

# Minutes for the Colorado Lottery Commission

## Call to Order

A Commission Meeting for the Colorado Lottery was held on Wednesday, May 13, 2026, online via Google Meet, and in person at the Cole building. The meeting was called to order at 8:26 a.m. and was presided over by Chairman Podolski.

## Attendees

In attendance were the following:

Stan Podolski, Chairman	Meghan Dougherty, Lottery
Bill Clayton, Vice Chairman	Mike Strasser, Lottery
Christian Reece, Commissioner	Nathan Laney, Lottery
Janelle Quick, Commissioner	Rhea Phaneuf, Lottery
Michael Shea, Commissioner	Scott Chavkin, Lottery
Tom Seaver, Senior Director	Tennille Segura, Lottery
Adrian Varney, Lottery	Terri Geier, Lottery
Alanna Burns, Lottery	Tiffany Ramsdell, Lottery
Amanda Quintana, Lottery	Tom Campbell, Lottery
Angel Ramos, Lottery	Wendy Weldon, Lottery
Bridget Rader, Lottery	Torrey Samson, Attorney General's Office
Cristi Gannon, Lottery	Adriana Artega, Brightstar
Diana Padilla-Morales, Lottery	Ana Rios Salgado, Brightstar
Dominique Perez, Lottery	Dwayne Wilson, Brightstar
Elizabeth Kosar, Lottery	Evan Monteith, Cactus
Erin Garcia, Lottery	Madelaine Shipley, Cactus
Giana Giraldi, Lottery	Kristi Piazza, DOR
Jay Sisson, Lottery	Christy Reeves, GOCO
Jeanette Casso-Linan, Lottery	Corilyn Henry, Lotto.com
Jenna Cordova, Lottery	Chigbo Nzoiwu, PGCC
Joanna Guadron, Lottery	Jamie Glick, PGCC
Kelia Busby, Lottery	Luke Reinen, PGCC
Kim Trujillo, Lottery	Will Kissinger, PGCC
Lauren Back, Lottery	Jillian Cummiskey, Scientific Games
Margarita Cuellar, Lottery	Sara Greek, Scientific Games
Marie Valtakis, Lottery	Skyler McKinley, The Auto Club Group
Mark Ocker, Lottery	Maggie Owens, Member of the Public

## **Introductions and Welcome**

Chairman Podolski welcomed everyone and conducted roll call of all the Commissioners. Chairman Podolski, Vice Chair Clayton, Commissioner Reece, Commissioner Quick, and Commissioner Shea were all present. He then stated that all other attendees would be noted in the official meeting minutes.

## **Approval of Minutes**

Chairman Podolski called for any updates to the April 8, 2026, Lottery Commission meeting minutes. Seeing none, Commissioner Quick motioned to approve the April meeting minutes, which Commissioner Shea seconded. The motion passed unanimously, 5-0.

## **Public Comment**

Chairman Podolski called for any public comment. There was no public comment.

## **SGEP Update**

Jillian Cumiskey, from Scientific Games, started with updates on recruiting. They currently have seven retailers that have submitted applications and are waiting to get licensed, nine retailers with licensed pending installs, and for Q2, they've already recruited 15 retailers that have received installs. So far in calendar year 26, they have installed a total of 32 retailers, showing noteworthy growth in this area. Another area that Ms. Cumiskey updated for the Commission was the opportunity for new growth into new locations like Prowers County, Colorado Harvest Market, and Apple Green USA Travel Plaza.

Ms. Cumiskey then introduced Sara Greek, who is a sales manager for Scientific Games. She noted that Ms. Greek has been going on ride-alongs with the sales reps and sometimes includes the inside sales team. She said this offers a good partnership with Tom Campbell, the Director of Sales for the Lottery team, to get into the field. This allows them to see what the computer screens say, versus what is being displayed on the terminals, and has provided them with the opportunity to help salesclerks and allow the next level of partnership between inside sales and Mr. Campbell's team.

Another update that was shared was on the performance of the stores that feature SCiQ units. One of the noteworthy things is that when there are lifts in the \$50 games, the SCiQ stores perform about 8% better than those partners that don't have SCiQ. Ms. Cumiskey also shared void tickets for some of the upcoming game launches with the Commissioners.

## **Brightstar Update**

Dwayne Wilson from Brightstar began by introducing Ana Rios-Salgado, the Colorado Marketing Manager for Brightstar, and Adriana Artega, the new Senior Manager of Business Development for Brightstar. Ms. Rios Salgado gave the next portion of the update, noting for the Commission that their focus since conversion has been on tool and process enhancement, including promoting the Retailer Wizard to chain accounts. She noted that they did a large initiative with

their chain accounts that they could promote internally to ensure they were aware of Retailer Wizard and all they could access through their portal. They also did this outreach to make sure the retailers were active and aware of all the great resources in the portal. They saw a lot of engagement from this and are looking forward to the next steps to continue to engage both the chain and independent retailers. Ms. Rios-Salgado also said they are looking at continued improvements in the tools, new functionality, updated designs, and user experience, and documentation and training resources for Lottery staff and retailers.

Mr. Wilson said he has been working closely with Jay Sission, the Jackpot Manager for the Lottery, and Scott Chavkin, the Marketing Director for the Lottery, and they have been looking closely at the Jackpot games. They are taking their time analyzing the entire portfolio and looking at the future of the Lottery with plans for the next 3-5 years. This will help them evaluate how they can implement changes into the portfolio over the coming years. A complete vending analysis is also underway to examine total performance and expansion for the improved vending technology.

Mr. Wilson also mentioned that updates to the Performance Wizard have been completed based on past feedback, and training sessions are being scheduled with various departments. The Data Examiner dashboard used by Lottery security is also scheduled for upgrades on May 22, reflecting ongoing tool improvements as staff identify new functionalities post-conversion.

## **Director's Report – The Three Pillars**

### **Revenue**

#### **Spotlight Segment**

Lauren Back, the Advertising Manager for the Lottery, showcased the new advertising campaign for the new Uno ticket being launched on the 11<sup>th</sup>. The campaign is anticipated to be a smaller, mostly digital effort due to the licensed property being expected to sell itself, using platforms like YouTube, social media, email, Reddit, and digital billboards.

#### **Scratch Games and Guidelines for Approval**

Tiffany Ramsdell, the Scratch Product Manager for the Lottery, presented six decision items requiring Commission approval:

- Game 424, \$1 \$1,000 Mad Money, with 145 top prizes of \$1,000. This game has a 60% prize payout and overall odds of 1 in 4.89.
- Game 425, \$2 Lucky 13, with three top prizes of \$13,000. This game has a prize payout of 62% and overall odds of 1 in 4.21.
- Game 426, \$5 Broncos Blitz, with four top prizes of \$100,000, and 50 prizes of \$5,280. This game has a prize payout of 68.5% and overall odds of 1 in 3.45.
- Game 427, \$10 Double Up, with 3 top prizes of \$250,000. This game has a prize payout of 71% and overall odds of 1 in 4.90.
- Game 428, \$2 Colorado Cash Crop, with 1,260 top prizes of \$100. The prize payout is 62% and overall odds of 1 in 3.99.
- Game 432, \$3 Free Space Bingo Tripler, with three top prizes of \$40,000. The prize

payout is 63%, and overall odds of 1 in 3.82.

Chairman Podolski made a motion to approve the decision items as presented, which was seconded by Commissioner Quick. The motion passed unanimously, 5-0.

### **Scratch Game Performance**

Ms. Ramsdell then presented the following update on scratch game performance. Scratch sales for the month of April totaled just over \$49.3 million, a decrease of \$555,000 from the prior year's monthly performance figures. Scratch sales are tracking ahead at about \$1.3 million of where they need to be to hit the \$611,664,000 goal in FY26. The \$1, \$2 and \$3 price points are down a combined \$3.3 million fiscal-year-to-date, while the \$10, \$20 and \$50 price points are up a combined \$18.9 million. While there was no scheduled Scratch game launch in April, the Lottery did soft launch the \$3, \$10, and \$20 crossword game replacements.

### **Jackpot Game Performance**

Jay Sisson, the Jackpot Manager for the Lottery, informed the Commission that overall jackpot game sales for April were approximately \$17.7 million, which was an increase of \$1.7 million (9.68%) compared to the month of March. Sales for April 2026 were down about \$3.8 million compared to April 2025. There were two Powerball jackpot winners, one in April and one on May 2<sup>nd</sup>, and on April 6<sup>th</sup>, there was a Powerball winner of \$230.8 million in Delaware. Then on April 29, there were 2 Powerball winners, one in Indiana and one in Kansas, who shared the \$143 million jackpot. The following drawing, the Powerball had two winners, one in Florida and one in Texas, who shared the \$20 million jackpot. This year, there have been seven Powerball winners, four Mega Millions winners, and eight Colorado Lotto+ winners. Millionaire for Life is slowly leveling out in sales, but it remains about 50% increase over average Lucky for Life sales and is still \$3 million over the projection.

### **Financial Results and Projections**

Kristi Piazza, the Budget Manager for the Lottery, gave the following update. In total, sales are tracking about \$17 million ahead of forecast, with total sales through April being \$749.3 million versus a forecast of \$732.3, putting the lottery \$2.3 million ahead of forecast. Although scratch and jackpot are ahead of projections, April came in low for sales and finished approximately \$1.5 million below projections. Ms. Piazza explained that because Powerball and Mega Millions had major winners in April and May, there will not be large jackpots to drive sales for the remainder of May and June, and they are likely to be under projection as well. Scratch sales for May and June should be predicted due to new games being launched. Ms. Piazza said that, looking at the impact on the beneficiaries, they are still confident that the Lottery will hit the GOCO cap despite the sales dip. However, she said the Outdoor Equity fund will likely be affected, as initial estimates were \$2.3-\$2.8 million, but revised estimates are closer to \$2-\$1.5 million. The Lottery will have some offsets to the revenue losses by underspending on operating expenses in the last quarter, which will allow for \$1 million in savings. The current staff count in March was 105.25 FTEs, and in April, there are 107.25 FTEs out of the 124 FT staffing plan. For the future, they are predicting to add 5-10 positions in FY27.

## **Responsibility**

### **Player Health Update**

Amanda Quintana, the Player Health Manager for the Lottery, provided a year overview of the player health program for FY26, which was broken into three categories: successes, challenges, and initiatives that are currently in progress for the upcoming FY. Successes include sustaining industry leadership by achieving the sustaining level of the responsible gambling verification program through NCGP and NASPL. The program also expanded its evidence-based infrastructure by utilizing funding and external consultants to inform research and future policy, and continued to embed player health across the organization. Some major challenges include a limited ability to identify harm in real time due to limited access to player data, which makes distinguishing high-engagement players from those experiencing gambling harm difficult. The second challenge is reaching players in cash-based retail environments with personalized messaging. The third challenge is measuring the true impact of the work to ensure communications are changing player behavior and understanding. Current initiatives include research translation and message testing with Greo research insights to make complex information effective for players. They are continuing to develop responsible gambling video content, which has been the most effective way to reach players, and preparing to hire a second player health team member. Ms. Quintana is working on creating a public-facing annual player health report, which will be the first of its kind. The report will aim to promote transparency and accountability by demonstrating to players, the state, and other lotteries that player health is the strength of an organization. Priorities for FY27 include developing a strategic plan for a more coordinated approach to the player health strategy.

Tom Seaver, the Senior Director for the Lottery, informed the Commission that iLottery is expected to provide opportunities for targeted and personalized messaging to players. It will allow the Lottery to instill a culture of player health from the outset, such as prompting new users to set weekly time or budget limits, setting a tone of healthy and sustainable engagement. The Lottery is somewhat restricted in engaging with players, which iLottery is expected to remedy.

## **Conservation**

### **Partners in the Outdoors Conference**

Rhea Phaneuf, the Communications Manager for the Lottery, Adrian Varney, the Proceeds Manager for the Lottery, and Tom Seaver all shared their takeaways from the Partners in the Outdoors Conference. They all appreciated the insight into how Lottery funds are transformed into tangible environmental enhancements, like trails and wildlife programs. Also, how the Lottery can use this to broaden the proceeds message by sharing real stories behind the funding, which connects to human impact and reinforces the value of playing the Lottery.

### **Proceeds update**

Ms. Varney then presented on some of the upcoming Starburst Awards. She outlined each one,

the location, and the project, and encouraged those who are able to attend to reach out to her.

**Commission Items**

Mr. Seaver also provided an update on SB26-117. He informed the Commission that the Bill passed through the legislature and is waiting for the Governor’s signature. The bill’s sole impact is the prohibition of credit card sales, both at retail and in future online sales, but it did not address the topic of online sales. The Lottery will likely need to conduct a rulemaking change to address the specifics of prohibiting credit cards.

**Adjournment**

Chairman Podolski motioned to adjourn the meeting, which was seconded by Vice Chair Clayton. The motion passed unanimously, 5-0, and Chairman Podolski closed the meeting at 10:00 a.m.

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Completed by: Alanna Burns

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Date of Approval: