

**LOUISIANA LOTTERY CORPORATION  
BOARD OF DIRECTORS MEETING  
February 10, 2012**

Chairman Verge Ausberry, Jr. called the meeting to order at 10:00 a.m. in the Board Conference Room located at the Louisiana Lottery Corporation Headquarters, 555 Laurel Street, Baton Rouge, Louisiana.

**I. Attendance**

- A. **Members Present:** Chairman Verge Ausberry, Vice Chairman John Fitzpatrick, and Secretary Kim Carver, Directors: Roy Robichaux, J.T. Taylor, Darrell McCartney and 1<sup>st</sup> Assistant Treasurer Ron Henson.
- B. **Members Absent:** Heather Doss and Lisa Reardon
- C. **Staff:** President/CEO, Rose Hudson, Senior Vice President/Secretary/Treasurer, Karen Fournet and Senior Vice President/General Counsel, John Carruth.

**II. Approval of the Minutes of Prior Board Meetings**

Chairman Ausberry **moved** to approve the December 14, 2011, Board meeting minutes. Director Taylor **seconded** the motion. There being no objection, the minutes were **approved**. The meeting was then turned over to President Rose Hudson for the President's report.

**III. President's Report**

President Hudson began her report by giving a brief explanation of the different Legislative Committees the Lottery has to deal with, namely, Senate Judiciary B, Senate and Governmental Affairs for Appointees, House Administration of Criminal Justice and the Joint Legislative Committee on the Budget. Ms. Hudson pointed out that a former lottery chairman, Ronnie Johns, is now Vice Chairman of the Senate Judiciary B Committee and also sits on the Joint Legislative Committee on the Budget. President Hudson mentioned that pay raises for employees were included in 2012-2013 Budget, noting that Governor Jindal has decided to allow state agencies to give merit raises, provided the funds can be found within those agencies' budget. She also noted that there are no pre-filed bills at this time that affect the Lottery.

Ms. Hudson informed the Board that she would be attending the Oil Marketers & Convenience Store Association's Gala in New Orleans this weekend, to show our support and to continue to build a good relationship with the association.

Ms. Hudson gave an update on the strategic planning process which highlights our values and missions. She mentioned that Steve Rosales was heading up the Lottery team and he and his team have been pulling innovative ideas from all over the Corporation. The Board will be seeing updates throughout the year relating to this matter.

Ms. Hudson mentioned the Exchange magazine (provided to each Board Member) featuring the new Lottery scratch-off ticket, Lovin' Louisiana, which commemorates our state's 200 years of statehood.

Ms. Hudson informed the Board that the Lottery was still in the negotiating process with the Bicentennial Commission on the sponsorship amount and felt sure an agreement on the amount would be reached soon.

Ms. Hudson then turned the floor over to Sr. Vice President & Secretary-Treasurer, Karen Fournet to present the financial report Power Point presentation (hard copy attached) and review the 2012-2013 Budget.

Ms. Fournet began her Power Point presentation showing weekly sales summary, including Mega Millions sales. Ms. Fournet gave a summary of the Powerball sales and explained the fluctuations in sales due to the increase in cost for a Powerball ticket to \$2.00. She also reviewed the Mega Millions and Powerball sales comparison. Ms. Fournet showed a map of Louisiana which pointed out the top selling retailers.

Further, Ms. Fournet pointed out that instant sales have been doing very well and have exceeded prior years sales. Ms. Fournet attributed the instant sales performance to excellent inventory management.

Ms. Fournet concluded her report by providing a summary of the projected sales and expenditures as outlined in the 2012-2013 Budget.

#### **IV. Board Committee Reports**

**Personnel Committee**-No report at this time

**Finance Committee- Resolution Number 2012-02-10-1** (Relative to approval of the 2012-2013 Fiscal Year Budget) : Vice Chairman Fitzpatrick gave a brief report of the Finance Committee meeting held February 3, 2012, wherein the Finance Committee reviewed the 2012-2013 Budget in depth. Mr. Fitzpatrick thanked the members of the Finance Committee and also Karen Fournet, Jimmy Goodrum, Christina Price and lottery staff for their hard work in preparing the 2012-2013 Budget. Mr. Fitzpatrick **moved** for a motion to approve the 2012-2013 Fiscal Year Budget as presented to the Board. Secretary Kim Carver **seconded** the motion, there being no objection, the motion **carried**.

**By-Laws Committee**-No report at this time

#### **V. Other Business**

Ms. Hudson informed the Board that she would be notifying them via email once the date was set for the meeting with the Joint Legislative Committee on the Budget for approval of the 2012-2013 Fiscal Year Budget.

Ms. Hudson also informed the Board that it was time to hold the annual Investment Committee Meeting in April, and preferably the same day as the Board meeting. In order to accomplish this, Ms. Hudson requested the Board meeting date be moved to April 20, 2012, which would allow representatives from Principal Investments and JP Morgan to be available. Ms. Hudson informed the Board that her assistant Mary Quigley would be contacting them to check their availability for an April 20, 2012, board meeting.

Chairman Ausberry took the floor and thanked the Lottery staff for their hard work and dedication and also noted that the Board is very supportive of the Lottery staff.

## VI. Adjournment

The next Board of Directors meeting date was proposed for April 20, 2012 (pending Board Members' availability), to be held in the Board of Directors conference room of the Louisiana Lottery Corporation Headquarters located at 555 Laurel Street, Baton Rouge, Louisiana. There being no further business, Chairman Ausberry invited a motion to adjourn the meeting; Vice-Chairman Fitzpatrick **moved**; Director Taylor **seconded**. There being no objection, the **motion carried** and Chairman Ausberry adjourned the meeting at 10:35 a.m.

Date Approved: 4/20/2012, 2012.

Stephanie Fonte

Stephanie Fonte  
Executive Assistant to the Board of Directors

Kim Carver

Kim Carver  
Secretary to the Board of Directors

Verge Ausberry, Jr.

Verge Ausberry, Jr.  
Chairman of the Board of Directors

Attachment(s): (1) Hard Copy