Maryland Lottery and Gaming Control Commission

Larry Hogan, Governor

Montgomery Park Business Center 1800 Washington Blvd., Suite 330 Baltimore, Maryland 21230



Tel: 410-230-8800 TTY users call Maryland Relay www.mdlottery.com

MARYLAND LOTTERY AND GAMING CONTROL COMMISSION AUGUST MINUTES

DATE:

August 17, 2016

TIME:

10 a.m.

PLACE

Maryland Lottery and Gaming Control Agency Headquarters

PRESENT:

Chair Kimberly Robertson Pannell

Vice Chair Diane McGraw

Commissioner F. Vernon Boozer Commissioner George L. Doetsch, Jr. Commissioner John Morton (via phone)

Commissioner James Stakem

Gordon Medenica, Director

Gina M. Smith, Deputy Director, Chief Financial Officer

James Nielsen, Assistant Deputy Director, Chief Operating Officer

Holly Citko, OAG Deputy Counsel

Charles LaBoy, Managing Director, Gaming

Leo Mamorsky, Managing Director, Chief Marketing Officer John Martin, Managing Director, Chief Revenue Officer John Mooney, Managing Director, Regulatory Oversight James Butler, Director, Legislative and Policy Affairs

Carole Gentry, Director, Communications Marie Torosino, Executive Assistant

OTHERS:

Representative from Hollywood Casino Perryville Representative from The Casino at Ocean Downs Representative from Maryland Live! Casino

Representative from Rocky Gap Casino Resort Representative from Horseshoe Casino Baltimore

Representative from MGM National Harbor

Members of the Public

CALL TO ORDER

There being a quorum present, Chair Robertson Pannell called the meeting of the Maryland Lottery and Gaming Control Commission to order at 10:07 a.m. Commissioners present were: Diane McGraw, F. Vernon Boozer, George Doetsch, and James Stakem. Commissioner John Morton participated by phone. Commissioner Bert Hash was absent.

APPROVAL OF THE AGENDA

Chair Robertson Pannell said she would entertain a motion to approve the Agenda. Motion to approve the Agenda made by Vice Chair McGraw, seconded by Commissioner Doetsch, and the motion carried by unanimous vote of the Commission.

APPROVAL OF MINUTES

Chair Robertson Pannell said the June 23, 2016 open session minutes were provided to the Commissioners for review and asked if there were any changes. There were no changes. Commissioner Stakem made a motion that the June 23, 2016 open session minutes be approved, it was seconded by Vice Chair McGraw, and the motion carried by unanimous vote of the Commission.

CONSENT AGENDA

Chair Robertson Pannell said that the Consent Agenda contains five instant games for the Commission's approval: Game #289 Ea\$y Money (\$2), Game #290 Pay Me! (\$5), Game #297 Peppermint Payout (\$3), Game #300 The Big \$10 Ticket (\$10), and Game #301 100X The Cash (\$20). She said the Consent Agenda also contains Electronic Gaming Device (EGD) Games and Component Testing Approvals for VLTs, Table Game Components, and Instant Bingo Machines (6/10/16 - 8/5/16); Consent Agreement-Underage Violations for Horseshoe Casino-Baltimore; Consent Agreement-Regulatory Violations for Horseshoe Casino-Baltimore; Gaming License Application Denials/Revocations; Revocation of Lottery Retailer Licenses; and Staff Reports for James Nielsen, Leo Mamorsky, John Martin, Carole Gentry, and Robert Fontaine. She asked if the Commissioners wished to remove any items for discussion.

Chair Robertson Pannell said she would entertain a motion to approve the five instant games noted above, Electronic Gaming Device (EGD) Games and Component Testing Approvals for VLTs, Table Game Components, and Instant Bingo Machines (6/10/16 – 8/5/16); Consent Agreement-Underage Violations for Horseshoe Casino-Baltimore; Consent Agreement-Regulatory Violations for Horseshoe Casino-Baltimore; Gaming License Application Denials/Revocations; Revocation of Lottery Retailer Licenses; and the Staff Reports. Motion to approve made by Vice Chair McGraw, seconded by Commissioner Doetsch, and the motion carried by unanimous vote of the Commission.

OPERATOR REPORTS

Hollywood Casino Perryville

Mr. Matthew Heiskell, General Manager, said revenue for June was \$6.0 million, down 7% for year over year and slots were down 4%. July revenue was \$6.7 million, down 2% for year over year and slots revenue was down but table game revenues were up. August is looking to be a good month.

The Princess Cruise giveaway is running in August. Hops and Hot Rods Craft Brew Outdoor Festival will be held in October on the property. They are working on the off-track betting amenity for the property.

The property is filing a local permit for an outdoor smoking area, and will be requesting approval from the Commission in the next few months.

The Casino at Ocean Downs

Mr. Joseph Cavilla, General Manager, said June revenue was \$5.1 million, down 4.2% for year over year. July revenue was \$6.5 million, up 2.5% for year over year. Total revenue for FY2016 was \$57.5 million.

The 4th Annual Double Down Wine and Beer Festival will be held on the property on September 9, 10, and 11, featuring various wineries and breweries. The festival will benefit the local homeless shelters. There will also be an outdoor concert featuring the country music group, "The Stickers".

At the beginning of the month, the Casino at Ocean Downs was acquired by Churchill Downs, Inc. and Saratoga Casino Holdings, LLC. A licensing approval request will be presented to the Commission in the near future. Mr. Rickman, President and Owner, and Denise Hill were present and were introduced to the Commission.

Chair Robertson Pannell asked if they anticipate any staffing changes. Mr. Cavilla said not at this point in time. If anything, they may be adding more positions. There will be some separation of shared services between Ocean Downs and Delaware Park.

Maryland Live! Casino

Mr. Doug Shipley, Vice President and General Manager, said July revenue was \$60 million, up 6% for year over year. The July "Ghostbusters" promotion awarded \$120,000 in cash and prizes. July entertainment at Rams Head Live included Pat Benatar and Sheila E., and in August, LeAnn Rimes performed. Hot August Nights promotion is running with giveaways of four custom classic cars. The "loop road" is complete and work will be done on the new hotel over the coming months.

Rocky Gap Casino Resort

Mr. Jason Bittinger, Director of Security, said July revenue was \$5.1 million, 17% ahead for year over year. Players are making use of the newly expanded parking lot. The property is receiving positive feedback on the suite renovations, and the room renovations are continuing.

Scholarships funded by county revenues from Rocky Gap Casino Resort have helped 900 students with their education at Allegany College of Maryland and Frostburg State University.

Horseshoe Casino Baltimore

Ms. Erin Chamberlin, General Manager, said July revenue was \$25 million, a 2% increase for year over year. Given last year's challenges in June and July, the casino was able to increase their year over year revenue.

In August, the casino will be celebrating its two-year anniversary. They will hold a BBQ for the employees. A press conference will be held with the Mayor of Baltimore City on August 31 to celebrate what Horseshoe has added to the City. Players can enter a drawing for the September 3 grand finale that will award cash and prizes of \$300,000 as well as a meet and greet with Ray Lewis. There will be more to come during the rest of year.

COMMISSION ITEM

<u>Update – MGM National Harbor</u>

Mr. Boasberg said construction is progressing and running on time. Slot machine installation started and 30% have been loaded. They have filled 228 positions thus far and will continue to fill positions through April. They will have a total of 3,600 employees. Employees are working on getting the computer network up and running. Meetings with the MLGCA have been moved from bi-weekly to weekly. MGM National Harbor participated in a job fair held at the Bogota in Atlantic City.

STAFF REPORTS

Director's Report - Gordon Medenica

Mr. Medenica said there were three significant growth drivers in FY2016: instant ticket sales increased \$65 million over FY2015, record setting Powerball sales increase of \$54 million over FY2015, and the addition of the Cash4Life® game that brought in \$12 million in sales. All of those games contributed to the MLGCA's excellent performance. It has been a slow start to the new fiscal year. In the Pick 4 game, 4444 was drawn in late July at a cost to the Lottery of \$5 million. However, the players were happy. Over the course of the year that cost will balance out.

Commissioner Morton said growth was seen in revenue for both the lottery and casinos and asked what is happening in the surrounding states. Mr. Medenica said the competing casinos are stable. The biggest impact will be when MGM National Harbor opens. Atlantic City will be losing a casino on Labor Day--Trump Taj Mahal Casino Resort.

There are casinos coming in Massachusetts, but it is far enough away that it has no impact. Delaware, Pennsylvania, and West Virginia show nothing significant happening in their jurisdictions to impact Maryland. When MGM National Harbor opens, it will increase our totals significantly and may show some shift within the State.

Chair Robertson Pannell said Keno was down, but is now showing an upward trend. Mr. Medenica said it is susceptible to the timing of the Keno versus Racetrax promotions.

Mr. Medenica said the annual report on the Gaming side shows the contribution to the Education Trust Fund increased over FY2015.

The Commissioners offered their congratulations on the excellent results for FY2016.

Commission Action Item

Mega Millions/MUSL Switch

Mr. Medenica said there are two major organizations that manage the two national jackpot games, Mega Millions and Powerball. Both games are sold in all lottery jurisdictions and all jurisdictions must be a member of one or the other of the organizations, but not both, in order to offer the games. Two and one-half years ago Maryland left the Mega Millions Consortium, of which Maryland was a founding member, to join MUSL's Powerball. Now with the experience of two and one-half years since switching, it did not turn out as well as we had hoped.

Mr. Medenica presented a summary of Mega Millions and MUSL. He outlined the reasons for rejoining Mega Millions. Maryland stands to benefit more from the deeper level of interaction with the high performing states. Maryland will continue to cross-sell and offer both Mega Millions and Powerball without interruption to players. We anticipate existing staff will absorb some additional responsibilities by switching back to Mega Millions.

He has had discussions with both Mega Millions and MUSL and he is now requesting the Commission's approval for the switch back to Mega Millions.

After discussion, Chair Robertson Pannell said the Commission heard the staff report and said she would entertain a motion for Maryland to resign from MUSL and rejoin the Mega Millions Consortium. Vice Chair McGraw made the motion, it was seconded by Commissioner Stakem, and the motion carried by unanimous vote of the Commission.

Administration, Finance & Information Technology – Gina Smith, Deputy Director, Chief Financial Officer

Ms. Smith said the May financial statement was provided to the Commission. Financial statements are up-to-date at this point in time. Currently, work is being done on the June financial statement and conversion of the financial statements to GAAP. No financial statements will be received until the GAAP is issued.

FY2016 budget is closed and a budget expenditure summary was attached to her report. Any excess funds reverted back to the State's General Fund.

Ms. Smith said she is preparing the FY2018 budget for submission to the Department of Budget and Management (DBM) and it is due by the end of September. Managing for Results is due to DBM by August 19. The State has lifted the freeze on vacancies, and she will be working on filling the MLGCA's vacant positions.

Commission Action Item

Powerball Power Cruise Licensing Contract (#2016-04)

Ms. Smith said this sole source licensing contract is with Alchemy3, LLC in the Not to Exceed (NTE) amount of \$115,975 for the term September 23, 2016 to January 31, 2018. The contract provides a license to use the Royal Caribbean International[®] cruise line marks and logos as part of a Powerball promotion, specifically within product and marketing, advertising and digital materials to support the promotional campaign. It also provides 25 Royal Caribbean cruise packages to be used as player prizes in conjunction with the promotional campaign.

Chair Robertson Pannell said she would entertain a motion to approve the Powerball Power Cruise Licensing Contract (#2016-04) with Alchemy3, LLC in the NTE amount of \$115,975 for the term of September 23, 2016 to January 31, 2018. Motion made by Commissioner Morton, seconded by Commissioner Stakem, and the motion carried by unanimous vote of the Commission.

Gaming - Charles LaBoy, Managing Director

Mr. LaBoy said he had no additional information to add to his report. However, he did provide further explanation on the quarterly payback percentage information that was contained in his report.

Chair Robertson Pannell asked for a status report on the Voluntary Exclusion Program (VEP). Mr. LaBoy said at the casinos there are various points of VEP notifications for the patrons. If the casino has a TV system throughout the property, information on the VEP program appears on the screens. All ATMs and ticket redemption centers have information on VEP and the Responsibility Gambling Hotline.

Commission Action Item

Proposed Instant Bingo Regulation Amendment

Mr. LaBoy said proposed amendment COMAR 36.07.01.03 Repair and Replacement provides a detailed process to the bingo halls when they seek to repair or replace the instant bingo machines. The core regulation in place did not explain this process. This amendment will add details as to what documents need to be submitted for MLGCA review. Staff is recommending approval.

Chair Robertson Pannell said she would entertain a motion to approve the proposed Instant Bingo Regulation Amendment, COMAR 36.07.01.03 Repair and Replacement. Motion made by Vice Chair McGraw, seconded by Commissioner Stakem, and the motion passed by unanimous vote of the Commission.

Temporary VLT Reduction Request – MGM National Harbor

Mr. LaBoy said MGM National Harbor has submitted a request for temporary reduction of its VLT count by 279 VLTs, bringing their total VLT count to 3,321. As noted in the staff memo that was provided to the Commission, the Commission had approved similar requests from the other casinos in the past. Past experience has demonstrated that reduction of VLTs has not negatively impacted revenues. The Location Commission's allocation of 3,600 VLTs to MGM National was based on information available in 2013. MGM National Harbor will have one year to fine tune the floor at which point the total number that have not been placed on the floor shall become a permanent reduction. Staff recommends approval of the temporary VLT reduction request.

Mr. LaBoy introduced Mr. Patrick Madamba, from the law firm Fox Rothschild representing MGM Resort International, and Mr. Mike Pappas, legal counsel for MGM National Harbor. A PowerPoint was shown detailing the reasons for their reduction request. Mr. Madamba said that MGM National Harbor requests that its VLT allocation be temporarily adjusted from 3,600 units to a minimum of 3,321 units at opening. After opening, the property will continue to monitor operations, and if necessary, submit a request to the Commission to adjust the number of VLTs to the mix.

Chair Robertson Pannell asked if MGM National Harbor will need to resubmit a request to the Commission for an increase after one year. Mr. LaBoy said whether it is an increase or a reduction, MGM National Harbor will come back to the Commission with the request.

Chair Robertson Pannell said she would entertain a motion to approve MGM National Harbor's request to temporarily reduce their VLT count by 279, bringing their total VLT count to 3,321 for one year effective upon the opening date of the casino. Motion made by Commissioner Doetsch, seconded by Commissioner Boozer, and the motion passed by unanimous vote of the Commission.

Rocky Gap Gaming Floor Expansion

Mr. LaBoy said Rocky Gap was given the authority by the Location Commission for a total of 850 VLTs for a five-year period from their opening date. They currently operate 634 VLTs and Rocky

Gap has submitted a request to increase their VLT count by 28, which would bring their total VLT count to 662. The 28 VLTs will be placed in the new addition to the gaming floor that will open in mid-November. Staff has reviewed the plans for the new gaming space and recommends approval.

Chair Robertson said she would entertain a motion to approve Rocky Gap's request to increase their VLT count by 28, bringing their total VLT count to 662, as well as approve the new gaming area. Motion made by Vice Chair McGraw, seconded by Commissioner Stakem, and motion passed by unanimous vote of the Commission

Regulatory Oversight - John Mooney, Managing Director

Mr. Mooney said he had no further information to add to his report.

Chair Robertson Pannell said his report shows 50 license denials/revocations; however, there are 68 on the actual list. Mr. Mooney said the correct number is 68.

Commission Action Item

Manufacturer's License Hearing - Giesecke & Devrient America, Inc.

Mr. Mooney said MLGCA staff conducted a suitability background licensing investigation of Giesecke & Devrient America, Inc. in connection with its application for a manufacturer license. The Commission was provided with an Executive Summary. Members from the MLGCA Licensing Division were present to answer any questions. A representative from the manufacturing company was present.

Mr. Mooney read the Executive Summary into the record, which included an introduction, financial suitability review, findings, applicant and principal entities, principal qualifiers, and conclusions and opinion. He stated that it is the opinion of MLGCA staff that the applicant and its principals have established by clear and convincing evidence their qualifications for a manufacturer license.

Chair Robertson Pannell asked if there were any other questions for Mr. Mooney. There were none.

Chair Robertson Pannell said she would entertain a motion to find that the following meet applicable qualifications for licensure under Maryland's Gaming Law: Manufacturer license applicant Giesecke & Devrient America, Inc., individual principal license applicants: Celia von Mitschke-Collande, Gabriel von Mitschke-Collande, Marian von Mitschke-Collande, Sylvius von Mitschke-Collande, Martin Bauer, Kevin Fitzgerald, James Petit, Jr., Walter Schlebusch, Ralf Wintergest, and principal entities: Giesecke & Devrient Gmbh and MC Familiengesellschaft mbH. Motion to approve made by Vice Chair McGraw, seconded by Commissioner Stakem, and the motion carried by unanimous vote of Commission.

Chair Robertson Pannell said she would entertain a motion to delegate to the Chair the authority to draft a Decision Statement on behalf of the Commission that reflects the Commission's decision, and to transmit the Decision Statement to the applicant. Motion was made by Vice Chair McGraw, seconded by Commissioner Boozer, and the motion carried by unanimous vote of Commission.

Manufacturer License Renewal Hearing - Cummins-Allison Corporation

Mr. Mooney said MLGCA staff conducted a suitability background licensing investigation of Cummins-Allison Corporation in connection with the application for the renewal of its manufacturer license. The Commission was provided with an Executive Summary. Members from the MLGCA Licensing Division were present to answer any questions. A representative from the manufacturing company was not present.

Mr. Mooney read the Executive Summary into the record, which included an introduction, financial suitability review, findings, applicant and principal entities, principal qualifiers, and conclusions and opinion. He stated that it is the opinion of MLGCA staff that the applicant and its principals have established by clear and convincing evidence their qualifications for the renewal of their manufacturer license.

Chair Robertson Pannell asked if there were any other questions for Mr. Mooney. There were none.

Chair Robertson Pannell said she would entertain a motion to find that the following meet applicable qualifications for renewal of a manufacturer license under Maryland's Gaming Law: Manufacturer license renewal applicant Cummins-Allison Corporation, individual principal licensees: Frank Janezic-Executive V.P.-Field Offices, Paul Jones-Director, William Jones-Chairman/CEO, Robert Jordon-Executive V.P./CFO, Douglas Mennie-President/COO, Jennifer Tucker-Shareholder, Anne White-Shareholder, and principal entities: John E. Jones 1984 Exemption Trust fbo Paul A. Jones, John E. Jones 1984 Exemption Trust fbo William J. Jones, John E. Jones 1984 Exemption Trust fbo Anne J. White, and The Pasich-Tucker Trust. Motion to approve made by Commissioner Morton, seconded by Commissioner Doetsch, and the motion carried by unanimous vote of Commission.

PUBLIC COMMENTS

There were no public comments.

CLOSED SESSION

Chair Robertson Pannell said the Commission will discuss the Lottery Central Monitoring and Control System contract, for which MLGCA has issued an RFP but not yet awarded the contract. Specifically, the Commission will discuss the recommendations of the Evaluation Committee, which evaluated the proposals received in response to the RFP.

State law generally requires that, before a contract is awarded, matters about proposals be kept confidential. Also, public discussion of this matter before award could prejudice the rest of the RFP and award process, and prejudice the ability of the Commission to secure the best deal for the State.

Therefore, to preserve the integrity of the process, the Chair proposed that the Commission discuss this matter in closed session.

She said she would entertain a motion to adjourn to closed session to:

Comply with a specific statutory requirement imposed by State Finance & Procurement Article § 13-202, which prevents public disclosures about this matter; and

To discuss, before a contract is awarded or bids are opened, a matter directly related to a negotiation strategy of the contents of a bid or proposal, if public discussion of disclosure would adversely impact the ability of the public body to participate in the competitive bidding or proposal process.

Motion to move to Closed Session made by Vice Chair McGraw, seconded by Commissioner Doetsch, and motion passed by unanimous vote of the Commission.

The Chair said the Commission will now adjourn to closed session in a separate conference room to discuss the recommendations of the Procurement Officer and Evaluation Committee regarding RFP #2015-01, and if appropriate, vote on those recommendations.

The Commission will then return to open session and announce the topics discussed and any action that was taken during closed session. However, we will not announce the name of a "winner" or reveal any identifying information about an offeror.

During the Closed Session, in addition to the six Commission members present (one via phone), the following were also present: Gordon Medenica, Gina Smith, James Nielsen, Leo Mamorsky, John Martin, Holly Citko, Robert Howells, Jeff Patchen, and Marie Torosino. The closed session ended at 12:18 p.m.

RETURN TO OPEN SESSION

Chair Robertson Pannell announced that during the closed session, the Commission discussed the Evaluation Committee's review of, and recommendations pertaining to, proposals received in response to the RFP.

The Commission voted to concur with the Evaluation Committee's recommendation as to which offeror should be awarded the contract.

The Commission has authorized the Agency to move forward with notification of the interested parties, and to proceed with submission of the recommended contract award to the Maryland Department of Information Technology (DoIT) and Board of Public Works (BPW).

(Recorder's note: The closed session statement is attached to these minutes.)

DATE AND TIME OF NEXT MEETING

The next monthly Commission meeting is scheduled for 10 a.m. on Wednesday, September 14.

ADJOURNMENT

There being no further business for discussion, Chair Robertson Pannell said she would entertain a motion to adjourn the meeting. Motion made by Vice Chair McGraw, seconded, and the motion carried by unanimous vote of the Commission. The meeting adjourned at 12:25 p.m.

Respectfully submitted,

Gordon Medenica

Maryland Lottery & Gaming Control Commission STATEMENT FOR MEETING IN CLOSED SESSION

1800	land Wa	l Lot shin	•	Gaming Control Action of Control Action 1980			Date: 9//1	2/16 24 A.M.	
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Vote	to (Close	Sessio	on:	AYE	NAY	ABSTAIN	ABSENT	
Chair Kimberly Robertson Pannell Commissioner F. Vernon Boozer Commissioner George L. Doetsch, Jr. Commissioner Bert J. Hash, Jr. Commissioner Diane L. McGraw Commissioner John Morton, III Commissioner James J. Stakem						[] [] [] [] []			
				REASON(S)	FOR ME	ETING IN	CLOSED SESS	ON	
				Provisions Articlesion to a closed ses			ission voted to m	eet in closed session	or
(1)	[]	Discu (i)	The appointmer compensation, remployee, or of	emoval, re ficial over	esignation, of whom it has	r performance ev s jurisdiction; or	discipline, demotion aluation of an appoin	
	[]	(ii)	Any other perso	nnel matte	er that affect	s one or more spe	ecific individuals.	
(2)	[]	Protect the privacy or reputation of an individual with respect to a matter that is not related to public business;						
(3)	[]	Consider the acquisition of real property for a public purpose and matters directly related to the acquisition;						
(4)	[]		ider a matter that o			for a business or i	ndustrial organizatio	n to
(5)	[]	Cons	ider the investmen	t of public	funds;			
(6)	[]	Consider the marketing of public securities;						
(7)	[]	Consult with counsel to obtain legal advice;						
(8)	[]		ult with staff, constitution;	sultants, or	other indivi	duals about pend	ing or	

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(9) [Conduct collective bargaining negotiations or consider matters that relate to the negotiations;								
(10) [Discuss public security, if the public body determines that public discussion would constitute a risk to the public or to public security, including: (i) The deployment of fire and police services and staff; and (ii) The development and implementation of emergency plans;								
(11)	Prepare, administer or grade a scholastic, licensing, or qualifying examination;								
(12)	Conduct or discuss an investigative proceeding on actual or possible criminal conduct;								
(13) [x	Comply with a specific constitutional, statutory, or judicially imposed requirement that prevents public disclosures about a particular proceeding or matter (specifically, State Finance & Procurement Art. § 13-202); or								
(14) [x	Discuss, before a contract is awarded or bids are opened, a matter directly related to a negotiating strategy or the contents of a bid or proposal, if public discussion or disclosure would adversely impact the ability of the public body to participate in the competitive bidding or proposal process.								
TOPICS TO BE DISCUSSED: Recommendations of the Procurement Officer and Evaluation Committee regarding RFP #2015-01; if appropriate, the Commission may vote on whether it concurs with the recommendations. Signature of Presiding Officer									
Time closed session began: 11:32AM Time closed session ended: 12:18 PM									
PERSONS PRESENT DURING CLOSED SESSION: Martin, K. ROBERTSON PANNELL,									
GOMEDENICA, J. PATCHEN, J. NIELSEN, G. SMITH, L. MAMORSKY, H. CITKO,									
TMCGLAW ROHOWELLS G. DOETSCH, J. STAKEM, J. BODZER, M. TOROSINO UPON RETURN TO OPEN SESSION, ANNOUNCE OUTCOME OF CLOSED SESSION (e.g.,									
specific ac	tion taken, results of vote, no action taken):								
Discussed Evaluation Committee's review of, and									
recommendations pertaining to proposals received in response to the REP. Voted to Updated August 16,2016 award contract to an offeror.									
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