



WYOMING LOTTERY CORPORATION

Board Minutes

October 23, 2014

BOARD MEETING – SPECIAL MEETING

Teleconference

Board Members Present:

Brian Gamroth-Chairman, Mark Macy-Vice Chairman, Erin Taylor-Secretary, Gerry Marburger-Treasurer, Dave Bonner, Jim Griffin, Ross Newman, Jim Whalen.

Board Members Absent:

Staff Members Present:

Louise Plata-COO, Donna Dittmore-CFO, David Stevens-Sr. Retail Compliance Manager, Alisha Pineda – Player Services/Administrative Assistant.

Guests:

Sandi Chitwood, Tim Monroe-Wyoming Business Report, Tom Kitts-GLI, Rachel Girt-Warehouse Twenty One, Robin Reining-Warehouse Twenty One.

Chairman Gamroth called the meeting to order at 12:07 p.m. with a roll call of board members and welcomed guests. Motion made by board member Ross Newman to approve the minutes from the September 22-23, 2014 meeting with amendments. The motion seconded by Treasurer Gerry Marburger and the motion passed by a unanimous 7/0 vote.

Chairman Gamroth introduced and welcomed new Chief Financial Officer, Donna Dittmore.

CEO Executive Update:

- Sales
 - Sales for week ending October 18, 2014 were reported at \$298, 635.00.
 - \$298, 268.00 is the weekly sales goal to average \$13 Million for 2014 year end.
 - Estimated sales for week ending October 25, 2014 are expected to be higher than the previous week.
- Statutory Reports
 - Meetings are scheduled with the Governor's office and the Department of Audit-Public Funds Division on October 28, 2014.

- Community Outreach
 - Chief Operations Officer, Louise Plata has given an update to the Travel, Recreation, Wildlife and Cultural Resources Committee on October 20, 2014 in Lander.
 - COO, Louise Plata gave an update to the Wyoming Taxpayers Association on October 21, 2014.
 - A meeting with the Wyoming Department of Health and Keith Whyte with the National Problem Gambling Council is scheduled for October 24 to continue to work on the charter and complying with statutory obligation.
 - Lottery held a Red Carpet Event hosted through the Greater Cheyenne Chamber of Commerce. This event brought about fifty members of the chamber in attendance.

- Bank Loan
 - \$2.6 Million dollars have been drawn from the loan. No other monies from the loan have been drawn since go-live date August 24 and there is no intention of drawing any further.
 - \$150,000.00 has been paid to the loan. \$75,000 has been paid this month and another \$75,000 will be paid by the end of the month. \$150,000.00 has been established as the monthly payment of the loan.
 - \$1.3 Million will be paid on the loan at the end of fiscal year 2014.

- Marketing
 - New Game
 - New game research has been completed and next stages of development are taking place.
 - Jackpot signs will be deployed on Monday, October 27 throughout the state.
 - Retailer forums will begin December 8, 2014. Eleven to twelve cities will be chosen to talk about the new game and activities. The forums will follow the same cities and schedules as previously held.

- Sponsorships
 - The WyoLotto bus made its debut at the October 18 UW homecoming football game. The bus was in tailgating space #53 where tickets were being sold, games were being played and swag was given out.
 - Yolo the Jackpotalope and the bubble lottery balls participated in a halftime show along with UW mascot Pistol Pete.

- Operations
 - New Employees
 - Shadd Schutte is the new Security Draw Coordinator. He is responsible for overseeing draw activities in the evening. He reports to our Sr. Retail

Compliance Manager. He has a background in law enforcement with the State of Wyoming.

- Donna Dittimore as introduced is the new Chief Financial Officer. She is a CPA, has extensive accounting experience and has four years lottery experience.

Financial Reports

- Audit
 - The audit was completed by McGee, Hearne & Paiz, LLC.
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- Quarterly/Monthly Reports
 - Request was made that these documents be provided with the Quarter 2 reports in January.
 - Treasurer Marburger stated that he was in full support of moving the quarterly financial reports to January.

Sub-Committee Discussions

- Governance
 - Met on October 16 to discuss the 401K benefit for Lottery employees. No decision was made but going forward with CEO recommendation after cost comparison information is received and reviewed.

Vice Chair Macy joined the call at this time.

Old Business

- Guiding Principles and Policies Amendment
 - A motion was made by board member Dave Bonner to update section 10.0 of the handbook designated, Vacation, Sick Leave and Exchange Time Benefits to include a statement that reads: The maximum vacations accrual is 200 hours.
 - Motion was amended by board member Jim Whalen to also add that the Vacation Leave cannot be cashed out or used beyond those 200 hours.
 - Motion amendment was seconded by board member Dave Bonner.
 - Original motion was seconded with amendments by Vice Chair Macy and motion passed with a unanimous 8/0 vote.

Chairman Gamroth seeks approval to adjourn the meeting. Motion by Treasurer Gerry Marburger to adjourn meeting. Motion to adjourn was seconded by board member Jim Whalen. Meeting was adjourned at 1:20 p.m.