



**Special Meeting
of the Finance Committee**

Held on
Friday, May 3, 2019 at 10:00 a.m.
at the
Connecticut Lottery Corporation
777 Brook Street
Rocky Hill, Connecticut 06067

Committee Members: Patrick Birney, Chairperson of the Finance Committee (via teleconference) and Patti Maroney.

Staff Members: Greg Smith, President & CEO; Chelsea Turner, Vice President; Paul Granato; Annmarie Daigle; and Kristen Williams.

Call to Order: Mr. Birney called the meeting to order at 10:02 a.m.

I. Approval of February 1, 2019 Meeting Minutes:

This item was tabled until the next meeting.

II. Review of Financial Statements for the period ended March 31, 2019:

Mr. Granato reported on the unaudited results for the quarter ended March 31, 2019. The reporting specified the individual game performance including sales, cost of sales, operating expenses and contributions to the General Fund.

Three-month highlights for the period ended March 31, 2019:

- Total sales for the quarter were \$333.6 million compared to \$317.1 million for the prior year, an increase of \$16.6 million or 5.2%.
- Transfers to the General Fund totaled \$92.6 million for the quarter ending March 31, 2019 compared to \$85.6 million in the previous year period, an increase of \$7.0 million or 8.2%.

Nine-month highlights for the period ended March 31, 2019:

- Total sales for the nine months ended March 31, 2019 were \$998.2, compared to \$945.2 for the prior year, an increase of \$53.0 million or 5.6%.
- Total sales exceeded budget by \$43.2 million or 4.5%, with Mega Millions, Lotto and Keno all performing ahead of budget.
- Transfers to the General Fund totaled \$278.5 million through March 31, 2019 compared to \$261.1 million in the prior year. General Fund transfers exceeded budget by \$23.1 million, or 8.3%, through March 31, 2019.

Mr. Birney inquired about Player Activated Terminals (PATs) and their availability. Mr. Smith stated that the units have been fully deployed in the field, with five at Buffalo Wild Wings locations

and at all Stop and Shop Supermarkets overall. Mr. Granato added that the PAT installation process began in mid-February and was completed in mid-April.

Mr. Birney also inquired about Lotto, which has rolled for 139 draws as of today's meeting. Mr. Granato reported that overall odds of winning the top prize are 7 million to 1. Coverage of plays approximate less than 10%; 90% chance of rolling jackpot. Ms. Turner added that players are likely buying more tickets; and the growth is likely not new players.

III. Review of Keno Sales Analysis for the period ended March 31, 2019:

A spreadsheet was presented to the Finance Committee, which detailed the Keno retailers by trade style and their corresponding sales. Overall, there has been an 8% increase in sales from the prior quarter, with growth in sales at fraternal organizations (lodges, social societies, clubs etc.) and restaurants (Keno monitor locations).

Mr. Birney requested that a Keno discussion be added to the agenda for the next Finance Committee meeting. The Committee agreed and is interested in further discussion.

On a motion by Ms. Maroney and seconded by Mr. Birney, the meeting adjourned at 10:53 a.m.

Respectfully Submitted,

Paul A. Granato
Chief Financial Officer