

**MARYLAND STATE LOTTERY COMMISSION  
DECEMBER MINUTES**

DATE: December 22, 2004  
TIME: 9:00 a.m.  
PLACE: Maryland Lottery Headquarters

PRESENT: Chairman Frank C. Bonaventure  
Vice Chairman E. Randolph Marriner  
Commissioner Osborne Payne  
Commissioner Bruce Reeder  
Commissioner George Wagner

Buddy Roogow, Director  
Gina Smith, Assistant Director and CFO  
Andrea Johnson, Principal Counsel  
Sandra Johnson, Chief Information Officer, Information Technology  
Stephen Meehan, Deputy Director, Sales  
Tchicaya Robertson, Ph.D., Director, Research and Planning  
Jill Baer, Director, Creative Services  
Tracey Cohen, Director, Product Development  
Jimmy White, Director of Communications  
Suzanne Meltzer, Executive Assistant  
Shirley Basse, Internal Auditor  
Marie Torosino, Executive Associate

**OTHERS**

PRESENT: Sean Athey, Scientific Games Online Entertainment Systems  
David Blum, Eisner Communications

## **CALL TO ORDER**

Chairman Bonaventure stated there was a quorum present and he called the meeting of the Maryland Lottery Commission to order at 9:00 a.m.

Chairman Bonaventure wished the Commission and Lottery staff a happy holiday season. He stated that everyone has done a great job over the year. He stated that Ms. Meltzer, Procurement Director, was leaving the Lottery to spend more time with her family. On behalf of the Commission, Chairman Bonaventure wished her well.

## **APPROVAL OF MINUTES**

Chairman Bonaventure stated he e-mailed to the Commissioners the October and November Minutes and they contained some changes. He asked the Commissioners if they had any further changes to the Minutes. Hearing none, Chairman Bonaventure made a motion to approve the October and November Minutes with the modifications and Vice Chairman Marriner seconded the motion. The October and November Minutes with the modifications were approved by unanimous vote of the Commission.

## **EISNER COMMUNICATIONS**

Mr. David Blum stated that he wanted to share with the Commissioners the point-of-sale pieces that would be used in the test locations for the Racetrax monitor game. The Commission was shown a frame insert and the play center insert.

Mr. Blum stated the Agency had some fun with the radio spot for the holiday season. It is a take-off of the jingle bells song to promote buying holiday scratch-offs. He played the "shopping stinks" radio commercial. Vice Chairman Marriner asked who wrote that spot. Mr. Blum responded Craig Strydon and Mark Rosica of the Eisner creative team wrote the commercial. Mr. Roogow stated the original spot was the same except instead of the phrase "shopping stinks" the phrase was "shopping sucks". He stated there was a lot of debating back and forth on this wording, but it was decided to use the phrase shopping stinks. He stated that the Lottery did receive one complaint about the shopping stinks commercial from the Mayor of a Maryland town. The commercial runs through this week.

Mr. Blum stated Eisner would be working with the Lottery on three to four productions between January and July 2005.

Commission Wagner asked if the Lottery would be advertising the Racetrax monitor game. Mr. Roogow responded no because this is only a test program.

On behalf of Eisner, Mr. Blum wished the Commission a happy holiday.

## **SCIENTIFIC GAMES ONLINE ENTERTAINMENT SYSTEMS**

Ms. Sean Athey wished the Commission happy holidays. She stated the first five test retail agents for the Racetrax monitor game are up and running. She stated sales are better than expected. The next group of retail test locations would be added in January 2005. The research time period is January 24, 2005 to July 24, 2005. Five retailers would be added every six weeks and different payout levels would also be tested. Chairman Bonaventure asked if any cannibalization of other games has been noticed. Ms. Athey responded they are tracking sales daily by the hour, and there has been minimal cannibalization.

Commissioner Wagner stated he went to LeCompte's, a retail agent to view the monitor game. There was personnel present explaining the game and answering questions. Commissioner Wagner asked if this is a separate computer system. Ms. Athey responded it is separate system from the on-line system.

## **COMMISSION BUSINESS**

Chairman Bonaventure asked if Dr. Robertson reviewed Oberthur Gaming Technology contract in relation to their MBE waiver request. Dr. Robertson responded she is waiting for additional documents and hopes to present the recommendation to the Commission next month.

Chairman Bonaventure stated the Commission should make a resolution recommending the Agency use a cost accounting system. It is in the best interest of Lottery to adopt a cost accounting approach. It would provide better information for the Agency and Commission. Ms. Smith stated the Lottery would need additional staffing. Chairman Bonaventure stated they have discussed having the system up and running by July 2005. Mr. Roogow stated the Lottery couldn't hire anyone until the next fiscal year. Chairman Bonaventure stated that the cost accounting system could still be put in place. Ms. Smith stated this is a very comprehensive process of employee timekeeping. Employees would also have to go through a training process. Chairman Bonaventure stated he understands the issues. A resolution was made that the Commission recommends that the Maryland State Lottery implement a cost accounting system in as expeditious a manner as possible and the Commission also supports the necessary staffing to achieve that goal. Chairman Bonaventure made a motion that the resolution be accepted and Commissioner Payne seconded it. The resolution passed by unanimous vote of the Commission.

Chairman Bonaventure stated at last month's meeting he talked about Commission becoming more proactive in the Lottery. He said the Commission could become involved in the strategic planning process, assist in areas of policies, and the Legislative audit. Mr. Roogow stated when budget hearings come up the Commissioners might want to attend the budget hearings. Vice Chairman Marriner stated there are areas that the Commission might be of assistance. Chairman Bonaventure stated the Commission is here to further the goals of the Agency and if there is something the Lottery feels that they can assist in, to let them know.

Commissioner Wagner stated he is involved in a restaurant that has a lottery machine. He asked if that is something a Commissioner is not supposed to be involved with. Commissioner Wagner said that he is the operating partner for LLC and not active in restaurant. He was a partner in the business before becoming a Lottery Commissioner. Commission Wagner asked if this matter could be addressed. Ms. Johnson stated under the State Ethics Law this might appear to be a conflict. Ms. Johnson suggested that a letter be sent to the State Ethics Commission, as they are the only ones who can address this issue. Ms. Johnson stated she could assist Commission Wagner in drafting this letter.

Chairman Bonaventure distributed a copy of a book to the Commission and Director the on the history of lotteries.

### **DIRECTOR'S REPORT**

Mr. Roogow stated the Racetrax monitor game is currently in five agent locations. The Lottery will need to determine whether Keno sales are affected by this game. The six month test period would end in summer. It is not possible to integrate this monitor game with current Scientific Games system. If the game were successful, the Lottery would require that it be part of the RFP implementation. There is no cost to the Lottery for the equipment and testing. The Lottery's cost was setting up the communications lines. Scientific Games is only being paid maintenance fee for terminals. He stated he would have an update for the Commission at next month's meeting.

Mr. Roogow stated sales are \$56 million ahead of last year. Pick 3, Pick 4, Keno and Keno Bonus, Instants and Mega Millions sales are ahead of last year's sales. Lotto is about even with last year's sales and Bonus Match 5 sales are slightly below last year's sales.

Mr. Roogow stated Pick 3 and Pick 4 revenues are down compared to last year, but it will balance out. Keno revenue as well revenue of the other games are up. Total revenue is approximately \$8 million. The Lottery needs to average \$8.8 million in revenue each week to meet its estimate. The Lottery's current revenue average is slightly ahead of the revenue needed to reach the estimate.

Mr. Roogow stated the Keno Tripler promotion was extended until early January 2005.

Mr. Roogow stated regarding the slots program, the Lottery has presented the Administration with information of new things that the Lottery can do to bring this technology closer. The Administration is aware of what the Lottery is doing. He does not know who may introduce a slot bill this year.

Mr. Roogow stated last week the Lottery hosted the Public Information Officers meeting. There were 65 Public Information Officers in attendance as well as Mr. Paul Schurick and Mr. Greg Massoni from the Governor's Office. Mr. Schurick informed the Public

Information Officers and Department heads the direction the Administration is headed this year.

Mr. Roogow stated discussion continues with representatives from the horse racing industry concerning what the Lottery can do in short term to help the horse racing industry. Anything the Lottery does is dependent upon legislation being passed. A question was asked as to what type of assistance he is referring to. Mr. Roogow responded for instance, suppose the Racetrax monitor game continues, that would be a great game to help the horse racing industry. However, legislation would be needed to earmark any funds to the horse racing industry. Horse racing is an important industry to the State.

Commissioner Wagner stated he had an opportunity to see the Racetrax monitor game in operation. He had a question regarding the cost of a ticket for win and show and boxing a trifecta. Ms. Cohen stated she would talk with him after the meeting.

## **REPORTS**

### *Research and Planning – Dr. Tchicaya Robertson*

Dr. Tchicaya Robertson stated preparations are being made for the Lotto Game Development Research. The research includes testing several new Lotto concepts. The project would be conducted over the Internet and begin the week of December 20, 2004. The results should be available by the end of February 2005. She will keep the Commission informed.

Dr. Robertson stated the December Tracking Study was fielded the week of November 29, 2004. Also, the Annual Employee Survey was distributed to all employees the week of December 13, 2004.

Commissioner Wagner asked what is the HomePlay Concept Focus Groups as noted in Dr. Robertson's report. Dr. Robertson responded this is Game Logic/Scientific Games sponsored research that was held November 16, 2004 to obtain player reactions regarding a home play concept. The player purchases a scratch-off ticket at a retailer location then logs onto the Internet to play the game. This is simply a display on Internet and has no impact on what the player would win. Players cannot cash any winnings on-line. All winnings must be cashed at the retail location. Dr. Robertson stated interesting insights were gleaned from this research and discussions were held to discuss the next steps for further research and product development efforts.

### *Legal Division – Andrea Johnson, Principal Counsel*

Ms. Andrea Johnson stated she had several lottery license revocations to present to the Commission this morning.

Ms. Johnson stated Kim's Grocery is located at 400 South Payson Street, Baltimore, Maryland. The agent failed to make timely and proper settlements of ticket sales revenue and there were eight occurrences of insufficient fund transfers. A lien has been filed and the current amount due is \$2,681.65. A revocation letter was sent on November 8, 2004, and the certified card was received by the Lottery on November 12, 2004. The agent had ten days to appeal the revocation and no response was received. Chairman Bonaventure asked could the business continue to operate under a change of ownership. Ms. Johnson responded the existing license would first need to be revoked. Chairman Bonaventure asked if there were any liability for the Lottery for the period, which could be a year, between the initial notice to the vendor and the revocation. Ms. Johnson responded no. A question was asked if the agent is still selling lottery tickets. Ms. Johnson responded that the terminal had been shut down. Ms. Johnson stated based upon the facts presented, the Director is requesting the Commission to uphold the revocation of the lottery license of Kim's Grocery. Chairman Bonaventure made a motion to accept the revocation of the lottery license of Kim's Grocery and Vice Chairman Marriner seconded the motion. The Lottery license of Kim's Grocery was revoked by unanimous vote of the Commission.

Ms. Johnson stated Severn Tavern, Inc., T/A 1592 Restaurant and Lounge is located at 1592 Annapolis Road, Odenton, Maryland. The agent failed to make timely and proper settlements of ticket sales revenue and there were six occurrences of non-sufficient funds. A lien has been filed and the current amount due is \$6,397.94. The terminal was shut down on November 17, 2003. A letter of revocation was sent on November 8, 2004 and the certified card was received by the Lottery on December 7, 2004. No response was received from the agent within the ten-day deadline. Vice Chairman Marriner ask how much money does the Lottery recover from these agents. Ms. Smith responded the Lottery's bad debt was less than \$100,000. Ms. Johnson stated based upon the facts presented, the Director is requesting the Commission to uphold the revocation of the lottery license of 1592 Restaurant and Lounge. Chairman Bonaventure made a motion to accept the revocation of the lottery license of 1592 Restaurant and Lounge and Commissioner Wagner seconded the motion. The Lottery license of 1592 Restaurant and Lounge was revoked by unanimous vote of the Commission.

Ms. Johnson stated C & R Ranch House is located at 400 North Bridge Street, Elkton, Maryland. The agent failed to make timely and proper settlements of ticket sales revenue and there were five occurrences of non-sufficient funds transfers. A lien was filed and the current the amount due is \$5,712.58. A revocation letter was sent on November 8, 2004 and the certified card was received by the Lottery on November 17, 2004. Ms. Johnson stated based upon the facts presented, the Director is requesting the Commission to uphold the revocation of the lottery license of C & R Ranch House. Chairman Bonaventure made a motion to accept the revocation of the lottery license of C & R Ranch House and Vice Chairman Marriner seconded the motion. The Lottery license of C & R Ranch House was revoked by unanimous vote of the Commission.

Ms. Johnson stated Red Oak Carwash and Laundromat, LLC, T/A Red Oak Carwash and Laundromat is located at 100 Nanticoke Road, Salisbury, Maryland. The agent failed to make timely and proper settlements of ticket sales revenue. A lien was filed and the

current amount due is \$6,721.02. A revocation letter was sent on November 8, 2004 and the certified card was received by the Lottery on November 17, 2004. Ms. Johnson stated based upon the facts presented, the Director is requesting the Commission to uphold the revocation of the lottery license of Red Oak Carwash and Laundromat. Chairman Bonaventure made a motion to accept the revocation of the lottery license of Red Oak Carwash and Laundromat and Commission Wagner seconded the motion. The Lottery license of Red Oak Carwash and Laundromat was revoked by unanimous vote of the Commission.

Ms. Johnson stated the revocation of My Way Restaurant and Bar would not be presented to the Commission today because new information has been received and it is being reviewed.

Ms. Johnson stated an appeal hearing had been scheduled for Hobbit's Liquors. However, legal counsel for Hobbit's Liquors has withdrawn the hearing request. Hobbit's Liquors was advised that the Lottery would go forward with the revocation of their lottery license. Ms. Johnson reviewed the Summary of Events, the Factual Summary and the Reasons for the Proposed Revocation as noted in the September 8, 2004 revocation letter to Hobbit's Liquors. A question was asked if what the agent did was considered criminal activity. Ms. Johnson responded that the case was being referred to the Attorney General's Criminal Investigation Division for reviewed. Commissioner Wagner made a motion to accept the revocation of the lottery license of Hobbit's Liquors and Vice Chairman Marriner seconded the motion. The lottery license of Hobbit's Liquors was revoked by unanimous vote of the Commission.

Ms. Johnson stated she had written a response regarding the public information act inquiry raised by the 7-11 Franchisee Association as to whether franchisee sales and earnings information is public information. She stated this information could be released. The Commission was given a copy of the Lottery's response. Commission Wagner asked if the 7-11 parent company wanted part of the franchisee's earnings. Ms. Johnson responded she couldn't speculate why the 7-11 parent company wanted the information.

*Administration, Finance and Operations – Gina Smith, Assistant Director/CFO*

Ms Gina Smith stated the Commission was provided with copies of the unaudited and audited financial statements for October 2004 and the unaudited financial statement for November 2004, and the Independent Auditors' Report on the Application of Agreed-Upon Procedures for the Mega Millions Game. She stated that each year the Lottery must perform an audit of the Mega Millions game procedures. Everything was fine and a copy of Maryland's report was sent to the other Mega Million states.

Ms. Smith distributed a copy of the Management Letter from Stout, Causey & Horning dated August 16, 2004, that was recently received. Stout, Causey & Horning's new management comment was that the Accounting and Finance Division is understaffed. They are recommending that the Lottery hire an accounts receivable supervisor. Currently,

the Lottery's Controller deals with the agent network. An Accounts Receivable Supervisor would free the Controller to be able to spend more time on accountings functions. Ms. Smith stated the Lottery requested a position in the 2006 budget. In the Management Letter, Stout, Causey & Horning also outlined the current status of the previous recommendations that were contained in the last management report. These recommendations included bonds, drawings procedures, account reconciliation, monthly procedures and policies and internal auditor. Ms. Smith discussed the current status of each recommendation.

Ms. Smith stated the CAFR has been completed and would be sent to GFOA by December 31, 2004. She stated that Ms. Baer and Eisner provided assistance with the layout of the report.

Ms. Smith stated a file of the Lottery's agent database was forwarded to the Comptroller's Office for another match of any outstanding tax liabilities. She stated the AFO Division is working on the year-end 1099's and W2Gs. She stated she is continuing to look at cost accounting.

The subject of State ID cards was raised. Ms. Smith stated that she could schedule times for the Commission to obtain a State ID card. All State employees would be getting new ID cards but that has not been scheduled as yet by the Department of General Services.

#### *Information Technology – Sandra Johnson, Chief Information Officer*

Ms. Sandra Johnson stated software for the Bonus Coupon game is being downloaded. IT will continue to test the software after it is downloaded. Scientific Games technicians went to agent retailer locations that did not receive the new software via download and force-fed the software. Everything would be loaded by December 27, 2004 start date.

Ms. Johnson stated the communications lines for the Racetrax monitor game have been installed. Also, numerous changes were made to the internal control system to obtain files and reports.

Ms. Johnson stated work continues on the enhancement of the Keno website. Initial graphics have been reviewed and approved by the Lottery's Internet Task Force. A test database has been set up to record winning numbers every four seconds. Commissioner Wagner asked would the players be able to go on-line and check their Keno tickets. Ms. Johnson responded yes, players would purchase their Keno tickets and then be able to go to the website to check their numbers and how much they won. This capability should be available in February or March 2005.

Chairman Bonaventure stated he was contacted by a vendor that developed software where a person could participate in a Lottery through the use of a cell phone by downloading winnings to the cell phone and using cell phone to transmit data. Ms Johnson stated the technology is available in Europe and Japan. Chairman Bonaventure asked if this is legal.

Ms. Johnson asked are you talking about transferring funds from a cell phone to a bank account. The Wire Act prevents transmission of wagers. Ms. Johnson stated she would have to look into this.

Vice Chairman Marriner stated bad debt creation of file through IT. Wouldn't that be simpler by using a Social Security Number. Commissioner Wagner asked isn't a check of the credit history done on agent applicants. Ms. Smith responded this is being done in conjunction with the lottery terminal application to see if applicant had lottery before that was taken away. Commission requested the Lottery discuss this further and get back to Commission.

#### *Communications – Jimmy White, Director*

Mr. Jimmy White stated Communications continues to participate in the Ravens Radio Tailgate parties. The Communications Division was present at Laurel Mall, Francis Scott Key Mall and Arundel Mills Mall for promotions during the holidays. Mr. White stated his report contained copies of the Lottery's 2004 Annual Report, the Winning Ways Newsletter, the Employee Newsletter, the VIP Club Newsletter and the Retailer Report.

Mr. White stated that next month the Lottery would be involved in the Polar Bear Plunge event sponsored by the Maryland State Police and WQSR's Rouse and Company at Sandy Point State Park. This event will raise money for the Special Olympics. He stated that in January 2005, the Communications Division would also be present at Wisp ski resort for their first all night ski as well as a concert.

Mr. White stated the Governor would be holding a press conference in Montgomery County on January 10, 2005 asking all State Agencies to book some type of event in Montgomery County during that week. The Lottery would be working with WBIG radio during this weeklong event. The Governor would make appearances at various events in Montgomery County.

#### *Creative Services – Jill Baer, Director*

Ms. Jill Baer stated the holiday television spot Hampden Lights will run through the through end of this week. Radio spots supporting the holiday scratch-offs would run statewide through December 23, 2004. The Keno Tripler radio spot would run statewide during the afternoon drive time through December 20, 2004. The Comcast Headline News segment that the Director taped in November 2004 would air the week of December 19, 2004.

Ms. Baer stated the Mega Millions joint sponsorship with Virginia on WJFK Redskins radio continues. The radio station would accept entries for the Ultimate Football Getaway and the winner will be drawn in early January 2005. Ms. Baer stated the WQSR Ravens

Radio Tailgate Patrol continues to go well and the winner of the Super Bowl trip would be awarded after the last home game.

Ms. Baer stated the Lottery has radio spots running during Terps basketball games on WMAL and WBAL radio stations. She stated the Pick 3 promotion started December 27, 2004, and the Lottery would run ads in local community papers.

Ms. Baer stated she is working with Eisner on the production of a television commercial for the Hit Family scratch-off game. She would have more information available at the next Commission Meeting. She stated the Lottery has negotiated a promotion with WMAR-TV to support the Scratcheloh/Scratchelorette series scratch-off game. She stated they are also working on the next series of Scratch Squad spots.

Commissioner Reeder asked what television station would be the flagship station for the Washington Nationals baseball team. Ms. Baer responded she does not know as yet. There may be some impact in the Baltimore Market. Comcast broadcasts Orioles games in Baltimore and Washington. Baltimore may lose some rights in the Washington market. Comcast may be able to pick up both teams. WJZ broadcasts will not have ability to pick up both games. There is no clear answer as yet.

#### *Product Development – Tracey Cohen, Director*

Ms. Tracey Cohen stated there are six scratch-off games to present to the Commission under the new format presentation. The Commission was given a copy of the new methodology that was used to determine estimated profits of the scratch-off games. She stated this format shows all costs related to instant ticket production that can be readily identified under the current accounting system. There will continue to be an administrative cost estimate for other costs that cannot be readily identified at this time (e.g., salaries). She gave a brief explanation of the new format. Actual results from closed games will be presented next month.

Ms. Cohen stated Game #517 *Do It Yourself Dollars* is a \$5.00 instant ticket with a prize payout of 73.39% and an estimated profit of \$942,465.01

Ms. Baer stated \$635,000 is what will be spent to advertise this scratch-off ticket. This is subject to change and the Lottery also may or may not advertise all the scratch-off games. Chairman Bonaventure asked how do you know what will be spent on advertising each instant game. Ms Baer responded we commit media and production expenditures at the beginning of each fiscal year based on production estimates. This is updated on a monthly basis.

Commissioner Wagner said one scratch-off game shows an advertising expenditure of \$635,000 while another shows an expenditure of zero dollars. Ms. Baer stated that the Lottery run 58 scratch-off games per year. The Lottery does not advertise most of the instant games.

Ms. Cohen stated Game #529 *World Championship Poker* is a \$5.00 ticket with a prize payout of 73.27% and an estimated profit of \$1,919,939.61.

Game #531 *Wild 7's Slingo* is a \$3.00 ticket with a prize payout of 67.67% and an estimated profit of \$1,139,294.31.

Game #537 *Tic Tac 2's* is a \$1.00 ticket with a prize payout of 59.69% and an estimated profit of \$692,881.63.

Game #540 *Sapphire Blue 7's* is a \$2.00 ticket with a prize payout of 63.87% and an estimated profit of \$908,289.41.

Game #545 *Cash Casino* is a \$5.00 ticket with a prize payout of 73.73% and an estimated profit of \$2,476,818.41.

Chairman Bonaventure made a motion to approve Game #517 *Do It Yourself Dollars*, #529 *World Championship Poker*, #531 *Wild 7's Slingo*, #537 *Tic Tac 2's*, #540 *Sapphire Blue 7's*, and # 545 *Cash Casino* and Commissioner Wagner seconded the motion. Game #517 *Do It Yourself Dollars*, #529 *World Championship Poker*, #531 *Wild 7's Slingo*, #537 *Tic Tac 2's*, #540 *Sapphire Blue 7's*, and # 545 *Cash Casino* were approved by unanimous vote of the Commission.

**Sales – Stephen Meehan, Deputy Director**

Mr. Stephen Meehan stated currently there are 70 new Keno agents being processed and 33 of these retailers are selling Keno. The Sales Division's goal is to increase Keno agents by 100 statewide at already licensed Lottery locations.

Mr. Meehan stated the Worcester County Liquor Control Board has applied to sell the lottery in two locations in Southeastern Maryland.

Commission Reeder asked if there are any non-profit fraternal organizations, lodges, etc. licensed to sell Lottery. Mr. Meehan responded yes the Lottery has some non-profit organizations that are licensed to sell lottery.

Commissioner Reeder asked how are corporate sales doing. Mr. Meehan responded corporate sales are doing well. Two other corporations, Brooks and Eckerd Drugs have applied for lottery licenses.

**Procurement – Suzanne Meltzer, Director**

Ms. Suzanne Meltzer stated a draft copy Change Order No. 7 to the On-Line Game Computer System Contract #96-04 was sent to the Commission. This Change Order will

enable the Lottery to modify the Internal Control System to allow the cashing of bonus tickets and coupons at retailer locations. The cost of this contract is \$8,000.00. Commissioner Wagner asked couldn't the retail locations previously cash the bonus coupons. Ms. Meltzer responded that the winners had to come to the Lottery to cash their bonus coupons for the Pick 3 promotion. Commissioner Reeder made a motion to accept Change Order No. 7 and Vice Chairman Marriner seconded it. Change Order No. 7 was accepted by unanimous vote of the Commission

Ms. Meltzer stated she wanted to thank the Commission for all its support. She stated her last day with the Lottery is January 11, 2005. The Commission wished her well.

### **OTHER BUSINESS**

Ms. Andrea Johnson stated she has been working with the AFO and Sales Divisions on the ADA issue. The implementation date is sometime in January and forms are being developed. The entire agent network has been surveyed and data collected.

### **DATE AND TIME OF NEXT MEETING**

The next Commission meeting is scheduled for Wednesday, January 26, 2005 at 9:00 a.m. at Lottery Headquarters.

### **ADJOURNMENT**

There being no further business, Chairman Bonaventure requested a motioned that the meeting be adjourned. Vice Chairman Marriner made the motion and Commissioner Wagner seconded it. The meeting was adjourned at 11:20 a.m.

Respectfully submitted,



Buddy Roogow