

Minutes for the Colorado Lottery Commission

Call to Order

A Commission Meeting for the Colorado Lottery was held on Friday, August 22, 2025, in person at the Pueblo Lottery Headquarters and via Zoom. The meeting was called to order at 2:03 p.m. and was presided over by Chairman Podolski.

Attendees

In attendance were the following:

Stan Podolski, Chairman	Rachel Sanchez, Lottery
Bill Clayton, Vice Chairman	Sandra Azcarate, 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
Jennifer Anderson, Deputy Director	Tiffany Ramsdell, Lottery
Adrian Varney, Lottery	Tom Campbell, Lottery
Alanna Burns, Lottery	Mitchell Robinson, Allwyn North America
Amanda Quintana, Lottery	Torrey Samson, Attorney General's Office
Brian Kohnlein, Lottery	Ana Rios Salgado, Brightstar
Bridget Rader, Lottery	Dwayne Wilson, Brightstar
David Aldag, Lottery	Joe Lapinski, Brightstar
Diana Padilla-Morales, Lottery	Monika Hernandez, Brightstar
Erin Garcia, Lottery	Evan Monteith, Cactus
Giana Giraldi, Lottery	Madelaine Shipley, Cactus
Jay Sisson, Lottery	Scott Koehler, DOR
Jeanette Casso-Linan, Lottery	Mark Basedow, Lotto.com
Jeffrey Adams, Lottery	Meghan Kiss, Scientific Games,
Kassie Gutierrez, Lottery	Jill Cumiskey, Scientific Games
Kelia Busby, Lottery	Harper Stephens, Member of the Public
Lauren Back, Lottery	Malissa, Member of the Public
Mike Strasser, Lottery	Marvin Yates, Member of the Public
Molly Romero, Lottery	Scott Meiklejohn, Member of the Public
Nathan Laney, Lottery	

Introductions and Welcome

Chairman Podolski welcomed everyone. He noted that he, Vice Chairman Clayton, Commissioner Reece, Commissioner Quick, and Commissioner Shea were all in attendance. Chairman Podolski stated that everyone else would be noted on the official meeting minutes.

Public Comment

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

SGEP Update

Ms. Kiss informed the commission that there are 3 SciQ units remaining that need to be installed from their contract. Ms. Cummiskey continued the update, noting that they have 488 of the 500 SciQ units installed, and all remaining units will be installed by the end of the year. To help get all of the units deployed, they have strengthened their partnerships with companies like Kroger and Circle K. She noted that after analysis, the stores with SiQ units are performing 3% better than similar brands that do not have SciQ, primarily from Kroger locations.

Ms. Cummiskey continued her update on how they are focusing their recruiting. They are gearing more towards liquor stores, expanding their overall footprint throughout the state, and nontraditional trade styles. They currently have 95 stores that they have quoted and sent information to, which she commended was a great number. She highlighted that there is now a good sense of urgency to revisit these stores and get them excited about the upcoming holiday season, as it is incredibly popular among consumers. Chairman Podolski asked what the criteria is for liquor stores to obtain a license. Ms. Cummiskey commented that the Lottery puts emphasis on having a good partnership, and how much foot traffic the store receives. Size can also be indicative, but the majority is honesty about the financial terms, and making sure the partnership will be mutually beneficial.

Brightstar Update

Mr. Wilson built off of Ms. Kiss and Ms. Cummiskey's update by informing the Commission that over the last three months the Brightstar Colorado team, Tom Campbell's team, and the Scientific Games team have all been crucial in helping them disburse new terminals and the corresponding peripherals, new Jackpot signs, and new vending machines across the entire Colorado Lottery Network. He applauded all of these teams, stating that this was not an easy undertaking as it required every team's support, however they are very proud to have accomplished it. Over the next three weeks, they will be focusing on turning on the new system that will be running all of the new terminals and peripherals in parallel with the existing system. This will give the Brightstar team time to check everything, and make sure it is ready for the new network, and ensure it can balance all the daily activity. These preparations will guarantee that they are ready for the go live date, Sunday, September 14th. This is the date the new system and network will launch for all retailers in Colorado.

Mr. Wilson then introduced Joe Lapinski, who has been with Brightstar, formerly IGT, since 2000. He has been primarily involved from his home in Austin, Texas, and he is now the Brightstar Regional Vice President for Region II. Mr. Wilson explained that this region is mostly the western states, but includes Michigan, Minnesota, and Wisconsin. Mr. Lapinski will be visiting the Lottery from time to time, and will be present in September for the go live. Vice Chair Clayton asked Mr. Wilson when IGT transitioned to Brightstar, and Mr. Wilson reiterated they had made this change in July. He further explained the transition of their company was similar to other partners in their industry. Previously, the gaming and lottery divisions were merged under the IGT name, which was beneficial at the time as it allowed them to share technology and knowledge. Mr. Wilson explained they have since separated from the gaming division, which still falls under the IGT name, and transformed their sector into the new Lottery Services. Brightstar is now an iLottery focused company similar to what they were in the past. Since branching out, they can focus entirely on all the Lottery customers and the future of the iLottery. Vice Chair Clayton asked for clarification that Brightstar is exclusively Lottery, and IGT is exclusively gaming, and that neither of the companies merged with other entities but merely branched off. Mr. Wilson confirmed this was correct.

Approval of Minutes

Chairman Podolski called for any updates to the July 9, 2025, Lottery Commission meeting minutes. Seeing none, Commissioner Quick motioned to approve the June meeting minutes, which Chairman Podolski seconded. The motion passed unanimously, 5-0.

Spotlight Segment

Ms. Back presented the Denver Broncos Orange Cash Scratch TV Spot segment to the Commission. This commercial is for the \$5 Orange Cash Scratch Game, which is the Lottery's new licensed game in partnership with the Denver Broncos. The launch date will be on September 15th, and has a top prize of \$100,000. She did note for the Commission that this is a rough cut of the commercial, and not the final one that will be aired. She took time to thank the Cactus team for their hard work and contributions to the commercial as well. Ms. Back indicated that the game would start September 15th, and the campaign would start the 22nd.

Decision Items

Ms. Ramsdell presented three Decision Items requiring Commission Approval:

- Game 394, \$3 Ornament Drop with a top prize of \$30,000. This game is anticipated to launch as a part of the holiday lineup on October 27th.
- Game 397, \$20 \$20,000 Frenzy with 22 top prizes of \$20,000. This game is anticipated to launch as a part of the holiday lineup on October 27th.
- Game 407, \$20 \$500,000 Crossword with a top prize of \$500,000. This game is anticipated to launch as needed as a replacement to the current \$20 \$500,000 Crossword when the inventory is depleted.

Chairman Podolski asked if the Lottery has featured a game like the Ornament Drop before. Ms. Ramsdell said that this specific play style has not been used by the Lottery yet, as it is a

new format that was developed by Scientific Games.

Commissioner Reece 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 394 with a price point of \$3, has a 65% payout, and overall odds of 1 in 3.11.
- Game 397 with a price point of \$20, has a 74.5% payout, and overall odds of 1 in 3.01.
- Game 407 with a price point of \$20, has a 74.5% payout, and overall odds of 1 in 3.04.

Chairman Podolski 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 that Scratch sales totaled just over \$47.3 million for July, 2025. This is an increase of \$1.6 million compared to prior year monthly performance tools. There were no new games launched in July.

Jackpot Game Performance

Mr. Sisson presented the Jackpot game performance and stated that the overall Jackpot game sales for the month of July were approximately \$15.7 million, which was an increase of a little over \$1 million compared to the month of June. Sales for this July compared to last July were down \$1.2 million. Mr. Sisson said he looked back to July, 2024, to see what the jackpot prizes were during that time, and noted that there was a \$500-\$600 million Mega Millions jackpot, and Powerball had a \$180-\$200 million jackpot. He said that this was slightly comparable, but the good news is that the Lottery is currently on a jackpot roll with Powerball at \$700 million. Wednesday, August 20's draw coverage was 8.8% of the available numbers covered.

Mr. Sisson reported that the only jackpot that got hit during July was the Colorado Lotto, which was on 7/5 for \$2.3 million. He noted that it had just been hit last week as well, which makes this recent win the second time in the first two and a half months of the fiscal year. Last year at this time it had been hit three times, so Mr. Sisson was hopeful the Lottery is doing a little better than last year, but would like the jackpot to grow as it continues to get hit around \$2.3-\$2.5 million. Vice Chair Clayton followed up with a question about how Mega Millions sales are doing since the price change from \$2 to \$5. Mr. Sisson said that the Lottery has lost a lot of play in the number of games because of the price increase, but sales are consistently hovering around 21-22% increase in dollar sales for like sized jackpots. However, he did clarify that even with the price increase, the jackpots are not growing as much as anticipated. Mr. Seaver explained that sales are up overall, and this change was built to drive the jackpot when it gets bigger, and as of right now it has not grown enough to see the anticipated effect. He explained that when the jackpot gets to a better trigger point where more people are joining

the game, \$5 will not be as much of an obstacle. Further explaining that players are more likely make \$5-\$10 bets when the jackpot is large, and the Lottery hasn't had the appropriate environment where it can make use of the value of the higher price point yet. Mr. Seaver said if we can get to \$500 million on this next roll, the Lottery can expect more of a sharp incline along the sales curve, as every bet will be worth \$5 and not \$2. Vice Chair Clayton asked if the increase comes off the dollar amount or the amount of tickets sold, as there are less tickets being sold, but more dollar amounts. Mr. Seaver said what will happen when we get more of a threshold with the jackpot is that the players who aren't actively participating right now, as they are not interested in the lower jackpot, will start jumping in as it begins to grow, and the \$5 will no longer be a barrier. Mr. Seaver acknowledged that playing at a lower level, the \$5 price point is a barrier, however when the jackpot grows to \$500-\$700 million, that is no longer a barrier. So therefore, the people who decide to jump in, the least they can jump in for is \$5, which will show a more accelerated sales curve at the higher jackpot level, as that is what the game was built to do. Mr. Seaver likened it to an unknown commodity, and the results will only be shown once the Lottery sees a larger jackpot.

Mr. Seaver followed up with an update on the new game, Millionaire for Life. This game has been through two rounds of consumer testing as a \$5 game. The prizes for this game will go from \$1,000 a day to \$1,000,000 a year for life, which is the top prize for this game. Millionaire for Life will be launched in February, 2026, as part of the new game rules that are being submitted, and will replace the Lucky for Life game. There are currently 33 lotteries that have committed to it, and the population is a little over 200 million from those states. Mr. Seaver stated that population is also important, as a large base is necessary in order to generate winners. He said everything for this game is in good shape, the game rules and MUSL rules have all been adopted by the member states, there is now a logo for the game, and they are working on finalizing everything with Brightstar and the other game vendors, in order to help keep everything on schedule. Research for this game showed that it will appeal to younger players which will be important in building the bridge to bring in new and younger players to the player base.

FY26 Projected Sales, Expenses, and Disbursements

Mr. Aldag first presented the final numbers for FY25. The Scratch sales for the year ended at \$599.7 million, which was just 0.22% short of the sales goal for the year, and the jackpot sales were short of their goal by about 14%. From the last meeting, the Lottery was anticipating a \$3 million shortfall in the GOCO cap, however, Mr. Aldag informed the Commission that Nancy Bartoz, the current Lottery Controller, found a \$2 million Powerball jackpot that went unclaimed. Therefore, in June, the fiscal team was able to go back and reduce prize expenses, so the final number the Lottery was short for the GOCO cap was only \$1.1 million. Mr. Aldag reiterated that there have been significant increases in the GOCO cap in the last three years, which has created some challenges for the Lottery; but despite this, the Lottery had a record year, and sent \$84.9 million to GOCO. The GOCO cap for FY26 has gone up by \$1.9 million, a little over 2%, which was not quite as significant as previous years. Mr. Aldag also reported for FY25, there were no spending issues, there were 106 Full-Time Equivalents (FTEs) at the end of July, there have been several approved positions for FY26, some of which have been posted,

and there are 6 known retirements/departures anticipated for FY26. Mr. Seaver commented that despite being slightly under the Scratch goal for FY25, this was the largest single year of scratch sales the Lottery has ever had, and despite not hitting the FY25 GOCO cap, this was the largest contribution the Lottery has ever made. Ms. Varney, the Proceeds Manager, also noted that because GOCO was planning for the Lottery to be at a \$5 million deficit, but were only at about a \$1 million deficit, they were able to pad their reserve funding up. With this extra reserve funding they are working with Colorado Parks and Wildlife to make sure the Outdoor Equity Grant Program has funding for the next fiscal year. Ms. Varney stated that even though the Lottery did not reach the GOCO cap this year, the actions and the preparations that were taken by GOCO will allow us to still show up for our partners collectively in FY26. Mr. Aldag reminded the Commission that the total proceeds given were nearly \$170 million, which was a large number despite having poor jackpot luck in FY25.

Mr. Aldag gave a brief overview of the Lottery's goals and financial forecasts for FY26. The profit target for the coming year is a little over \$879 million, which is somewhat comparable to what we achieved in FY23. Mr. Aldag did note that they are being cautious in the projections for Powerball and Mega Millions, but are expecting more profit from them in the coming year. Powerball for FY25 was one of the lowest that the Lottery has ever seen, which is why they are hopeful for a rebound in the coming year. Despite the GOCO cap going up slightly for FY26, Mr. Aldag believes the Lottery will come very close to reaching the target this year, and hopefully with more jackpot luck will surpass the goal. Vice Chair Clayton then asked Mr. Aldag specific about questions about Personal Services, EDO, Management and Administration, and OIT costs specific to the Lottery. Mr. Aldag clarified the questions, and said the allocations and costs are the most stable they have been for quite some time, and he is not anticipating drastic changes in the coming year.

Rulemaking Update

Ms. Anderson began the update by informing the Commission that the Lottery was currently working on a draft rule, which has been filed by Ms. Segura with the Secretary of State's office, as of last week. This is the beginning of the rule change process, and the next steps will be publishing a public hearing date, which will occur at the October 8th Commission meeting. Ms. Anderson informed the Commission that in the meantime Mr. Campbell will be taking over most of the stakeholder management and communications, due to her departure. There will be a stakeholder meeting on September 3rd, and will allow for people to submit public written comment, which will need to be completed by September 12th. The Lottery website has been updated to reflect this information and process, and an email address for the rule change has been added for the public to send notice to.

Ms. Anderson then addressed the Commission with an overview of the rule change. The document contains a large amount of redlining, the majority of which comes from format changes. There were also definitions changed, or removed entirely, based on their applicability to the rules. One of the goals of this rule change was to take repetitive sections, that are similar for each game, and create a general section that will govern both scratch and jackpot games. This will help reduce the amount duplicative sections, and ensure repetitiveness is kept

to a minimum. Ms. Anderson explained that this is beneficial for when we will need to amend a rule, it will only need to be amended in one place instead of each individual rule. She did note that she sent the Commissioners an explanation of the majority of the changes for their reference. More of the substantive changes include removing the limitation for retailers that they can only sell lottery products for cash, checks, money orders, or debit cards in Rule 2. This will allow players the opportunity to use any type of payment beyond cash or cash equivalent. One of the precipitating factors for this, is that the Lottery is currently in the midst of a conversion, and the new vending machines will be able to take card payments, including credit cards. Ms. Anderson noted that this will open opportunities for the Lottery as this is a demographic of people being excluded. She explained that many individuals no longer carry cash or debit cards, and prefer credit cards because of the security and insurance they are associated with. There is a rulemaking folder available to the Commission, that contains documents outlining how many states take credit, verses those who don't, and other files that outline information on this subject. Ms. Anderson recommended for a more thorough look at this subject, the Commission should read those supporting documents.

Another change that is being made to the rule is clarifying some of the changes that were previously made to the courier section. Ms. Anderson assured the Commission that no changes were being made to the process, but simply ensuring clarity on all the subject matter. Also, a change was made to Rule 3, the section that stated that the Lottery can sell direct. This change made it clear the Lottery can now sell via internet, telephone, computer, or any other electronic device/equipment. If approved, this will allow the Lottery to sell direct to players online or via a mobile application.

Ms. Anderson began her next point by explaining that instant scratch games and jackpot games each fall under their own product categories, and within instant scratch games, there are different types of products. The products include scratch tickets, which are currently being sold, and the other is the new product being added, called E-Instant. The definition for this is being added now, which ensures all that will be required are guidelines for specific E Instant games being launched at a later date. She further explained that in the statute if it's a jackpot game, you have to change the rule, but for instant scratch games it is simply the guidelines that have to be changed, because they launch faster and more frequently. E Instant will function like scratch tickets and be launched every week. She did note for the Commissioners that we will present the guidelines for each individual game for approval, but by putting this in the rule it allows for this adjustment in the future. This was a necessary addition as right now there was no mention of this in the rule, and it is a different type of game. The last major change is to Rule 14E, Lucky for Life, which is being repealed as of February 21st, 2026. This game will be replaced with Millionaire for Life, which after extensive research, they believe will be a more successful jackpot game. Ms. Anderson noted that this was the gist of the major changes, and most of the other redline is clean up.

Mr. Campbell said he will be presenting this rule change to the Commission at the October 8th meeting, and presenting the changes at the stakeholder meeting on September 3rd. Ms. Anderson noted that all public comment will be available to the Commission within the rule

folder as well as a recording of the stakeholder meeting. Ms. Anderson said what the Lottery is asking of the Commissioners, is to look at the rule and decide if they have questions or would like any further information on the rule change. The Commissioners can reach out to Mr. Campbell or Ms. Burns regarding any information or questions they may have, which will then be placed in the folder for all Commissioners to view. Ms. Anderson explained at the stakeholder's meeting Mr. Campbell will summarize the public comment, talk about any changes made in response to public comment, and this will help outline any differences between the draft the Commissioners currently have and the one that will be presented at the October 8th meeting. There will also be opportunity for public comment at the October 8th Commission meeting. Commissioner Quick asked if Ms. Anderson foresees anyone who will have an issue with the changes that have been put in place. Ms. Anderson said that she could not say for certain, but since there have been 10 lotteries who have started selling products online and via an app, there are several other lotteries who are in the same position as the Colorado Lottery. This change will allow the lottery to reach a demographic that is currently not buying any products, and will help us continue to see positive scratch sales and growth. She believes there will be a positive impact as long as a good relationship is maintained with retailers, ensuring they are still integrated in the Lottery. Ms. Anderson also noted the last time the Colorado Lottery had a new central gaming system was 13 years ago.

Director's Report

- **NCPG Takeaways**

Ms. Quintana presented her Player Health Updates to the Commission, and began by noting she and Mr. Strasser attended the National Conference on Gambling Addiction and Responsible Gambling. At this conference they were able to network with different providers across the country, and some international attendees. Mr. Strasser commented that they got to see the perspectives illuminated of the health care and public health communities that are not always apparent in the Lottery. He noted every jurisdiction is different, but it is vital that people remain collaborative, and highlighted the importance that the Lottery remains a good steward and responsible operator within the lottery industry. Ms. Quintana noted that every three years the National Council on Problem Gambling (NCPG) does a study on behaviors and attitudes as it related to gambling and gambling harms. These study results have shown a decrease in risks associated with gambling because of the work being done as a collective. She explained that this does not mean gambling is no longer risky or efforts shouldn't continue, but the work being done as a whole is having an impact. This is important for the gambling industry, specifically the lottery because ensuring sustainability is a major goal. She also noted that the Responsible Online Gambling Association has incorporated some beneficial tools that the Lottery may look at also integrating into our Player Health Program. Ms. Quintana was elected to join the NCPG board of directors, and is the first Lottery staff member who has ever served on this national board.

Ms. Quintana also mentioned the Know Your Limits page on the Colorado Lottery website has been updated and now includes a Positive Play Quiz. This quiz helps

improve player literacy, and helps them to think about how they can play responsibly, and what that looks like for them. Vice Chair Clayton asked if information is captured when people take the Positive Play Quiz. Ms. Quintana explained that no personal information is collected, but the statistic information is, which will be helpful for data backed decisions for the Lottery. She also noted that September is Responsible Gaming Education Month, and all the assets for this campaign will drive people to the quiz, which will help collect a lot of data right away.

Mr. Seaver informed the Commission that the Lottery will provide an update in the coming months on a new research study with Greo, a company based in Canada, that we will be participating in. This will help the Lottery refine the responsible gambling messaging, which will be beneficial in narrowing down the vast number of things the Lottery can address on this subject. This study will help refine what message best suits the needs of the Colorado Lottery, and develop a state specific strategy

- **NASPL Professional Development Seminar Takeaways**

Lottery staff Ms. Back, Ms. Giraldi, Ms. Ramsdell, Mr. Sisson, Mr. Kohnlein, and Ms. Quintana all shared their individual highlights from the Kentucky NASPL trip.

- **Introduction for New Lottery Controller**

Mr. Koehler the Accounting Director, introduced the new Lottery controller, Erin Garcia, who will be replacing the current controller Ms. Bartoz at the end of the calendar year.

- **Meeting Transition from Zoom to Google Meets**

Ms. Burns informed the Commission that due to the recent issues the other state agencies had been seeing with unauthorized users joining their public meetings, the commission meetings in the future will be held on Google Meets. This is in hopes to prevent users from joining and sharing inappropriate messages and images. She noted that she will be participating in a DOR issued Google Meets training to help teach users how to set up secure meetings. Ms. Burns will delete the recurring Zoom meetings from the calendar, but requested the Commission to delete the meetings off their personal calendars to reduce confusion.

- **Announcement of Deputy Senior Director Departure from the Lottery**

Mr. Seaver then took time to acknowledge Ms. Anderson's contributions over the years to the Lottery's success. He took time to commend all of her accolades as well as thank her for her years of service.

Commission Items

- **Chair and Vice Chair Elections**

Ms. Anderson clarified that there are no restrictions on the number of terms that a Chair and Vice chair can serve, however reelections should occur for those positions at the beginning of each fiscal year. Vice Chair Clayton nominated to reelect

Commissioner Podolski as Chair, Commissioner Reece seconded, the motion passed unanimously 5-0. Chairman Podolski will serve as Chair until the end of his term in July, 2026. Commissioner Reece nominated to reelect Commissioner Clayton as Vice Chair, Chairman Podolski seconded, the motion passed unanimously 5-0. Vice Chair Clayton will serve as Vice Chair until elections are held in July, 2026.

Adjournment

Chairman Podolski requested a motion for adjournment. Commission Reece moved to adjourn the meeting, which Vice Chair Clayton seconded. The motion passed unanimously 5-0. Chairman Podolski adjourned the meeting at 4:00 p.m.

Completed by:

Date of Approval