

State Lottery Commission of Indiana
THANK YOU FOR JOINING
OUR MEETING IS SCHEDULED TO BEGIN AT 10:00 am



March 26, 2025 Meeting

Preliminary Matters

- Call to Order
- Compliance with Open Door Law
- Roll Call
- Approval of Minutes (by Roll Call Vote)
- Director Reports

Commission Roll Call

	Present	Absent
Chairman	<input type="radio"/>	<input type="radio"/>
Commissioner Luke Bosso	<input type="radio"/>	<input type="radio"/>
Commissioner Norman Gurwitz	<input type="radio"/>	<input type="radio"/>
Commissioner Andrew Mallon	<input type="radio"/>	<input type="radio"/>
Commissioner Roger Utzinger	<input type="radio"/>	<input type="radio"/>



Commission Vote to Approve Minutes

	Yea	Nay
Chairman	<input type="radio"/>	<input type="radio"/>
Commissioner Luke Bosso	<input type="radio"/>	<input type="radio"/>
Commissioner Norman Gurwitz	<input type="radio"/>	<input type="radio"/>
Commissioner Andrew Mallon	<input type="radio"/>	<input type="radio"/>
Commissioner Roger Utzinger	<input type="radio"/>	<input type="radio"/>





Director's Report

Sarah M. Taylor

Executive Director

March 26, 2025

Hoosier Lotto Jackpot Hit



- Winning ticket was sold in Tell City.
- Winner(s) has until September 8, 2025, to claim.

Greening of the Canal and St. Patrick's Day Parade



March 26, 2025

Problem Gambling Awareness Month



March 26, 2025



Director's Report

Sarah M. Taylor

Executive Director

March 26, 2025



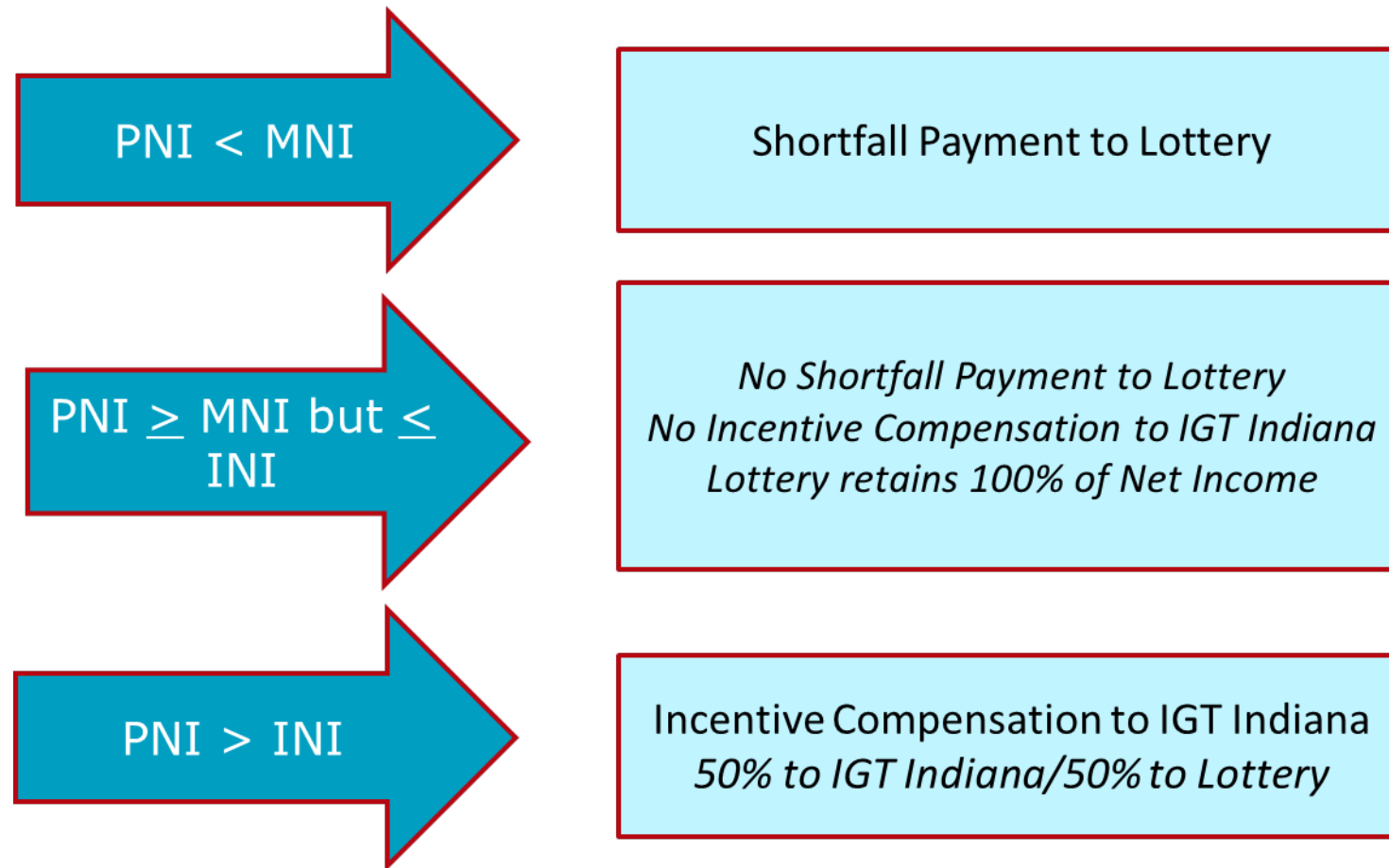
FY25 Financial Report

Carrie Stroud

Chief of Staff

March 26, 2025

FY25 Net Income Thresholds



PNI = Provider Net Income
MNI = Minimum Net Income (\$322M – FY 25)
INI = Incentive Net Income (\$342M – FY 25)

Financial Report - FY25 YTD

Income Statement

For the Eight Months ending February 28

(In Thousands)

PRELIMINARY & UNAUDITED

	FY25 Actual	FY25 Budget	Percentage Variance	FY24 Actual	Percentage Variance
Revenues	\$ 1,061,224	\$ 1,101,414	-3.6%	\$ 1,178,501	-10.0%
Prize Expense	696,178	732,288	-4.9%	772,483	-9.9%
Game and Provider Expenses	127,937	135,795	-5.8%	136,998	-6.6%
Provider Net Income (PNI)	237,109	233,331	1.6%	269,020	-11.9%
General and Administrative Expenses	5,691	7,280	-21.8%	5,432	4.8%
Operating Profit	231,418	226,051	2.4%	263,588	-12.2%
Other Income	1,912	1,539	24.2%	2,438	-21.6%
Provider (Incentive)/Shortfall Payment	(4,000)	(5,221)	-23.4%	(12,617)	-68.3%
Surplus Revenue to the State	229,330	222,369	3.1%	253,409	-9.5%
Fair Market Value Adjustment	-	-	0.0%	-	0.0%
Net Income	\$ 229,330	\$ 222,369	3.1%	\$ 253,409	-9.5%

Notes:

1) Revenues are \$40.2M (3.6%) less than Budget and \$117.2M (10.0%) less than prior year

2) Prize Expense is 65.6% of Revenues, compared to 66.5% budgeted and 65.5% in prior year

3) Game and Provider Expenses are in-line with Budget and prior year as a percentage of Revenues (11.6%-12.3%)

4) General & Administrative Expenses are \$1.6M (21.8%) less than Budget and \$259k (4.8%) greater than prior year

5) Surplus Revenue to the State is \$6.9M (3.1%) greater than Budget and \$24.0M (9.5%) less than prior year



Financial Report - FY25 YTD

Revenue Breakdown

For the Eight Months ending February 28

(In Thousands)

PRELIMINARY & UNAUDITED

	FY25 Actual	FY25 Budget	FY24 Actual
Revenues			
Instant Tickets			
Scratch	\$ 804,745	\$ 846,943	\$ 861,054
Total Instant Tickets	804,745	846,943	861,054
Big Jackpot Draw Games			
Powerball (w/Double Play)	47,774	70,297	103,035
Hoosier Lotto (w/+PLUS)	36,755	26,276	38,230
Mega Millions	42,531	34,554	50,401
Total Big Jackpot Draw Games	127,060	131,127	191,666
Non-Jackpot Draw Games			
Daily 3	31,208	31,675	31,920
Daily 4	30,515	30,882	31,123
Quick Draw (w/Bullseye)	11,119	10,955	11,585
Cash 5	10,794	9,653	11,236
EZ Match	2,383	2,160	2,424
SUPERBALL	4,947	4,092	4,713
Cash4Life	4,729	4,743	4,819
Cash POP	8,831	7,766	7,501
Fast Play	24,893	21,418	20,460
Total Non-Jackpot Draw Games	129,419	123,344	125,781
Total Revenues	<u>\$ 1,061,224</u>	<u>\$ 1,101,414</u>	<u>\$ 1,178,501</u>

Notes:

1) Scratch Revenue is \$42.2M (5.0%) less than Budget and \$156.3M (16.3%) less than prior year

2) Powerball Revenue is \$22.5M (32.0%) less than Budget and \$55.2M (53.6%) less than prior year

3) Hoosier Lotto Revenue is \$10.4M (39.9%) greater than Budget and \$1.4M (3.9%) less than prior year

4) Mega Millions Revenue is \$7.9M (23.1%) greater than Budget and \$7.8M (15.6%) less than prior year

5) Non-Jackpot Draw Games are \$6.0M (4.9%) greater than Budget and \$3.6M (2.9%) greater than prior year



Financial Report - FY25 Forecast

Income Statement

For the Twelve Month Period ending June 30

(In Thousands)

PRELIMINARY & UNAUDITED

	FY25 Forecast	FY25 Budget	Percentage Variance	FY24 Actual	Percentage Variance
Revenues	\$ 1,654,543	\$ 1,692,089	-2.2%	\$ 1,744,212	-5.1%
Prize Expense	1,099,115	1,127,862	-2.5%	1,141,692	-3.7%
Game and Provider Expenses	201,428	207,627	-3.0%	205,363	-1.9%
Provider Net Income (PNI)	354,000	356,600	-0.7%	397,157	-10.9%
General and Administrative Expenses	9,687	11,574	-16.3%	8,578	12.9%
Operating Profit	344,313	345,026	-0.2%	388,579	-11.4%
Other Income	2,568	2,295	11.9%	4,359	-41.1%
Provider (Incentive)/Shortfall Payment	(6,000)	(7,300)	-17.8%	(19,858)	-69.8%
Net Income Prior to Distributions	340,881	340,021	0.3%	373,080	-8.6%
Fair Market Value Adjustment	-	-	0.0%	(978)	0.0%
Net Pension Obligation Adjustment	-	-	0.0%	626	0.0%
Net Income	<u>\$ 340,881</u>	<u>\$ 340,021</u>	<u>0.3%</u>	<u>\$ 372,728</u>	<u>-8.5%</u>

Self-Service Machines



March 26, 2025



Consideration of Resolution #25-02 and Administrative Rule Adoption

Carrie Stroud

Chief of Staff

Chuck Taylor

Director of Legal Affairs & Compliance

March 26, 2025

Resolution #25-02

RESOLUTION APPROVING AMENDED EMPLOYEES' PENSION PLAN OF THE STATE LOTTERY COMMISSION OF INDIANA

	Yea	Nay
Chairman	<input type="radio"/>	<input type="radio"/>
Commissioner Luke Bosso	<input type="radio"/>	<input type="radio"/>
Commissioner Norman Gurwitz	<input type="radio"/>	<input type="radio"/>
Commissioner Andrew Mallon	<input type="radio"/>	<input type="radio"/>
Commissioner Roger Utzinger	<input type="radio"/>	<input type="radio"/>



Consideration of Final Rule 24-431*

Fees

Service	Fee
(1) Application fee for a new certificate of authority or change of ownership for each selling location.	\$100
(1) Renewal fee for an existing certificate of authority for each selling location.	\$50
(3) Issuance of duplicate or amended certificate of authority.	\$10
(3) Weekly service charge for each online lottery terminal.	\$10
(3) Late payment fee for amount due to the commission.	1st Non-Sufficient Funds (NSF) \$20 2nd or more NSF < \$1,000 = \$20 2nd or more NSF ≥ \$1,000 = \$50 plus 12% simple interest per annum on the amount due until collected

*Final Rule Document Being considered for adoption provided to Commissioners in a separate document



Commission Vote to Final Rule 24-431

	Yea	Nay
Chairman	<input type="radio"/>	<input type="radio"/>
Commissioner Luke Bosso	<input type="radio"/>	<input type="radio"/>
Commissioner Norman Gurwitz	<input type="radio"/>	<input type="radio"/>
Commissioner Andrew Mallon	<input type="radio"/>	<input type="radio"/>
Commissioner Roger Utzinger	<input type="radio"/>	<input type="radio"/>





FY25 Business Plan

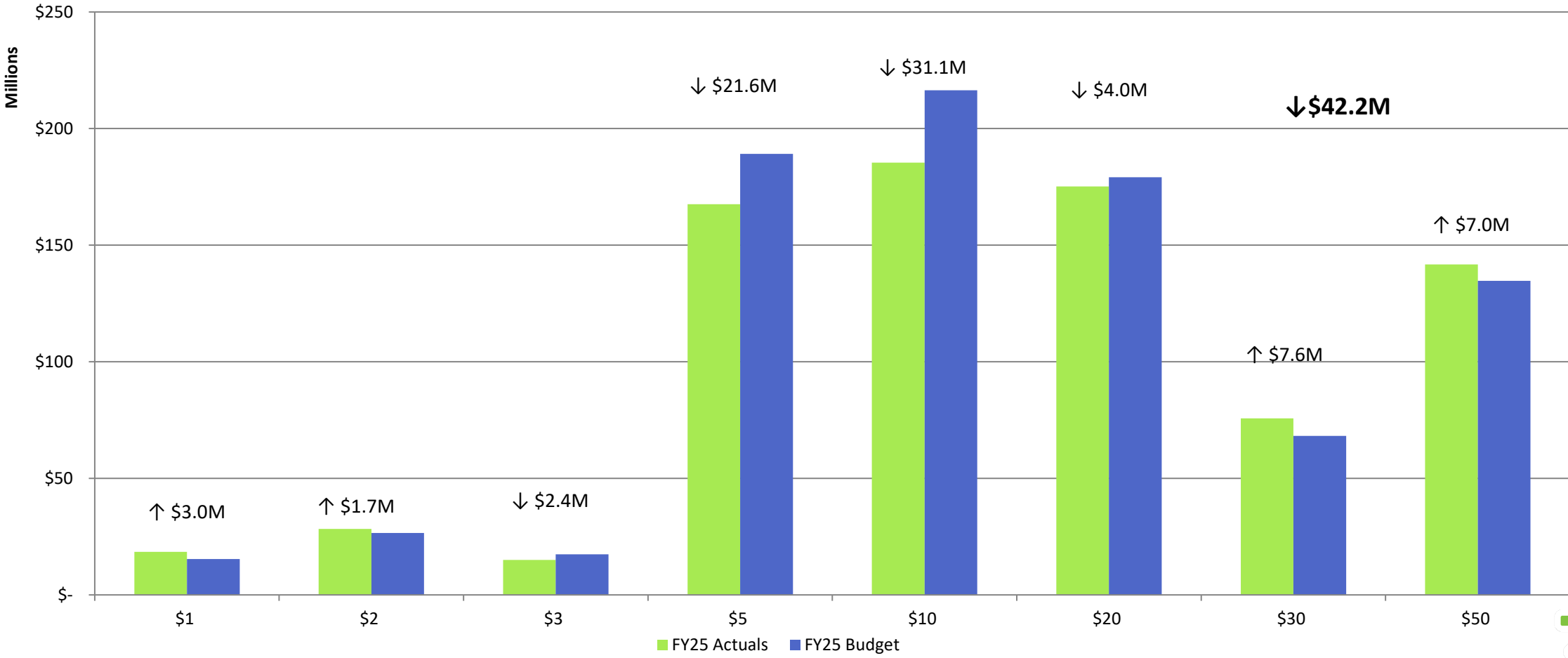
Chuck Taylor

Director of Legal Affairs & Compliance

March 26, 2025

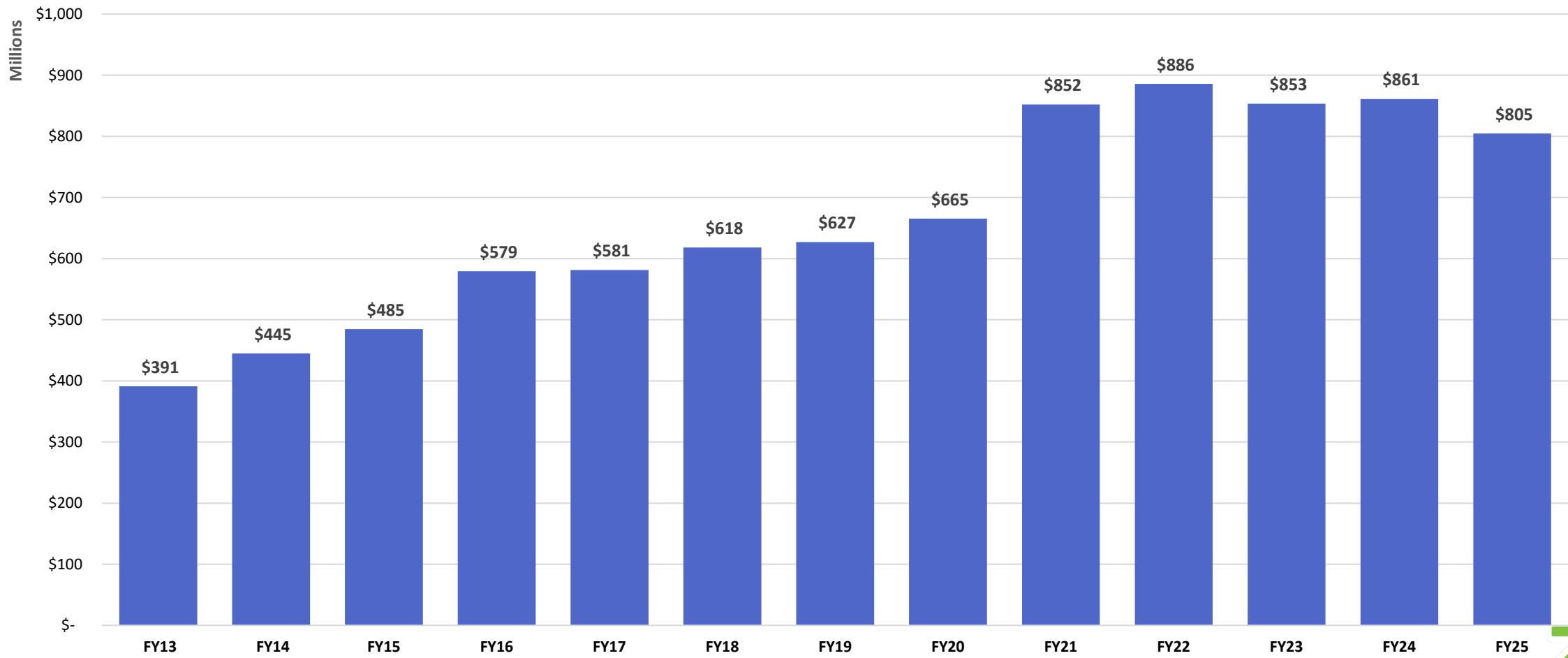
Scratch-off Sales to Budget FY25 YTD

For the Eight Months ending February 28



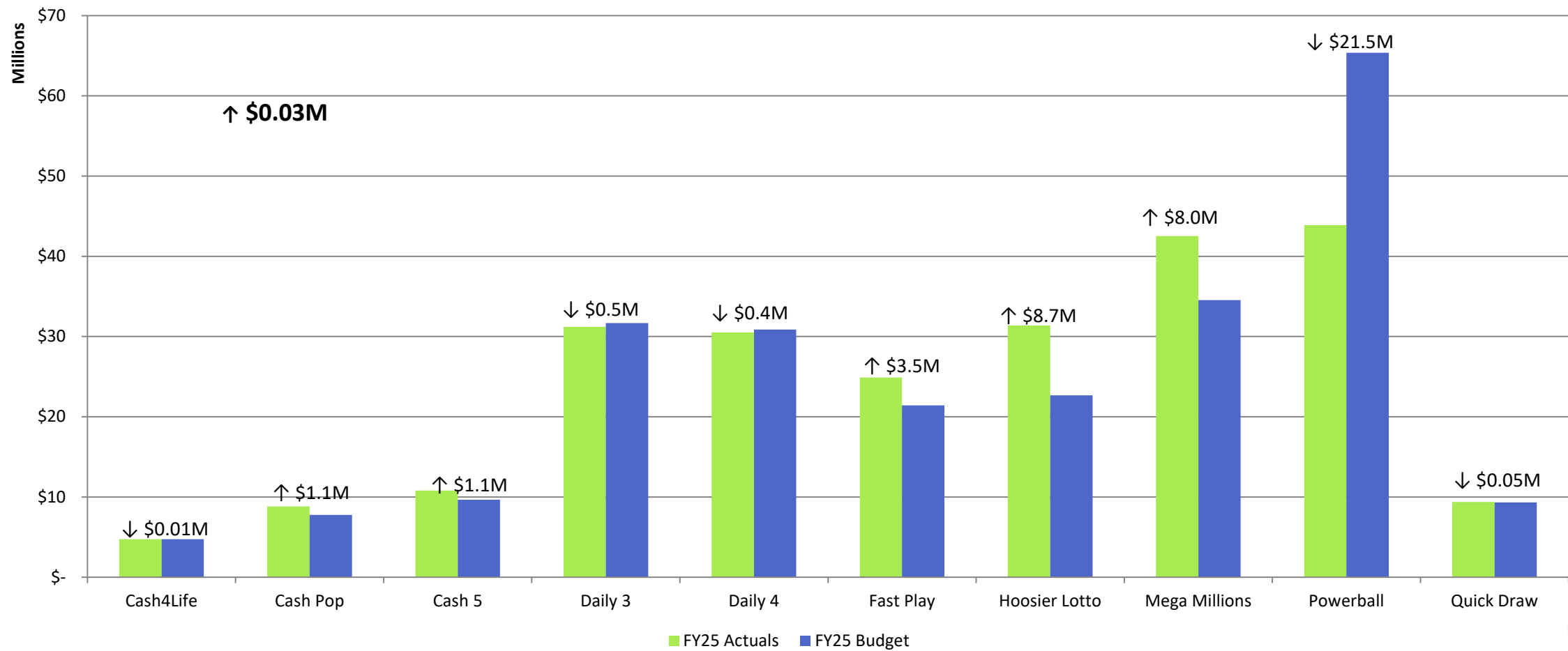
Scratch-off Sales Fiscal YTD Comparison

For the Eight Months ending February 28



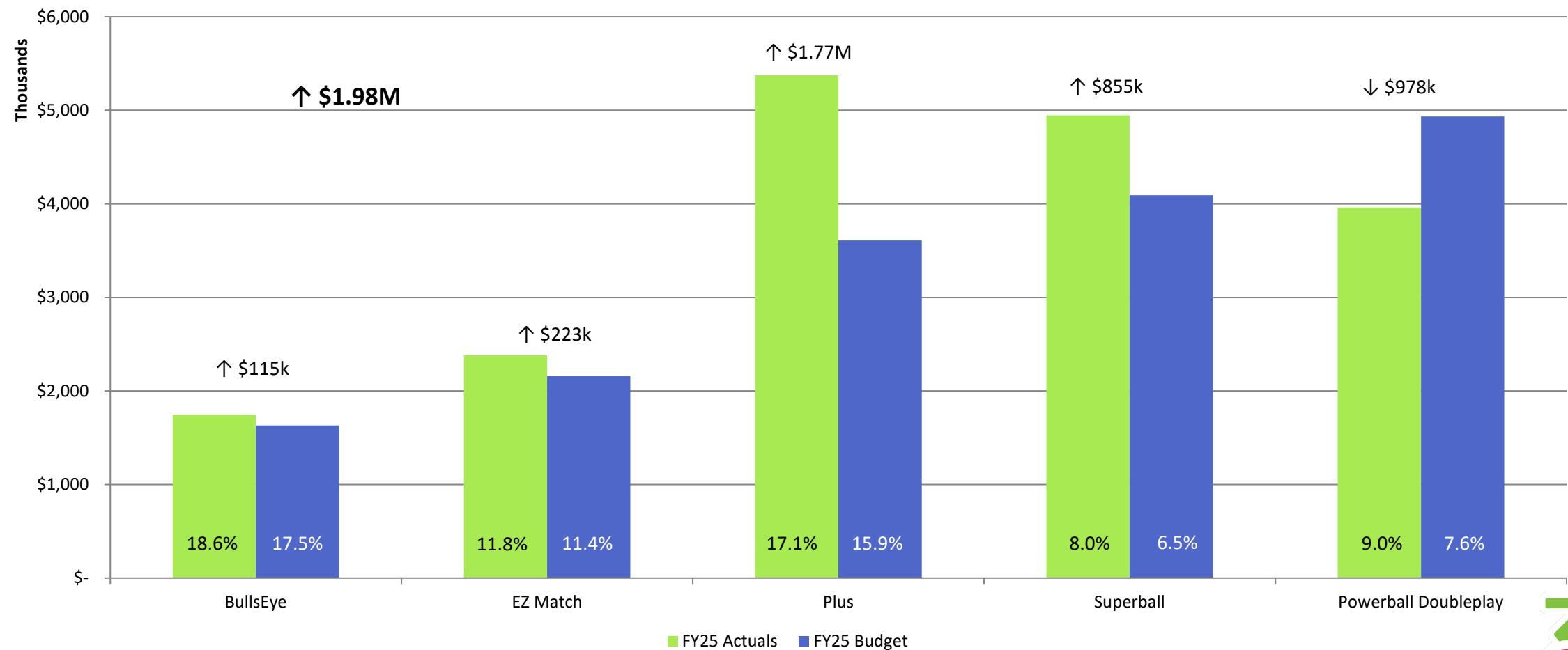
Draw Game Sales to Budget FY25 YTD

For the Eight Months ending February 28



Draw Game Add-on Sales to Budget FY25 YTD

For the Eight Months ending February 28

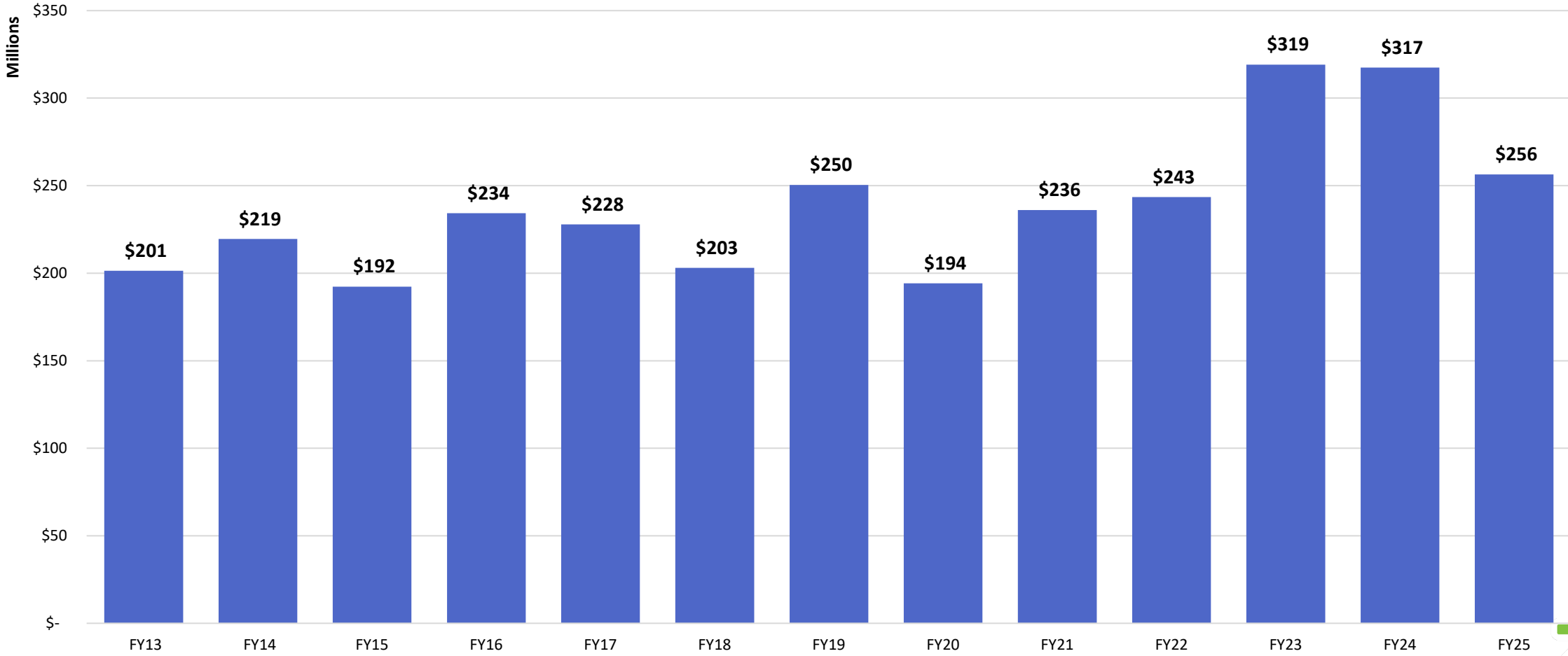


*percentages are fiscal year to date wager attachment rates – add-on sales/base game(s) sales



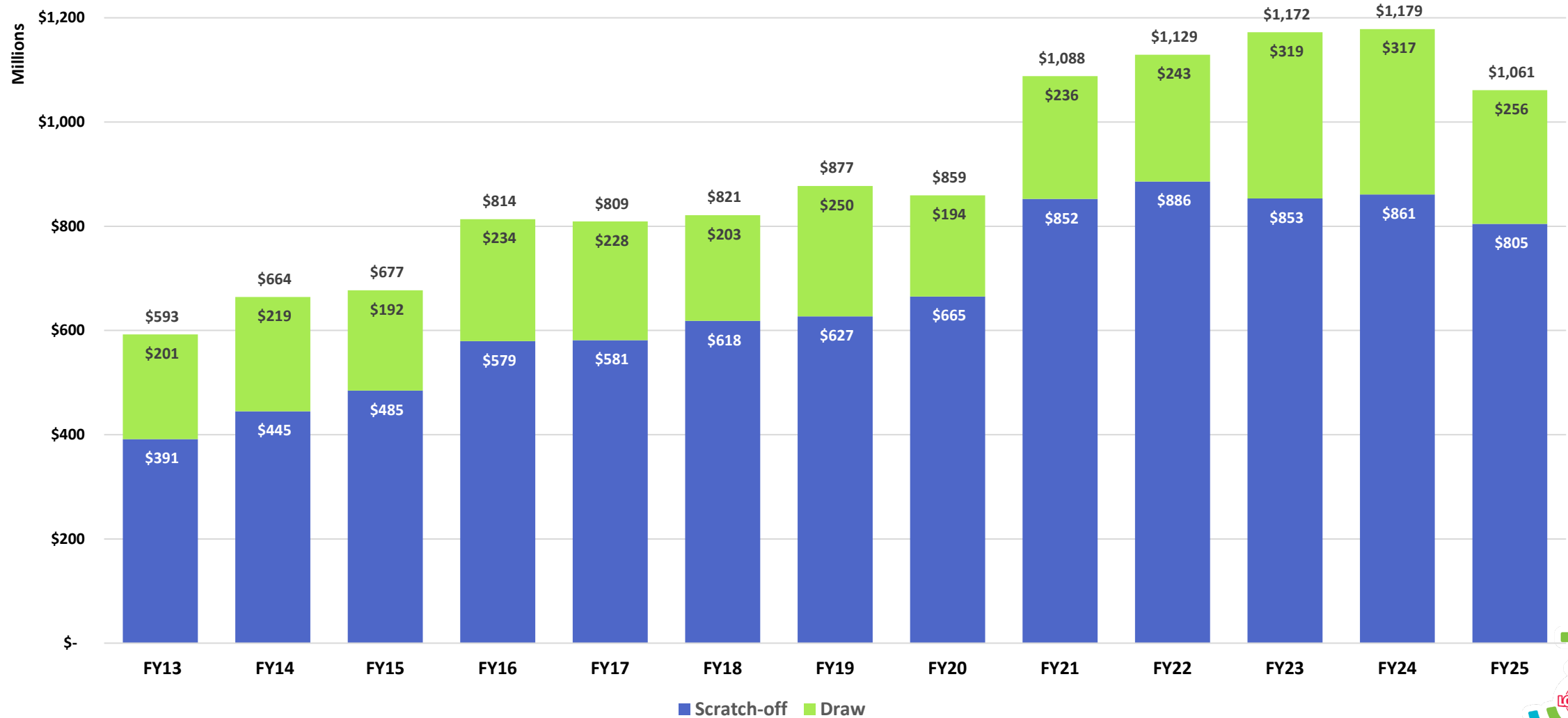
Draw Sales Fiscal YTD Comparison

For the Eight Months ending February 28



Totals Sales Fiscal YTD Comparison

For the Eight Months ending February 28



March 26, 2025





Sponsorship and Legislative Update

Jared Bond

Director of External Affairs

March 26, 2025

Community Engagement

Key Sponsorships



Retailer Events



Current Sponsorships for FY25



March 26, 2025

The Mill- Terre Haute



March 26, 2025



Indiana Pacers & Indianapolis Colts MyLOTTERY Promotions



March 26, 2025



Legislative Update



March 26, 2025





Around The Corner

Tara Williamson

Director of Operations

March 26, 2025

Launched February 4th



Multiply the Money Commercial



March 26, 2025



Launched March 4th

— KEEP *Play* POSITIVE —

- ✓ Set a limit
- ✓ Know your game
- ✓ Keep it fun

— NATIONAL —
PROBLEM GAMBLING
AWARENESS MONTH



Must be 18 or older to play. Please play responsibly. **HOOSIER LOTTERY**

\$30

35 CHANCES TO WIN!

\$2,000,000

ULTIMATE

OVER \$80 MILLION IN TOTAL CASH PRIZES!

LOADED WITH OVER \$40,000,000 IN \$100 TO \$500 PRIZES!

BONUS
Find a symbol, win the PRIZE shown!

Match any of YOUR NUMBERS to any of the WINNING NUMBERS, win the PRIZE shown. Find a symbol, win \$100 instantly. Find a symbol, win 2 TIMES the PRIZE shown. Find a symbol, win 10 TIMES the PRIZE shown.

WINNING NUMBERS

YOUR NUMBERS

SCRATCH TO CASH

WIN UP TO \$2,000,000!

Download the free Hoosier Lottery app and scan your tickets to see if you're a winner!

Must be 18 or older to play. Please play responsibly. **HOOSIER LOTTERY**

\$5

10 YEARS OF CASH

\$5,000 A MONTH FOR TEN YEARS!

Match any of YOUR NUMBERS to any of the WINNING NUMBERS, win the PRIZE shown. Find a symbol, win the PRIZE shown instantly. Find a symbol, win 2 TIMES the PRIZE shown.

WINNING NUMBERS

YOUR NUMBERS

25 CHANCES TO WIN!

SCRATCH TO CASH

Download the free Hoosier Lottery app and scan your tickets to see if you're a winner!



Launched March 17th



\$20 BIG MONEY DOUBLER

PRIZES START AT \$30!
LOADED WITH \$30, \$50, \$75, \$250 AND \$2,500 PRIZES!

WINNING NUMBERS
2 10 29 38 1 14
33 35 26 31 40 8

YOUR NUMBERS

9 \$30	3 \$50	17 \$2,500	12 \$250
11 \$250	20 \$30	7 \$50	5 \$2,500
10 \$75	28 \$50	4 \$50	13 \$30
39 \$2,500	30 \$30	16 \$75	21 \$250
23 \$75	24 \$30	27 \$250	15 \$2,500
22 \$250	18 \$30	34 \$50	37 \$2,500

HOW TO WIN
Match any of YOUR NUMBERS to any of the WINNING NUMBERS, win prize shown for that number. When a matching number is on a ●, win DOUBLE the PRIZE shown under the matching number!

Fast Play Overall Odds: 1 in 5.15
DO NOT MARK BELOW THIS LINE

\$10 \$\$\$ TRIPLE WIN

WIN UP TO \$20,000!
3 WAYS TO PLAY 3 WAYS TO WIN

WINNING NUMBERS
2 12 29 38 1

YOUR NUMBERS

29 \$80	25 \$100	3 \$20,000	7 \$10
17 \$15	11 \$50	33 \$1,000	35 \$5,000
7 \$5,000	4 \$150	31 \$20	15 \$100
14 \$100	19 \$250	36 \$20	28 \$1,000
27 \$40	16 \$500	7 \$200	30 \$40
40 \$200	20 \$20,000	32 \$500	5 \$150

HOW TO WIN
1 Match any of YOUR NUMBERS to any of the WINNING NUMBERS, win prize shown for that number.
2 Match 3 like PRIZE amounts, win that amount.
3 Match 3 like YOUR NUMBERS, win \$50 instantly!

Fast Play Overall Odds: 1 in 3.26
DO NOT MARK BELOW THIS LINE

Must be 18 or older to play. Please play responsibly.

\$10 CASH CONNECT

WIN UP TO \$25,000!

7	\$2,500	\$40	\$10	\$500	\$200
21	\$30	\$20	\$2,500	\$50	\$40
13	\$200	\$500	\$30	\$200	\$2,500
6	\$25,000	\$10	\$50	\$70	\$100
18	\$100	\$200	\$50	\$25,000	\$500
48	\$2,500	\$10	\$70	\$30	\$10
2	\$30	\$25,000	\$40	\$50	\$70
17	\$50	\$2,500	\$10	\$200	\$30
CASH NUMBERS	19	23	24	18	49

HOW TO PLAY
If any of YOUR NUMBERS match any of the CASH NUMBERS, win PRIZE shown in the box where those two lines connect.

Fast Play Overall Odds: 1 in 3.30
DO NOT MARK BELOW THIS LINE

Must be 18 or older to play. Please play responsibly.

\$5 FIRE AND DICE

WIN UP TO \$15,000!

YOUR ROLLS

ROLL 1 \$5	ROLL 2 \$500
ROLL 3 \$15	ROLL 4 \$50
ROLL 5 \$10	ROLL 6 \$250
ROLL 7 \$25	ROLL 8 \$15,000
ROLL 9 \$50	ROLL 10 \$500

HOW TO PLAY
If the sum of your dice in any of YOUR ROLLS is equal to the sum of the dice in the FIRE HOT ROLL, win the prize shown for that ROLL. Each YOUR ROLL is played separately.

Fast Play Overall Odds: 1 in 3.46
DO NOT MARK BELOW THIS LINE

Must be 18 or older to play. Please play responsibly.

\$1 POCKET CHANGE

WIN UP TO \$200

	YOUR CHANGE	PRIZE
POCKET 1	25¢ 15¢ 10¢ 50¢	\$200
POCKET 2	10¢ 35¢ 5¢ 25¢	\$5
POCKET 3	15¢ 35¢ 10¢ 20¢	\$10
POCKET 4	15¢ 25¢ 10¢ 25¢	\$1

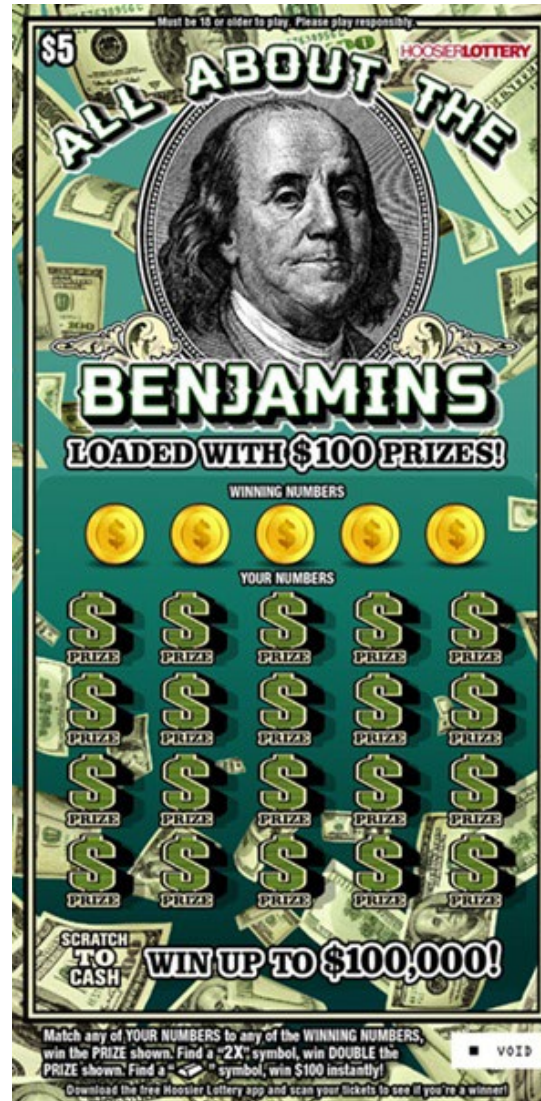
HOW TO WIN
If YOUR CHANGE adds up to \$1.00 or more in the same POCKET, win the PRIZE shown for that POCKET. Each POCKET played separately.

Fast Play Overall Odds: 1 in 3.69
DO NOT MARK BELOW THIS LINE



March 26, 2025

Launching April 1st



March 26, 2025

Mega Millions Enhancement – First Drawing April 8th



A WHOLE NEW MEGA

- Each winning ticket guarantees a minimum prize of \$10.
- Automatic multipliers of 2X-10X included on every play.
- Chances to multiply wins up to \$10 million.
- \$5 per play.

TWO WAYS TO PLAY

- **Quick Pick:** Ask a store associate for a MEGA MILLIONS ticket at your local retailer.
- **Pick your own:** Fill out a playslip or build a digital myPlayslip on the free Hoosier Lottery app.

HOW IT WORKS

- Choose five numbers from 1 to 70 and a Mega Ball number from 1 to 24.
- You can play the same numbers for up to 10 consecutive drawings.
- Match all five numbers and the Mega Ball to win THE MEGA MILLIONS JACKPOT now starting at a faster-growing \$50 million.

FIRST DRAWING APRIL 8TH
DRAWINGS EVERY TUESDAY & FRIDAY AT 11PM EST

HoosierLottery.com/MegaMillions

\$5 Mega Millions' Overall Odds 1 in 23.07 • Must be 18 or older to play. Please play responsibly. Problem Gambling Helpline: 1-800-994-8448.



NOW EVEN MORE MEGA

First Drawing April 8th



Non-jackpot prizes from \$10 to \$10 million

2X

With automatic multipliers of 2X-10X added to every play



HoosierLottery.com/MegaMillions

PLEASE PLAY RESPONSIBLY

March 26, 2025



myLottery Promotions



35th Social Promotions

Through Sept. 2025
Monthly social media promotions launching on the 13th of every month.



Multiply the Money 2ndChance

February 4 -April 29
Ticket \$ value = # of entries.
+ Fishing for Multipliers Digital Activation (2/4-4/28)



Powerball NASCAR

March 7- June 22
35 winners advance to multi-state drawing for trip to Phoenix and \$1 million. Plus, 3 winners will win a Brickyard 400 experience.



Baseball Promotion

March 27 – June 16
Grand Prize VIP Trip to Wrigley Field including Chicago Cubs vs. Pittsburgh Pirates (8/16) game, \$1,000 Visa gift card, and more.



The Mill

Feb. 19 – Sept. 28
Grand Prize (1): Four (4) 2026 Season Tickets, cash, gift cards, HL prize pack.
Secondary Prizes (2): two tickets to any show in 2026 season, HL prize pack.



Concert Flyaway

April 17 – June 17
Grand Prize (1) trip to Live Nation event in US, gift cards, HL prize pack. Secondary Prize (8): concert cash, HL prize pack.
Social Promo: concert tickets (June TBD)



Indiana Fever

Grand Prize (1): two tickets, parking, \$250 Gift Card, autograph jersey, VIP experience, prize pack
Secondary (6): two tickets, parking and prize pack.. + Social Giveaway



March 26, 2025



End of Presentation

March 26, 2025

Commission Vote to Adjourn

	Yea	Nay
Chairman	<input type="radio"/>	<input type="radio"/>
Commissioner Luke Bosso	<input type="radio"/>	<input type="radio"/>
Commissioner Norman Gurwitz	<input type="radio"/>	<input type="radio"/>
Commissioner Andrew Mallon	<input type="radio"/>	<input type="radio"/>
Commissioner Roger Utzinger	<input type="radio"/>	<input type="radio"/>



Questions?



All media requests may be forwarded to:

Jared Bond
Director of External Affairs
jbond@hoosierlottery.in.gov

March 26, 2025

