LOUISIANA LOTTERY CORPORATION
BOARD OF DIRECTORS' MEETING

February 6, 2026

Chairperson Mickey Parenton called the meeting to order at 10:00 a.m. in the Board of Directors Conference Room located at the Louisiana Lottery Corporation Headquarters, 555 Laurel Street, Baton Rouge, Louisiana.

I. Attendance

A. **Members Present:** Chairperson Mickey Parenton; Directors: Sheridan Shamburg, Thomas Brumfield, Dan Morrish, Anna Jones, Gail McKay, Carmen Jones, Michael Raymond, Director of Governmental Affairs Kim Callaway

B. **Members Absent:** Director: Whalen Gibbs

C. **Staff Present:** President/CEO, Rose Hudson, Senior Vice President/Secretary/Treasurer, Karen Fournet, Senior Vice President/General Counsel, John Carruth.

II. Pledge of Allegiance

Chairperson Parenton asked President Hudson to lead the Board of Directors and all attendees in our Pledge of Allegiance.

III. Approval of the Minutes of Prior Board Meeting

Chairperson Parenton began by asking if anyone had any questions or corrections to the minutes of December 17, 2025, Board Meeting. Director Brumfield **moved** to approve December 17, 2025, Board Meeting Minutes and Director Shamburg **seconded** the motion. There being no objection, the minutes were **approved**. The meeting was then turned over to President Rose Hudson for the President's Report.

IV. President's Report

Ms. Hudson began by welcoming Kim Callaway from Director of Government Affairs, the new point person with the State Treasurers office.

Ms. Hudson shared she and Vice President of Sales Brad Menard met with the Oil Marketers and Convenience Store Association. She said they discussed ideas about ways to strengthen the relationship with the Convenience Store Association, and increasing the Lottery's presence by attending conferences, sponsorships and increasing industry communications. The meeting was an opportunity to reset the relationship with the Convenience Store Association.

Ms. Hudson updated the board on Resolution 192, authored by Senator Reese, there is a committee meeting on February 18th, 2026. This resolution studies technological advancements regarding lottery and determines whether such advancements conform with Louisiana Law. Ms. Hudson also mentioned that the Budget Committee has put the Lottery's budget on the agenda for February 19, 2026.

The floor was then turned over to Senior VP, Secretary/Treasurer Karen Fournet.

V. Other Business

Mrs. Fournet presented the Lottery's sales performance, projections, and financial strategy for the proposed fiscal year 2027 budget. The sales projection for fiscal year 2027 is $617.4 million, based on three jackpots over $1 billion, and strong performances across scratch-off and Fast Play products. She presented the proposed sales budget for fiscal year 2027 to be $608.1 million. The jackpot games can be volatile and difficult to predict, and the budget is done conservatively to manage the risk of jackpot fatigue. She said the numbers games are steady and show consistent growth with a stable 50% payout, and they are critical to maintaining a balanced revenue mix. The instant win sales have continued to show increased demand, with the prize payout strategy trending to 70% to drive player engagement. She ended her presentation by reiterating that the budget for sales is conservative revenue assumptions to help control expenses to ensure more funds go directly to the state.

The floor was turned over to VP of Finance James Goodrum.

Mr. Goodrum presented the expense side of the budget. He outlined the costs required to support operations and deliver the products to our retailers statewide. He mentioned to the board the largest expense was prize payouts and that they directly align with projected sales. He reviewed retailer commissions currently at 5% of sales, plus an incentive program. Mr. Goodrum also reviewed vendor costs, courier services needed to distribute to our nearly 3,000 retailers, General and administrative expenses, salaries, and technology investments. He mentioned that Insurance has potential for increases due to the current market volatility.

VI. Board Committee Report

Chairperson Parenton thanked Mrs. Fournet and Mr. Goodrum for their presentation of Resolution No. 2026-02-06-1, relative to the 2026/2027 fiscal year budget. Chairperson Parenton asked for comments, with no comments Chairperson Parenton requested motion to approve. Director Morrish made the **motion** to approve Resolution No. 2026-02-06-1, relative to the 2026/2027 fiscal year budget and Director Shamburg **seconded** the motion. There being no objection, Resolution No. 2026-02-06-1, relative to the 2026/2027 fiscal year budget was **approved**. Chairperson Parenton called for a vote on Resolution No 2026-02-06-1, relative to the 2026/2027, and it was unanimously approved.

VII. Announcements

The next meeting of the Louisiana Lottery Board of Directors is scheduled for Friday, April 24, 2026, to be held at the Board of Directors Conference Room of the Louisiana Lottery Corporation Headquarters located at 555 Laurel Street, Baton Rouge, Louisiana.

VIII. Adjournment

There being no further business, Chairperson Parenton asked for a motion to adjourn. Director Raymond made the **motion**, and Director Morrish **seconded** the motion. The meeting was adjourned by Chairperson Parenton at 10:21 am.

Date Approved: 04/24/2026

Adene Schroeder
Executive Administrative Assistant

Dan W. Morrish
Dan W. Morrish (Jul 2, 2026 15:53:07 CDT)

Dan "Blade" Morrish
Secretary to the Board of Directors

Michael Parenton
Michael Parenton (Jul 7, 2026 09:53:29 CDT)

Mickey Parenton
Chairman of the Board of Directors

02.06.26 Board Meeting Minutes

Final Audit Report 2026-07-07

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