

WASHINGTON'S LOTTERY COMMISSION MEETING MINUTES

Thursday, April 9, 2026

Lottery HQ – Olympia WA / Microsoft Teams

Commission Member Attendees

Judith Giniger, Commissioner, Chair
Schuyler Hoss, Commissioner

Eileen Sullivan, Commissioner

Lottery Staff Attendees

Lance Anderson, Assistant Director of Sales
Razzaleen Bantilan, District Sales Representative
Brian Bennett, Director
David Boudia, Customer Service Supervisor
Amy Brever, IT Cust Support-Journey
Anquone Conyer, Support Services Manager
Sue Ann Davis, Customer Service Specialist
Alex Dupille, Policy Coord. & Project Mgr.
Cheryl Earsley, Scratch/Promo Coord.
Hilary Elkins, Budget Manager
Corey Emery, Infra. & Support Supervisor
Kim Ficek, Cust. Service Specialist
Scott Gatterman, Assistant RSM
Carissa Glassburn, Gaming Vendor Liaison
Gaylene Gray, Instant Product Manager
Shar Hawley, Director of Org. Perf / Planning
Nikki Holien, Management Analyst
Jenna Johnson, Procurement Manager
Cody LaCourse, Procurement/Supply Sp.
Paulette Miller, Sec. Licensing Admin. Assist.
Brian Minks, Corporate Accounts Manager

Miki Naas, Fiscal Analyst
Lenee Otto, Finance Manager
Kathi Patnode, Assistant Director of Marketing
Derek Poppe, Director of Security & Licensing
Tiffany Pringle, Leg. Service Coordinator
Beverly Reinhold, Draw Mgr./Sec. Specialist
Ernesto Ramos, Customer Service Specialist
Jessica Roswell, Marketing Operations Mgr.
Alex Satterlund, Internal Controls Auditor
David Seeley, Warehouse Operator
Renee Smith, Fiscal Analyst
Chelsey Sok, Human Resource Consultant
Todd Steben, Director of Finance
Stacy Sund, Merchandise Specialist
Amit Suri, SQL Database Administrator
Cassi Villegas, Deputy Director
Conner Warick, Fiscal Analyst
Kristi Weeks, Director of Legal Services
Leah White-Noreen, Director of HR & SS
Jenny Whiteside, Sales Strategy and Operations Manager
Stuart Wood, Regional Sales Manager

Other Attendees

Eric Allen, Assistant Attorney General
Becky Bogard, Brightstar
Joe Lapinski, Brightstar
Ernie Perez, Brightstar
Dan Miller, Curator

Xiamara Garza-Urbieto, Curator
Alisa Bartholomew, VML
Kristie Christensen, VML
Emily Libby, VML
Rosina DePoe, WIGA

Call to Order

9:02 am – Chair Giniger called the April 9, 2026, Rule Hearing to order.

Chair Giniger asked for a commissioner roll call. Eileen Sullivan, Schuyler Hoss and Judy Giniger confirmed their attendance. Rudy Mendoza was not in attendance.

Public Rules Hearing

A rules hearing was held to make amendments to WAC 315-10-025 – Cost to purchase an instant game ticket.

It was filed on February 13, 2026, and was published in the Washington State Register as number 2605057. The hearing was held in person and also by video conference on April 9, 2026, in accordance with the Administrative Procedure Act, chapter 34.05, RCW.

Chair Giniger opened the hearing for public testimony. Before doing so, she mentioned that all comments on the rule, including the written comments received, would be summarized and become part of the official rulemaking file. The Commission may choose to adopt the rule or may make changes to the proposed rule language.

Chair Giniger also stated that if the Commission adopts the rule, the notice of adoption will be filed with the Code Revisor and will become effective 30 days after that filing.

No one testified in-person or remotely.

The hearing concluded at 9:05 am.

Call to Order

9:06 am – Chair Giniger called the April 9, 2026, Lottery Commission meeting to order.

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

Approval of Meeting Minutes

Next, Chair Giniger entertained a motion to adopt the minutes of the February 12, 2026, Commission meeting as presented.

Commissioner Hoss so moved, and Commissioner Sullivan seconded. Chair Giniger asked for any questions and, hearing none, called for a vote to approve the February 12, 2026, Commission meeting minutes. Ayes were unanimous. Motion carried.

CR103 - WAC 315-10-025 – Cost to purchase an instant game ticket

Chair Giniger turned the meeting over to Kristi Weeks for some remarks before the vote.

Ms. Weeks explained that the proposal is to change the maximum price of a Scratch ticket from \$30 to \$50. She also removed the word “media” from the rule because it was not accurate. If adopted, the maximum price of ticket will be \$50.

There were previously submitted written public comments that Ms. Weeks read for the record.

Chair Giniger stated that they could proceed with a motion to adopt. Commissioner Hoss made a motion to adopt the rule amendment as presented. Commissioner Sullivan seconded the motion.

Chair Giniger asked for discussion of the comments presented. She is opposed to the rule based on comments from Maureen Greeley and Representative Kloba. She felt \$50 was a lot of money to gamble on one Scratch ticket and the potential for problems around that activity.

Commissioner Hoss commented that in 2014, the limit was set to \$30. He said he didn't think it was a dramatic increase based on today's dollar value. The Lottery needs flexibility in pricing their products. He is confident the marketing team will use this opportunity creatively and appropriately, to keep the Lottery relevant and to keep it interesting for our players.

He is cognizant of the Chair's concerns. Problem gambling is something that Commissioners are very concerned about and if he felt that it was going to be a dramatic change in the behavior of the players, he would not support it. He thinks it just allows the Lottery to update the products we have for the times we're in.

Commissioner Sullivan commented that she agreed with Commissioner Hoss's commentary but wanted to acknowledge Chair Giniger's position. She has talked to the former director and the current director on this topic. At first, she wasn't all that comfortable but felt it was not a dramatic increase. She did not have any concerns and is comfortable moving forward.

Chair Giniger respected the positions of both of colleagues on the Commission. There was a motion and a second for adoption of the proposed amendment to WAC 315-10-025

Chair Giniger asked the Commissioners if they wanted to include the minor amendment to remove the word “media” in the motion; they both said yes. Chair Giniger called for a vote to amend WAC 315-10-025 for both the maximum ticket price and removal of the word “media.” Ayes were unanimous. Motion carried.

Director’s Update

Chair Giniger introduced the next presenter, Director Brian Bennett. Director Bennett began his presentation by giving an update on the recent strategic planning session for the 2026-2028 biennium and thanked Shar for her efforts organizing the three-day event, plus a day-long follow-up virtual session. He said overall it was very productive, and it was great to hear from everyone in person about what we are doing well as an agency, and we can continue to improve our operations. Some key topics discussed included modernizing systems, ensuring ease of play for our customers, creating additional opportunities for employee wellness, and the growth of prediction markets. Like in previous years, the team will put together a summary of the work, which will be shared with the Commissioners soon, along with the research that was presented during the planning session. He also mentioned that he has taken on the role as the agency’s official Tribal Liaison.

Deputy Director’s Update

After the Director’s Update, Deputy Director Cassi Villegas took over and shared that we are currently recruiting for a new Executive Assistant, as Rita Hawkins recently left Washington’s Lottery. We are very appreciative of all the work she did over the years and are grateful to the team for stepping in to help fill her role while we search for a replacement.

Next, Deputy Villegas report on One Washington. This project is still in Phase 1A with a go-live range of October 2027 through October 2028. Our team is working hard to complete any remaining deliverables required by the Office of Financial Management (OFM) and, so far, everything is looking great!

Deputy Villegas then reported on virtual cards for prize payments. The go-live is very close. While we are still working on the agreement with G-Bank, the team has been hard at work on the backend. As soon as the agreement is finalized, we can immediately start issuing virtual cards. We still plan to pilot the program at headquarters and, if all goes well, will roll out the program to the rest of the state.

Next, Deputy Director Villegas shared how we are in the planning stages for the NASPL Professional Development Seminar (PDS), which we will be hosting in Seattle at the end of July. Planning is in full swing. We have been developing presentations for the general sessions, including working on one with the Student Achievement Council on elevating beneficiaries.

Lastly, Director Villegas shared information about the upcoming Powerball NFL X's and O's game. Powerball is developing a new game called NFL Xs & Os. The game combines both entities, including allowing players to pick NFL logos instead of numbers and holding Powerball-style drawings, which will be held weekly on Sundays. The game will include second-chance prizes linked to NFL events, such as Super Bowl tickets.

The rules are still being finalized, and in the meantime, we are working to determine how our state will participate in the game. Powerball will be using their own app for promotional opportunities, but because Washington is currently prohibited from using a digital device for second-chance promotions, we are in the process of investigating alternative options to ensure our players will have equitable access. Because of this, Washington's go-live date will likely lag behind the official game launch (set for late summer to align with football season), though we are still hoping to launch by end of year.

We are looking forward to expanding our portfolio with this new addition, especially because Sundays have historically been slower sales days for the Lottery. With the Seahawks Super Bowl win, we are expecting fans to be really excited, as well.

Legal and Legislative Services Update

Ms. Weeks began her update with regular statistics. Since the last meeting in February, we processed 16 formal or informal requests for public records, which is significantly more than usual. There are no new lawsuits or requests for administrative hearings. There was an incident at the Federal Way office last week where a lady tripped and fell outside. The incident was caught on our security cameras. She is doing much better and did inquire about how to make a claim against the state. Ms. Weeks provided appropriate information through Department of Enterprise Services as this is not something we handle internally.

Next, Ms. Weeks mentioned that the summer season for events and sports has begun and she has been reviewing many contracts related to those.

Next, Ms. Weeks shared that we had two recent trusts that have either been approved or are in the process of approval as prize claimants. One is for a \$1.235 million Hit 5 winner in the Spokane area and the other for an \$8.2 million Lotto winner near the northern border. Winners are allowed to claim as a legal entity under our laws and rules, usually a trust or an LLC, but they do have to meet certain requirements that are set out in the law, and so we review and approve these entities before the claim is allowed. Most often people do this to protect their identity. However, that is not necessarily effective. Our rules require anyone who has a beneficial interest in the entity to have their names and Social Security numbers listed in the entity's documents so that we can do a debt check. Thus, if a request was made for records related to

the entity, those names would be released.

Ms. Weeks continued with the 2026 legislation update. The 60-day legislative session ended on March 12. She tracked about 40 bills, either because they were related to gambling, regulatory reform, police reform, or other topics of interest. Of those 20% passed, which is about normal for bills in general.

As previously reported, our agency bill to allow electronic entries for second chance drawings died due to tribal concerns. Will we attempt to bring the second chance drawing bill and/or the digital claims bill again next year? It will depend on the outcome of additional tribal consultations in the upcoming months. We will have to decide and submit information to the Office of the Governor for approval by mid-September.

One bill related to gambling did pass. That was Senate Bill 6137, which will expand sports wagering in Washington by allowing betting on in-state college teams and also allow a person physically present at one tribal facility to make online sports wagers at any other tribal facilities without the requirement to actually be at another facility. Regarding the latter, it was one of those cases where just one word change in the law and it had a significant impact.

We had a total of 29 fiscal note assignments from OFM which required a significant amount of analysis by Lottery staff.

Lastly, since the last meeting, there have been three significant events related to prediction markets.

- In mid-March, Arizona Attorney General filed criminal charges against Kalshi, accusing it of running an unlicensed online gambling operation. There have been over 20 civil lawsuits currently in play across the country, but this is the first criminal case. Kalshi is, of course, defending the case vigorously, like it does with all the cases against it.
- Washington Attorney General Nick Brown filed a civil lawsuit against Kalshi on March 27. Like other states, it argued that Kalshi's actions constitute illegal sports wagering. There are some entities that may be damaged by the competition. Prediction markets downplay it as sports betting, especially with zero responsible gambling protections in place on these prediction markets.
- On Monday, the Federal Court of Appeals upheld a lower court ruling in New Jersey that state gaming regulators cannot prevent Kalshi from operating in that state. This case is now precedent in the Third Circuit of the US Court of Appeals. We are in the 9th Circuit, so it isn't binding precedent, but this is the first federal Court of Appeals case. On the flip side of that, the Federal Commodities Future Trading Commission, which nominally regulates prediction markets, has sued Arizona, Connecticut, and Illinois to stop what it considers to be illegal efforts to regulate prediction markets. The CFTC chair said it will continue to safeguard its exclusive

regulatory authority over these markets and defend market participants against overzealous state regulators. So, they are actually taking the position of advocating on behalf of prediction markets.

Lastly, Ms. Weeks mentioned that NASPL held its first responsible gambling conference last January in Atlanta. Responsible gambling conferences are generally more focused on casino gambling but at that conference, they focused entirely on lottery and best practices within the lottery industry. Because it was so valuable, NASPL decided to keep doing an annual responsible gambling conference, and this year, instead of having it separately, they are having it in conjunction with NASPL PDS this year. The responsible gambling conference will be July 29-31.

Quarter 3 Financial Update

Todd Steben, Director of Finance, took the Commissioners through the financial data for FY26 through the end of February. He also debuted some new dashboard-like summary slides.

He reported that sales are \$45.1 million (7%) ahead of plan, with Powerball and draw games leading the variance. As a result, we currently have \$179.5 million for beneficiary contributions, which is nearly \$40 million ahead of plan.

The Commissioners thanked Mr. Steben for the new slides and expressed appreciation for the new format.

Sales Update

Assistant Director of Sales Lance Anderson discussed how sales are going. He shared a recent Sunday-only promotion the team launched, where players who purchased a \$5 Cash POP ticket received a free \$1 Lotto ticket. The goal of the promotion was 20,000 qualifiers totaling \$100,000 in sales. Thanks to the hard work of the team, they exceeded that with 26,659 qualifiers sold totaling \$133,295.

Next, Mr. Anderson shared that the regional offices have been in “fierce” sales competitions for the last year (all in good fun, of course). Over a one-year period, staff at the regional offices made more than \$675,000 in sales, with Spokane leading the way with nearly half of that - \$315,000.

Mr. Anderson then gave an update on our recent St. Patrick’s Day raffle, our first raffle in more than a decade. While we did not sell out, we sold 188,000 tickets and brought in a profit of \$700,000. The top-selling territories were Columbia River Gorge, Vancouver, and Puyallup-Sumner, and our Spokane location once again led the regional offices to sell the most tickets. Overall, it was a good learning experience, and we hope to build upon our learnings when we offer our next raffle.

Mr. Anderson also mentioned that there will be an upcoming Mega Millions promotion starting June 12, 2026. Players who purchase a \$5 Mega Millions ticket will receive a mail-in voucher for a chance to win “Stacks of Scratch.” The philosophy with that is to drive people back to the Scratch product and create a little bit of visibility for both of our products.

On a final note, Federal Way, Vancouver, and Everett regional offices started selling tickets to the public in May 2025, Tri-Cities in July 2025 and Spokane in December 2020. Through March of this year, sales from the regional offices totaled \$675,000. Our staff are great advocates for our products. So, in addition to the increase in sales, regional staff are super energized to sell our products.

PR and Marketing Update

Assistant Director of Sales Kathi Patnode then took over and walked the Commission through recent media coverage highlights earned by our PR partner, Curator. Since the February meeting, the team has secured more than 150 stories, generating more than 44.6 million impressions. Top stories since the last Commission meeting include coverage on big winning tickets sold locally, Luckiest Retailers, growing jackpots, and our St. Patrick’s Day raffle winners.

Advertising Update

New Beneficiary Campaign

Next, Ms. Patnode shared the spots created by our advertising partner, VML, for the new beneficiary campaign. The animated style helped bring to life several stories showing how playing the Lottery makes an impact on communities across Washington, which is always a treat to see. The Commissioners thought everything looked fantastic, as usual.

Raffle, Social Media and What Is Next

Afterwards, Ms. Patnode gave one more update on the social media efforts surrounding the St. Patrick’s Day raffle. The team brought in a local influencer, Carla Marie, to share videos explaining the raffle, including where to buy tickets. Ms. Patnode said there was a lot of good engagement with these collaborative posts, including 170,000 views across Carla Marie’s platforms and 51 new followers across our social media accounts.

Next, Ms. Patnode shared a few more fun social highlights, including some of the ways VML is tapping into current social trends. She said that their timeliness and relevancy are making them more accessible to our audience and leading to more engagement overall.

Finally, Ms. Patnode teased a new campaign revolving around DOI that she hopes to share more about during our next meeting.

Commission Business/Agenda Items

Chair Giniger asked the Commissioners if they had any topics to discuss at the next meeting or any questions.

Commissioner Hoss asked if we take or can we take a position on predictive markets and, if so, what would that position be? Kristi Weeks offered to perform some research and get back to the Commission.

Chair Giniger then asked for any comments from the public. Hearing no other comments, Chair Giniger closed the public comment period.

Adjournment

Commissioner Giniger adjourned the meeting at 11:11 am.

The April 9, 2026, Lottery Commission Meeting Minutes were approved this _____ day of _____, 2026.

Respectfully submitted.

Judy Giniger, Commission Chair

Cheryl Earsley, on Behalf of the Executive Assistant