



WASHINGTON'S LOTTERY COMMISSION MEETING MINUTES

June 12, 2025

Lottery HQ – Olympia, WA/Microsoft Teams

Commission Member Attendees:

Judith Giniger, Commissioner, Chair
Schuyler Hoss, Commissioner
Eileen Sullivan, Commissioner

Lottery Staff Attendees:

Joshua Johnston, Director
Cassi Villegas, Deputy Director
Kristi Weeks, Director of Legal Services
Todd Steben, Director of Finance
Randy Warick, Director of Sales & Marketing
Derek Poppe, Director of Security & Licensing
Kathi Patnode, Assistant Marketing Director
Anquone Conyer, Support Services Manager
Leah White-Noreen, Director of HR & SS
Shar Hawley, Director of Org. Perf. & Planning
Alex Dupille Policy Coord. Project Manager
Jessica Roswell, Marketing Operations Manager
Jim Bevan, SharePoint & Office Admin. Coord.
Wyatt LaBaw, Investigator
Alex Satterlund, Internal Auditor
Hilary Elkins, Budget Manager
Jenna Johnson, Procurement Manager
Qwaidon Frederick, Customer Service Specialist
Dan Gisel, Regional Sales Manager
Meredith Wooton, Regional Sales Manager
Shannon Miller, Customer Service Specialist
Rita Hawkins, Executive Assistant
Jenna Johnson, Procurement Manager
Sharon Yoshida, Business Analyst/ QA Tester
Jennifer Jun, DSR
Jenny Whiteside, Corporate Account Manager
Paulette Miller, Sec. Licensing Admin. Assist.
Brian Minks, Corporate Account Manager
Brian McCabe, DSR
Tiffany Pringle, Leg. Service Coordinator
Beverly Reinhold, Sec. Specialist, Draw Mgr.
Tasha Shipman, Warehouse Supervisor

Stacy Sund, Merchandising Specialist
Chelsey Sok, HR Consultant 2
Amit Suri, SQL Database Administrator
Stuart Woods, Regional Sales Manager
Dean Renner, Regional Sales Manager
Adrianne Perry, DSR
Eric Stanczak, DSR
Miki Naas, General Ledger Analyst
Corey Emery, Infra. & Support Supervisor
Christopher Rhodes, Helpdesk Lead
Razzaleen Bantilan, DSR
Sue Ann Davis, Customer Service Specialist
Carissa Glassburn, Gaming Vendor Liaison
Shelly Renecker, Financial SVS Supervisor
Renee Smith, Accounts Receivable Analyst
David Dean, Regional Sales Manager
Stephanie Dieball, Accounts Receivable
Cheryl Earsley, Scratch/Promotion Coordinator
Sue Fitzgerald, Fiscal Analyst
Nikki Holien, Management Analyst
Cody LaCourse, Procurement/Supply Specialist
Sean Lee, HR Consultant
Sophia Lay, Customer Service Specialist
Tim O'Bryan, DSR
Becky Feigner, Customer Service Specialist
Scott Gatterman, Assist. Regional Sales Mngr.
Jennie Brashear, Accounts Payable Supervisor
Qwaidon Frederick, Customer Service Specialist
Young Cho, Customer Service Specialist
Lance Anderson, Assistant Director of Sales
Ernesto Ramos, Customer Service Specialist

Other Attendees

Eric Allen, Assistant Attorney General
Dan Miller, Curator
Emily Libby, VML
Kristie Christensen, VML

Rebecca George, WIGA
Becky Bogard, IGT
Xiamara Garza-Urbieta, Curator
James Mackenzie, VML
Ron Miguel, Scientific Games

Ernie Perez, IGT
Rosina DePoe, WIGA

Linda Edwards, WIGA
Scooter Churchill, VML

Call to Order:

9:00 a.m. –Chair Giniger called the June 12, 2025, Lottery Commission meeting to order.

Chair Giniger asked for a commissioner roll call. Commissioner Schuyler Hoss and Eileen Sullivan confirmed their virtual attendance. Commissioner Rudy Mendoza is not in attendance.

Approval of Meeting Minutes:

Chair Giniger entertained a motion to adopt the minutes of the April 17, 2025, Commission Meeting as presented.

Commissioner Hoss **so moved**, and Commissioner Sullivan **seconded**. Commissioner Giniger called for a vote to approve the minutes of the April 17, 2025, Commission Meeting. **Ayes** were unanimous. **Motion carried.**

Director's Update:

Director Johnson began his presentation with a budget update and reviewed the 2025-2027 budget bill signed into law last month. Director Johnston walked through Washington's Lottery's 6% or \$2.18 million biennial reduction to our appropriated account and impacts to the Lottery as a result. Director Johnston noted that there will be more challenges ahead and Washington's Lottery is approaching this biennium with caution. Director Johnston shared that the team is taking a rigorous approach to budget planning. Rather than using past budgets as a baseline, we are combining elements of the zero-based and performance-based budgeting to build a deliberate and results-focused plan. This approach is designed to reduce discrepancies between drafts and maintain a tight focus on beneficiary contributions. Director Johnston said more details will be shared by Mr. Todd Steben during the financial update and that the Commission will have a similar presentation of the budget in August, as the revenue forecast will arrive later this month.

Next, Director Johnston gave an overview of the sales performance of *Scratch* and draw games and contributions to beneficiaries. To provide more clarity he began by sharing both our total contribution amount and contribution percentage going forward. He said this will offer a more complete picture of how our sales performance is translating into beneficiary support. Director Johnston also provided a Mega Millions performance update since the game change.

Director Johnston concluded with two positive reports. First, he announced the 2025 Power Award nominees, Jenny Whiteside our Corporate Accounts Manager, and Dan Miller, Curator. Director Johnston recognized their hard work and effort this last year and read quotes from their nomination letters. Lastly, Director Johnston took a few moments to present a Mega Millions Consortium award to Dan Miller, Curator, for his work on the April 2025 game change launch.

Deputy Director's Update:

Deputy Director Cassi Villegas provided three updates: suspended operations, One Washington, and virtual cards for prize payments.

Deputy Villegas shared the suspended operations, and step-down project was cancelled because a budget was passed by the deadline, and we avoided a possible shutdown. Although it was cancelled, it was good practice and review for staff members. Second, Deputy Villegas discussed the One WA project, saying it is moving along, and that the team at the Lottery continue to dedicate resources to this project and are on track for a go live date, when that is decided.

Finally, Deputy Villegas discussed the virtual card project, an option for prize payments is on track and moving along quickly. We are working with IGT to integrate this virtual card option seamlessly into our current system where we process other payments. A general go-live date for virtual cards will be in late September.

Legislative & Legal Services Update:

Kristi Weeks started with the usual statistics of formal and informal requests for information, lawsuits and administrative hearings.

Ms. Weeks also shared that we received two Petitions for Assignment of Winnings. An assignment is when a player who has won a prize in future installments (such as Lucky for Life scratch games or the annuity option for jackpot prizes like Lotto, Powerball, and Mega Millions) elects to sell future prizes to a third party at a reduced value. The amount of the reduction depends on the timing of the payments and whether they are guaranteed (such as jackpot prizes) or based on the life of the player in a Lucky for Life type of game. Ms. Weeks said we generally have one or two assignments per year. It is often the same winners who are assigning increasingly distant payments for increasingly small dollar amounts. In the two most recent cases, one winner is exchanging three future payments of \$52,000 each (years 2029-2031) for \$65,000. She won in 2004 and previously sold other earlier payments. In the other case, a recent winner from 2023 is assigning 20 future payments totaling about \$1M for a lump sum of a little over \$250,000.

Lastly, Ms. Weeks updated the commission regarding the rulemaking for Title 315 WAC, which was authorized at the previous commission meeting in February. Ms. Weeks will have draft language for the claim process and general clean-up rulemaking at the August meeting.

Financial Report: FY25 Quarter 4 Update:

Todd Steben, Director of Finance, presented next and talked about the financial performance fiscal year through April 30th. Mr. Steben said we are tracking well with our appropriations and continue to forecast landing within budget at the end of the fiscal year.

Commissioner Hoss asked if due to the challenges lotteries face across the nation, is Powerball doing anything to boost sales? Director Johnston responded, saying yes, they are looking at couple of options. First, looking at making the purchase window larger, specifically allowing the West Coast players to have extra time to purchase tickets, as well as making a change to the number of drawings per week through daily drawings.

Biennium 2025-2026 Budget Approval:

Next, Mr. Steben walked the group through the 2025-2027 budget projections and asked for the commission's approval. Commissioner Hoss asked if once the June forecast comes in, what the timeframe is for viewing the forecast? Mr. Steben said we will officially have a look at the status next week and must respond to the Office of Financial Management (OFM) by June 24th. Mr. Steben added that we are as prepared as possible. Commissioner Giniger thanked Mr. Steben for using reality and experience to understand the budget challenges.

Commissioner Giniger entertained a motion to adopt the 2025-2027 biennium budget. Commissioner Hoss so **moved**, Commissioner Sullivan **seconded**. Commissioner Giniger called for a vote to approve the 2025-2027 biennium budget. **Ayes** were unanimous. **Motion carried.**

Sales and Marketing Update

Randy Warick, Director of Sales and Marketing began by presenting the weekly sales of lottery products. Highlighting *Scratch*, Mega Millions, Hit5 and Match 4. He continued mentioning the current promotion, Sunday Only, a great opportunity for players, buy a \$5 Cash POP ticket and receive a \$1 Lotto ticket for free. Mr. Warick went on to update the commission on Mega Millions, providing field perspectives, player purchasing habits, and social media influence. Next, Mr. Warick shared the regional offices that are now installed with the GT20s, allowing offices to not only redeem tickets, but now offices will be able to sell products.

Kathi Patnode took over and shared a marketing update. Ms. Patnode included updates on media coverage since the last commission meeting, the new Department of Imagination broadcast spots coming out soon, a Mariners *Scratch* update, the Jurassic Park promotion, set to launch on Monday, June 16th, and the beneficiary campaign featuring a QR code that takes players directly to the Washington Student Achievement Council website. Ms. Patnode concluded the marketing report by looking ahead to the launch of the Seahawks *Scratch* ticket in August. Ms. Patnode previewed the fan favorites who will appear in the campaign, Kam Chancellor and Steve Largent.

Commissioner Hoss asked to be provided with a deeper analysis of the DOI and kiosks. Director Johnston said we will schedule additional time to share with Commissioner Hoss.

Scratch Artwork

Kathi Patnode, Assistant Director of Marketing, presented the new *Scratch* ticket artwork for the commissioners' review and briefly talked about each one. The commission had no questions.

Commission Business/Agenda Items:

Chair Giniger asked the commissioners present if they had anything they would like to add to the next meeting in June. Commissioners had no items to share at this time but will reach out to Director Johnston with any new items.

Public Comment:

Chair Giniger asked if anyone online or in the studio is interested in speaking today. Hearing no comments, Chair Giniger closed the public comment period.

Adjournment:

Commissioner Giniger adjourned the meeting at 10:45am

The June 12, 2025, Lottery Commission Meeting Minutes were approved this _____ day of _____, 2025.

Respectfully submitted,

Judy Giniger, Commission Chair

Rita Hawkins, Executive Assistant