



Idaho Lottery Commission Meeting Minutes

Date, Time, and Place

The 269th meeting of the Idaho Lottery Commission took place on Thursday, September 26, 2024, at Idaho Lottery Headquarters, Boise, Idaho and via Zoom.

Attendees:

Commissioners Present:

Chairman, Craig Corbett
Commissioner, Sue Kerrick
Commissioner, Skip Smyser
Commissioner, Amy Bloem – via Zoom

Lottery Staff Present:

Director, Andrew Arulanandam
Chief Operating Officer, Becky Schroeder
Deputy Director of Sales, Larry Polowski
Deputy Director of Marketing, Sherie Moody-St. Clair
Director of Lottery Security, Tony Pittz
Management Assistant, Gaby Perez
Public Information Specialist, David Workman

Others Present:

Ryan Belveal, Diamond Game
Jacob Sauer, Division of Financial Management
Jeremy Pisca, Risch Pisca
Becki Woodbury, CLM
Steve Poole, Intralot - via Zoom
Robin Williams, Pollard Banknote – via Zoom
Bob Fisher, Scientific Games – via Zoom

1. Meeting Called to Order

Chairman Corbett called the meeting to order at 10:00 AM.

2. Approval of the Minutes*

Commissioner Kerrick moved to approve the minutes from the July 19, 2024, Commission meeting. Commissioner Smyser seconded the motion. The vote was unanimous for approval.

3. Director Introduction

Director, Andrew Arulanandam, introduced himself to the commission, he stated he was born and raised in Malaysia and moved to Boise to attend BSU in 1988. He graduated with a Communications degree. He worked on political campaigns with previous Governors Kempthorne and Batt. He became a policy advisor for Governor Batt as well as an advisor for the Native American desk which included gaming compact negotiations. He also served as the Executive Director of the Idaho Republican Party. Since then, he has been working for the National Rifle Association and was excited for the opportunity to come back to Boise and be part of the team.

4. Administration Update

Pollard Banknote Ticket Printing Contract Extension*

Chief Operating Officer, Becky Schroeder, requested extending the Scratch ticket printing contract with Pollard Banknote for two years. Pollard is our primary ticket printer with 71% of our tickets printed by them.

Commissioner Smyser moved to approve the extension. Commissioner Kerrick seconded the motion. The vote was unanimous for approval.

Scientific Games Ticket Printing Contract Extension*

Chief Operating Officer, Becky Schroeder, requested extending the Scratch ticket printing contract with Scientific Games for two years. Scientific Games is our secondary ticket printer with 29% of our tickets being printed by them.

Commissioner Kerrick moved to approve the extension. Commissioner Smyser seconded the motion. The vote was unanimous for approval.

5. Current Sales Report

Ben Klotthor, Chief Financial Officer, reviewed the current sales report as well as the quarterly financial statement and those reports are entered into the minutes as an attachment.

6. Sales Division Update

Deputy Director of Sales, Larry Polowski, updated the Commission on the retirement of our long-term employee Jill Hamperle-Frank who worked for the Lottery for 25 years. He stated Jill is a wealth of knowledge and will be missed by our employees as well as her retailers. He also updated the Commission that we now have two more state vehicles to add to our fleet.

7. Marketing Division Update

Deputy Director of Marketing, Sherie Moody-St. Clair, had many updates for the commission. The Lottery received two Batchy Awards at NASPL 2024. The first was for the **Corporate Communications Retailer Newsletter** for our 35th Anniversary. The second was in the **Special Category - TV Spot under 25K**. We were also a finalist for the best retailer promotion with **O'Christmas Spree**. She also updated the Commission on the success we had at both the Eastern and Western Idaho Fairs, where we generated over \$200,000 in sales. We are in the middle of Bucks for Books, where we collaborate with the Idaho Commission for Libraries to award \$50,000 in grants for books to schools around the state. We also have a very popular promotion currently taking place, Name that Scratch Game, where our players submit name ideas for a new scratch game. Lastly, we are gearing up for Raffle season, there will be two 1-million-dollar winners.

8. Security Division Update

Director of Lottery Security, Tony Pittz, informed the Commission that our new Random Number Generator (RNG), has been configured and is running well. He also let the Commission know that we passed our audit with the Idaho State Police, where they verified that we are running background checks correctly, we are storing those documents correctly and that only approved employees have access to those documents.

9. Set Future Meeting Date*

The Commission agreed that the next regularly scheduled meeting will be Thursday, November 21, 2024, at 10:00 AM in Boise, Idaho.

Commissioner Kerrick moved to approve the date and Commissioner Smyser seconded the motion. The vote was unanimous for approval.

10. Adjournment

Commissioner Smyser moved to adjourn, seconded by Commissioner Bloem and the meeting was adjourned.

Certification:

I hereby certify that the foregoing minutes are a true and correct record of the actions and decisions made by the Lottery Commission.



November 21, 2024

Andrew Arulanandam
Director
Lottery Commission

Date



**FISCAL YEARS 2025 and 2024 COMPARATIVE SALES
FISCAL YEAR TO DATE THROUGH AUGUST 31st**

	<u>FISCAL YEAR 2025</u>	<u>FISCAL YEAR 2024</u>	<u>INC/(DEC)</u>	<u>%</u>	<u>FY25 PROJECTED TO DATE</u>	<u>OVER/(UNDER)</u>
DRAW SALES						
POWERBALL	4,273,420	9,809,262	\$ (5,535,842)	-56.4%	7,114,754	(2,841,334)
MEGA MILLIONS	4,195,211	8,925,031	(4,729,820)	-53.0%	4,404,372	(209,161)
LOTTO AMERICA	575,767	571,864	3,903	0.7%	465,847	109,920
LUCKY FOR LIFE	952,746	908,332	44,414	4.9%	923,224	29,522
IDAHO PICK 3	366,213	411,562	(45,349)	-11.0%	393,852	(27,639)
IDAHO PICK 4	235,994	225,959	10,035	4.4%	211,749	24,245
WEEKLY GRAND	-	276,086	(276,086)	-100.0%	-	-
IDAHO CASH	572,060	360,209	211,851	58.8%	355,738	216,322
5 STAR DRAW	224,765	623,745	(398,980)	-64.0%	338,798	(114,033)
TOTAL	<u>11,396,176</u>	<u>22,112,050</u>	<u>(10,715,874)</u>	<u>-48.5%</u>	<u>14,208,333</u>	<u>(2,812,157)</u>
PULLTAB SALES						
TOUCHTABS	12,994,757	12,097,811	896,947	7.4%	13,568,852	(574,095)
PULLTABS	463,943	426,125	37,818	8.9%	406,557	57,385
TOTAL	<u>13,458,700</u>	<u>12,523,936</u>	<u>934,764</u>	<u>7.5%</u>	<u>13,975,410</u>	<u>(516,710)</u>
SCRATCH SALES						
SCRATCH	37,557,634	37,922,761	(365,127)	-1.0%	39,639,344	(2,081,710)
INSTAPLAY	2,986,940	1,706,091	1,280,849	75.1%	2,244,536	742,404
TOTAL	<u>40,544,574</u>	<u>39,628,852</u>	<u>915,722</u>	<u>2.3%</u>	<u>41,883,880</u>	<u>(1,339,306)</u>
TOTAL SALES	<u>\$ 65,399,450</u>	<u>\$ 74,264,838</u>	<u>\$ (8,865,388)</u>	<u>-11.9%</u>	<u>70,067,623</u>	<u>(4,668,173)</u>