



Together, we do good things.

Debbs Potts Oregon State Lottery Commission Building

500 Airport Road SE
Salem, OR 97301

OREGON STATE LOTTERY COMMISSION MEETING

Aug. 30, 2024

Lottery Commission: Mardilyn Saathoff, chair
Maulin Patel
Marty Ramirez
Jeff Weller
Julie Wilcox

Director: Mike Wells

Commissioner Patel called the Aug. 30, 2024, Oregon State Lottery Commission meeting to order and stated for the record that Commissioner Weller and Chair Saathoff are excused, and a quorum of commissioners is present.

Commissioners present at roll call: Commissioners Patel, Ramirez, and Wilcox.

A. PUBLIC COMMENT

Commissioner Patel stated that members of the public had the opportunity to provide written public comment and confirmed with the clerk that no written public comments were received.

- An email from Josie Phillips was received after the deadline for public comment and was provided to the commissioners but not shared during the public meeting, per the guidelines posted on the meeting website. Lottery could not confirm if this was intended as public comment, so it is being treated as such.

B. DIRECTOR'S REPORT

Presenter: Tai Calandriello, deputy director and strategy officer

Lottery news

Deputy Director Calandriello reported that earlier this month, some digital billboards with Oregon Lottery advertising were compromised when screens began showing cartoons and other content. After learning of the issue, Lottery contacted the vendor to have the billboards disabled until the problem was remedied and investigated. The issue was a global problem for the vendor and billboards were down for less than a day.

Deputy Director Calandriello shared that earlier this month, Lottery held its first hybrid all-hands employee meeting with a goal to learn, connect and get inspired about upcoming work. It was the first time Lottery came together in person since the pandemic, and there was a strong turnout at headquarters and virtually. The full day program featured an impactful address from Dr. Mandy Vance, Oregon's Teacher of the Year, various staff presentations, and provided an opportunity to focus on collaboration, employee engagement and empowerment. Deputy Director Calandriello thanked everyone who helped plan and participated in the event.

Sales – Deputy Director Calandriello reported the following sales statistics:

- Overall sales are down 7.9 percent year-over-year, largely due to variations in jackpot sales.
- Scratch-it sales are up 3.4 percent over last year.
 - Sales of Sky High Crossword and Tidal Treasure continue to expand the percent of sales for the \$20 price point. Sales grew from 18.5% to 24% year-over-year, an increase of nearly 10% from four years ago. This translates to a higher average purchase price, which is up nearly a dollar since 2021. Sales of the \$20 price point nearly equals the \$1, \$2, and \$3 price points combined.
- Video Lottery sales are down 1.3 percent over last year.
- Sports betting turnover is trending up over 31.8 percent from last year.

Financial statements, July 2024, exhibit 1 – Deputy Director Calandriello shared that the draft July financial statements are in the meeting materials and added that the financial plan statement was updated to reflect a more accurate breakdown of direct and indirect expenses between the product lines. Totals remain the same, but the distribution between products is slightly different than the presentation that was adopted by the Commission.

Winners – Deputy Director Calandriello shared stories about the following winners:

- Marcee and Tracy T. of Florence won \$41,398.60 playing Keno 8-spot.
- Jamie H. from Salem won \$10,000 playing a “If Wishes Were Fishes” Scratch-it.
- A player in Happy Valley won \$15,000 on a sports betting wager on the Olympic Men’s Golf tournament.

Deputy Director Calandriello shared that Commissioner Patel’s term concludes on Sept. 25 after eight years of service and expressed Lottery’s gratitude for his dedication and commitment to Lottery’s mission during his tenure.

C. MINUTES OF THE PREVIOUS MEETING, Exhibit 2

Presenter: Maulin Patel, commissioner

The Commission reviewed the July 26, 2024, Oregon State Lottery Commission meeting draft minutes, which were circulated in advance of the meeting. There were no recommended changes.

Commissioner Patel called for a motion.

Commissioner Wilcox moved that the minutes of the July 26, 2024, Oregon State Lottery Commission meeting be approved as final, as presented today. Commissioner Ramirez seconded the motion.

The motion passed by a 3-0 quorum vote, with Commissioners Patel, Ramirez, and Wilcox, voting aye.

D. FINANCIAL REPORT, Exhibit 3

Presenter: Monique Fawver, manager, financial reporting

Financial statements, June 2024/FY24

Fawver provided an overview of the financial statements and described expenses and variances in the operating statement, services and supplies supplemental schedule, and balance sheet.

Commissioner Patel called for a motion.

Commissioner Ramirez moved that the Oregon State Lottery financial statements for the month ended June 30, 2024, be approved for the record as presented today.

Commissioner Wilcox seconded the motion.

The motion passed by a 3-0 quorum vote, with Commissioners Patel, Ramirez, and Wilcox, voting aye.

E. ALTERNATIVE DISCLOSURE REQUEST, APRO, LLC and PLAID PANTRIES, INC., Exhibits 4 and 5

Presenter: Tai Calandriello, deputy director and strategy officer

Deputy Director Calandriello reminded the Commission that OAR 177-040-0001(4) authorizes an alternative disclosure process for large public companies, multi-state retail chains, or entities owned by a federally recognized tribe that meet specific criteria and are seeking traditional contracts with the Oregon Lottery. Deputy Director Calandriello reported that APRO, LLC and Plaid Pantries, Inc. meet the requirements laid out in the rule allowing the Commission to authorize an alternative disclosure process and is seeking approval to proceed with this process.

Commissioner Patel called for a motion.

Commissioner Ramirez moved that the Oregon State Lottery Commission approve the alternative disclosure process, waiving the personal disclosure requirements for APRO, LLC and Plaid Pantries, Inc., as presented today. Commissioner Wilcox seconded the motion.

The motion passed by a 3-0 quorum vote, with Commissioners Patel, Ramirez, and Wilcox, voting aye.

F. COMMISSIONER COMMUNICATIONS AND OTHER BUSINESS

Commissioner Wilcox thanked Commissioner Patel for being a great mentor and for his dedicated service to the State of Oregon.

Commissioner Patel stated that the next monthly commission meeting is scheduled on Sept. 27, 2024, and adjourned the meeting.

The Oregon State Lottery Commission approved these minutes on Sept. 27, 2024.

Alisa Zavala, Senior Executive Assistant
Lottery Director's Office

Approved by:

Commissioner MardiLyn Saathoff, Chair
Oregon State Lottery Commission

OSL Commission meeting exhibits are available for one year on the [Oregon Lottery's website](#).