

New Hampshire Lottery Gaming Commission

14 Integra Drive, Concord NH

Minutes of Commission Meeting

June 2, 2026 – 2:45 p.m.

Commissioners:

Erle Pierce, Chairman

Andy Crews, Commissioner

Stuart Trachy, Commissioner

Lottery Staff in Attendance:

Charles McIntyre

Valerie King

Lynda Plante

James Duris

Maura McCann

Tammy Dubreuil

Danny Maloney

Kelly Crockett

Cooley Arroyo

Len Mannino

Yeison Miranda

Amanda Williams

Jenay Graves

Others in Attendance:

Erika Gammon, GYK

Jodi Grimbilas, JP Strategies

Ryan Sahr, Ballys Intralot

Adam Schmidt, JP Strategies

Chairman Pierce called the meeting to order at 2:45 p.m.

1. ACCEPTANCE AND SIGNING OF PREVIOUS MINUTES

- Chairman Pierce entertained a motion to accept the minutes of May 12, 2026, meeting. Commissioner Crews moved to accept the minutes, seconded by Commissioner Trachy. All are in favor, motion passed 3-0.

2. SPORTS BETTING

- **Chief Compliance Officer, Cooley Arroyo**, presented February and FY26 Sports Betting results.
 - Apr '26 Mobile and Retail Results
 - \$72,637,073 in Handle
 - \$9,281,817 in GGR
 - Holds of 12.78%
 - \$3,940,090 in revenue to the State
 - YoY Bets and Active users (Apr '25 to '26)
 - Decrease in mobile bets of 8.1%
 - Decrease in retail bets of 10.5%
 - Decrease in active users of 3.3%
 - Fiscal '26
 - \$40,684,419 in revenue to the State
 - Since Inception
 - \$194,357,979 in revenue to the State

3. FINANCIAL REPORTS

- **Chief Financial Officer James Duris** presented a financial summary for the month ending April 2026.
 - Lottery sales for the month of April increased by \$0.7M compared to the same period of the prior year. Instant tickets decreased by \$0.1M compared to the prior year. iLottery revenues increased \$1.0M. Fast Play revenues decreased \$0.5M. All other platforms remained relatively flat. Overall, YTD lottery sales have increased by \$20.7M for the year. YTD Instant tickets revenues are below the prior year by \$8.9M. Powerball has increased by \$23.5M. Mega Millions revenue has decreased \$3.4M for the year. Fast Play has decreased \$1.6M compared to the prior year. iLottery and Keno have increased by \$7.5M and \$3.5M respectively.
 - Mobile sports' betting revenues were \$3.8M, an increase of \$0.7M compared to the prior year. The handle was \$68.4M for the month, an increase of \$5.1M compared to the prior year. Retail sports' betting revenue was \$188K, a decrease compared to the prior year of \$68K. The retail sports betting handle was \$4.2M for the month, a decrease compared to the prior year of \$1.3M. YTD mobile revenues of \$37.2M, \$5.5M over the prior year's revenue and YTD retail revenues, of \$3.2M, increased by \$0.7M.
 - Racing and gaming revenues came in at \$1.3M, an increase of \$0.1M compared to the prior year. YTD revenues of \$10.5M increased by \$2.0M. Historic horse racing revenues came in at \$2.5M. HHR YTD revenues are \$31.4M, an increase of \$6.5M over the prior year. VLT revenues were \$968K for the month and \$3.2M for the year.
 - VLT revenues to the General Fund for the month were \$2.9M and \$9.6 YTD. This is below YTD projections of \$31.1M by \$21.5M.
 - Operating transfers for April results were \$18.1M, including \$968K of VLT revenue, beating projections by \$0.4M. YTD transfers are \$214M. This is above projections by \$40.6M
 - Audit fees for the prior year were expensed at \$124K. Membership fees were adjusted to prepaid expenses. We processed bad debt expense for the Maxi Drug/Rite Aid bankruptcy in preparation for year end. We had an adjustment for accounts receivable leading to debt to miscellaneous income. All other expenses were in line with expectations.

Chairman Pierce entertained a motion to approve April's Financials as presented. Commissioner Crews moved to accept April's financials and seconded by Commissioner Trachy. All are in favor, motion passed 3-0.

4. SALES, PRODUCT, AND PROGRAM

- **Executive Director, Charles McIntyre**, presented the proposed quarterly NHLC LSR Bonus Plan for FY27. Director McIntyre proceeded in requesting approval for FY27 LSR Rep Bonuses.

Chairman Pierce entertained the motion to approve FY27's LSR Bonus Plan. Commissioner Trachy approved the plan as presented, seconded by Chairman Pierce. All are in favor.

5. MARKETING REPORT

- **Director of Marketing, Maura McCann**, presents a performance report for April/May 2026 data. Ms. McCann stated as we approach the end of FY26 we are actively utilizing all Tri-State dollars to the best of their abilities. A positive is for New Hampshire Lottery advertising, our contract with GYK allows any unused monies to roll over to the next fiscal year. We're looking forward to the Mega Millions jackpot run coming on the horizon. iLottery new players is holding steady at about 1500 a month in April. Next week we'll have a marketing meeting with GYK and Aristocrat. We've had a few top prize winners for Millionaire for Life game, and there's been half a dozen winning the \$100K a year! In unfortunate news, NH has dropped to 2nd in per capita sales. The Franklin's Fortune scratch ticket representing America's 250th Anniversary is coming to the sales office June 10th and will be available in stores and on the web/App, June 15th!

6. COMPLIANCE

- **Chief Compliance Officer, Cooley Arroyo**, presented April 2026 Games of Chance (GOC), VLT's, and HHR revenue report. Ms. Cooley stated April reflected a great month for us. We are seeing an increase in VLT machines currently towards the end of May we see approximately 1400 HHR machines, and 2200 VLT's. The rooms are reporting a steady play and interest from players on VLT's. We had a great month in revenues at \$42.6 million, the State at \$7.2 million, while charities picked about \$6.6 million. This was the first full month of Salem closing for renovations, and Aces and Eights came back after their seasonal closure.

7. HUMAN RESOURCES

- **Director of Human Resources, Yeison Mirando** presented the HR report for May 2026. Mr. Mirando was excited to introduce two new hires, Michelle Sereti (Sales Support Specialist), and Dr. Greg Estevez, our new Chief Product & Programming Officer. The current resignations are Len Manino representing the Lottery for over 20 years, and will be missed, Patrick Graham served 9.5 years, and Erin Snider that served the Lottery 3 years. All wonderful employees and we wish them well! Stanley Brown is recognized and chose to transition into an LSR position servicing the Seacoast area. We are currently recruiting for five positions. The Aristocrat internship program is in full swing, while the know your numbers biometric screening will take place June 11th here at Lottery headquarters.

8. OPERATIONS UPDATE

- **Chief Operating Officer, Lynda Plante**, presents an operations update. Ms. Plante reports May's fleet and facilities that shows the Lottery receiving high positive marks for the annual Fire and Life Safety inspection on May 20th. The creation of an active shooter drill is in the works. Admin support reflects a great relationship with our new PSC vendor Aristocrat. Monthly Cyber Security Education Campaign is performing well with 93.3% of employees completing them.

9. OTHER BUSINESS

10. **NEXT MEETING**

- Tuesday, July 7, 2026, at 10:30 a.m., 14 Integra Dr., Concord, NH. 03301.

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

Meeting adjourned at 3:48 pm

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

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

Stuart V. Trachy 7/7/26
Stuart Trachy, Commissioner Date