

TRI-STATE
LOTTO COMMISSION

TRI-STATE LOTTO COMMISSION
 Minutes of Commission Meeting
 January 9, 2026 - 10 a.m.
 New Hampshire Lottery Commission

Commissioners:

Erle Pierce, Chairman, NH Lottery
 Julie Sheehan, Commissioner, ME Lottery
 Megan Cicio, Commissioner, VT Lottery (via Teams)

Others in Attendance:

Maura McCann, NH Lottery	Lynda Plante, NH Lottery	Terrance Meehan, ME Lottery
Kelly Crockett, NH Lottery	Jim Duris, NH Lottery	KJ Rosberg, NH Lottery
Cooley Arroyo, NH Lottery	Reilly Woodbury, Intralot	Katie Brown, NH Lottery
Sean Athey, Gaming Labs	Max Campagna, VT	Sylvia Buzzell, Sci Games
Jeff Savage, Intralot	Don Wenner, VT	Robin Williams, PBL
Steve Mason, Fuseideas	Renee Loring, Sci Games	Greta Larson, Sci Games
Amy Tucker, VT	Tammy Pidgeon, VT	Zach Monat, Sci Games
Ryan Sahr, Intralot	Tracy Badeau, VT	Fivi Rondiri, Alchemy 3
Michael Boardman, Maine	Ron Miguel, Sci Games	Benjamin Hardin, Sci Games

Tri-State Chairman Pierce called the meeting to order at 10:00 a.m.

1. ACCEPTANCE OF MINUTES FROM NOVEMBER 7, 2025.

- Chairman Pierce asked to entertain a motion to Approve the Minutes from November 7, 2025. Commissioner Sheehan moved and seconded by Commissioner Cicio. All are in favor.

2. Financials – Jim Duris

- Tri-State Lotto Financial Report FY 2026 Through November**
 - Overall
 Tri-State sales for the year have decreased just under \$1M compared to the prior year, or 2.0%. Megabucks, Gimme 5, and Daily Numbers all decreased by 3.8%, 4.6%, and 5.7%, respectively. Fast Play had a slight increase of 0.4%. Fast Play, like Megabucks, is mainly a jackpot dependent game.
 - Maine
 FY26 sales through November decreased 3.7% compared to the same period in FY25. This included a decrease in Megabucks of 5.9%, an increase in Gimme 5 of 3.6%, a decrease in Fast Play of 1.7%, and a decrease in Daily Numbers of 6.3%.
 - New Hampshire

FY26 sales through November decreased 8.4% compared to the same period in FY25. This included a decrease in Megabucks of 1.6%, a decrease in Gimme 5 of 4.4%, a decrease in Fast Play of 13.7%, and a decrease in Daily Numbers of 6.6%.

➤ **Vermont**

FY26 sales through November increased 12.3% compared to the same period in FY25. This included a decrease in Megabucks of 4.4%, a decrease in Gimme 5 of 16.1%, an increase in Fast Play of 20.8%, and a decrease in Daily Numbers of 0.01%.

➤ **Operating Expenses**

Decreased by \$113K, this was mainly due to decreases in advertising expenses and request for proposal expenses. License fees increased due to Skee ball game for ME and NH. Draw site expenses does include some FY25 expenses from MUSL received after the close of the year, while draw monitor expenses have not been eliminated as planned. ICS expenses are higher than the previous year, due to the agreed upon changes to ME ICS payroll. This is a state specific expense.

➤ **Interest Income**

Decrease compared to the prior year by \$88K but gains on sales of investments increased by \$21K. The combined was a decrease of \$68K. There was a prior period correction made for the month of October.

➤ **Combined Net Profit**

\$12.7M compared to the prior year of \$14.4 was decreased a \$1.7M, or 12%.

3. Marketing and Development Committee Report – Calvin Rinck from Lottery ME.

- Calvin Rinck – Presented the marketing and development report. Mr. Rinck went on to give the commissioners an update to the Sept/Oct 2025 Tri-State Megabucks 40th Anniversary kick off. All three jurisdictions continue to explore opportunities with TV commercials, digital, radio, and POS. As part of Nov/Dec 2025 La Fleurs magazine, we made the cover, and this included the 40th Anniversary and the November Burke Mountain, Vermont conference as the leading articles! Continuing with the Megabucks game, Maine had a \$1,775,000 Megabucks winner on Monday, December 8, 2025. In speaking with the winner, we learned that this is the second time they won a jackpot on Tri-State Megabucks. The winner took the cash option. New Hampshire showed a hot streak with multiple Gimme 5 winners. Sales continue to perform well for the Jurassic Park \$10 instant game featured by Maine and New Hampshire. We will be sending players to Hawaii to win up to \$1M. Both Maine and New Hampshire continue to support the \$3 Skee-Ball game which will also feature a second chance event in Hampton Beach, NH., this summer. Six winners from New Hampshire and six winners from Maine will have an opportunity to win up to \$25K. Tri-State Fast play games continue to be supported by all three jurisdictions; notice needs to go to Vermont for being number one in the nation for over-the-counter Fast Play sales. Industry news update focuses on the upcoming \$5 Millionaire for Life that's due to launch on February 22, 2026. The next Tri-State meeting (AWAY) will be held in Maine, and the venue and date are still being determined.

4. Draw Committee Report – Maura McCann

- Ms. Arroyo gave a brief discussion on the status of the MUSL functionality and the changes looking to be made.

5. Acceptance of all Committee Reports

Chairman Pierce entertained a motion to accept all the Committee reports. Commissioner Sheehan moved and seconded by Commissioner Cicio. All are in favor.

6. Other Business – Jim Duris

Chairman Pierce entertained a motion to renew audit services with Wipfli. Commissioner Cicio moved and seconded by Commissioner Sheehan. All are in favor.

Chairman Pierce entertained a motion to approve the update to Tri-State's Commission Reimbursement Policy. Commissioner Sheehan made a motion to accept the updated Tri-State Commission Expense Reimbursement Policy, seconded by Commissioner Cicio. All are in favor.

The Commission decided to table the Agent Bonus portion of the Megabucks Policy until further review and discussion.

Chairman Pierce asked to entertain a motion to approve the changes recommended to the actual cash value on pay out to Tri-State Megabucks for someone that chooses the cash option. This change will go into effect at the start of the next new jackpot; in addition, we won't advertise the change until that happens. Commissioner Sheehan moved and seconded by Commissioner Cicio. All are in favor.

7. Next Meeting – Friday, March 13, 2026, at NH Lottery Headquarters, at 10:30 am.

Chairman Pierce entertained a motion to adjourn the meeting at 10:50 am. Commissioner Sheehan moved it be adjourned, seconded by Commissioner Cicio. All are in favor.

Erle Pierce 3/13/2026

Erle Pierce, Commission Chair

Date

