



## **Idaho Lottery Commission Meeting Minutes**

### **Date, Time and Place**

The 240<sup>th</sup> meeting of the Idaho Lottery Commission took place on Thursday, March 18, 2021 at 10:00 AM at the Idaho Lottery Headquarters, Boise, Idaho and via Zoom web conference.

### **Attendees:**

Commissioners Present:

Craig Corbett, Chairman  
Susan Kerrick, Commissioner  
Grant Brackebusch, Commissioner  
Gary Michael, Commissioner  
Peter J. Smith, Commissioner

Lottery Staff Present:

Jeff Anderson, Director  
Becky Schroeder, Chief Operating Officer  
Jennifer Quinno-Miller, Human Resources & Admin. Officer  
Larry Polowski, Deputy Director of Sales  
Tony Pittz, Director of Lottery Security  
David Workman, Public Information Specialist  
Jay Prickett, Chief Financial Officer

Others Present:

Ryan Belveal, Diamond Game  
Billy Mitchell, Mitchell Palmer  
Brad Surkamer, CLM  
Krista Stepa-Ammeter, Pollard Banknote  
Steve Poole, Intralot  
Jeremy Pisca, Risch Pisca

### **1. Meeting Called to Order**

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

## **2. Approval of the Minutes**

Commissioner Michael moved to approve the minutes from the January 21, 2021 and February 23, 2021 Commission Meetings. The motion was seconded by Commissioner Kerrick. The vote was unanimous for approval.

## **3. Director Update**

### **Peter Smith Appointment**

Director Anderson welcomed Peter Smith who has been officially appointed to the Idaho Lottery Commission.

### **Powerball Update**

We had a piece of legislation that would allow the Idaho Lottery to participate in the Powerball game, had it sent to House State Affairs, worked to get the necessary votes to get it out of Committee but ultimately it was held in Committee. We made some changes that would more clearly define the international countries we could participate with and added the requirement for legislative approval if any other countries wanted to join the game with the hopes that we could get it through the committee. It isn't over yet, but we continue to work on this issue to get some resolution.

### **Strategic Services Contract Extension**

We have been working with CLM for our Strategic Services for the last seven years. We have gone out to bid once during that time and have extended the contract several times. We have made tremendous progress in the strategic direction for the Lottery and we are very pleased with the service that CLM has provided us. We would like to extend their contract if the Commission approves.

Commissioner Kerrick moved to approve the contract extension with CLM for Strategic Services. The vote was seconded by Commissioner Brackebusch. The vote was unanimous for approval.

### **Creative Services RFP**

We are making a request for approval to go out to bid for our Creative Services contract. Mitchell Palmer has been our vendor for these services for some time now and has done a great job and we have been very happy with their work. At this point we are interested in making changes to the scope of work to be performed by a creative agency and the scope of the changes is material enough for us to require a new bid. We are hopeful that Mitchell Palmer will bid again as, again, we have been happy with their services.

Commissioner Brackebusch moved to approve an RFP being issued for Creative Services. Commissioner Kerrick seconded the motion. The vote was unanimous for approval.

#### **4. Current Sales Report**

Chief Financial Officer, Jay Prickett, presented the current sales report. The report is entered into the minutes as an attachment.

#### **5. Sales Division Update**

Deputy Director of Sales, Larry Polowski, reported that average weekly sales have been up a tremendous amount from this same week last year and that is reflective of the volume of sales we are doing right now. It is huge. We are making every effort to keep tickets stocked in the field and with great help from everyone we are getting it done.

We have an interesting family of games launching next week called Power X, which is a multiplier game with five price points.

We are unfortunately at a point where we will be removing our products from the Rite Aid franchise. They are not interested in selling our products so we will be making plans to get all of the equipment removed and placed elsewhere.

#### **6. Security Division Update**

Director of Security, Tony Pittz, reported that in line with our tremendous sales and the efforts to keep Scratch tickets in stock in stores, the Warehouse has also been working like crazy to get all the tickets shipped to retailers as fast as they can. The volume has increased so dramatically that we are investigating other staffing options and potentially more streamlined ways to pack tickets. We don't foresee this volume slowing any time soon so we need to make some changes so they don't get burnt out.

Other areas are busy as well and we are seeing lots of new applications for new retailers we are trying to keep up with. We are also getting increased interest from other local jurisdictions for our help on cases. Finally, our Draw Managers will be moving to 7-days per week once our new 2by2 game launches.

#### **7. Set Future Commission Meeting Date**

Commissioner Michael moved to set the next meeting for May 20, 2021. The motion was seconded by Commissioner Brackebusch. The vote was unanimous for approval.

**8. Adjournment**

Commissioner Michael moved to adjourn, seconded by Commissioner Brackebusch 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.

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Jeffrey R. Anderson, Executive Director  
Lottery Commission Secretary

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Date