

TRI-STATE LOTTO COMMISSION
Minutes of Commission Meeting
April 14, 2023 – 10:00 a.m.

Commissioners:

Debra Douglas, Commission Chair, NH Lottery
Julie Sheehan, Commissioner, ME Lottery
Ed Flanagan, Commissioner, VT Lottery

Others in Attendance:

Charlie McIntyre, NH Lottery	Maura McCann, NH Lottery	Kelley-Jaye Cleland, NH. Lottery
Don Wenner, VT Lottery	Heather Child, NH Lottery	Katie Brown, NH Lottery
Calvin Rinck, SGI	Len Mannino, NH Lottery	Tammy Dubreuil, NH Lottery
Andrew Collier, VT Lottery	Tom Remp, VT Lottery	Tammy Pigeon, VT Lottery
Amy Tucker, VT Lottery	Greta Larson, SGI	Steve Mason, Fuseideas
Ron Miguel, SGI	Lynda Plante, NH Lottery	

Commission Chair Douglas called the meeting to order at 10:31 a.m.

1. ACCEPTANCE OF MINUTES FROM FEBRUARY 10, 2023

- Motion was made by Commissioner Sheehan for the **Acceptance of Minutes** from February 10, 2023, seconded by Commissioner Flanagan. So voted, unanimous.

2. FINANCE COMMITTEE – Don Wenner, Financial Manager for Vermont Liquor and Lottery reported:

- March YTD Results
 - FY23 sales through March 31, 2022, nine months through the fiscal year, were higher than the same period in FY22 by \$1.5 million or 2.25%. Overall higher sales were driven by Fastplay which recorded a sales increase of \$3.2 million or 11.26%. Megabucks, Daily Numbers, and Gimme 5 sales were down 5.62%, 4.57%, and 1.88% respectively.
 - Aligned with higher sales, cost of sales through the third quarter were higher than the same period in FY22 by \$1.8 million or 4.0%. Operating expenses were lower than the same period in FY22 by \$517.2 thousand, driven mainly by lower costs offset by higher consulting costs related to Vermont's gaming system conversion.
 - Net profit operations through three quarters of FY23 totaled \$18.1 million as compared to \$17.9 million during the same period in FY22.
 - There was \$3,012,578.63 in Expired Unclaimed Prizes at the end of March.
- FY24 Budget Development
 - Don Wenner reported that he will be reaching out shortly to confirm assumptions for FY24 to be used in preparing the FY24 budget approval.
- Business Office Transition to New Hampshire Lottery
 - Don Wenner reported that Jim Duris and he will be collaborating on the transition plan benchmarks for the project. Current assumptions is for Vermont to own FY23 including year-end close and the external audit; New Hampshire to own FY24. However, Vermont will likely continue to be involved to some extent into FY24 until all processes are transitioned.

3. MARKETING AND PRODUCT DEVELOPMENT COMMITTEE – Maura McCann, NH Lottery Commission reported:

- **TRI-STATE MEGABUCKS:**
 - Game change to incorporate the Monday draw is scheduled to execute September 18, 2023.
 - New Hampshire will add the game to the iLottery sales platform at that time.
 - The Product Development Committee has creative in front of them, and discussion continues regarding the direction.
- **POWERBALL:**
 - Powerball in Australia is still going through their regulatory processes. Currently there is no news or anything to update.
 - Powerball NASCAR Promotion:
 - 27 states are expected to participate including Maine. New Hampshire and Vermont have opted out due to additional costs, and timing associated to the promotion.
 - During the PGRI meeting in Miami, they discussed the potential Powerball and Mega Millions merger. The Panelists stated they hoped to have the merge happen within the next 5 years.
- **MEGA MILLIONS:**
 - Currently looking to move towards a \$5 Game.
 - Three virtual meetings were held between the Mega Millions Product Development Committee and participating states. The meetings discussed the following:
 - Proposal to offer a secondary drawing specific to each state that sales Mega Millions. A minimum of 10.17 percentage of the prize fund will be allocated to that state.
 - The proposed rollout is Spring or Summer of 2024.
- **FAST PLAY:**
 - Maine Lottery has 4 new Fast Play Games released April 9th.
 - Vermont had two Fast Play progressive jackpots hit this past week.
 - New Hampshire is launching a new \$10 rolling jackpot game, and it's named \$10 Live Free and Win on April 30th.
- **TRI-STATE INSTANT TICKET:**
 - We continue to work on the two Tri-State scratch tickets:
 - Ultimate Cash Dash by Scientific Games. Tri-State is launching, but due to legal trademark concerns, the game will be called, \$10 Ultimate Da\$h moving forward.
 - \$10 Golden Spin by Alchemy 3 and the \$10 Ultimate Da\$h are moving to come out in August from all 3 states, Maine, Vermont, and New Hampshire. The two are still currently being worked on.
 - Tri-State recently met with Alchemy 3 to discuss Wheel Spin reveals.
 - Mobile Reveal, Retail Reveal, Cash Dash Artwork, and Advertising.
- **BIG COUNTRY CASH and GIG TOURS:**
 - As part of the I'm With the Band promotion, the Lee Brice Concert schedule has been posted for the next few months.
 - Tri-State chose the dates of May 3rd- May 7th for the Gig-Tour, which will be held at Billy Bobs in Fort Worth, Texas.
- **PROMOTIONS:**
 - Maine Lottery will be running a systems promotion on Pick 3 & Pick 4 called April Showers.

- Maine has an upcoming Gimme 5 systems promotion in May. Some details are still being determined.
- Vermont has an upcoming Pick 3 & Pick 4 systems promotion.
- Vermont will run a Gimme 5 systems promotion on May 5th.
- New Hampshire has Fast Play Fridays and Cinco de Mayo promotions coming up.
 - Fast Play Friday's promo is occurring at retail 2-4pm every Friday in April, May, and June.
 - Cinco de Mayo will be a BOGO event at retailers and via iLottery from 6AM-6:45PM.

4. NEXT MEETING

- Next Away Meeting: May 31 – June 2, 2023 – Stage Neck Inn York Harbor, Maine.

5. OTHER

Commission Chair Douglas entertained a motion to adjourn; so moved by Commissioner Sheehan and seconded by Commissioner Flanagan. Meeting adjourned at 11:30 a.m.



Debra Douglas, Commission Chair

Respectfully submitted, Kelly Crockett