State Lottery Commission of Indiana
THANK YOU FOR JOINING
OUR MEETING IS SCHEDULED TO BEGIN AT 9:30 am

August 19, 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		
Commissioner Luke Bosso		
Commissioner Norman Gurwitz		
Commissioner Andrew Mallon		
Commissioner Roger Utzinger		

Commission Vote to Approve Minutes

	Yea	Nay
Chairman	◯	◯
Commissioner Luke Bosso	◯	◯
Commissioner Norman Gurwitz	◯	◯
Commissioner Andrew Mallon	◯	◯
Commissioner Roger Utzinger	◯	◯

Director’s Report

Sarah M. Taylor

Executive Director

August 19, 2025

Introducing Brightstar Lottery

BRIGHTSTAR™

Powers Award Winners

Retirees

- Amy Fishburn- Security Specialist- 20 years of service
- Patty Lindsey- Lottery Sales Rep- 36 years of service
- Steve Lock- Lottery Sales Rep- 36 years of service
- Linda Brown- Lottery Sales Rep- 25 years of service
- Dan Cook- Lottery Sales Rep- 21 years of service
- Lynneie Decker- Statewide Inventory Coordinator- 17 years of service
- Liz Maynard- Lottery Sales Rep- 16 years of service
- Bonita Goodwin-White- Instant Ticket Specialist- 11 years of sales
- John Slevin- Lottery Sales Rep- 10 years of service

Resolution 26-01

Carrie Stroud

Chief of Staff

Resolution Approving Termination of Employees' Pension Plan of the State Lottery Commission of Indiana-Resolution 26-01

THE STATE LOTTERY COMMISSION OF INDIANA

RESOLUTION #26-01

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

WHEREAS, The State Lottery Commission of Indiana (the "Commission") currently maintains the Employees' Pension Plan of The State Lottery Commission of Indiana (the "Plan") and Plan assets are held in trust (the "Trust") by the National Bank of Indianapolis ("Trustee") pursuant to the Trust Agreement for Employees' Pension Plan of The State Lottery Commission of Indiana, signed July 20, 2005 (the "Trust Agreement");

WHEREAS, effective June 30, 2013, the Commission amended the Plan to freeze the participating employees' (the "Participants') Accrued Retirement Benefits and confirm no additional Accrued Retirement Benefits would accrue, accumulate or be considered under the Plan with respect to any Participant after June 30, 2013;

WHEREAS, since June 30, 2013, the Plan has continued to be administered and Participants' Accrued Retirement Benefits, as previously frozen, have been maintained and distributed in accordance with the Plan's terms;

WHEREAS, Section 7.02 of the Plan reserved to the Commission the right to terminate the Plan at any time;

WHEREAS, Section 13 of the Trust Agreement establishes the Commission's right to terminate the Trust and Trust Agreement by resolution of the Board of Commissioners;

WHEREAS, by Resolution #25-02, the Commission authorized the termination of the Plan in 2025, without establishing a specific date of termination; and

WHEREAS, before the termination of the Plan is completed, the Plan must be amended to comply with applicable changes to the law.

RESOLVED, that effective **August 19, 2025**, the Plan, Trust, and Trust Agreement are terminated, and with the intention to complete the liquidation and dissolution of the Plan and Trust Fund by the end of 2025, if reasonably practicable to do so.

RESOLVED, that subject to the Plan's election and consent requirements, the Commission, as Plan Administrator, directs the Plan Trustee to discharge and satisfy all obligations on behalf of the Participants by (1) annuities payable through the media of Annuity Contracts purchased from an insurance company, (2) the liquidation and distribution of the assets of the Trust Fund in a single, lump sum distribution to a Participant, or (3) by combination of method (1) and (2).

1

RESOLVED, that consistent with the Plan Section 7.02(c), after the satisfaction of all fixed and contingent liabilities under the Plan, any excess funds held in the Trust Fund shall be promptly repaid to the Commission.

RESOLVED, that effective January 1, 2025, the Commission approves and adopts the attached required and optional amendments to the Plan (the "Amendments"):

- Required Amendments:
  - Amendment to Implement SECURE Act Provisions for Terminating Plan
  - Amendment to Implement SECURE 2.0
- Optional Amendments:
  - Clarifying Amendment for Terminating Plan.

RESOLVED, that the Commission's Officers are hereby authorized and directed to execute the Amendments and other documents and take such actions as may be necessary or appropriate to effect the termination of the Plan, including, but not limited to, further amending the Plan to maintain its tax-qualified status, submitting the Plan to the Internal Revenue Service for a determination letter, timely completing the distribution of the Participants' Accrued Retirement Benefits, and transmitting the remaining surplus of Trust assets to the Commission.

Date: August 19, 2025 STATE LOTTERY COMMISSION OF INDIANA

By Commissioners Present: Norman Gurwitz, Roger Utzinger, Andrew Mallon, and Luke Bosso as attested to by its Chairman.

____

Sarah M. Taylor, Acting Chairman

2

Commission Vote to Approve Resolution #26-01

	Yea	Nay
Chairman	○	○
Commissioner Luke Bosso	○	○
Commissioner Norman Gurwitz	○	○
Commissioner Andrew Mallon	○	○
Commissioner Roger Utzinger	○	○

Guest Speaker

Andrew Hill

Director of Marketing Analytics and Sales Development
Brightstar

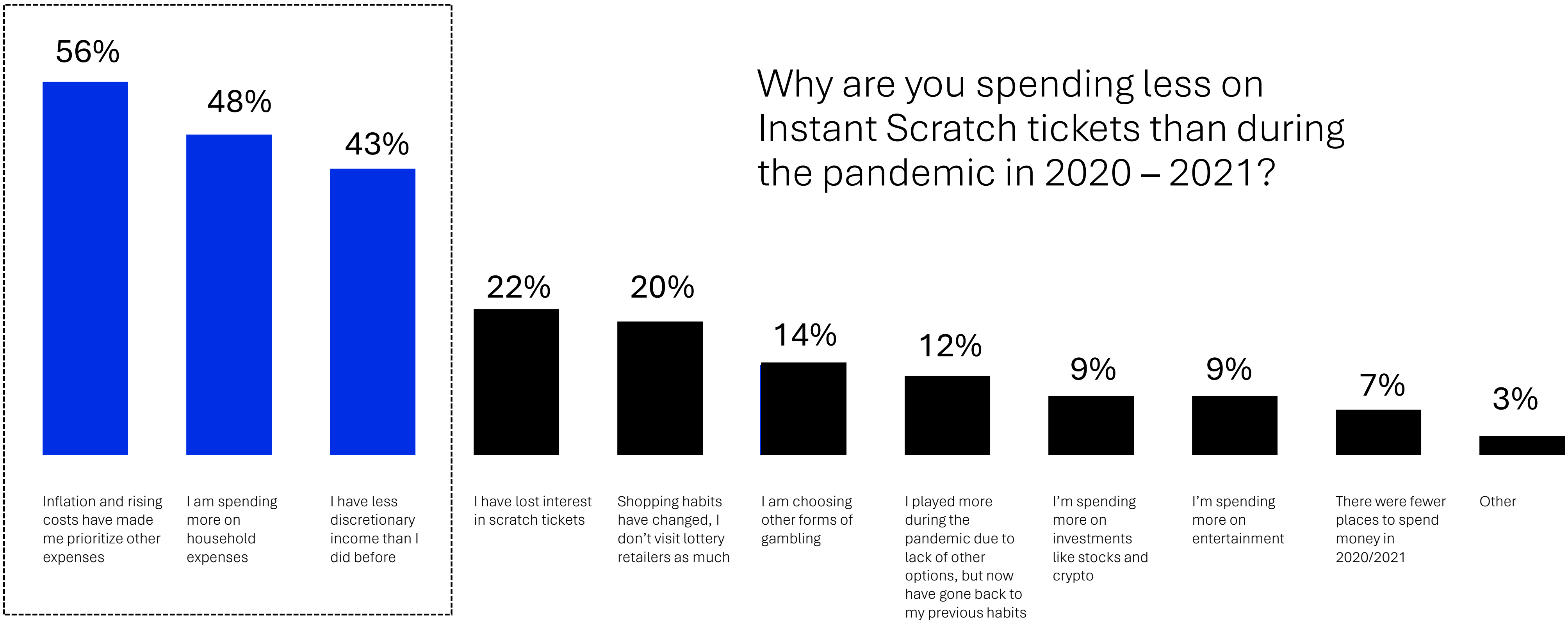
AUGUST 2025

US LOTTERY INDUSTRY UPDATE

BRIGHTSTAR™

Economic Conditions Impacting Player Spending

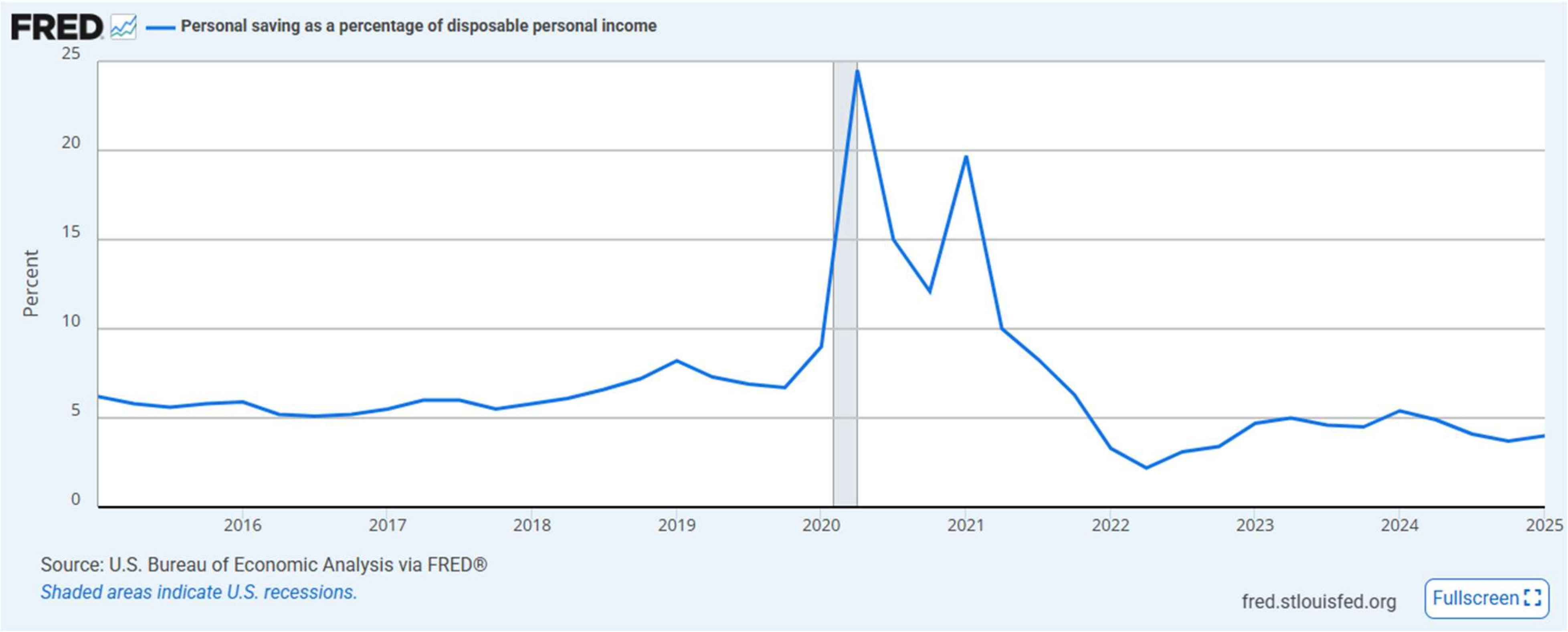
Why are you spending less on Instant Scratch tickets than during the pandemic in 2020 – 2021?



BRIGHTSTAR

Personal Savings Rate

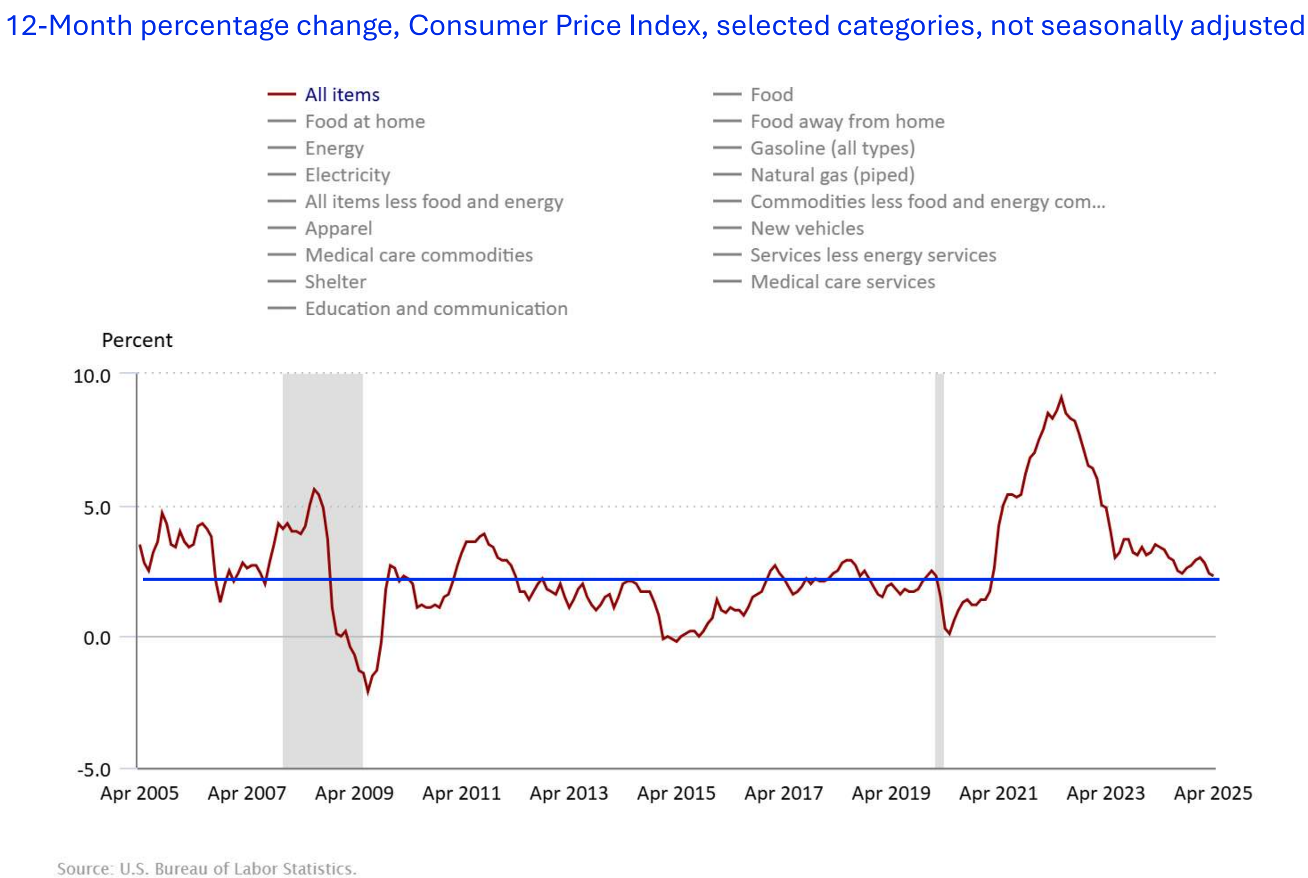
Personal savings rates began decreasing in Q3 2021 have been at or below 5.5% since Jan 2022, well below pre-pandemic levels



Source: U.S. Bureau of Economic Analysis via FRED®
(https://fred.stlouisfed.org/series/A072RC1Q156SBEA)

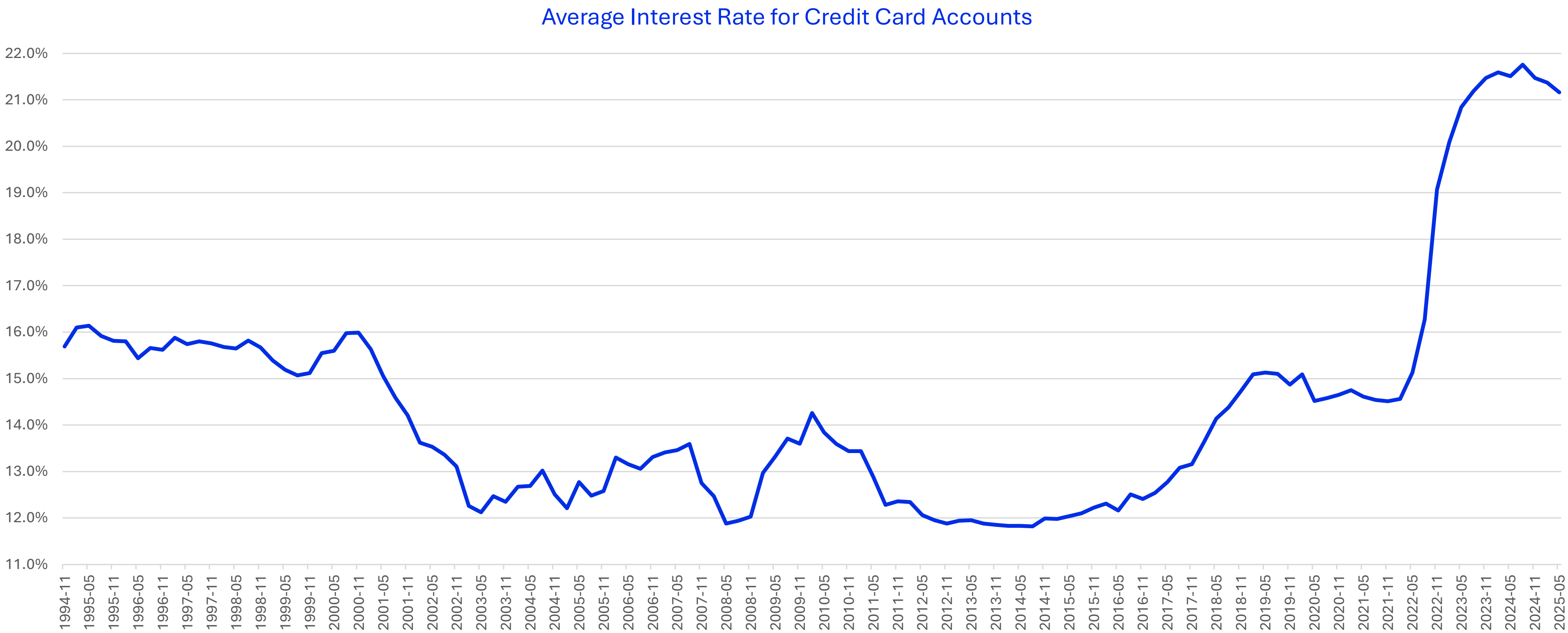
BRIGHTSTAR

Consumer Price Index 2005 - 2025



Source: U.S. Bureau of Labor Statistics
(https://www.bls.gov/charts/consumer-price-index/consumer-price-index-by-category-line-chart.htm)

Credit Card Interest 1994-Present



Source: St. Louis Federal Reserve
https://fred.stlouisfed.org/series/TERMCBCCALLNS

BRIGHTSTAR

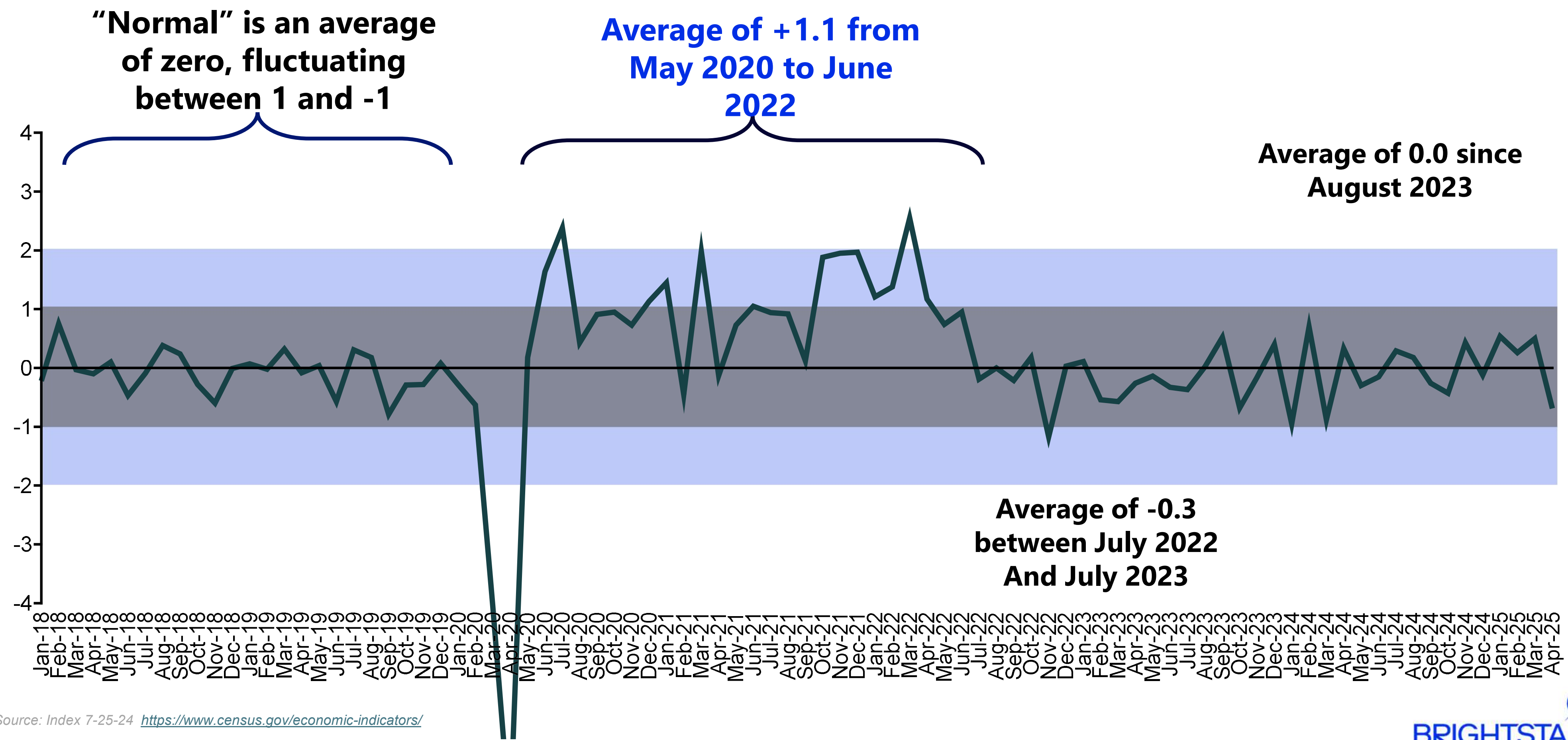
The Cash Trap

Drop-off in cash...

Cost of goods goes up...

Rising interest rates further depletes what little money remains.

Census IDEA score



Source: Index 7-25-24 https://www.census.gov/economic-indicators/

2025 YTD

Scratch sales are close to flat, total being held back by weak jackpot activity

TOTAL SALES

-4.4%

SCRATCH

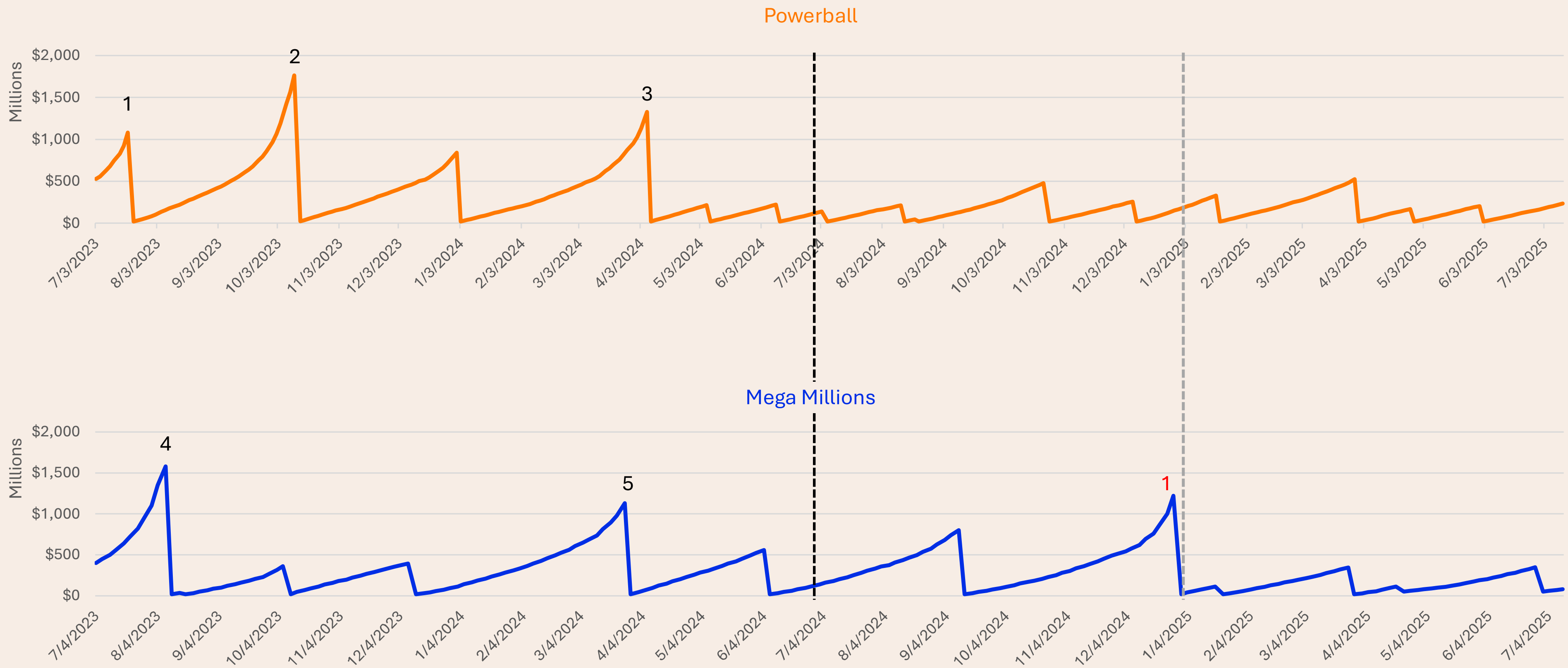
0.0%

DBG

-13.3%

YTD-WoW Sales Detail Report 2025 Week 31
(US Summary YTD Total Gross Sales Delta)

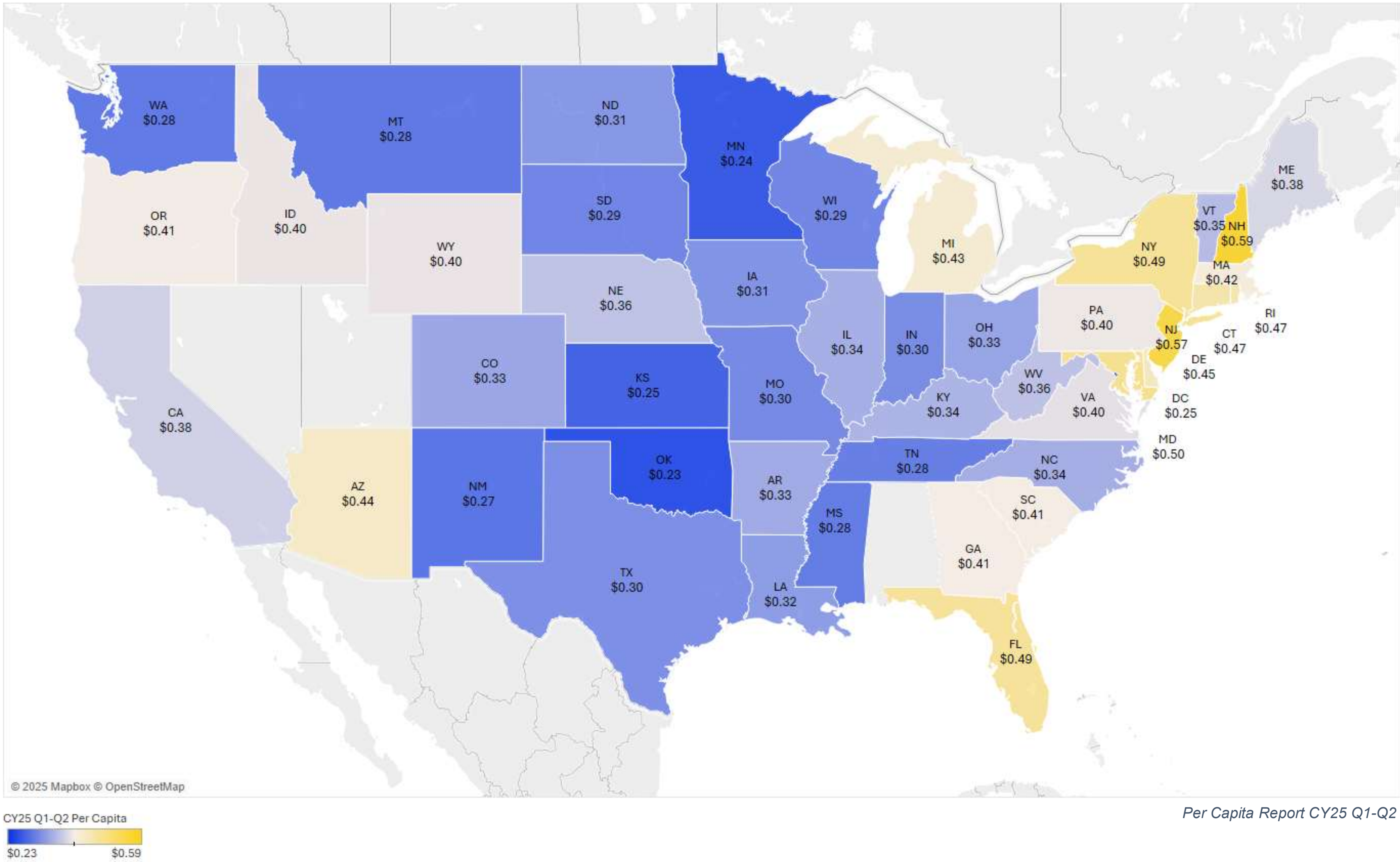
Jackpot activity, July 2023-Present



BRIGHTSTAR

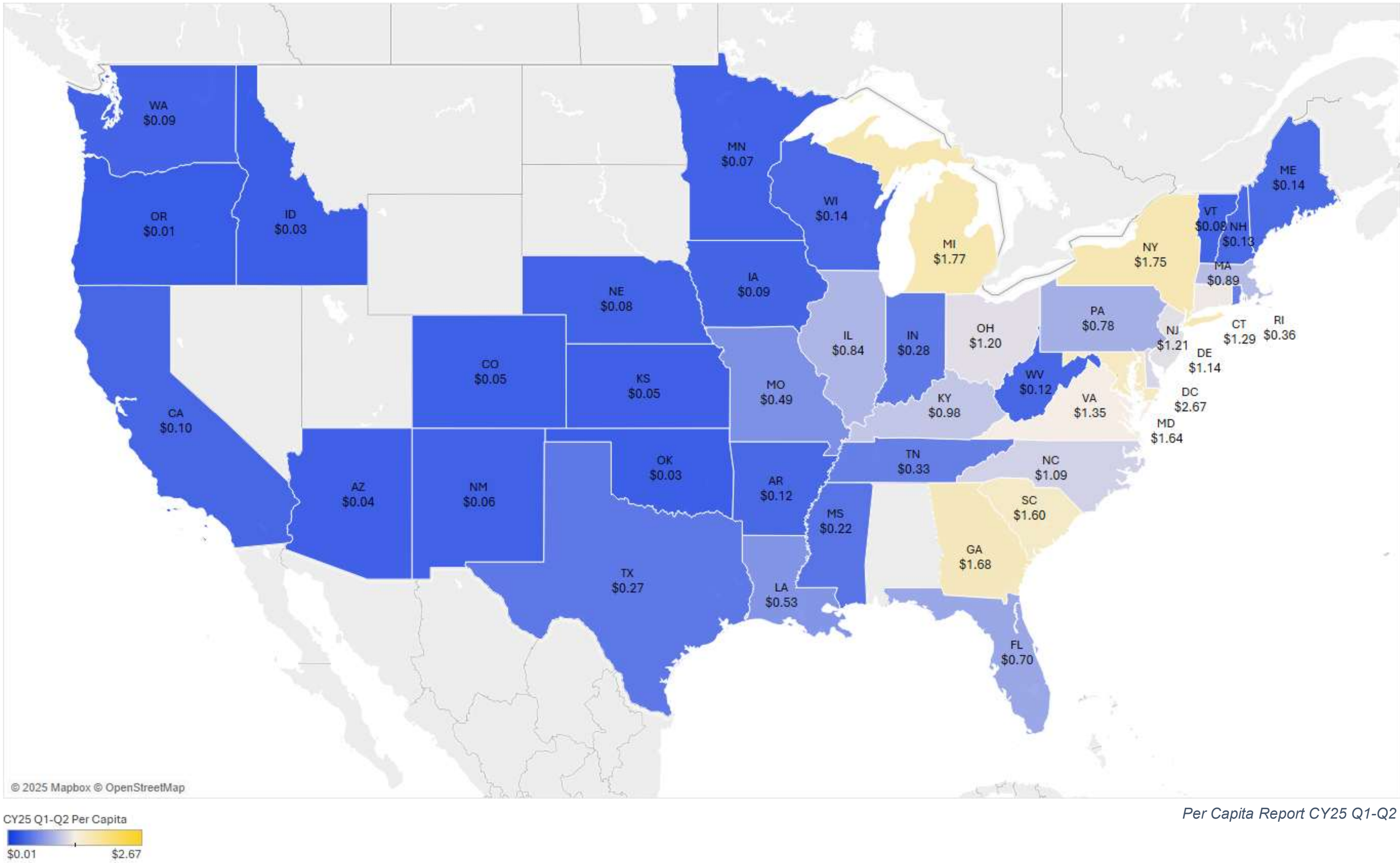
Total Multi-State Per Capita

CY25 Q1-Q2: **Total Multi-State** Per Capita



Total Numbers Per Capita

CY25 Q1-Q2: **Total Numbers** Per Capita

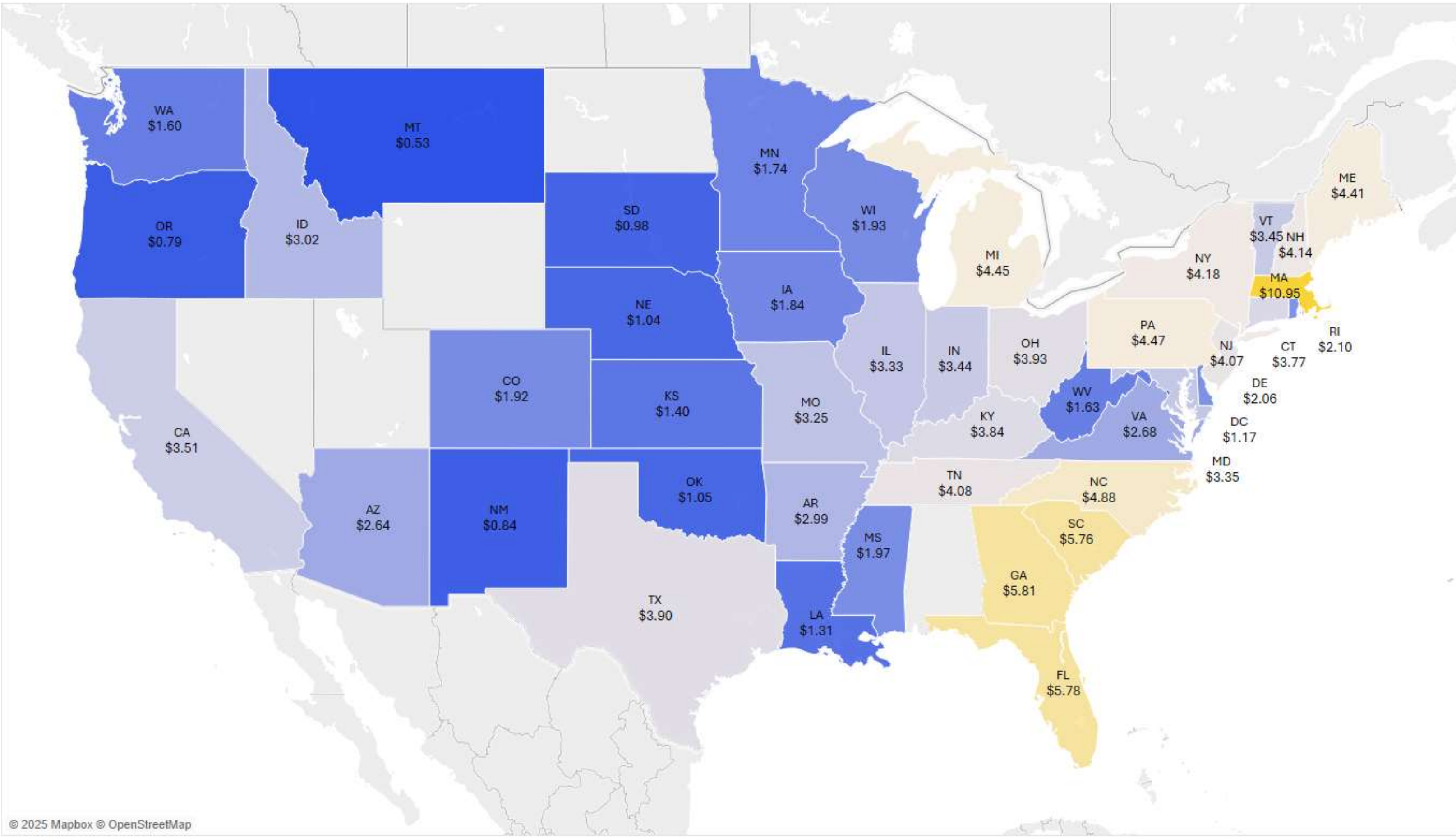


Per Capita Report CY25 Q1-Q2

BRIGHTSTAR

Retail Instants Per Capita

CY25 Q1-Q2: **Retail Instants** Per Capita



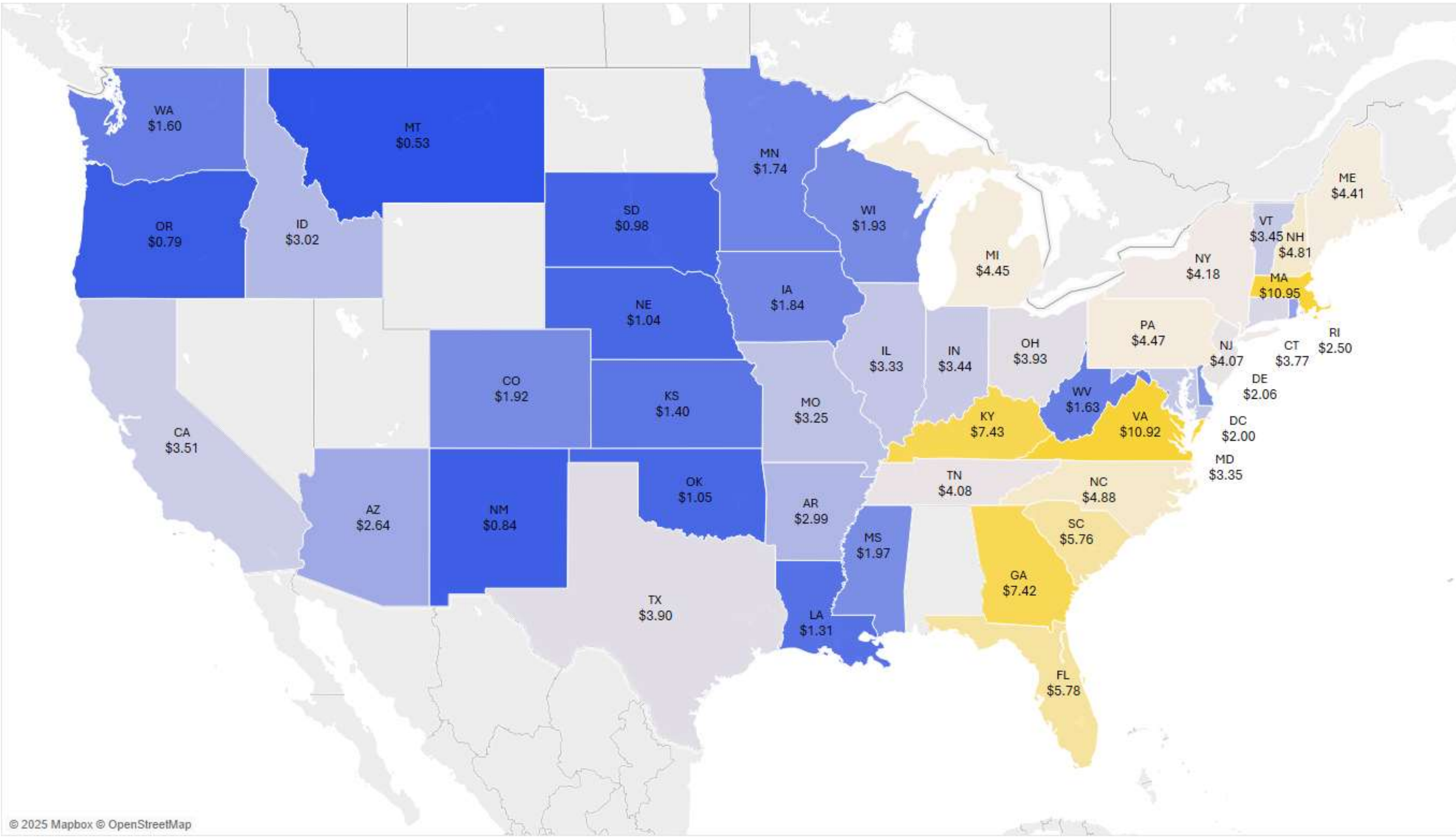
CY25 Q1-Q2 Per Capita

$0.53 $8.00

BRIGHTSTAR

Total Instants Per Capita

CY25 Q1-Q2: **Total Instants** Per Capita



CY25 Q1-Q2 Per Capita

$0.53 $8.00

BRIGHTSTAR

INDUSTRY TRENDS

SCRATCH (RETAIL INSTANTS)

SAME DRIVERS AS ALWAYS, BUT STRONG HEADWINDS REMAIN

Price Point Behaviour

Low price points declining

$5 and $10 are flat or slightly down

All growth is coming from $20+, especially with launches of new price points

Extended Play

Crossword remains a strong element of a mature portfolio, extending to additional price points is an effective growth driver

Loteria growing in many states, Bingo continues to decline

High Price Points

Once only at $10 and then later $20, these games are now seeing increased adoption at higher price points like $30 and $50 with minimal cannibalization of the existing games.

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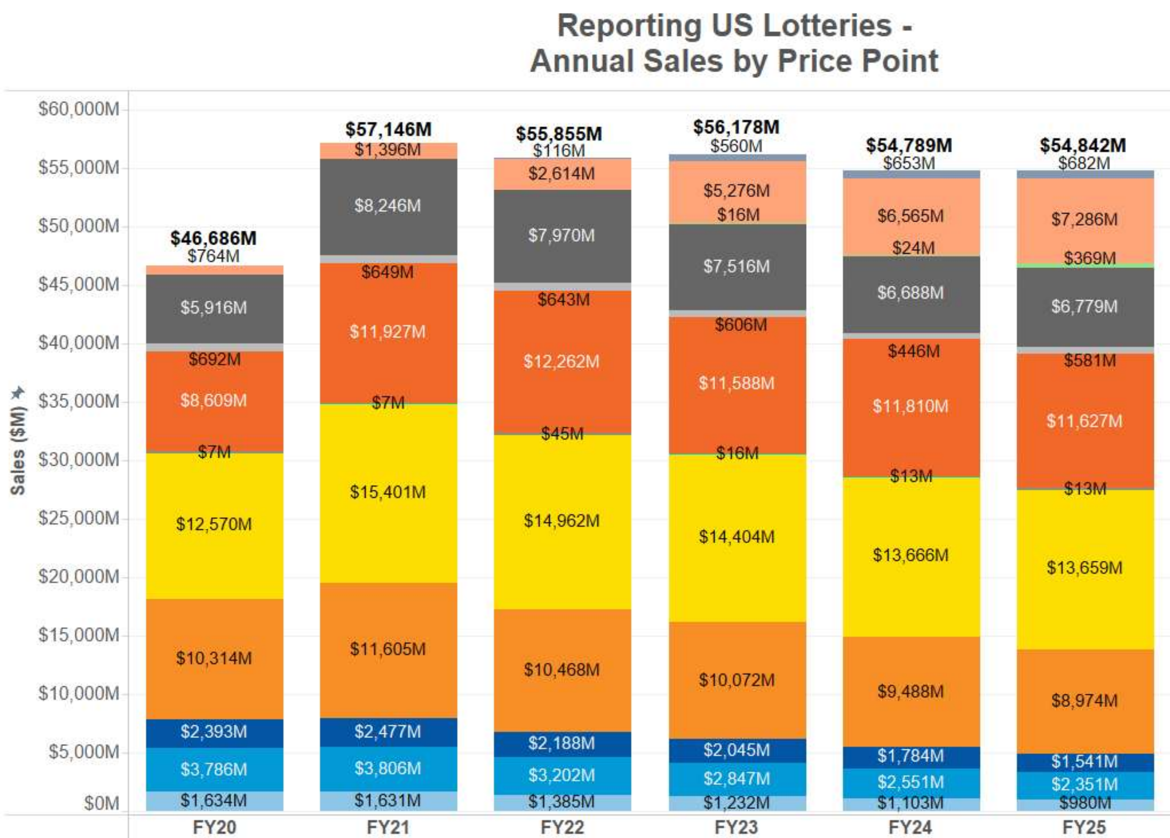
US Instant Sales Trends

FY25 sales flat YOY as 5-year CAGR narrows to 3.3%.

CA joins CO as two US lotteries with $40 price points.



Sales YoY (FY24-FY25)	FY25	Sales CAGR (FY20-FY25)	FY25
$100	4.3%	$100	
$50	11.0%	$50	57.0%
$40	1436.5%	$40	
$30	1.4%	$30	2.8%
$25	30.2%	$25	-3.4%
$20	-1.6%	$20	6.2%
$10	0.0%	$10	1.7%
$5	-5.4%	$5	-2.7%
$3	-13.6%	$3	-8.4%
$2	-7.8%	$2	-9.1%
$1	-11.1%	$1	-9.7%
Total	0.1%	Total	3.3%

Data sourced from 35 US lotteries

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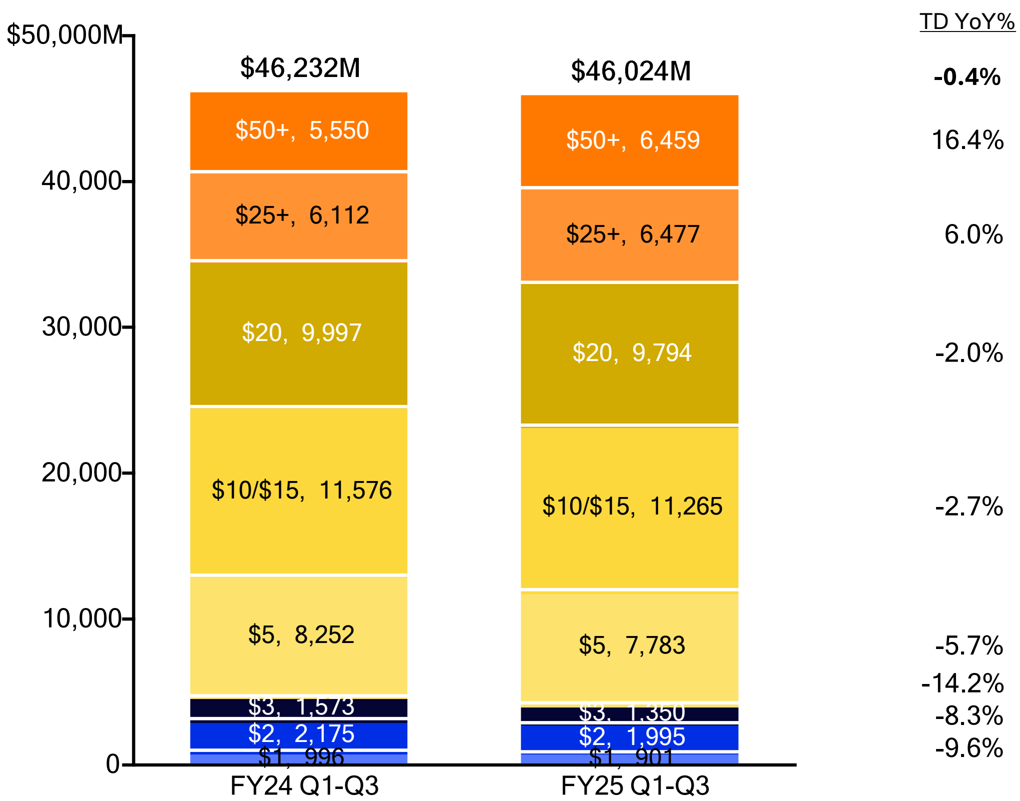
US Sales FY25TD Q1-Q3 – by Price Point



La Fleur's CY Quarterly Interim Reports & La Fleur's FY Sales Report Data

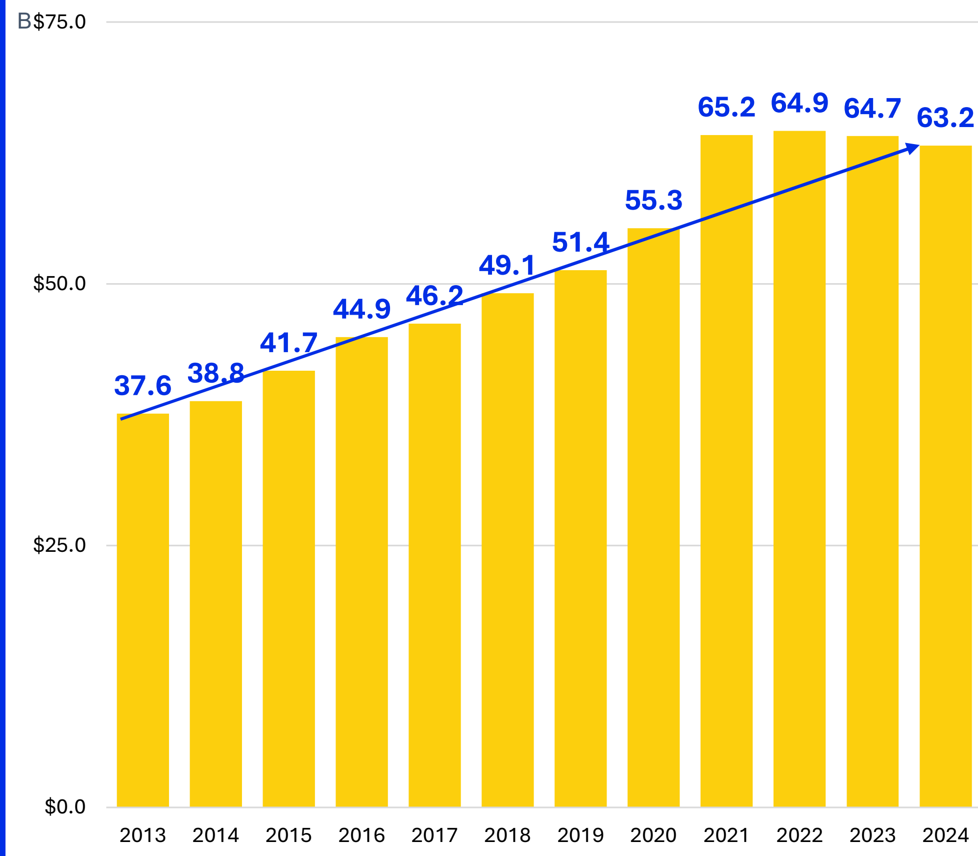
BRIGHTSTAR

TOTAL US SALES RETAIL SCRATCH SALES, 2013-2024

5-year CAGR still aligned with historical growth rates

10 YR CAGR: 5.0%

5 YR CAGR: 4.2%



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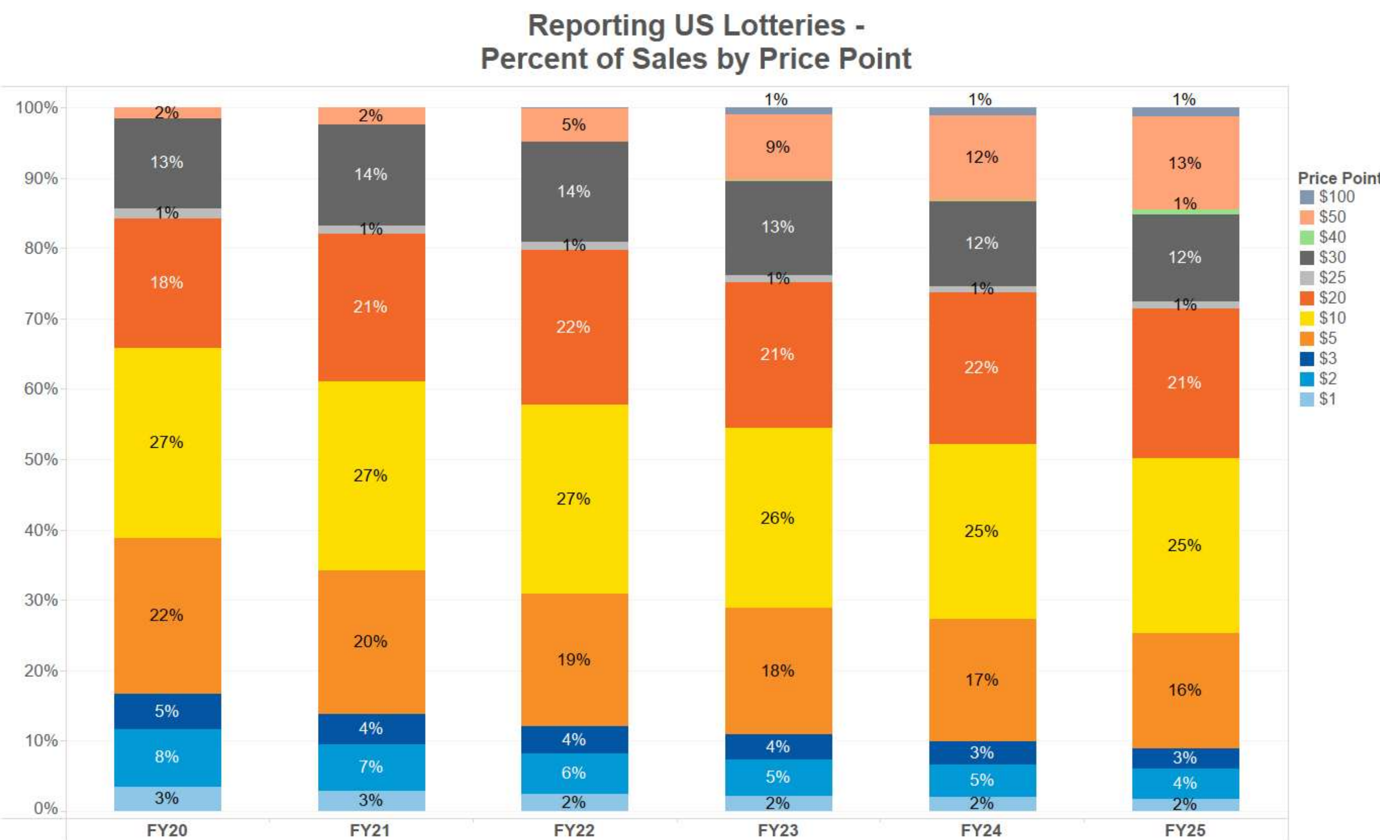
The Evolution of Instant Price Point Value in the U.S.

91% of US instant sales are from $5 price points and up.

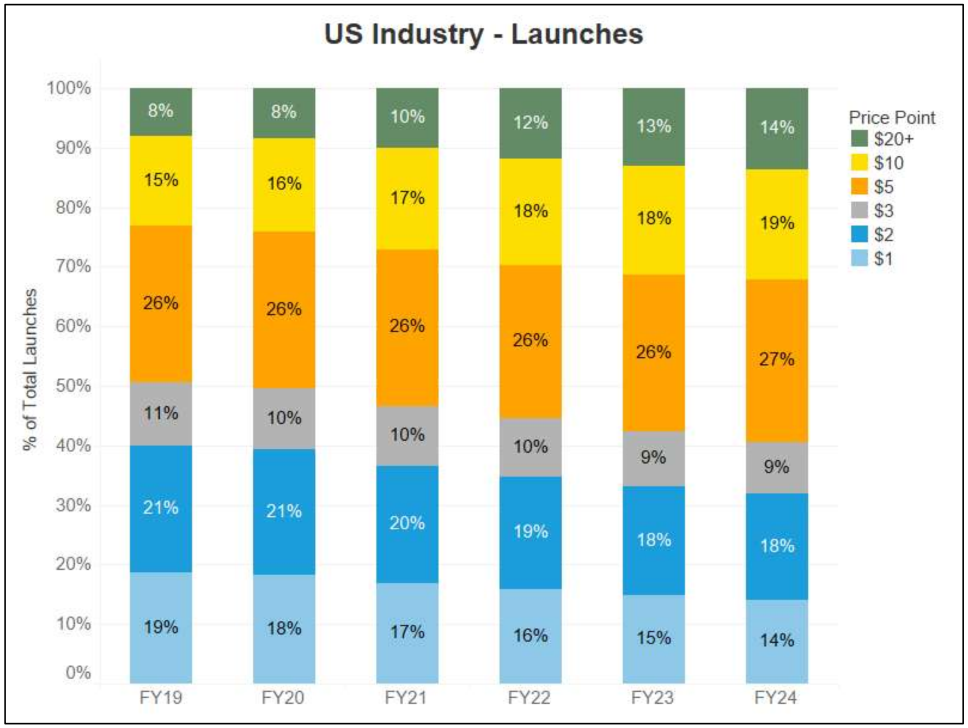
$10 price point is highest revenue-generating price point; $20+ price points now generate 48% of instant sales.

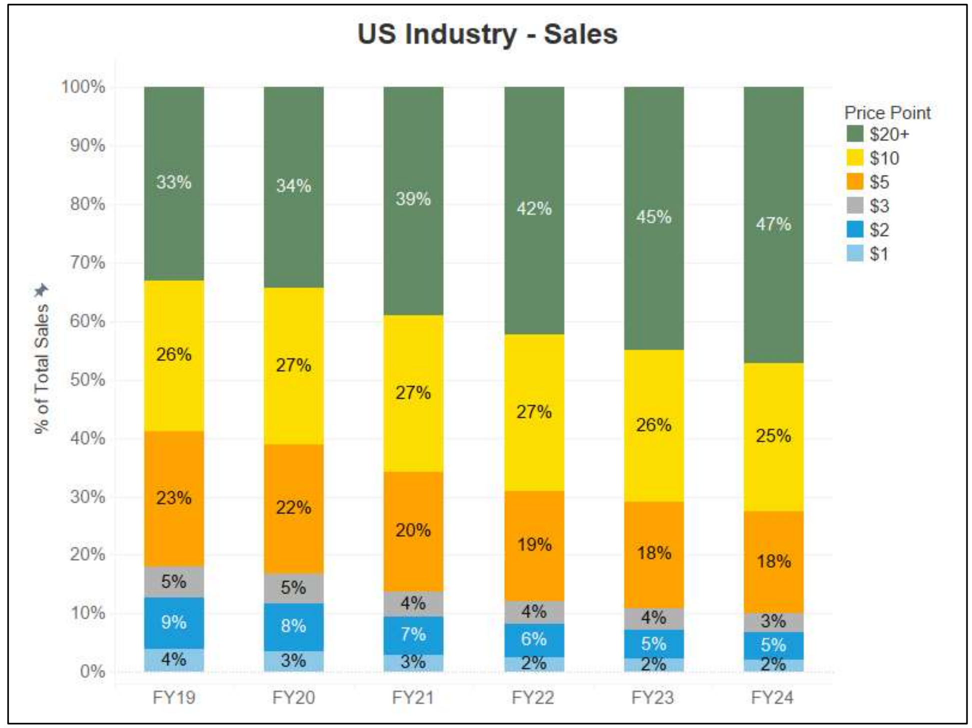


Data sourced from 35 US lotteries

BRIGHTSTAR

Launches vs. Sales



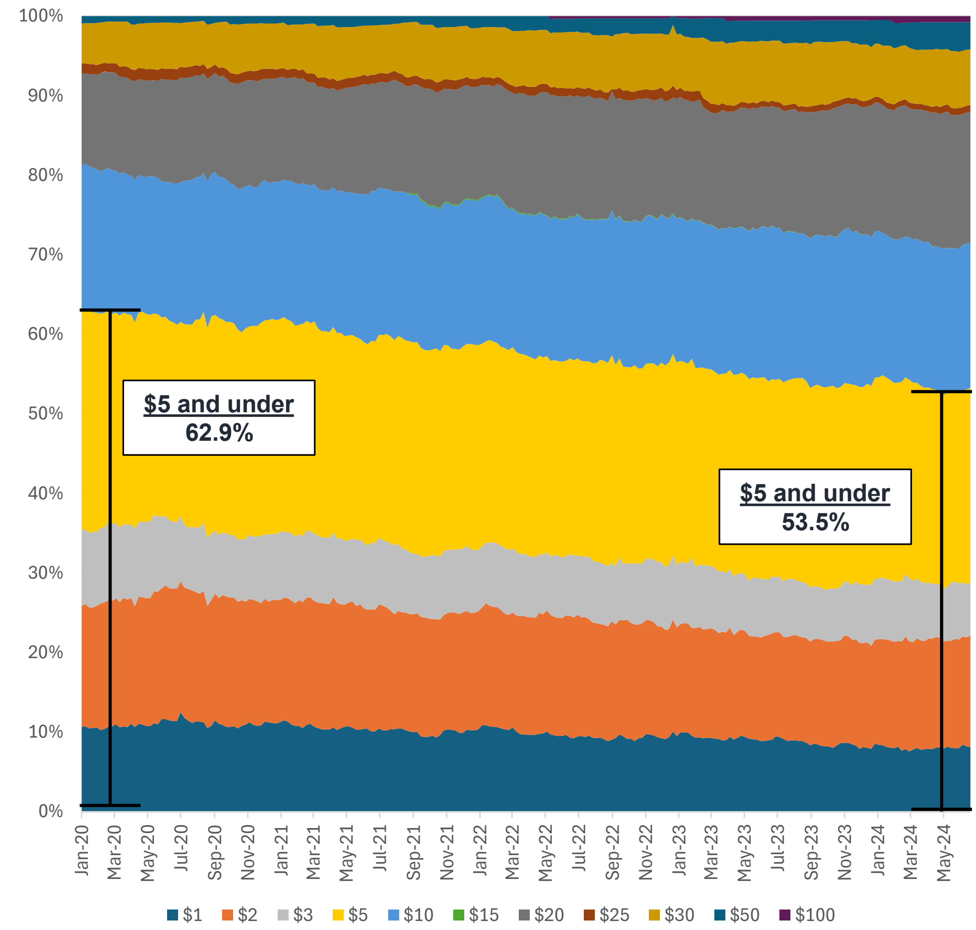


Price Point launches across the industry have followed sales trends, but at a much slower pace.

SHELF SHARE SHIFT OVER TIME – REPRESENTATIVE US SAMPLE

- LOOKING AT A SAMPLE OF 16 STATES, WE CAN SEE A DEFINITIVE SHIFT OF RETAIL INVENTORY AWAY FROM LOWER PRICE POINTS
- SOME OF THIS WAS MAKING ROOM FOR NEW PRICE POINTS WHILE A MAJORITY WAS SHIFTING TO $20 AND $30 GAMES

	1H 2020	1H 2024	Delta Δ
$1	10.9%	8.1%	-2.8%
$2	16.0%	13.6%	-2.4%
$3	9.3%	7.3%	-2.0%
$5	26.3%	24.6%	-1.7%
$10	17.6%	18.1%	0.4%
$15	0.0%	0.0%	0.0%
$20	12.2%	16.5%	4.3%
$25	1.3%	0.8%	-0.5%
$30	5.5%	7.0%	1.5%
$50	0.8%	3.3%	2.5%
$100	0.0%	0.8%	0.8%



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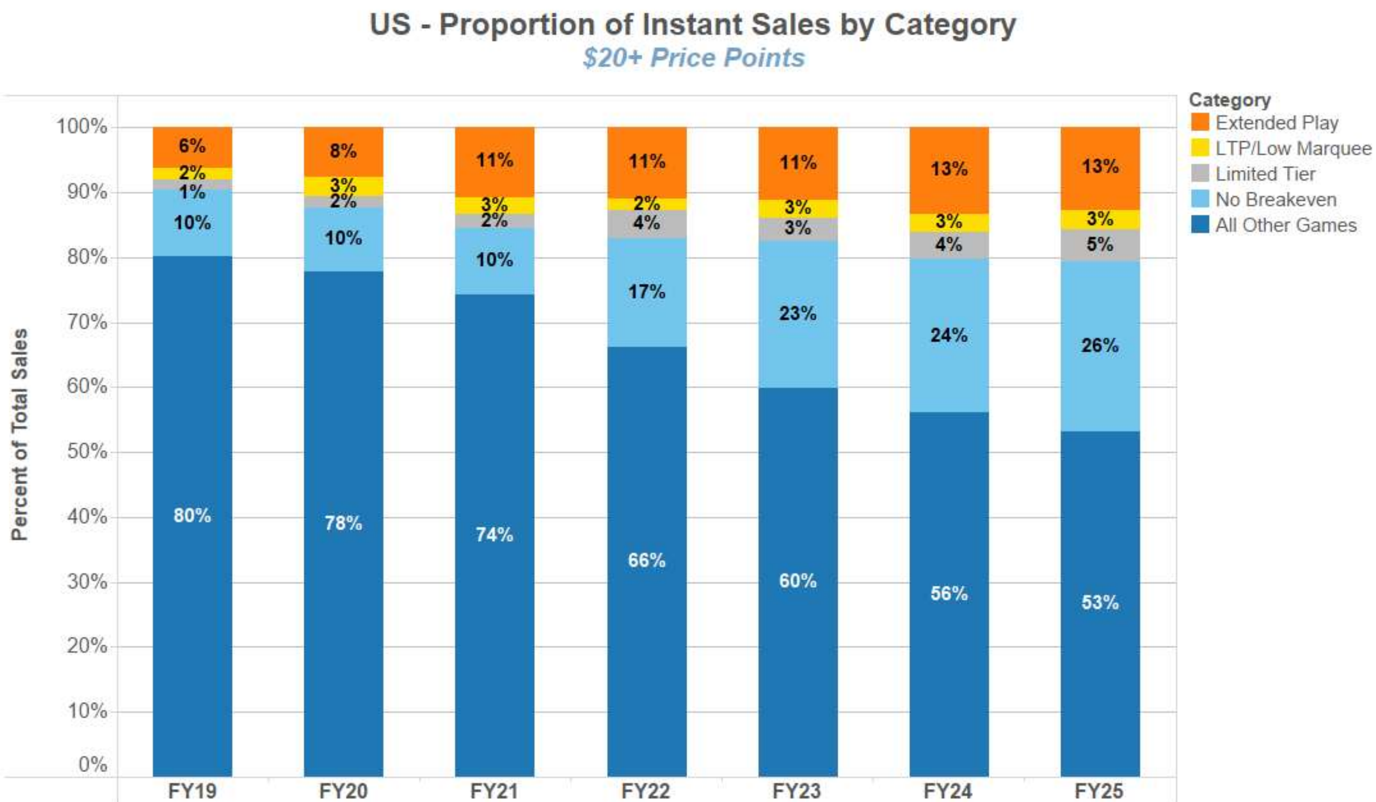
Increased Game Diversity at $20+ Price Points

- FY25 continues trend of Extended Play, Alternative Prize Structure games resonating with players.
- No-breakeven games often used at $50 price point.



BRIGHTSTAR

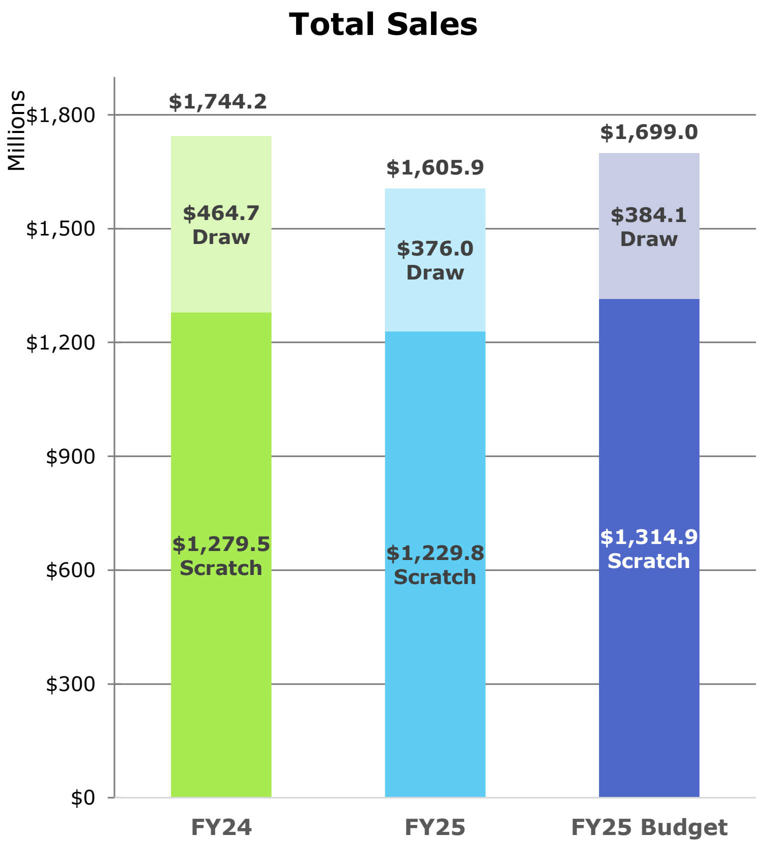
Business Plan Update

Chuck Taylor

Director of Legal Affairs & Compliance

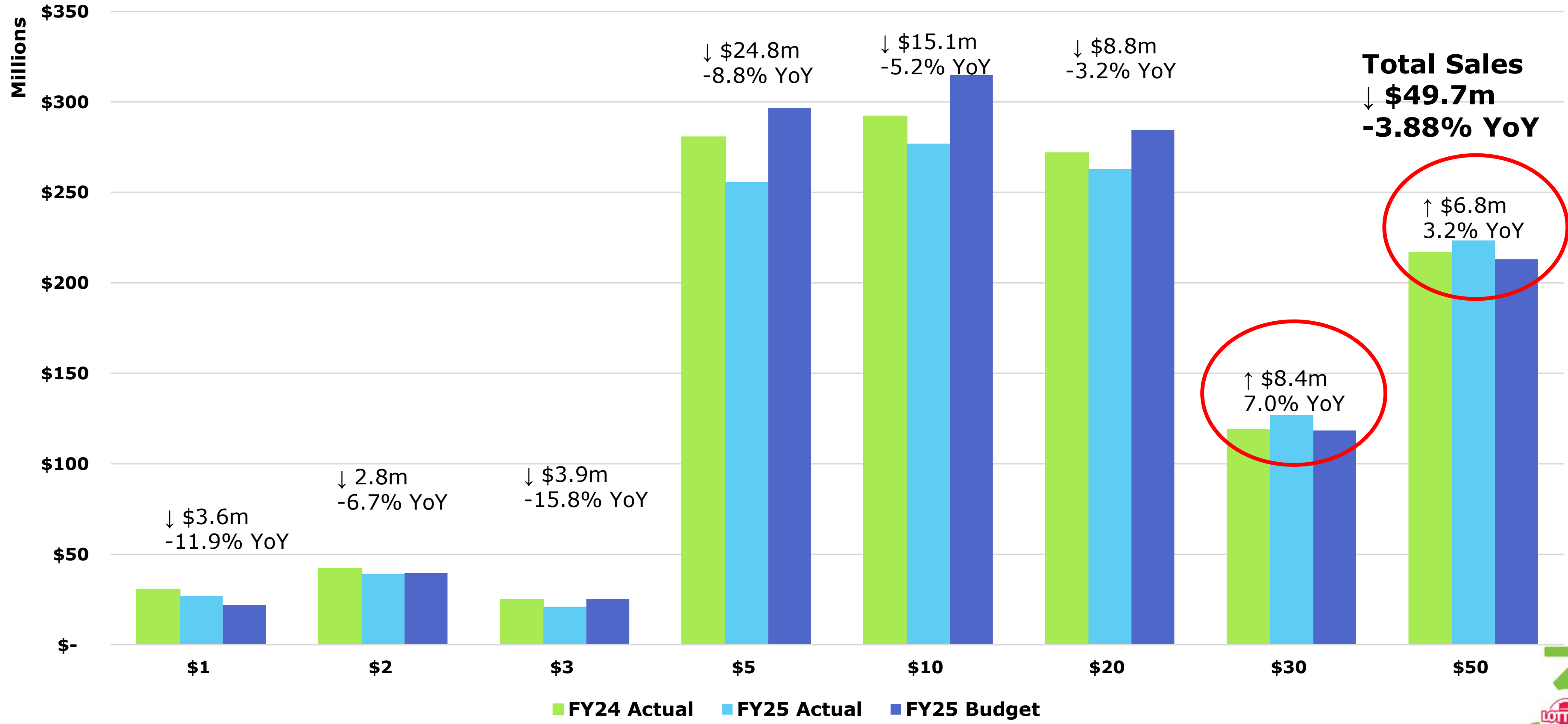
FY25 Total Sales and PNI

Preliminary & Unaudited



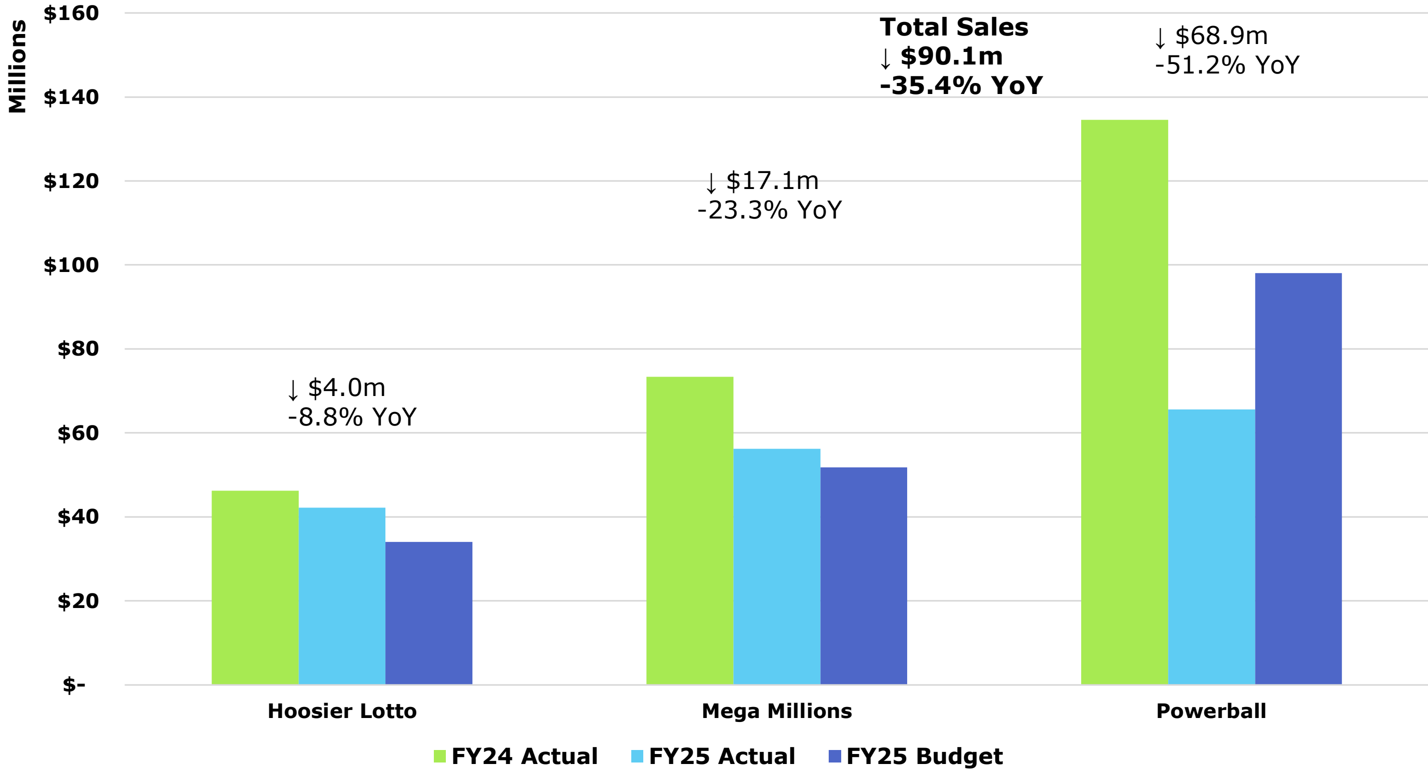
FY25 Scratch-off Sales YoY

Preliminary & Unaudited



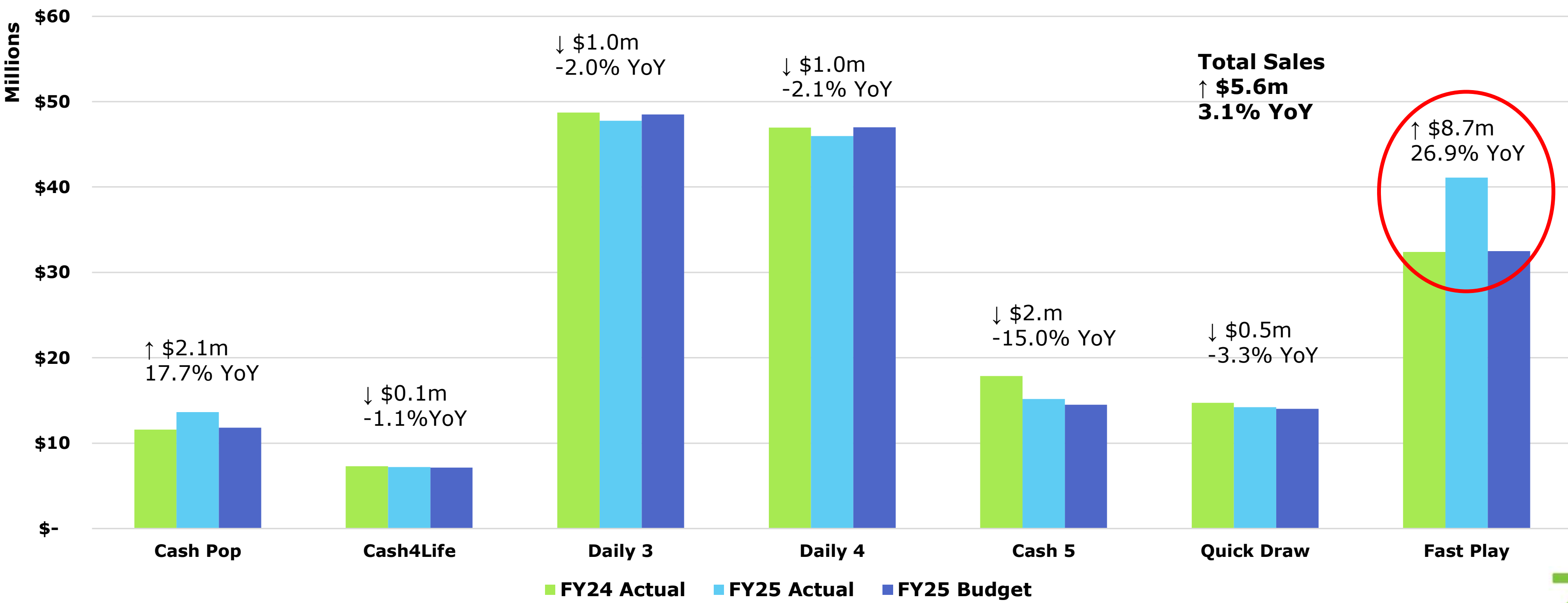
FY25 Jackpot Sales YoY

Preliminary & Unaudited



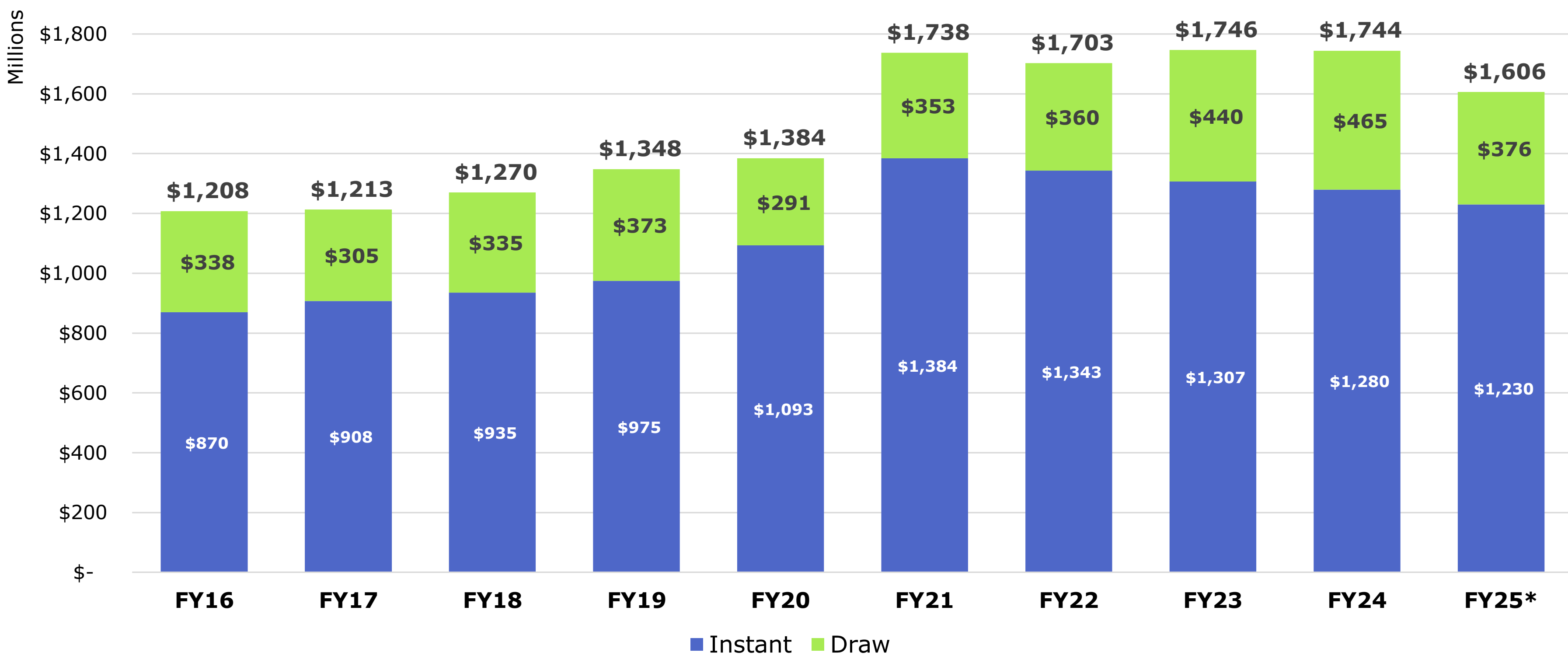
FY25 Non-Jackpot Sales YoY

Preliminary & Unaudited

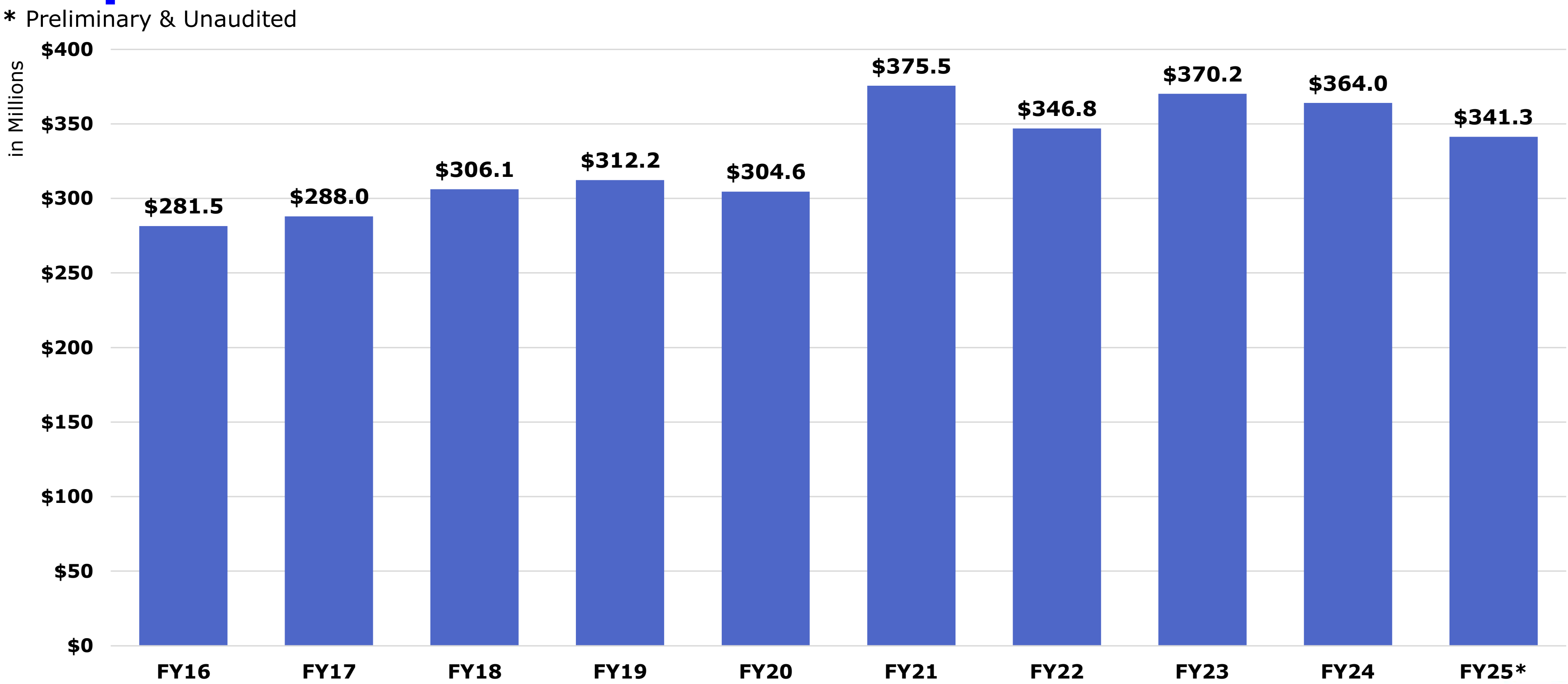


Lottery Sales Revenue-10 Year Period

* Preliminary & Unaudited



Surplus Revenue to the State-10 Year Period



Contract Requirements Checklist

Carrie Stroud

Chief of Staff

Contract Requirements Checklist

Frequency	Deliverable	Reference	Due Date
Monthly	Costs/Expenses from Operations of Provider	O.S. 3.1.1	June 30, 2025
Quarterly	Patch Management Requirements & Needs	Security Plan, Section 13	July 1, 2025
Quarterly	MBE/WBE Plan Update	O.S. 6.1.2	July 1, 2025
Annually	SOC 1	O.S. 3.2.1	August 1, 2025
Annually	Records Retention Schedule	O.S. 1.4.2(d)	July 1, 2025
Annually	Annual Forecast of Operating & Financial Performances	O.S. 2.2.6(c)	June 30, 2025
Annually	Analysis of Compliance with Financial Stability Requirements	O.S. 2.2.6(c)	June 30, 2025
Annually	Annual Business Plan	O.S. 2.3.2	March 31, 2025
Annually	Security Plan & Internal Control	O.S. 3.2.2	June 30, 2025
Annually	Marketing Code of Conduct	O.S. 5.1.3	July 1, 2025

FY26 Financial Report

Carrie Stroud

Chief of Staff

August 19, 2025

FY26 Net Income Thresholds

PNI < MNI

Shortfall Payment to Lottery

PNI ≥ MNI but ≤ INI

No Shortfall Payment to Lottery
No Incentive Compensation to IGT Indiana
Lottery retains 100% of Net Income

PNI > INI

Incentive Compensation to IGT Indiana
50% to IGT Indiana/50% to Lottery

PNI = Provider Net Income
MNI = Minimum Net Income ($327M – FY 26)
INI = Incentive Net Income ($349M – FY 26)

Financial Report - FY26 YTD

Income Statement

For the One Month ending July 31
(In Thousands)
PRELIMINARY & UNAUDITED

	FY26 Actual	FY26 Budget	Percentage Variance	FY25 Actual	Percentage Variance
Revenues	$ 123,342	$ 135,489	-9.0%	$ 133,796	-7.8%
Prize Expense	84,097	89,836	-6.4%	87,533	-3.9%
Game and Provider Expenses	15,856	16,658	-4.8%	16,105	-1.5%
Provider Net Income (PNI)	23,389	28,995	-19.3%	30,158	-22.4%
General and Administrative Expenses	842	955	-11.8%	718	17.3%
Operating Profit	22,547	28,040	-19.6%	29,440	-23.4%
Other Income	233	167	39.5%	293	-20.5%
Provider (Incentive)/Shortfall Payment	(125)	(125)	0.0%	(608)	-79.4%
Surplus Revenue to the State	22,655	28,082	-19.3%	29,125	-22.2%
Fair Market Value Adjustment	-	-	0.0%	-	0.0%
Net Income	$ 22,655	$ 28,082	-19.3%	$ 29,125	-22.2%

Notes:

1) Revenues are $12.1M (9.0%) less than Budget and $10.4M (7.8%) less than prior year

2) Prize Expense is 68.1% of Revenues, compared to 66.5% budgeted and 65.4% in prior year

3) Game and Provider Expenses are in-line with Budget and prior year as a percentage of Revenues (12.0%-12.8%)

4) General & Administrative Expenses are $113k (11.8%) less than Budget and $124k (17.3%) greater than prior year

5) Surplus Revenue to the State is $5.4M (19.3%) less than Budget and $6.4M (22.2%) less than prior year

Financial Report - FY26 YTD

Revenue Breakdown

For the One Month ending July 31
(In Thousands)
PRELIMINARY & UNAUDITED

	FY26 Actual	FY26 Budget	FY25 Actual
Revenues			
Instant Tickets			
Scratch	$ 92,968	$ 102,352	$ 104,178
Total Instant Tickets	92,968	102,352	104,178
Big Jackpot Draw Games			
Powerball (w/Double Play)	6,509	7,194	5,719
Hoosier Lotto (w/+PLUS)	3,284	3,867	4,166
Mega Millions	2,937	5,784	4,007
Total Big Jackpot Draw Games	12,730	16,845	13,892
Non-Jackpot Draw Games			
Daily 3	4,191	4,024	4,051
Daily 4	3,917	3,874	3,947
Quick Draw (w/Bullseye)	1,424	1,366	1,423
Cash 5	1,448	1,316	1,059
EZ Match	328	286	267
SUPERBALL	659	606	651
Cash4Life	606	606	620
Cash POP	1,148	1,088	971
Fast Play	3,923	3,126	2,737
Total Non-Jackpot Draw Games	17,644	16,292	15,726
Total Revenues	$ 123,342	$ 135,489	$ 133,796

Notes:

1) Scratch Revenue is $9.3M (9.%) less than Budget and $11.2M (10.8%) less than prior year

2) Powerball Revenue is $685k (9.5%) less than Budget and $790k (13.8%) greater than prior year

3) Hoosier Lotto Revenue is $583k (15.1%) less than Budget and $882k (21.2%) less than prior year

4) Mega Millions Revenue is $2.8M (49.2%) less than Budget and $1.0M (26.7%) less than prior year

5) Non-Jackpot Draw Games are $1.3M (8.3%) greater than Budget and $1.9M (12.2%) greater than prior year

Financial Report - FY26 Forecast

Income Statement

For the Twelve Month Period ending June 30

(In Thousands)

PRELIMINARY & UNAUDITED

	FY26 Forecast	FY26 Budget	Percentage Variance
Revenues	$ 1,670,560	$ 1,670,560	0.0%
Prize Expense	1,114,293	1,114,157	0.0%
Game and Provider Expenses	204,267	204,403	-0.1%
Provider Net Income (PNI)	352,000	352,000	0.0%
General and Administrative Expenses	11,622	11,715	-0.8%
Operating Profit	340,378	340,285	0.0%
Other Income	2,077	2,012	3.2%
Provider (Incentive)/Shortfall Payment	(1,500)	(1,500)	0.0%
Net Income Prior to Distributions	340,955	340,797	0.0%
Fair Market Value Adjustment	-	-	0.0%
Net Pension Obligation Adjustment	-	-	0.0%
Net Income	$ 340,955	$ 340,797	0.0%

Self-Service Update

Deployed 600 new Gemini Touch Machines since March 2025

Expansion Plan

- March 17 (starting date for rollout of 600) – 1,514 retailers (34.2%) had at least one self-service machine
- June 30 – 1,745 retailers (39.2%) had at least one self-service machine
- July 31 – 2,100 retailers (46.8%) had at least one self-service machine
- By the end of FY 2026, goal is for 2,600 retailers (57.9%) to have at least one self-service machine

Research Cashless Integration

- As we continue to expand our network we want to be positioned to support expectations for seamless transactions
- Gemini-Touch equipment is capable of cashless sales and we will explore potential implementation

Sponsorship and Legislative Update

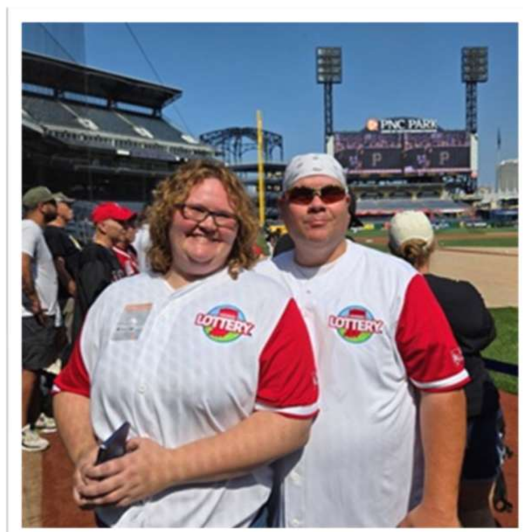
Jared Bond

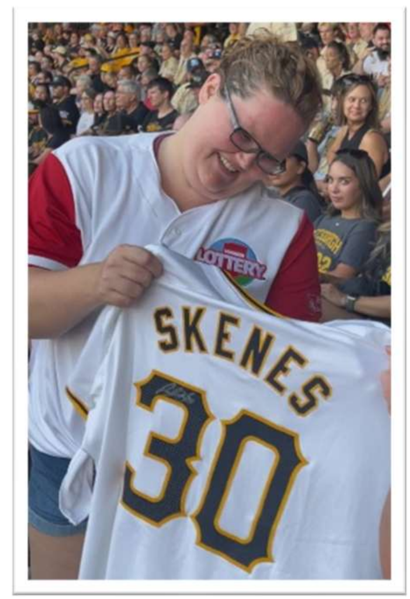
Director of External Affairs

August 19, 2025

myLOTTERY Grand Slam Promotion Winner

- Tickets to the Pittsburgh vs. Cincinnati game at PNC Park
- Pregame PNC Park experience
- Autographed Paul Skenes jersey
- Hotel accommodations, two (2) nights
- $1,500 prepaid gift card
- $500 Hoosier Lottery prize pack





Indiana State Fair- $35,000 myLOTTERY Promotion

Hoosier Lottery Day

State Fair- Happy Hour

Legislative Update

Around The Corner

Tara Williamson

Director of Operations

Retailer Breakdown

Retailer Count				
SIC Description	**FY22**	**FY23**	**FY24**	**FY25**
Bowling Center	14	11	7	7
Convenience Stores	227	223	218	216
Convenience Stores w\ Gas	2,871	2,900	2,945	2,959
Dollar Stores	2	2	2	1
Drinking Places	19	14	12	10
Drug Stores	41	40	20	20
Grocery Stores	496	488	487	476
Liquor Store	491	477	493	516
Other	17	14	9	11
Restaurant	3	3	2	3
Tobacco Store	258	271	276	268
Grand Total	**4,439**	**4,443**	**4,471**	**4,487**

**SIC – Standard Industry Classifications*


$10
Must be 18 or older to play. Please play responsibly.
HOOSIER LOTTERY
YOUR NUMBERS
STACKS OF CASH
STACKED WITH $10,000 TOP PRIZES!
WINNING NUMBERS
Match any of YOUR NUMBERS to any of the WINNING NUMBERS, win the PRIZE shown. Find a "WIN" symbol, win the PRIZE shown instantly! Find a "2X" symbol, win 2 TIMES the PRIZE shown! Find a "10X" symbol, win 10 TIMES the PRIZE shown!
SCRATCH TO CASH
25 CHANCES TO WIN!
VOID
Download the free Hoosier Lottery app and scan your tickets to see if you're a winner!

On Sale Now:


$5
HOOSIER LOTTERY
DIAMOND DASH
Scratch entire play area. Find 3 or more " " symbols, win the PRIZE shown in the PRIZE LEGEND. Only highest PRIZE paid. MULTIPLIER SPOT: If you win a PRIZE and find a "2X" or "5X" symbol, multiply your PRIZE won by that amount.
PRIZE LEGEND
3X = $5
4X = $10
5X = $15
6X = $20
7X = $25
8X = $50
9X = $100
10X = $150
11X = $200
12X = $500
13X = $2,000
MULTIPLIER
SCRATCH TO CASH
WIN UP TO $2,000!
VOID

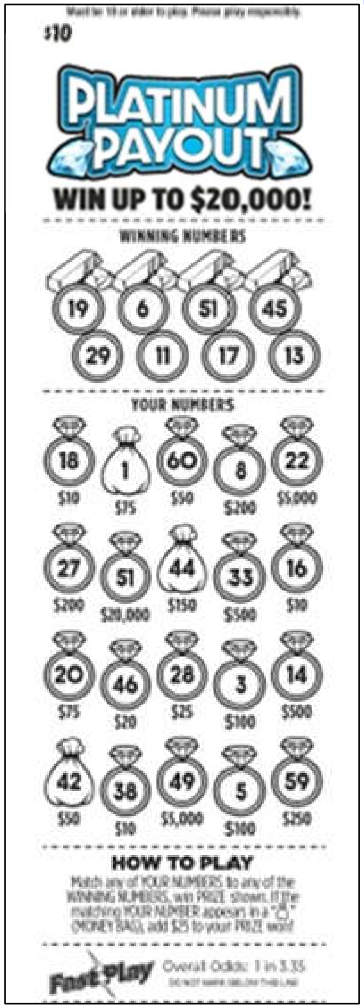

Must be 18 or older to play. Please play responsibly.
$2
HOOSIER LOTTERY
HIGH VOLTAGE DOUBLER
Find a "△" symbol, win the PRIZE shown! Find a "2X" symbol, win DOUBLE the PRIZE shown! Find a " " symbol, win $20 instantly!
SCRATCH TO CASH
WIN UP TO $7,000!
VOID
Download the free Hoosier Lottery app and scan your tickets to see if you're a winner!

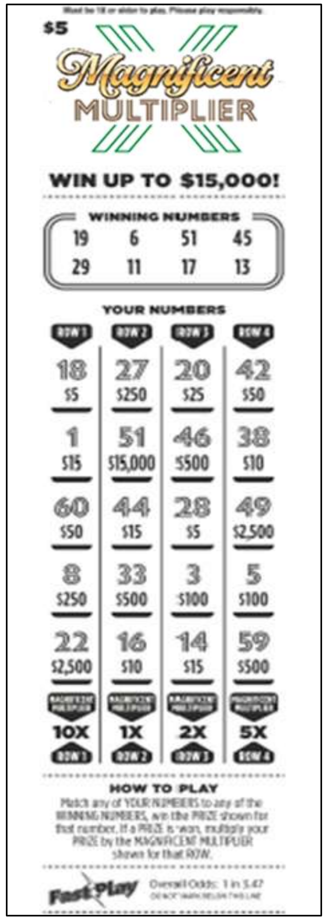
Launching September 2nd

SCRATCH OFFS SCRATCH AWAY

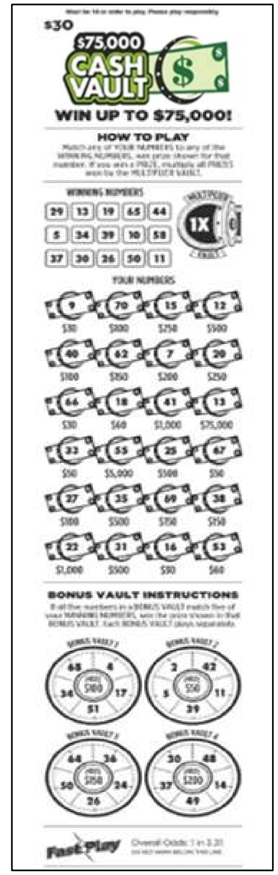
LOTTERY 35 Years

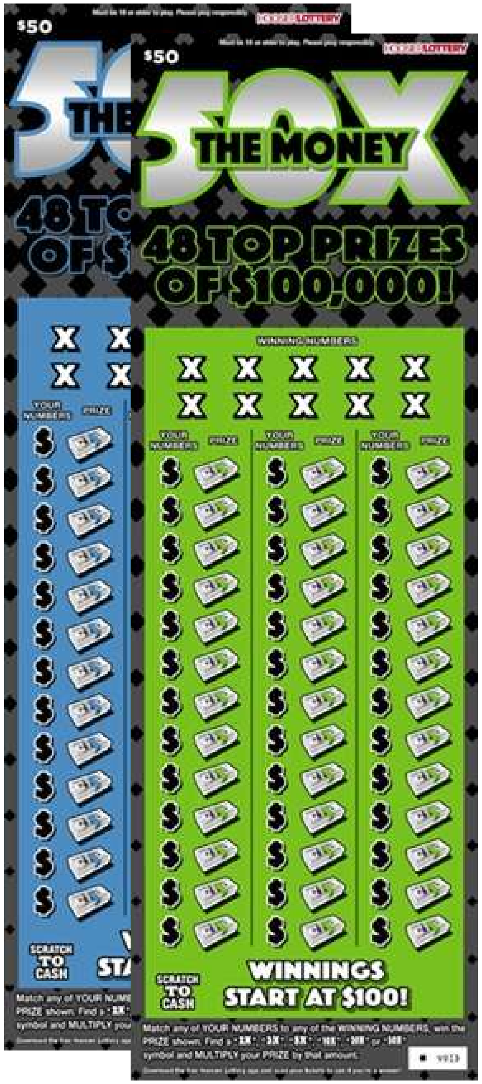
Launching September 21st





Relaunch





Launching October 7th

myLottery Promotions

35th Social Promotions
Through Sept. 2025
Social media giveaway
the 13th of every month.

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.

Jeopardy 2nd Chance
May 6– Sept. 26.
Scratch-off (5/6) & Fast Play (5/18).
No multiplier.
Twenty (20) winners. $500 each
+ Social Giveaway (5/28-6/13)

Jurassic Park 2nd Chance
July 1, 2025 – June 30, 2026
2nd Chance with digital
activation multiplier
7 Grand Prize winners win trip
to Hawaii and up to $1 million.
+ Social Giveaways

Responsible Gaming Education Month
September
Social promotion for chance to win a Hoosier Lottery Prize Pack.
Comment to win.

Colts
July 24-Oct. 24
Enter to win 2026 season tickets & chance to win up to $250,000during on field promotion. Twelve (12) total winners including Secondary prizes

Fast Play 2nd Chance
Sept. 21 - Nov. 3
Prizes: five (5) $500winners per drawing
Eligible tickets: all eligible non-winning Fast Play tickets purchased during the entry period.

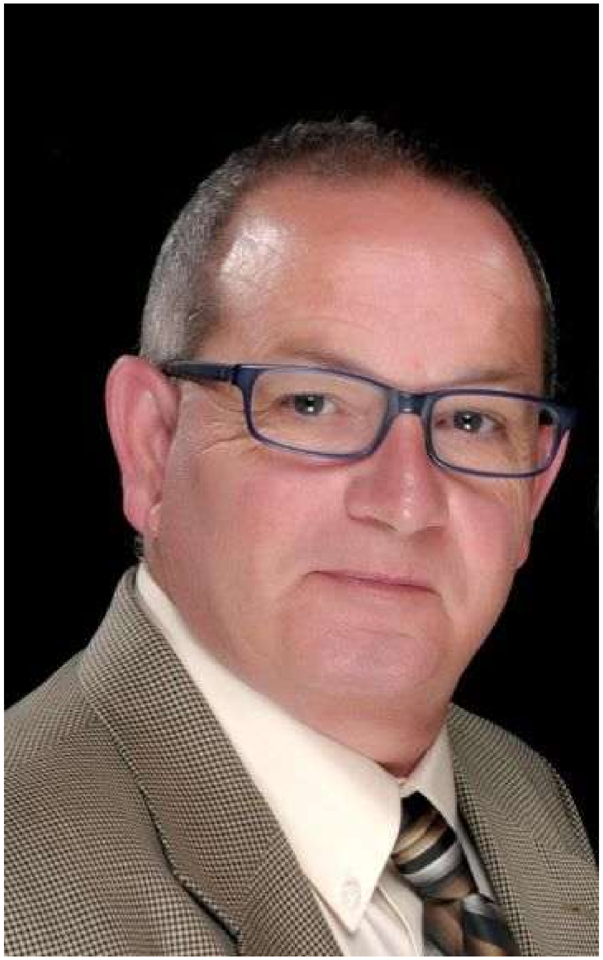
In memory

David A. Gramelspacher

August 13, 1960 ~ August 6, 2025

Division Licensing Specialist

19 Years of Service



End of Presentation

August 19, 2025

Commission Vote to Adjourn

	Yea	Nay
Chairman		
Commissioner Luke Bosso		
Commissioner Norman Gurwitz		
Commissioner Andrew Mallon		
Commissioner Roger Utzinger		

Questions?

All media requests may be forwarded to:

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