

**Special Legislative and Games Committee
Meeting Minutes**

Held on
Thursday, June 11, 2015
2:00 p.m.
at the
Connecticut Lottery Corporation
777 Brook Street
Rocky Hill, Connecticut 06067

Committee Members Present: Natasha Pierre, acting as Committee Chair in Margaret Morton's place; Robert Morgan; Jim Farrell, and Diane Winston (via teleconference)

Staff Members Present: Anne M. Noble, President & CEO; Chelsea Turner; Diane Patterson; Lana Glovach; Michael Hunter; Paul Granato; and Rebecca Lambert

Call to Order: Ms. Pierre called the meeting to order at 2:01 p.m.

I. Approval of Minutes:

On a motion made by Mr. Morgan and seconded by Mr. Farrell, the minutes from the April 16, 2015 Special Legislative and Games Committee Meeting were approved. Ms. Winston abstained.

II. Sales Performance and Game Update:

Presented by Ms. Diane Patterson, Vice President of Sales and Marketing. Using sales charts, Ms. Patterson provided the following report for the fiscal year through May 31.

- Regarding All Games, sales were \$101.6 million for May, and as of June 10, 2015, sales were \$1,082,276,816. The goal for sales for the remaining 19 days in the fiscal year is \$24.7 million. General Fund transfers are at \$269.4 million, which is 2.2% ahead of budget. The last 3 months have seen more than \$100 million per month in sales.
- Sales for CT Games are at \$936.2 million, which is \$56.3 million, or, 6.4% ahead of budget.
- Multi-State Game Sales are approximately \$21 million under budget due to the lack of significant jackpots.
- Total Sales are \$35 million, or, 3.5% ahead of budget as of the end of May. General Fund transfers are on target; Ms. Noble noted that while they are currently ahead of budget, we are challenged to meet last fiscal year's returns of approximately \$319 million to the General Fund.

- Instant Games continue to perform strongly, averaging \$1.88 million in sales per day.
- Play3 and Play4 Day and Night Combined sales were \$20.3 million in May. Ms. Patterson noted the recent frequency of triple-digit drawings, with Play3 having numbers like 9-9-9 and 6-6-6 drawn in recent weeks.
- Lotto sales were \$1.7 million for May. The current jackpot is over \$2 million.
- Cash5 is performing steadily, with sales of \$2.6 million for May.
- Lucky Links with 2XPower launched on April 26, 2015. Since launch, there have been 4 top prizes, 3 of which have been won in the daytime drawing. Approximately 56% of sales each day (on average) include the 2XPower add-on feature. The game has \$2.2 million in sales overall, and is averaging \$54,000 per day in sales; \$19,000 for the daytime drawing, and \$35,000 for the nighttime drawing.
- 5 Card Cash had sales of \$3.2 million in May, a slight decline from the previous month. Ms. Patterson attributed this to seasonality of the game, as well as possibly the launch of Lucky Links with 2XPower.
- Powerball and Mega Millions combined produced \$8.7 million in sales for May. The two games combined currently have jackpots of \$86 million.
- Powerball currently has a jackpot of \$60 million. The game averaged sales of \$191,000 per day in March, \$186,000 in April and \$185,000 in May.
- Mega Millions had a recent \$262 million jackpot winner, and the game has a current jackpot of \$26 million. The game is averaging \$89,600 per day in sales. Ms. Noble noted that the game produces a stable stream of revenue. Ms. Patterson agreed, stating that the game averages approximately \$2.2 million per month in sales.
- The Lucky for Life game has awarded twenty-one second prizes of \$25,000 a year for life since expanding the game outside of New England in January, with four of those wins coming from Connecticut. Prior to the change, the game averaged \$56,000 per day in sales; now it averages \$58,000 per day in sales.
- Ms. Patterson let the Committee know about the launch of CT Lottery's mobile app, available for download on Apple or Android mobile devices. Committee members asked a variety of questions about the development of the mobile app and the features it will offer.

This concluded the Sales Performance and Game Update.

III. Executive Session:

On a motion made by Mr. Morgan and seconded by Mr. Farrell, the Committee moved into Executive Session at 2:16 p.m. Ms. Pierre invited Ms. Noble, Ms. Turner, Ms. Patterson, Ms. Glovach, Mr. Hunter and Mr. Granato to stay for the Executive Session related to New Game Initiatives – Review of Draft Game Rules for 5 Card Cash and Powerball.

The Committee reconvened into regular session at approximately 2:39 p.m. Ms. Pierre noted that no actions or votes were taken during Executive Session.

IV. Old Business:

Ms. Turner provided the Committee with a Capitol Update. She spoke about Keno. Keno passed as part of the budget late on the final night of the Legislative Session. Keno was mentioned very little during the ten hours of debate that occurred in the House and the Senate Chambers. We are now waiting for the budget to be signed and are closely watching the implementer bills to see what might be included in regards to gaming policy. Many legislators have indicated they would like to visit the CLC headquarters and learn more in the coming months.

V. New Business:

On a motion made by Mr. Farrell and seconded by Mr. Morgan, the following resolution was made:

Resolved, that, after review and due consideration, the Legislative and Games Committee recommends to the Board of Directors that said Board approve the Official "Powerball" Game Rules and Connecticut amendments as presented.

This resolution passed unanimously.

On a motion made by Mr. Farrell and seconded by Mr. Morgan, the following resolution was made:

Resolved, that, after review and due consideration, the Legislative and Games Committee recommends to the Board of Directors that said Board approve the Official "5 Card Cash" Game Rules as presented.

This resolution passed unanimously.

VI. Adjournment:

On a motion made by Mr. Morgan and seconded by Mr. Farrell, the meeting adjourned at 2:56 p.m.

Respectfully Submitted:

Chelsea Turner
Director of Government Regulatory and Operational Affairs
Connecticut Lottery Corporation