

Minutes for the Colorado Lottery Commission

Call to Order

A Commission Meeting for the Colorado Lottery was held on Wednesday, January 14, 2026, online via Google Meet. The meeting was called to order at 8:01 a.m. and was presided over by Chairman Podolski.

Attendees

In attendance were the following:

Stan Podolski, Chairman	Margarita Cuellar, Lottery
Bill Clayton, Vice Chairman	Marie Valtakis, Lottery
Christian Reece, Commissioner	Meghan Dougherty, Lottery
Janelle Quick, Commissioner	Mike Strasser, Lottery
Michael Shea, Commissioner	Pegah Shokrani, Lottery
Tom Seaver, Senior Director	Rhea Phaneuf, Lottery
David Aldag, Deputy Director	Scott Chavkin, Lottery
Adrian Varney, Lottery	Tennille Segura, Lottery
Alanna Burns, Lottery	Terri Geier, Lottery
Amanda Quintana, Lottery	Tiffany Ramsdell, Lottery
Angel Ramos, Lottery	Tom Campbell, Lottery
Brian Kohnlein, Lottery	Heather Whitman, Attorney General's Office
Cristi Gannon, Lottery	Sara Kileen, Attorney General's Office
Diana Padilla-Morales, Lottery	Ana Rios Salgado, Brightstar
Erin Garcia, Lottery	Dwayne Wilson, Brightstar
Giana Giraldi, Lottery	Evan Monteith, Cactus
Gloria Reiter, Lottery	Dustin Hoover, DOR
Jay Sisson, Lottery	Kristi Piazza, DOR
Jeanette Casso-Linan, Lottery	Christy Reeves, GOCO
Jorge Rivera, Lottery	Mark Basedow, Lotto.com
Kasandra Gutierrez, Lottery	Frida Silva, OEDIT
Kelia Busby, Lottery	Jillian Cumiskey, Scientific Games
Lauren Back, Lottery	Skyler McKinley, The Auto Club Group

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 January 14, 2026, Lottery Commission meeting minutes. Seeing none, Vice Chair Clayton motioned to approve the January 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 Cummiskey, from Scientific Games, was excited to report that the Ultimate Dash Ticket launches on Monday, February 16. The Second Chance promotion is the shopping spree that SG will be putting on in October, and they have signed the contract to have the event at the Wings over the Rockies Museum in Lowry. She also reported that they will be holding their product planning meeting in the following week to tentatively line up all of their games through the end of the calendar year. She noted that one thing she finds helpful about the meeting is that they get the opportunity to present their holiday deck. She noted that SG spends a lot of time going over the previous year's holiday performance in different jurisdictions and highlighting games that did well, and games that were unique for different reasons. Ms. Cummiskey was happy to report that Colorado had two notable games from the pack last year, out of hundreds of games; the Lottery featured two top-performing tickets.

For SCiQ units, one of their current initiatives is looking at stores that have a larger footprint and how they can increase Lottery visibility and further the success of SCiQ stores. Jillian explained that they have identified stores that could benefit from having a second digital menu board. She said she has been working with Tom Campbell, the Director of Sales for the Lottery, and some of the corporate account managers, to identify which stores would benefit the most, and get agreements with those locations to place a second menu board.

Ms. Cummiskey also explained that their use of the Market Basket Analysis spurred them to offer a \$10 bingo ticket, launched in September of last year. She said from the data pulled, they have seen a lot of growth, and no cannibalization in other areas. She said that this is a great success story in Colorado, and has been used in SG as a training best practice at the beginning of this year. She was also proud to announce that they have 15 retailers either beginning to sell Lottery or have scheduled to start selling this year alone. She also announced that Walgreens has submitted its initial application to the State of Colorado for 136 retail locations. Colorado will be one of the first states in their wave 2, and should begin installing units through calendar year 26. Tom Seaver, Director of the Lottery, mentioned that it was likely a good thing not to be one of the first states to roll out the Lottery in partnership with Walgreens. This gives the company an opportunity to work out any issues and create a solid plan before moving forward in Colorado.

Brightstar Update

Dwayne Wilson, from Brightstar, gave the following update. He announced that as of last Friday, 2,100 counter terminals are currently active in the state. Mr. Wilson gave props to Ms. Cumiskey and her team for keeping up with the vast equipment needs and all the work that goes into an expansion like this. He also mentioned that there are 881 self-service terminals in the field, which is said to have almost doubled since he began working here, further speaking to all the hard work that has gone into expanding the Lottery footprint in Colorado. He also explained that some other states may have restraints for the Walgreens expansion, so SG and BSL have been meeting with Walgreens weekly to stay deeply involved throughout this process. He explained that they have all the equipment they could need based on the business model Walgreens has designed. Everything from self-service terminals, counter terminals, jackpot signs, and all of the other peripherals that go with them is ready for Walgreens.

Mr. Wilson reported that Millionaire for Life testing will be wrapping up soon, tying up any loose ends, and will be ready to go for the launch on February 22nd. On the heels of this expansion, the Lottery and BSL have launched Retailer Wizard, which is a new portal designed for retailers that provides them with one place to see and manage their lottery business. They are able to customize their own dashboard to see what information they use most, track orders, deliveries, and inventory, as well as see the rankings for what their store is selling, and which games are most popular. The retailers also have access to Learning Wizard, which was launched about a year ago, which is a self-service portal for existing retailers and their employees. This allows them to instantly give access to new employees when they are hired, so they don't have to wait for someone to help train them. Learning Wizard provides them with training materials and videos that continue to be updated with all the new equipment and services they provide.

Decision Items

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

- Game 411, \$5 Crossword Cash with four top prizes of \$100,000. This game will launch as needed when the current \$5 crossword inventory is depleted.
- Game 418, \$5 UNO with two top prizes of \$100,000. This game is anticipated to launch on May 11, 2026.
- Game 419, \$10 UNO with three top prizes of \$250,000. This game is anticipated to launch on May 11, 2026.
- Game 420, \$20 Extreme Cash with two top prizes of \$1 million. This game is anticipated to launch on May 11, 2026.

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

Approval of Scratch Game Guidelines

Ms. Ramsdell presented the Scratch Game Guidelines as follows, noting that all games presented are eligible for the monthly \$100,000 Second Chance Bonus Draw.

- Game 411, with a price point of \$5, has a 68.5% payout and overall odds of 1 in 3.92.
- Game 418, with a price point of \$5, has a 68.5% payout and overall odds of 1 in 3.81.
- Game 419, with a price point of \$10, has a 71% payout and overall odds of 1 in 3.36.
- Game 420, with a price point of \$20, has a 74.5% payout and overall odds of 1 in 3.38.

Chairman Podolski moved to approve the Scratch Game Guidelines as presented, which was seconded by Commissioner Reece. The motion passed unanimously, 5-0.

Scratch Game Performance

Ms. Ramsdell then presented the following update on scratch game performance. Lottery overall sales totaled \$50.3 million, which is an increase of \$1.2 million from the prior year's monthly performance. Scratch sales are tracking ahead about \$7.1 million of where they need to be to hit the \$611 million goal for FY26. All price points are tracking ahead of prior year sales except for the \$1, \$2, and \$3 price points. Five new games launched in January, as part of the Gemstone family of games, which included \$1, \$2, \$5, \$10, and \$20 price points, and is supported by a winning country-themed ad campaign.

Jackpot Game Performance

Jay Sisson, the Jackpot Manager for the Lottery, informed the Commission that overall jackpot sales for January were approximately \$24.9 million, and that was due to the large jackpot during December. Compared to January last year, this January was up about \$500,000, and the highest jackpot for this January was \$300 million for Mega Millions, and that jackpot is still rolling. During January, there was one winner, a \$209.3 million Powerball jackpot winner in North Carolina. That was the third jackpot winner for Powerball in FY26. Mr. Sisson also reported that Powerball is up about \$37.6 million from year-to-date projections, so Powerball is the product that is really helping the jackpot. Mega Millions, even though we had a large jackpot, is still down about \$1 million for the year-to-date forecast. Colorado Lotto+ is down about \$6.9 million, Lucky for Life is down about \$560,000, Cash 5 is up about \$95,000, and Pick 3 is down about \$116,000. Overall, jackpot games are up about \$29.1 million (18%) compared to year-to-date projections.

FY26 Projected Sales, Expenses, and Disbursements Update

David Aldag, the Deputy Director, gave the following update. He explained that the forecasting for the jackpots is something he and Mr. Sisson spend a great deal of time on, but are difficult to predict due to the uncertainty surrounding them. He said that we are currently projected to hit the GOCO cap and have some spillover, but the concern that has been mentioned previously is that the jackpots for this fiscal year are growing more slowly than they have in prior years. Mr. Aldag also reported that the Lottery has 104.5 FTEs, with 4-5 upcoming positions, and estimates that by the end of the fiscal year, there will be about 108 FTEs.

Information Items, Director's Report

- **Spotlight Segment: Rocky Mountain PBS TV Segments and Millionaire for Life Launch**

Lauren Back, the Advertising Manager for the Lottery, presented three videos to the Commission. These included two 60-second interstitials created through the partnership with Rocky Mountain PBS. Adrian Varney, the Proceeds Manager for the Lottery, reiterated the significant Lottery funding that contributed to the Hanging Lake Trail reconstruction and Clear Creek Canyon Trail, as outlined in the videos. Ms. Back also shared the 15-second ad for the upcoming Millionaire for Life launch.

- **PGAM And Problem Gambling Hotline**

Amanda Quintana, the Player Health Manager for the Lottery, provided an update on player health, highlighting that March is Problem Gambling Awareness Month, with the theme “Caring Communities Stronger Futures.” They will be using creative messaging on social media and at the point of sale to promote available gambling support. Ms. Quintana also reported that staff will be at the Capitol on March 5th to raise awareness with legislators. The Lottery is also planning a transition to the updated national problem gambling helpline number starting at the beginning of FY27.

- **The Latest at Retail**

Tom Campbell, Director of Sales for the Lottery, detailed the tools and strategies being implemented at retail locations to maximize Lottery sales. Mr. Campbell shared examples of new jackpot signs, which are bigger and brighter, and include window displays, vending machine tops, and countertop versions at the point of purchase. The vending machine network has grown, with 27% of retailers now having them, which is a 7% increase in the last year, helping toward the Lottery’s goal of having them with 60% of retailers. Vending machine sales accounted for 29% of sales within the last 13 weeks, and he is looking forward to bringing in 48 new game machines within the next year. Mr. Campbell also discussed digital menu boards, which are an upgrade from the previous displays, and enable the players to make selections faster. Testing in five Murphy locations showed a 4% increase in sales compared to retailers without them, and the rollout will expand to all 50 Murphy locations. Tom Seaver also highlighted that the SCiQ unit, which is required alongside the digital menu board placement, has virtually eliminated theft in stores that utilize it and has improved inventory management. Mr. Campbell introduced the new Halo LED Lottery logo sign, used to target smaller retailers like liquor stores, which has shown up to a 40% sales increase in initial testing. The Lottery has added over 200 retailers in the last two years, with another 100 on pace for the current fiscal year, bringing the total number of retailers to 3,050. He also described various promotions, including grand openings with wheel spins, an Orange Cash promotion featuring the Broncos mascot, and coupons and rewards programs with corporate chains like King Supers and Circle K. Additionally, the message wrap on grocery store conveyor belts will be expanded to 15 King Supers locations after test sales were up 8% on average.

- **Millionaire for Life and Post-Conversion Update**

Terri Geier, Director of Operations and Development, provided a post-conversion update on the new system that went live in September. She noted that they are tracking 216 open items, including undelivered items, bugs, and change requests. The conversion was a success, despite some difficulties that came along with such a large change. The Millionaire for Life game is scheduled to go live on February 22nd, with core testing complete and only cleanup testing remaining, with minimal issues reported back to BSL.

- **New GASB Pronouncement**

Erin Garcia, the Controller for the Lottery, announced that the Lottery will be implementing the new GASB pronouncement on Financial Reporting Model Improvements in FY26. This will change the statement of revenue, expenses, and change in net position to align with increased consistency in classifying operating and non-operating revenues and expenses. Additionally, the Management Discussion Analysis (MDNA) will require greater detail on why numbers are changing, with more charts, graphs, and tables to make the financial statements easier for a general reader to understand.

- **Lottery in the News**

Meghan Dougherty, Communications Manager for the Lottery, provided an update on recent publicity, including a Denver Post article about a poll from an anti-iLottery association. She also noted positive coverage surrounding the upcoming launch of “Millionaire for Life.” Tom Seaver mentioned that there will likely be more attention on iGaming and iLottery as the approval of the rules approaches. Ms. Dougherty mentioned the upcoming press release in March for PGAM, and the Lottery will also highlight the unique Gemstone games and Unlimited Dash.

Commission Items

There were no commission items.

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 9:29 am.

Completed by: Alanna Burns

Date of Approval: