



WASHINGTON'S LOTTERY COMMISSION MEETING MINUTES

April 17, 2025

Lottery HQ – Olympia, WA/Microsoft Teams

Commission Member Attendees:

Judith Giniger, Commissioner, Chair
Schuyler Hoss, Commissioner
Rudy Mendoza, 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
Crystal Fischer, Director of Info. Services
Gaylene Gray, Instant Product Manager
Anquone Conyer, Support Services Manager
Leah White-Noreen, Director of HR & SS
Shar Hawley, Director of Org. Perf. & Planning
Jessica Roswell, Marketing Operations Manager
Jim Bevan, SharePoint & Office Admin. Coord.
Wyatt LaBaw, Investigator
Kim Ficek, Customer Service Specialist
Alex Satterlund, Internal Auditor
Hilary Elkins, Budget Manager
Jenna Johnson, Procurement Manager
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, Secretary Lead
Joe Eng, DSR
Becky Feigner, Customer Service Specialist
Scott Gatterman, Assist. Regional Sales Mngr.
Jennie Brashear, Accounts Payable Supervisor
Kim Ficek, Customer Service Specialist
Young Cho, Customer Service Specialist
Lance Anderson, Assistant Director of Sales
Gabrielle Allard, Customer Service Specialist
Qwaidon Frederick, Customer Service Specialist
Dan Gisel, Regional Sales Manager
Meredith Wooton, Regional Sales Manager
Gift Ngajio, Accounts Payable Analyst
Debra Buckner, Secretary Lead
Sharlene Boesenberg, Lead Secretary
Rita Hawkins, Executive Assistant

Other Attendees

Eric Allen, Assistant Attorney General
Dan Miller, Curator
Emily Libby, VML
Kristie Christensen, VML
Rebecca George, WIGA
Becky Bogard, IGT

Call to Order:

9:00 a.m. –Chair Giniger called the April 17, 2025, Lottery Commission meeting to order.

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

Approval of Meeting Minutes:

Chair Giniger entertained a motion to adopt the minutes of the February 20, 2025 Commission Meeting as presented.

Commissioner Hoss **so moved**, and Commissioner Mendoza **seconded**. Commissioner Giniger called for a vote to approve the minutes of the February 20, 2025, Commission Meeting. **Ayes** were unanimous. **Motion carried.**

Director's Update:

Director Johnson shared updates and news about the launch of the new Mega Millions game format, the new enterprise performance management system, EPM, set to go live soon, introductory meetings with Legislative members, and the expected budget challenges and reduction for the upcoming biennium.

Deputy Director's Update:

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

At the February meeting, there was a request from Commissioner Hoss for sales figures for the potential loss of sales due to a government shutdown and the step-down process (limiting advanced sales). The loss during step down or loss from those advanced sales during the eight-week period of May 5th to June 30th will average \$1.1 million. Every day we are shut down, we would see an average loss of \$2.5 million, which is an average day of sales and includes advanced draw sales. To be shut down for one week, we would see a loss of about \$17.5 million and \$75 million in a month. Deputy Villegas added this could also have a larger impact and increased total loss substantially if there is a large jackpot run.

Legislative & Legal Services Update:

Kristi Weeks started with the usual statistics of formal and informal requests for information, lawsuits and administrative hearings. Ms. Weeks continued with a legislative session update, procurement project, and explained she was selected as an evaluator for another states responsible gambling verification application for the sustaining level.

Financial Report: FY25 Quarter 3 Update:

Todd Steben, Director of Finance presented next and talked about the financial performance fiscal year to date, through March 31st. Mr. Steben said we are tracking well with our appropriations and have forecasted landing perfectly within budget at the end of the year.

Commissioner Hoss asked whether, due to the current climate, there will be an impact on our ability to fund Washington Opportunity Pathways Account, WOPA, and our beneficiaries? Director Johnston jumped in and said our contribution to our beneficiaries is a product of the Economic Revenue Forecast Council, so that number does bounce around based on what is forecasted.

Sales and Marketing Update

Randy Warick, Director of Sales and Marketing began by reminding the commission that an updated sales number slide has been added to the deck, for the week of April 14th.

Mr. Warick talked about sales being down due to no large jackpots but stressed that the team is looking for new opportunities that might help increase sales, including new games and events. Mr. Warick touched on the current promotions, AEG second chance, Mariner's scratch, Mega Millions game change, Department of Imagination, DOI, with a teaser for the upcoming Department of Imagination brand new campaign and Jurassic Park scratch ticket promotion. This promotion includes a prize for winners to travel to Hawaii as well as a chance to win a million dollars while there.

Scratch Artwork

Gaylene Gray, Instant Product Manager, 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. Hearing none, Chair Giniger asked if any come up, to please reach out to Director Johnston or Deputy Villegas.

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, April 17, 2025, Lottery Commission Meeting Minutes were approved this _____ day of _____, 2025.

Respectfully submitted,

Judy Giniger, Commission Chair

Rita Hawkins, Executive Assistant