



Montana Lottery Commission Meeting Minutes

9:00am to 10:20am

September 14, 2023

1. **Call to Order** – Establish Quorum- Introduction of Board & Staff Members (0:00:20)

Commissioners Present:

Leo Prigg, (CPA) Commission Chair

Jon Metropoulos, (Attorney) Commissioner

Tony Harbaugh, (Retired Sheriff) Commissioner

Steve Morris, (Retailer Public Representative) Commissioner

Janna Taylor, (Public Representative) Commissioner

Commissioners Absent:

None

Directors Present:

Scott Sales, Montana Lottery Director

Armond Sergeant, finance Director

Philip Charpentier, IT Director

Anne Charpentier, Marketing and Sales Director

Bryan Costigan, Security Director

Lottery Employees Present:

Chase Peaslee, Online Creative Services Manager

Logan Jackson, Sales Manager

Cory Radliff, Customer Services Representative

Dan Iverson, Communications Manager

Celina Becton, marketing Insights Associate



Jay Boughn, instant Product Manager

Guests:

Ben Karzmel, Interlot General Manager

John Iverson, Tavern Association

Scott Richner, Kalispell, MT

Carol Kruger, Went

Online Guest:

Sean

Patrick Johnson

Jolene Boyd

Kassie Kultgen

Micheal Remmy

Dan

James West

Ronda Wiggers

2. Approval of past meeting minutes (0:04:12)

a. Review for approval for past minutes on the dates of June 15, 2023, and July 14, 2023, by the Commission. (0:05:24)

b. Leo Prigge, Motion to approve the minutes of the last meeting. (0:04:46)

c. Approved (0:05:24)

3. Financial Report, given by Armond Sergeant, Finance Director, for June 30th, 2023, and 2022 (0:06:49)

a. Net Position (0:08:02)

b. Revenue Expenses (0:11:26)

c. Budget and Actual (0:16:24)

d. Revenue by Game (0:17:15)

e. Leo Prigge, with a Motion to approve. (0:24:37)

f. Approved (0:25:03)



4. Information Technology up -date given by Phil Charpentier, IT Director (0:25:26)

- a. Sports Bet Kiosk, "LOST FUNDS" up-date and resolution (in partnership of Intralot). (0:06:25)
- b. Commissioner Morris opens discussion on various Sales Agent and Player resolutions. (0:30:34)
- c. IT is ready for Dream Touch/Speed Play product. (0:38:34)
- d. Update on W2G Report for Sports Bet winners. (0:39:23)
- e. Exit interview for Legislative Committee Audit for IT security. (0:40:49)
- f. Testing on Sports Bet and Millionaire games on app. (0:41:48)
- g. "Switch over" event between Duluth and Helena locations. (0:42:31)
- h. Floor open for discussion and questioning. (0:44:04)

5. Intralot Report given by Ben Kamerzel, General Manager Intralot. (0:48:25)

- a. Intralot Update (0:48:37)
 - i. New Engineers working on backlog. (0:48:42)
 - ii. Supply Chain and Procurement. (0:49:05)
 - iii. Bi- Annual Voluntary Audit. (0:50:29)
 - iv. Terminal Numbers. (0:50:55)

6. Marketing and Sales Report given by Anne Charpentier, Marketing and Sales Director. (0:53:08)

- a. Marketing and sales update and overview. (0:53:20)
- b. FY24 Scratch/ \$30 Game Proposal from Jay Boughn, Scratch Product Manager. (1:04:02)
 - i. Floor opened for questions on possible new products. (1:07:42)
 - ii. Open for public comment (1:17:11)
 - iii. Leo Prigge, Commission Chair motions to approve \$30 Scratch game proposal. (1:17:25)
 - iv. Approved (1:17:58)
 - v. FY24 Scratch Production Schedule. (1:18:29)
- c. Chase Peaslee, Online Product Manager presents the "Speed Play" proposal.
 - i. Floor opens for questions and debate (1:29:37)
 - ii. Steve Morris, Commissioner (Retailer Rep.) moves to make a motion to not approve "Speed Play" (1:50:35)



- Second time (1:53:18) motion to not approve.

iii. Not Approved

d. Sports Wagering Update (1:54:32)

i. FY24 & Project to date Activity (1:54:34)

ii. New Registrations by week from March 2020 to September 4, 2023. (1:55:49)

iii. Active Accounts by sport (1:57:34)

e. Open for questions. (1:59:38)

6. Security and Warehouse presented by Bryan Costigan, Security Director.

a. Overview of Security and Warehouse.

b. Treasure Play game update and language. (2:02:43)

i. Motion to approve Treasure play rules and language. (2:05:24)

ii. Approved (2:05:58)

a. Commission Meeting Changes (2:06:12)

i. 2-3-212 Montana Code Annotated used for new method of recording for commission meetings. (2:07:14)

ii. Floor open for questions (2:08:48)

iii. Motion to approve. (2:10:09)

iv. Approved (2:10:44)

7. Director's Report by Scott Sales, Director of the Montana Lottery. (2:10:56)

a. Review of the Lottery

b. Intralot Contract Amendment (2:14:30)

i. Motion to approve changes (2:16:16)

ii. Open for questions and discussion (2:16:38)

iii. Approved (2:18:09)

8. Other Business (2:18:10)

a. Open for additional public comment (2:18:12)

b. Next meeting date established (2:18:38)

i. November 30th, 2023 (2:20:24)

9. Adjournment (2:20:38)