



Over \$2 Billion and Counting for our Schools

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GOVERNOR Christopher T. Sununu  
CHAIRMAN Debra M. Douglas  
COMMISSIONER Paul J. Holloway  
COMMISSIONER H. Andy Crews  
EXECUTIVE DIRECTOR Charles R. McIntyre

March 5, 2021

His Excellency, Governor Christopher T. Sununu  
and the Honorable Council  
State House  
Concord, New Hampshire 03301

**REQUESTED ACTION**

For inclusion on the Governor and Council Consent Calendar, pursuant to MOP 1200, I.D., authorize the New Hampshire Lottery Commission (Lottery) to pay the World Lottery Association (WLA) of Lausanne, Switzerland (VC #278971), the amount of \$6,100.00 (CHF 5,600) for Fiscal Year 2022 membership dues effective upon Governor and Council approval for the period June 1, 2021 through June 30, 2022. **100% Lottery Funds.**

Funding is available in account Lottery Division, as follows:

	<u>FY2022</u>
06-083-083-830013-20280000-026-500251 Organizational Dues	\$6,100.00

**EXPLANATION**

The New Hampshire Lottery's membership in the WLA gives the agency a broader perspective of innovations and advancements in the industry, and includes certification in responsible gaming programs, further strengthening the State's commitment to help those with gambling compulsions. The Association is also expanding its education and integrity programs as jurisdictions around the world become increasingly active in sports betting.

Listed below are answers to standard questions required for Governor and Council organization dues and membership approval submissions:

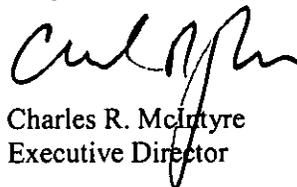
1. How long has this organization been in existence and how long has this agency been a member of this organization? *The organization was formed in 1999. The New Hampshire Lottery has been a member of this organization since May, 2017, and has achieved a level 2 responsible gaming certification.*
2. Is there any other organization which provides the same or similar benefits which your agency belongs to? *The New Hampshire Lottery is currently a member of the North American Association of State and Provincial Lotteries (NASPL). The WLA is more global in scope and is focused on supporting organizations whose efforts fund good causes. The New Hampshire Lottery expects to learn worldwide trends in gaming, many of which originate in the European markets; as well as to continue to take advantage of the exceptionally robust responsible gaming certification program.*
3. How many other states belong to this organization, and is your agency the sole New Hampshire state agency that is a member? *Eighty-seven countries worldwide and twenty-three American lotteries are members of this organization. There are no other New Hampshire state agencies that are members.*



4. How is the dues structure established? (Standard fee for all states, based on population, based on other criteria, etc.) *Dues are based on annual lottery sales of \$100 to \$500 million.*
5. What benefit does the state receive from participating in this membership? *New Hampshire Lottery benefits from the WLA's stated objectives: To collect and disseminate information about the lottery business and other areas of relevance; to establish standards of best practice; to establish ethical standards; to provide educational and professional development services (conferences, seminars), information and reference services to our members; to provide a united voice together with the regional associations so that our members may have a respected reference point and consistent message and information to provide to those in authority. To date, the New Hampshire Lottery has participated in responsible gaming self-analysis and has achieved level 2 certification.*
6. Are training or educational/research materials included in the membership? If so, is the cost included? *Conferences are hosted frequently in member countries and seminars are offered both in-person and online. These seminars are free to WLA members.*
7. Is the membership required to receive any federal grants or required in order to receive or participate in licensing or certification exams? *No, membership does not affect participation or licensing.*
8. Is there any travel included with this membership fee? Explain in detail any travel to include the number of employees involved, the number of trips, destination if known and purposes of membership-supported trips. *Travel costs are not part of the membership fee, and participation would be limited to the Executive Director and one Lottery chief officer or Commissioner for WLA's biennial summits, which are held at varying locations in member countries.*
9. Which state agency employees are directly involved with this organization? Indicate if they are members, voting members, committee members, and/or officers of the organization. *The New Hampshire Lottery Executive Director is directly involved with this organization as a rank-and-file member, and actively votes on proposals as by-laws dictate.*
10. Explain in detail any negative impact to the State if the Agency did not belong to this organization. *There is no impact to the State if the New Hampshire Lottery were not to continue its membership in this organization; however the WLA's responsible gaming program directly benefits the agency's efforts in New Hampshire. The WLA is active in supporting and providing a forum for members as initiatives such as sports betting and online sales have seen tremendous growth around the world. Their resources are invaluable and are used frequently for education and networking.*

Thank you for your consideration and please contact me should you have any questions.

Respectfully submitted,



Charles R. McIntyre  
Executive Director





HEADQUARTERS  
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## Invoice – Regular Member – Membership Fee 2021

New Hampshire Lottery Commission  
 14 Integra Drive,  
 03301,  
 Concord, NH, USA

Invoice-Nr            RM 2021 151  
 Category             US\$ 100 to 500 million  
 Invoice Date         5 March 2021  
 Due Date             31 May 2021  
 Concerning          Regular member/ Membership fee 2021

**Fee**                    VAT exempt 0%        **5600 CHF**

Please compare your annual sales for 2020 (calculated in US\$) with the fee structure below. Should they place you in a different category than indicated above, please contact Eugenia Diaz ([eugenia.diaz@world-lotteries.org](mailto:eugenia.diaz@world-lotteries.org)) at the WLA office. Upon clarification you will be sent a revised invoice.

### Fee Structure    Annual sales / Membership fee

up to US\$ 100 million	CHF 4,900	US\$ 1 to 4 billion	CHF 14,000
US\$ 100 to 500 million	CHF 5,600	over US\$ 4 billion	CHF 21,000
US\$ 500 million to 1 billion	CHF 8,400		

We kindly ask you to remit the fee in question by 31 May 2021. Fees are calculated using data from the most recent edition of the WLA Global Lottery Data Compendium and accompanying World Bank official exchange rates.

Through settlement of this invoice, New Hampshire Lottery Commission formally reconfirms its WLA membership.

Payment details	Bank Details CHF	Others
Company	<b>World Lottery Association</b> CH-1006 Lausanne, Switzerland	Please send your check to: <b>World Lottery Association</b> Avenue de Provence 14 Case postale 6744 1002 Lausanne Switzerland
VAT N°	CHE -100.972.547.	
Account N°	241502-81	
Bank	Crédit Suisse, 4051 Basel, Switzerland	
Swift Address	CRESCHZZ80A	
IBAN	CH18 0483 5024 1502 8100 0	