

New Hampshire Lottery Commission
14 Integra Drive, Concord NH
Minutes of Commission Meeting
February 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
Greg Gatton	Scott Hughes	Jacob Nardone

Others in Attendance:

Shane Taylor, Aristocrat	Reilly Wood, Intralot	Piper Baine, GYK
Jodi Grimbilas, SGI	Seth Lapointe, SGI	Ryan Sahr, Intralot
Sean Athey, GLI	Alicia Preston	Robert Collins
Sabrina Diaz	Melanie Frank	Jenn Alexy
Audrey Edwards	Jamie Hartman, Revo Casino	

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 2, 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 January 6, 2025, meeting. Commissioner Trachy moved to accept the minutes, seconded by Commissioner Crews. All are in favor, motion passed 3-0.

2. COMPLIANCE

- **Compliance Division Director, Valerie King**, requests a motion to approve the conditional response for Lot 7200.

3. FINANCIAL REPORTS

- **Chief Financial Officer James Duris** presented a financial summary for December 2025.
 - Lottery sales for the month of December increased by \$3.8M compared to the same period of the prior year. Powerball sales increased \$10.8M, due to the extremely large jackpot that was won on Dec. 24th. Instant tickets decreased by \$2.7M compared to the prior year. iLottery increased by \$1.1M. Mega Millions decreased by \$5.2M. All other platforms remained relatively flat. YTD Instant tickets revenues are below the prior year by \$4.2M. Powerball has increased by \$24.0M. Mega Millions revenue has decreased \$4.0M for the

year. iLottery and Keno have increased by \$3.7M and \$2.9M respectively. Overall lottery sales have increased by \$20.5M for the year.

- Mobile sports' betting revenues of 4.6M are an increase of \$2.0M compared to the prior year. The handle was \$85.5M for the month, an increase of \$14.0M compared to the prior year. Retail sports betting revenue of \$644K decreased compared to the prior year by \$90K. The retail sports betting handle was \$10.1M for the month, an increase compared to the prior year of \$1.0M. YTD mobile revenues came in at \$5.3M over the prior year's revenues and YTD retail revenues increased by \$0.8M.
- Racing and gaming revenues came in at \$1.4M, an increase of \$0.6M compared to the prior year. YTD revenues compared to the prior year increased by \$1.2M. Historic horse racing revenues came in at \$3.0M. HHR YTD revenues are \$20.8M, an increase of \$7.3M over the prior year. VLT revenues were \$308K for the month and \$453K for the year.
- VLT revenues to the General Fund were \$1.4M YTD. This is below projections of \$9.0M by \$7.6M.
- Operating transfers for December results were \$28.7M. This is above projections by \$8.9M. YTD transfers are \$128M. This is above projections by \$30.4M.
- Indirect Costs (SWCAP) were very high for the month. The original monthly accrual was based on early estimates. The actual cost for the year will be much higher than expected and an adjustment was made in the month of December. All other expenses were in line with expectations.

Chairman Pierce entertained a motion to approve the December Financials as presented. Commissioner Crews moved to accept December'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 November and FY26 Sports Betting results.
 - Dec '25 Mobile and Retail Results
 - \$95,569,106 in Handle
 - \$11,943,711 in GGR
 - Holds of 12.5%
 - \$5,236,703 in revenue to the State
 - YoY Bets and Active users (Dec '24 to '25)
 - Decrease in mobile bets of 3.1%
 - Decrease in retail bets of 3.1%
 - Increase in active users of 7.7%
 - Fiscal '26
 - \$24,199,924 in revenue to the State
 - Since Inception
 - \$177,873,484 in revenue to the State

5. SALES PRODUCT AND PROGRAM UPDATE

- **Chief Product and Program Officer, KJ Rosberg**, presents February's report.

- iLottery for January's topline KPI's are up and over the targets, FTD, Instant Sales, and DBG sales.
 - Last quarter compared to all five AI/NPI states New Hampshire had the highest FTD per cap. We were second highest NGR per cap (\$13 vs \$16), and we were the second highest deposits per cap (\$22 vs \$28).
 - Q2's welcome offers had 72% higher player value for 7-day ADPU vs the overall average (\$96 vs \$56).
- Ms. Rosberg presented the iLottery platform report that showed January as the first month of number of depositors and bettors exceeded the mobile web and desktop web users. In addition to both FTD and purchases.
- iLottery retention rate app compared to mobile web and desktop displayed players that first deposited via the app after July 1, 2025:
 - Deposit 45% more times per user and have 46% higher deposits
 - They bet 57% more times per user with 54% higher total bets.
 - 47% higher active days per user
 - GGR 45% higher and play 55% longer
- Keno is on Warrant for Meredith, Bedford, Wakefield, Candia, and Lebanon. Municipalities must vote yes, this year and next year or Keno will automatically go live in their jurisdiction.

6. MARKETING REPORT

- **Director of Marketing, Maura McCann**, presents a performance report for January 7th through 28th highlights and December's data report.
 - Ms. McCann highlighted that Lucky for Life ends this month to make way for the new Millionaire for life with \$5 price point. GYK and Ms. McCann sat down to discuss the new \$30 three million cash spectacular creative. There were three concepts yet one stood out. We are working with sales to build the anticipation and get the tickets in retailer's slots.
 - Nashua had a \$100K Gimme 5 winner, Milford had a \$50K Power Ball winner, and a player in New Hampshire won \$100K Power Ball bought December 24, 2025. In addition, e-instant had a player hit a huge \$4,072,311 win on cash expander.
 - February digital is leaning heavily into the Valentine's Day theme, and March will be supporting the four-leave clover theme.

7. OPERATIONS UPDATE

- **Chief Operating Officer, Lynda Plante**, presents an operations update.
 - Ms. Plante presented Greg Gatton as an employee promotion, Scott Hughes as a new hire, and Jacob Nardone as the new compliance intern. Currently there are two positions that need to be filled.
 - In January one employee attended the CRASE training, and another is scheduled to attend the February 17th training as well. There are temporary budget holds on the Bureau of Education and Training (BET) courses and tuition reimbursement.
 - ICS moved into the new server room on January 6th, and the drawing functions moved into their new area January 7th.
 - Investigators and Compliance Auditors have a new space here at headquarters as of January 8th.

- Admin support reports a high call volume with the Spin to Win (Rewards) feature, and W-2G season presented a high call volume.

8. COMPLIANCE

- **Chief Compliance Officer, Cooley Arroyo**, presented the 2025 December Gaming and Revenue report.
 - Games of Chance (GOC) total revenue was \$9.7 million. Historical Horse Racing (HHR) total was \$18.2 million, and VLT's 9.8 million. We are seeing VLT growth even with the slow conversions of HHR to VLT machines. This was an extremely solid month for charitable gaming.
- Ms. Arroyo has a brief update on the oral argument for WWW scheduled for next Tuesday. This will be at New Hampshire's Supreme Court.
- **Compliance Division Director, Valerie King**, has three motion requests for the Commissioners.
 - Requests a motion to Adopt the Repeal of Lot 8200 HHR

Chairman Pierce entertained a motion to approve the Adopt the Repeal of Lot 8200 HHR. Commissioner Crews moved and seconded by Commissioner Trachy. All are in favor, motion passed 3-0.

- Requests a Motion to Adopt Lot 7200.

Chairman Pierce entertained a motion to Adopt Lot 7200. Commissioner Trachy moved and seconded by Commissioner Crews. All are in favor, motion passed 3-0.

- Requests a Motion to Approve the Revised Employee Play Policy.

Chairman Pierce entertained a motion to approve the revised employee play policy. Commissioner Crews moved and seconded by Commissioner Trachy. All are in favor, motion passed 3-0.

Chairman Pierce requests a recess until 12:30, to hear back from JLCAR on the conditional response for Lot 7200. The Commission reconvened at 12:30, and Commissioner Crews made a motion to repeal Lot 7200 for HHR rules. Commissioner Trachy seconded, all are in favor, motion passed 3-0.

9. OTHER BUSINESS

10. NEXT MEETING

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

Chairman Pierce adjourned the meeting at 12:34.

Erle Pierce 3/3/2026
Erle Pierce, Chairman Date

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

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