

Minutes for the Colorado Lottery Commission

Call to Order

A Commission Meeting for the Colorado Lottery was held on Wednesday, December 10, 2025, 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	Lauren Back, Lottery
Bill Clayton, Vice Chairman	Marie Valtakis, Lottery
Christian Reece, Commissioner	Meghan Dougherty, Lottery
Janelle Quick, Commissioner	Mike Strasser, Lottery
Michael Shea, Commissioner	Rachel Sanchez, 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
Angel Ramos, Lottery	Tiffany Ramsdell, Lottery
Brian Kohnlein, Lottery	Tom Campbell, Lottery
Bridget Rader, Lottery	Nicholaus Podsiadlik, Attorney General's Office
Cristi Gannon, Lottery	Sara Kileen, Attorney General's Office
Danielle DeLeon, Lottery	Ana Rios Salgado, Brightstar
Diana Padilla-Morales, Lottery	Dwayne Wilson, Brightstar
Erin Garcia, Lottery	Evan Monteith, Cactus
Giana Giraldi, Lottery	Grier Bailey, CO WY Petroleum Marketers Association
Jay Sisson, Lottery	Dustin Hoover, DOR
Jeanette Casso-Linan, Lottery	Mark Basedow, Lotto.com
Jenna Cordova, Lottery	Jill Cummiskey, Scientific Games
Kassandra Gutierrez, Lottery	Madelaine Shipley, Scientific Games
Kayla Fettig-Devers, Lottery	Meghan Kiss, Scientific Games
Kelia Busby, Lottery	

Introductions and Welcome

Chairman Podolski welcomed everyone and took roll 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.

Public Comment

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

SGEP Update

Jill Cummiskey, from Scientific Games, gave the following update. She reported that in Q4 of the calendar year, they have 22 retailers that have submitted applications, completed their fingerprinting, and are waiting to get licensed; and there are an additional 6 retailers who have gotten retailer IDs that are waiting to get installed. Their pipeline going into January is over 100 retailers, so they are expecting to have continued growth going into the new year. She also noted that to further the partnership, their recruiting team has partnered with their retail business analyst (RBA). This team is looking at specific stores that are current Lottery retailers, and evaluating how to expand their offerings by offering additional facings or optimizing the sales that they're seeing an influx in at that location. Her team is doing ride-alongs with the RBA team and the Lottery sales team, increasing partnerships, and helping drive growth within the current sales, as well as recruiting new retailers. She also explained that this is helping with increased Lottery visibility at retail. Her team has been putting in some of the new light-up signs that say "Colorado Lottery" at different retailers, window clings, and different marketing opportunities for in-store. She also mentioned that when they see different opportunities, they have a great partnership with the sales team to recommend items for new additional marketing that is not currently offered.

She was happy to report that all SCiQ units are fully installed, and there are 12 bins left over that can be used to start a couple of increases if needed. Overall, SGEP is still seeing double-digit growth in performing stores with King Supers, and companywide, they're seeing at least a 3% lift in sales at stores that have SCiQ versus their similar stores that don't. They're also using the market basket data analysis to make strategic decisions in the portfolio. The first one that was implemented was the \$10 Bingo, which is performing well, and Ms. Cummiskey reported seeing incremental sales.

She was also excited to announce that Walgreens is interested in becoming a Lottery retailer and wants to have us installed nationally by the end of 2026. Colorado is strategically listed to be one of the very first lotteries that they're going to implement in. Part of this is because of the ability of SCiQ at the front counter, but also because SGEP has recruiters in place that can help with training initiatives. Tom Campbell, the Director of Sales for the Lottery, and his team have been assisting with training and installs, along with the infrastructure from Brightstar. She explained that it's a good all-vendor partnership to get Walgreens started, and specifically in Colorado. There are about 130 Walgreens in the state, to get an idea of the scale of the stores that the Lottery will be servicing. She also explained that Tom Seaver, the Executive Director for the Lottery, is very on board with getting these done and immediately starting on the training videos that Walgreens requested. The Lottery's marketing team, research team, Cactus, and SGEP will all partner together to start this task. Ms. Cummiskey said that they have meetings this week with the Lottery and Walgreens to continue this process.

Lastly, she reported that in November, they had their big Game of Thrones event that took

place, and was very successful. The Warner Brothers attended and were so impressed with how elite an event it was that they are opening up more brands for SGEP and are discussing plans for expanding SGEP's portfolio with them. Ms. Cummiskey is working on a short reel to share with the commission at a future meeting that details the event.

Brightstar Update

Dwayne Wilson, from Brightstar Lottery, gave the following update. He noted that since his former update in September, they have completed all the installations of the new terminals, as well as providing new digital signage, new jackpot signs, and things of that nature. This last stretch of time will help to flush out the bugs that come with implementing a brand-new system, for anything from accounting to claims to everything for retailers. He explained that it's the time when the Lottery staff have to go back through and work through their existing procedures, then adapt them to the new system. He noted that they've also been providing some follow-up training so that they can go through the steps and help the Lottery update procedures and rewrite the new way of doing things using the new technology. Mr. Wilson also noted that they have been providing some demonstrations and training on some of their new reporting and analytical tools that they have with the new system.

Mr. Wilson noted that they are currently working on the new Millionaire for Life game that will begin early in 2026. They also have some teams that are continuing to work on other items that will be delivered throughout 2026, including connected play, more digital signage that will be available for retailers, and expanded self-service machine capability. So, with the new system in place, this gives Brightstar the baseline that it can use to provide even better technology for the future. He reported that they will then roll out a new self-service portal for Lottery retailers. All retailers, new and existing, will have innovative tools at their fingertips next year to help them manage their Lottery business, see all of their inventory, and evaluate how they are performing. The Lottery will also be able to speak directly and send direct messages to the retailers through this new portal. He explained that it also has a training component, so there is some training that's available in the form of training modules, which will be different from the Learning Wizard that was launched in March, 2025. As opposed to the training being self-service, this new one will be attached to the Lottery retailer portal, where they will have access to the modules. The training can also be customized for chains such as Walgreens or Kroger.

Approval of Minutes

Chairman Podolski called for any updates to the November 19, 2025, Lottery Commission meeting minutes. Seeing none, Commissioner Quick motioned to approve the November meeting minutes, which Chairman Podolski seconded. The motion passed unanimously, 5-0.

Spotlight Segment: Millionaire for Life and Gemstone TV Spots

Lauren Back, the Advertising Manager for the Lottery, presented rough cuts of two upcoming advertising segments for the Lottery.

Decision Items

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

- Game 391, \$50 \$3,00,000 Extreme Fortune with 2 top prizes of \$3,000,000. This game is anticipated to launch as needed when game 380 is ended in approximately May 2026.

Commissioner Quick made a motion to approve the decision items as presented, which was seconded by Vice Chair Clayton. 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 391, with a price point of \$50, has a 80% payout and overall odds of 1 in 2.56.

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

Scratch Game Performance

Ms. Ramsdell reported on the scratch game performance. Scratch sales for the month of November totaled just over \$45.5 million, an increase of \$1.1 million from prior year monthly performance figures. Scratch sales are tracking ahead about \$4.2 million of where they need to be to hit our goal in FY26, which is slightly more than \$611 million. All price points are tracking ahead of prior year sales except for the \$2 and \$3 price points. No new scratch games were launched in November.

Jackpot Game Performance

Jay Sisson, the Jackpot Games Manager for the Lottery, first gave a brief update from the previous month. Jackpot game sales for the month of October were \$21.3 million, which was a decrease of 42%, or \$15 million, compared to the month of September 2025. This was due to the Mega Millions jackpot being hit in September. During October, there was only one jackpot hit, which was a \$3 million Colorado Lotto+ purchased in Conifer, CO. Mr. Sisson noted that this was also the third time the Colorado Lotto+ has been hit in FY26.

Mr. Sisson then moved to the following month, outlining that sales for the month of November were \$23.4 million, an increase of 9.6%, or \$2 million, compared to the month of October. Compared to the same month last year, sales were up \$3.4 million, which was because as soon as the Mega Millions jackpot was hit, it was followed up by the current Powerball Jackpot at \$930 million for the 12/10 drawing. He also noted that Powerball has only been hit once this fiscal year, the \$1.787 billion jackpot hit in September. The Lottery also had a \$3.2 million Colorado Lotto+ winner from Walsenburg, CO, making that the fourth, and highest, Colorado Lotto+ jackpot for this fiscal year. Overall, Jackpot sales are up, with Mega Millions but mainly Powerball, by \$21.2 million, above projections.

FY26 Projected Sales, Expenses, and Disbursements Update

David Aldag, the Deputy Director for the Lottery, then gave the following update. He noted that he lowered the projected year-end forecast for Colorado Lotto+, as it continued to get hit in the first five months of the fiscal year. He also noted for the Commission that the Mega Millions jackpot run that the Lottery recently had, which hit \$980 million, took a lot longer than previous runs. This had been the first big run for Mega Millions since the new \$5 price point was implemented, and it took about five months to get to that amount, where previously it had taken around three months to hit the same amount. He said factors for this could be the price point, but also the timing with the other jackpots, and that there are too many factors to truly know. Mr. Aldag also pointed out that the current Powerball run has been growing more slowly than previous runs.

At this point, Mr. Aldag is projecting for the Lottery to hit the GOCO cap, but how much waterfall money there will be is yet to be determined. Proceeds projection is currently \$177 million, which would exceed the GOCO cap by about half a million dollars. There are no issues with expenditures with how things are going currently, and Mr. Aldag has been working closely with the marketing and comms team over the last few weeks on how that spend is going, and believes we are well-positioned. Staffing-wise, the Lottery is on track as there have not been any big changes in staffing, but a couple of positions may be added in the second half of the year. Mr. Aldag doesn't believe that we will come close to filling the 15 approved positions for the new fiscal year, but anticipated in the following year we may start to utilize them more.

FY25 Completed Financial Audit Report

Erin Garcia, the Controller for the Lottery, then gave a summary of the FY25 audit that they began in August. Their goal was to have a draft of the financial statements to the State Auditor's office by September 18th, a goal that she noted was met. After they submitted the statements to the auditors, they went through several levels of reviews through our external auditors' offices, including the Deputy State Auditor, Marissa Edwards, and the State Auditor, Carrie Hunter. After they submitted it on the 18th, they had the final version of the financial statements by October 9th. The Lottery's audit firm, Forvis Mazars, presented the financial statements to the legislative audit committee on the 20th of October. She said the presentation was very quick, and the committee had no questions. The gist was that the auditors issued a clean audit, stating there were no audit findings, recommendations, or adjustments that needed to be made. Ms. Garcia noted that the financial statements were presented fairly and in accordance, which was exactly what we wanted. She also informed the commission that they have implemented a new accounting standard in FY25, which was a tweak in the process for compensated absences. She took time to thank the Fiscal staff for all their hard work, and was proud to be able to report another clean audit for the Lottery.

Information Items, Director's Report

- **Player Health Update**

Meghan Dougherty, the Communications Manager for the Lottery, then gave a Player Health Update for the Commission. She informed the Commission that the Lottery has launched its gift responsibly campaign in partnership with Cactus. Giana Giraldi, the Promotions Manager, and Amanda Quintana, the Player Health Manager, will be on site at four different locations to

promote our holiday scratch and to inform players about the responsibility campaign. There is a page on the Lottery website where players can enter a pledge to gift responsibly and have the chance to win a Lottery Prize package. The Lottery is in the early stages of a partnership with GREO, and is discussing messaging and information on our products and players. GREO is a nonprofit organization that specializes in research around player health and well-being. Mr. Seaver commented that the purpose of this research project is to develop a messaging approach that is appropriate for Colorado.

- **PGRI Conference Takeaways**

Lottery staff Scott Chavkin, the Director of Marketing, Tiffany Ramsdell, Marie Valtakis, the Events and Sponsorship Manager, and Giana Giraldi, the Promotions Manager, all shared their individual highlights and takeaways from the PGRI Conference.

- **Proceeds Update**

Adrian Varney, the Proceeds Manager for the Lottery, then shared important updates on Conservation month and shared the “The Life of a Dollar” video that will be shown at various events.

Commission Items

Chairman Podolski asked Mr. Seaver what the next steps are for the Lottery after passing the new rules in the previous month. Mr. Seaver said they are focused on creating good, coherent, and consistent talking points that will be used in upcoming conversations with the legislature. He explained the importance of this is to make sure we can completely explain what and why we were doing it to different audiences. Mr. Aldag clarified that although the Lottery passed the use of credit cards, this practice is not currently in effect.

Adjournment

The Commission voted to adjourn the meeting, which passed unanimously, 5-0. Chairman Podolski closed the meeting at 9:37 am.

Completed by: Alanna Burns

Date of Approval: 1/14/26