Call to Order:

Acting Chair Patricia Rice called the meeting to order at 10:00 A.M.

Roll Call

Commissioners in Attendance: Betsy Fitzgerald, Patricia Rice, Julie Sheehan, and Larry Davis.

BABLO Staff in attendance: Director Gregg Mineo, Deputy Director Tim Poulin (Spirits portion only), Deputy Director Michael Boardman, (Lottery portion only), Tracy Willett, Spirits Operations Manager (Spirits portion only), Terrance Meehan, Financial Analyst; Eileen Bonenfant, Clerk of the Commission.

Pine State Spirits in attendance (Spirits portion only): Stephanie LaPointe, Sheila Gibbons, Jason Clary, and Don Potter.

Scientific Games in attendance (Lottery portion only): Darrell Frecker and Calvin Rinck.

Others in attendance:

Spirits portion only: Gary Duncklee, Horizon Beverage; Dolly Bois & Seth Ferris, MS Walker; Peter Murphy, HPM Associates; David Hall, Rob Andreasen & Scott Ramsey, Southern Glazers; Steven Sullivan, RSVP; Alan Nye, Old Port Spirits; Donald Damon, Damon’s Beverage; Dean Nowell, Bow St; Patrick Murphy, Martignetti.

Lottery portion only: Steven Mason, Fuseideas

Approval of Minutes:

Acting Chair Rice asked for a motion that the minutes of the January 14, 2020, meeting be approved. A motion was made by Commissioner Davis to accept the minutes. Motion was seconded by Commissioner Fitzgerald and motion passed unanimously.

Liquor Operations:

Director Mineo reported on January 2020 sales as follows:

- Sales report for January:
  - Selling days: 22 TY vs. 22 LY
  - Cases shipped were 88,855 TY vs. 89,955 LY; -1.22%
  - Dollar Sales were $15,384,125 TY vs. $14,899,440 LY; +3.25%
  - Bailment collected: $177,568
  - Depletion allowances: $1,585,909
- Sales report for YTD:
  - Cases shipped were 806,838 TY vs. 772,459 LY; +4.45%
  - Dollar sales were $132,436,309 TY vs. $123,728,737 LY; +7.04%
Pine State Spirits:

Sheila Gibbons reported on the following:

- Provided an overview on the Maine Spirits site and the Maine Spirits mobile app for January. Viewed slides from the app’s Valentine’s Day cocktail for the month of February.
- Previewed the newest Maine Spirits radio spots for the Escape or Embrace Winter Getaway Contest.

Other Business:

None

Public Comments:

Dolly Bois will be retiring in May, Seth Ferris will be the new State Manager for MS Walker in Maine.

Lottery Operations:

Director Mineo reported on January sales as follows:

- Draw Sales FY20 $32,977,581; -$10,948,483 or -24.92%
- Fast Play Sales FY20 $5,837,080; +$1,988,415 or +51.67%
- Instant Game Sales FY20 $147,411,937; + $12,917,579 or +9.60%
- Total Combined Sales FY20 $186,226,598; $3,957,511 or +2.17%

(Fiscal Year Comparison attached to minutes)

Lottery Update:

- Lottery Profit Transfer to General Fund
  - January Actual FY20 $4,715,297; $327,878 to Budget +7.47%
  - YTD Actual FY20 $36,780,679; $3,072,595 to Budget +9.12%

- Profit Transfer to Outdoor Heritage Fund
  - December Actual FY20 $29,429; -$69,922 to Budget -70.38%
  - YTD Actual FY20 $341,217; -$181,314 to Budget -34.70%

New Business:

Director Mineo:

- Reviewed the 2019 Annual Report (Lottery portion) to be approved by the commission.
  - Commissioner Fitzgerald suggested the Bureau recommendations be listed on its own page.