



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

Held on

Thursday, April 8, 2021 at 12:00 p.m.

via teleconference

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

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

I. Welcome:

(R. Simmelkjaer): Hello everyone. My name is Rob Simmelkjaer, I am the Board Chair of the Connecticut Lottery Corporation. This is the regular meeting of the Connecticut Lottery Board of Directors commencing at 12:00 noon today, Thursday, April 8th. Thank you Board members and staff, thank you to the members of the public for joining us. Before we get into our agenda today I'd like to turn it over to our President and CEO Greg Smith, to discuss the rules of the meeting we are operating under given Governor Lamont's Executive Order.

(G. Smith): Thank you, this is Greg Smith. Just as a reminder for the Board members, as we are not allowed to have the public present at meetings currently, we ask that each time you speak to identify yourself, so that the public knows which members took what actions. We do 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 to hear any subsequent action prior to adjournment. Thank you.

(R. Simmelkjaer): Thank you very much. This is Rob Simmelkjaer, Board Chair. I'd like to make a few remarks as part of my welcome before we get into the agenda. This is our first Board meeting since the announcement was made by the Governor and the leaders of the tribal nations regarding the agreement that was reached to legalize sports betting as well as some other forms of modernization of gaming in the State of Connecticut. We were pleased that Connecticut Lottery was included as a very significant part of that game plan when it comes to introducing both online and retail sports betting in Connecticut as well as online lottery ticket sales and other forms of gaming that will be offered by the tribal casinos. We are in a

moment now where there is a legislative process under way which we are actively involved in the discussions with the administration and legislators. A bill was passed out of the Public Safety Committee but still a lot of work is being done to make sure that the language of the bill will ultimately, hopefully, be voted into legislation has all of the right elements that all parties are looking for. The process is still underway, it's been made pretty clear that this is going to be on a fast track so a lot of work is being done on many levels, at many offices to make that happen. All we can really say at this point we are pleased that this agreement was reached; it's really a historic agreement for the state, for the tribes and for the Connecticut Lottery Corporation. There will be much more to come as we go forward on this. Keep your eyes and ears open as this progresses.

II. Approval of February 11, 2021 Board Meeting Minutes:

(R. Simmelkjaer): With that we can move on to the main part of our agenda starting with the approval of the meeting minutes from our last Board meeting which was on February 11, 2021. Has everyone had a chance to review those minutes? If so I'll ask for a motion to approve?

(M. Morton): So moved, Peg Morton.

(J. Heckman): Second, Jim Heckman.

(R. Simmelkjaer): Thank you very much Peg with the motion, Jim with the second. All those in favor?

(All): Aye.

(R. Simmelkjaer): Any opposed? Any abstentions? The minutes are approved.

III. Approval of February 18, 2021 Special Board Meeting Minutes:

(R. Simmelkjaer): We have an additional set of minutes to approve as well. We had a Special Meeting of the Board held on February 18, 2021 and those minutes were sent out as well by Annmarie.

(J. Heckman): I'll need to abstain as I was not there, Jim Heckman.

(J. Flores): I need to abstain as well. John Flores.

(M. Culmo): Me too, Meg Culmo.

(M. Morton): I'll move, Peg Morton.

(A. Meehan): Second, Andrew Meehan.

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

(All, except for Mr. Flores, Mr. Heckman and Ms. Culmo): Aye.

(R. Simmelkjaer): Thank you, opposed? And abstentions, we have John Flores, Jim Heckman and Meg Culmo. Thank you very much, the minutes are approved.

IV. 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. This is Paul Granato, Chief Financial Officer of the Connecticut Lottery. Total sales through

March 31 were \$1.1 billion. The CLC surpassed \$1 billion in sales revenue on March 6 – this is nearly a month earlier than the previous record to \$1 billion. Sales exceed budget by \$128 million; and exceed last year by \$147 million, 13 and 15% respectively. Usually, financial reports do not contain superlatives – but I struggle with any other way to explain these results. Sales are strong and robust, and in fact I am running out of superlatives to use, in almost every category of game sales.

On the next slide I just want to take a brief second to highlight Keno sales. This graph represents the weekly sales for Keno since we launched in April 2016 to the most current week -- two weeks shy of a full five year period. Most recently, our weekly sales for Keno crossed the \$3 million weekly threshold.

Our cost of sales totaled \$768 million for prizes, commissions, gaming system fees, marketing and production costs. The cost of sales as a percent of revenue are highlighted here in yellow in that first column. Most importantly, the total cost of sales as a percent of revenue dropped from 70% in the prior year to 69.2% in the current year. Our operating expenses remain well controlled – operating costs were 6.6% below budget and just about 1% ahead of prior year.

Finally, we have transferred \$318 million to the General Fund through March 31. General Fund transfers are \$58 million ahead of budget, and \$52 million ahead of prior year, 22 and 19% respectively. \$318 million is the seventh highest total transferred to the General Fund for a full year. By the end of the following week, we have already catapulted to the fifth highest General Fund transfer and I fully expect that by the time of the next Board meeting – we will have posted a new record breaking General Fund transfer. That concludes my report for today. I am happy to answer any questions from the Board.

(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 Marketing and Pete Donahue.

(P. Donahue): Good afternoon Chairman Simmelkjaer, members of the Board, this is Pete Donahue, Senior Director of Marketing. Today's marketing report is going to look a bit different than what you've seen in the past several meetings. Our sales numbers are certainly fantastic and noteworthy and Paul did a fantastic job highlighting our incredible last three quarters, but instead of taking a deeper dive like I usually do, I'm going to focus mainly on future and recent marketing efforts. The topics I am going to cover today are Wild Ball with the recent launch, our 50<sup>th</sup> Anniversary, the evolution of our Fast Play category, then we will take a look at iLottery and how digital marketing will go hand-in-hand with iLottery. The good news to report on Wild Ball is that it launched on February 22 and it was a very successful launch. Both CLC and SG were present at retail to ensure a smooth start. I'm very pleased to report that there were no significant issues with the launch. All the retailers that we visited were very well informed, they had the POS displayed, the new payout cards and bet slips were prominently displayed, so kudos to our sales team for taking care of that. We launched a Wild Ball promotion in the beginning of March. The biggest hurdle, which we anticipated, was some minor confusion with some of our consumers understanding the game, so we had our how to play tutorial out there. Marketing and Sales worked hand-in-hand to create additional education pieces and highlight the Wild Ball wins, and why it was beneficial to play. For our promotion that started in March, we did a promotion to award free Wild Ball tickets. The goal of the promotion was awareness, trial, education and purchase. Our promotion was very effective at awareness as every ticket featured the promotional message, in addition to a teaser message that we launched two weeks prior to the Wild Ball feature being enacted. Trial was also well accomplished as we

awarded nearly 100,000 free tickets with the Wild Ball and we encouraged players to investigate how Wild Ball is played and how it provided more chances to win. Some Wild Ball results – sales with Wild Ball are significantly up, approximately 10% over the average for the four weeks prior to Wild Ball. I also wanted to show a comparison of Play 3 / Play 4 for just the first three weeks year over year compared to last year just to take out the pandemic effect on the sales. You can see we are up 5.1% for the first three months and that disallows the March 15 and on sales period which was effected by the pandemic. Some of the things that we are tracking are of course is Wild Ball participation, we estimated participation to be at about 6% and that's where we've settled in. Our goal will be to steadily increase that participation closer to the amount we get for Power Play and Mega Millions sales and we can do follow up promotions as well as continue to spread the message about the benefit of adding Wild Ball to increase future participation. So our 50<sup>th</sup> Anniversary – we are actively engaged in planning for that as you know it is less than a year away now, in February 2022. We have a very strong product line for our anniversary. The family of scratch games will be our feature. Kudos to our instant games and internal graphics teams, I think these tickets look fantastic and they are the results of many rounds of edits to get to where they are now. With the scratch tickets, there will be a second chance component and it will be the first use of our new multi-use second chance platform. Right now we are tweaking and finalizing the prize structures including the second chance prizes. The scratch ticket family will also be the vehicle to get people to an event where we'll have some finalists come in for a large party. So we are actively working on the scratch tickets, and again I think they look great. We will also have a 50<sup>th</sup> Anniversary twenty dollar Fast Play game, so we are looking forward to that as well.

(R. Simmelkjaer): Pete, I have one question. This is Rob Simmelkjaer for those listening. These tickets look great. My question is when you are designing a new instant ticket like this, what is the time line on this, how much advance time is needed to work with our vendors to design that sort of thing?

(P. Donahue): It varies a little bit; for a game as special as the 50<sup>th</sup> Anniversary family, we've been working this ticket design probably for about two months already, once we designed the logo. For a typical game that was more of a standard game would be anywhere from three to four months. But this game has a bit of a longer runway because it is a specialized product and there are more components to it.

(R. Simmelkjaer): Thanks.

(P. Donahue): As far as the supporting advertising campaign, we are actively working on that right now. The messaging will be focused on “fifty years of winning” and all of the different components of that including general fund – of course we've returned more than \$10 billion since 1972, and we'll be focusing the winning experience of the players, the Connecticut citizens and the retailers. Again, we are targeting a celebration event sometime around October of 2022 and the planning for that is ongoing.

As far as Fast Play, I wanted to talk a little bit about the evolution of the Fast Play product, the strategy and what's next. So we launched Fast Play back in July and we just surpassed \$30 million in sales, well above the projections. We have intentionally kept our portfolio small with one progressive family that has evolved from Jumbo Bucks to Cash Blast to the Hot Ticket that is out there right now. We are in the strategy of managing the growth of our product. There are many states out there that have upwards of 10 to 20 games out there at a time. We do believe there is plenty of room for growth for this product, here's a look at what we are planning for the next 12 to 18 months. In September we are planning on introducing a new progressive family at the \$2, \$5, \$10 price points. We will run this family in tandem with the current \$1, \$2, \$5 family so we will have two progressive jackpots running concurrently. The addition of the \$10 ticket to this family will increase the jackpot in that progressive family. We are also looking at a \$3

extended play ticket, adding that to the portfolio, that will be BINGO for the first one, then looking at Cashword as well. These games are strong sellers on the scratch side and very popular in the Fast Play categories in other states so they should be a very solid addition to the portfolio. As I mentioned on the previous slide we will also have a 50<sup>th</sup> Anniversary Fast Play ticket that will launch in February of 2022. So lots more growth to come on the Fast Play side, I just wanted to give you a snapshot of what is happening.

Digital marketing is obviously important as average screen times continue to increase. That trend is not likely to subside. We are always looking at monitoring trends and we shift our dollars accordingly to optimize. Some of the new tactics that we are using are “connected TV” and “over the top TV”. Over the top was initially in reference to devices that go over the top of the cable box to give the user additional contented TV – examples are Smart TV, Apple TV, Roku – we are always tweaking and optimizing our media buy. Some of the other things that we’ve done is added paid social and we’ve worked with social media influencer campaigns with our previous holiday campaigns in 2019.

Once iLottery becomes legal as anticipated, digital marketing will of course become a strong component of our campaign. Our objectives for our digital marketing are really no different than our objectives for our traditional products but the tactics will skew heavier digital though. We have some new tactics that we will be considering for digital marketing, we will continue to shift from what we have done in the past to moving forward as far as our allocation. We are looking at awareness, to get the word out that there is a new way to play, trial – there is definitely going to be a smoother path with the digital tactics, and of course repeat purchase allows consumers to stay in the game, has the potential to combat jackpot fatigue when the jackpot’s only \$20 million, it also smooths out weather and other disruptions. With the new second chance drawing platform with over 40,000 emails in our data base, we’ll be able to use that to do some outreach once the messaging for iLottery goes live. The graphic on the left depicts the consumer funnel and the consumer journey as they move from awareness down to purchase and beyond. Currently brand awareness is high, we are present in mass media with radio, TV, digital, outdoor, and everything else at 2,900 locations statewide. There can be and likely is drop off between consumer messaging and purchase of traditional products. When at retail it is easy for a player to be intimidated by many options and time constraints and we don’t control the consumer experience. The biggest advantage with digital marketing and iLottery is the ability to capture the consumer’s attention in a more critical spot in the consumer funnel. Awareness, consideration and purchase will no longer be disjointed. With digital marketing we can create awareness and have a direct path to purchase. We can provide first class customer service like top notch retailers such as Amazon, Starbucks and Target. Working with our agency partners we are constantly optimizing our digital strategy and will continue to find the most effective mediums. The additional benefit of digital marketing will be establishing objectives and measuring relevant KPIs and we will be able to determine the success of our tactics based on performance metrics and we will have some added clarity on those KPIs such as cost per impression, conversion rate, cost per conversion, long term value and average revenue per user. So that is just a snapshot of what we are looking at for our digital marketing efforts. With that I will turn it over to Greg unless there are any questions from the audience.

(R. Simmelkjaer): Thank you Pete, any questions?

(M. Morton): This is Peg. No questions but I want to say that the 50<sup>th</sup> anniversary tickets look beautiful.

(P. Donahue): Thank you, it was a lot of work by our team and we couldn’t agree more.

(R. Simmelkjaer): Great. Thank you Pete. Mr. Smith?

c. President's Report:

(G. Smith): Thank you, Greg Smith here. I don't have a lot but I am going to touch on a few points for you. Regarding sales growth improvements and the concept of doing this in harmony, I think you've heard us say that our sales are off the charts. We continue to be a mixture of impressed and surprised at these results, as they just keep getting better. I think I remember cautioning the Board and our staff back in November that we had a really strong December through February last year and it was going to be tough to compete against. And we just blew those numbers away. I was nervous about losing some of our lead and yet we actually built our lead a little bit further. It's a nice place to be and it's always enjoyable to be able to report results in this way. I think the best description I've been able to come up with for the pace that we are on, is that by the end of this fiscal year that we are on we will have achieved four years of normal growth in one fiscal year. We normally grow about 3% year-over-year and we will likely hit 12% growth this year. It's the whole idea of keeping up with the volume, and one of the things I wanted to make the Board aware of and remind our staff is that we keep this pace we are still working on all of our goals and projects and implementing them instead of just struggling to keep up with the business volume. We continue to make modernizations and improvements in each of our operating departments so that we are able to maintain this volume and that any of our new initiatives work seamlessly with some of this revenue growth that we have seen. So while we are busy we have not let the work that we had planned for this year slip by the wayside. Moving on to the next topic, working in a post pandemic situation -- I am not saying that we are beginning a full return to a pre-pandemic work effort, that is not happening at this point but we are thinking and preparing for that possibility. As a reminder for Board members, last summer we developed a plan with some volunteer employees, our field sales staff and their respective unions, to allow limited return to field work. That took place last summer. Once the test results started to spike in the Fall, we ended that effort and brought everyone back to not going out into the field and doing more teleworking. What we are doing now is reviewing those efforts and any of our strides towards normalcy so that we are prepared to begin implementing those when it is safer to do that. Last of all, thinking about preparing for busy times, we are also right on the forefront of these two great expansion opportunities that Rob mentioned at the beginning of the meeting. We will talk of these in an unsure manner until we actually see the legislative language and they become legal. We are not hesitant or tentative but we can't actually speak factually about it until we have the legal language in place. From there we will be able to take some action, some first steps to get both of these proposed expansion opportunities in motion. I know later in this meeting we will be talking more about that. So for now I'll just say we are keeping an eye on what we are doing and we are holding on to make sure we can keep this speed of revenue and profits continuing.

(R. Simmelkjaer): Thanks Greg, we appreciate that. One questions from my end, what can we do, what efforts can we undertake to try to understand what is behind this sales growth so that we can use that going forward. How much of this is under our control, how much is not really under our control? It's obviously great to see these numbers but what can we learn and take away from this so we can apply it in the future?

(G. Smith): This is Greg. We have had a couple of efforts going on with that and some that are also in development or not completed. We had staff members going out and talking to players, they do short visits to stores that are seeing large volume, doing some player interaction and engagement. I know that Pete's group is preparing some reengagement with surveying and some next steps on a segmentation

study so that we can get a read on whether revenue growth has occurred evenly across our player segments or have there been growth at certain ones more so than others. We will continue to do those so that we can understand it. I'm regularly reminded by people that the government stimulus money is causing our growth, I can't discount that but our growth has been every month since last May, and the stimulus checks are not that regular, and they don't all go out at one time. We also know that the casinos as a competitive gaming and entertainment opportunity are not at full capacity, so that is a factor as well. We continue to monitor all of these and I think we will be able to report better once the pandemic is over, I don't want to discount the facts that our marketing has been good, our new game development has been good, our engagement with players has been good – so it's not just the world changed and people flocked to lottery, I think we've done a really good job of causing this growth to happen even if there was no pandemic.

(R. Simmelkjaer): Thanks Greg, any other questions?

(W. Blanchette): This is Will, I have one. With the anticipated new efforts that we are taking and the anticipated real estate move, we have some pretty big expenses coming up. Is it reasonable to assume that the transfers to the general fund will suffer somewhat because of these new initiatives? If so how can we prepare for this?

(G. Smith): This is Greg. I don't believe any of these initiatives or efforts that we are going to undertake will have a negative impact on our transfers. We will review some information about that later in the meeting to give a better read on that. We are doing some estimating and assumptions and want to bring some information to the Board but I think I can safely say to you that the impact will not be visible.

(W. Blanchette): Thank you.

(R. Simmelkjaer): Thank you Will. Any other questions for Greg?

(J. Flores): John here. Greg, apart from the legislative proposals, with just this revenue increase, if it continues do you envision a staffing impact, a need for expansion?

(G. Smith): This is Greg. For the existing retail lottery operation, which is what I think you are asking about, I do not see a need for any change in staffing to maintain this revenue level. There may be some shifts or responsibility changes within the existing staffing population but no need to add to that population.

(J. Flores): Thank you.

(M. Morton): Can I ask a quick question, this is Peg Morton. So many of the state agencies and quasis are concerned about retirements and John brought up the staffing – are we looking at retirements?

(G. Smith): This is Greg, yes, we have been studying that and looking at that when I arrived here close to three years ago, focusing on June of 2022. We have had some employees who were eligible already take action as far as retiring and we've gone by department and looked at what the eligibility is and any plans we need to develop. All of our job descriptions are up-to-date and we know that we expect to see some employees leave during this calendar year as well as next calendar year. When they speak to human resources to take the next steps it gives us a good idea as they need to get the process started a few months beforehand. I think we've seen somewhere in the neighborhood of six to ten of the expected retirees for 2022 already happen.

(W. Blanchette): I have a question, this is Will Blanchette. Are the quasis bound by the same rules of reengagement of retirees as the general state population? Right now I know you can retire and return to work as a temporary employee for a period of two years which is governed by an executive order. There's a statute and an executive order. Are we bound by either or both?

(G. Smith): This is Greg. What we have seen and this happened even before I was here, is we have had employees who have ended their employment and have then come back to a limited quantity of time over a two year period. So without saying that we are bound by either of those specifically, I do believe that we are and we operate under that now.

(R. Simmelkjaer): Any other questions for Greg?

V. Committee Reports:

a. Executive Committee:

(R. Simmelkjaer): Thank you. Next are the Committee Reports. I will start off with a brief report on the Executive Committee Special Meeting. We had a regular meeting on March 11, 2021. We had an update from Mr. Smith about sales and transfers to the general fund, had a legislative update on what was happening at that time with conversations regarding gaming expansion and modernization, and then an Executive Session where we had a discussion with senior staff about Board expectations, a discussion of sports betting, and also a discussion of pending litigation. No votes or actions were taken.

b. Legislative and Games Committee:

(R. Simmelkjaer): Next up is Legislative and Games now. Greg will give us an update on that.

(G. Smith): Thank you. The Legislative & Games Committee met on March 8<sup>th</sup>, we had a discussion with the Committee members simply to give an update regarding recent hearings of the Public Safety and Security Committee with regard to gaming expansion as it related to us, there was some additional information regarding proposed bills on winner anonymity and other topical comments made in the hearings regarding retailer commissions, the idea that proposed increases to responsible gaming, reminding the Board that our contribution to responsible gaming in a cash perspective are in legislative language so any changes to that will typically come right through a bill. The winner anonymity is wrapped around the idea that can be requested through FOIA but people who request anonymity as it relates to problem gambling, etc. it also accommodates that. We brought those topics to the Committee's attention but no action was taken.

(R. Simmelkjaer): OK, thank you Greg. Any questions? Ok that concludes the Committee Reports, now we have five items on the agenda for Executive Session; so if we are all good at this point I will ask for a motion to go into Executive Session?

(M. Morton): This is Peg, so moved.

(W. Blanchette): Second, Will Blanchette.

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

(All): Aye.

(R. Simmelkjaer): Opposed? Any abstentions? Thank you, we are in Executive Session at 12:45 p.m.

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 1:56 p.m. No actions or votes were taken during the Executive Session. We will return to our agenda now. Under New Business we have a couple of resolutions that were discussed in Executive Session that we will bring to a vote. The first one is related to iLottery and our CEO Greg Smith will read that resolution.

(G. Smith): Thank you, this is Greg. The resolution is:

Resolved, that after due consideration, the Connecticut Lottery Corporation Board of Directors hereby authorizes the Connecticut Lottery to issue an iLottery RFP in anticipation of legal authority, but no proposals can be accepted until legal authority exists.

(M. Morton): Peg, so moved.

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

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

(All): Aye.

(R. Simmelkjaer): Opposed? Abstentions? Thank you, the resolution passes unanimously. The next resolution I will read, it is a long one related to sports betting.

Resolved, that knowing the support from the Lamont Administration for the Connecticut Lottery Corporation's operation of sports betting, and the stated agreement between the Lamont Administration and the Mashantucket Pequot and Mohegan Tribes for a compact agreement which includes Connecticut Lottery's participation in sports betting, and after due consideration of the opportunity and responsibilities associated with this expansion, the Connecticut Lottery Corporation's Board of Directors hereby authorizes the following:

- a. The creation of a temporary board committee known as the Sports Betting Development Committee. The Committee members will be Manny Langella, Andrew Meehan, Wilfred Blanchette and Robert Simmelkjaer. The Committee will meet to assign its members certain tasks in order to report back to the full Board, and hold meetings as necessary to make recommendations to the Board for board-level decisions.
- b. The responsibilities of this temporary committee are to bring information for board-level decisions to the Board, and provide recommendations to the Board for those decisions. The decisions include approval for sports betting system vendors and contracts, real estate transactions, expansion of staffing, hiring of consultants, and other activities required by law or otherwise as are necessary and appropriate to further the Committee's purpose, or as may be assigned by the Board. The temporary Committee will also make recommendations to the full Board for areas of cognizance for a permanent Board Committee handling sports betting.
- c. Hire outside consultants to assist them, as well as using Connecticut Lottery Corporation resources.
- d. The immediate issuance of a request for qualifications and capabilities document to gain an understanding of the vendor marketplace and interested parties. No formal business plans and/or pricing will be received by the Connecticut Lottery until the Connecticut Lottery Corporation's

operation of sports betting is legal. The Committee will chose the evaluation team members, which may include Committee members, and other qualified participants as they deem necessary.

e. The Connecticut Lottery Corporation President may immediately begin to interview for the business affairs/legal position(s) to assist with developing Connecticut Lottery Corporation's sports betting business capabilities and operations. No persons may be hired until Connecticut Lottery Corporation's operation of sports betting is legal.

f. The CLC President may immediately begin a search for office space for Connecticut Lottery Corporation's sports betting operation, and submit a proposal/plan to the Board of Directors for approval once Connecticut Lottery Corporation's operation of sports betting is legal.

g. The Committee and the CLC President shall develop a budget for Connecticut Lottery Corporation's sports betting separate and distinct from the Lottery budget, and on a timeline that may be different from the Lottery budget.

Any questions? There may have been one item there that we did not discuss in Executive Session and that related to the hiring of a business affairs person and that I can speak to now. That would be someone who would be involved in helping with contract negotiations that would come through any partner selection and ultimately negotiation of contract for a vendor or vendors we would need to operate. Greg and I identified that as an important early role that we would need as this process rolls out, that is why that was included in the resolution. Any comments or questions before I ask for a motion? Hearing none, may I have a motion?

(M. Morton): Peg Morton, so moved.

(M. Langella): Second, Manny Langella.

(R. Simmelkjaer): All those in favor of the resolution as read?

(All): Aye.

(R. Simmelkjaer): Any opposed? Abstentions? OK, thank you very much, the resolution passes unanimously. Last is a resolution regarding the election of a Vice Chair, which I will read as well.

Resolved, that the Board hereby elects Wilfred Blanchette as Vice-Chairperson of the Connecticut Lottery Corporation's Board of Directors for a period of one year.

May I have a motion?

(M. Langella): Manny Langella, I'll make the motion.

(J. Flores): John Flores, second.

(R. Simmelkjaer): All those in favor?

(All): Aye.

(R. Simmelkjaer): Any opposed? Abstentions? Will, congratulations, thank you very much. The resolution passes unanimously.

(W. Blanchette): Thank you all.

VIII. Adjournment:

(R. Simmelkjaer): The next scheduled meeting of our Board is June 10, 2021 at 12:00 noon. With that we have reached the end of our agenda. Can I have a motion to adjourn?

(W. Blanchette): Will Blanchette, so moved.

(M. Langella): Manny Langella, second.

(R. Simmelkjaer): All those in favor?

(All): Aye.

(R. Simmelkjaer): Opposed? Any abstentions? Thank you very much, we'll adjourn at 2:02 p.m. Thank you everyone.

Respectfully Submitted,

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Matthew Stone  
Corporation Secretary  
CT Lottery Corporation