

New Hampshire Lottery Gaming Commission
14 Integra Drive, Concord NH
Minutes of Commission Meeting
April 7, 2026 - 11:00 a.m.

Commissioners:

Erle Pierce, Chairman
Andy Crews, Commissioner
Stuart Trachy, Commissioner

Lottery Staff in Attendance:

Charles McIntyre	Lynda Plante	Valerie King
James Duris	Maura McCann	KJ Rosberg
Danny Maloney	Kelly Crockett	Cooley Arroyo
Len Mannino	Yeison Mirando	Valerie King

Others in Attendance:

Shane Taylor, Aristocrat	Reilly Woodbury, Intralot
Erika Gammon, GYK	Piper Baine, GYK Antler
Seth Lapointe, Sci Games	Barry Curtis
Alicia Preston	Jeff Mucciarone

Chairman Pierce called the meeting to order at 11:00 a.m.

1. ACCEPTANCE AND SIGNING OF PREVIOUS MINUTES

- Chairman Pierce entertained a motion to accept the minutes of March 3, 2026, meeting. Commissioner Crews moved to accept the minutes, seconded by Commissioner Trachy. All are in favor, motion passed 3-0.

2. FINANCIAL REPORTS

- **Chief Financial Officer James Duris** presented a financial summary for the month ending February 28, 2026.
 - Lottery sales for the month of February decreased by \$1.2M compared to the same period of the prior year. Instant tickets decreased by \$0.9M compared to the prior year. All other platforms remained relatively flat. Overall, YTD lottery sales have increased by \$20.1M for the year. YTD Instant tickets revenues are below the prior year by \$7.0M. Powerball has increased by \$24.0M. Mega Millions revenue has decreased \$3.3M for the year. iLottery and Keno have increased by \$5.6M and \$3.3M respectively.
 - Mobile sports' betting revenues were \$4.0M, a decrease of \$1.4M compared to the prior year. The handle was \$65.3M for the month, an increase of \$6.4M compared to the prior year. Retail sports betting revenue of \$499K

increased compared to the prior year by \$303K. The retail sports betting handle was \$5.1M for the month, an increase compared to the prior year of \$0.7M. YTD mobile revenues of \$30.2M came in at \$4.1M over the prior year's revenues and YTD retail revenues, of \$3.0M, increased by \$1.3M.

- Racing and gaming revenues came in at \$1.3M, an increase of \$0.4M compared to the prior year. YTD revenues compared to the prior year increased by \$1.8M. Historic horse racing revenues came in at \$2.7M. HHR YTD revenues are \$26.5M, an increase of \$7.8M over the prior year. VLT revenues were \$602K for the month and \$1.5M for the year.
- VLT revenues to the General Fund for the month were \$2.1M and \$6.7 YTD. This is below YTD projections of \$24.6M by \$17.9M.
- Operating transfers for February results were \$21.2M, including \$602K of VLT revenue, beating projections by \$3.2M. YTD transfers are \$175M. This is above projections by \$37.8M.
- Advertising expense was very high due to production costs for holidays, Tri-state and Millionaire for Life. All other expenses were in line with expectations.
- Interest from treasury was received in the amount of \$250K.

Chairman Pierce entertained a motion to approve the January Financials as presented. Commissioner Crews moved to accept February's financials and seconded by Commissioner Trachy. All are in favor, motion passed 3-0.

3. SPORTS BETTING

- **Director of Sports Betting, Danny Maloney**, presented February and FY26 Sports Betting results.
 - Feb '26 Mobile and Retail Results
 - \$70,401,670 in Handle
 - \$10,475,955 in GGR
 - Holds of 14.9%
 - \$4,619,043 in revenue to the State
 - YoY Bets and Active users (Feb '25 to '26)
 - Decrease in mobile bets of 4%
 - Decrease in retail bets of 1.5%
 - Increase in active users of 8.9%
 - Fiscal '26
 - \$33,423,517 in revenue to the State
 - Since Inception
 - \$187,097,077 in revenue to the State

4. SALES, PRODUCT, AND PROGRAM

- **Chief Product and Program Officer, KJ Rosberg** presents a portion of February through March 2026 ending report. Ms. Rosberg reports that iLottery is looking solid with e-instants up year over year. The app is performing well with more purchasers, depositors, betters, and more FTD's. In February the App achieved its highest projected one-year CLTV (Customer Lifetime Value). Scratch tickets are trending down, but the \$30 scratch ticket earned \$1.2 million. With the price of gas being one dollar higher than last year, this has impacted on our sales greatly. Preparation for the new \$50 ticket functionality test game is on going for the end of May. Hopefully this results in the game launch by the end of the year. Pick 3 and Pick 4 should be launching for iLottery at the end of April, contingent upon a few things falling into place that could be bumped out.

5. MARKETING REPORT

- **Director of Marketing, Maura McCann**, presents a performance report for February/March 2026 data. Ms. McCann reiterated KJ's highlight that iLottery is doing well with the 1700 or more new players each month. The cadence of the six-week scratch ticket delivery schedule allows us to implement fresh creative for scratch. Gimme 5 had a \$100K winner in Belmont NH, and Power Ball had two winners, one for \$50K and another for \$100K. There was an online for Viva Las Vegas Jackpots, and that winner won \$96,150. We continue to be #1 in sales per capita for Millionaire for Life. Lottery chairman Erle Pierce and Lottery Executive Director Charles McIntyre attended GYK in Manchester for the \$30 ticket launch's promotion. Creative is continuing to support the Pick 3 Pick 4 launch for online play. We're also gearing up for the \$10 Franklin's Fortune scratcher coming out in June. The Banana Ball event is planned for June 19th in Manchester. The Jurassic Park drawing will take place July 22nd, then into August the Skee Ball event at Hampton Beach will take place.

6. OPERATIONS UPDATE

- **Chief Operating Officer, Lynda Plante**, presents an operations update for March.
 - Ms. Plante was excited to present the new HR Director Yeison Mirando. There are two positions open currently being recruited for. Public service recognition week starts May 3, 2026, and this will be endorsed by the Governor.
 - One new employee will attend the CRASE Training April 21st.
 - There will also be a Know Your Numbers on-site clinic that's planned for this spring.
 - Admin support is continuing visits to the Aristocrat Bedford office to stay on top of top-level customer service. In addition to the visits, we're gearing up for the Pick 3 / Pick 4 release available on iLottery.

- Amanda Laskey-Eddy is the new ADA Coordinator for the agency.

7. COMPLIANCE

- **Chief Compliance Officer, Cooley Arroyo**, presented February 2026 Games of Chance (GOC) presentation which showed a very strong month for GOC and VLT's as Jim stated earlier. We're seeing a shift over to the VLT's from HHR operations. Rooms are continuing to submit paperwork to convert and add machines, and this appears to trend through to the summer. Ms. Arroyo spoke to some of the rooms to ask them how the conversions are going, and they all seem pleased with it all.

8. OTHER BUSINESS

9. NEXT MEETING

- Tuesday, May 12, 2025, at 11:00 am, 14 Integra Dr., Concord, NH. 03301.

Chairman Pierce entertained a motion to adjourn the meeting. Commissioner Crews moved and seconded by Commissioner Trachy. All are in favor, motion passed 3-0.

Meeting adjourned at 11:47

Erle Pierce 5/12/2026
Erle Pierce, Chairman Date

Andy Crews 5/12/26
Andy Crews, Commissioner Date

Stuart Trachy 5/12/26
Stuart Trachy, Commissioner Date