



Over \$2 Billion and Counting for our Schools

GOVERNOR Christopher T. Sununu
 CHAIRMAN Debra M. Douglas
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 EXECUTIVE DIRECTOR Charles R. McIntyre

September 18, 2019

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

REQUESTED ACTION

The New Hampshire Lottery Commission requests to place an item on the Consent Calendar.

The New Hampshire Lottery Commission requests authorization to enter into an Educational Tuition Agreement and to pay costs not to exceed \$1,256.00 in FY 2020 as follows:

INSTITUTION:	Granite State College 25 Hall Street Concord, NH 03301
COURSES:	Strategic Management
COURSE DATES:	September 23, 2019 – December 13, 2019
EMPLOYEE:	Travis Emerson Lottery Sales Supervisor
ACCOUNT:	Funds to be encumbered from New Hampshire Lottery Commission, Lottery Division Account FY 2020: 06-083-083-830013-20280000 Training 066-500544
TOTAL COURSES COST:	\$1,256.00
STATE SHARE:	\$1,256.00
SOURCE OF FUNDS:	Lottery Fund



Live Free or Die

New Hampshire Lottery Commission 14 Integra Drive Concord, New Hampshire 03301
 TEL 603.271.3391 FAX 603.271.1160 TDD 1.800.735.2964 www.nhlottery.com

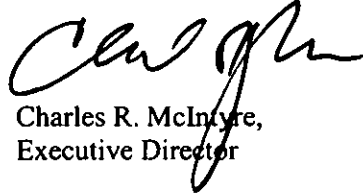
His Excellency, Governor Christopher T. Sununu
and the Honorable Council

EXPLANATION

Lottery Sales Supervisor Travis Emerson is accountable for the success of the Lottery Sales Representatives (LSRs), as well as overseeing relations with more than 1,400 Lottery retailers. He is further responsible for planning and executing merchandising operations and on-site promotions, and evaluating sales trends across multiple product lines to identify opportunities to improve sales at brick and mortar locations. The Integrative Strategic Management course, which he will attend on his own time, concentrates on developing strategies that capitalize on an organization's competitive advantage and use those approaches to advance the objectives of the agency. Lottery's product range continues to evolve across platforms, but the retail base remains our most active market. Using techniques acquired through this program, we anticipate his ability to adapt to changing conditions will be more agile, particularly as new Lottery programs are launched.

Mr. Emerson's proven leadership with his LSR team and the relationships he maintains with retailers, in tandem with thoughtfully developing sales and promotional efforts, has had a measurable impact on revenues to Education in FY 2019. We are confident that this investment in his education will continue to strengthen his skills as well as Lottery's position in the physical retail space.

Respectfully submitted,



Charles R. McIntyre,
Executive Director

Attachments



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REQUEST FOR EDUCATION TUITION ASSISTANCE

Employee

Name: Travis Emerson

Title: Lottery Sale Supervisor

Educational Institution

Name: Granite State College

Address: 25 Hall Street, Concord, NH 03301

Course Information

Title: MGMT 650 Integrative: Strategic Management

Dates From: 9/23/19 To: 12/13/19 Cost: \$1,256

Description: The capstone course focuses on the concepts and techniques of strategic management. It analyzes the process of development and executing strategies designed to maximize a company's competitive advantage. Students will not only learn how to assess a company's internal and external environments, but also the range of competitive strategies available. With this information, students will develop skills to determine the appropriate strategy to fit the company's unique resources and environment. Students in competing management teams will apply these concepts and techniques by crafting and executing strategy in a business simulation exercise. They will also apply their knowledge of strategic management to their own field of professional interest by completing a course project.

Justification and job relevance: This class will teach the skills needed to adjust our business strategy, as an organization, when faced with changing market conditions. As the Lottery continues to grow and evolve, new and reimagined strategies will be needed to effectively maximize our business. Further, this class will teach strategy building and implementation as a group, something that our agency does.

I have read the Education Tuition Assistance Document and agree to the terms.

Employee Signature: _____

Date: _____

8/6/19

Approvals

Supervisor: _____

Deputy/Executive Director: _____

Governor & Council: _____

REQUEST FOR EDUCATION TUITION ASSISTANCE

Employee

Name: Tavis Emerson

Title: Lottery Sales Supervision

Educational Institution

Name: College State College

Address: 75 Hill Street Concord, NH 03301

Course Information

Title: MGM 520 Introduction to Strategic Management

Course Term: Spring 2014 Cost: \$1,250

Description: This course focuses on the concepts and techniques of strategic management. It analyzes the process of development and execution of strategies designed to maximize a company's competitive advantage. Students will not only learn how to assess a company's internal and external environments, but also the range of competitive strategies available. With this information, students will develop skills to determine the appropriate strategy to fit the company's unique resources and environment. Students in strategic management teams will apply these concepts and techniques by crafting and executing strategy in a business simulation exercise. They will also apply their knowledge of strategic management to their own field or professional interest by completing a course project.

Justification and job relevance: The class will teach the skills needed to adjust our business strategy as an organization, which is faced with changing market conditions. As the Lottery continues to grow and evolve, new and unimagined strategies will be needed to effectively maximize our business. Further, this class will teach strategy building and implementation as a group, something that our agency does.

I have read the Education Tuition Assistance Document and agree to the terms.

Employee Signature: _____ Date: _____

Approvals
Supervisor: _____
Deputy/Executive Director: _____
Governor & Council: _____



Over \$1.7 billion to education

EDUCATION TUITION AGREEMENT

Agreement dated this 3rd day of September, 2019 by and through the New Hampshire Lottery Commission (hereinafter referred to the "State" and Travis Emerson hereinafter referred to as the "Recipient").

The State and the Recipient do hereby mutually agree as follows:

1. The State shall pay to the named institution the sum of \$1,256, which monies shall be used for the purpose of enrolling the Recipient in: **STRATEGIC MANAGEMENT**, which course (s) is being offered by Granite State College and which course (s) shall commence on September 23, 2019 and terminate on December 13, 2019.
2. The Recipient shall complete and achieve a passing grade in each course named in paragraph 1.
3. Should the recipient fail to complete or achieve a grade of B or better in each course named in paragraph 1, the Recipient shall pay to the State the sum set forth in paragraph 1, provided, however, that if more than one course is named in paragraph 1, the amount which shall be paid to the State shall be calculated on a pro rata basis.
4. Upon the satisfactory completion of the courses named in paragraph 1, the Recipient shall continue to be an employee of the State in his/her current position (or in such other position, at equal or greater compensation, to which he/she may be assigned) for a period of 12 months.
5. Should the recipient breach any of the conditions set forth in the paragraphs above, the Recipient shall pay to the State a sum equal to all monies previously paid by the State for the Recipient pursuant to the Agreement, provided, however, that the Recipient shall receive a credit for each month in which he/she is employed by the State subsequent to the date upon which the named course (s) are satisfactorily completed, the value of said credit to be calculated on a pro rata basis.
6. The Recipient shall not raise any setoff or counterclaim against the State in any action brought by the State to collect any amount due under this agreement.
7. Should any amount be found to be due the State in any action brought against the Recipient pursuant to this Agreement, the State shall, in addition to said amount, be entitled to an award of costs and a reasonable amount in "attorney" fees.

IN WITNESS WHEREOF the representative of the State, in his/her official capacity only, and without personal liability, and the Recipient, has hereunto set their hands on the date first above written.

RECIPIENT

THE STATE OF NEW HAMPSHIRE

STATE OF NEW HAMPSHIRE COUNTY OF MERRIMACK

On this the 3 day of September, 2019, before me Carmela Nolin the undersigned officer, personally appeared, known to me (or satisfactorily proven) to be the person whose name is subscribed to the within instrument and acknowledged that he/she executed the same for the purposes herein contained.

In witness whereof I hereunto set my hand and official seal.

Notary Public/Justice of the Peace

CARMELA J. NOLIN
★ NOTARY PUBLIC - NEW HAMPSHIRE ★
My Commission Expires October 17, 2023