

Minutes for the Colorado Lottery Commission

Call to Order

A Commission Meeting for the Colorado Lottery was held on Wednesday, June 10, 2026, online via Google Meet. The meeting was called to order at 8:00 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
Janelle Quick, Commissioner	Pegah Shokrani, Lottery
Michael Shea, Commissioner	Rhea Phaneuf, Lottery
Tom Seaver, Senior Director	Scott Chavkin, Lottery
David Aldag, Deputy Director	Sabrina Gonzales, Lottery
Adrian Varney, Lottery	Scott Chavkin, Lottery
Alanna Burns, Lottery	Tamara Wagner, Lottery
Amanda Quintana, Lottery	Tennille Segura, Lottery
Angel Ramos, Lottery	Terri Geier, Lottery
Brian Kohnlein, Lottery	Tiffany Ramsdell, Lottery
Derek Gutierrez, Lottery	Tom Campbell, Lottery
Diana Padilla-Morales, Lottery	Vivienne Payce, Lottery
Elizabeth Kippur, Lottery	Wendy Weldon, Lottery
Jay Sisson, Lottery	Tina Wolf, Aristocrat
Jeanette Casso-Linan, Lottery	Torrey Samson, Attorney General's Office
Jeffrey Adams, Lottery	Adriana Artega, Brightstar
Jenna Cordova, Lottery	Dwayne Wilson, Brightstar
Joanna Guadron, Lottery	Brian Kailey, CSU
Jon Tubbs, Lottery	Jaci Wagner, CSU
Kelia Busby, Lottery	Kristi Piazza, DOR
Kim Trujillo, Lottery	Corilyn Henry, Lotto.com
Lauren Back, Lottery	Jamie Glick, PGCC
Margarita Cuellar, Lottery	Amanda Saferin, Scientific Games
Marie Valtakis, Lottery	Jillian Cummiskey, Scientific Games
Mark Ocker, Lottery	Skyler McKinley, The Auto Club Group
	Scott Meiklejohn, Member of the Public

Introductions and Welcome

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

Approval of Minutes

Chairman Podolski called for any revisions to the May 13, 2026, Lottery Commission meeting minutes. Seeing none, Vice Chair Clayton moved to approve the May 13, 2026, Lottery Commission meeting minutes, and Commissioner Quick seconded the motion. The motion passed unanimously, 4-0.

Public Comment

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

SGEP Update

Jillian Cummiskey, from Scientific Games, provided a recruiting update. They currently have nine retail stores that they've installed in the last 30 days. She is encouraged with the continued traction that is being seen and expanding the Lottery footprint across the state. They have four retailers that have got retailer IDs and are pending installs, and nine retailers are waiting for background checks to be completed. She noted that in the last few months, they have been seeing a new interest in vape stores, specifically in the Denver metro area, where they have banned the sale of flavored vapes. They have expressed a lot of interest in adding Lottery to their product line and diversifying their products without that flavor option. So far, some of the bigger stores that have more foot traffic have applied and gotten installs, and they're very pleased with the results they have seen. She was also excited to note that Wyman's Mercantile, a new convenience store and gas station located off of Colfax, has applied and is waiting for installs. This store is in a great location and is already seeing a lot of foot traffic, and she is optimistic that this will be a great location for the Lottery.

Ms. Cummiskey then gave an update on SCiQ units and was happy to report they are seeing a great overall lift from retailers. She said that this is due to her and Tom Campbell, the Director of Sales for the Lottery, spending a lot of time building out best practices for specific retailers based on their performance and creating guidelines that are considered a retailer agreement. This agreement focuses on their buy-in to the infrastructure that SG has provided them, which she said has been a great tool for retailers. They also want to ensure that the retailers that have SCiQ are performing in the way that will allow the Lottery to see great results overall in the state. She said they have been focusing on out-of-stock rates, digital menu board placement, and bringing on one or two individuals called SCiQ Ambassadors. These roles are being created to help train retailers when they first get installations, but will also help when there are management changes or leadership changes within a store that has SCiQ.

Her last update was that SG is starting to book all travel arrangements and collect winner information from the Lottery for the Jurassic Park trip, which was linked to the Jurassic Park game launched last summer. The second-chance promotion for that game was a trip to Hawaii, which the winners will attend from November 5 to November 20. There will be about 100 winners, and Colorado has six of them. They will get to participate in different VIP experiences and excursions while there.

Brightstar Update

Dwayne Wilson from Brightstar reported that there are currently 4,033 terminals in the field, including approximately 900 vending terminals. The team is currently conducting a vending analysis to optimize placement and ensure the vending experience is enhanced, with an internal review scheduled for later the same day. They plan on continuing to work with Tom Campbell and his team to see where the analysis information can be put to best use. Mr. Wilson also noted that BSL is currently conducting a jackpot games portfolio analysis to manage the impact of national game changes on the Colorado portfolio. An initial analysis session with Tom Seaver, the Senior Director of the Colorado Lottery, and his team is planned for July, with further findings to be presented in the fall.

BSL has implemented a retailer self-service portal, which includes a QR code for accessing information on terminals, paper stock, and self-help menus. Furthermore, the team is enhancing their call center system by giving operators more insight into store setups and introducing mobile phone integration, allowing retailers to show operators exactly what they are seeing on their screens. Additionally, the team is evaluating content management systems to better utilize digital media assets, such as 10–15-second video clips, on new terminals.

Director's Report – The Three Pillars

Revenue

La Fleur Conference Update

Lauren Back, the Advertising Manager for the Lottery, and Tiffany Ramsdell, the Scratch Product Manager for the Lottery, both shared their takeaways from the Atlanta La Fleur conference they had just attended. Ms. Ramsdell highlighted the value of networking with other Scratch Product Managers from other states, which allowed for sharing strategies regarding game concepts, planning, and addressing industry threats.

Scratch Games and Guidelines for Approval

Ms. Ramsdell presented two decision items requiring Commission approval:

- Game 433, \$20 Magnificent Millions, with 2 top prizes of \$1 million. This game has a 74.5% prize payout and overall odds of 1 in 4.85.
- Game 434, \$10 Bigfoot Bonus Bingo, with one top prize of \$250,000. This game has a prize payout of 71% and overall odds of 1 in 3.37.

Commissioner Quick made a motion to approve the decision items as presented, which was

seconded by Vice Chair Clayton. The motion passed unanimously, 4-0.

Scratch Game Performance

Ms. Ramsdell then presented the following update on Scratch game performance. Scratch sales for the month of May totaled just over \$51.4 million, an increase of \$42K from the prior year's monthly performance figures. Scratch sales are tracking just behind, by about \$387K, where they need to be to hit the \$611,664,000 goal in FY26. Driving Scratch growth versus prior-year sales are the \$5, \$10, \$20, and \$50 price points. Those are up a combined \$21.8 million through May. In May, three new games were launched: a \$5 Uno, a \$10 Uno, and a \$20 Extreme Cash. Player feedback on the two Uno games has been very positive and has been reflected in the performance of both games.

Jackpot Game Performance

Jay Sisson, the Jackpot Manager for the Lottery, informed the Commission that overall jackpot game sales for May were approximately \$17.1 million, which was a decrease of \$588K (-3.5%) compared to the month of April. Year-to-date, jackpot sales are up about \$9.7 million (3.5%). Compared to May 2025, sales were up \$1.4 million, and as of the week ending on 6/6, the Lottery is seeing an uptick in sales due to the current jackpots. Every single product was up in sales, with the highest being Colorado Lotto+. He said this also helped Millionaire for Life sales, as they were waiting for the sales to reach a plateau after its recent launch. Sales for Millionaire for Life have reached \$10.8 million since inception, and while sales dropped from an initial \$800K per week to \$600K, the team is planning an advertising push to stabilize performance.

Financial Results and Projections

David Aldag, the Deputy Director for the Lottery, reported that the Lottery is projected to exceed the GOCO cap, with approximately \$2 million allocated to the Outdoor Equity Fund for the year. The Lottery currently has 105.25 FTE, and work has begun on FY27 projections, with results to be presented in July or August.

Responsibility

Player Health Update

Amanda Quintana, the Player Health Manager for the Lottery, provided an update on the Greo project, which is moving into the field-testing stage. She shared takeaways from the University of Nevada, Las Vegas Gambling and Risk-Taking Conference and the International Center for Responsible Gambling's Lottery Forward Conference. Key findings include that incentivizing the use of responsible gambling tools boosts brand trust and that self-assessment tools, such as the Positive Play Quiz, promote sustainable play. The quiz has seen nearly 4,000 completions in its first year, and research indicates it improves player behavior for up to three months post-completion. She also identified a need to address player confusion regarding game odds as a future focus area. Ms. Quintana also identified that younger audiences are a higher-risk demographic for problematic play. She explained that new videos and creative content in the player health program are designed to connect with this group and address the risks they face. There will be new video content released at the end of June. These videos cover responsible

gambling tools, misconceptions about lottery play, odds, self-assessment, financial literacy, and a “gifting responsibly” campaign.

Conservation

Proceeds update

Adrian Varney, the Proceeds Manager for the Lottery, explained the Spotlight Awards, which differ from Starburst awards, as they recognize specific projects selected by the Lottery rather than through an application process. Out of 18 total recipients, 4 were selected for these special awards, and she was able to present these winners to the Commission. Ms. Varney also detailed a strategy for outdoor recreation that integrates conservation, recreation, and climate preparedness. She then introduced Brian Kailey and Jaci Wagner from the Logan County CSU Extension to discuss their award-winning Outdoor Equity Program.

CSU Extension Equity Program

Brian Kailey, the County Director for the Equity Program, and Jaci Wagner, the Extension Specialist for the Equity Program, then discussed their award-winning Outdoor Equity program. Mr. Kailey reported that the program served a cohort of 40 junior high school students and 58 family members. Ms. Wagner shared that the program received \$99,548 in funding, and testimonials indicated that participants felt increased interest in outdoor activities, improved family dynamics, and a desire to continue learning outdoor skills.

Commission Items

Due to the final term of the current Chairman Podolski, the Commission held voting for the Chair and Vice Chair positions. The Commission voted for Vice Chair Clayton to take the position of Chair, and for Commissioner Quick to take the position of Vice Chair. There was no opposition; current titles held are now Chairman Clayton and Vice Chair Quick. Thanks and good wishes were given to Chairman Podolski for his years of service to the Colorado Lottery.

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 9:45 a.m.