

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 Meets. 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	Rachel Sanchez, Lottery
Bill Clayton, Vice Chairman	Rhea Phaneuf, Lottery
Christian Reece, Commissioner	Scott Chavkin Lottery
Janelle Quick, Commissioner	Tennille Segura, Lottery
Michael Shea, Commissioner	Terri Geier, Lottery
Tom Seaver, Senior Director	Thomas Kitts, Lottery
Adrian Varney, Lottery	Tiffany Ramsdell, Lottery
Alanna Burns, Lottery	Tom Campbell, Lottery
Amanda Quintana, Lottery	Mitchell Robinson, Allwyn North America
Angel Ramos, Lottery	Nicholaus Podsiadlik, Attorney General's Office
Brian Kohnlein, Lottery	Robert Dodd, Attorney General's Office
Cristi Gannon, Lottery	Torrey Samson, Attorney General's Office
David Aldag, Lottery	Ana Rios Salgado, Brightstar
Erin Garcia, Lottery	Dwayne Wilson, Brightstar
Giana Giraldi, Lottery	Evan Monteith, Cactus
Jay Sisson, Lottery	Madelaine Shipley, Cactus
Jenna Cordova, Lottery	Michael Phan, DOR
Kelia Busby, Lottery	Christy Reeves, GOCO
Lauren Back, Lottery	Mark Basedow, Lotto.com
Meghan Dougherty, Lottery	Meghan Kiss, Scientific Games,
Mike Strasser, Lottery	Jill Cumiskey, Scientific Games
Molly Romero, Lottery	

Introductions and Welcome

Chairman Podolski welcomed everyone and requested the Commission Secretary, Alanna Burns, take the roll call of the Commissioners. She noted that Chairman Podolski, Vice Chair Clayton, Commissioner Reece, Commissioner Quick and Commissioner Shea, were all present.

Public Comment

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

SGEP Update

The Scientific Games update was given by Jill Cummiskey, the Director of Sales and Operations at Scientific Games. She reported that there are currently five retailers in the process of getting approved for their retailer IDs. She noted that two of these locations were most exciting, and wanted to present them to the Commission. The first retailer is a small local chain of Ace Hardware stores who have currently licensed two of their seven locations, and are looking to expand into every store. Ms. Cummiskey explained two reasons this is beneficial to the Lottery, the first being Ace Hardware is a good local brand, and there are a lot of small family owned chains around the state that most people are not aware of. She noted the second exciting thing is a lot of these locations have post offices in the backs of their stores. This creates a unique opportunity to see where the owners decide to place the vending machine, especially as foot traffic increases during the holiday season. The benefit of having a post office in the back of the store is that it forces customers to line up through the merchandise aisle, which will create visibility for the Lottery products, if nothing else. Ms. Cummiskey is optimistic that this will be a great partnership between this chain of stores and the Lottery. The second location that Ms. Cummiskey noted was a boxing gym in Aurora, Colo., which is trialing the sale of Lottery products. She did note that this was a new trade style, but she had open conversations with the owner about foot traffic and comfortability having Lottery products in his establishment. She expressed that the owner was very excited to have the opportunity to bring the Lottery in, and is looking forward to seeing how this partnership goes.

The other update Ms. Cummiskey had for the Commission was that every SciQ unit has been contracted out to the field. They are seeing a positive return from retailers that have the SciQ units, now that they have all been distributed. The next step Scientific Games is working on is a big update of all of their market basket analysis. She expanded on what this is by explaining that the SciQ units are different from other dispensers in the industry. The uniqueness is because each dispensing unit bin has a camera in it, so they are able to see exactly which tickets are being sold in one transaction, and what products players are buying together. She explained that the original idea when they did the data analytics, and saw which price points and styles or types of games that are frequently bought together, was to help shape the portfolio. Ms. Cummiskey explained that their data indicated a \$10 bingo game would do very well, and they would be launching the game later this month. Another big market basket analysis will be done now that the territory is a lot bigger, there are more units, and thus more data to pull from. She expressed her excitement as we will get to see more purchase trends and habits from our in-state players, and how to cater to them. These units will help us see what our player types are, what games they want to purchase, and what they want to purchase together so they can start filling in the portfolio for what the players are asking for. Ms. Cummiskey said she is eager to see the results from this, and looks forward to working with Tom Campbell, the Director of Sales for the Lottery, Tiffany Ramsdell, the Scratch Product Manager, for the Lottery, and the

product team as a whole.

Tom Seaver, the Senior Director of the Lottery, explained to the Commission that before the Lottery had a contract with Scientific Games, there was no staff to focus on recruitment. He noted this was because all of the Lottery's sales reps were tasked and fully devoted to servicing existing accounts, which caused our retail count to remain stagnant for many years. During this time, the only reason the Lottery would add a new retailer was if a chain that sold products opened a new location, which was done through the corporate account team. Mr. Seaver expressed that because of the SGEP contract the Lottery is now able to go out and recruit retailers, and this is especially important when we have a large jackpot like we saw recently. When an occasion like this occurs, every point of access matters, and ensuring that our players can access the Lottery when they need to and want to. We used to be very strict about foot traffic and store count, and how many people were filtering through a location, and while we still use that information to help evaluate stores, the most important aspect is point of contact.

Brightstar Update

Dwayne Wilson, one of the General Managers for Brightstar Lottery, then gave the Commission an update. Mr. Wilson said that there was not a lot to update on between now and the previous meeting on 8/22/25, but that this week would be the final week before Go-Live took place. He reminded the Commission that they had been running the new and old system in tandem so that they can check everything, and ensure the system can balance everyday business. He also noted that he, Tom Campbell, the Director of Sales for the Lottery, and Jay Sisson, the Jackpot Manager for the Lottery, spent last week and this week completing messaging for the retailers to remind them of the changes that would be taking place over the weekend. They have also been working with Terri Geier, the Director of Operations for the Lottery, and her team in BAMO, to finalize testing for this time period. He clarified that testing will not stop once Go-Live happens, as they continue to test the system and any enhancements that are made. They are getting everything wrapped up for Ms. Geier and her team, as they have been spending a lot of time preparing their permanent lab space at the Pueblo Office headquarters. He said that he would be spending the day helping them get their new testing system set up in the permanent location so that the BAMO team will be settled back into their office after Go-Live. Mr. Wilson let the Commission know that starting today they have people in state, and have been meeting with other vendors, including Ms. Cumiskey, who has been a big part of the meetings that have been held with Scientific Games. He expressed his gratitude for her and her team's help with this as they have been meeting every day as preparation for this change. In the coming days, Brightstar has 21 staff members, consisting of various system engineers to focus on different areas of the Lottery's new system, which will be in person to support the Lottery staff through the transition. He explained that on Saturday evening the system always goes down for the maintenance window. This allows the various Brightstar and Lottery updates to take place; however, this time it will allow us to do these updates and close out of the old system and move the new one into the primary spot. There will be a period of time from Saturday at midnight to Sunday morning for us to complete final checks, testing, and work with various groups to make sure all connections are secure before relaunching the system and turning it back on for the retailers.

Approval of Minutes

Chairman Podolski called for any updates to the August 22, 2025, Lottery Commission meeting minutes. He expressed to the Commissioners that he made a comment to Alanna Burns, the Commission Secretary, to include titles when completing the minutes for clarity for those who are not familiar with the Lottery, or were not present at the meeting. Seeing no other comments Chairman Podolski motioned to approve the August meeting minutes, which Vice Chair Clayton seconded. The motion passed unanimously, 5-0.

Decision Items

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

- Game 398, \$3 LOTERIA with a \$30,000 top prize. This game is anticipated to launch as part of the Last-Minute Holiday Gifts campaign on December 8.
- Game 399, \$5 LOTERIA Grande with a \$100,000 top prize. This game is anticipated to launch as part of the Last-Minute Holiday Gifts campaign on December 8.
- Game 400, \$10 National Lampoons Christmas Vacation and \$10 National Lampoons Vacation. This game will be released in two pulses, the first on December 8 will feature the Christmas version as part of the Last-Minute Holiday Gifts campaign. In January 2026, the National Lampoons Vacation version will be released. Each version of the game features a top prize of \$200,000.

Chairman Podolski asked when the last time was that the Lottery featured a LOTERIA game. Ms. Ramsdell confirmed it was last year around the same time for the Last-Minute Gifts December Launch. She did note that last year featured a \$3, \$5 and \$10 version of this game and that the \$3 version was the most popular.

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 398 with a price point of \$3, has a 63% payout, and overall odds of 1 in 3.82.
- Game 399 with a price point of \$5, has a 68.5% payout, and overall odds of 1 in 3.43.
- Game 400 with a price point of \$10, has a 71% payout, and overall odds of 1 in 3.72.

Vice Chair Clayton moved to approve the Scratch Game Guidelines as presented, which was seconded by Chairman Podolski. 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 August, 2025, totaled just over \$53.9 million, which is an increase of \$6.4 million

dollars over prior year totals. Scratch sales are tracking \$621,000 behind where they need to be to hit the \$611.6 million goal for FY26. There were five new games launched in August, \$1 Black Cherry Slots, \$3 5 Hearts, \$5 Blackjack Tripler, and \$10 Duces Wild Poker. A \$50 game was also launched to replace a game that ran out of inventory, \$3 million Millionaire Maker.

Jackpot Game Performance

Mr. Sisson reported that the overall Jackpot sales for the month of August were \$29.8 million, which was an increase of almost 44%, or a little over \$13 million, when compared to the month of July. Sales for this August when compared to last August are up \$10.5 million. Mr. Sisson then spoke briefly on the recent Powerball run that the Lottery had, mentioning that it was a \$1.8 billion advertised jackpot for the September 6 drawing. There were two jackpot winners for that draw, one in Texas, and one in Missouri. They each shared the \$1.787 billion jackpot, each receiving \$893.7 million. Mr. Sisson stated that this was a good run that had started on June 1, and went until September 6, and consisted of 42 drawings, or 14 weeks, for the jackpot to reach that dollar amount. He noted for the Commission that last time the jackpot was at \$1.77 billion in FY24, and it took 36 draws. This jackpot took six drawings, or two weeks longer to reach that amount, but sales the last two weeks were very good.

Mr. Sisson then outlined the winners that the Lottery saw in the month of August. There was one \$2 million winner, 3 \$150,000 winners, 1 \$100,000 winner and 2 \$50,000 winners. Then in September between the 1st and the 6th, we had 1 \$150,000 winner, 5 \$100,000 winners, and 4 \$50,000 winners. He explained that although we did not see the large jackpot winner, we had quite a few lower level winners.

Chairman Podolski asked when someone wins and turns in a ticket, how long it takes when they choose the cash option for them to receive their payout. Mr. Sisson deferred to claims for this question, but did follow up that if it is a big Powerball winner and they chose the annuity or cash option their payout will happen within two weeks. Brian Kohnlein, the Director of Security and Investigations for the Lottery, confirmed that Mr. Sisson was correct and mentioned that for the high tier winners, they write the check and usually wait about a week or two for it to clear, but specified it is usually faster than that. He also expressed his appreciation for the Claims and Security staff for processing all of the large winners so efficiently.

Mr. Seaver added on with an explanation on the scratch sales report that Ms. Ramsdell gave. He stated that even though we are \$621,000 behind our target, which is surprising because scratch sales are doing very well, the Lottery keeps raising the target for these sales. Last year, we were just under our \$600 million goal, so the goal was raised, but \$600 million would still be an all-time record for scratch sales. He reinforced that our scratch sales are doing great, we just have a very aggressive sales target.

FY26 Projected Sales, Expenses, and Disbursements

David Aldag, a Budget Manager for DOR, then provided the Commission with his update. He did mention that as it is early in the fiscal year, he does not yet have a lot of actual numbers, but that they did a preliminary close on July and will be working on closing out August next week.

The document provided in the packet is the beginning point for the fiscal year in terms of the forecast. Mr. Aldag explained that they were looking at being about \$2.5 million short of the GOCO cap based on the initial forecast of sales and expenses. For July and August, jackpot sales were a little ahead of forecast, and in the first eight days of September, Powerball sales were \$19 million. The total forecast of sales in September was about \$22 million, so with Powerball alone the Lottery is almost at the goal for this month's jackpot sales. Mr. Aldag is projecting we will be at least \$18 million ahead in sales after the first quarter is complete, which translates to at least \$3.5-\$4 million in proceeds. So that initial shortfall of the GOCO cap that was conservatively given, is quickly going away with the big Powerball run, and he is cautiously optimistic that we will hit it. He also followed up that scratch sales are doing well, and the Lottery is starting off the year strong for the first quarter.

Chairman Podolski asked Mr. Aldag to clarify when a Powerball ticket is purchased what percentage does the Colorado Lottery receive for a ticket that is purchased in Colorado, vs. one that is purchased outside of Colorado. Mr. Aldag explained that sales within Colorado belong to Colorado, and those sales are not shared with anyone. There is a portion of money that goes from Colorado to support the jackpot prizes, which is funded by a portion of what we receive in sales. He also clarified that we do not get the benefit of any sales in other states, their sales belong to them, and ours to us. Mr. Seaver also clarified that jackpots are paid out of the pool of funds, not just by the state it is bought in. Mr. Aldag also explained that the recent \$1.8 billion dollar win that was paid out, is supported by sales from the entire country, not just the state. Commissioner Reece asked for clarification on where the breaking point is, as in, is it just the jackpot winners that get paid out of the pool or is it a certain amount and above get paid out of the pool? Mr. Sisson explained that it is just the jackpot winners that get paid out of the pool, and 50% of every dollar spent goes towards prizes. Out of that 50%, a portion of that goes to the jackpot pool, and the Colorado Lottery pays all the lower end prizes won in Colorado. He also explained that if for any reason we had an enormous amount of \$2 million winners or \$1 million winners, there is a reserve that MUSL has that would pitch in to help pay for that.

After he was done speaking Mr. Aldag noted in the chat that scratch sales for July-August are \$1.2 million ahead of the forecast.

Rulemaking Update

Mr. Campbell addressed the Commission with an update on the rulemaking process. On September 3, there was a stakeholder meeting to receive and record any public comment on the proposed changes. Stakeholders were sent an email informing them about the opportunity to provide verbal feedback and/or provide written comments by September 12th. This list had over 50 stakeholders that consisted of retailers, corporate retailer chains, retailer organizations, and other interested groups. Stakeholders that were not on the list could request a link to the meeting and/or provide written comment by going to the Secretary of State's website. Mr. Campbell noted that there was no public comment given at the September 3 meeting, and as of today he has not received any written comment to the email box. The stakeholder meeting was recorded, along with the list of attendees, and all of this information was placed in the rulemaking folder that the Commissioners have access to. After the September 12 deadline

passes, the Lottery will meet to finalize the rule draft to present to the Commission for approval at the October 8 Commission meeting. Mr. Campbell requested that the Commissioners review the redline version of the changes and reach out individually, without speaking to other Commissioners, with any questions or concerns before October 8. He noted that a complete review of the rules was conducted and resulted in a very extensive change to grammar language and formatting to improve accuracy without changing the intent, purpose, or meaning of the rule. He stated unless there were any objections he plans to focus on the actual changes to any rules or definitions as they are listed in the rule document. After that he will open up to any questions about the changes to the grammar or formatting. As the document is 102 pages long, this approach will save a lot of time. Mr. Campbell thanked the Commission for their time, and asked that they reach out to himself or Ms. Burns with any questions they may have before the October meeting.

Director's Report

- **GOCO Video Updates**

Adrian Varney, the Proceeds Manager for the Lottery, gave the Commission an update on all of the projects that the Lottery was a part of over the summer. These updates included statistics on the engagement that was seen from the People's Choice Voting Contest for the Starburst Awards and the new advertising that was featured for the Starburst Awards. She then congratulated the City of Lakewood, as their Bear Creek Trail was this year's winner. Other updates included the Lottery's various participation in activities during Parks and Recreation Month, which Giana Giraldi, the Promotions Manager for the Lottery, also spoke on. The Lottery has started to feature a pop up called the "Lottery Lounge" for which Ms. Varney was happy to report has seen a lot of positive engagement and feedback since being featured at events over the summer. More events and programs included America's Birthday Bash, the presentation of a Starburst award for Lewis Heritage Farm at the Colorado State Fair, the Slab grand opening in Pueblo, the Mosquito Range Heritage Initiative Stewardship Crew, Canyon Edge Open Space in Larimer County, the Resiliency Youth Program, and the Mt. Tom Conservation Corridor. She then outlined a list of upcoming events that the Lottery is looking forward to being a part of.

- **Introduction for New Communications Manager**

Meghan Dougherty, the Communications Manager for the Lottery, introduced the Commissioners to the new Communications Manager, Rhea Phaneuf, and noted she would be present at the next meeting.

- **Responsible Gaming Education Month (RGEM) Update**

Amanda Quintana, the Player Health Manager, then gave a Player Health Update for September to the Commission. She informed the Commission that September is RGEM and they have been doing some promotions to support that. The campaign for this is focused on gambling literacy and addressing the common misperceptions per study results that were done. She also updated that the Positive Play quiz that

was introduced at last month's meeting has seen good engagement and responses from players. She also showed off some new signs that would be featured in the Lottery Claims offices across Colorado. She was also excited to announce that our Responsible Gaming tickets won an award at the NASPL conference that was taking place in Niagara Falls, Canada.

Commission Items

There were no Commission items.

Adjournment

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

Alanna Burns

Completed by: Alanna Burns

10/08/2025

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