



**Meeting of the Board of Directors of the
Connecticut Lottery Corporation
MEETING TRANSCRIPTION**

Held on

Thursday, February 11, 2021 at 12:00 p.m.

via teleconference

Board Members Present: Robert Simmelkjaer, Board Chair; Wilfred Blanchette Jr.; Meghan Culmo; John Flores; James Heckman; Andrew Meehan; and Michael Thompson (all via teleconference).

Staff Members Present: Gregory Smith, President and CEO; Peter Donahue; Paul Granato; Lauren Perrotti; Matthew Stone; Mark Walerysiak; and Annmarie Daigle.

I. Welcome:

(R. Simmelkjaer): Good afternoon everyone, welcome. My name is Rob Simmelkjaer, I am the Board Chair of the Connecticut Lottery Corporation, calling this regularly scheduled meeting of the Board to order at 12:00 p.m. on Thursday, February 11th. Before we get into our agenda today I'd like to turn it over to our General Counsel, Matt Stone, to discuss the rules of the meeting we are operating under.

(M. Stone): Thank you Mr. Chair. This is Matt Stone, General Counsel for the Lottery and we have been at this for a year now so I think you are all familiar with the process but we do have a new member on today so I'd like to remind everyone that we continue to operate under Governor Lamont's Executive Order regarding public access to meetings. There is no in-person public attendance for this meeting so we have the public listening in on their own phone line. That phone line will be taken out of the room when the Board goes into Executive Session and that line will be kept open and active and then brought back into the meeting room after the Executive Session. A reminder that speakers should identify themselves by name each time they speak, and this is particularly important for Board members when making motions, seconding motions, voting no or abstaining from a vote, so that the public knows which members took what actions. And finally, this meeting is being recorded, audio only, and we will post the recording transcript on our website after the meeting, which will serve as the meeting minutes. That is all, back to you Mr. Chair.

(R. Simmelkjaer): Thank you very much Matt. This is Rob Simmelkjaer, Board Chair. To start the meeting, I'd like to make a few remarks and then we will make a couple of introductions. Connecticut Lottery Corporation CEO, Greg Smith and I continue to be actively engaged with the Governor's office

as the negotiations are continuing around expanded gaming in the State of Connecticut and we are optimistic that an agreement with the State's other gaming stakeholders will be reached. As I said during the hearing of the Public Safety Committee last month, now is the time to legalize sports betting and lottery in the State of Connecticut. One does not have to look any further than the last couple of weeks for evidence of the urgency of making both of these things happen. This past Sunday, you may have noticed, there was a thing called the Super Bowl and residents of many states, close to 20 states in the United States could legally bet on that game and they did bet – in fact in the 12 states plus DC that have already reported their totals as of yesterday said that they took in over \$430 million in bets, legal bets, on the Super Bowl just this past Sunday. That is a new record in the U.S., a record that's only going to grow as more states report their revenue from that game. Connecticut residents were not among those who were able to bet legally on the Super Bowl, and they should not have had to leave the state or use illegal steps to bet on that game, hopefully they won't have to do when we come around to future Super Bowls. Additionally, as Greg Smith will detail later in the meeting, recent snow storms in our state have negatively impacted the otherwise very strong sales of existing draw games of the Connecticut Lottery. The ability to sell tickets online would have mitigated these lost sales. We need lottery not just to grow sales to finance new initiatives in the state, but also to protect the revenue we are currently generating for our taxpayers. Governor Lamont endorsed these initiatives during his budget speech yesterday, and Greg and I look forward to making continued progress in these negotiations. That's all, we will talk about that a little more later in the meeting during Executive Session.

Next we will turn to some introductions. First of all, I want to introduce and welcome Andrew Meehan to the Board. Andrew was appointed by House Speaker Ritter recently and joins us today for his first board meeting. Andrew, can you say a couple words just to introduce yourself?

(A. Meehan): Certainly, thank you for having me. This is Andrew Meehan, I am excited to join the Board and join this organization that's such a huge part of our state and the future of the state as Rob just finished talking about. I've been at Travelers for about 13 years, born and raised in Connecticut, in Glastonbury, made my rounds around the country but came back here to raise a family. I am really happy to be here and looking to make a positive impact to this organization if I can.

(R. Simmelkjaer): Thank you very much. Sorry that we can't all welcome you in person with a handshake but hope to be able to do that sometime in the near future. Thank you for stepping up and volunteering your service, we are really happy to have you on Board. Greg, I'll turn it over to you now to introduce a new staff member.

(G. Smith): Thank you Rob. I'd like to introduce Lauren Perrotti, she is our new Senior Director of Operations, after a thorough and somewhat lengthy search and interview process. Lauren joined us three weeks ago and has been a very nice positive addition to us so far. She was introduced to some of you at different Committee meetings that have already taken place but wanted to bring her forward at the full Board meeting as well. Would you like to say a few words?

(L. Perrotti): Thank you so much for having me at this meeting and also for the opportunity to work at Connecticut Lottery, already there is an amazing team here and a sense of team, everyone working together and I'm excited to be a part of it.

(R. Simmelkjaer): Thank you very much Lauren and welcome to the team, great to have you.

II. Approval of December 10, 2020 Board Meeting Minutes:

(R. Simmelkjaer): Moving on now to the next item on our agenda which is approval of the Board meeting minutes from the December 10, 2020 Board Meeting. Can I get a motion please?

(M. Thompson): So moved, Michael Thompson

(W. Blanchette): Second, Blanchette.

(R. Simmelkjaer): Thank you very much; all those in favor?

(All, except for Mr. Meehan): Aye.

(A. Meehan): Rob, I'll abstain since I was not there.

(R. Simmelkjaer): Thank you. Any opposed? The minutes are approved with Mr. Meehan abstaining.

III. Lottery Report:

a. Financial Report:

(R. Simmelkjaer): With that we will move on to the Lottery Report, starting with the Financial Report from Mr. Granato.

(P. Granato): Thank you Chairman Simmelkjaer. Good afternoon Board members, CLC staff, DCP and other guests and welcome Andrew to your first CLC Board meeting. This is Paul Granato, Chief Financial Officer of the Connecticut Lottery. On your first slide of the presentation, we have the results for January 2021. Total sales in January were \$156 million – up \$48 million compared to budget and prior year. Sales averaged over \$5.0 million per day in January. For the first time this fiscal year, the multi-state jackpot games experienced significant jackpot levels, and the CLC experienced the best sales for those games in over 18 months. The impact of the multi-state jackpot games is noteworthy since it impacts all lottery games. As you can see on the next slide – each and every lottery game outperformed prior year performance as well as budgeted performance. The entire portfolio benefits from additional/increased sales when these large jackpots occur.

On the next slide, prize payout percentage in the month of January was 59.6% compared to the budgeted amount at 62.9%. The prize payout declined due to growth in Powerball and Mega Millions sales. Our prize payouts range from 50%, on our daily number games, and Powerball and Mega Millions, to 75% for certain instant ticket games. When CLC sells more tickets with a lower payout, the prize payout will decline. The increase in sales can also be seen in the percentages on this page as well. The cost of sales – prizes, commissions, system fees, marketing and production all are lower as a percentage of sales. Most of these expenses rise and fall commensurately with sales levels. Once again we see an overall increase in the dollars for these expenses – but as a percentage of sales – most of these expenses declined. Moving on to operating expenses, they were \$2.2 million for the month of January and totaled 1.4% of sales. Operating expenses were comparable to budgeted expenses and prior year – and again as a percentage of sales we experienced an overall decline in the operating expense ratio. General fund transfers exceeded \$48 million in January and represented 31% of sales revenue. Highest monthly total in fiscal 2020 and 2021.

Moving on to year-to-date, our total sales were \$864.4 million. Sales revenue is up over \$108 million compared to budget and up over \$119 million compared to prior year. Sales performance since our last Board meeting has been incredible. Sales averages from July through October were approximately \$27 million per week. In November – we saw a drop to \$25.5 million per week. Weekly sales from the last week in December, which was Christmas week, were \$31.9, million, followed by \$31.0 million, \$35.5

million, \$40.3 million and \$39.8 million, before dropping back to \$27 million for the final week of January.

In prior meetings with the Board, I have reported on the sales levels of instant tickets, daily number games and Keno as the “lions share” of our sales revenue and they generally account for 85-90% of sales revenue. That % declined to 83% in January as Powerball and Mega Millions garnered a larger share of the overall sales profile. On the next slide, prize expense year-to-date through January was 61.1% compared to the budgeted amount at 62.7%. The variance is mostly attributable to the daily number games which had a 43% payout through January. These games are designed to payout at 50% and over time, and on average, the games perform very close to that percentage. The Lottery benefited from the lower prize payouts on the daily number games in both the current and prior year. This lower payout condition is unchanged from our prior financial report. Retailer commissions at \$32.5 million, and gaming system fees at \$6.5 million were commensurate with the sales increase. Retailers earn both selling of 5% and cashing commissions of 1% on lottery products and have opportunities to increase commissions with incentives and selling bonuses. Gaming system fees are incurred as a percentage of sales as well. We pay one rate for all lottery sales, except for Keno, at .84% and then a special rate for Keno of 1.57%. Marketing expenses totaled \$6.7 million through January -- which is approximately \$1.7 million below budget. Most of the variance is attributable to timing of production commercials and the launch of a new add-on for our daily games which you will hear more about from Mr. Donahue in the Marketing report. Production expenses totaled \$3.8 million in both current and prior year. Production expenses primarily capture the costs associated with instant tickets – from the creative design through the distribution and display in our retailer network. The Lottery generated \$45 million in higher instant tickets sales through January compared to the prior year and budget but kept production costs essentially flat due in part to lower contractual costs for instant tickets with our primary vendor. Gross profit was \$268.7 million through January 2021 or 31.1% of sales.

Our total operating expenses were well controlled at \$14.3 million or 1.7% of sales – lower than the 2.1% anticipated in the budget and prior year. We have favorable variances in various categories of expense including maintenance and repairs, snow removal, data processing costs and travel costs. Some of these costs are offset by increased costs in other areas. For example, travel costs in the prior period, we were in normal operations with sales reps in the field, and the current period the CLC is operating with limited field visits to retailer locations. In the current period, we are having to use using courier services to augment some of those visits to retail locations. Through January 31, we transferred \$253.8 million or 29.4% of sales. General fund transfers are up \$42 million compared to prior year and \$54 million compared to budget. That concludes my report. I am happy to answer any questions on the financial statements.

(R. Simmelkjaer): Thank you very much, great numbers. This is Rob Simmelkjaer, does anyone have any questions for Mr. Granato?

b. Marketing Report:

(R. Simmelkjaer): Ok. We’ll move on to the next item on the agenda, the Marketing Report, Mr. Donahue.

(P. Donahue): Good afternoon Chairman Simmelkjaer, members of the Board, this is Pete Donahue, Senior Director of Marketing. I am going to expand on the fantastic sales numbers that Paul reported on and take you through what is going on with our games. Taking a look at All Games, we are over \$100 million ahead of fiscal year 2021, and 2020 actuals. Strong numbers are a result of very solid draw game sales and also very solid scratch game sales. Speaking of scratch games, let’s take a look at how scratch games stacked up. Scratch game sales continue to be very strong, one of the highlights since we last

spoke is that we blew past our FY20 holiday week record by about a million and we topped \$18.3 million in our holiday week which is a phenomenal number. Sales continue to be very strong thanks to a solid mix of games and a healthy demand. As I mentioned at our December meeting, sales are still increasing but at a decreasing rate. We are still mostly ahead comparing week to week over last year but we are not seeing the 20+ percentage gains that we were seeing earlier in this fiscal year. We are definitely paying attention to that. We also have a very last strong pre-pandemic sales run to compare with from last year and a normal 28-day February this year so that is something to consider as well. All-in-all we are in a very good position as Paul's numbers reflected as well.

Taking a look at instants and the price point breakdown as we can see how the games are contributing to the total, you can see that most of the growth is coming from the 5s and higher, especially the 20s and 30s. If you take a look at that purple line, that represents what we are doing this year compared to last year. We are holding our own, a little bit down in the 1s, the 2s and the 3s but most of the growth is coming from the 5s and up. We are constantly looking for ways to bolster sales for the 1s, 2s and 3s and see these as introductory price points and they certainly generate more profit per dollar sold. I am going to highlight one of those concepts in a future slide. Taking a look at our national games, they were simultaneously in the spotlight last month – Mega Millions over a billion and Powerball over \$700 million, very strong numbers as Paul said those strong sales get a lot of traffic at retail and all games sort of rise with them. As luck would have it after about 30-plus draws without a jackpot winner, they both got hit close to one another. In fact Powerball was hit back-to-back after not being hit. These big jackpots still do generate excitement and incremental sales, not at the levels they previously did years ago but they still helped us get to \$16 million ahead of budget on our national games. Keno continues to grow and exceed FY20 and budget. Looking at this slide you can see on the left we are at \$74 million at January 31st and that compares favorably to a very strong 2020 and our budget numbers. Despite the Keno sales for last week, looking at the chart you can see we are doing very well, that little dip represents a week where we had some snow as Chairman Simmelkjaer mentioned earlier, snow storms certainly to affect ticket sales at retail. But we still had a very strong week and the twelfth strongest week of the 250 weeks of continuous Keno sales. For the first 32 weeks of FY21 Keno sales are up 11% over the same time in 2020 and up 30% over the same period in 2019. Taking a look at Play 3 / Play 4 Day and Night, our daily games, sales continue to be very strong in these games more than \$25 million ahead of budget and \$25 million ahead of last year. The timing is really well suited for our new add on that we talked about in previous meetings. Wild Ball starts on Monday the 22nd and we are looking for big things from it. We produced a short video that really does a great job of explaining the features and the benefits and I'd like to show you that now. [Wild Ball video plays] We think that video does a really good job of showing how to play to our players, our retailers, our field reps. This video will be available on our website so folks can learn about the benefits and what Wild Ball does, that it does give you more chances to win and we believe that our players will embrace it and hope for even stronger sales on those daily games. I wanted to close by showing you a few of our new scratch games that are out there. Twenty dollar Chrome and \$10 Millionaire are producing very strong sales. They are very eye-catching, wonderful top prizes and the ticket in the middle will also launch on February 22, it's called Lotto! Cash, and it is part of our strategy to keep the focus on those low price point tickets. One of the interesting things about Lotto! Cash is it's a cross promotion with our Lotto! game so we are providing some increased focus with our Lotto! game. Players that win two dollars will also win a free Quick Pick Lotto! ticket so that will inspire folks to maybe put a little more spotlight on Lotto! and we are looking for big things to continue with our scratch game sales. That concludes my report; does anyone have any questions on the Marketing piece of our presentation?

(R. Simmelkjaer): Thank you Pete, I have one question that may be for Paul. I'm curious as to what impact we will see with Wild Ball on our cost of prizes and the mix of daily games when you add another way to win as you do there? What does that do to the prize expense mix?

(P. Granato): Sure, this is Paul Granato. The payout on the Wild Ball is higher than the 50%, you can't play Wild Ball by itself, you have to play the base game, the Play 3 or Play 4 game first and then add the Wild Ball on top of that. When that happens the overall payout will increase for that game if there are enough prizes. It really depends on the participation. In our national games we generally see about 20% add on, so one out of five players add on the additional add-on play, very similar with our Cash5 game as well. I know that initially we will not quite reach those levels but over time and as the game matures we expect to reach those 20% levels. That overall will be a blended rate and expected and will probably come closer to a 55-57% payout rather than the 50% payout in the base game. That obviously should be offset by additional revenue.

(R. Simmelkjaer): That makes sense. Thank you. Any other questions?

c. President's Report:

(R. Simmelkjaer): Hearing none, we'll turn it back to you Greg for the President's Report.

(G. Smith): This is Greg. So no one likes for their birthday to go unnoticed; same here at the Lottery. On the 15th of this month we turn 49 years old, so Happy Birthday to us, it's a good long run for a company. We call ourselves a mature lottery, one of the oldest, and it certainly puts some responsibility on Pete Donahue for a year from now when we turn 50! Looking forward to that next big milestone next year.

(P. Donahue): The wheels are in motion and we are all over it.

(R. Simmelkjaer): Pete, this is Rob, I'd like to see maybe at the next Board meeting, you could walk through some of the preliminary plans you have for that.

(P. Donahue): Sure, we have the instant ticket design well-along; Greg and I have had many discussions about the prizes and we're certainly planning an event and by next Board meeting we should have plenty to show you.

(G. Smith): This is Greg, next for me – and it's hard to not jump on the bandwagon when our numbers are up as high as they are – Paul certainly showed you ample information that reflects the month of January year-to-date and the same with Pete on a year-to-date basis. The point is for me, I'm not sure how many people outside our company pay attention to our annual sales totals but one thing I did say out loud at the legislative forum last month and a bit more this week is that we hold the lead that we have, our transfers will likely reach \$400 million this year, and that is a nice number to be able to say out loud and nice to be on that trajectory. I wanted to make you aware of that comment and that is not an unlikely result for us at the end of fiscal 2021. And another thing that came to mind when Pete was talking about the Wild Ball is we had our sales team not in the field for almost a year now and this Wild Ball launch will be our second significant game launch, or addition launch, during the pandemic. We had great success with Fast Play and we are one of the leaders in the United States on Fast Play, having done a launch without our reps in the field, so we are exercising those same methods with Wild Ball and looking forward to great success to report on that as well. Next, we've touched on this earlier in the meeting, we do have a couple of new hires on our management team, we introduced Lauren Perrotti at the beginning of the meeting as our Senior Director of Operations, and one of the things you can expect Lauren will be reporting regularly to the Audit Committee based on operations and interactions with the gaming vendor and giving her a

chance to get up to speed, she'll also be a regular reporter on our gaming system conversion. Chris Davis was hired as our Government Relations Manager in January, he's been with us about five weeks. Chris has served five terms in the legislature as a representative for his town and has good knowledge and experience in the legislature and he has reestablished some good connections, he's been a good voice for us in many conversations we've held and he's been very helpful and active in getting Rob introduced around prior to his confirmation hearing coming up. So both nice additions for us, both roughly in their first month with us and look to see more of them with the different committees on a regular basis.

Continuing on to update you with the gaming system procurement, we have the proposals and are in the midst of evaluating them and we are on a good pace for that review. Additionally, we issued an RFQ for consultants to help us run the project management effort for when we are replacing our gaming system and doing that full conversion. We expect to be selecting that consultant in April and we also still expect to make our decision regarding the gaming system in April as well, just to keep you up to speed on that level of detail and once we are a few more months into the future we will have quite a bit more to say about that.

Last of all for me is to make you all aware that the Connecticut Lottery Corporation actively participates in Problem Gambling Awareness Month with our partners, the Connecticut Council on Problem Gambling and DMHAS. A few of the extra efforts we take during Problem Gambling Awareness Month are we actually do some blackout days, where we suspend our regular advertising, not bringing forward selling messages on those days, we do some extra billboards and social media messaging so that we can project our responsible gaming message even stronger. We do some extra messaging on our draw game tickets when they are printed, more messaging on the in-store monitor at each retailer, and also on retail flyers that we distribute. Lastly we also partner with the Connecticut Council with a press release announcing Problem Gambling Awareness Month. We are proud of what we do, we are actively engaged with our partners on this and this month is a nice month to bring forward something we feel is very important as gaming operators authorized by the State. To follow the flow of the agenda, annually the Board adopts a formal resolution in support of Problem Gambling Awareness Month, which is in your packet. We will be adopting that next on the agenda. Does anyone have any questions for me? Otherwise I will hand it back to our Chair.

(R. Simmelkjaer): Thanks Greg, we appreciate that. Questions from the Board? Alright moving on. Thank you Greg.

IV. Endorse Problem Gambling Awareness Month:

(R. Simmelkjaer): As Greg foreshadowed, the next item on our agenda is an official resolution to endorse Problem Gambling Awareness Month in the State of Connecticut, which you all have received. I know most of you have seen this before in previous years. I will read the operative paragraph of the resolution and then ask for a vote:

Now, be it resolved that the Board of Directors of the Connecticut Lottery Corporation endorses the Lottery's observance of and participation in "Problem Gambling Awareness Month in Connecticut" from March 1, 2021 through March 31, 2021 to raise public awareness about the potential risks of gambling and to reinforce the Connecticut Lottery Corporation's commitment to corporate social responsibility.

Can I get a motion to approve this resolution please?

(M. Thompson): Michael Thompson, so moved.

(W. Blanchette): Second, Blanchette.

(R. Simmelkjaer): All those in favor?

(All): Aye.

(R. Simmelkjaer): Any opposed? Abstentions? Alright; the motion is approved. Thank you very much.

V. Committee Reports:

a. Executive Committee:

(R. Simmelkjaer): Next are the Committee Reports. I will start off with a brief report on the Executive Committee Special Meeting. We met on Thursday, January 14, 2021. We had an update from Mr. Smith about sales and transfers to the State, a brief update on the Gaming System RFP that Greg just discussed and then an Executive Session to discuss ongoing efforts regarding sports betting, ilottery and also some personnel matters for CLC. No votes or actions were taken.

b. Audit Committee:

(R. Simmelkjaer): Let's move on to the Audit Committee, Mr. Thompson.

(M. Thompson): Thank you very much Mr. Chair, this is Michael Thompson. Since the last Board meeting, the Audit Committee met twice. We had a special Audit Committee meeting on January 26th which was conducted primarily in Executive Session, we touched on three topics, we were given an update of the Lottery's current efforts with cybersecurity protections, we also received an update on current litigation regarding a former vendor and a former employee, and we also talked about the gaming system procurement process that Greg and Rob both mentioned earlier in the meeting. Then we also met again this morning prior to this meeting, again in Executive Session to be provided an update regarding pending litigation regarding a vendor contract which we will discuss later at this meeting and anticipate a resolution based on that discussion. That is the report of the Audit Committee, Mr. Chair.

c. Legislative and Games Committee:

(R. Simmelkjaer): Thank you very much. We'll go to Legislative and Games now. Greg will give that report in Peg's absence.

(G. Smith): Thank you. The Legislative & Games Committee met on February 8th, earlier this week and its sole purpose was to provide a legislative update to the Committee now that the session has started, we had the forum of the Public Safety and Security Committee, and a variety of discussions related to the confirmation hearing for Mr. Simmelkjaer and also introducing him around as he was named Chair last May. Our Government Relations Manager, Chris Davis, took part in that meeting as well as one of our staff counsels, Angelica Mack. We briefed the Committee members on the interactions that took place, the topics that we were covering which by no surprise included our success so far this year, and our thoughts on the expansion opportunities that are key topics this session, and then we covered a few points on some topics that the Committee members may expect to hear as the committee discusses expansion for lottery relative to selling online, how sales might be funded and how online sales should have no impact on retail sales.

(R. Simmelkjaer): Very good Greg. Any questions? Ok that concludes the Committee Reports, now we have a couple of items for Executive Session, can I have a motion to go into Executive Session?

(M. Culmo): This is Meghan, so moved.

(J. Flores): Second, John Flores.

(R. Simmelkjaer): Thank you, all those in favor?

(All): Aye.

(R. Simmelkjaer): Opposed? Any abstentions? Thank you, we are in Executive Session at 12:42 p.m. Greg, who would you like to invite?

(G. Smith): It will be myself and Matt Stone.

VI. Executive Session:

[Executive Session]

VII. Discussion and Action, if any, on items discussed during Executive Session:

(R. Simmelkjaer): Thank you, this is Rob Simmelkjaer. We are back in public session at 1:22 p.m. No actions or votes were taken during the Executive Session. We do have one resolution coming out of a discussion in Executive Session that I will now read and bring to a vote.

Resolved, that after review and due consideration, and upon the recommendation of the Audit Committee, the Connecticut Lottery Corporation Board of Directors hereby approves the amendment to the Scientific Games contract.

That is the fifth amendment, fifth addendum to the gaming system contract between Connecticut Lottery Corporation and Scientific Games. May I have a motion?

(M. Thompson): I will make the motion to approve, Mr. Thompson.

(W. Blanchette): Blanchette, I will second.

(R. Simmelkjaer): Thank you, all those in favor?

(All except for Mr. Meehan): Aye.

(R. Simmelkjaer): Opposed? Abstentions?

(A. Meehan): This is Andrew Meehan, I'll abstain.

(R. Simmelkjaer): Mr. Meehan will abstain, the motion carries. Thank you very much.

VIII. Adjournment:

(R. Simmelkjaer): With that we have reached the end of our agenda. Can I have a motion to adjourn?

(M. Thompson): Michael Thompson, so moved.

(J. Heckman): Jim Heckman, second.

(R. Simmelkjaer): All those in favor?

(All): Aye.

(R. Simmelkjaer): Opposed? Any abstentions? Thank you very much, we'll adjourn at 1:24 p.m. Thank you everyone.

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Respectfully Submitted,

Matthew Stone
Corporation Secretary
CT Lottery Corporation