

COMMISSION AGENDA ITEM

Item 9(g) – Go-Getters Delivery, Inc. Contract Extension



Date: March 26, 2026

To: California State Lottery Commission

From: Harjinder K. Shergill Chima, Director *HKC*

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Subject: Item 9(g) – Go-Getters Delivery, Inc. Contract Extension

ISSUE

The California State Lottery (Lottery) is seeking Commission approval for a one-year extension of the purchase order agreement term with Go-Getters Delivery, Inc. (Go-Getters) for designated bulk carrier services for Scratchers® ticket and Point-of-Sale (POS) delivery services for the Northern Distribution Center (NDC) and the four Northern District Offices. The current agreement set to expire on June 14, 2026.

BACKGROUND

The California State Lottery Commission (Commission) approved a purchase order agreement with Go-Getters for a three-year term from June 15, 2022, through June 14, 2025, with an expenditure authority of \$320,000, and the option for two, one-year extensions. The Lottery exercised the first option extending the contract to June 15, 2026.

Go-Getters is responsible for shipping Scratchers and POS items to and from the Lottery's Northern Distribution Center (NDC) and its four Northern California District Offices (DO), which support over 8,900 retailers. Shipments are arranged on an as-needed basis, and the number of pallets delivered to a DO on each shipment varies depending on the sales volume and campaign needs for the retailers supported by the receiving DO. Each shipment can weigh up to 10,000 pounds. Exercising the second one-year extension option ensures continued delivery services with Go-Getters until June 14, 2027.

DISCUSSION

This contract has allowed the Lottery to successfully ship Scratchers and POS materials to and from the Northern DOs promptly, and has ensured the Lottery had a consistent pricing structure over the past four years. The Lottery has shipped over 240 bulk carrier loads with Go-Getters over the past four years. They have performed well against the scope of work and have been responsive and timely with scheduling and deliveries.

While the Lottery could go out to bid for these services, it is not necessary when there is a capable vendor in place and an option to extend the contract. Exercising the second one-year extension

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will enable the Lottery to maximize sales opportunities in Northern California by ensuring the DOs have adequate inventory of Scratchers and POS to meet the needs of their retailers. Lottery staff estimates that the current remaining \$160,000 contract expenditure authority will be sufficient for the extension period.

RECOMMENDATION

Lottery staff recommends that the Commission approve a one-year extension to the Go-Getters Delivery, Inc. agreement, extending the term through June 14, 2027. The expenditure authority will remain at \$320,000.