



ADDENDUM NO. 1 TO ALL OFFERORS:

Reference: RFP 13357DH

Commodity: Experiential Marketing

Dated: **July 9, 2026**

This addendum is issued to clarify that RFP 13357DH is a **sealed** RFP, not an unsealed RFP, and to provide responses to all questions received regarding the solicitation RFP 13357DH.

Correction to RFP Classification and Proposal Submission: RFP 13357DH is a sealed RFP, although the cover page incorrectly states that it is an unsealed RFP. As a sealed solicitation, proposals may not be reviewed until after the closing date and time. Emailed proposals will not be accepted. Offerors are strongly encouraged to submit proposals electronically through eVA; electronic submissions will remain locked until the closing date and time has passed.

Please note that updated pricing sheets, event listings, and asset spreadsheets are attached to this addendum.

1. To what extent does the Lottery encourage or permit the use of subcontractors to fulfill various components of the scope (e.g., staffing, logistics, warehousing, or production)? Are there any limitations, approval requirements, or expectations regarding the role of the prime contractor in managing subcontractors?
 - The Lottery permits the use of subcontractors to fulfill various components of the scope upon written consent of the Lottery. Please see section II: SUBCONTRACTS in the RFP. For Prime Contractor responsibilities please see section Y: PRIME CONTRACTOR RESPONSIBILITIES. Responses must include the subcontractor's name under section G: CONTRACTOR/SUBCONTRACTOR LICENSE REQUIREMENT.
2. Can the Lottery clarify the expected scope of responsibility for livestream and virtual events (e.g., full production, streaming technology, hosting, and moderation), and how frequently these are anticipated to occur annually?
 - The support for virtual events includes producing a monthly show for Facebook Live events – both a show that happens in real time and shared through Facebook as well as shows that may be prerecorded and played back as a Facebook Live. Some creative will be provided by the Lottery and other creative may be developed by the Offeror. The Offeror should be able to produce, host the streaming platform, and stream the shows through Facebook Live.



There are eleven (one month off in summer) one-hour Friday Funday shows per year and another four to six other shows that may be produced and prerecorded by an internal team.

3. Does the Lottery currently utilize a preferred or existing platform for livestream or social media event hosting, or is the Offeror expected to propose and manage a platform solution?
 - The current vendor utilizes Restream. The Offeror would be expected to propose and manage whichever platform it proposes using.
4. Are there target or historical annual budget ranges for experiential marketing services that Offerors should consider when developing pricing and staffing models?
 - Responses should be based on the background which references as many as 200 live events over the course of one (1) year with events that may range from two (2) to twelve (12) hours per day and potentially multiple locations.
5. Does the Lottery anticipate awarding a single contract for the full scope of services, or is there potential for multiple awards (e.g., strategy/creative vs. staffing/logistics)?
 - The Lottery will award no more than a single contract for the full scope of services.
6. Is there an incumbent or current vendor supporting experiential marketing services? If so, what elements of the current model are the Lottery seeking to evolve or improve?
 - RedPeg is the current experiential marketing partner. The scope of work in the RFP outlines the requested services of an experiential marketing partner.
7. Can the Lottery provide additional detail on expectations regarding staffing scale, including how many concurrent events typically occur and whether dedicated regional teams are expected?
 - The annual plan for events is still in progress, so specific details are not available at this time. The Lottery will work with the awarded partner to ensure appropriate staffing. Based on historical information, the plan may include as many as two to three events on the same day in different locations across. Those events could have a range from two to as many as eight staff working an event.
8. Is the requirement for a Richmond-based warehouse expected to be fully operated by the Offeror, or would the Lottery consider shared, third-party, or partner-supported warehousing solutions? Are there additional required



specs of the warehouse space (e.g., class, HVAC requirements, size/square footage, etc.)?

- The warehouse must be secure and in a safe, well-lit location with access provided only to personnel pre-approved by the Lottery, have a loading dock, and allow 24-hour access. The warehouse shall have the ability to log who has accessed it. The warehouse requires the capability to be monitored by camera on a 24-hour basis. The warehouse must have the ability to park the event vehicles to include what the vendor provides, as well as the following: F-250, F-150, and two. The current warehouse is 9,000 sqft, of which 4,500 sqft. is currently being utilized
9. Are vehicle and transportation requirements expected to be owned and operated by the Offeror, or can they be sourced through third-party providers?
- Offeror is expected either own and operate the vehicles or subcontract as noted in the RFP.
10. Does the Lottery currently have any systems or preferred tools for event data capture and reporting, or is the Offeror expected to provide a fully developed reporting platform?
- The Offeror is expected to provide a fully developed reporting platform.
11. Is this procurement intended to continue an existing experiential marketing program currently supported by an outside contractor? If so, who is the incumbent contractor, how long have they supported the Lottery, and will incumbent performance information be made available?
- The current contractor's contract is ending. The intent of this RFP is to award a new experiential marketing partner contract. Please see Question #6.
12. What are the primary reasons the Lottery is issuing this RFP at this time? Are there specific operational, creative, staffing, reporting, inventory, or performance issues the Lottery is seeking to improve through the new contract?
- The current contract is expiring. All requirements are listed in the RFP.
13. What are the Lottery's top priorities for improvement during the first year of the new contract?
- All requirements are listed in the RFP. Offerors should organize proposal content by sections as requested in section B: SPECIFIC PROPOSAL REQUIREMENTS.



14. Can the Lottery provide a representative list of events attended or sponsored in the past 12–24 months, including event location, event duration, staffing levels, whether Lottery product was sold, and key performance results?
 - The Lottery did not participate in any Marketing-focused or selling events in the past 12-24 months. We have participated in Community and Beneficiary focused events where no product has been sold. Please see the attached list of events.
15. Does the Lottery anticipate maintaining the current approximate event volume of up to 200 live event days per year, increasing it, or reducing it during the initial contract term?
 - We anticipate maintaining an approximate event volume of up to 200 live event days per year. We will grow to this volume during the first year of the contract.
16. What audience segments are the highest priority for the experiential marketing program, including current players, future players, college audiences, younger adults, multicultural audiences, or specific geographic markets?
 - For marketing events, the highest priority audience is light, lapsed, or non-Virginia Lottery players that are Virginia residents, 18 years or older, and not morally opposed to the Lottery. For other community events, the audience is K-12 public school educators and are intended to reach Virginians to share the Lottery's mission message.
17. What existing Lottery, industry, customer, or event performance research will be made available to the selected contractor for strategy development and Annual Event Plan recommendations?
 - The Lottery will provide the awarded vendor with relevant Lottery-owned player research along with relevant performance data on existing Community and Beneficiary events.
18. How does the Lottery currently define and calculate “event return on investment,” and is there an existing methodology the contractor must use or improve upon?
 - The Lottery will work with the awarded vendor to establish an agreed-upon event return on investment calculation based on the data that the vendor is able to collect from events.
19. For selling events, what are the required procedures and timeline for the contractor to become an authorized retailer, complete training, obtain background checks/security clearances, and be approved to handle Lottery products or equipment?



- The required procedures to become a Lottery retailer can be found here: <https://www.valottery.com/aboutus/retailer>. The Lottery will work directly with the awarded vendor to clarify requirements unique to selling at events along with establishing an agreed-upon timeline.
20. How many selling events does the Lottery anticipate annually, and are those expected to require contractor staff to handle active scratchers, cash, point-of-sale equipment, or Lottery terminals?
- There is not a defined number of selling events at this time, but the Offeror should expect between 25% to 50% of the events to be selling events based on historical information. The contractor staff is expected to independently handle all products, cash, and terminals. The Lottery will work with the awarded vendor on clarifying the requirements unique to selling at events.
21. Does the Lottery currently have an incumbent warehouse location or existing inventory that must be transitioned to the new contractor, and can the Lottery provide estimated square footage, inventory volume, and major asset requirements?
- All vehicles need to be stored at the warehouse location. Please refer to question # 8.
22. Will the selected contractor be responsible for assuming, transferring, or replacing any existing event assets, vehicles, premium items, trailers, tents, fixtures, signage, flooring, games, or technology currently used by the Lottery?
- The awarded vendor will be responsible for assuming all existing events assets, premium items, tents, fixtures, signage, flooring, games, and activation technology. Technology for tracking inventory and managing the event will not be transferred. Anything owned by the incumbent will not be transferred to the awarded contractor. Lottery vehicles will continue to be owned by the Lottery but may be used by the contractors with Lottery's approval.
23. Who is responsible for the cost of vehicle wrapping, rewrapping if the Lottery brand changes, ongoing vehicle maintenance, insurance, registration, inspections, and replacement vehicles during downtime?
- The awarded vendor will be responsible for all of these items noted above. The Lottery would be responsible for paying for the above items on our owned vehicles, but we would ask the vendor to manage the work. The current vendor pays for everything on their box truck, with the exception of gas. The current vendor takes the Lottery-owned vehicles for maintenance and inspections. Insurance on our vehicles is issued through the state.



24. What is the expected maximum number of concurrent events the contractor should be prepared to support in different locations?
 - Please see question #7.
25. Are Brand Ambassadors and Market Managers expected to be dedicated staff for the Lottery, or may the contractor use a trained bench model with staff assigned as needed?
 - Brand Ambassadors and Market Managers are expected to be trained on the Lottery as noted under “Offeror Staffing Responsibilities for Lottery Events” under the Statement of Needs. Brand Ambassadors and Market Managers do not need to be dedicated exclusively to the Lottery.
26. The pricing schedule estimates 50 non-creative virtual events and 20 creative virtual events. Can the Lottery define the difference between “creative” and “non-creative” virtual events for pricing and staffing purposes?
 - Please see attached updated pricing sheets.
27. Will the selected contractor be expected to build a new event reporting portal, provide access to an existing proprietary system, or use a Lottery-provided reporting platform?
 - The awarded vendor is expected to provide a new event reporting portal. The Lottery will not be providing an existing system.
28. Can the Lottery provide sub-criteria or relative weighting within the Experiential Strategy & Annual Event Plan and Operational Methodology evaluation categories?
 - There is no sub-criteria or relative weighting within the evaluation. The section will be evaluated holistically and worth up to 30 points.
29. Can the Lottery clarify how pricing will be evaluated for the 10 available pricing points, including whether lowest total cost receives full points or whether price realism, completeness, and alternate pricing models will also be considered?
 - Pricing is evaluated in the same manner as listed in the Virginia Agency Procurement and Surplus Property Manual (APSPM)



Please see below:

A. The lowest price shall be scored the maximum number of evaluation points for price.

The lowest price is then divided by each of the higher offeror's proposed price in turn. The quotient is then multiplied by the points assigned for price to determine the evaluation points to be assigned to each higher price proposal.

$$\frac{\text{Lowest Price Offered}}{\text{Price of Offer being Evaluated}} = \% \text{ Factor} \times \text{Maximum Available Points} = \text{Points Assigned}$$

Offeror/ Price	Lowest Offeror's Price Offeror's Price	=	% Factor	x	Maximum Eval PTS (25)*	=	Points Assigned
A \$32,500	<u>24,250</u> 32,500	=	75	x	25	=	18.75
B \$24,250	<u>24,250</u> 24,250	=	100	x	25	=	25
C \$26,350	<u>24,250</u> 26,350	=	93	x	25	=	23.25
D \$27,600	<u>24,250</u> 27,600	=	88	x	25	=	22

* Point value shown is only an example and will vary with the RFP based on points assigned to price criteria.

30. The RFP includes several placeholder or irregular terms, including "Click here to enter text," duplicate limitation of liability sections, and incomplete renewal/warranty/liquidated damages language. Should offerors treat those placeholder clauses as non-applicable unless completed by addendum?
 - Please disregard the placeholder language. Offerors should complete the offeror profile sheet. The placeholder was left blank in error.
31. Approximately how many events are anticipated annually under this contract? Is 200 event days considered typical, maximum, or historical?
 - 200 event days is based upon historical performance that the Lottery wants to scale back up to.
32. Can the Lottery provide historical event counts by event type (festivals, college athletics, retail activations, etc.)?
 - In FY26, the Lottery focused only on Community and Beneficiary events. We will be expanding to add Marketing-focused and selling events in the future. Please see the list of events from 2024-2026.
33. Can the Lottery provide historical geographic distribution of events throughout Virginia?
 - Please see list of events from 2024-2026.
34. What percentage of events require product sales versus brand awareness only?
 - Please see question #20.
35. What percentage of events are multi-day versus single-day?
 - This will be determined based upon the annual event plan.



36. What percentage of events occur simultaneously? What has been the maximum number of concurrent events?
- This will be determined based upon the annual event plan. Please see question #7.
 - Please see list of events from 2024 – 2026 for a sampling of events occurring simultaneously.
37. Are there minimum service levels expected during peak seasons?
- No. The awarded contractor shall be able to support all Lottery events
38. How often will the Annual Event Plan be updated?
- It will be updated annually with the opportunity to add more events as opportunities arise.
39. Does the Lottery have an existing strategic planning template or format?
- The Lottery does not have an existing template or format.
40. What historical event performance data will be made available?
- Please see question #17.
41. Are there existing KPIs already approved by Lottery leadership?
- The Lottery will establish KPIs in conjunction with the awarded vendor. Please see question #18.
42. Is there a target ROI methodology currently used?
- Please see question #18.
43. Will the Lottery provide existing brand standards and design files?
- The Lottery will provide the awarded vendor with brand standards and design files. Logos can be found here:
<https://www.valottery.com/media>.
44. What assets currently exist (tents, trailers, games, signage, booths)?
- Please see the attached list of assets.
45. Which assets are expected to be redesigned during the first year?
- The Lottery will work with the awarded vendor to identify and prioritize assets based upon brand guidelines and event footprints.
46. What approval turnaround should the contractor anticipate for creative deliverables?
- The awarded vendor should expect the Lottery to review and approve creative deliverables within five business days.



47. Does the Lottery maintain preferred vendors for printing and fabrication?
 - No, it is the Offeror's responsibility to ensure items are printed and fabricated to meet requirements.
48. Approximately how many livestream events occur annually?
 - Approximately 14 to 16.
49. Which platforms are currently used (Facebook, Instagram, TikTok, YouTube, etc.)?
 - Facebook Live is currently used for virtual events.
50. Who owns streaming accounts?
 - The selected vendor will own the streaming account. The Lottery will own the social platforms.
51. Is closed captioning required?
 - Yes, closed captioning is required.
52. Are recordings archived?
 - Yes, recordings are archived. The selected vendor will be responsible for moving completed Facebook Lives to the Lottery's YouTube page.
53. Approximately how many Brand Ambassadors are currently used?
 - Approximately 30 Brand Ambassadors are active on the Lottery account. With an increased number of events moving forward, this number is expected to increase.
54. How many Market Managers are typically active?
 - Approximately five Market Managers are active on the Lottery account. With an increased number of events moving forward, this number will likely increase.
55. Is incumbent staff available for transition?
 - Awarded vendor will need to negotiate this with the incumbent.
56. Are incumbents eligible for employment by the new contractor?
 - The awarded vendor will need to negotiate this with the incumbent and their employees.
57. What background investigations are required?
 - The Lottery will conduct background investigations comparable to Lottery employment and retailer licensing that includes but is not limited to credit history check, tax record check, and a criminal



record check. Any staff who will be driving vehicles, a department of motor vehicles check is also completed.

58. Are fingerprinting requirements applicable?
 - Yes. Staff will be required to be fingerprinted.
59. What security clearances are required before staff may sell Lottery products?
 - Please see question #57.
60. What percentage of events require selling activities?
 - Please see question #20.
61. Is overtime expected?
 - Offeror is responsible for managing staff salaries and benefits.
62. Approximately how many square feet of warehouse space are required?
 - Please see question #8.
63. How many pallets of inventory are currently maintained?
 - Please refer to the attached asset list.
64. Can the incumbent provide inventory counts?
 - Please refer to the attached asset list.
65. Is climate-controlled storage required?
 - Yes. Premium items may require climate-controlled storage.
66. How frequently are shipments received?
 - The Lottery will work with the awarded vendor to determine when shipments will need to be received. Premium and asset shipments are received as needed.
67. Approximately how many SKUs are maintained?
 - Please refer to the asset list.
68. What are average annual vehicle mileage expectations?
 - Please refer to the list of events for calculating mileage based off location.
69. Can current vehicle utilization reports be provided?
 - No. These are not available.
70. Are replacement vehicles acceptable during maintenance?
 - Yes.



71. Is fuel reimbursable separately?
 - Please see the attached updated pricing sheet.
72. Are tolls reimbursable?
 - Please see the attached updated pricing sheet.
73. Who pays parking fees?
 - Please see the attached updated pricing sheet.
74. What branding specifications currently exist?
 - The awarded vendor will be provided with the brand guidelines.
75. Will event permits be secured by the Lottery or contractor?
 - The Offeror shall secure event permits.
76. Who procures electricity at events?
 - Please see the attached updated pricing sheet.
77. Are generators currently owned?
 - Please refer to the asset list.
78. Are internet services reimbursable?
 - Please see the attached updated pricing sheet.
79. Is there a standard event footprint?
 - Please refer to the asset list.
80. Does the Lottery have preferred software for inventory management?
 - No. Offeror shall propose a portal/tool for inventory management in the RFP.
81. Are APIs required?
 - Offeror shall describe the inventory management program and identify if APIs are necessary in the proposal.
82. Should the portal integrate with existing Lottery systems?
 - The portal does not need to integrate with existing Lottery systems.
83. Are Microsoft Power BI dashboards desired?
 - Offeror shall describe the inventory management program in the proposal. All requirements are listed in the RFP.
84. What cybersecurity standards apply to cloud-hosted applications?



- The Lottery maintains cybersecurity standards depending on the nature of the cloud base application. If an offeror is proposing a cloud-based solution, these standards will be made available during negotiations.
85. Can sample reports be provided?
- The Lottery is requesting proposals on an inventory management program in the Offeror's response. The most common reports requested by the Lottery are listed under Offeror Reporting Responsibilities in the Statement of Needs.
86. What are the required KPIs?
- Please see question #41.
87. What dashboard functionality is expected?
- Please see requirements under Section 4: Operational Methodology.
88. How frequently are executive reports requested?
- The Offeror shall develop reports utilizing data captured at Lottery events in collaboration with the Lottery on an agreed upon schedule no longer than monthly.
89. What ad hoc reporting volume should be anticipated?
- There is no anticipated volume of ad hoc reporting.
90. Should hourly rates include overtime?
- Please see question #61.
91. Are minimum staffing levels assumed?
- Please see question #37.
92. Is travel time billable?
- Offeror should include all pricing under the requirements outlined in the RFP.
93. Is portal administration separately billable?
- Offeror should include all pricing under the requirements outlined in the RFP.
94. Will mileage be reimbursed separately?
- Please see the attached updated pricing sheet.
95. What travel reimbursement rates apply?
- Please see the attached updated pricing sheet.



96. Is lodging reimbursed at actual cost or fixed rates?
 - Please see the attached updated pricing sheet.
97. Should vehicle depreciation be included?
 - Offeror should include all pricing under the requirements outlined in the RFP.
98. Should insurance costs be included?
 - Offeror should include all pricing under the requirements outlined in the RFP.
99. Will wrap replacement be reimbursable?
 - Please see the attached updated pricing sheet.
100. Should warehouse rent be fully burdened into labor or proposed separately?
 - Offeror should include all pricing under the requirements outlined in the RFP.
101. Are utilities reimbursable?
 - Offeror should include all pricing under the requirements outlined in the RFP.
102. Should forklift maintenance be included?
 - Maintenance should be included in the price for warehousing.
103. Are production markups allowed?
 - Please see the attached updated pricing sheet.
104. What markup percentage is acceptable?
 - Please see the attached updated pricing sheet.
105. Should subcontractor management fees be included?
 - Offeror should include all pricing under the requirements outlined in the RFP.
106. Is portal development a fixed-price deliverable?
 - Offeror should include all pricing under the requirements outlined in the RFP.
107. Is ongoing hosting separately billable?
 - Offeror should include all pricing under the requirements outlined in the RFP.



108. Are software licensing costs reimbursable?
 - Offeror should include all pricing under the requirements outlined in the RFP.
109. Will the incumbent provide transition support?
 - Yes. The incumbent will provide transition support as defined in their existing contract.
110. Will inventory be jointly verified?
 - Yes. The Lottery will verify the inventory transferred.
111. Will vehicles transfer?
 - No. The Offeror is responsible for providing vehicles.
112. Will warehouse lease transfer?
 - No. The Offeror is responsible for determining their own warehouse capabilities.
113. What existing Lottery research or data (e.g., brand tracking studies, player/consumer segmentation, historical event performance) will be made available to the awarded Offeror to inform experiential strategy development, and what research is the Offeror expected to originate independently?
 - Please see question #17. Offeror is expected to provide research as necessary to develop a strategic annual plan.
114. What creative approval workflow and turnaround time should the Offeror anticipate between concept submission and Lottery approval prior to production?
 - Please see question #46.
115. Does the Lottery maintain an existing digital asset library or digital asset management (DAM) system that the awarded Offeror would be expected to use or populate?
 - No. The Lottery does not maintain a DAM that the awarded vendor will be expected to use.
116. Beyond Facebook Live, what additional platforms does the Lottery anticipate for virtual/social media events (e.g., Instagram, YouTube, TikTok)?
 - Facebook Live is the only anticipated platform to be used for virtual events.
117. Does the Lottery currently retain a streaming or production vendor, or maintain related equipment, for virtual events, or is the awarded



Offeror expected to supply full production capability (multi-camera setup, live switching, on-screen graphics)?

- Please see question #8

118. What annual volume and typical duration of virtual events should the Offeror plan for in developing a staffing and production approach?

- See answer to question #2.
- Please see event list.

119. For virtual/social media events, is the on-camera host always a Lottery employee, or should the Offeror be prepared to provide on-camera talent for some events?

- The on-camera host is always a Lottery employee.

120. Does the Lottery require a dedicated, Lottery-branded platform or microsite to host virtual events, or is a third-party hosted streaming solution acceptable?

- Virtual events are streamed through Facebook Live. No microsite is needed.

121. In the event of a technical failure during a live virtual event, is resolution solely the responsibility of the Offeror as outlined in the Statement of Needs, or would this be a shared responsibility with Lottery IT?

- The Offeror is solely responsible for resolving technical failures, but the Lottery will support as needed to address the issue.

122. Should virtual event data reporting be integrated into the same online portal used for in-person event reporting, or will this be a separate reporting deliverable?

- Virtual event data should be integrated into the same reporting.

123. Given the estimated October 15, 2026 contract award date, when does the Lottery anticipate the first live event under this contract will take place? This will help the Offeror plan an appropriate onboarding and development runway for strategy and creative deliverables.

- The anticipated first live event will take place no earlier than January 2027 to allow for onboarding and development runway. The Lottery and the awarded vendor will determine an agreed-upon schedule.

124. There are several places in the Request for Unsealed Proposals that say, 'click here'. For example, under Section 18 Signature and Offeror Profile Sheet on page 49, in the second paragraph it reads 'In compliance with this Request for Proposal #click here to enter RFP #



and subject to all conditions thereof.....'. Is the #click here supposed to be a clickable link?

- Please see question #30.

125. In Section 3, on page 10 under the area titled Offeror Responsibilities for Warehousing and Transportation Lottery assets are discussed. Is there a listing of the types, sizes and quantity of assets must be stored?

- Please refer to the attached asset list.

126. In this same section there is a statement that says 'The warehouse must be secure and include on-site parking.' Are these Lottery vehicles that must be accommodated with on-site parking? If so, what type of vehicles?

- Lottery vehicles will need to be accommodated. On-site parking must be secure for Lottery and Offeror staff for personal vehicles or Offeror owned vehicles. Please see question #8.

127. Under Section 4 Proposal Preparation and Submission Requirements -> Proposal Preparation (page 13), please confirm there are 4 ways proposals may be submitted: By US Mail
Electronically through eVA
Emailed directly to the Contract Officer - Davonia Holland at dholland@valottery.com
Hand Delivered to the 600 East Main Street facility.

- Proposal submission requirements: This is a sealed solicitation, as corrected in this addendum. Emailed proposals will not be accepted and should be removed as an allowable submission method in the RFP. Offerors are strongly encouraged to submit proposals electronically through eV; electronic submission remain locked until the closing date and time. Proposals delivered by hand must be sealed and will not be opened until the closing date.

128. Correction: This siln the Evaluation and Award Criteria section on page 20, under Award of Contract is states: Two or more offerors deemed to be fully qualified and best suited among those submitting proposals will be identified on the basis of the evaluation factors stated herein. Negotiations may be conducted with such Offerors. After negotiations have been conducted with each of these Offerors, the Lottery may select the Offeror(s) that, in its opinion, has made the best proposal, and award the Contract to that Offeror(s).

Does this mean the contract could be awarded to more than one offeror? If so, how would the work be split?



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- No. Multiple Offerors may be invited to enter contract negotiations with the Lottery; however, only one Offeror will be awarded the contract as stated in this addendum.

Davonia Holland
Davonia Holland