



Idaho Lottery Commission Meeting Minutes

Date, Time, and Place

The 270th meeting of the Idaho Lottery Commission took place on Thursday, November 21, 2024, at Idaho Lottery Headquarters, Boise, Idaho and via Zoom.

Attendees:

Commissioners Present:

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

Lottery Staff Present:

Director, Andrew Arulanandam
Deputy Director of Sales, Larry Polowski
Deputy Director of Marketing, Sherie Moody-St. Clair
Director of Lottery Security, Tony Pittz
Chief Financial Officer, Ben Klotthor
Management Assistant, Gaby Perez
IT System Administrator, Kyle Warner – via Zoom

Others Present:

Ryan Belveal, Diamond Game
Jacob Sauer, Division of Financial Management
Brad Surkamer, CLM
Steve Poole, Intralot
Phil Reberger, Sullivan Reberger
Bobby Lawrence, Eide Bailly
Robin Williams, Pollard Banknote – via Zoom
Bob Fisher, Scientific Games – via Zoom
Arica Todd, Risch Pisca – via Zoom

1. Meeting Called to Order

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

2. Approval of the Minutes*

Commissioner Smyser indicated that a correction needed to be made to the motion to adjourn in the meeting minutes from the September 26, 2024 meeting. The correction will be made prior to posting.

Commissioner Smyser moved to approve the minutes from the September 26, 2024, Commission meeting. Commissioner Kerrick seconded the motion. The vote was unanimous for approval.

3. Director Update

2024 Financial Statement/Audit – Eide Bailly Partner, Bobby Lawrence*

Eide Bailly Partner, Bobby Lawrence, reviewed the Financial Audit report with the Commission. He also reviewed the Management’s Discussion and Analysis. The report is entered into the minutes as an attachment. He thanked our CFO, Ben Klotthor, for his work on the audit and indicated there are no findings to report.

Commissioner Stright moved to approve the Financial Audit. The motion was seconded by Commissioner Kerrick. The vote was unanimous for approval.

NFL Powerball Game

Director Arulanandam touched on the NFL MUSL game that has been discussed in prior meetings. This game is set to be released in September 2025. The Director has been involved in many discussions with other lottery directors and believes it is reasonable and prudent for Idaho to participate.

4. 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.

5. Sales Division Update

Deputy Director of Sales, Larry Polowski, updated the Commission on the prize payment card that was discussed and approved in July as a temporary

rule change. He reported that it has been very successful with our Jackson's retailers and hopes we can make this a permanent rule with the legislators in the upcoming session. He also updated the Commission on our fleet vehicles, we now have all Ford Escapes in our fleet, having just sent our last Kia Souls to auction.

7. Marketing Division Update

Idaho Lottery Event Vehicle RFB

This item was not reviewed in this meeting as the RFB was not ready.

Bucks for Books Delivery Recap

Deputy Director of Marketing, Sherie Moody-St. Clair, updated the Commission on the success of our Bucks for Books program. There were 17 deliveries, and all were made in the two weeks before Thanksgiving. Sherie showed a video of some of the deliveries and the excitement experienced by school librarians.

8. Security Division Update

Director of Lottery Security, Tony Pittz, updated the Commission on the Liquor Store robberies that happened in our area a few months back. Because they were also stealing Lottery tickets, we were able to find the suspects and they are currently in jail awaiting sentencing. He also stated that the Security Division is updating all Retailer Applications and rechecking their status and credit. They are about 90 percent done with the process. Tony also updated the Commission about an Active Shooter training he provided to Lottery staff that was very successful.

9. Set Future Meeting Date*

The Commission agreed that the next regularly scheduled meeting will be Thursday, January 16, 2025, at 10:00 AM in Boise, Idaho.

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

10. Adjournment

Commissioner Kerrick moved to adjourn, seconded by Commissioner Stright 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.



Andrew Arulanandam, Lottery Director
Lottery Commission Secretary

January 16, 2025

Date



**FISCAL YEARS 2025 and 2024 COMPARATIVE SALES
FISCAL YEAR TO DATE THROUGH DECEMBER 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 | 13,544,876 | 29,382,306 | \$ (15,837,430) | -53.9% | 21,114,754 | (7,569,878) |
| MEGA MILLIONS | 13,758,288 | 14,194,947 | (436,659) | -3.1% | 13,071,038 | 687,250 |
| LOTTO AMERICA | 1,838,491 | 1,436,958 | 401,533 | 27.9% | 1,382,514 | 455,977 |
| LUCKY FOR LIFE | 2,747,084 | 2,598,710 | 148,374 | 5.7% | 2,739,891 | 7,193 |
| RAFFLE | 4,500,000 | 4,500,000 | - | 0.0% | 4,500,000 | - |
| IDAHO PICK 3 | 1,113,841 | 1,196,286 | (82,445) | -6.9% | 1,168,852 | (55,011) |
| IDAHO PICK 4 | 702,212 | 631,780 | 70,432 | 11.1% | 628,415 | 73,797 |
| WEEKLY GRAND | - | 792,426 | (792,426) | -100.0% | - | - |
| IDAHO CASH | 1,299,979 | 1,141,105 | 158,874 | 13.9% | 1,055,738 | 244,241 |
| 5 STAR DRAW | 687,375 | 1,103,035 | (415,660) | -37.7% | 1,005,464 | (318,089) |
| TOTAL | <u>40,192,146</u> | <u>56,977,553</u> | <u>(16,785,407)</u> | <u>-29.5%</u> | <u>46,666,667</u> | <u>(6,474,521)</u> |
| PULLTAB SALES | | | | | | |
| TOUCHTABS | 39,883,410 | 38,921,514 | 961,897 | 2.5% | 40,268,852 | (385,442) |
| PULLTABS | 1,356,263 | 1,175,790 | 180,473 | 15.3% | 1,206,557 | 149,705 |
| TOTAL | <u>41,239,673</u> | <u>40,097,304</u> | <u>1,142,369</u> | <u>2.8%</u> | <u>41,475,410</u> | <u>(235,737)</u> |
| SCRATCH SALES | | | | | | |
| SCRATCH | 113,904,654 | 112,126,997 | 1,777,657 | 1.6% | 117,639,344 | (3,734,690) |
| INSTAPLAY | 7,711,680 | 6,033,805 | 1,677,875 | 27.8% | 6,661,202 | 1,050,478 |
| TOTAL | <u>121,616,334</u> | <u>118,160,802</u> | <u>3,455,532</u> | <u>2.9%</u> | <u>124,300,546</u> | <u>(2,684,212)</u> |
| TOTAL SALES | <u>\$ 203,048,153</u> | <u>\$ 215,235,659</u> | <u>\$ (12,187,506)</u> | <u>-5.7%</u> | <u>212,442,623</u> | <u>(9,394,470)</u> |