



**Debbs Potts Oregon State Lottery Commission Building**

500 Airport Road SE  
Salem, OR 97301

**OREGON STATE LOTTERY COMMISSION MEETING  
AUG. 29, 2025**

**Lottery Commission:** Marty Ramirez, chair  
Charlie Conrad  
Jennifer Geller  
Jeff Weller

**Director:** Mike Wells

Chair Ramirez called the Aug. 29, 2025, Oregon State Lottery Commission meeting to order and stated for the record that the commissioners are attending the meeting via a web meeting, and a quorum of commissioners is present.

Commissioners present at roll call: Commissioners Conrad, Geller, Weller, and Chair Ramirez.

**A. PUBLIC COMMENT**

Chair Ramirez stated that members of the public had the opportunity to provide written public comments and confirmed with the clerk that no public comment was received.

**B. DIRECTOR'S REPORT**

Presenter: Mike Wells, director

**Lottery news**

Director Wells reported on his recent travel to Philadelphia, where he participated in a multi-day strategic planning session with fellow member-lottery directors of the Multi-State Lottery Association (MUSL). MUSL oversees Powerball and other national draw games. The session focused on developing a five-year strategic roadmap, emphasizing the need to adapt to changing player preferences and respond to growing competition from private gaming providers.

Earlier this month Lottery launched FleetFocus, a new fleet management system designed to improve oversight of the Lottery's 140-vehicle fleet. The system collects data on vehicle maintenance and driver behavior, including seat belt use, harsh driving, speeding, and idling. It is expected to enhance safety and reduce operational costs, with future plans to leverage the data for route optimization.

- Commissioner Conrad asked if staff have concerns about the monitoring. Director Wells shared that through change management efforts, staff understand the purpose and support the program.

**Courier service rulemaking update, Exhibit 1**

Director Wells reminded the Commission of the proposed rulemaking to establish a regulatory framework for retailers who choose to work with a third-party courier service, adding that Lottery received a request to extend the public comment period and delay the effective date of the rules. Lottery has approved the

requests and extended the public comment period deadline to Fri., Oct. 3 and the new proposed effective date will be Jan. 1, 2026. Staff will report back to the Commission at the October meeting.

- Commissioner Conrad asked who the request came from and if Lottery knows why the request was made. Director Wells replied that a courier service and a retailer that works with a courier service made the requests.
- Commissioner Geller requested a copy of the public comments and Director Wells confirmed the Commission will receive a copy of all comments after the public comment period closes.

## **Sales**

- Overall sales are up 1.4 percent ahead of last year at this time.
- Scratch-it sales are up 5.4 percent ahead of last year.
- Powerball sales are up 162.5 percent due to the current jackpot run, which is projected to be at a billion dollars for Saturday's drawing.
- Mega Millions is down by 42.9 percent due to a jackpot reset in late June.
- CashPop sales in August were \$127,000 per week, up from \$123,000 per week in July.
- Video Lottery is trending down by 2.5 percent from last year, presumably due to inflationary pressure and competition for other entertainment. Lottery is watching this closely and will report back at a future meeting.
- Sports betting continues to hold steady with a 7.5 percent increase in turnover from last year.

**Winners** – Director Wells shared stories about the following winners:

- Erica S. of Gaston won \$50,000 playing The Crossword Adventure Scratch-it.
- Donne C. of Woodburn won \$40,000 playing Lottery's 40<sup>th</sup> Anniversary Scratch-it.
- A sports bettor from Gladstone placed a \$4, 11-leg parlay in Major League Baseball. After winning all selections, they won \$7,879.57.

**Draft financial statements, July 2025, Exhibit 2**

**Follow-up from the July 25, 2025, OSL Commission meeting, Exhibit 3**

## **C. MINUTES OF THE PREVIOUS MEETING, Exhibit 4**

Presenter: Marty Ramirez, chair

The Commission reviewed the draft July 25, 2025, Oregon State Lottery Commission meeting minutes, which were circulated in advance of the meeting. There were no recommended changes.

Chair Ramirez called for a motion.

Commissioner Conrad moved the minutes of the July 25, 2025, Oregon State Lottery Commission meeting be approved.

Commissioner Weller seconded the motion.

*The motion passed by a 4-0 quorum vote, with Commissioners Conrad, Geller, Weller, and Chair Ramirez voting aye.*

## **D. FINANCIAL REPORT, Exhibits 4-7**

Presenter: Karl Strauss, controller

**Financial statements, April, May, June 2025**

Strauss shared a summary of Lottery's financial health and provided an overview of the fourth quarter financial statements, including revenue, expenses and variances in the operating statement, and the services and supplies supplemental schedule.

Strauss highlighted the following FY25 statistics:

- \$937 million was transferred to the state in FY25. This equates to a bond coverage ratio of 5.3, which exceeds the amount required under the bond covenants for Oregon's lottery revenue-backed bonds.
  - Expenses as a percentage of gross sales for the year were 3.2 percent.
  - Net revenue was \$1.4 billion, which is \$28.7 million below the forecast and \$27.9 million less than FY24.
  - Net profit was \$885 million, which was 1.4 percent or \$12.6 million less than budgeted.
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- Commissioner Conrad asked for clarification on the variance in professional services spending. Strauss confirmed that while some capital expenses were reclassified as operating costs, the overall impact to the transfers was neutral due to offsetting savings in the capital budget. No mid-year budget adjustment is planned, and the agency will continue operating withing the Commission-approved budget.
  - Commissioner Weller shared that he had questions regarding the preliminary June financial statements last month and spoke to Strauss to discuss his question. Commissioner Weller thanked Strauss for providing clarification and reiterating them during today's meeting for the rest of the Commission.

Chair Ramirez called for a motion.

Commissioner Weller moved the Oregon State Lottery financial statements be approved, and Alisa Zavala clarified the approval is for the financial statements for the months ended April 30, May 31, and June 30, 2025.

Commissioner Geller seconded the motion, with the clarification.

*The motion passed by a 4-0 quorum vote, with Commissioners Conrad, Geller, Weller, and Chair Ramirez voting aye.*

#### **E. ALTERNATIVE DISCLOSURE REQUEST: ALBERTSONS SAFEWAY LLC**

Presenters: Mike Wells, director

Director Wells 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. Director Wells reported that Albertsons Safeway LLC meets 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.

Chair Ramirez called for a motion.

Commissioner Weller moved to approve the use of the alternative disclosure process for Albertsons Safeway LLC.

Commissioner Conrad seconded the motion.

*The motion passed by a 4-0 quorum vote, with Commissioners Conrad, Geller, Weller, and Chair Ramirez voting aye.*

#### **F. COMMISSIONER COMMUNICATIONS AND OTHER BUSINESS**

No other business was shared

Chair Ramirez stated that the next monthly commission meeting is scheduled on Sept. 26, 2025, and adjourned the meeting.

The Oregon State Lottery Commission approved these minutes on Sept. 26, 2025.

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Alisa Zavala, Senior Executive Assistant  
Lottery Director's Office

Approved by:

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Commissioner Marty Ramirez, Chair  
Oregon State Lottery Commission

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