

New Hampshire Lottery Commission

14 Integra Drive, Concord NH
Minutes of Commission Meeting
October 21, 2025 - 10:00 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	Keegan Butt
Danny Maloney	Kelly Crockett	Cooley Arroyo
Nick Signorelli		

Others in Attendance:

Jodi Grimbilas, Sci Games	Reilly Woodbury, Intralot	Mike O'Brien, Preti
Erika Gammon, GYK	Seth LaPointe, Sci Games	Peter Bragdon, Preti
Piper Baine, GYK	Rich Parsons, RYP Granite Strategies	
Jackson Bouley, D&B		

Chairman Pierce called the meeting to order at 10:02 a.m.

1. Investigation and Compliance Division

- Lot 300 (Lottery Retailers) – Readopt with Amendments
 - No oral testimony present, Chairman Pierce closed the public hearing on Lot 300.
- Lot 8100 (ADW) – Readopt with Amendments
 - No oral testimony present, Chairman Pierce closed the public hearing on Lot 8100.

2. ACCEPTANCE AND SIGNING OF PREVIOUS MINUTES

- Chairman Pierce Accepted the Minutes of the August 21, 2025, meeting. Commissioner Crews moved to accept the minutes, seconded by Commissioner Pierce. All are in favor, motion passed 3-0.

3. FINANCIAL REPORTS

- **Chief Financial Officer James Duris** presented a financial summary for September 2025.
 - Lottery sales for the month of September increased compared to the same period of the prior year. Due to the incredible jackpot run of over \$1B, Powerball sales increased \$10M. Mega Millions decreased \$1M. iLottery and Keno both had increases of \$.0.7M. Fast Play decreased \$0.5M. All other platforms remained relatively flat. YTD Instant tickets revenues are below the prior year by \$1.0M. Powerball has increased by \$12.5M. Mega Millions is behind last year by \$2.0M. Fast Play revenue has decreased \$1.3M for the year. iLottery and Keno have both increased by over \$1.6M. Overall lottery sales have increased by \$11.4M for the year.
 - Mobile sports' betting revenues of 2.9M is a decrease of \$1.4M compared to the prior year. The handle was \$75.3M for the month, a decrease of \$11.0M compared

to the prior year. Retail sports betting revenue of \$212K increased compared to the prior year by \$197K. The retail sports betting handle was \$6.8M for the month, a decrease compared to the prior year of \$1.6M. Mobile revenues came in at \$0.7M over the prior year revenues and retail revenues increased by \$0.3M.

- Racing and gaming revenues came in at \$1.4M, an increase of \$0.5M compared to the prior year. YTD revenues compared to the prior year were relatively flat. Historic horse racing revenues came in at \$3.8M. HHR YTD revenues are \$10.6M, an increase of \$3.1M over the prior year.

- Operating transfers for the first three months were:

July Profit	\$14.3M
August Profit	\$18.5M
September Profit	\$25.6M
YTD Total	\$58.4M

This is above YTD projections by \$11.6M.

- Printing expenses are high due to purchases for the holiday season. All other expenses were in line with expectations.

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

4. SPORTS BETTING

- **Director of Sports Betting, Danny Maloney**, presented FY26 Q1 Sports Betting results.

- July '25 Mobile and Retail Results
 - \$47,393,114 in Handle
 - \$5,315,372 in GGR
 - Holds of 11.2%
 - \$1,311,355 in revenue to the State
- Aug '25 Mobile and Retail Results
 - \$68,232,828 in Handle
 - \$6,466,670 in GGR
 - Hold of 9.5%
 - \$2,809,304 in revenue to the State
- Sep '25 Mobile and Retail Results
 - \$82,125,433 in Handle
 - \$7,225,752 in GGR
 - Hold of 8.8%
 - \$3,140,145 in revenue to the State
- YoY Bets and Active users (FY26 Q1)
 - Increase in mobile bets of 3.8%
 - Increase in retail bets of 3.1%
 - Increase in active users of 8.5%
- Fiscal '25
 - \$8,260,838 in revenue to the State
- Since Inception
 - \$161,934,398 in revenue to the State

5. SALES PRODUCT AND PROGRAM UPDATE

- **Executive Director Charles McIntyre** requests a motion to approve the Draft Kings extension for four years.

Commissioner Crews made the motion to extend the Draft Kings extension for four years, seconded by Commissioner Trachy. All are in favor, motion passed 3-0.

- **Executive Director Charles McIntyre** requests a motion to approve Scientific Games Extension for 5 years, which won't begin until June 1, 2026.

Commissioner Crews made a motion to extend the Scientific Games extension for five years, second by Commissioner Trachy. All are in favor, motion passed 3-0.

6. MARKETING REPORT

- **Director of Marketing, Maura McCann**, presented a performance report for October's commission meeting. Ms. McCann reported there were 4400 new iLottery players in August, and she reports that Powerball has been extremely exciting for us and the players who won. Gimme 5 had a \$100K winner, Powerball had three \$50K winners, and a \$100K winner. The new I Heart Bacon scratch ticket has been successful and exciting for players and is second behind our new Halloween scratch ticket.

7. OPERATIONS UPDATE

- **Chief Operating Officer, Lynda Plante**, presents an operations update for September and October 2025. She introduced Keegan Butt to the commissioners as our new Games Coordinator. This segways into one of four positions filled that are posted and currently being recruited for. There were employee training courses that took place. Thirty employees attend the CPR/First Aid on-site training, and two employees will be attending the CRASE training course in November. Cybersecurity education campaign has a goal of 100% participated. Facilities reports headquarters has completed a network upgrade on 9/11/2025. Lottery is in progress with finalizing the agencywide auto Wi-Fi project at HQ. Admin Support has been in close collaboration with our new PSC vendor making multiple visits to their facility.

8. COMPLIANCE

- **Compliance Division Director, Valerie King and Chief Compliance Officer, Cooley Arroyo** presented the commission with requests for motions to enter rulemaking on the following:
 - Lot 500 – (Prize Assignments) Readopt with Amendments - Chairman Pierce asked to entertain a motion to enter Lot 500 – readopting with amendments. Commissioner Crews moved, Commissioner Trachy seconded. All are in favor. 3-0.
 - Lot 7200 – (GOE-VLT-HHR) Readopt with Amendments – Chairman Pierce asked to entertain a motion to enter Lot 7200 to enter Lot 7200 – readopting with amendments. Commissioner Crews moved and seconded by Commissioner Trachy. All are in favor. 3-0.
 - Lot 8200 (HHR) – Chairman Pierce asked to entertain a motion to readopt Lot 8200 repeal. Commissioner Crews moved and seconded by Commissioner Trachy. 3-0.
- **Chief Compliance Officer, Cooley Arroyo**, presented the commissioners with updates on the Superior Court litigation status. Second, she addressed the other Superior Court litigation in progress. Lastly, with a presentation of the compliance report to the commission.

9. OTHER BUSINESS

- Chairman Pierce, Commissioner Crews, and Commissioner Trachy made the decision to hold our NH Lottery Commission Meetings on the first Tuesday of each month moving forward.
- A public teams invite is under further advisement.

10. NEXT MEETING

- Tuesday, October 28, 2025, at 10 a.m., here at NH Lottery Commission Headquarters.
- Tuesday, November 4, 2025, at 11 a.m., here at NH Lottery Commission Headquarters.
- Tuesday, December 2, 2025, at 11 a.m., here at NH Lottery Commission Headquarters.
- Tuesday, December 16, 2025, at 10 a.m., here at NH Lottery Commission Headquarters.

Chairman Pierce asked to entertain a motion to adjourn. Commissioner Crews made a motion to adjourn, seconded by Commissioner Trachy. All are in favor, motion passed 3-0.

The meeting adjourned at 11:17 a.m.

Erle Pierce 11/4/25
Erle Pierce, Chairman Date

Andy Crews 11/4/25
Andy Crews, Commissioner Date

Stuart D. Trachy 11/4/25
Stuart Trachy, Commissioner Date