

**Regular Meeting of Board of Directors
New Mexico Lottery Authority
June 9, 2021**

MINUTES

Call to Order: Board Chair Reta Jones called the meeting to order at 10:03 a.m. and asked for a roll call. Present and constituting a quorum were: David Keylon, Othiamba Umi, Reta Jones, Paul Guerin, Leo Romero, and Sal Baragiola. Nina Thayer absent.

Present from NMLA were David Barden, Carolyn Cabell, Wilma Atencio, Sylvia Jaramillo, Michael Boland, Wendy Ahlm, and Tyson Payton. Also attending virtually were Kevin Duda, Mary Stanford with INTRALOT, Colin Hunter, Mark Valenzuela, Amelia Bierle, and Vedder Rise Miller.

Approve Proposed Agenda: R. Jones entertained a motion. L. Romero moved to approve the proposed agenda; second by D. Keylon. No further discussion. All ayes, no nays. Carried; 6-0.

Approve Minutes of February 24, 2021 Board of Directors Meeting: No changes or corrections were requested by Board members. R. Jones entertained a motion. S. Baragiola moved to approve the February 24, 2021 meeting minutes; second by O. Umi. All ayes, no nays. Carried; 6-0.

Public Comment: None.

REPORTS:

Internal Audit

Office Entry Compliance Engagement: M. Boland reported as part of the FY2021 Audit Plan, Internal Audit conducted a compliance review of the Lottery's Human Resources health directive outlining the employee office entry protocols to help limit COVID-19 exposures in the workplace. Lottery employees were required to answer an online survey regarding specific health symptoms prior to entering the building. If they have the noted symptoms, they are instructed to not enter the building and to contact Human Resources immediately. Based on Internal Audit's testing, Lottery staff are adhering to the requirements of the directive for office entry. A copy of this report will be sent to the State Auditor's office and the Legislative Finance Committee as required by the Lottery Act.

S. Baragiola asked when this process will be repeated. M. Boland responded he will conduct spot checks periodically and if there are any concerns or issues, it will be reported to Lottery management.

L. Romero asked when these measures will end. M. Boland reported that Lottery management will make the decision when the health directive becomes inactive. L. Romero asked if this directive is based on guidance from the Governor's office or the Department of Health. D. Barden responded that the Lottery follows the State guidelines. Recently the mask guidelines were adjusted and so masks are no longer required in the office for vaccinated individuals, but those that want to continue wearing masks can do so. D. Barden advised that as the State updates their guidelines for COVID-19, the Lottery will update our procedures.

FY 2021 Financial Audit Contract Extension: M. Boland reported that the New Mexico State Auditor's office notified the Lottery that the FY 2021 Financial Statement Audit can be conducted by an Independent Public Accountant (IPA). CliftonLarsonAllen, LLP (CLA) was the firm selected through a Request for Proposals (RFP) process to perform the FY 2019 Financial Audit. The RFP allows for a one-year contract with two one-year extensions, for a total contract term of three years. The cost of the contract

each year is \$43,000, excluding gross receipt tax. The Lottery has entered into the second and final contract extension with CLA for the FY 2021 Financial Audit.

R. Jones requested confirmation that the contract has already been entered into with CLA. M. Boland responded that it has. M. Boland reported there was a deadline of June 1 to have the IPA selected, so the Lottery moved forward with the extension based on the initial contract and the two one-year extension approvals by the Board of Directors. R. Jones requested that items of this nature be discussed at the Committee level to give the Board the opportunity to be involved in renewals and discussion. M. Boland reported that next year will be an RFP year for the financial audit and requested that at least one Board member participate in the RFP process. D. Barden stated it is customary to discuss these items in the committees, but the pandemic has changed some practices. Moving forward, the Lottery will ensure that the Board has the opportunity to review and discuss these items.

FY 2022 Audit Plan: M. Boland discussed the annual plan for Internal Audit, which was provided to the Board. M. Boland reported that Internal Audit determined succession planning to be a priority after risk assessment meetings with management and process owners. Engagements to help assess, enhance, and document processes and procedures and promote transfer of knowledge for business continuity will be a multi-faceted effort across Lottery departments, starting with Finance. There are also other engagements scheduled such as compliance with MUSL Rules and Standards in the Security Division, management compliance in IT since there is new management and staffing in this area, and an engagement to enhance reporting and monitoring between Sales and Intralot's Field Service Representatives.

R. Jones advised that under normal circumstances, this item would be presented to the Finance and Audit Committee initially and then to the full Board. Not approving this item would cause a delay for Internal Audit in proceeding with this plan; therefore, the Chair recommended that the Board tentatively approve the FY 2022 audit plan and return it to the Committee for further analysis. P. Guerin stated that as the Committee Chair, he would be interested in having this audit plan reviewed by the Finance and Audit Committee. This would provide the Committee a better understanding of the audit plan and the process behind it.

S. Baragiola asked if there are any changes to the internal audit plan compared to last year's plan. M. Boland responded that there is a template that is followed, but the content changes every year based on priorities. S. Baragiola asked whether some of the changes from year to year could be based on areas of concern that have been identified. M. Boland stated yes. Issues of concern would rise to the top and Internal Audit would inform management. Depending on what the issue is, it could be addressed in the current year. M. Boland reported that the audit plan is structured for flexibility and to bring value to any concerns that management, the Board, process owners, and Internal Audit may have.

S. Baragiola, O. Umi, and D. Keylon inquired about the differences from year to year within the audit plans. M. Boland responded that page four of each audit plan shows the audit areas, activity, and number of hours allocated. The differences from year to year come from the assessment process conducted with Lottery management, process owners, and Internal Audit.

R. Jones asked M. Boland to provide a brief overview of high-risk areas from the current audit plan to the new FY 2022 audit plan. M. Boland reported that everything listed on the audit plan is considered a high priority. L. Romero asked whether high priority items will be the same from year to year, such as financial items. M. Boland responded that the external auditors audit the financial areas to review that the financial statements are fairly stated. Internal Audit has deeper reviews of operational areas, including Finance. In the coming year, Internal Audit will review all aspects of Finance, ensuring there is transfer of knowledge within the division, succession and all processes are documented, and processes are streamlined. For example, a review of access permissions in the GP financial software had never been done. Internal Audit

is working with Finance and a vendor to assess the access controls within GP. The review is on-going, and it will examine the segregation of duties and if access is appropriate.

R. Jones recommended that the Board allow Internal Audit to implement this audit plan for the first quarter and schedule a committee meeting to review the audit plan in detail. M. Boland advised that page one through three of the audit plan provides an overview of the process he follows. R. Jones advised that in the past, the Board suggested areas to include in the audit plan.

R. Jones entertained a motion to approve the FY 2022 Audit Plan with the understanding that it will be reviewed at the Committee level and could be adjusted. L. Romero made a motion to approve the FY 2022 Audit Plan; second by D. Keylon. No further questions. All ayes, no nays. Carried; 6-0.

CEO: Executive Presentations

Professional Advertising and Related Services RFP: D. Barden introduced Wendy Ahlm, Director of Advertising and Marketing, to provide an overview of the RFP for Advertising and Related Services. The Lottery received two proposals: Wilson Binkley Advertising & Marketing (Wilson Binkley) and Kilmer Kilmer Marshall Duran (K2MD). W. Ahlm reported the current advertising agency contract with K2MD concludes on June 30, 2021.

W. Ahlm reported that the Evaluation Committee evaluated the proposals based on the criteria as outlined in the RFP. K2MD was determined to be the apparent successful offeror with a total 96.3 points versus 61.9 points for Wilson Binkley. K2MD was the lower-priced offeror.

P. Guerin asked how many firms applied for the RFP. W. Ahlm reported that thirty firms were contacted, and a legal notice was published in the Albuquerque Journal. The Lottery received eighteen requests for the RFP and two agencies responded. D. Barden reported that the Lottery changed how we buy media several years ago. We buy up front, which has led to cost savings. D. Barden reported that there was an opportunity to disqualify Wilson Binkley for failing to follow submission instructions to submit.

L. Romero asked about the current firm. W. Ahlm reported that K2MD is our current firm and has been our advertising agency for the past 25 years. W. Ahlm stated that it is not known why other firms did not bid. It could be that we are set up uniquely in that the Lottery creates almost all of the creative work in-house and the RFP is mostly for buying media. D. Barden reported that the Lottery has been contacted by other US lotteries to look at our advertising and marketing setup. The Lottery won national awards in the past. O. Umi asked if this is typical of other state lotteries. D. Barden responded that we are small in comparison to other lotteries. D. Keylon reported that he likes the idea of using our in-house staff. He asked why there was not more competition to get our business. D. Barden reported that media buying is a unique niche and advertising agencies. The Lottery looked at bringing media buying in-house and it would not have been cost effective.

R. Jones asked about K2MD's succession planning and the size of the firm. W. Ahlm stated that it is written in the RFP that the current advertising agency must assist their successor. O. Umi reported that they have about 12 employees. D. Keylon asked what would happen if K2MD were to lose one of their employees. D. Barden reported that this occurred recently and K2MD responded quickly and filled the position.

R. Jones entertained a motion. P. Guerin moved to approve and award the contract of the Professional Advertising and Related Services to K2MD; second by L. Romero. All ayes, no nays. Carried; 6-0.

Finance

Disposal of Obsolete, Worn Out, or Unusable Tangible Inventory: S. Jaramillo reported that the Disposal of Obsolete, Worn Out, or Unusable Tangible Inventory is an annual process. The Board was provided with a list of items. If the Lottery is unable to dispose of property under the guidance of either

state statute or the Lottery's Capital Asset Management Policy, then the property shall be destroyed and otherwise permanently disposed of in accordance with applicable laws.

R. Jones entertained a motion. O. Umi moved to approve the Disposal of Obsolete, Worn Out, or Unusable Tangible Personal Property; second by D. Keylon. All ayes, no nays. Carried; 6-0.

Financial Statements: S. Jaramillo reported highlights from the April 2021 financial statements. \$4.15 million was transferred to the lottery tuition fund in April 2021, making the fiscal-year-to-date transfer total \$39 million. The total transfers are \$8.35 million or 27% more than last fiscal year. The total transfers are \$9.67 million or 33% more than the 2021 year-to-date original annual budget. The total amount transferred from the Lottery to education since inception is \$899.3 million. The Lottery is looking to return \$46.5 to \$47 million to the tuition fund for the fiscal year if we continue on this course. This estimated return would be the highest return since 2016, when the Lottery returned \$46.3 million.

D. Keylon asked for an update on the reserve fund. D. Barden reported that the Lottery has been able to meet the 30% return and shore up the reserve fund going into next year. D. Barden reminded the Board that last year's figures were low, and the Lottery returned \$38 million. Both Powerball and Mega Millions sales are up compared to last year, but they are not where they should be. The Scratchers program has done well and has carried the Lottery this year. D. Barden reported that as we are not getting the same sales out of jackpot games, the Lottery becomes more dependent on its Scratchers games.

D. Keylon asked if sales are down in June due to the entertainment venues opening back up around the state. D. Barden reported that historically sales dip in June due to end of the school year, vacations, weddings, family outings, etc., so it is not abnormal for sales to decrease.

D. Keylon asked about the legislative lottery scholarship covering 100% of tuition. D. Barden reported that \$100 million was put into the budget by the legislature last year to cover 100% of tuition for the next five years. D. Barden reported that Higher Education (HED) administers the scholarship program and the Lottery has no input in these matters.

L. Romero commented that he likes the new format of the financial statements. D. Barden reported that the Lottery worked with the Board Chair on the new format. R. Jones stated she would like to see both detail and a summary of the information. S. Jaramillo reported she would add a third format with two columns, current year and prior year, with all line items. This new format would be similar to the quarterly report sent to the Board. S. Baragiola stated he would be interested in seeing a sample at the next meeting for review to determine if it is of value and/or make further adjustments. S. Jaramillo will provide the financial statement formats at an upcoming Committee meeting for review. R. Jones asked that the Lottery be cognizant in producing these new financial statements to ensure there are not too many documents or repetitiveness.

FY 2021 Consolidated Revised Annual Budget: S. Jaramillo reported that the revised budget is determined based on sales figures in March/April each year. The Board was provided a copy of the draft FY2021 Consolidated Revised Annual Budget with a recap sheet of the budget showing the changes. The revised budget is projected to return \$43.29 million, which is \$77.74 million or 21.77% more to the Legislative Lottery Scholarship Fund. The Lottery is now projected to return more this fiscal year, but these figures were based on sales figures from March.

O. Umi asked about vacant positions. S. Jaramillo reported that the Lottery had two positions open in the warehouse. Lottery management determined one position would be filled by an internal employee and the other would remain open.

L. Romero stated that over a year ago he questioned the value for a revised budget. The Lottery is now three quarters into the fiscal year with less than three months to go. S. Jaramillo mentioned in her presentation that one of the advantages in a good year could be to purchase goods. L. Romero asked why this could not be achieved with the original budget. L. Romero stated what he is interested in is the comparison between FY20 and FY21 and whether we met our predictions. D. Barden reported that it is a matter of preference for the Board. The Lottery statute gives the Board flexibility on how they want to handle the budget at any given time.

R. Jones asked M. Boland whether he has knowledge of any ramifications in spending in excess of the budget. M. Boland responded that he is not aware of any. D. Barden reported that the Board could add a provision in the budget that would allow for a set percentage increase or decrease for particular line items. D. Barden also stated that the Lottery would come to the Board if the Lottery needed to purchase something that was not in the budget. R. Jones stated that the issue is we cannot predict jackpots; there are many variables and challenges for the Lottery and its budget. The Lottery should see if there are any authoritative or regulatory requirements for completing or not completing a revised budget. This would be a good discussion to have at the committee level and have the committee make recommendations to the full Board if a revised budget is needed.

S. Jaramillo reported that any budgetary changes have to come from the Board, as per the Lottery Act and in government accounting the original and final budget is evaluated and reviewed. The external auditors have always reviewed the original and revised budget as part of the financial audit. S. Jaramillo believes it is good to evaluate the budget and determine if any adjustments need to be made for any increase or decreases in all categories.

L. Romero stated the Lottery could essentially be revising the budget every month based on what sales and expenses are. The point of the question was to save time and effort for the Lottery and if others saw a value in having a revised budget. The other question is why we are doing a revised budget now, instead of mid-year. D. Barden reported that for every budget created by the Lottery, we work backwards to ensure we can meet the 30% return to the state. M. Boland reported that he is not aware of any regulatory requirements reporting for revised budgets. S. Baragiola reported that some government agencies complete a mid-year review and make any necessary adjustments, but what they do not want to do is return funds. S. Baragiola stated that many of the items presented in the revised budget are also reviewed regularly in the executive summary with the financial statements. S. Jaramillo reported that Capital Assets can be included in the Board agenda going forward, if that is what the Board wants. R. Jones stated that would work, instead of bringing the whole budgetary process.

R. Jones stated that the Board would finish up this year and follow the historical process of having a revised budget. R. Jones recommend that the revised budget process go to the Finance and Audit Committee.

R. Jones entertained a motion. D. Keylon made a motion to approve the FY 2021 Consolidated Revised Annual Budget as presented; second by P. Guerin. All ayes, no nays. Carried; 6-0.

FY 2022 Consolidated Original Annual Budget: S. Jaramillo reported highlights of the FY 2022 Consolidated Original Annual Budget that was provided to the Board, including changes from the previous year. S. Jaramillo reported that the original budget revenue is determined by management consisting of the CEO, COO, Director of Gaming Products, Director of Sales, and the Director and Deputy Director of Finance.

S. Jaramillo reported that beginning in FY 2022, the Lottery will be replacing existing draw games Pick 3 and Pick 4 with revised games called Pick 3 Plus and Pick 4 Plus. The Lottery is unsure how these games will perform and what sales it will generate.

Operating Expenses were increased by \$116,000 in the FY 2022 Original Annual Budget. The largest line item in Operating Expenses is salaries, wages, and benefits, which was decreased by \$28,000 in FY 2022. The salaries, wages, and benefits decrease includes the hiring of animator. The two major operating expense increases were in leases and insurance and in depreciation. An increase is projected for cyber insurance. Depreciation is increasing primarily due to the purchase of 35 low-profile vending machines for Walmart in FY 2022.

The FY 2022 Consolidated Original Annual Budget is projected to return \$40.875 million to the Legislative Lottery Scholarship Fund, which is an increase \$5.325 million compared to the FY 2021 Consolidated Original Annual Budget.

D. Keylon asked if the Lottery is ensuring that we are covered for any cyber security expenses and whether the systems are secure. D. Barden reported that the Lottery is in good shape and has a vendor in place (RiskSense). D. Barden reported like any insurance (health, auto, life, etc.) there is no control for cost increases. The Lottery is always looking at cost savings without sacrificing quality of the goods and services.

L. Romero observed that we are increasing from the FY 2021 original budget but decreasing from the FY 2021 revised budget. S. Jaramillo stated we will have the best transfer in the history of the Lottery this fiscal year and that likely will not happen again for quite some time. One of the reasons is that we are coming out of COVID and players will have other opportunities available to spend their dollars.

P. Guerin stated that the Lottery may be optimistic for next year based on this high year and stated that payouts are not going up much higher. D. Barden reported that the Lottery changes the payout percentages on Scratchers depending on where we are in the year and to meet the 30% return mandate. D. Barden stated the reason the Lottery is introducing new games for Pick 3 Plus and Pick 4 Plus is to pull back payout on those games. P. Guerin commented that we risk going back to the status quo of sales after the pandemic.

L. Romero made a motion to approve the FY 2022 Consolidated Original Annual Budget as presented; second by D. Keylon. All ayes, no nays. Carried; 6-0.

R. Jones stated she is looking forward to going back to normalcy and having the budgets reviewed and discussed at the committee level.

Lottery Industry Initiatives for Revenue Growth: C. Cabell gave a PowerPoint presentation of revenue initiatives used by other lotteries based on a request at a previous Board meeting for growth options. C. Cabell reported that the items are an assortment for the Board's information and not necessarily recommendations. The presentation included iLottery, e-instant games, mobile apps, sports lottery, and retailer solutions.

C. Cabell reported that initial work started for a Lottery mobile app that would allow players to purchase vouchers at retailer, load those funds into the app, and select ticket numbers at their convenience. This mobile app is a part of our agreement with INTRALOT and would not be an additional cost. C. Cabell also described a vendor, Jackpocket, that operates a service in several states where customers select numbers on their third-party mobile app. Tickets are printed at a licensed retailer and pictures of the tickets are sent to the players via the app.

C. Cabell reported that the prior Board requested the Lottery develop a sports lottery game, though that work has not begun pending direction from the current Board. The then-proposed sports lottery game would have played like a Pick 3 game, with numbers representing sports teams. R. Jones asked whether sports knowledge would make a sports lottery game different from a random-number game like Pick 3. C. Cabell responded that the Lottery has discussed this with our vendor INTRALOT, who would handle the

calculations to maintain the different teams and games available each week. The offering would be a parlay type of play wherein a player would have to select the winning team for multiple games to win. D. Barden reported that the vendor would guarantee the game's payouts. P. Guerin recalled the vendor would be responsible for overages in payout and they would have to pay the difference. D. Barden confirmed that the Lottery would not absorb the loss. R. Jones asked what happens in a live sports lottery. P. Guerin stated this would not be live sports betting; the player would be picking the teams to win games that are set weekly.

L. Romero asked if sports lottery would impact gaming compacts. D. Barden stated that discussions with the Governor's office could be needed. If the Board requests the Lottery move forward with the option, then the Lottery would meet with the appropriate committee for review and recommendations. Sports lottery could bring in an estimated \$7 million annually. S. Baragiola noted differences in terminology: the discussed game is not called Sports Betting, but Sports Lottery which refers to a lottery game of chance.

D. Keylon stated he prefers the mobile app and it may be best to get current products sold that way before adding a new product like sports lottery. D. Barden reported that sports lottery would not be available on the mobile app, but rather players would need to visit a retailer. Prior discussions included only Powerball and Mega Millions for the mobile app.

O. Umi asked whether the Lottery would have security measures to prevent purchases by minors. C. Cabell responded that the mobile app is voucher based. Players load their accounts with vouchers that can only be purchased at a retailer, which is an age-controlled environment. There are other lotteries that allow players to load banking information for ACH and credit card usage and all have security measures in place for identification either by social security number, ID, or some other identification measures. D. Barden stated that other lotteries use technology that is accurate for that purpose and can also have geo fencing in place to prevent purchases outside the state. The mobile app would also have responsible play limit capabilities. The Lottery's intent with the mobile app was to approach it conservatively while maintaining the highest security measures for the app and the Lottery.

L. Romero asked what the Lottery's timetable is in moving forward with any of the options presented. C. Cabell responded that the mobile app has been partially developed by INTRALOT based on the Lottery's specifications and turned over to the Lottery for user acceptance testing. The app would require additional discussion and testing. For sports lottery, the Lottery has had conversations with INTRALOT, but this product has not been developed yet. D. Barden reported that in-lane solutions at retail are expensive and the Lottery may not be able to afford such a product due to the 30% mandate.

C. Cabell reported that the Jackpocket app may be the fastest rollout. This is a third-party app; they have the funds and capabilities to find a retailer and get it off the ground quickly. D. Barden stated the Jackpocket vendor would need to be established as a retailer and they have a relationship with Circle K, which currently sells lottery products in New Mexico. D. Barden reported he has been told that Jackpocket is a credible vendor by other US lotteries.

D. Barden reported that the Lottery would not launch our own mobile app or sports lottery without review by the Board. Once the Board provides direction to move forward on any of these items, it will be discussed and reviewed at the committee level and back to the Board. O. Umi asked whether the options require Board approval, or whether some would require legislative approval before implementation. O. Umi provided "Play at the Pump" as an example that received discussion in the past. D. Barden reported that the Lottery has a legal opinion from the Attorney General's office from several years ago that the Lottery can conduct iLottery.

CEO Update: D. Barden provided a PowerPoint presentation on weekly instant sales; an overview of jackpot games, Scratchers, and returns by fiscal year; and average instant payouts across the United States.

FY 2021 has been a record setting year. 88% of the Lottery's income is derived from instant tickets and jackpots and the remaining 12% comes from the smaller in-state draw games like Roadrunner Cash, Pick 3, and Pick 4. D. Barden reiterated that as jackpot fatigue continues and entertainment options become available again, Scratchers sales will be more important than ever.

D. Barden stated we need to do something to give relief to the Scratchers program, which drives sales and is the only product we can control. A chart illustrated that New Mexico is significantly lower in instant-game prize payouts to players compared to other state lotteries. Players play for a winning experience; they do not play primarily for scholarships. The Lottery has cut its operating expenses including personnel for many years; there is nowhere else to cut.

O. Umi asked whether L. Romero's suggestion of switching from a monthly return to a quarterly return would give the Lottery any flexibility. D. Barden responded it would help ease some of the issues the Lottery faces at the end of each month trying to meet the 30% return to the state, but there has to be some other flexibility available for prize payouts for players.

P. Guerin observed that the evidence could not be clearer that eliminating the mandate leads to increased sales and returns to the state. The Oklahoma Lottery is an example. O. Umi reported that Oklahoma returns increased marginally compared to their lowest year. Oklahoma is getting more revenue but the return to students has plateaued just like other states.

D. Barden reported on several items:

- April 2021 was the Lottery's 25th anniversary. There will be special player promotions throughout the year including a WILLY WONKA™ Scratcher game and the return of the Powerball First Millionaire of the Year™ promotion with the Dick Clark's New Year's Rockin' Eve program.
- The Lottery is working with the Governor's office on the Vax 2 the Max COVID-19 vaccination initiative by providing wheel spins and drawing services.
- Pick 3 Plus and Pick 4 Plus will be relaunching soon. The prize payouts were lowered to stay within industry prize levels for these types of games.
- The Lottery updated three policies. The Rules for Online Games was updated to reflect changes for Pick 3 Plus and Pick 4 Plus. The Capital Asset Management Policy was updated to add retailer equipment and formatting changes. The Leave and Operational Policy was updated for formatting and to include how the automated payroll system accrues leave.
- The Lottery's Cafeteria Plan ended and we are now part of the State's plan.
- UPS cancelled our contract for shipping services and the Lottery is looking at cooperative pricing agreement options.
- Board elections are needed soon. The Board selects one of its members as chairman annually.
- Future meetings could include Committee meetings and a Board meeting in August, an Executive Closed Session for the financial audit exit conference in October (Finance and Audit Committee), and the financial audit presentation to the full Board around December.

R. Jones thanked Lottery staff for today's reporting.

Board Chair

Board Initiatives: R. Jones provided a summary of the Vax 2 the Max promotion. R. Jones reported that she was contacted by the Governor's office to help increase their vaccination levels by having a promotion to use federal monies received for COVID-19. The initial proposal was that a lottery ticket would be handed out for every vaccination received. The proposal was for the State to purchase an entire Scratcher game

with an approximate value of \$3.5 million. This did not come to fruition. The promotion has had some challenges, but we wanted to be a team player and have public relations exposure.


R. Jones stated that the Board needs to have discussions about the 30% mandate and get to a position that members can support collectively. R. Jones provided the Board members with a packet containing data from the Lottery and her historical knowledge, the 30%, prize payouts, etc. Members are welcome to contact R. Jones to ask questions or have a conversation about the packet. R. Jones reminded members that the bottom line to remember while analyzing the data is that the beneficiary of the Lottery is the students.

R. Jones and Board members agreed that the next Board meeting should focus on the 30% mandate topic. R. Jones asked the Lottery to provide some dates.


Other: None.

Other Items: None.

Adjournment: R. Jones entertained a motion to adjourn. L. Romero made a motion to adjourn the meeting; second by D. Keylon. All ayes, no nays. Carried; 6-0. The meeting adjourned at 1:32 p.m.



 R. Jones, Chairman
 Date: 8/18/21



 P. Guerin, Secretary/Treasurer
 Date: 8/18/21