


RETAILER COMPENSATION POLICY

	Policy Type	BOARD	Version #	10
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NOTHING CONTAINED IN THIS POLICY IS INTENDED TO CREATE A CONTRACT OF EMPLOYMENT, EXPRESS OR IMPLIED, OR TO ALTER THE AT-WILL NATURE OF EMPLOYMENT.

The NMLA, Lottery, or Authority refer to the New Mexico Lottery Authority, established and operated pursuant to the New Mexico Lottery Act, NMSA 1978, Sections 6-24-1 through 6-24-34, as may be amended from time to time.

The NMLA Chief Executive Officer (CEO) or designee may approve exceptions to this policy.

The NMLA offers the following compensation and incentive programs to contracted retailers, subject to individual adjustments on a case-by-case basis as provided for in this policy.

- 6% sales commission on all games, unless reduced by the CEO by the express provisions of this policy. The CEO may use the up to 1% reduction, if implemented, to enhance commissions paid to retailers based on sales incentives adopted by the CEO.
- 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. If multiple winning Powerball Jackpot/Grand Prize tickets are 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.
- \$50,000 Bonus Pool for selling a winning Mega Millions Jackpot Prize ticket. If multiple winning Mega Millions Jackpot Prize tickets are sold for a drawing in New Mexico, the \$50,000 will be shared equally among the retailers who sold the winning Jackpot Prize tickets.
- \$2,500 Bonus for each retailer selling a winning Mega Millions ticket with a prize value of \$2,000,000 and above, not including the Jackpot Prize.
- \$10,000 Bonus Pool for selling a winning Lotto America Jackpot/Grand Prize ticket. If multiple winning Lotto America Jackpot/Grand Prize tickets are sold for a drawing in New Mexico, the \$10,000 will be shared equally among the retailers who sold the winning Jackpot/Grand Prize tickets.
- \$1,000 Bonus for selling a winning Roadrunner Cash Jackpot Prize ticket when the Jackpot Prize is greater than or equal to \$100,000. If multiple winning Roadrunner Cash Jackpot Prize tickets are sold for a drawing, each retailer selling a winning Jackpot Prize ticket will be eligible for a \$1,000 bonus.
- The CEO may negotiate a reduced sales commission rate with a retailer when it is advantageous for the Lottery and/or the retailer.

If a retailer owes money to the NMLA and sells a winning ticket eligible for a bonus, the NMLA may use the bonus money to offset the debt.

The New Mexico Lottery Authority Board of Directors (Board) authorizes the CEO to reduce the retailer sales commission on games by up to one percent (1%), if the CEO, in the CEO's sole discretion, deems it necessary to meet the annual approved budget or to meet statutory transfer requirements to the Lottery Tuition Fund. The Board must approve reductions of more than one percent (1%). The NMLA shall provide each affected retailer with notice in writing of any reduction of the retailer's sales commission before the effective date of said reduction. Unless approved by the Board, the CEO shall inform the Board of any such reduction in retail commission at the next regularly scheduled Board meeting.