



WASHINGTON'S LOTTERY COMMISSION MEETING MINUTES

August 21, 2025

Lottery HQ – Olympia, WA/Microsoft Teams

Commission Member Attendees:

Judith Giniger, Commissioner, Chair
Schuyler Hoss, Commissioner
Eileen Sullivan, 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
Kathi Patnode, Assistant Marketing Director
Gaylene Gray, Instant Product Manager
Derek Poppe, Director of Security & Licensing
Leah White-Noreen, Director of HR & SS
Shar Hawley, Director of Org. Perf. & Planning
Crystal Fischer, Director of Info. Services
Alex Dupille Policy Coord. Project Manager
Jessica Roswell, Marketing Operations Manager
Alex Satterlund, Internal Auditor
Hilary Elkins, Budget Manager
Jenna Johnson, Procurement Manager
Qwaidon Frederick, Customer Service Specialist
Meredith Wooton, Regional Sales Manager
Shannon Miller, Customer Service Specialist
Jenna Johnson, Procurement Manager
Jenny Whiteside, Corporate Account Manager
Paulette Miller, Sec. Licensing Admin. Assist.
Brian Minks, Corporate Account Manager
Brian McCabe, DSR
Tiffany Pringle, Leg. Service Coordinator
Tasha Shipman, Warehouse Supervisor
Chelsey Sok, HR Consultant
Amit Suri, SQL Database Administrator

Stuart Woods, Regional Sales Manager
Eric Stanczak, DSR
Cheryl Earsley, Scratch/Promotions Coord.
Miki Naas, General Ledger Analyst
Corey Emery, Infra. & Support Supervisor
Christopher Rhodes, Helpdesk Lead
Sue Ann Davis, Customer Service Specialist
Renee Smith, Accounts Receivable Analyst
David Dean, Regional Sales Manager
Stephanie Dieball, Accounts Receivable
Sue Fitzgerald, Fiscal Analyst
Nikki Holien, Management Analyst
Cody LaCourse, Procurement/Supply Specialist
Tim O'Bryan, DSR
Becky Feigner, Customer Service Specialist
Ernesto Ramos, Customer Service Specialist
Kim Ficek, Customer Service Specialist
Joe Eng, DSR
Sharlene Boesenberg, Customer Serv. Specialist
David Boudia, Customer Service Supervisor
Bill Costillo, IT Service Delivery Engineer
Janet O'Keefe, Customer Service Specialist
Lenee Otto, Finance Manager
Karee Pollock, Customer Service Specialist
Brenda Prince, DSR
Kendra Sell, DSR
Conner Warick, Fiscal Analyst
Rita Hawkins, Executive Assistant

Other Attendees

Eric Allen, Assistant Attorney General
Dan Miller, Curator
Xiamara Garza-Urbieto, Curator
Rosina DePoe, WIGA
Linda Edwards, WIGA
Becky Bogard, Brightstar
Ernie Perez, Brightstar

Kristie Christensen, VML
Alisa Bartholomew, VML
Scooter Churchill, VML
Ebenezer Tan, VML
Ron Miguel, Scientific Games

Call to Order:

9:06 a.m. –Chair Giniger called the August 21, 2025, Lottery Commission meeting to order.

Chair Giniger asked for a commissioner roll call. Commissioners Schuyler Hoss, Rudy Mendoza, and Eileen Sullivan confirmed their attendance.

Approval of Meeting Minutes:

Chair Giniger entertained a motion to adopt the minutes of the June 12, 2025, Commission Meeting as presented.

Commissioner Hoss **so moved**, and Commissioner Mendoza **seconded**. Commissioner Giniger asked for any questions; hearing none, then called for a vote to approve the minutes of the June 12, 2025, Commission Meeting. **Ayes** were unanimous. **Motion carried.**

CR 102:

Kristi Weeks, Director of Legal Services, informed the audience and refreshed the Commissioners that Title 315, where our rules reside, was previously opened to address the claims process and general housekeeping. This provided us with the opportunity to review and find any rules that were outdated and need updating to conform with rules, law, or current practice. The entire title with proposed amendments was sent to the Commissioners in advance and Ms. Weeks received comments from Chair Giniger. Ms. Weeks will not discuss every proposed change today but put together a table of highlights for the Commissioners and reviewed a few updates, in addition to specific changes to the claims process. Today, Ms. Weeks is requesting approval from the Commission to a CR 102 and proposed rule language with the Code Revisors Office. This is not the end of the process, filing the CR-102 does put the world on notice that this is the language we are looking to adopting and gives the public the opportunity to make comments and suggestions of what they would like to see in the rules. When we come back, at either the meeting in October or December, we will hold a public hearing and ask for the final rules to be approved. Ms. Weeks requested approval to file the CR-102.

Chair Giniger thanked Ms. Weeks and commented that this is a great and timely review. She said it provides flexibility for the future and provides clarification. Chair Giniger entertained a motion to adopt the filing of the CR-102 and proposed language. Commissioner Hoss **so moved**, Commissioner Sullivan **seconded**. Chair Giniger called for a vote to approve and file the CR-102 and proposed language. **Ayes** were unanimous. **Motion carried.**

Director's Update:

Director Johnson began his presentation with some exciting news, Washington has been selected to host the next North American Association of State and Provincial Lotteries (NASPL) Professional Development Seminar in July 2026. We have selected a theme, PossibleNW. We picked it for a couple of reasons - it grounds the conference at the location and speaks to the partnerships we have worked hard to establish, including the relationship with our Tribal partners, financial technology companies, and enterprise performance companies. As a lottery we function in a restricted environment, so we must think outside the box and get creative by bringing that creativity and showing the rest of the country what we're doing and why it is very important. We all know Washington's Lottery is one of the best lotteries in the country and we want to show the rest of the country that. These conferences are typically attended by 600

people, the conference agenda includes general sessions and breakout tracks, including sales, marketing, product development, research, auditing, finance, etc. Director Johnston showed the Commission the logo selected. Washington's Lottery will be unveiling this and the invite at the NASPL Annual Conference in Niagara Falls next month. Director Johnston thanked the team at Washington's Lottery, Randy, Kathi, Jessica and Shar, for their work to get the invite, theme, and logo ready for next month.

Next, Director Johnston stated that we have a great working relationship with our Tribal partners and towards that end, we had our first of two government-to-government consultations regarding potential legislation. We have our second and final consultation this afternoon, and we are looking forward to another constructive conversation.

Director Johnston continued by updating the Commission about Powerball. Powerball is exploring ideas to enhance their game. Powerball has a product development committee and often solicits changes and improvements to the game. They are not currently looking at a price change, any additional draw days, or adjusting the draw time, those were dismissed. However, the one idea getting some traction is a scratch ticket. This ticket involves a big spin, and this would bring the strength of the Powerball brand into a scratch ticket to help drive sales.

Finally, Director Johnston wants to make the Commission aware that our gaming system vendor, IGT, underwent a reorganization, and with that reorganization came a rebranding of their name. They are no longer IGT, but now Brightstar. Our General Manager, Ernie Perez will remain the same, and all indications this will be a very positive working relationship. Chair Giniger asked why is the change happening? Director Johnston asked Mr. Perez to respond, Mr. Perez said Brightstar is still a publicly traded company, but Brightstar is now a solely Lottery-focused company. IGT will still exist in the casino gaming field.

Director Johnston asked for any questions. Commissioner Hoss commented on the importance of strengthening the Tribal relationship and appreciates the effort made by Washington's Lottery to further support those relationships. Director Johnston said it's important to mention how much we understand and respect what gaming has done for the economies on Tribal lands and for Tribes' economic outlook. While it has been beneficial, they are still behind, so it will take time to catch up to parity. Chair Giniger also referred to the good relationship with the Washington Indian Gaming Association, and how it is key to have these conversations and let them know what we're doing. This type of cooperative relationship isn't always the case in other states.

Deputy Director's Update:

Deputy Director Cassi Villegas started her update with a report on OneWashington. There have been a few changes in their executive staff, so things are being rearranged. We, at the Lottery, are status quo and staying on track, we are currently just waiting for more information from the new executive team. Ms. Villegas will keep the Commission posted on any additional news.

Deputy Villegas shared some more exciting news; we are on track to go live on September 29th with our virtual card prize payment project. Deputy Villegas announced a small change to the project, we had originally said we will go live on September 29th in two pilot areas, here at headquarters in Olympia and the Department of Imagination location in Spokane. We have limited it to just our headquarters office in Olympia and if we determine it is successful we will roll out to the other offices around the state. We made this change to make sure this project is working well and not causing any hardship for staff or

winners receiving their prize payments. Right now, we are in acceptance testing and everything is running smoothly. We will be in lockdown September 12-26 with the go live date of September 29th. Deputy Villegas thanked Lottery staff, Brightstar and Haploos for their work and effort.

Another piece of news, Deputy Villegas shared, related to virtual cards, is tap pay. We recently determined that we have the ability to utilize tap pay on our vending machines. Deputy Villegas shared her excitement about this, saying it means there is another option to pay players, making it more convenient for players, and also means a player can take their virtual card, with their winnings, and utilize the virtual card at the vending machines. We are working on getting that option turned on, however, and Deputy Villegas stressed that it is not an easy switch to turn on this feature. We are working with Brightstar to get tap pay turned on. We will still have all our responsible gaming requirements; this is simply another option for player convenience. We do not currently have a timeline for this feature and will keep the Commission updated on progress.

Deputy Villegas moved on to share we are launching a raffle in 2026. The last raffle was 2012. We have not necessarily had a perfect record with raffles; we've seen some successes and others less successful. However, Deputy Villegas said based on lessons learned we believe this will be a successful one for 2026. Based on past experiences, we thought of a few things we didn't have in the past to make it seamless for our players to purchase raffle tickets. There will be a dedicated button on our vending machines for raffle purchase, meaning no extra steps for purchasing a raffle ticket. Also, the ability to purchase with debit and tap pay. We also have a great theme of St. Patrick's Day. In addition, we've added a promotion to this raffle, an instant win, so that will hopefully create more excitement and engagement with players and increase excitement about the raffle. We see this as an opportunity to introduce something fresh and exciting, and engage new players, but also maintain our regular players. Tickets will be \$15 dollars. We will have 250,000 tickets available. Sales begin January 20, 2026, and the big drawing will be March 17th, St. Patrick's Day.

Legislative & Legal Services Update:

Kristi Weeks started with the usual statistics of formal and informal requests for information, lawsuits, and administrative hearings. Ms. Weeks shared that we have received one new lawsuit and one subpoena for her to appear as a witness in a civil case involving assignments of future payments to different entities. Ms. Weeks explained the assignment steps to the Commission and will update them with any new information.

Next, Ms. Weeks gave an update on our 2026 agency request. As Director Johnston mentioned earlier, we've been diligently performing our stakeholder work in anticipation of presenting an agency request legislative package to the Governor's office by the deadline of September 12th. Ms. Week shared that while Director Johnston and Deputy Villegas, as the Lottery's Tribal Liaison, took the lead with our Tribal partners, Ms. Weeks has been reaching out to other important stakeholders. On the retail side, Ms. Weeks has been in contact with the Washington Food Industry Association and the Korean American Grocers Association. These groups represent many of our lottery retailers. While it's been a challenge to try and get stakeholder positions about a bill that may or may not actually be dropped, we're certainly hoping for their support for this bill, or at least neutrality. Ms. Weeks plans to meet with both groups soon and will update the Commission on that progress.

In addition, Ms. Weeks shared the results of her presentation at the Continuing Legal Education course put on by the State Bar Association. She had a little over an hour to speak about how to advise your client

should they win a large lottery prize and in addition had the opportunity to speak about our beneficiaries and responsible gambling efforts. Ms. Weeks had great feedback and questions and hopes to be asked to present again.

Lastly, Ms. Weeks shared with the Commission she will be attending the International Center for Responsible Gambling's Conference on Gambling and Addition in early October in conjunction with the Global Gaming Expo. This is a worldwide event and one of the largest gaming conferences put on annually and she is looking forward to participating.

Biennium 2025-2026 Budget Approval:

Next, Todd Steben, Director of Finance, walked the Commissioners through the final 2025-2027 budget for Commission approval. Mr. Steben applauded the team effort and diligence in creating this updated budget, pointing out we took a very conservative approach so every expense could be identified and included contingent expenses and other things that could happen. Mr. Steben is confident with the proposed biennium budget for 2025-2027 and requested approval from the Commission.

Commissioner Giniger entertained a motion to adopt the final 2025-2027 biennium budget. Commissioner Hoss so **moved**, and Commissioner Sullivan **seconded**. Commissioner Giniger called for a vote to approve the final 2025-2027 biennium budget. **Ayes** were unanimous. **Motion carried.**

Financial Report: FY26 Update:

Mr. Steben presented the financial performance for FY25 through June 30, 2025. Mr. Steben reminded the Commission that these are preliminary and the team is still working through the final year end closing process and waiting for some macro statewide adjustments in general interest respectively. The good news is we started the year under spent, which is great, and we're landing the biennium also under spent. Mr. Steben is happy our budget is lining up consistently throughout the year and thanked the Commission for their support.

Sales and Marketing Update

Randy Warick, Director of Sales and Marketing, began his update by covering sales through August 9, 2025. Mr. Warick highlighted that seven out of nine games are already outperforming their sales goals year to date, and shared the positivity from Powerball's current \$700 million jackpot, which is fantastic news, Mr. Warick hopes for the jackpot to continue to grow. Mr. Warick also shared additional news about Powerball; Washington has been on a win streak. In the month of August there were ten large prize winners ranging from \$50,000 to \$1 million. The good news is we can share that out with our players and the public on social media, and we hope to keep that momentum going.

Next, Mr. Warick shared an update on the Jurassic Park second chance *Scratch* promotion. This promotion was launched in June, and the first drawing had 27,296 entries. The two grand prize winners, from the first drawing were from Olalla and West Richland, and three winners of \$1,000 were from Richland, Puyallup, and Yelm. The second drawing will take place on September 10th. We have 12,000 entries so far and will be awarding two more trips to Hawaii and three more \$1,000 prizes. Mr. Warick will share more about the winners during the next meeting.

Mr. Warick also mentioned the promotions team just completed a Happy Hour promotion that started August 3rd and completed August 9th. Mr. Warick is happy to report the team had a goal to get 1,000 transactions per day. They did 8,435 transactions in that seven-day period, for a total of \$42,000 in sales. Mr. Warick said the team has asked to activate Happy Hours more in FY26. They're digital, so they easy to activate quickly. Look forward to seeing both Happy Hour and Sunday Only promotions in the coming months.

Lastly, Mr. Warick presented some exciting news. As of May 4th, we have installed vending inside our regional offices in Federal Way, Vancouver, and Everett. He highlighted that from installation to date, Federal Way has made over \$10,000 in sales, Vancouver \$11,000, and Everett \$14,000. Mr. Warick said this is a great opportunity to showcase our products at the point of purchase, where players can come and redeem their prizes. Mr. Warick mentioned that we also do have this at the Department of Imagination location in Spokane, as well as the Tri-Cities office, which have been installed longer. Showing these three, where they started and where they are today, is very interesting and added this has been a fun competition for the regional staff.

Kathi Patnode took over and shared a PR and marketing update. Ms. Patnode started with a PR update, sharing top coverage for June and July 2025, capturing 122 stories, totaling more than 53 million impressions. Ms. Patnode shared the top stories of each month that really showcased our winners, retailers, and high jackpots.

Ms. Patnode continued with a marketing update, sharing several exciting updates, including the Mariner's Scratch ticket and second chance promotion wrapping up in July. The second drawing had over 37,000 non-winning entries mailed in. In addition, the "Heck Yes, Cal!" Mariners t-shirt giveaway, done to bring awareness to our first ever Mariner's *Scratch* ticket, brought a lot of excitement and engaged fans. Overall, this social media promotion had more than 1.5 million total engagements and there were 792 entries and 20 winners.

Next, Ms. Patnode showed everyone the short videos and window displays for our newest DOI campaign, "Turning the Ordinary into Extraordinary," and played the clips featuring this campaign. Additionally, Ms. Patnode shared and showcased the Seahawks *Scratch* ticket, which launched August 11th. This campaign is called "Meet Our Legends," which ties in the grand prize and second chance drawing. Ms. Patnode played the first commercial for this campaign, which features Kam Chancellor and Steve Largent.

Ms. Patnode then shared the top-performing social media posts since the last Commission meeting, including a Lotto winner of \$7.4 million, our team celebrating National Selfie Day, and the "Heck Yes, Cal!" t-shirt giveaway post.

Finally, looking ahead, Ms. Patnode teased the \$5 Kraken/Lotto promotion set to begin in October and the holiday *Scratch* tickets, which feature an advent-style calendar game where players have multiple chances to win.

Randy Warick then took back over to walk the Commission through the promotional calendar for the upcoming fiscal year. This includes highlights of Jurassic Park, Mariners, Seahawks, Happy Hours, Blizzard of Bucks, Sunday Only, Holiday tickets, the Kraken, Las Vegas, Raffles, Cash POP and Stacks of Scratch. Mr. Warick is excited about this upcoming year of promotions and shared the team is working on the FY27 calendar now. Mr. Warick said the promotions calendar is subject to change and complimented the team on this plan. Chair Giniger asked if there is a location where Commissioners can see this calendar throughout the year. Mr. Warick said it's stored on SharePoint and we will work to have it available to the Commissioners or make it a regular item we share at the Commission meetings.

Scratch Artwork

Gaylene Gray, Instant Scratch Manager, next 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 October. Commissioners had no items to add at this time and will reach out to Director Johnston with any new items.

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 11:32am.

The June 12, 2025, Lottery Commission Meeting Minutes were approved this _____ day of _____, 2025.

Respectfully submitted,

Judy Giniger, Commission Chair

Rita Hawkins, Executive Assistant