

New Hampshire Lottery Gaming Commission

14 Integra Drive, Concord NH
Minutes of Commission Meeting
March 3, 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	Alicia Preston	Jeff Mucciarone

Others in Attendance:

Shane Taylor, Aristocrat	Reilly Woodbury, Intralot
Erika Gammon, GYK	Ava Dodge, GYK
Alicia Preston	Jeff Mucciarone

Chairman Pierce called the meeting to order at 11:02 a.m.

1. ACCEPTANCE AND SIGNING OF PREVIOUS MINUTES

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

2. COMPLIANCE

- **Compliance Division Director, Valerie King**, requests a motion to approve the Conditional Approval Response for Lot 500 (Rules for Prize Assignment).

Chairman Pierce entertained a motion to approve the conditional approval response for Lot 500. Commissioner Crews moved to accept the conditional approval response for Lot 500, seconded by Commissioner Trachy. All are in favor, motion passed 3-0.

3. FINANCIAL REPORTS

- **Chief Financial Officer James Duris** presented a financial summary for January 2026.
 - Lottery sales for the month of January increased by \$1.5M compared to the same period of the prior year. Instant tickets decreased by \$1.8M compared to the prior year, while iLottery increased by \$2.0M. Fast Play increased \$0.8M. All other platforms remained relatively flat. Overall, YTD lottery

sales have increased by \$22.0M for the year. YTD Instant tickets revenues are below the prior year by \$6.1M. Powerball has increased by \$24.1M. Mega Millions revenue has decreased \$3.7M for the year. iLottery and Keno have increased by \$5.7M and \$3.0M respectively.

- Mobile sports' betting revenues of \$4.7M are a slight increase of \$0.2M compared to the prior year. The handle was \$82.1M for the month, an increase of \$10.3M compared to the prior year. Retail sports betting revenue of \$278K increased compared to the prior year by \$64K. The retail sports betting handle was \$8.8M for the month, an increase compared to the prior year of \$1.6M. YTD mobile revenues of \$26.2M came in at \$5.5M over the prior year's revenues and YTD retail revenues 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 compared to the prior year increased by \$1.4M. Historic horse racing revenues came in at \$3.0M. HHR YTD revenues are \$24.0M, an increase of \$7.7M over the prior year. VLT revenues were \$485K for the month and \$938K for the year.
- VLT revenues to the General Fund for the month were \$1.5M and \$2.8 YTD. This is below YTD projections of \$18.6M by \$15.8M.
- Operating transfers for January results were \$25.8M, including \$485K of VLT revenue, beating projections by \$5.2M. YTD transfers are \$154M. This is above projections by \$41.0M.
- Fleet expenses increased due to winter tire replacements. Printing expenses were high for the month due to invoicing for the annual report. 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 January's financials and seconded by Commissioner Trachy. All are in favor, motion passed 3-0.

4. SPORTS BETTING

- **Director of Sports Betting, Danny Maloney**, presented January and FY26 Sports Betting results.
 - Jan '26 Mobile and Retail Results
 - \$90,919,030 in Handle
 - \$10,632,753 in GGR
 - Holds of 11.7%
 - \$4,619,043 in revenue to the State
 - YoY Bets and Active users (Jan '25 to '26)
 - Increase in mobile bets of 2.7%
 - Increase in retail bets of 2.2%
 - Increase in active users of 11.6%
 - Fiscal '26
 - \$28,818,967 in revenue to the State
 - Since Inception

- \$182,492,527 in revenue to the State

5. MARKETING REPORT

- **Director of Marketing, Maura McCann**, presents a performance report for March 3, 2026, and includes January's data.
 - Ms. McCann was happy to report that digital had solid numbers despite the jackpot drivers. We're currently seeing two thousand new players each month, and Mega Millions is slowly nearing the half a billion mark. Arkansas won the Powerball jackpot last night, while we had a \$50K winner from Circle K in Sanbornville. Jurassic Park and Skee-Ball's second chance drawing is currently still on going. One of the 10 people from "I Heart Bacon" ticket received 48 packages of bacon shipped to them via FedEx. Media and PR saw \$58 million worth of value January through February 2026. February creative took on the Valentine theme, and we're seeing March's theme, Luck of the Irish as well. We're also number one in per capita sales for Billionaire for Life here in New Hampshire.

6. OPERATIONS UPDATE

- **Chief Operating Officer, Lynda Plante**, presents an operations update.
 - Ms. Plante gave a position reports there are two positions posted and currently being recruited for.
 - One new employee attended the CRASE (Civilian Response for Active Shooter Events) training on 2/17. Employees that have been here for 3+years will attend a refresher course starting next month.
 - The Bureau of Education and Training (BET) courses and tuition reimbursement opportunities are on a temporary budget hold.
 - A strong partnership has developed with our new vendor's PSC (player support center) and Admin Support to include training and visits to their facility in Bedford, NH. They are on track to provide the same top-level customer service as HQ.

7. COMPLIANCE

- **Chief Compliance Officer, Cooley Arroyo**, presented January 2026 through to the current month's Games of Chance report.
 - Games of Chance (GOC) presentation highlighted VLT's progress showing \$2.4 million, HHR showing \$2.7 million, and GOC showing \$1 million for the month of January to the current date. Currently VLT growth is increasing, even with the slow conversions, and slow availability of the conversion kits.

- **Compliance Division Director, Valerie King,**

➤ Requests approval to adopt Lot 500 (Rules for Prize Assignment).

Chairman Pierce entertained a motion to approve the adoption of Lot 500 (Rules for Prize Assignment). Commissioner Crews moved and seconded by Commissioner Trachy. All are in favor, motion passed 3-0.

8. OTHER BUSINESS

9. NEXT MEETING

- Tuesday, April 7, 2025, at 11:00 am, 14 Integra Dr., Concord, NH. 03301.

Chairman Pierce adjourned the meeting at 11:44 am.

Erle Pierce 4/7/2026
Erle Pierce, Chairman Date

[Signature] 4/7/2026
Andy Crews, Commissioner Date

Stuart Trachy 4/7/2026
Stuart Trachy, Commissioner Date