

# Minutes for the Colorado Lottery Commission

## Call to Order

A Commission Meeting for the Colorado Lottery was held on Wednesday, March 11, 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  
Bill Clayton, Vice Chairman  
Christian Reece, Commissioner  
Janelle Quick, Commissioner  
Michael Shea, Commissioner  
David Aldag, Deputy Director  
Adrian Varney, Lottery  
Alanna Burns, Lottery  
Amanda Quintana, Lottery  
Angel Ramos, Lottery  
Brian Kohnlein, Lottery  
Bridget Rader, Lottery  
Cristi Gannon, Lottery  
Danielle DeLeon, Lottery  
Diana Padilla-Morales, Lottery  
Elizabeth Kosar, Lottery  
Erin Garcia, Lottery  
Giana Giraldi, Lottery  
Jay Sisson, Lottery  
Jeanette Casso-Linan, Lottery  
Jenna Cordova, Lottery  
Kasandra Gutierrez, Lottery  
Kelia Busby, Lottery

Margarita Cuellar, Lottery  
Marie Valtakis, Lottery  
Mark Ocker, Lottery  
Mike Strasser, Lottery  
Rhea Phaneuf, Lottery  
Tamara Wagoner, Lottery  
Tennille Segura, Lottery  
Tiffany Ramsdell, Lottery  
Tom Campbell, Lottery  
Heather Whitman, Attorney General's Office  
Nicholaus Podsiadlik, Attorney General's Office  
Ana Rios Salgado, Brightstar  
Evan Monteith, Cactus  
Erik Glenn, Colorado Cattleman's Agriculture Land Trust  
Darryl Siebel, Colorado Cattleman's Agriculture Land Trust  
Kristi Piazza, DOR  
Nicholas Meyer, DOR  
Christy Reeves, GOCO  
Dan Zimmerer, GOCO  
Mark Basedow, Lotto.com  
Jillian Cummiskey, Scientific Games

## 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 February 11, 2026, Lottery Commission meeting minutes. Seeing none, Commissioner Quick motioned to approve the February meeting minutes, which Commissioner Reece seconded. The motion passed unanimously, 5-0.

### **Public Comment**

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

### **Colorado Cattleman's Agriculture Land Trust**

Erik Glenn, the CEO of CCALT, expressed his gratitude to GOCO and the Lottery for all the ways the partnership has benefited their organization. He shared that \$21 million in investments via GOCO have helped conserve 845,000 acres of working farmland and rangeland across Colorado. In 31 years, this organization has worked with over 500 farm and ranch families to conserve acres across 46 of Colorado's 64 counties, and they are close to approaching a total of 1 million acres. They are frequent recipients of the Lottery's Starburst awards, with the most recent being Lewis Heritage Farm in Larimer County. Adrian Varney, the Proceeds Manager for the Lottery, commented that they should expect more Starburst awards this year.

### **SGEP Update**

Jillian Cumiskey, from Scientific Games, started with updates on recruiting, noting that they are off to a strong start this year and expect to see continued growth throughout 2026. They currently have six retailers that have applied and are waiting for retailer ID numbers to be assigned, and two more retailers have begun the application process. She also expects to get in three new applications by the end of this week, which she applauded as another great month of traction and growth in the retail footprint. There are currently seven retailers that have received their IDs and are waiting for installs, and two that have installs scheduled for the following week. There have been ten retailers that have received installs in the last 30 days as well.

She also gave an update on the research that SG has been doing as a part of their contract with the Lottery. They have been working closely with Tiffany Ramsdell, the Scratch Product Manager for the Lottery, and Mike Strasser, the Data Analyst for the Lottery. She explained that they are doing panel research and gathering information from the Colorado Players on different play styles, themes, and top prizes that create excitement within the Lottery portfolio. This research will help appeal to current players, while also getting rare, new, and young players involved. Once the most effective ways to launch items have been identified, SG and Lottery can work on supporting these methods once they are in the field. She said there have been great returns on the research that has happened so far, as Colorado is one of the only Lotteries that has had positive sales for multiple years.

### **Brightstar Update**

Ana Rios Salgado from Brightstar provided the following update on their core focus areas over the past month. As part of this phase, they have been focusing on post-conversion execution and revisiting the various ways that the end users have adapted to the new system. They have also revisited the features and documentation to further strengthen the cross-team processes, and also the ways of working as they have adapted to the new system. Their second area of focus for the month was partnering with Lottery departments to streamline workflows, revisit ways of working, and ensure consistent communication practices. Some key outcomes from this include: BSL recently launched a unified equipment ordering process in partnership with claims, licensing, sales, fiscal, and Brightstar. They also completed a post-launch survey to assess the impact of focusing on streamlining their processes, and the results showed that 82% of teams reported reduced manual work to order equipment with Brightstar. Additionally, 82% also say orders move faster, with 64% reporting exceptionally faster turnaround times. 91% report improved ways of working, with 55% reporting that this process exceeded their expectations. These outcomes really aligned with BSL's goal to improve speed, accuracy, and coordination across all partners, and also to create a smoother retailer experience across the state.

Ms. Rios Salgado also discussed the launch of the Retailer Wizard in partnership with sales, fiscal, and licensing. The goal of this launch was to improve retailer access to reporting, their account, and sales information. Through the first month, they have received engagement metrics that have shown 42 retailers have active accounts in Retailer Wizard. From these 42, they've had over 200 logins and 176 reports downloaded by these retailers. These users consist of five super chains, 18 chain head accounts, and 24 primary retailers in the first month. She noted that this means the platform is seeing strong traction from those who are early adopters and those who are already in the system. The focus for next month is to continue with that adoption and working with the sales, licensing, and fiscal team to see what resources are needed to continue to strengthen the onboarding and adoption of Retailer Wizard.

The final update she gave was how their focus area has also been on retailer experience enhancements. They have new and updated equipment guides that feature new digital menu boards that recently got installed in the first retailer locations this past month. They have also been working on Spanish translations for the equipment guides to ensure they're supporting the broader retailer accessibility network. Ms. Rios-Salgado also mentioned they are working closely with Ms. Cumiskey's team to make sure the recruiters have the latest material and promotion items. Looking ahead at things coming down the pipeline, they are making sure they have resources ready for Walgreens with branded items, packets, and resources.

## **Decision Items**

Tiffany Ramsdell, the Scratch Product Manager for the Lottery, presented one decision item requiring Commission approval:

- Game 422, \$5 150<sup>th</sup> Birthday! This game is a frenzy prize structure and features hundreds of \$150 top prizes. This game is anticipated to launch on June 22, 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 the game presented is eligible for the monthly \$100,000 Second Chance Bonus Draw.

- Game 422, with a price point of \$5, has a 68.5% payout and overall odds of 1 in 3.53.

Chairman Podolski moved to approve the Scratch Game Guidelines as presented, which was seconded by Commissioner Shea. 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 February totaled just over \$47 million, an increase of \$2.9 million from prior year monthly performance figures. Scratch sales are tracking ahead by about \$6.7 million of where they need to be to reach the \$611 million goal in FY26. All price points are tracking ahead of prior year sales except for the \$1, \$2, and \$3 price points. Three new games launched in February: \$5 Lady Luck, \$10 Ultimate Dash Shopping Spree, and \$20 Triple Red 777.

### **Jackpot Game Performance**

Jay Sisson, the Jackpot Manager for the Lottery, informed the Commission that overall jackpot game sales for February generated \$16.4 million, which was a decrease. Powerball and Mega Millions combined monthly sales were up about \$1.4 million when compared to last February. Collectively, Jackpot game sales for the fiscal year are ahead of the annual forecast by approximately \$26 million and are ahead of last year's actual sales by roughly \$49.2 million. The sales for the two multi-state games combined are up \$33.9 million to goal and are ahead of last year's sales by \$51.9 million. The Colorado Lotto+ game is tracking behind last year's total sales by \$2.3 million and behind goal by about \$8.6 million. Cash 5 is tracking ahead of its yearly target by \$96,000. Lucky for Life, combined with Millionaire for Life, is tracking behind its yearly goal by \$243,000. Pick 3 is tracking about \$60,000 behind on its annual target of \$15.5 million.

Lottery overall sales totaled \$63.4 million for the month of February. February's monthly sales were up \$3.1 million compared to last year's monthly total. Total sales are ahead of last year's year-to-date sales by approximately \$62 million through February and ahead of the annual goal of \$879 million by about \$32.9 million.

### **FY26 Projected Sales, Expenses, and Disbursements Update**

David Aldag, the Deputy Director, gave the following update. He noted that with the recent winners for both Powerball and Mega Millions, they may reevaluate the jackpot projections for FY26. Mr. Aldag remains optimistic that the GOCO cap will be met and may have some spillover. Scratch sales are continuing to do well; they are projecting close to \$619 million for this fiscal year, which would be a record increase of about 2-3% over the prior year. The Lottery got authorized for 13 new positions for FY26 and is in the process of filling those and adding to the staff where needed.

## Information Items, Director's Report

- **Problem Gambling Awareness Month (PGAM)**

Amanda Quintana, the Player Health Manager for the Lottery, provided an update on player health and PGAM. Ms. Quintana explained that, as March is PGAM, the Lottery is running a campaign to raise awareness of gambling harm and ensure people know that help is available. The annual Problem Gambling Awareness Day at the Capitol was a success, allowing interaction with legislators and staffers, and was supported by partners including the Division of Gaming and the Problem Gambling Coalition of Colorado. The event integrated new technologies, like videos created with Captive Content, and a quiz to enhance engagement and raise awareness. The Lottery is using media opportunities, including an appearance on Colorado and Company, to spread the messaging for minimizing gambling harm. The Lottery has created videos promoting awareness of gambling addiction and encouraging players to understand their play style by taking the Positive Play quiz on the Colorado Lottery website.

- **Legislation and iLottery Update**

Mr. Aldag provided an update on Senate Bill 26-117, noting that significant outreach and testimony were given during the hearing that took place the prior week. He noted that the bill passed the Joint Finance Committee by a 5-4 vote and is awaiting review by the Appropriations Committee. The Lottery received five responses to the solicitation for an iLottery digital platform last week, and the evaluation process is currently underway. The timeline remains set for awarding a contract by June 1<sup>st</sup>, with contract negotiations concluding by July, and implementation planning commencing after. The target launch date for iLottery is approximately July 2027.

## 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 a.m.

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Completed by: Alanna Burns

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Date of Approval: