

TRI-STATE LOTTO COMMISSION

York Harbor Inn
York Harbor, Maine
October 14, 2016

PRESENT: New Hampshire: Debra Douglas, Chair; Charles McIntyre, Executive Director;
Kelley-Jaye Cleland, Maura McCann, Lynda Plante
Vermont: Ed Flanagan, Commissioner; Jeff Cavender, Sylvia Buzzell, Mary Stridsberg
Maine: Orland McPherson, Commissioner; Gregg Mineo, Executive Director;
Lisa Rodrigue, Tim Poulin, Michael Boardman
Guests: Christian Smith with MacPage LLC; Calvin Rinck, Renee Loring, Mary Wdowin,
Jeremy Kyzer, Frank Graeff, Ron Miguel, Jack Foley, Darrell Frecker from Scientific
Games; Rose Longo-White with GYK Antler; Ryan Sahr, Cara Salvatore, Jeff Lipps, Kristen
Pare with Intralot; Steve Mason, Molly Martin, Josh Barrett with FuseIdeas;
Pete Donahue, Amy Warner with Alchemy3

The meeting was called to order at 9:00 am.

ACCEPTANCE OF MINUTES FOR AUGUST 12, 2016

MOTION

Commissioner McPherson made a motion, seconded by Commissioner Flanagan, to accept the August 12, 2016 minutes as distributed. So voted, unanimous.

Christian Smith with MacPage presented the audit report. He stated this was overall an excellent clean unmodified audit.

FINANCE COMMITTEE – Tim Poulin

In June the Commission approved the plan to fund the contingency fund. The contingency funds for Gimme 5 and Megabucks were under funded so they made an assessment to each state based off of the sales to fix that issue. So far those contingency funds have been performing as expected with the changes now in place. They will continue to be monitored to prevent them from falling behind as they did in the past.

Megabucks is performing better in all three states than it did last year.

Three different investment policies from Peoples United Bank were looked at and discussed. It is the recommendation of the finance committee to accept proposal #2 for the new investment policy going forward.

MOTION

Commissioner McPherson made a motion, seconded by Commissioner Flanagan to accept proposal #2 and update the investment policy. So voted, unanimous.

MARKETING AND PRODUCT DEVELOPMENT – Maura McCann

The committee is currently focusing on the next Tri-State \$10 instant scratch ticket. The ticket will include a second chance feature to win a trip to Vegas.

The three states will be doing a promotion called the Power Cruise promotion with Alchemy 3. This promotion encourages players to submit their non-winning Powerball tickets to enter into a drawing to go aboard the Power Cruise. This promotion will launch at the end of February of 2017.

DRAW COMMITTEE – Maura McCann

The annual maintenance contract for the draw equipment with Smartplay International is ready for renewal.

MOTION

Commissioner Flanagan made a motion, seconded by Commissioner McPherson, to renew the annual maintenance contract from Smartplay International for the amount not to exceed \$2,195.00. So voted, unanimous.

The New Hampshire Lottery has been working with the Draw Committee to reduce the sound coming from the drawroom. In order to do this the best possible scenario is to use a material to insulate the walls. Prior to this being done, the HVAC vents needed to be moved. This step in the process has been completed and the insulation installation will begin soon.

SCIENTIFIC GAMES – Darrell Frecker

Scientific Games is currently going through some changes with their draw portfolio with Maine. The next one coming is for Maine to get back into Fast Play again. This will be completed by the first quarter of next year.

INTRALOT – Ryan Sahr

New Hampshire is launching three new Fast Play games in November called Break em', Slam Dunk Dough and Frogger.

Gearing up for the Power Cruise promotion in February 2017.

Intralot will also be working on the new multi-state Progressive Fast Play game called Miss Match coming in the Spring.

ACCEPTANCE OF COMMITTEE REPORTS

MOTION

Commissioner Flanagan made a motion, seconded by Commissioner McPherson, to accept the committee reports as presented. So voted, unanimous.

OTHER BUSINESS

The TV spot of the rough draft for the Power Cruise was shown by Alchemy3.

MOTION

Commissioner McPherson made a motion to adjourn at 9:39 am. Motion was seconded by Commissioner Flanagan. So voted, unanimous.



Debra Douglas, Chair