

New Hampshire Lottery Commission
14 Integra Drive, Concord NH
Minutes of Commission Meeting
May 22, 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:

Jeff Newman, GYK Antler	Jodi Grimbilas, Sci Games	Reilly Woodbury
Travis York, GYK	Kristine Pare, Intralot	Ryan Sahr, Intralot

Chairman Douglas called the meeting to order at 10:00 a.m.

1. ACCEPTANCE AND SIGNING OF PREVIOUS MINUTES

- Chairman Douglas Accepted the Minutes of the April 28, 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 April financial summary.
 - Lottery sales for the month of April decreased compared to the same period of the prior year. Instant tickets decreased by \$1.1M compared to the prior year. Powerball decreased by \$3.8M. iLottery decreased \$0.8M, Mega Millions decreased \$0.7M and Fast Play increased \$1.0M. All other platforms remained relatively flat. YTD Instant tickets revenues are below the prior year by \$16.5M. Powerball and Mega Millions are behind last year by \$29.8M and \$8.5M, respectively. Fast Play revenue has increased \$2.9M for the year. Overall lottery sales have decreased by \$54.2M for the year.
 - Mobile sports betting revenues of \$3.1M was an increase of \$0.8M compared to the prior year. The handle was \$63.3M for the month, an increase of \$9.8M compared to the prior year. Retail sports betting revenue of \$256K increased by \$246K compared to the prior year. Retail sports betting handle was \$5.5M for the month, a decrease compared to the prior year of \$0.8M. Mobile results are currently \$7.1M over prior year revenues.
 - Racing and gaming revenues came in at \$1.2M, an increase of \$337K compared to the prior year. The Nash has had a full month of revenues to report. YTD revenues have increased by \$832K. Historic Horse Racing

revenues came in at \$3.6M. HHR YTD revenues are \$24.9M, an increase of \$8.4M over the prior year.

- Operating transfers for April results were \$16.5M. This is above projections by \$1.9M. YTD transfers are \$165.5M compared to \$167.2M in the prior year.
- DOIT expenses came in at \$60K for the month. The previous month estimate of expenses was lower than the actual expense. One new vehicle arrived and the replacement generator increased equipment costs for the month at \$88K. Membership fees were reclassified to prepaid expense. Advertising expense was higher for the month. All other operating expenses came in as expected. We have not posted the audit expense yet as we are clarifying the cost. Interest from Treasury posted for the 1st quarter of 2025.

Chairman Douglas entertained a motion to approve the April Financials as presented. Commissioner Crews moved to accept the April 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 April 2025, sports betting summary.
 - April '25 Mobile and Retail Results
 - \$68,763,478 in Handle
 - \$7,652,632 in GGR
 - Hold of 11.13%
 - \$3,326,445 in revenue to the State
 - YoY and Active users (April '24 to '25)
 - Increase in mobile bets of 9.2%
 - Increase in retail bets of 2.1%
 - Decrease in active users of 1.5%
 - Fiscal '25
 - \$32,392,416 in revenue to the State
 - NH is 3rd in per capita revenue to the State from Sports Betting in FY25
 - Since Inception
 - \$147,147,563 in revenue to the State

4. SALES PRODUCT AND PROGRAM UPDATE

- **Chief Product and Program Officer, KJ Cleland**, presented a performance report for April. Ms. Cleland reports that we're seeing our targets for deposits are close to meeting their goals, but this is due to our existing current players. Although we may be hitting our targets monthly, we need to keep an eye on this. Fast Play's weekly sales have been higher this FY than previous FYs. LSRs focus on these non-progressive games as well as the launch of these games is responsible for this high. Scratch tickets are 10.24% higher than FY20's weekly average but has a continued decrease from last month. Retail systems launched May 4, 2025, the 100X the cash Fast Play game. iLottery's 2FA relaunch will take place May 19, 2025. Rewards are in the current closeout phase which has stopped accumulation of points. New

Hampshire hit the multi-state e-instant mega jackpot win. Skee-ball Omni will be occurring all the end of July. Jurassic Park is scheduled for the end of August, and this is scratch only. IHeart Bacon at a prize point of \$2 will be coming back at the end of September. LSR Bonuses are currently being reviewed for FY26. Ms. Cleland was excited to announce the start of our first intern cohorts, and they'll begin June 9, 2025, and that's through Aristocrat. We'll have three based here at headquarters Monday through Thursday, and one day at the Aristocrat in Bedford. Salesforce is experiencing some slight issue with items not previously defined by our team for part of the solution which is out of our scope. This is under review as this may be critical to how the application process works. Team member Jay is currently working with customer Q&A testing. We're currently in the closeout phase of the Refresh Fest drawing. We are also recruiting for three positions in our department and have a great pool of candidates.

5. MARKETING REPORT

- **Director of Marketing, Maura McCann**, presented a performance report for the month of May. Ms. McCann reports that iLottery is plugging along with an average of 1,000 new players a month. We've had quite a few wins with iLottery, from \$10K winners to \$1 million winners. There were three \$30K winners from Mega Bucks, two in one night. There was a \$1 million Powerball winner out of Rochester NH last night. We love to do the big announcing's of winners which fosters the credibility of NH Lottery Commission. All our unclaimed Megabuck's wins have been claimed. Tri-State Golden Spin is coming up. The grand prize event will be June 24th-27th, 2025, at the Golden Nugget Las Vegas Hotel and Casino. Five finalists, two from New Hampshire, two from Maine, and one from Vermont, will have a chance to win up to \$250K. Skee Ball will have an element of a second chance, and Jurassic Park coming up for a trip to Hawaii and a chance to win up to \$1 million. Ms. McCann was happy to announce that all the e-instant games have launched. We're highlighting that Pick 3 and Pick 4 are available for purchase in retail but as well as online. We are closing in on the new fiscal year, and we're planning to meet with Aristocrat as well as GYK where they will talk about specific plans for FY26. Later in the month we will be meeting with GYK to talk about all products moving forward. The Tri-State meeting in Gorham focused on vendors highlighting things that we should be focusing on in the next five years. We're currently reviewing those presentations.

6. OPERATIONS UPDATE

- **Chief Operating Officer, Lynda Plante**, presented updates for May's commission meeting. Ms. Plante introduced new employee Haley Trampusch, our new Retail Program Coordinator. There are three positions open, Lottery Sales Support Supervisor, Product and Development Director, and Games Manager. The new phone system Webex is coming this summer. The Know Your Numbers on-site clinic will be held on May 29, 2025, with 31 employees who have signed up. There's also the roll out of the ADA redesign on April 1, 2025, with a 95% completion rate. The building project is 100% complete; roof, HVAC, copy room, additional office

space, and the generator. The server room is at 99% completion that's waiting on additional cables.

7. COMPLIANCE

- **Compliance Division Director, Valerie King & Chief Compliance Officer Cooley Arroyo**, present updated numbers from the investigative compliance division on client submissions for our game rooms. Ms. Arroyo opened with April's total State revenue for GOC was \$4.9 million and for Charities revenue it was \$5.5 million. The Nash is showing a lot of growth, our investigators are in the field everyday in the rooms connecting with them and ensuring all complies, Ms. Arroyo has been really excited about working with the compliance team and meeting with them. Commissioner Crews inquired about the total number of machines at the Nash. There are currently one thousand, there are presently two investigators assigned to them. The enforcement division has divided the rooms up between the investigators, so they're able to rotate through them. The investigators are out there every day, and the relationship they've cultivated with the Nash is very good. They interact with the managers who are on duty. Overall, we have five investigators covering fourteen groups. Ms. Arroyo presented the Charity Allocation report, that displays each allocation, and how much each organization is bringing in. Massachusetts reached out to ask if we wanted to have a mutual field trip where they'd come up to the Nash with us, and we go with them to Encore. Ms. Arroyo briefly reported on the WWW (Win Win Win) appeal pending in the New Hampshire Supreme Court. We're currently in the stages of certifying and finalizing the certified records, so that'd be for the recent licensing decision and the procedure before the hearing officer last Fall.

8. NEXT MEETING

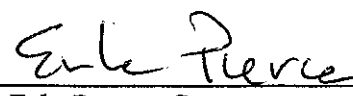
- Tuesday, June 24, 2025, at 10 a.m. at Lottery Headquarters.

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 11:03 a.m.

 6/24/25
Debra Douglas, Chairman Date

 6/24/25
Andy Crews, Commissioner Date

 6/24/25
Erle Pierce, Commissioner Date