

New Hampshire Lottery Commission

14 Integra Drive, Concord NH

Minutes of Commission Meeting

June 24, 2025 - 10:00 a.m.

Commissioners:

Debra Douglas, Chairman

Andy Crews, Commissioner

Erle Pierce, Commissioner

Lottery Staff in Attendance:

Charles McIntyre

Lynda Plante

Valerie King

James Duris

Maura McCann

KJ Cleland

Danny Maloney

Len Mannino

Cooley Arroyo

Others in Attendance:

Jodi Grimbilas, Sci Games

Reilly Woodbury, Intralot

Rich Parsons, RYP

Ryan Sahr, Intralot

Sean Athey, GLI

Erika Gammon, GYK

Shane Taylor, Aristocrat

Seth LaPointe, Sci Games

Stuart Trachy, NH Lottery

Jackson Bouley, Brook

Julie Sheehan, ME

Lisa Rodrigue, ME

Chairman Douglas called the meeting to order at 10:01 a.m.

1. ACCEPTANCE AND SIGNING OF PREVIOUS MINUTES

- Chairman Douglas Accepted the Minutes of the May 22, 2025, meeting. Commissioner Crews moved to accept the minutes, seconded by Commissioner Pierce. All are in favor, motion passed 3-0.

2. FINANCIAL REPORTS

- **Chief Financial Officer, James Duris**, presented May financial summary.
 - Lottery sales for the May increased compared to the same period of the prior year. Instant tickets decreased by \$1.0M compared to the prior year. iLottery decreased \$0.2M. Fast Play increased \$2.2M. All other platforms remained relatively flat. YTD Instant tickets revenues are below the prior year by \$17.5M. Powerball and Mega Millions are behind last year by \$30.1M and \$9.0M, respectively. Fast Play revenue has increased \$5.1M for the year. Overall lottery sales have decreased by \$54.0M for the year.
 - Mobile sports betting revenues of \$3.2M was an increase of \$0.7M compared to the prior year. The handle was \$56.4M for the month, an increase of \$4.7M compared to the prior year. Retail sports betting revenue of \$282K decreased slightly compared to the prior year. Retail sports betting handle was \$5.1M for the month, a decrease compared to the prior year of \$1.2M. Mobile results are currently \$7.8M over prior year revenues.

- Racing and gaming revenues came in at \$1.3M, an increase of \$386K compared to the prior year. YTD revenues have increased by \$1.2M. Historic horse racing revenues came in at \$3.9M. HHR YTD revenues are \$28.8M, an increase of \$10.2M over the prior year.
- Operating transfers for May results were \$19.9M. This is above projections by \$2.7M. YTD transfers are \$185.3M compared to \$185.7M in the prior year. We have an estimated transfer to make prior to the end of the month.
- Equipment expense was high for the month. This was new generator costs. We also had additional building renovation costs of \$10.4K. Audit costs came in at \$118K, an increase of \$24K over the prior year.

Chairman Douglas entertained a motion to approve the May Financials as presented. Commissioner Crews moved to accept the May financials as presented, seconded by Commissioner Pierce. All are in favor, motion passed 3-0.

3. SPORTS BETTING

- **Director of Sports Betting, Danny Maloney**, presented the May 2025, sports betting summary.
 - May '25 Mobile and Retail Results
 - \$61,465,858 in Handle
 - \$8,064,113 in GGR
 - Hold of 13.12%
 - \$3,596,561 in revenue to the State
 - YoY and Active users (May '24 to '25)
 - Increase in mobile bets of 15.6%
 - Increase in retail bets of 1.8%
 - Decrease in active users of 2.4%
 - Fiscal '25
 - \$35,988,977 in revenue to the State
 - NH is 3rd in per capita revenue to the State from Sports Betting in FY25
 - Since Inception
 - \$150,744,124 in revenue to the State

4. SALES PRODUCT AND PROGRAM UPDATE

- **Chief Product and Program Officer, KJ Cleland**, presented a performance report for June. Ms. Cleland was happy to report there were some improvements from prior months. iLottery deposits increased by 2% compared to April and 5% YoY for May. So far, all KPIs for June are already looking good. The month-to-month comparison showed May being ahead of other non-jackpots, but that's due to the jackpot drought. The jackpot drought has also affected registration and FTDs. May's net gaming is down because of the big wins via iLottery. Goals and actuals revealed we're down 3% for deposits from last year and 7% on NGR (Net Gaming Revenue). Fast Play showed this month and May are the strongest we've ever seen. Ms. Cleland was happy about the \$10 price point, in comparison to \$10 sales last May to mid-June of this year. Sales for FY24 were \$321,220 compared to this year at \$933,260,

a 209% increase for the \$10. Scratch tickets are level right now, but the new \$20 Millionaire 7 game is currently performing well showing positive results. The new app is going live July 1, 2025, and we're prepping for the switchover schedule. The interns have started as well as the training for admin, SST, and retail systems for AI PSC occurred. Sales are currently updating the LSR territories due to the Rite Aid closures.

5. MARKETING REPORT

- **Director of Marketing, Maura McCann**, presented a performance report for the month of May. Ms. McCann reports the \$5 price point Mega Millions is growing and is doing well so far. We're doing great collaborating with Aristocrat and GYK on the monthly welcome offers. This is again another way to get players interested in playing online. We're closing out on a couple pf second chance drawings. The last top prize in the \$20 Double Your Million scratch ticket game was claimed. That will allow us to set the date for either 1 million or 2 million from that game. The \$10 Golden Spin in Las Vegas is happening right now. Mickey Boardman from Maine is representing Tri-State in Las Vegas, as the MC. Ms. McCann was happy to announce recent winners, \$2 million Power Ball, \$100K Gimme 5, and a \$30K for Megabucks. There was another Power Ball winner that won \$150K as well this past Sunday.

6. OPERATIONS UPDATE

- **Chief Operating Officer, Lynda Plante**, presented updates for May's commission meeting. Ms. Plante introduced new employees Kim Demarino, Ken Schaepe, and Nick Signorelli was promoted. Three positions have been filled, and one is posted for recruitment. Thirty-three employees attended the Know-Your-Numbers on-site clinic held on 5/29/25. The new phone system (Webex) will roll out to our agency on the evening of 6/25/25. Ms. Plant reports that ADA redesign rolled out on 4/1, with a 98.85% completion for the 2025 ADA surveys. Only two remain as of 6/19/25. The new areas of the building have received occupancy, and we're in the process of wi-fi updating to be automatic agencywide. 7/1/25, training will begin for Aristocrat in frontline customer support, who will aid players with the My603Rewards program.

7. COMPLIANCE

- **Compliance Division Director, Valerie King & Chief Compliance Officer Cooley Arroyo**, presented three pieces of materials starting with a snapshot of Investigation & Compliance Division Activities for FY 2025. The document consists of all the types of licenses, the amounts of licenses issued, and totals in count. The document also had each auditing unit that's assigned to five employees, and enforcement units assigned to seven employees. Ms. Arroyo discussed the second document GOC revenue reports. State revenue is at \$1 million, Charity revenue is at \$3.4 million for GOC alone. For HHR the State revenue is at \$4.2 million, and the Charities is at \$2.3 million. Ms. Arroyo felt the graph illustrating the projections for FY 2025 an exceptional graph as it shows we're on pace with a monthly average of \$4 million and if played out for 2025 will come to \$50 million between 2021 and 2025. The numbers are looking good, and the relationships we're

cultivating with the game rooms is expanding positively. Lastly, the third document is regarding an update and overview of the litigation at the New Hampshire Supreme Court.

8. OTHER BUSINESS

- Commission Crews asked to entertain a motion to nominate Erle Pierce as Chairman of the New Hampshire Lottery Commission, seconded by Chairman Douglas. All are in favor, motion passed 3-0.
- Commissioner Crews made a motion to serve as the Chairman of Tri-State Lotto Commission, second by Commissioner Douglas. All are in favor, motion passed 3-0.

9. NEXT MEETING

- Thursday, August 21, 2025, at 10 a.m. at Lottery Headquarters.

Chairman Douglas asked to entertain a motion to adjourn. Commissioner Pierce made a motion to adjourn, seconded by Commissioner Crews. All are in favor, motion passed 3-0.

The meeting adjourned at 11:00 a.m.


Erle Pierce, Chairman 08/21/2025
Date


Andy Crews, Commissioner 08/21/25
Date