



Idaho Lottery Commission Meeting Minutes

Date, Time and Place

The 248th meeting of the Idaho Lottery Commission took place on Thursday, March 17, 2022, at Idaho Lottery Headquarters, Boise, Idaho and via Zoom.

Attendees:

Commissioners Present:

Chairman, Craig Corbett
Commissioner, Sue Kerrick
Commissioner, Peter J. Smith
Commissioner, Skip Smyser

Lottery Staff Present:

Director, Jeff Anderson
Chief Operating Officer, Becky Schroeder
Deputy Director of Sales, Larry Polowski
Deputy Director of Marketing, Sherie Moody-St. Clair
Detective, Michelle Emmons
Human Resources & Admin. Officer, Jennifer Quinno-Miller
Jay Prickett, Chief Financial Officer
David Workman, Public Information Specialist
Brian Elwood, Research Analyst

Others Present:

Ryan Belveal, Diamond Game
Brad Surkamer, CLM
Krista Stepa-Ammeter, Pollard Banknote
Byron Peterson, Pollard Banknote
Pat Sullivan, Sullivan & Reberger
Phil Reberger, Sullivan & Reberger
John Sheldon, Sullivan & Reberger
Lisa Herriot, Division of Financial Management
Steve Poole, Intralot
Byron Peterson, Pollard Banknote

1. Meeting Called to Order

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

2. Approval of the Minutes

Commissioner Kerrick moved to approve the minutes from the January 20, 2022 meeting. Commissioner Smyser seconded the motion. The vote was unanimous for approval.

3. Director Update

Joni Stright

Director Anderson reports that our new Commissioner, Joni Stright, has been approved by the Idaho Senate for her position as a member of the Idaho Lottery Commission. We welcome her to the Lottery!

Powerball

The MUSL group approved the Letter of Agreement that allows The Lottery Corporation (Tabcorp) to move ahead with Powerball sales. The Lottery Corporation must now agree to the terms for sales to move forward one year or less from the date the agreement is deemed final. Camelot in the United Kingdom was to follow, however Camelot's bid for a fourth contract as the lottery vendor for the UK Lottery fell short. They weren't selected but have filed a protest of the award. Allwyn Entertainment, a UK subsidiary of Czech group Sazka, was awarded the contract. What that means for international play in the United Kingdom remains to be seen. We just learned about it today, March 17, 2022.

Legislative Update – H607

We recognize industry support for H607. Intralot's business advocate in Idaho, Sullivan & Reberger, in getting H607 through the legislature. We are grateful for their work with like-minded business partners.

Budget

Our budget was approved. It included additions to staff for first time in fifteen years. We were approved to move ahead with five additional employees. We are getting set up for growth that is coming our way.

Mobile Application RFB Recommendation

We issued, with your permission, this RFB recently. This is for an update to our mobile application. Sherie is leading this effort and we had a number of people who were included on the Evaluation Committee. Those participants were: Becky Schroeder, Sherie Moody-St.Clair, Joyce Mason, Tom Day – Intralot, Becki Woodbury – CLM and Heather Dillon from our Customer Service division.

I'm pleased to report that the Committee is recommending a local company. We had ten respondents, from all over the United States. The recommended company has partnered with another local company to complete the project. We recommend Boise-based C308 for this project.

Commissioner Smyser moved to approve C308 as the Mobile Application successful bidder. This was seconded by Commissioner Kerrick and unanimously approved.

May Commission Meeting Location

Because we have several new members to the Commission , we thought it would be beneficial to have our next meeting in Pocatello on May 19, 2022 – which will allow for a tour of Utah border retailers in Malad City. We are planning for May 18-19, 2022.

Jennifer Quinno-Miller Update

Jennifer has accepted an opportunity with the Division of Human Resources for the State. Jennifer’s university degree was in Human Resources, she’s worked in the field for many years and the Division of Human Resources is going through a modernization where they are attempting to consolidate things and create new positions with more authority. She applied for and was offered a position as a Human Resources Officer which is a couple of levels above where she is currently. Her office will be at the Liquor Division. The plan is for her to oversee four agencies, Liquor, Lottery, Commerce and PUC and will have people reporting to her.

Jennifer reports that she’ll miss many things about the Lottery, but because she’ll still be involved, she feels she is getting the best of both worlds.

4. Administration Update

Memorandum of Understanding – Intralot*

Becky Schroeder reports that she has a Memorandum of Understanding to present to the Commission for Intralot. We have a rather complicated contract with Intralot which lists the number of positions they are obligated to provide to the Lottery. First, we are trading a position in Marketing for our Research Analyst position. We bill Intralot for all costs associated with this employee.

Commissioner Smith moved to approve the Memorandum of Understanding with Intralot, with Commissioner Kerrick seconding. This was unanimously approved by the Commission.

Scientific Games Ticket Printing Amendment*

Second, Becky describes the Amendment to the Scientific Scratch Ticket Printing contract amendment, which adds pricing for a \$50 price point, something that wasn’t considered when the contract was originally signed.

Commissioner Smith mentioned a typo in the amendment. With that modification, Commissioner Smith moves that the amendment be approved, Commissioner Smyser seconds and this is unanimously approved.

5. Current Sales Report

Jay Prickett, Chief Financial Officer reviewed the current sales report, and that sales report is entered into the minutes as an attachment.

6. Marketing Division Update

Deputy Director of Marketing, Sherie Moody-St. Clair reported that we are running a Lucky for Life promotion since mid-February and sales have been amazing for that game. We are up \$186,000 over the regular sales for that game. We are extending that promotion for another month – because of the popularity of that promotion – where you can win \$1000 instantly on that game, just by buying a ticket.

Our Cabela's game officially launches tomorrow. It's featured on the front of our Wooh News newsletter and lists all winners in each region. We are offering promotions in Cabela's locations in Boise, Idaho Falls and Post Falls. We have a strategic partnership going with Idaho Fish & Game, and they're sending a representative to our events, as well.

Sherie showed the Commission the new Cabela's commercials.

7. Sales Division Update

Deputy Director of Sales, Larry Polowski reports that a new Sales Representative started this week, her name is Kena Collins. Her route, 301, includes Southeast Boise, Bruneau, Grandview, Mountain Home and Idaho City. We look forward to having her on staff.

We are working hard to meet, and even exceed, our sales amount from last year.

8. Security Division Update

Detective Michelle Emmons provided an update for the Security Division. She reported that the Security division is currently accepting applications for our Charitable Gaming Coordinator position, as Angie Vitek has left the Lottery to work for St. Alphonsus.

9. Set Future Commission Meeting Date

Commissioner Kerrick moved to set the next meeting for May 18, 2022 at 10:00 AM in Pocatello, Idaho. Commissioner Smith seconded the motion. The vote was unanimous for approval.

10. Executive Session – Pursuant to Idaho Code § 74-206(1)(b)

Commissioner Smyser moved pursuant to Idaho Code § 74-206(1)(b) to move into Executive Session to discuss personnel matters. The motion was seconded by Commissioner Smith, and the vote was unanimous for approval via a roll call vote and the meeting move into Executive Session.

Commissioner Smyser moved the meeting come out of Executive Session, Commissioner Kerrick seconded the motion. Via a roll call, the vote was unanimous to exit Executive Session.

After discussion by the Commission of Director Anderson's performance, Commissioner Smyser moved to send the Governor's Office a letter praising Director Anderson's performance over the last year and recommend an increase that is commensurate with the approved Idaho Lottery Team Change in Employee compensation plan based on merit. Commissioner Kerrick seconded the motion. The vote was unanimous for approval. Chief Operating Officer Becky Schroeder will create a draft and send it to the Commission for review, approval and signatures.

NOTE – this agenda item should have indicated that it required an action/approval. This is added in the minutes but was missed on the agenda. I take responsibility for this oversight. RRS (Becky Schroeder)

10. Adjournment

Commissioner Smyser moved to adjourn, seconded by Commissioner Kerrick 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.

Jeffrey R. Anderson, Executive Director
Lottery Commission Secretary

Date