North Carolina Education Lottery Commission
Budget Workshop Session
Electronic Meeting (WebEx/Teleconference)
Meeting Minutes
Wednesday, May 13, 2026

Commissioners in Attendance:	Ripley Rand, Chair Lindsey Griffin Nigel Long Joshua Malcolm Jason Roth Pamela Whitaker	
Commissioners Absent from Meeting:	Cari Boyce Chris Hayes Randy Jones	
Select Staff in Attendance:	Mark Michalko	Chief Executive Officer and Executive Director
	William Traurig	Chief Legal Officer
	Frances Little	Executive Assistant to CEO & Exec. Director
	Greg Bowers	Chief Financial Officer
	Randy Spielman	Chief Product Officer
	Terri Rose	Chief Brand Officer
	Damen Harris	Chief Technology Officer

The North Carolina State Lottery Commission held a WebEx electronic video conference Budget Work Session on Wednesday May 13, 2026, at 10:03 a.m.

Chair Ripley Rand opened the meeting by calling on William Traurig, Chief Legal Officer, to proceed with the remote meeting announcements.

Chair Rand made the standard ethics announcements. Chair Rand asked if anyone had a known conflict of interest with respect to any matter coming before the Commission at the current meeting. No conflicts were identified.

Roll call of the Commission was taken. Commissioner Cari Boyce, Commissioner Chris Hayes, and Commissioner Randy Jones were absent from the meeting. Commissioner Lindsey Griffin joined the meeting at 10:09 a.m.

FY2027 Product Development Plan

Randy Spielman, Chief Product Officer, presented the FY27 Product Plan to the Commission. It covered leveraging prize payouts to generate more money for education; NCEL outpacing the industry by more than 2.5 times in returns growth; current scratch-off trends; FY27 scratch-off initiatives; current draw game trends; Powerball Xs & Os; FY26 draw game initiatives; FY26 digital games performance; FY27 digital game initiatives; along with the FY27 product and promotion plan.

FY27 Advertising, Promotion, and Sponsorship Plan

Terri Rose, Chief Brand Officer, provided an outline of the FY27 Brand Management & Communications initiatives. It covered strategic initiatives for FY27; players and constituents; products, technology and regulation; people and stakeholders; FY27 advertising – product initiatives; FY27 brand marketing and media initiatives; the FY27 BMC Calendar; retail marketing results; marketing in the community; CSR Corporate Social Responsibilities; stakeholder engagement; and the new headquarters move.

FY27 Financial Budget Plan

Greg Bowers, Chief Financial Officer, provided in detail the FY27 Proposed Operating Budget to the Commission. The presentation included the breakdown of the budget which covered sales/prize payout; traditional sales by game budget; total sales by game budget; salary and benefits; new position request; advertising, marketing; other services; the furniture, fixtures, and equipment budget; general and administrative expenses; the proposed FY27 budget; proposed regulated gaming SFY 27 budget; FY27 salary and benefits budget; and the FY27 salary and benefits budget for new positions.

Broadcom VMware Renewal

Damen Harris, Chief Technology Officer, presented the Broadcom VMware Renewal action item to the Commission for approval. Commissioner Joshua Malcolm moved to recommend that the Commission approve the Broadcom VMware Renewal as presented. Commissioner Pamela Whitaker seconded the motion, which passed unanimously.

Adjournment

Commissioner Malcolm moved to adjourn the meeting. Commissioner Jason Roth seconded the motion, which passed unanimously. The meeting adjourned at 11:12 a.m.

Signed by:
BRYAN STARNES
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9/24/2026

Chair Bryan Starnes — Date