



Idaho Lottery Commission Meeting Minutes

Date, Time, and Place

The 279th meeting of the Idaho Lottery Commission took place on Thursday, January 15, 2026, at Idaho Lottery Headquarters, Boise, Idaho and via Zoom.

Attendees:

Commissioners Present: Chairman, Craig Corbett
Commissioner, Sue Kerrick
Commissioner, Skip Smyser
Commissioner, Joni Stright
Commissioner, Amy Bloem – via Zoom

Lottery Staff Present: Director, Andrew Arulanandam
Director of Lottery Security, Tony Pittz
Chief Financial Officer, Ben Klotthor
Sales Program Manager, Kevin Cope
Marketing Manager, Sherie Moody-St. Clair
Community Engagement Manager, Gaby Perez
Public Information Specialist, David Workman
Senior Financial Technician, Kristen Anderson
Customer Service Lead, Heather Dillon – via Zoom
Marketing Assistant, Abby Flores - via Zoom
Key Accounts Manager, Belinda Unger – via Zoom
Graphic Designer, Cory Schreiner – via Zoom

Others Present: Gina Hodge, DHR
Rachel Lindley, DHR
Jamie Hegge, Lawrence & Schiller
Dara Klatt, Lawrence & Schiller
Joey Nielsen, Lawrence & Schiller
Chris Matheson, Lawrence & Schiller
Ryan Bealveal, Diamond Game
Steve Poole, Intralot – via Zoom
Shanna Bray, Pollard – via Zoom
John Sheldon, Sullivan/Reberger – via Zoom

1. Meeting Called to Order

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

2. Approval of the Minutes*

Commissioner Smyser moved to approve the minutes from the November 20, 2025, Commission meeting, Commissioner Kerrick seconded the motion. The vote was unanimous for approval.

3. Director Update

Director Arulanandam announced organizational changes, including the promotion of Gaby Perez from Office Service Supervisor to Community and Customer Service Engagement Manager and the restructuring of responsibilities to better align with revenue-generating tasks. The director explained these changes were made to reduce the workload of our Marketing Manager, Sherie Moody-St. Clair, and allow her to focus more on revenue and marketing.

4. Current Sales Report

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

5. Sales Division Update

Sales Program Manager, Kevin Cope, noted strong performance, particularly with large jackpot games, and expressed optimism about Mega Millions sales improving. Kevin highlighted the sales department's progress, including the promotion of two LSR supervisors. Kevin plans to purchase new vehicles to replace problematic Ford Escapes and clarified the current fleet rotation process.

- **Vehicle Invitation to Bid***

Kevin requested approval for new vehicles and an invitation to bid. He explained that after researching various options, they narrowed down to two brands based on factors like reliability, all-wheel drive, and cost. The commission discussed different processes of inviting dealerships to bid, rather than putting out a general request for proposals. The commission considered whether they could simply purchase the cars directly, but Kevin discussed our state purchasing practices even though we have some exemptions. The commission discussed the procurement process for a car, with Kevin proposing to research dealers and schedule a follow-up call. No motion was made at this time.

6. Marketing Division Update

Marketing Manager, Sherie Moody St. Clair, reviewed marketing initiatives, including a successful holiday scratch campaign, upcoming launches for Millionaire for Life and Extend Play ticket games.

- **Advertising Services Contract Renewal***

Sherie requested approval from the Commission to extend our Advertising contract with Lawrence and Shiller for a 1-year extension beginning July 1, 2026, to June 30, 2027.

Commissioner Kerrick moved to approve the 1-year extension. Commissioner Stright seconded the motion, and the vote was unanimously approved.

7. Security Division Update

Director of Lottery Security, Tony Pittz, reported on holiday scheduling challenges and law enforcement activities, including assisting Boise PD with an illegal gambling investigation. He discussed several lottery-related incidents, including a smoke shop employee using illegally obtained funds to buy lottery tickets and a counterfeit \$50 bill accepted at a Christmas show.

8. IT Division Update

IT Manager, Joyce Mason, announced the successful testing and approval of the Millionaire Life game, scheduled for release on February 22nd, and mentioned the ongoing conversion to the Intralot back-office system L10. The development team presented a user story for review, which was approved, and the project is on track for Phase 2, starting in April with UAT testing of new terminals. Intralot mentioned using Idaho as a prototype for other state lottery conversions.

9. Set Future Meeting Date*

The Commission agreed that the next regularly scheduled meeting will be Thursday March 19, 2026, in Boise, Idaho.

Commissioner Kerrick moved to approve the date, Commissioner Stright seconded the motion, and the vote was unanimously approved.

Adjournment

Commissioner Smyser moved to adjourn, seconded by Commissioner Bloem and the meeting 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.

X 

Andrew Arulanandam
Director



**FISCAL YEARS 2026 and 2025 COMPARATIVE SALES
FISCAL YEAR TO DATE THROUGH OCTOBER 31st**

	<u>FISCAL YEAR 2026</u>	<u>FISCAL YEAR 2025</u>	<u>INC/(DEC)</u>	<u>%</u>	<u>FY26 PROJECTED TO DATE</u>	<u>OVER/(UNDER)</u>
DRAW SALES						
POWERBALL	36,054,946	13,544,876	\$ 22,510,070	166.2%	16,131,507	19,923,439
MEGA MILLIONS	12,506,630	13,758,288	(1,251,658)	-9.1%	11,090,411	1,416,219
LOTTO AMERICA	1,632,341	1,838,491	(206,150)	-11.2%	1,613,151	19,190
LUCKY FOR LIFE	3,048,348	2,747,084	301,264	11.0%	2,772,603	275,745
RAFFLE	5,000,000	4,500,000	500,000	11.1%	5,546,875	(546,875)
IDAHO PICK 3	1,165,613	1,113,841	51,772	4.6%	1,159,452	6,161
IDAHO PICK 4	622,787	702,212	(79,425)	-11.3%	680,548	(57,761)
IDAHO CASH	3,358,495	1,299,979	2,058,516	158.3%	1,386,301	1,972,194
5 STAR DRAW	-	687,375	(687,375)	-100.0%	-	-
TOTAL	<u>63,389,160</u>	<u>40,192,146</u>	<u>23,197,014</u>	<u>57.7%</u>	<u>40,380,848</u>	<u>23,008,312</u>
PULLTAB SALES						
TOUCHTABS	43,338,123	39,883,410	3,454,713	8.7%	41,336,986	2,001,136
PULLTABS	<u>2,112,063</u>	<u>1,356,263</u>	<u>755,800</u>	<u>55.7%</u>	<u>1,260,274</u>	<u>851,789</u>
TOTAL	<u>45,450,185</u>	<u>41,239,673</u>	<u>4,210,513</u>	<u>10.2%</u>	<u>42,597,260</u>	<u>2,852,925</u>
SCRATCH SALES						
SCRATCH	119,811,350	113,904,654	5,906,696	5.2%	118,465,753	1,345,597
INSTAPLAY	<u>6,945,030</u>	<u>7,711,680</u>	<u>(766,650)</u>	<u>-9.9%</u>	<u>7,057,534</u>	<u>(112,504)</u>
TOTAL	<u>126,756,380</u>	<u>121,616,334</u>	<u>5,140,046</u>	<u>4.2%</u>	<u>125,523,288</u>	<u>1,233,092</u>
TOTAL SALES	<u>\$ 235,595,725</u>	<u>\$ 203,048,153</u>	<u>\$ 32,547,573</u>	<u>16.0%</u>	<u>208,501,396</u>	<u>27,094,329</u>