



Idaho Lottery Commission Meeting Minutes

Date, Time, and Place

The 272nd meeting of the Idaho Lottery Commission took place on Thursday, March 20, 2025, at Idaho Lottery Headquarters, Boise, Idaho and via Zoom.

Attendees:

Commissioners Present:

Chairman, Craig Corbett
Commissioner, Sue Kerrick
Commissioner, Joni Stright
Commissioner, Skip Smyser - via Zoom
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
Chief Financial Officer, Ben Klotthor
Administrative Manager, Gaby Perez
Key Accounts Manager, Belinda Unger

Others Present:

Brad Surkamer, CLM
Steve Poole, Intralot
Rich Wheeler, Intralot – via Zoom
Phil Reberger, Sullivan Reberger
Pat Sullivan, Sullivan Reberger
John Sheldon, Sullivan Reberger
Kellie Bergey, Eide Bailly
Jason Kreizenbeck, Lobby Idaho
Ryan Belveal, Diamond Game – via Zoom
Bob Fisher, Scientific Games – via Zoom
Cameron Basco, Scientific Games – via Zoom
Shanna Bray, Pollard – via Zoom
Jeremy Pisca, 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 Kerrick moved to approve the minutes from the January 16, 2024, Commission meeting. Commissioner Smyser seconded the motion. The vote was unanimous for approval.

3. Director Update

Intralot Gaming System Contract Review and Consideration/Vote*

Director Arulanandam spoke to the Commission regarding the Intralot Gaming System Contract Review. He let them know he was open to an RFP process and wanted to ensure that any offer that was brought before us would make financial and operational sense. Intralot came with an initial proposal in January, and it was thoroughly reviewed. The new contract extension, documentation detailing the offer is entered into the minutes as an attachment, includes two five-year extensions, the New Gaming System Engine and Back Office: LotosX, Single Ticket Activation, Marketing/Promotional Tracking, New Equipment and saves the Lottery approximately \$1.38 million annually. The management spoke individually about the benefits to their departments with the contract extension.

Commissioner Kerrick moved to approve the amendment to our Intralot Gaming System contract extension for two, five-year terms. The motion was seconded by Commissioner Stright. The motion passed.

4. Administrative Update

Financial Audit Services RFP – Recommendation for Award*

Chief Operating Officer, Becky Schroeder, requested approval to award the Financial Audit Services RFP to Eide Bailly for a term of three years.

Commissioner Smyser moved to approve the award for Financial Audit Services to Eide Bailly. The motion was seconded by Commissioner Stright. The vote was unanimous for approval.

5. Current Sales Report

Ben Klotthor, Chief Financial Officer, reviewed the current sales report and that report was entered into the minutes as an attachment.

6. Sales Division Update

Deputy Director of Sales, Larry Polowski, updated the Commission on our InstaPlay portfolio and how we have worked on eliminating games that were not performing well, he also stated that our Scratch ticket sales are up and we are awaiting a background check on a new hire to the sales team.

7. Marketing Division Update

Deputy Director of Marketing, Sherie Moody-St. Clair, updated the Commission on our Scratch for Schools program and how successful that has been throughout the state. She also updated the Commission on the Lucky for Life promotion where we gave away thirty-one one-thousand-dollar wins, we are currently promoting Bucks N' Trucks which is a \$10 scratch ticket with a chance to win three Ford F-150 Tremor Trucks.

Fruit Explosion Interactive Game – Bid Requests*

Sherie Moody-St. Clair requested approval from the Commission to go out to bid for an Interactive Game, Fruit Explosion, which is tied to our Fruit Explosion Scratch Ticket.

Commissioner Stright moved to approve publishing our Bid Requests for our Fruit Explosion Interactive Game. The motion was seconded by Commissioner Kerrick. The vote was unanimous for approval.

Advertising – Request for Proposal*

Sherie Moody-St. Clair requested approval from the Commission to end our Strategy contract and combine our Media and Creative Contracts. She explained that we, as the Lottery, would like to take on Strategy on our own to have more flexibility, be able to include all our employees as well as be more cost effective. She also explained that combining Media and Creative would also be cost effective as well as easier to manage rather than managing multiple agencies at once.

Commissioner Stright moved to approve cancelling the Strategy Contract and combining Media and Creative, and going out to bid for Advertising and Media together. The motion was seconded by Commissioner Kerrick. The vote was unanimous for approval.

8. Security Division Update

Director of Lottery Security, Tony Pittz, updated the Commission on our update to our retailer application process. This document will soon be available online for easier tracking and processing.

9. Set Future Meeting Date*

The Commission agreed that the next regularly scheduled meeting will be Thursday, May 15, 2025, at 10:00 AM in Boise, Idaho.

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

10. Adjournment

Commissioner Stright moved to adjourn, seconded by Commissioner Kerrick 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

5/15/2025

Date



**FISCAL YEARS 2025 and 2024 COMPARATIVE SALES
FISCAL YEAR TO DATE THROUGH FEBRUARY MONTH END**

	FISCAL YEAR 2025	FISCAL YEAR 2024	INC/(DEC)	%	FY25 PROJECTED TO DATE	OVER/(UNDER)
DRAW SALES						
POWERBALL	17,848,832	34,193,902	\$ (16,345,070)	-47.8%	27,885,246	(10,036,414)
MEGA MILLIONS	15,797,903	17,401,785	(1,603,882)	-9.2%	17,262,295	(1,464,392)
LOTTO AMERICA	2,549,288	1,838,339	710,949	38.7%	1,825,820	723,468
LUCKY FOR LIFE	3,680,084	3,405,336	274,748	8.1%	3,618,443	61,641
RAFFLE	4,500,000	4,500,000	-	0.0%	4,500,000	-
IDAHO PICK 3	1,477,554	1,579,792	(102,238)	-6.5%	1,543,648	(66,094)
IDAHO PICK 4	893,526	827,036	66,490	8.0%	829,918	63,608
WEEKLY GRAND	-	1,042,730	(1,042,730)	-100.0%	-	-
IDAHO CASH	1,623,834	1,434,878	188,956	13.2%	1,394,262	229,572
5 STAR DRAW	940,875	1,339,780	(398,905)	-29.8%	1,327,869	(386,994)
TOTAL	49,311,896	67,563,578	(18,251,682)	-27.0%	60,187,500	(10,875,604)
PULLTAB SALES						
TOUCHTABS	53,062,550	52,255,054	807,496	1.5%	53,181,148	(118,598)
PULLTABS	1,921,325	1,593,253	328,073	20.6%	1,593,443	327,882
TOTAL	54,983,875	53,848,306	1,135,569	2.1%	54,774,590	209,284
SCRATCH SALES						
SCRATCH	152,087,920	149,946,688	2,141,232	1.4%	155,360,656	(3,272,736)
INSTAPLAY	9,440,149	8,227,722	1,212,427	14.7%	8,797,131	643,018
TOTAL	161,528,069	158,174,410	3,353,659	2.1%	164,157,787	(2,629,718)
TOTAL SALES	\$ 265,823,840	\$ 279,586,294	\$ (13,762,455)	-4.9%	279,119,877	(13,296,038)