

**North Carolina Education Lottery
Commission Interim Conference Call Meeting**

Meeting Minutes

Tuesday, August 9, 2011

Commissioners in Attendance: Robert A. Farris, Jr., Chairman
William F. Dowdy

Commissioners on Call: Carla N. Archie
Judge J. Marlene Hyatt
Lawrence M. Spears
Pamela M. Whitaker

Commissioner not in Attendance: Cullie M. Tarleton

Staff in Attendance: Alice Garland
Lou Ann Russell

The North Carolina Education Lottery Commission interim conference call meeting was held Tuesday, August 9, 2011 at 11:00 a.m. in the Dr. Charles Sanders Conference Room of the North Carolina Education Lottery located at 2100 Yonkers Road, Raleigh, NC.

Chairman Farris called the meeting to order and reminded everyone of the North Carolina Education Lottery (NCEL) Commission's firm commitment to serve the people of North Carolina by providing funds for education which should truly be additive and supplemental.

- Chairman Farris presented the minutes of the January 18, 2011 special Commission meeting for approval. There being no changes to the minutes, Commissioner Dowdy moved to approved. Commissioner Whitaker seconded. The minutes were approved.
- Lou Ann Russell, Deputy Executive Director, Marketing, Advertising and Communications, presented two (2) options for the Sunshine Electronic Display Corporation Contract Extension. Pursuant to the Commissioners' request from the last quarterly Commission meeting, the NCEL negotiated with Sunshine Electronic Display for the option of a three-year contract extension with two (2) one-year renewal periods, versus the previously negotiated term of exercising all five (5) one-year renewal periods. Based upon the considerations offered by Sunshine, the five-year contract renewal term is recommended as more beneficial to the NCEL because the number of digit box changes offered will likely satisfy the NCEL's anticipated future needs and promote cost savings. With the five-year term option, the NCEL may elect to upgrade to any new technology as offered by Sunshine and/or switch to Sunshine's LED technology after January 1, 2012. The five-year contract term with Sunshine would expire on June 20, 2016. After discussion, Commissioner Whitaker moved to approve exercising all five (5) one-year renewal periods into one (1) five-year contract term with Sunshine Electronic Display Corporation. Commissioner Archie seconded the motion. The motion was approved.
- Ms. Russell presented the recommendation for Jackpot Display Signs and Related Services. The display signs are for retail locations and enable the online jackpot amounts to be read from outside the stores. An RFP was issued and the NCEL received three (3) proposals from Admart/Identity Holding Company LLC, GTECH Corporation, and Supervision Two, Inc. An evaluation committee scored the proposals on five (5) categories including scope of services,

background experience/capabilities, financial viability, minority participation, and cost/price. Based on these categories, Admart/Identity Group received the highest total score. The evaluation committee recommends that the contract be awarded to Admart with estimated expenses of \$1,660,600 for 2,000 signs, with connectivity for jackpot updates through the GTECH terminal network. After discussion, Commissioner Dowdy moved to concur with the evaluation committee's recommendation to award the Contract for Jackpot Display Signs and Related Services to Admart/Identity Group. Commissioner Whitaker seconded the motion. The motion passed.

There being no further business, Commissioner Dowdy moved to adjourn. Chairman Farris seconded. The meeting adjourned.