

**Special Legislative and Games Committee
Meeting Minutes**

Held on
Tuesday, September 15, 2015
2:15 p.m.
at the
Connecticut Lottery Corporation
777 Brook Street
Rocky Hill, Connecticut 06067

Committee Members Present: Margaret Morton, Chair of the Legislative and Games Committee; Robert Morgan; Meghan Culmo (via teleconference); and Diane Winston.

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

Call to Order: Ms. Morton called the meeting to order at 2:20 p.m.

I. Approval of Minutes:

Approval of Minutes was tabled due to lack of a quorum.

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 period ended August 31. All sales numbers are approximated based on information currently available to the CLC.

- Ms. Patterson informed the Committee that as of September 3, 2015, Foxwoods Casino is a retailer with three retail locations selling games. Ms. Patterson then discussed three games recently launched: Star, 1st and Goal, and Loteria Grande. Ms. Patterson also informed the committee that the Lucky Links with 2XPower game was a finalist for NASPL's Best New Online Game award.
- Regarding All Games, sales were \$95.4 million for August. Ms. Patterson noted that July saw record sales of \$96.2 million for the month.
- Sales for CT Games are at \$174.8 million, which is \$9.6 million, or, 5.8% ahead of budget.
- Multi-State Game Sales are approximately \$5.2 million under budget due to the lack of large jackpots.
- Total Sales are \$4.4 million, or, 2.4% ahead of budget as of the end of August.
- Instant Games continue to perform strongly, with 10 months of record sales averaging \$1.8 million per day.

- Play3 and Play4 Day and Night Combined sales were \$20.1 million in August. Ms. Patterson noted that “numbers of interest” i.e., double, triple, quadruple digits, and dates, have been drawn 18 times so far in FY 2016 leading to significant prize winnings. Examples include: 5-5-5-5, 1-1-1, 4-4-4, 2-2-1-1, 1-9-5-6, and 1-1-0.
- Lotto sales were \$1.4 million for August. So far this year we have already had two (2) winners. Last year, we had two (2) winners in the entire year.
- Cash5 is performing steadily, with sales of \$2.6 million for August.
- Lucky Links with 2XPower is averaging \$32,000 per day since its launch in April 2015. Approximately 57% of sales each day (on average) include the 2XPower add-on feature, which is a \$3 sale.
- 5 Card Cash had sales of \$2.8 million in August, a slight decline from the previous month. Ms. Patterson noted that this game is undergoing a refresh mid-October with an “All-In” progressive jackpot option. Two (2) recent top prize winners were from Stamford and Milford.
- Powerball and Mega Millions combined produced \$6.2 million in sales for August.
- Powerball had a recent jackpot win of \$110 million in August. Powerball is undergoing a refresh in early October.
- Mega Millions had two jackpots won in July, \$152 million and \$25 million. The game has a current jackpot of \$20 million. Ms. Patterson noted that Mega Millions sales are down to an average of \$70,000 per day in August vs. \$89,000 in June, due to jackpot drop.
- The Lucky for Life game has awarded 30 second prizes of \$25,000 a year for life since expanding the game outside of New England in January, with five of those wins coming from Connecticut. The game averages \$60,000 per day in sales.

This concluded the Sales Performance and Game Update.

III. Executive Session:

On a motion made by Mr. Morgan and seconded by Ms. Winston, the Committee moved into Executive Session at 2:34 p.m. Ms. Morton 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, and Review of Draft Official Game Rules for Keno and Powerball.

The Committee reconvened into regular session at approximately 3:00 p.m. Ms. Morton noted that no actions or votes were taken during Executive Session.

IV. Old Business:

None.

V. New Business:

The Review and Possible Action regarding both the Keno and Powerball Game Rules were tabled to the next meeting.

VI. Adjournment:

On a motion made by Mr. Morgan and seconded by Ms. Winston, the meeting adjourned at 3:05 p.m.

Respectfully Submitted:

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