



STATE OF OKLAHOMA
OKLAHOMA LOTTERY COMMISSION
OFFICIAL MINUTES

April 3, 2018

The Oklahoma Lottery Commission Retail Advisory Board held its regularly scheduled meeting April 3, 2018 at 11:00 a.m. The Meeting was held in the Conference Room of the offices of the Oklahoma Lottery Commission at 3817 North Santa Fe Avenue, Oklahoma City, Oklahoma. In compliance with the Open Meetings Act, 25 O.S. § 301 et seq., the agenda for this meeting was posted at the main and side building entrances of the Centennial Business Building at 3817 North Santa Fe Avenue, Oklahoma City, Oklahoma. The agenda was also posted to the Oklahoma Lottery Commission's website.

AGENDA ITEM 1:

CALL TO ORDER. Scott Moulton called the meeting to order at 11:05 a.m. The roll of Board members was called to establish quorum.

Board members present were: Kathy Brakefield;
Tommy Shreffler;
Kenny Smith;
Jennifer Williams;
Steve Woodley.

Board members absent were: Michael Alberty;
Yuba Parajuli;
Ryan Rains;
Thomas Waters.

Based on the result of the roll call, a quorum was declared.

Others in attendance were: Scott Moulton; Mary Martha; Cara Peterman; Jamie Evans; Brandie Reisman; Sylvette Olmeda; Brandon Shaw; and Sandria Steward.

AGENDA ITEM 2:

ANNOUNCEMENT OF FILING OF REGULAR MEETING NOTICE AND POSTING OF THE AGENDA IN ACCORDANCE WITH THE OPEN MEETINGS ACT. Cara Peterman verified that proper public notice was made with regard to the April 3, 2018 regular meeting, in accordance with the Open Meetings Act and that all necessary steps had been taken to remain in compliance with the Act.

AGENDA ITEM 3:

APPROVAL OF MINUTES OF THE OCTOBER 11, 2017 REGULAR MEETING. All minutes were approved from the October 11, 2017 previous meeting since we were in a quorum.

AGENDA ITEM 4:

LEGISLATIVE UPDATE: Senate Bill 1134 passed on March 6, 2018 through the Senate and next step is through the House Floor; House Bill 3538 passed on March 12, 2018 through House and next step is through the Senate A & B; Senate Bill 1303 passed on March 12, 2018 through Senate Floor and next step is through the House Banking and Business

AGENDA ITEM 5:

SALES UPDATE: Mr. Moulton gave a presentation regarding FY18 sales; 35% removal and FY18 education contribution; overall instant sales and FY18 instant review; overall jackpot games sales; FY18 Mega Millions review; jackpot runs: pre & post record jackpot; Mega Millions sales per draw: a daily games overview; Retiring Hot Lotto and Poker Pick; Introducing Lotto America and Lucky For Life MUSL games; FY18 Financials; FY18 - FY22 Contribution Goals; FY19 Sales Update; and FY19 Profit Update

AGENDA ITEM 6:

PRESENTATION ON OLC PROMOTIONS: Brandie Reisman, Marketing Manager, gave a presentation about current promotions; and upcoming promotions.

AGENDA ITEM 7:

DISCUSSION ON UPCOMING NEW GAMES: Mrs. Reisman continued with the presentation and discussed new instant ticket game launches in April, May, and June 2018; another new \$10 instant ticket will launch in May, this will be the third \$10 ticket since July 2017.

AGENDA ITEM 8:

EXECUTIVE DIRECTOR'S REPORT: Mary Martha Ford, Director of Sales and Operations, gave a presentation about increasing sales; GEM Intelligence coming in May 2018; Liquor Stores coming in October 2018; and the three Legislative bills.

AGENDA ITEM 10:

NEW BUSINESS: No new business.

AGENDA ITEM 11:

ADJOURNMENT. The Board adjourned by general consent.

OFFICIAL MINUTES:

The action taken by the Oklahoma Lottery Commission Retailer Advisory Board on the items for consideration after motion duly made and seconded has been noted herein and made a part of these minutes. The Board caused the entire proceeding of the meeting to be recorded on a digital audio recording device to be retained as a record in the office of the Board.

Minutes Approved by Retailer Advisory Board on April 3, 2018.