

**Legislative and Games Committee
Meeting Minutes**

Held on
Thursday, November 13, 2013
2:00 p.m.
at the
Connecticut Lottery Corporation
777 Brook Street, Rocky Hill
Connecticut 06067

Committee Members Present: Margaret Morton, Chairperson of the Legislative and Games Committee via telecom; Robert Morgan; Jim Farrell via telecom; Kia Murrell; and Frank Farricker, Chairman of the Board arrived at 2:25PM.

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

Call to Order: Margaret Morton called the meeting to order at 2:02 p.m.

I. Approval of Minutes:

On a motion made by Mr. Morgan, seconded by Mr. Farrell, the minutes of the September 17, 2013 Legislative and Games Committee Meeting were unanimously approved. Ms. Murrell abstained from the vote as she was not present at the September 17 meeting.

II. Sales Performance:

Presented by Diane Patterson, VP Sales and Marketing.

- Total all games sales for October 2013 were approximately \$92.8 million. As of October 31, 2013, transfers to the General Fund were \$102.5 million.
- CT games through October 31, 2013 were approximately \$319.5 million.
- Multi-state games through October 31, 2013 were approximately \$54.0 million, an estimated \$1.2 million below budget.
- Instant ticket sales remained steady, with \$56.67 million in sales for the month of October. Ms. Patterson stated that a new Whalers instant ticket has launched and she showed the point of sale materials. Ms. Patterson explained that this is a game with a modest run. There is power in this brand in Connecticut. In addition, the Sales team has been busy replenishing the stock on base games.
- Play3 and Play4 games were an estimated \$20.4 million for the month of October. In Play3 Day, the sequence 4-4-4 was drawn two times and in Play3 Night, the sequence 7-7-7 was drawn and 6-6-6, just before Halloween. This spurred media attention and helped bolster sales. Ms. Murrell inquired about the differences between Play3 Day and

Play3 Night. Ms. Patterson explained that they have the same game design, but are two separate games drawn at two distinct times.

- Lotto sales for October 2013 were approximately \$1.7 million.
- Cash5 sales for August 2013 were steady at approximately \$2.8 million.
- Super Draw 8 launched on September 29, 2013.
- Powerball sales for the month of October were approximately \$6.8 million; best October in years. Mega Millions sales for October were approximately \$2.0 million. CT is a Powerball legacy state.
- The new Lucky for Life game began September 17, 2013, with two "For Life" prizes. October 2013 Lucky for Life sales were approximately \$2.4 million, below budget expectations.
- Ms. Morton congratulated the management team on sales performance. Ms. Noble cautioned that the second quarter will be challenging since we are up against some large jackpots from previous years.

III. Executive Session:

On a motion made by Mr. Morgan, seconded by Mr. Farrell, and unanimously approved, the Committee moved to Executive Session at 2:20 p.m. Ms. Morton invited: Ms. Noble, Ms. Patterson, Ms. Turner, Ms. Glovach, and Mr. Hunter to stay for the Executive Session relating to New Game Initiatives and Draft Amended Lucky for Life Games Rules.

The Committee reconvened in regular session at approximately 2:39 p.m. Ms. Morton noted that no actions or votes were taken during Executive Session. In addition, she stated that a draft of the Keno game rules were not presented or discussed.

IV. Old Business:

None

V. New Business:

Review and Possible Action Re: Keno Game Rules
This item was tabled.

Review and Possible Action Re: Second Amendment of Official "Lucky for Life" Game Rules
On a motion made by Mr. Morgan, seconded by Mr. Farrell, the following resolution was made:

"Resolved, that the Legislative and Games Committee recommends to the Board of Directors that the Board approve the Second Amendment of Official "Lucky for Life" Game Rules."

The resolution passed unanimously.

VI. Adjournment:

On motion made by Mr. Morgan, seconded by Mr. Farrell, and unanimously approved, the meeting was adjourned at approximately 2:41 p.m.

Respectfully Submitted,

By: Diane Patterson
Vice President of Marketing and Sales
Connecticut Lottery Corporation