



Benefitting New Mexico's Future®

EXTERNAL POLICY AND PROCEDURES

TITLE: RETAILER COMPENSATION PLAN

AUTHOR: SYLVIA A. JARAMILLO, DIRECTOR OF FINANCE

EXECUTIVE STAFF: Sylvia A. Jaramillo DATE: March 04, 2014

CEO: David Barden DATE: March 04, 2014

BOARD CHAIR: Dan Salzwedel DATE: March 04, 2014

EFFECTIVE DATE: APRIL 27, 2001

ORIGINAL:

REVISION: # 6

REVISION DATE: MARCH 4, 2014

RETAILER COMPENSATION PLAN



Benefitting New Mexico's Future®

NEW MEXICO LOTTERY AUTHORITY

This Retailer Compensation Plan approved and adopted by the New Mexico Lottery Authority Board of Directors on the 4th day of March, 2014.

Dan Salzwedel
s/Dan Salzwedel, Board Chair

(SEAL)

NEW MEXICO LOTTERY AUTHORITY		
RETAILER COMPENSATION PLAN		
Author: Sylvia A. Jaramillo	Issued on: April 27, 2001	F-107
Approved by: NMLA Board	Revised on: August 18, 2005, October 19, 2006, December 3, 2009, August 31, 2011, August 30, 2012, and March 04, 2014	Revision No: 6

RETAILER COMPENSATION PLAN

Purpose

This policy establishes guidelines for providing compensation and incentive programs to active retailers who sell and validate New Mexico Lottery Authority (NMLA) tickets.

General Use and Applicability

The provisions of this policy shall be applicable to all NMLA retailers.

Definitions

“New Mexico Lottery Act”, “Lottery Act”, or “the Act” means the New Mexico Lottery Act, N.M.S.A., 1978, Sections 6-24-1 through 6-24-34, as the same may be amended from time to time.

“New Mexico Lottery Authority”, “New Mexico Lottery”, “NMLA”, “Lottery”, or “Authority” means the New Mexico Lottery Authority, a public body, politic and corporate, separate and apart from the State of New Mexico, constituting a governmental instrumentality, established and operated pursuant to the New Mexico Act.

Policy

The NMLA presently offers the following compensation and incentive programs to all contracted retailers.

- 6% sales commission on all games
- 1% cashing commission for prizes redeemed up to \$600
- Optional Retailer Bonus Sales Program
- Optional Retailer Clerk Incentive Program
- \$50,000 Bonus Pool for selling a winning Powerball Jackpot/Grand Prize ticket. (In the event that there are multiple winning Powerball Jackpot/Grand Prize tickets sold for a drawing, the \$50,000 will be shared equally among the retailers who sold the winning Jackpot/Grand Prize tickets in New Mexico.)
- \$2,500 Bonus for each retailer selling a winning Powerball ticket with a prize value of \$1,000,000 and above, not including the Jackpot/Grand Prize.

NEW MEXICO LOTTERY AUTHORITY

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- \$50,000 Bonus Pool for selling a winning Mega Millions Jackpot/Grand Prize ticket. (In the event that there are multiple winning Mega millions Jackpot/Grand Prize tickets sold for a drawing, the \$50,000 will be shared equally among the retailers who sold the winning Jackpot/Grand Prize tickets in New Mexico.)
- \$2,500 Bonus for each retailer selling a winning Mega Millions ticket with a prize value of \$1,000,000 and above, not including the Jackpot/Grand Prize.
- \$10,000 Bonus Pool for selling a winning Hot Lotto Jackpot/Grand Prize ticket. (In the event that there are multiple winning Hot Lotto Jackpot/Grand Prize tickets sold for a drawing, the \$10,000 will be shared equally among the retailers who sold the winning Jackpot/Grand Prize tickets in New Mexico.)
- \$1,000 Bonus for selling a winning Roadrunner Cash Jackpot Prize ticket (match 5 of 5) when the Jackpot Prize is greater than or equal to \$100,000. (In the event that there are multiple winning Roadrunner Cash Jackpot Prize tickets sold for a drawing, each retailer selling a winning Jackpot Prize ticket will be eligible for a \$1,000 bonus.)

(If a retailer owes money to the NMLA and has sold a winning ticket eligible for a bonus, the NMLA will use the bonus money to offset any debt.)