

New Hampshire Lottery Gaming Commission

14 Integra Drive, Concord NH

Minutes of Commission Meeting

May 12, 2026 - 11:00 a.m.

Commissioners:

Erle Pierce, Chairman

Andy Crews, Commissioner

Stuart Trachy, Commissioner

Lottery Staff in Attendance:

Charles McIntyre

Valerie King

Lynda Plante

James Duris

Maura McCann

KJ Rosberg

Danny Maloney

Kelly Crockett

Cooley Arroyo

Len Mannino

Yeison Mirando

Others in Attendance:

Reilly Woodbury, Intralot

Ava Dodge, GYK

Erika Gammon, GYK

Piper Baine, GYK Antler

Seth Lapointe, Sci Games

Barry Curtis

Alicia Preston

Jeff Mucciarone

Tyler Clark

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 April 7, 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 March 3, 2026.
 - Lottery sales for the month of March decreased \$0.8M compared to the same period of the prior year. Instant tickets decreased by \$1.8M compared to the prior year. iLottery revenues increased \$1.0M. All other platforms remained relatively flat. Overall, YTD lottery sales have increased by \$20.0M for the year. YTD Instant tickets revenues are below the prior year by \$8.8M. Powerball has increased by \$23.3M. Mega Millions revenue has decreased \$3.3M for the year. iLottery and Keno have increased by \$6.6M and \$3.3M respectively.
 - Mobile sports' betting revenues were \$3.2M, an increase of \$0.8M compared to the prior year. The handle was \$76.7M for the month, an increase of \$6.4M compared to the prior year. Retail sports' betting revenue was \$76K, compared to the prior year by \$502K. The financial statement reflects a \$42K loss due to an over-stated prior month's accrual. The retail sports betting

handle was \$4.6M for the month, a decrease compared to the prior year of \$2.5M. YTD mobile revenues of \$33.4M came in at \$4.8M over the prior year's revenues and YTD retail revenues, of \$3.0M, increased by \$0.8M.

- Racing and gaming revenues came in at \$1.2M, an increase of \$0.2M compared to the prior year. YTD revenues of \$9.1M increased by \$2.0M. Historic horse racing revenues came in at \$2.4M. HHR YTD revenues are \$28.9M, an increase of \$7.6M over the prior year. VLT revenues were \$706K for the month and \$2.2M 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 March results were \$21.2M, including \$706K of VLT revenue, beating projections by \$2.7M. YTD transfers are \$196M. This is above projections by \$40.3M
- IT expense was high due to adjusted estimates and accruals. This is true for Indirect Costs as well. Membership costs are high for month but will be re-classed to prepaids in April. All other expenses were in line with expectations.

Chairman Pierce entertained a motion to approve the January Financials as presented. Commissioner Crews moved to accept March'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.
 - Mar '26 Mobile and Retail Results
 - \$81,314,529 in Handle
 - \$7,738,559 in GGR
 - Holds of 9.5%
 - \$3,320,812 in revenue to the State
 - YoY Bets and Active users (Mar '25 to '26)
 - Decrease in mobile bets of 5%
 - Decrease in retail bets of 16.4%
 - Decrease in active users of 2%
 - Fiscal '26
 - \$36,744,329 in revenue to the State
 - Since Inception
 - \$190,417,889 in revenue to the State

4. SALES, PRODUCT, AND PROGRAM

- **Chief Product and Program Officer, KJ Rosberg** presents sales, products, and program updates. Ms. Roseberg presented iLottery actuals vs targets. FTD's remain under target at 38% and show they're 27% lower than the past month. Currently without a Jackpot, DBG sales continue to be under target. E-Instants sales are up 19% over target yet lower by 4% from last month's e-instant sales. Acquiring new players during lulls may be assisted by new tools like web layers outside of a jackpot run. Ms. Roseberg showed a side-by-side comparison of purchases by platform and

number of FTD by platform for the time periods 7/1/25-10/31/25, and 1/1/26-4/30/26. The graph shows the increase in players using the app for purchases by 82%. The age range, purchases, and FTD chart breaks down what each age range group enjoys playing, for example via phone vs a desktop computer. Due to a lack of a jackpot run in Jan-April, the app has outperformed mobile and web (desktops) for betters and depositors. Aristocrat provided an update with a slide showing the VIP Omnichannel offer. Each column showed the number of times used, unique players, average number of players, and scans per ticket. The \$20 VIP was number one, and the unique players using the codes liked the \$10 VIP more. Scratch ticket sales show that sales are down, but during an analysis of the \$30 ticket launch, created by team members Keegan and Nick, less total tickets at \$20, \$25, and \$30 have been sold. This indicates people could be experiencing limited funds, even though the combined ticket sales in these price points have increased. An update for Salesforce, Ms. Roseberg, reports a revised timeline of completion for the end of this year.

5. MARKETING REPORT

- **Director of Marketing, Maura McCann**, presents a performance report for March/April 2026 data. Ms. McCann opened with knowing jackpots drive iLottery, yet while the jackpot is dry right now, we are seeing 1700 new players a month consistently. 2nd chance drawings are ending; Jurassic Park is done and all our winners have selected. Skee-Ball's selected winners will be completed by the 1st of June. Ms. McCann and KJ were also excited to report that our downloads are at nearly 374,000, which is an extremely good number. GYK is always available to update the website with the winners as this adds to our credibility that people do win. The Patriots' \$5 scratch ticket contract with (Maine, Vermont, and New Hampshire), are all in participation and look forward to this being completed by the end of the summer.

6. HUMAN RESOURCES

- **Director of Human Resources, Yeison Mirando** presents the HR report to the Commissioners and staff. Mr. Mirando sadly reports that KJ will be resigning after ten years of service, and her final day will be June 1st. Dr. Gregory Estevez has been named her successor and the new Chief Product & Programming Officer for the NH Lottery Gaming Commission. We celebrate Lottery Sales Representative Gary Rivard's retirement effective May 28, 2026. We all thank him for his service to our agency! We'd like to recognize Tammy Dubreuil's promotion to Assistant Finance Officer, a newly created position within the Finance Division. Congratulations to Ms. Dubreuil, a well-earned and deserved advancement! Yeison also reported on the current open positions and recruitment efforts. Employee training, events and other updates consist of CRASE Training, Know Your Numbers, and last week's employee Public Service Recognition Week. The response from staff was overwhelmingly positive and needed. In the spirit of strengthening a positive workplace culture, increased employee engagement is leadership's continuous goal.

7. OPERATIONS UPDATE

- **Chief Operating Officer, Lynda Plante**, presents an operations update. Ms. Plante reports on the status of the fleet and facilities consisting of documents identified for transport to White Farm, our disposal company. Admin support remains strong with our Aristocrat partners as we prepare for the iLottery launch of Pick 3 and Pick 4.

8. COMPLIANCE

- **Chief Compliance Officer, Cooley Arroyo**, presented March 2026 Games of Chance (GOC), VLT's, and HHR revenue report. Ms. Cooley stated we have once again another solid month reflecting the State's revenue at 7.4 million, GOE revenue at \$30 million, and most importantly Charity revenue is at \$7 million. The conversions from HHR to VLT's are still currently underway and are moving as fast as they possibly can with the VLT machine distributors disbursement. We also support KJ and her team, on the Intralot ICS project ensuring compliance is met and being ready for Dr. Estevez's onboarding.

9. OTHER BUSINESS

- **Executive Director, Charles McIntyre**, informed the Commission that there's a draft budget being worked on for FY28 and FY29. Secondly, we'll look at a breakdown of legislative ideas for the next session in terms of things we want to change.

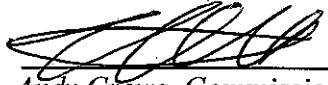
10. NEXT MEETING

- Tuesday, June 2, 2025, at 2:45 pm, 14 Integra Dr., Concord, NH. 03301.

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

Meeting adjourned at 12:05 pm


Erle Pierce, Chairman 6/2/2026
Date


Andy Crews, Commissioner 6/2/26
Date


Stuart Trachy, Commissioner 6/2/26
Date