



WYOMING LOTTERY CORPORATION

Board Minutes

September 22 and 23, 2014
BOARD MEETING – SPECIAL MEETING
The Plains Hotel, Cheyenne, WY

Board Members Present:

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

Board Members Absent:

Jim Whalen, Dave Bonner (9/23)

Staff Members Present:

Jon Clontz-CEO, Louise Plata-COO, Karolyn Wayt-CFO, David Stevens-Sr. Retail Compliance Manager, Justin Ballard – Sr. Research Analyst, Alisha Pineda – Administrative Assistant.

Guests:

Sandi Chitwood, Laura Lewis - Intralot, Tom Kitts-GLI, Mike Kahler – Attorney General's Office, Rachel Girt-Warehouse Twenty One, Robing Reining-Warehouse Twenty One, Paul Ostendorf-Intralot.

Chairman Gamroth called the meeting to order at 1:07 p.m. with a roll call of board members and welcomed guests. Motion made by board member Dave Bonner to approve the minutes from the August 14, 2014 meeting. The motion seconded by Treasurer Gerry Marburger and the motion passed by a unanimous 7/0 vote.

CEO Report:

- Post Go-Live Update
 - Wyoming Lottery sales launched on August 24, 2014 with Power Ball and Mega Millions.
 - The first month's sales have exceeded expectations and reached the One Million Dollar (\$1,000,000) mark on day 12.
 - There are 400 active retailers, 57 in background in which 54 have passed initial review.
- Winners
 - There has been \$197,000 in prizes. Over \$60,000 for Power Ball and over \$40,000 for Mega Millions.

- There is \$70,000 in unclaimed prizes between the two games.
- The first big winner from Wyoming was in Jackson. The player purchased from Smith's Groceries in the amount of \$2500.
 - There has also been ten (10) \$500 winners, one (1) \$1500 winner from Rock Springs and one (1) \$1000 winner from Green River.
- Audit
 - McGee, Hearne & Paiz, LLC conducted our audit. The audit should be completed this week.
 - October 30, 2014 is the deadline for the statutory report obligations.
 - Preliminary reports for end of year of have been given to the Travel, Recreation, Wildlife and Cultural Resources Committee, Department of Revenue, Department of Audit and the Governor's office.
- Problem Gambling
 - A meeting was held on August 25, 2014 with the Department of Health to discuss problem gambling efforts.
 - A follow up meeting is scheduled for September 25, 2014.
- Community Outreach
 - Lottery celebrated the first big winner in Jackson with Warehouse Twenty One.
 - Retailer spot checks are being conducted.
 - University of Wyoming Athletics Sponsorship is well under way and Lottery has been in attendance.
 - Attended the Wyoming Lodging and Retailers Association annual golf tournament in Jackson.
 - Lottery sponsored hole number 10 and gave away 100 swag bags.

Financial Reports

- The financial reports date September, 22, 2014 were given by CFO, Karolyn Wayt.
 - Motion to approve financial report was made by Treasurer Gerry Marburger. The motion was seconded by Secretary Erin Taylor and the motion passed by a unanimous 7/0 vote.
- Budget Exceptions
 - Purchase of Corporate Vehicle
 - Motion to approve the acquisition of the Subaru Forrester, a corporate vehicle, and maintenance, allowing \$31, 500 for the end of the fiscal year by board member Dave Bonner. Motion seconded by Treasurer Gerry Marburger. Vote passed by a unanimous 7/0 vote.

Policies

- Guiding Principles and Policies Handbook

- A motion to approve the Guiding Principles and Policies Handbook was made by Vice Chair Macy to include the Vacation and Sick Leave be retroactively applied to the Wyoming Lottery Corporation employees' employment dates. Furthermore, the Guiding Principles and Policies Handbook shall displace, supersede and prevail over any contrary principle or policy previously adopted by Wyoming Lottery Corporation.
- Motion was seconded by Board Member Jim Griffin.
- Vote passed by a unanimous 7/0 vote.

Motion to adjourn to Executive Session by Vice Chair Macy. Motion seconded by board member Ross Newman. Motion passed by a unanimous 7/0 vote and meeting was adjourned at 3:20 p.m. to return September 23, 2014.

September 23, 2014

- Chairman Gamroth called the meeting to order at 8:07 a.m. with a roll call of board members and welcomed guests.

Sales and Marketing

- University of Wyoming athletic sponsorship is in full production.
 - Football, Basketball and the use of our Promotions Bus will all be included in the sponsorship.
- Winner Strategy
 - Strategies for both winners and retailers are set.

New Business

- New Game Recommendation
 - Motion to approve Cash Lotto and All or Nothing game recommendations as presented by Chief Operations Officer, Louise Plata, to move forward for coding and bringing to market in 2015 by board member Jim Griffin. Motion seconded by Treasurer Marburger and passed with a unanimous 6/0 vote.
- Non-wyolotto website Update.
 - www.wyominglottery.com – This was turned over to our legal department.
- Trademarks and copyrights have been completed through MUSL for both Powerball and Mega Millions.

Chairman Gamroth seeks approval to adjourn the meeting. Motion by board member Ross Newman to adjourn meeting. Motion to adjourn was seconded by Vice Chair Macy. Meeting was adjourned at 9:25 a.m. by a unanimous 6/0 vote.