

growth of Loto-Québec. When Lynne started with Loto-Québec in 1985, there were only around ten professional women out of the then-400 employees. When she joined the senior management team in 1996 she was the only woman. Today women play an important role in the leadership of the company, with nine out of twelve members of the Board of Directors being women. More importantly, a significant percentage of Loto-Québec's managerial and professional positions are today held by women. The conscious effort to diversify Loto-Québec will be among Lynne Roiter's lasting legacies.

On May 31, 2021, **Lynne Roiter** stepped down from her position as President and CEO of Loto-Québec. Lynne continues to serve as the Secretary General of the World Lottery Association. ■



PGRI Introduction: Michelle Carinci has served as the CEO of Lottotech, the operator of the National Lottery of Mauritius, since 2011; and CEO of the Atlantic Lottery in Canada between 2001 and 2011. Michelle started her career almost fifty years ago as one of Guy Simonis' first hires. Guy and Michelle worked together for 25 years and remained close until his passing. I asked Michelle to share with us her memories of Guy as friend, mentor, and industry icon.

Michelle Carinci: Remembering Guy Simonis ...

Guy and Michelle

My story with this Guy, evolved over 47 years as an employee, student, mentee, collaborator, colleague and friend.

Guy's achievements and contributions are documented and recognized by the Lottery Industry to which he dedicated his life. When Guy passed, I began to look beyond what he had accomplished and focused on what motivated him. I believe Guy became passionate at a very early stage in his lottery career to create an international lottery community, a global network that connected us all.

An incredibly intelligent man, Guy was the consummate innovator, facilitator, entertainer, teacher and team builder.



He stood on the shoulders of the European lottery experts when he began to develop the lottery business in Manitoba leading to the first multi-jurisdictional lottery in North America, the Western Canada Lottery Foundation. I was one among many who was fortunate to be able to stand on his shoulders throughout my lottery and gaming journey.

The Team Builder...

In 1975, crammed into a small studio apartment that we called our office in downtown Winnipeg, Guy's four young students, including yours truly, began our journey learning about

games of chance, skill and perceived skill. During this period I was exposed to Guy's natural ability and desire to build and bond high performance teams. He created regular weekend

social events – car rallies in the middle of summer, foot rallies in the middle of winter, annual Jeu de Boules (Bocci) tournaments hosted by the Simonis family at their summer cottage and competitive interdepartmental sporting competitions. These fun filled social and competitive events included our key service providers and respective families. Over the years the lottery team grew as Guy extended invitations to our Interprovincial Lottery Corporation (ILC) colleagues and our NASPL neighbors to the south. Bringing the lottery community together regularly on a social level provided us with the opportunity to become as passionate about playing together as we were working together, ultimately creating a deeper connection and understanding of each other.

Guy expanded his team building and inclusion efforts onto the world stage in 1987 as the first North American lottery to host the international Intertoto conference which was held in Vancouver. He knew Canada facilitated easier



Guy Simonis and Michelle Carinci

access for NASPL members to travel as Canada was not considered an exotic destination and complied with the narrow travel restrictions imposed upon NASPL members. It fit into his grand design of creating a global lottery community.

More Inclusion and Connecting...

Guy's passion for inclusion was best illustrated during the opening ceremonies at World Meet '96 in Vancouver. This multi-cultural spectacle featured solo performances from our talented lottery leaders around the globe. Ireland's Ray Bates played the accordion, Cluny McPherson adorned his yellow Sou'wester and introduced the audience to a taste of Newfoundland, singing his homeland song, I's the B'y, Reidar Nordby played what appeared to be the world's smallest harmonica, followed by Matte Ahde playing what appeared to be the world's smallest guitar, Richard Frigen bellowed out (just kidding) a Swedish melody commemorating the merger of the two Swedish lotteries soon to become Svenska Spel, while Tattersall's Peter Gillooley attempted to remember all the words to Waltzing Matilda. Guy closed the performance introducing the NASPL members, accompanied by Jim Kennedy on harmonica in an entertaining rendition of Route 66 which featured a melodic cameo per-

formance from Bonnie Fussell singing Georgia.

Guy loved the limelight. The piano was a means to have that and more.

I believe there was a purpose behind all the singalongs he initiated around the world. Those singalongs created another opportunity to have fun together after a hard days work. I recall one singalong in a dark smoky and very warm bar. Guy was playing the piano and belting out a show tune. We watched in horror as his mane of hair shifted and slipped down one side of his head. Realizing what was happening and

without missing a beat he bent down, appearing to be picking up something off the floor. When he sat back up to the piano we were introduced to the real Guy. The dreaded hair piece was never to be seen again.

The Facilitator...

Guy was an effective facilitator and one with a vision. In addition to putting the "P" in NASPL, he introduced North America to the multi-jurisdiction lottery business model courtesy of his good friend Lothar Lammers (Pete) from the West Deutsch Lottery. West Deutsch was a member of the multi-jurisdiction Lotto block in Germany. Western Canada adopted this business model, the forerunner to the Interprovincial Lottery Corporation (10 Provinces and territories) and the Atlantic Lottery. Today, thanks to Pete and Guy we see many similar models all around the world. One could argue that this business model set the stage for the merger that created the World Lottery Association.

The Teacher, the Mentor...

For years Guy had an idea based on what he called the McDonald's "Hamburger University" for lottery. During a long flight delay in San Francisco airport, he and I brainstormed on how best to approach a lottery version of the "Hamburger University." I shared my recent University experience based



on the case study methodology. Immediately I saw that creative gleam in his eyes. That day we went onto develop the framework for what was to become Erewhon. Guy claimed that Erewhon was nowhere spelled backwards and who was I to correct him? Our mission was to ensure that students of Erewhon would be comfortable debating the issues, free of whatever hat they were wearing, thus the fictitious Erewhon was born. After successfully testing the concept with NASPL directors, the Erewhon lottery education program was formally introduced leaving a lasting impression on participants around the world. Yet another example of inclusion and team building.

And then came ILID, the international lottery industry data base. As an industry we had a wealth of knowledge and as monopolies at the time we were very happy to share everything amongst our lottery community. However, there wasn't a common platform to share the data. With Guy's support, the British Columbia Lottery team became committed to creating a process and platform that could bring all that data together from lotteries around the world, make it easily accessible and easy to customize queries to our respective needs. This perhaps was



Guy and Jean Marc LaFaille

our foray into what now is referred to as "big data."

While at times painful, Guy motivated us to think out of the box, dare to dream and be the best we could be. When the Winnipeg based Polard Banknote won the bid to become BCLC's instant game provider, the CEO of BABN, Marshall Pollock's prophetic response was, "I am not as concerned about losing your business as I am about your ability to help create a formidable competitor." The rest is history!

I have funny memories of the early stages of going "online." Guy and GTECH's Pete Morrissey smuggled the first lottery terminal into Canada in the trunk of a car. Guy was determined to evolve the journey from registered tickets, to bearer tickets, to "online".

The Mentoring Continues...

In 1991, Sweden hosted the Intertoto Conference. Sweden's CEO Richard Frigren asked Guy to speak. Guy declined. Instead he proposed yours truly to open the conference with Pete Lammers. While Guy loved the limelight, he was very willing to share it with those he mentored.

Guy continued his mentoring

and commitment to the industry after he retired. Collaborating with Jean Marc LaFaille, they wrote a straight forward book about the basics of lottery and gaming. The books he later published about the development of the industry through his eyes, are more than a diary, they are a labor of love, an effort to ensure those entering the business today could stand on our shoulders as the business evolves in the future.

Guy with Jean March Lafaille

Thanks for the Memories Guy...

A complex, funny, creative, out of the box thinker and risk taker, Guy was a leader who could be infuriating and also endearing. I will be forever grateful for the opportunity to have worked with him and the teams he created. His passion for our industry was infectious. He was driven to bring the lottery community together and to help open doors to the authentic and wonderful friendships we enjoy worldwide.

We stayed in contact regularly. He was always interested in hearing about his friends and colleagues and of course reminiscing. We had a lot to reminisce about.

Finally...

The fact there exists a WLA Guy Simonis Lifetime Achievement Award, says it all. Congratulations to Ms Lynne Roiter, a most deserving recipient of this award in 2022. ■

