

New Hampshire Lottery Commission

14 Integra Drive, Concord NH

Minutes of Commission Meeting

January 6, 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

Cameron McQuade

Others in Attendance:

Shane Taylor, Aristocrat

Reilly Wood, Intralot

Heidi Kroll, Sci Games

Seth LaPointe, Sci Games

Erika Gammon, GYK

Ryan Sahr, Intralot

Rich Parsons, RYP Granite Strategies

Jackson Bouley, D&B

Robert Collins, RYP Granite Strategies

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 December 16, 2025, meeting. Commissioner Crews moved to accept the minutes, seconded by Commissioner Trachy. All are in favor, motion passed 3-0.
- Chairman Pierce entertained another motion to accept the minutes of December 22, 2025, 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 November 2025
 - Lottery sales for the month of November increased by \$3.1M compared to the same period of the prior year. Mega Millions sales increased \$2.0M. Instant tickets decreased by \$1.1M compared to the prior year. iLottery increased by \$521K. Powerball increased by \$1.1M. All other platforms remained relatively flat. YTD Instant tickets revenues are below the prior year by \$1.6M. Powerball has increased by \$13.2M. Fast Play revenue has decreased \$1.1M for the year. iLottery and Keno have both increased by over \$2.5M. Overall lottery sales have increased by \$16.6M for the year.
 - Mobile sports' betting revenues of 5.4M are an increase of \$1.1M compared to the prior year. The handle was \$86.6M for the month, an increase of \$11.5M compared to the prior year. Retail sports betting revenue of \$635K increased compared to the prior year by \$502K. The retail sports betting handle was

\$9.4M for the month, a decrease compared to the prior year of \$2.8M. YTD mobile revenues came in at \$3.2M over the prior year's revenues and YTD retail revenues increased by \$0.9M.

- Racing and gaming revenues came in at \$1.7M, an increase of \$0.7M compared to the prior year. YTD revenues compared to the prior year increased by \$0.6M. Historic horse racing revenues came in at \$3.6M. HHR YTD revenues are \$17.8M, an increase of \$6.7M over the prior year. VLT revenues are being reported along with the other compliance revenues which are reported on a cash basis during the fiscal year. This resulted in zero reported revenues for the month of November. Beginning in December, monthly revenues will be reported.
- Operating transfers for November results were \$20.2M. This is above projections by \$4.5M. YTD transfers are \$99.3M. This is above projections by \$21.5M.
- Advertising expenses were high for the month due to production expenses. YTD DoIT expense of \$60K was received for Salesforce licenses. All other expenses were in line with expectations.
- Interest from the Treasury received totaling \$148K.

Chairman Pierce entertained a motion to approve the November Financials as presented. Commissioner Crews moved to accept November'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 November and FY26 Sports Betting results.
 - Nov '25 Mobile and Retail Results
 - \$95,973,807 in Handle
 - \$13,927,774 in GGR
 - Holds of 14.51%
 - \$6,199,843 in revenue to the State
 - YoY Bets and Active users (Nov '24 to '25)
 - Increase in mobile bets of 7.3%
 - Increase in retail bets of 5.2%
 - Increase in active users of .7%
 - Fiscal '26
 - \$18,518,894 in revenue to the State
 - Since Inception
 - \$172,192,454 in revenue to the State

4. SALES PRODUCT AND PROGRAM UPDATE

- **Chief Product and Program Officer, KJ Rosberg**, presents January's report.
 - iLottery since the last report, increased by over 5,600, being our highest #in FTDs in one month. Instant sales increased \$50 M, and DBG sales increased \$4.4M. Ms. Rosberg reports more people are betting via the app. The latter trend began in November and continued to be strong through January. Although it's

only been four days into the new year, January already shows there's more depositors by app and 3K more than mobile web.

- NH Cash Expander Wild, which is part of the multi-state jackpot game by IWG, was out #1 e-instant game. Sales for this game exceeded total sales for any other game.
- Scratch tickets continue to underperform, showing this year's peak behind the year's record week, as well as behind two fiscal years before that. The team continues to look at possible contributing factors. These factors include retail's ability to fill bins, launch cadence, ticket popularity, marketing support, and economic factors.
- Retail systems report the planning for the ICS change from Spectra to Elysm.
- Working through Millionaire for Life to launch in February.
- Rewards continue to provide monthly engagement opportunities for players.

5. MARKETING REPORT

- **Director of Marketing, Maura McCann**, presents a performance report for November and December.
 - November unfortunately marked another month of iLottery performance that illustrates people not willing to pay \$5 per ticket Mega Millions price, and this is even during a high-jackpot run.
 - December showed two Powerball winners, one \$50K and the other \$150K.
 - We continued supporting the Holiday scratch tickets, and the VIP family of scratch tickets.

6. OPERATIONS UPDATE

- **Chief Operating Officer, Lynda Plante**, presents an operations update for January's NH Lottery Commission meeting.
 - Cameron McQuade was brought aboard 12/12 as the new Digital Games Specialist
 - There are three other positions posted, and Ms. Plante and HR are currently recruiting for.
 - Four employees received recognition from the Governor for longevity of 25 years or more.
 - There will be one employee attending the CRASE training on 1/20.
 - The all-employee luncheon on 12/18 was a huge success!
 - ICS is moving into their new space.
 - The partnership with our new vendor Aristocrat and our admin team is flourishing with a strong PSC. This is enhanced with training, and visits to their facility in Bedford, NH.

7. COMPLIANCE

- **Compliance Division Director, Valerie King**
 - Ms. King requested a motion from the Commission to adopt Lot 300 rules.

Chairman Pierce entertained a motion to adopt the Lot 300 rules. Commissioner Crews moved and seconded by Commissioner Trachy. All are in favor, motion passed 3-0.

- **Compliance Division Director, Valerie King**
 - Ms. King requested a motion to approve the submission of the final proposal for Lot 500.

Chairman Pierce entertained a motion to approve the submission of the final proposal for Lot 500. Commissioner Crews moved and seconded by Commissioner Trachy. All are in favor, motion passed 3-0.

- **Chief Compliance Officer, Cooley Arroyo**, presented the highlights of the current litigation status of WWW. Charity revenue picked up \$66K, HHR came in at \$1.8M, and GOC was \$3.6M for the month of November 2025. Investigators and compliance teams are working smoothly with the game rooms in the VLT conversions.

8. OTHER BUSINESS

9. NEXT MEETING

- Tuesday, February 3, 2025, at 11:00 am, 14 Integra Dr., Concord, NH. 03301.

Chairman Pierce adjourned the meeting at 12:07.

Erle Pierce 02/03/2026
Erle Pierce, Chairman Date

[Signature] 2/3/26
Andy Crews, Commissioner Date

Stuart D. Trachy 2/3/26
Stuart Trachy, Commissioner Date