

WYOMING LOTTERY CORPORATION

Board Meeting Minutes
Tuesday, October 28, 2025

Cobblestone Hotel & Suites
1306 Main Street
Torrington, WY 82240

In Person and Zoom Video Conference

Board Members in person: Todd Peterson- Chairman, David Snyder- Vice Chairman, Lori Brennan- Secretary, Jim Willox, Mary Throne, Frosty Williams, and Jeffrey Collins

Board Members via Zoom: Gerry Marburger- Treasurer

Board Members not present: Gina Monk

Staff Members Present: Jon Clontz- CEO, Robin Medina- COO, Dustin Grantham, CFO, Loy Jackson- CFO, David Stevens- Chief of Security, and Jessica Baldwin- Executive Assistant

Guests Present: Matt Kaufman- Legal Counsel, Jessie Dafoe- Legislative Consultant, Brandy Marrou- MH&P, and Taylor Mabie- MH&P

Establish Quorum:

Chairman Todd Peterson called the meeting to order at 8:30 a.m. with a roll call of board members and staff members.

Agenda Approval:

Chairman Peterson agreed with the agenda however, he must leave early so the Board will go into Executive Session after the approval of the meeting minutes. There were no objections to this change.

Approval of the Minutes:

Minutes from Tuesday, August 19, 2025

Following a Motion from Board Member Frosty Williams and seconded by Vice Chairman David Snyder, the minutes were approved by a unanimous vote.

Executive Session:

Board Member Jim Willox made a Motion to enter Executive Session, and the Motion was seconded by Board Secretary Lori Brennan.

Brandy Marrou from MH&P presented the FY'25 Audit. All Directors received detailed statements from MH&P prior to the board meeting.

- No significant issues in performing this audit
- Audit went very well, and everything MH&P needed to perform the audit was received on time
- Significant or usual transactions
 - The new building renovations
 - The new building lease for three years (Taco Johns)
 - WLC was notified in March of 2025 the lease will not be renewed effective January, 2026
 - The lease receivable was terminated
- Adjustments – Relating to the capitalization of the renovation at year end
 - There were some items that were capitalized that MH&P determined should not have been
 - There were also some items that were not capitalized that MH&P thought should have been
- General Observations
 - No disagreements with management
 - Not aware of any areas where management consulted with other accountants over areas that were disagreed with
 - No significant issues discussed with management related to the audit other than the implementation of these new standards
- No difficulties or issues that need to be brought to the Board's attention
- MH&P reviews compliance with laws and regulations. i.e. state statutes and internal controls over financial reporting
 - MH&P did report one internal and audit control finding which was classified as a significant deficiency
 - This was regarding the capitalization on the new building construction
 - “The Lottery did not evaluate all costs associated with the renovation of its building properly, resulting in an overstatement of expense. In addition, the associated retainage on the renovation contract had not been capitalized or accrued.” MH&P
 - “The Lottery recognizes this finding as an anomaly resulting from the increased activity of the Lottery's move to a new location. This was an isolated and one-time event for the Lottery. This building purchase involved additional expenses needed to adhere to the advanced security measures and strengthened infrastructure that will enable growth of the Lottery's future. While our internal controls generally ensure the accurate classification of expenses and capital asset additions, in this case, the nuance of this construction in progress resulted in a delay in capitalization.” MH&P

Questions from Board Members:

1. Board Member Willox

- a. Due to the transition of CFO's, did MH&P have any issues with this?

Answer: No, even during the transition, Loy Jackson oversaw all the financial reporting.

2. Board Member Willox

- a. There was a \$2 Million decrease in assets but it was exclusively because of the cash flow of the prizes?

Answer: Correct

3. Board Member Willox

- a. Regarding the deficiency - The WLC threshold is \$50,000, were these individual items above \$50,000 or accumulated to \$50,000?

Answer: When doing renovations, typically you can't incur one cost without incurring another. All those costs cumulatively are required to place those renovations into service. When doing renovations, you typically look at it cumulatively.

Treasurer Gerry Marburger made a motion to approve the audit as presented. The motion was seconded by Board Member Willox, and the motion passed by a unanimous vote.

After reconvening from Executive Session, the Board will now vote on an item:

1. Board Member Willox made a Motion to authorize the Chairman to sign a resolution on behalf of the Wyoming Lottery Corporation in support of debit card adoption by the legislature and other items as the Chairman and staff deem appropriate. This Motion was seconded by Board Member Mary Throne with a request that the WLC legal counsel, Matt Kaufman, circulate it to all members of the Board. The motion passed with a unanimous vote.
2. The Board authorizes Mr. Jon Clontz to move forward and open an account with Kracken Bank to establish a Crypto game.

CEO Report:

Wyoming Lottery Corporation (WLC) CEO Jon Clontz reported and discussed the following:

- MUSL Meetings
 - Continuing to keep up with MUSL meetings and news regarding games
 - Overseas sales has stalled
 - Millionaire for Life game
 - Will go from Lucky for Life to Millionaire for Life with a higher price point
 - Robin Medina and her team are on top of this change, and we will be able to release the game on time
- Potential New Games
 - We will continue to move forward with the strategic plans on these games
 - The research for the new games is almost complete
 - We have all of the information we need to continue to develop the games

- We will open a new account with Kracken and will update the board once that happens
- UW Bogos are doing very well
 - Bogos are running on Sundays after every UW football game regardless if they win or lose
- Governor's Office
 - Mr. Clontz will be following up with the Governor's Office in the next few weeks to keep them updated on new game development strategy. He will also update them on the locations of the KTD machines and making sure there are no dispensers around children's games
- Keno Product Manager
 - We had two great candidates
 - We will be making an offer to the individual who had a bit more sales experience and he will be going through the background investigation in the next 2 weeks

Questions from Board Members:

1. Board Member Willox
 - a. Will the money that is left over for Lucky for Life be pooled into Millionaire for Life?

Answer: Yes

Financial Report:

WLC CFO Dustin Grantham presented an overview of the Financials. All Directors received detailed statements prior to the board meeting. Statements are attached.

Questions from Board Members:

1. Board Member Willox
 - a. Who supplies the paper in the printers for lottery tickets?

Answer: Intralot

2. Board Member Willox
 - a. Would like to see an update on the reserves
3. Board Member Willox
 - a. Would like to look into having a building reserve

Board Member Frosty Williams made a motion to approve the financials as presented. The motion was seconded by Board Secretary Brennan, and the motion passed by a unanimous vote.

Marketing Report:

WLC COO Robin Medina presented the Marketing Report.

1. Sales Update
 - a. Total Sales – FY'26 Actual vs. Projection
 - i. FY'26 Actual Sales YTD: \$12.8 Million

- ii. FY'2 Projected Sales YTD: \$6.7 Million
 - iii. Sales we over projections YTD: 92.25%
- b. Total Sales – FY'26 vs. FY'25
 - i. Total sales FY'26: \$12.8 Million
 - ii. Total sales FY'25 same time last year: \$7.8 Million
 - iii. Difference year over year: \$5 Million over in FY'26
- c. Actual Weekly Sales – FY'26 vs. FY'25
 - i. FY'26 Average Weekly Sales: \$986,000
 - ii. FY'26 Weekly Pace Amount: \$513,000
 - iii. FY'25 Average Weekly Sales: \$600,000
- d. Total 1st Quarter Sales – FY'26 Actual vs. Projections
 - i. FY'26 Q1 Actual Sales: \$12.8 Million
 - ii. FY'26 Q1 Projected Sales: \$6.7 Million
- e. Powerball Sales – FY'26 vs. FY'25
 - i. FY'26 sales to date: \$6.5 Million
 - ii. FY'25 same time last year: \$1.8 Million
- f. Mega Millions Sales – FY'26 vs. FY'25
 - i. FY'26 sales to date: \$1.8 Million
 - ii. FY'25 same time last year: \$2 Million
- g. Cowboy Draw Sales – FY'26 vs. FY'25
 - i. FY'26 sales to date: \$2.6 Million
 - ii. FY'25 same time last year: \$1.8 Million
- h. Lucky for Life Sales – FY'26 vs FY'25
 - i. Total sales for FY'26: \$686,000
 - ii. Total sales for FY'25: \$655,000
- i. 2by2 Sales – FY'26 vs. FY'25
 - i. Total sales for FY'26: \$253,000
 - ii. Total sales for FY'25: \$255,000
- j. Keno Sales – FY'26 vs. FY'25
 - i. Total sales for FY'26: \$950,000
 - ii. Total sales for FY'25: \$1.2 Million
- k. Round Up Sales – FY'26 vs. FY'25
 - i. Round Up total sales FY'26 YTD: \$958,000
 - ii. FY'26 total plays: 59,000
 - iii. Round Up total sales FY'25: \$783,000
 - iv. FY'25 total plays: 56,000
- l. WyoLotto All Product Sales YTD
 - i. Total sales YTD PB: \$6.4 Million
 - ii. Total sales YTD MM: \$1.8 Million
 - iii. Total sales YTD CD: \$2.63 Million
 - iv. Total sales YTD L4L: \$686,000
 - v. Total sales YTD 2by2: \$254,000
 - vi. Total sales YTD Keno: \$950,000
 - vii. Round Up Sales Total: \$958,000

2. Marketing Update
 - a. Summer BOGOs
 - i. June 22 -July 27
 1. Average Sunday net sales 4 week before: \$17,000
 2. Average Sunday net sales during BOGOs in July: \$75,000
 3. Total Net: \$300,000
 - b. UW Football BOGOs
 - i. Average Sunday net sales 4 weeks before: \$23,000
 - ii. Average Sunday net sales during BOGOs: \$108,000
 - iii. Total net: \$433,00
 - c. Millionaire For Life
 - i. Live February 22, 2026
 1. Grand Prize – Million dollars a year, for life
 2. Second- Tier Prize - \$100,000 a year, for life
 3. Ticket price will be \$5
 4. Daily draws
 5. There are two sets of numbers
 - a. 58 numbers in the first set
 - b. 5 numbers in the second set
 - c. Matching all 6 is the Grand Prize
 6. Odds same as Lucky for Life
 - ii. Wyoming Marketing
 1. Statewide advertising
 - a. Radio, TV, social, digital, other channels TBD
 2. In-store
 - a. One-pager to post near terminal, pad content, ticket advertising, other channels TBD
 3. Corporate Communications
 - a. Website, app, social, public relations, email
 - d. Powerball Jackpot Run Up
 - i. Jackpot reached \$1.787 Billion
 - ii. Second largest Powerball jackpot
 - iii. Run lasted 42 drawings, a record for the longest jackpot run in Powerball history
 - iv. Wyoming winner
 1. Press release and media outreach resulted in 9 unique stories reaching 37 million people = \$56, 370 ad value equivalency
 2. Jerry Ragsdale chose the Power Play taking his \$1 Million winning ticket to \$2 Million
 - e. What comes next
 - i. Keno Freebie Fridays October
 - ii. Meals on Wheels sponsorship
 - iii. Community events
 - iv. RG verifications / Wyoming Responsible Gambling Coalition Study

- v. Millionaire For Life development and marketing
- vi. UW presence at home games
- vii. All products on KTD's

Questions from Board Members:

- 1. Board Member Willox

- a. During the Cowboy Draw BOGOs, do we know if it is a BOGO ticket that won?

Answer: Yes

Governance Report:

CEO Clontz and Matt Kaufman presented the Governance Report.

- 1. Nothing to report

Meeting Adjournment: Vice Chairman David Snyder announced the closure of the meeting at 11:40 with the motion to adjourn by Board Member Jeffrey Collins, seconded by Board Member Williams, and passed with a unanimous vote.