



**Special Meeting  
of the Finance Committee**

Held on  
Thursday, September 21, 2017 at 1:30 p.m.  
at the  
Connecticut Lottery Corporation  
777 Brook Street  
Rocky Hill, Connecticut 06067

Committee Members: Patrick Birney, Chairperson of the Finance Committee; Robert Dakers; Robert Morgan (attended by teleconference).

Staff Members: Chelsea Turner, Interim President & CEO; Paul Granato; Matthew Stone; Annmarie Daigle; and Lydia Pac.

Call to Order: Mr. Birney called the meeting to order at 1:33 p.m.

I. Approval of June 27, 2017 Minutes:

On a motion made by Mr. Morgan and seconded by Mr. Birney, the minutes of the June 27, 2017 Special Meeting of the Finance Committee were unanimously approved.

II. Old Business:

Financial Software Conversion Update

Mr. Granato presented the Committee with a status update regarding the financial software conversion. Mr. Granato stated that the software conversion is going well and is anticipated to be completed in approximately 15-30 days. There are a few modules remaining related to banking, and management is working with Bank of America to complete and finalize the process. Automation of processes and streamlined efficiencies have allowed the Lottery to maintain staffing levels after retirements.

Mr. Dakers joined the meeting at 1:39 p.m.

III. Review of Financial Statements for the period ended June 30, 2017:

Mr. Birney requested that Mr. Granato give an overview of the fourth quarter financial

statements. Mr. Granato reported on the unaudited results for the quarter and year ended June 30, 2017. Mr. Granato reported on individual game performance including sales, cost of sales, operating expenses and contributions to the General Fund. The Committee had a general discussion on sales performance, marketing support of lottery games, production costs, and pension-related costs.

Three-month highlights ended June 30, 2017:

- Total sales were \$314.6 million, up 1.6% compared to the prior year. The Lottery returned \$90.4 million to the State of CT General Fund.
- Total sales were under budget by \$4.3 million or 1.3%. Overall, General Fund transfers were ahead of budget by \$3.2 million.

Twelve-month highlights ended June 30, 2017:

- Total sales revenue was \$1.216 billion, down \$14.5 million compared to the prior year. The Lottery returned \$330 million to the State of CT General Fund.
- Total sales were under budget by \$29.7 million or 2.4%. Overall, General Fund transfers were under budget by \$8.1 million or 2.4%.

IV. Adjournment:

On motion made by Mr. Dakers and seconded by Mr. Morgan, and unanimously approved, the meeting was adjourned at 2:13 p.m.

Respectfully Submitted,

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By: Paul A. Granato  
Chief Financial Officer  
Connecticut Lottery Corporation