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Minutes for the Colorado Lottery Commission

Call to Order

A Commission Meeting for the Colorado Lottery was held on Wednesday, September 10, 2025, online via Google Meet. The meeting was called to order at 8 a.m. and was presided over by Chairman Podolski.

Attendees

In attendance were the following:

Stan Podolski, Chairman	Rhea Phaneuf, Lottery
Bill Clayton, Vice Chairman	Sabrina Gonzales, Lottery
Christian Reece, Commissioner	Scott Chavkin Lottery
Janelle Quick, Commissioner	Tennille Segura, Lottery
Michael Shea, Commissioner	Thomas Kitts, Lottery
Tom Seaver, Senior Director	Tiffany Ramsdell, Lottery
Alanna Burns, Lottery	Tom Campbell, Lottery
Angel Ramos, Lottery	Bradford Jones, Attorney General's Office
Brian Kohnlein, Lottery	Heather Whitman, Attorney General's Office
Bridget Rader, Lottery	Nicholaus Podsiadlik, Attorney General's Office
Cristi Gannon, Lottery	Scott Meiklejohn, Aristocrat
Danielle DeLeon, Lottery	Grier Bailey, Colorado Wyoming Petroleum Marketers Association
David Aldag, Lottery	Jett Facemyer, Intralot, Inc.
Elizabeth Kippur, Lottery	Mark Basedow, Lotto.com
Erin Garcia, Lottery	Byron Peterson, Pollard
Jay Sisson, Lottery	Jill Cumiskey, Scientific Games
Jeffrey Adams, Lottery	Lisa Labriola, Scientific Games
Kasandra Gutierrez, Lottery	Meghan Kiss, Scientific Games
Kelia Busby, Lottery	Joe Weiss, Member of the Public
Marie Valtakis, Lottery	Katie Hanfland, Member of the Public
Mark Ocker, Lottery	Mike Shook, Member of the Public
Meghan Dougherty, Lottery	Skylar McKinley, Member of the Public
Mike Strasser, Lottery	
Molly Romero, Lottery	
Rachel Sanchez, Lottery	

Introductions and Welcome

Chairman Podolski welcomed everyone and noted that all the Commissioners were present. He stated that all other attendees would be noted in the official meeting minutes.

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Public Comment

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

Rule Change Update

Tom Campbell, the Director of Sales for the Lottery, informed the Commission that, by recommendation from the Attorney General's Office, the Lottery is requesting a delay in the rule change hearing on the basis that the meeting link was changed less than 24 hours before the start of the meeting. Tennille Segura, the Draw Manager for the Lottery, further explained that there needs to be proper notice for the stakeholders so they can access the meeting and hear the presented rule change, in order to have the opportunity to make public comments. Due to there being technical difficulties with the meeting link that was posted with the Secretary of State, the link is no longer valid, and the Lottery has no way of redirecting the stakeholders back to the correct meeting. Heather Whitman, a lawyer with the Attorney General's Office, further explained that everything Mr. Campbell and Ms. Segura indicated is correct. She stated that because there were a vast number of changes made to the rules, they want to ensure that the meeting is available for stakeholder input in order to create as robust a record as possible. She recommended that the Chair open the rule-making today, but postpone all deliberations on the proposed rules until the November Commission meeting. Tom Seaver, the Executive Director of the Lottery, asked for clarification that postponing the rule hearing until November will not put the Lottery at risk of not having the rule included in the legislation in the upcoming session. He reiterated that the timing of this is imperative in order to have this rule included in the bill. Ms. Whitman informed Mr. Seaver that she was still trying to find an answer to this question and recommended that the remainder of the rule change update be pushed to the end of the agenda. Ms. Segura asked for clarification, as the previous talk had mentioned holding a special rule-making hearing before the end of October, and wanted to know if this option had changed. Ms. Whitman explained that since that discussion, there had been other issues arise, and the safest option currently would be to postpone the deliberations and have the voting on these rules occur at the next Commission meeting. She did reiterate to the stakeholders present that whether the rule hearing occurs at the end of October or November, they will still have the opportunity to make public comment. Chairman Podolski clarified that he understood the recommendation was to start the rule hearing but postpone any deliberations or voting, but noted that he would prefer to simply postpone the hearing completely. Mr. Seaver agreed that the decision should be fine, and explained that, however the Lottery times it, we cannot put ourselves in jeopardy in terms of the rules being part of the upcoming legislative session. Chairman Podolski agreed and tabled the remainder of the rule change update to the end of the agenda.

SGEP Update

The Scientific Games update was given by Jill Cummiskey, the Director of Sales and Operations at Scientific Games. She informed the Commission that SCiQ units are almost all completely installed. There are two units left, but they are working with Jim Donnelly, one of the corporate account managers for the Lottery, to identify two more King Soopers locations to install them

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at. King Soopers remains the number one performer when it comes to SCiQ units and their benefits, so they are looking forward to getting the last two installed. Ms. Cummiskey explained they are planning on using the information from the SCiQ units for their market basket analysis to help drive the portfolio, scratch strategy recommendations, and also starting to work with the promotions team. This will help them outline trends in the market basket analysis to see which products work well together. The second part of her update was on recruiting, and she was happy to announce they have nine retailers waiting for their fingerprints to come back, including a business recommendation from Commissioner Quick. Her team did a small blitz in the mountain towns, as we are going into ski season, there is more interest from the mountain towns, and we will follow up with another one in a week and a half to maintain interest.

BrightStar Update

Dwayne Wilson, one of the General Managers for Brightstar Lottery, was having technical difficulties and will present a more thorough update at November's meeting.

Approval of Minutes

Chairman Podolski called for any updates to the September 10, 2025, Lottery Commission meeting minutes. Seeing none, Commissioner Quick motioned to approve the September meeting minutes, which Commissioner Reece seconded. The motion passed unanimously, 5-0.

Spotlight Segment

Scott Chavkin, the Director of Marketing for the Lottery, presented the Wilderness Convenience TV spot segment to the Commission. He informed the Commission that this is the third year that the Lottery will be featuring the spot called Wilderness Convenience. He explained that this commercial attempted to connect the point of sale where the Lottery is sold with what the proceeds from the Lottery sales do for our state, hence the name. The Commission was then presented with the video of the commercial in its entirety.

Decision Items

Tiffany Ramsdell, the Scratch and Product Manager for the Lottery, presented five Decision Items requiring Commission Approval:

- Game 401, \$1 AMETHYST 6s with four top prizes of \$10,000. This game is anticipated to launch on January 5th, 2026.
- Game 402, \$2 SAPPHIRE 7s with four top prizes of \$20,000. This game is anticipated to launch on January 5th, 2026.
- Game 403, \$5 RUBY 8s with four top prizes of \$100,000. This game is anticipated to launch on January 5th, 2026.
- Game 404, \$10 EMERALD 9s with four top prizes of \$250,000. This game is anticipated to launch on January 5th, 2026.
- Game 405, \$20 DIAMOND 10s with two top prizes of \$1,000,000. This game is anticipated to launch on January 5th, 2026.

Chairman Podolski made a motion to approve the Decision Items as presented, which was

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seconded by Commissioner Shea. 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 401, with a price point of \$1, has a 60% payout and overall odds of 1 in 4.73.
- Game 402, with a price point of \$2, has a 62% payout and overall odds of 1 in 4.43.
- Game 403, with a price point of \$5, has a 68.5% payout and overall odds of 1 in 3.85.
- Game 404, with a price point of \$10, has a 71% payout and overall odds of 1 in 3.62.
- Game 405, with a price point of \$20, has a 74.5% payout and overall odds of 1 in 3.46.

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

Scratch Game Performance

Ms. Ramsdell presented the scratch game performance information as follows. Scratch sales for the month of September 2025 totaled just over \$51.3 million, which is an increase of \$4.3 million from the same month last year. Scratch sales are tracking \$4.3 million ahead of where they need to be to hit the \$611.7 million goal for FY26. All price points are currently outperforming last year, except for the \$2 and \$3 tickets. There were three new games launched in September, \$50 Set for Life, which expanded our \$50 portfolio from two games to three for the first time, and a \$10 Bingo Play style for the first time. Bingo is consistently one of our top performers at the \$3 and \$5 levels, so the Lottery is expecting to see strong performance from these tickets as well. Lastly, the \$5 Orange Cash, in partnership with the Denver Broncos, was launched, and that has been our highest-performing \$5 game since its launch.

Jackpot Game Performance

Jay Sisson, the Jackpot Manager for the Lottery, reported that the overall Jackpot sales for September were \$36.7 million, \$22 million of which was from the Powerball jackpot drawn last month. It was an increase of 18.6% or \$6.5 million over August. Sales for this September were up by \$17.3 million when compared to last September. Mr. Sisson reported the current jackpots as follows: Powerball \$223 million, Mega Millions \$575 million, and Colorado Lotto is \$1.2 million. For the year-to-date projection, jackpot game sales are up by about \$16 million, and he would like to see a couple more big jackpots to help out the Lottery's other games. The Lottery is currently working with Brightstar and Spectra on the new Millionaire for Life game that will be launched on February 22nd.

FY26 Projected Sales, Expenses, and Disbursements

David Aldag, a Budget Manager for DOR, then provided the Commission with his update. He noted that his initial projection was that the Lottery would just miss the GOCO cap this year based on his relatively conservative predictions for jackpot revenue. However, based on the good start we have had this year, the forecast has turned around and now shows us ahead of

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the GOCO cap by about \$1-2 million. Scratch has had good launches so far this year, and is off to a really good start for FY26. Staffing is down a little bit from where it was last year, but the hiring processes have gone really well, and the Lottery has been able to fill positions relatively quickly as they have become available.

Mr. Aldag then wanted to address the new waterfall calculation that was passed and went into effect for FY25. The waterfall funds are any funds that are available after the GOCO cap is hit, so because the Lottery did not hit it last fiscal year, there was no need to implement the calculation. So, once the GOCO cap is hit, the 50% that normally goes to them is distributed differently to other institutions. The order of distribution of the waterfall funds was changed, and there are now different calculations based on whether the amount of waterfall funds is under \$20 million or exceeds \$20 million. Mr. Aldag said the first thing to notice is that the Outdoor Equity Fund gets the first \$4 million, so it has gone up from previously being only \$3 million, the next \$3 million goes to the Public-School Capital Construction Assistance Fund, and the distributions go on from that.

Director's Report

- **Player Health Update**

Meghan Dougherty, the Communications Manager for the Lottery, then gave the Player Health Update in place of the Lottery's Player Health Manager. She wanted to share a little bit about the campaign from the previous month, as September was Responsible Gaming Education Month. The marketing campaign included a "Two Truths and a Myth" creative, which was focused on addressing common misperceptions. There was information distributed via the web, social media, digitally, billboards, emails, and giveaways. There were over 3,200 people who participated in the Positive Play Quiz, which was the most responses the Lottery has gotten from a format like this. She also mentioned the Council on Compulsive Gambling of New Jersey (CCGNJ), which has leased the 1-800-GAMBLER phone number from the National Council on Problem Gambling (NCPG), made the decision not to renew the lease with NCPG, and the number has returned to the CCGNJ as of 9/29. The CCGNJ has assured the PGCC (CO State affiliate) that calls for help will continue to be routed the same and receive the same care. The situation is fluid and is being monitored, but the Lottery will continue to use the 1-800-GAMBLER helpline for the foreseeable future, unless directed otherwise.

- **Runyon to Res Video**

Ms. Dougherty then showed the Commissioners a video from the previous week's Runyon to the Res Pueblo clean-up project. This event had over 100 volunteers, and thanks were given to everyone on the team who helped make the event happen. The Commissioners got to view the video in its entirety.

Commission Items

Chairman Podolski asked for an update on the hiring process for the Lottery's new Deputy

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Director. Mr. Seaver said there was a great candidate pool, and he had just completed the second round of interviews. He is hopeful that as long as the background check and other hiring requirements go well, there should be a job offer made within the next seven days.

Vice Chair Clayton asked Mr. Seaver if he could provide an update on how the conversion went. Mr. Seaver said in terms of conversions, although they are never easy, this one has gone well and is an ongoing process.

Rule Change Update

Ms. Whitman requested a 15-minute recess to discuss the rule change privately with the division. Recess started at 8:55 a.m., and the meeting was resumed at 9:21 a.m. After returning, Mr. Seaver explained that, based on the recommendation from the council, the Lottery should delay the rule hearing until next month, and delay the following Commission meeting by one week because of the timing of resubmitting the rule change into the Secretary of State's website and Department of Regulatory Agencies (DORA). This will allow for adequate time for the processes that they require; however, this means the Lottery cannot resume the meeting until after November 14th. To his understanding, Mr. Seaver said this should still allow the Lottery to meet the requirements of the Administrative Procedure Act (APA), Secretary of State, and DORA, with enough time to have it in the next legislative session. The Chair then requested the other Commissioners to consult their calendars to see if the new proposed meeting date, November 19th, would suffice.

Mr. Seaver also commented that he would be asking Mr. Campbell and Ms. Segura to connect with Jimmy Reed, the Legislative Liaison for the Lottery with DOR, and others who are familiar with this process at DOR. He restated that this rule must be passed in the current bill, as it cannot be extended into the next session. The Commissioners all agreed that the proposed date for the next meeting would suffice, and the Commission Secretary would update the calendar invitation.

Adjournment

Chair Clayton moved to adjourn the meeting, which Chairman Podolski seconded. The motion passed unanimously, 5-0. Chairman Podolski adjourned the meeting at 9:50 a.m.

Completed by: Alanna Burns

Date of Approval: