



TRI-STATE LOTTO COMMISSION
 Minutes of Commission Meeting
 November 7, 2025 - 9 a.m.
 Burke Mountain Resort
 2559 Mountain Road, East Burke, Vermont
 Located in the "Ballroom"

Commissioners:

Erle Pierce, Chairman, NH Lottery
 Julie Sheehan, Commissioner, ME Lottery
 Megan Cicio, Commissioner, VT Lottery

Others in Attendance:

Maura McCann, NH Lottery	Lynda Plante, NH Lottery	Terrance Meehan, ME Lottery
Kelly Crockett, NH Lottery	Jim Duris, NH Lottery	Michael Boardman, ME Lottery
Donald Wenner, VT Lottery	Tammy Pidgeon, VT Lottery	KJ Cleland, NH Lottery
Maura McCann, NH Lottery	Calvin Rinck, ME Lottery	Marina Dosch, VT Lottery
Louis Luchini, ME Lottery	Cooley Arroyo, NH Lottery	Mike Ferrant, VT Lottery
Kristin Pare, Intralot	Shane Taylor, Aristocrat	Greta Larson, SGI
Renee Loring, SGI	Amy Tucker, VT Lottery	Sean Athey, Gaminglabs

Chairman Pierce called the meeting to order at 9:00 a.m.

1. ACCEPTANCE OF MINUTES FROM AUGUST 8, 2025.

- Chairman Pierce asked to entertain a motion to Approve the Minutes from August 8, 2025. Commissioner Sheehan moved and seconded by Commissioner Cicio. All are in favor.

2. Short-Term Investment Account – Ken Donaldson & Anthony DeAngelis from US Bank

- Mr. Donaldson presented a detailed power point of Q3 2025, consisting of the portfolio review and the market review which performed extremely strong. The presentation also included Tri-State Lotto's holdings, performance and investment policy.

3. FY 25 Audit Report for Commission Approval – Kelsey Frenette from Wipfli

- Ms. Frenette presented a required communications letter that must be shared with clients. This letter outlined the responsibilities of management, the responsibilities of the auditors, and it states that there were no disagreements with management about the audit. There were no significant weaknesses or internal controls. Wipfli did have an internal control recommendation that they spoke to James Duris, NH Lottery CFO and Tri-State Finance Officer, regarding some of the manual spreadsheets. The recommendation asked that the spreadsheets to be reviewed a little more thoroughly throughout the year to represent all the

gaming reports. Ms. Frenette stated that there are no deficiencies or no noncompliance matters that came to their attention.

4. Financials – Jim Duris

- **Tri-State Lotto Financial Report September 2025 YTD**

- **Maine**

FY26 sales through SEPTEMBER increased 0.8% compared to the same period in FY25. This included a decrease in Megabucks of 11.1%, an increase in Gimme 5 of 3.4%, an increase in Fast Play of 10.7%, and a decrease in Daily Numbers of 6.0%.

- **New Hampshire**

FY26 sales through SEPTEMBER decreased 15.5% compared to the same period in FY25. This included a decrease in Megabucks of 7.5%, a decrease in Gimme 5 of 5.6%, a decrease in Fast Play of 25.0%, and a decrease in Daily Numbers of 6.7%.

- **Vermont**

FY26 sales through SETEMBER increased 14.5% compared to the same period in FY25. This included a decrease in Megabucks of 8.8%, a decrease in Gimme 5 of 12.7%, an increase in Fast Play of 25.4%, and an increase in Daily Numbers of 1.3%.

5. Marketing and Development Committee Report – Calvin Rinck from Lottery ME.

- Calvin Rinck – Presented the marketing and development report. Mr. Rinck went on to give the commissioners an update to the 40th Anniversary kickoff that took place Sept/Oct 2025. ME, NH, and VT are all live with radio, TV, Digital, social media. Mr. Rinck gave a detailed report on all three states (NH, ME, VT) systems promotions. There were mentionable draw game winners that included Maine's \$100K Gimme 5 winner on September 26, 2025, and New Hampshire's Megabucks \$3,575,000 winner, and three \$100K winners on Gimme 5. Mr. Rinck reported on the upcoming systems promotions for each Tri-State featuring Pick 3 and Pick 4. Tri-States instant ticket follow-up featured the \$10 Jurassic Park status for ME, NH, and VT. An update on the \$3 Skee-Ball Fast Play and Scratch was mentioned in the update as well for all three Tri-States. Games were launched for the Holiday Instant Games, ME, NH, VT. All three Tri-States are continuing to work with vendors on new game offerings. VT is the continues to be the leader in the nation for WPC sales. Millionaire for Life is being closely watched with a sales date to go live on February 22, 2026. The Powerball + NFL initiative, Xs and Os has an expected sales date of August 31, 2026.

Chairman Pierce asked to entertain a motion to approve Maine utilizing FUSEIDEAS as its advertising agency for Tri-State Lotto games sold in Maine with an agreement for three years, with two one-year extensions. Commissioner Cicio moved and seconded by Commissioner Sheehan. All are in favor.

Chairman Pierce asked to entertain a motion to approve to approve Vermont's utilization of HMC as its advertising agency for Tri-State Lotto games sold in Vermont for the remainder of this year. Commissioner Sheehan moved and seconded by Commissioner Cicio. All are in favor.

6. Draw Committee Report – Maura McCann

- Ms. McCann reports there's nothing to report currently.

Chairman Pierce entertained a motion to accept all the Committee reports. Commissioner Sheehan moved and seconded by Commissioner Cicio. All are in favor.

7. Other Business – Jim Duris

Commissioner Cicio made the motion to approve the Tri-State Lotto Wipfli audits from November 15, 2024, due to minutes not being found and brought up by auditing. Commissioner Sheehan seconded the motion, and all are in favor.

Commissioner Cicio made a motion to approve the Tri-State Lotto Wipfli audits for November 7, 2025. Commissioner Sheehan seconded the motion, and all are in favor.

Commissioner Sheehan made a motion to approve the 2026 Tri-State Budget. Commissioner Cicio seconded the motion, and all are in favor.

Mr. Duris asked the commission to approve discussions with Wipfli regarding an extending service with them for another year or two without going out to bid. NH isn't required in this case to do so.

Chairman Pierce entertained a motion for Jim Duris to work with Wipfli on talks and negotiations of extending the contract a year or two. Commissioner Sheehan moved and seconded by Commissioner Cicio. All are in favor.

- Mr. Duris discussed the cash value versus the tax value for agent bonuses, and this only applies to Jackpots. Covering the annuity for advertising is Mr. Duris's proposal to the commission, and to stay in line with all other Jackpot games. Commissioner Cicio asked that we table this proposal to review things further and have ample time to take a deeper dive into these proposed changes. Commissioner Cicio proposed this be taken up at the next Tri-State Lotto meeting allowing each state appropriate time to review. Chief Compliance Officer Cooley Arryo, NH Lottery Commission, in addition is Tri-State's attorney, added that this rule change is also a part of the effort to incorporate MUSL into more of the draw functionality, and this change would streamline the process for them to take over more functionality.
- Mr. Duris discussed the Tri-State reimbursement policy by updating the per diem rates and getting it to reflect a spending guide to what we should be spending, for example food etc. Chairman Pierce would like to table this proposal as well until the next meeting, allowing the commission time to review the current policy.

8. Next Meeting – January 9, 2026, at NH Lottery Headquarters, at 10:00 am.

The meeting adjourned at 10:30 a.m.

Erle Pierce 01/09/2026

Erle Pierce, Commission Chair

Date

