



CT Lottery
Finance Committee
Minutes of Special Meeting

Held on
Friday, December 7, 2018, at 8:00 a.m.,
at the
Connecticut Lottery Corporation
777 Brook Street
Rocky Hill, Connecticut 06067

Committee Members: Patrick Birney, Chairperson of the Finance Committee; Patti Maroney; and Robert Morgan.

Staff Members: Greg Smith, President & CEO; Paul Granato; and Annmarie Daigle.

Call to Order: Mr. Birney called the meeting to order at 8:02 am.

I. Approval of May 22, 2018 Minutes:

On a motion made by Mr. Morgan and seconded by Mr. Birney, the minutes of the May 22, 2018 Special Meeting of the Finance Committee were approved, with Ms. Maroney abstaining.

II. Approval of June 28, 2018 Minutes:

On a motion made by Mr. Morgan and seconded by Mr. Birney, the minutes of the June 28, 2018 Special Meeting of the Finance Committee were approved, with Ms. Maroney and Mr. Morgan abstaining.

III. Approval of November 14, 2018 Minutes:

On a motion made by Ms. Maroney and seconded by Mr. Birney, the minutes of the November 14, 2018 Special Meeting of the Finance Committee were approved, with Mr. Morgan abstaining.

IV. New Business:

a. Review of Financial Statements for the period ended September 30, 2018:

Mr. Birney requested that Mr. Granato give an overview of the first quarter financial statements. Mr. Granato reported on the results for the quarter ended September 30, 2018. Mr. Granato reported on individual game performance including sales, cost of sales, operating expenses and contributions to the General Fund.

Three-month highlights for the period ended September 30, 2018:

- Total sales were \$309.3 million, down 2.0% compared to the prior year.
- The Lottery returned \$86.1 million to the State of CT General Fund.
- Total sales were below budget by \$0.8 million or 0.3%.
- General Fund transfers exceeded budget by \$4.2 million or 5.1%.

The Committee had a general discussion on sales performance, player activated terminals (PATs), sports betting, Keno monitor locations, Lucky for Life sales for Connecticut compared to other participating states, and rising fringe benefit costs.

The Committee requested an analysis of Keno sales in new locations vs. existing locations with a recent installation of a Keno monitor for the next meeting.

V. Adjournment:

On motion made by Mr. Morgan and seconded by Ms. Maroney, and unanimously approved, the meeting was adjourned at 8:42 a.m.

Respectfully Submitted,

Paul A. Granato
Chief Financial Officer
Connecticut Lottery Corporation