



State Lottery Commission Of Indiana

**Thank you for joining
Our meeting is scheduled to begin at 9:30am**

November 18, 2025 Meeting

Preliminary Matters



- ❑ **Call to Order**
- ❑ **Compliance with Open Door Law**
- ❑ **Roll Call**
- ❑ **Approval of Minutes**
- ❑ **Director Reports**

Commission Roll Call



	Present	Absent
Commissioner Luke Bosso	☐	☐
Commissioner Paul Grammer	☐	☐
Commissioner Norman Gurwitz	☐	☐
Commissioner Andrew Mallon	☐	☐
Commissioner Roger Utzinger	☐	☐

Commission Vote to Approve Minutes



	Yea	Nay
Commissioner Luke Bosso	☐	☐
Commissioner Paul Grammer	☐	☐
Commissioner Norman Gurwitz	☐	☐
Commissioner Andrew Mallon	☐	☐
Commissioner Roger Utzinger	☐	☐

Director's Report

Sarah M. Taylor
Executive Director



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November 18, 2025



Historic Powerball Jackpot Run



\$1.8 Billion jackpot
won in Missouri and
Texas on Sept 6, 2025

Hoosier Lottery
Powerball players
won more than \$11.6
million in prizes.

\$2M ticket sold in
Fort Wayne



\$9.9 Million Hoosier Lotto Winner



Sold at Jack's Place in
Columbus

Claimed by 5 local
residents

Selling retailer
received \$99,000



Responsible Gaming Education Month



KEEP *Play* POSITIVE



November 18, 2025

Community Sponsorships



Director's Report

Sarah M. Taylor
Executive Director



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November 18, 2025

FY25 Financial Report

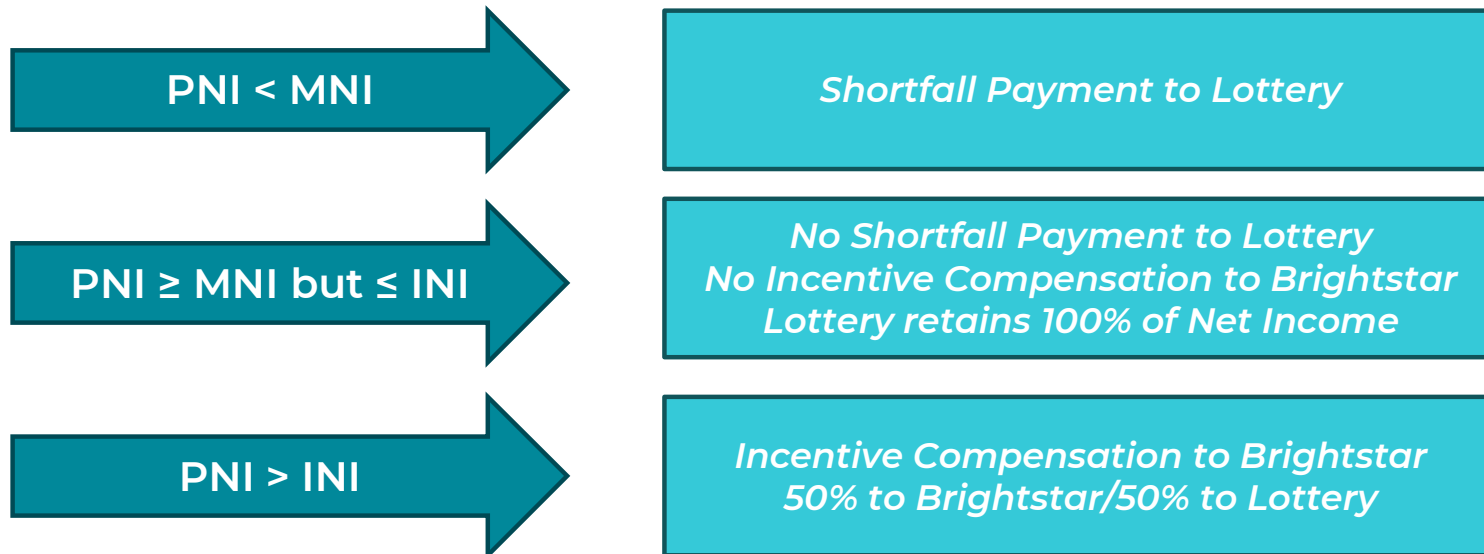
Carrie Stroud
Chief of Staff



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November 18, 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

Income Statement

For the Year ending June 30
(In Thousands)

	FY25 Actual	FY25 Budget	Percentage Variance	FY24 Actual	Percentage Variance
Revenues	\$ 1,605,864	\$ 1,698,970	-5.5%	\$ 1,744,212	-7.9%
Prize Expense	1,061,772	1,132,769	-6.3%	1,141,692	-7.0%
Game and Provider Expenses	193,552	208,540	-7.2%	205,363	-5.8%
Provider Net Income (PNI)	350,540	357,661	-2.0%	397,157	-11.7%
General and Administrative Expenses	9,175	11,574	-20.7%	8,578	7.0%
Operating Profit	341,365	346,087	-1.4%	388,579	-12.2%
Other Income	3,585	2,295	56.2%	4,359	-17.8%
Provider (Incentive)/Shortfall Payment	(4,270)	(7,831)	-45.5%	(19,857)	-78.5%
Surplus Revenue to the State	340,680	340,551	0.0%	373,081	-8.7%
Fair Market Value Adjustment	874	-	0.0%	(979)	0.0%
Net Pension Obligation Adjustment	(59)			625	
Net Income	\$ 341,495	\$ 340,551	0.3%	\$ 372,727	-8.4%

Notes:

1) Revenues are \$93.1M (5.5%) less than Budget and \$138.3M (7.9%) less than prior year

2) Prize Expense is 66.1% of Revenues, compared to 66.7% 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 (11.8%-12.3%)

4) General & Administrative Expenses are \$2.4 (20.7%) less than Budget and \$597k (7.0%) greater than prior year

5) Surplus Revenue to the State is \$129k (0.0%) greater than Budget and \$32.4M (8.7%) less than prior year



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FY25 Internal Audit Results

Carrie Stroud
Chief of Staff



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November 18, 2025



Summary of Findings

	FY25	Completed	In-Process
High Risk	0	0	0
Medium Risk	1	1	0
Low Risk	3	3	0
TOTAL	4	4	0

Internal Audit Areas:

- Building Security
- Contract Compliance
- Draw Procedures
- Game Accounting
- Stolen Tickets
- Unclaimed Prizes

FY26 Internal Audit Plan

Carrie Stroud
Chief of Staff



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November 18, 2025



FY26 Internal Audit Plan

Functions for Review under Internal Audit Plan in FY26:

- Annuity Prize Payments
- Cash Management (Petty, Operating & Prize)
- Contract Compliance
- Investment Management
- Prize Payment
- Retailer Licensing Compliance

Risk Model Used to Identify Functions for Review:

- System Changes
- Prior Audit Findings
- Financial Statement Impact
- Changes to Policies, Procedures, Management
- Employee Turnover
- Complexity

FY26 Financial Report

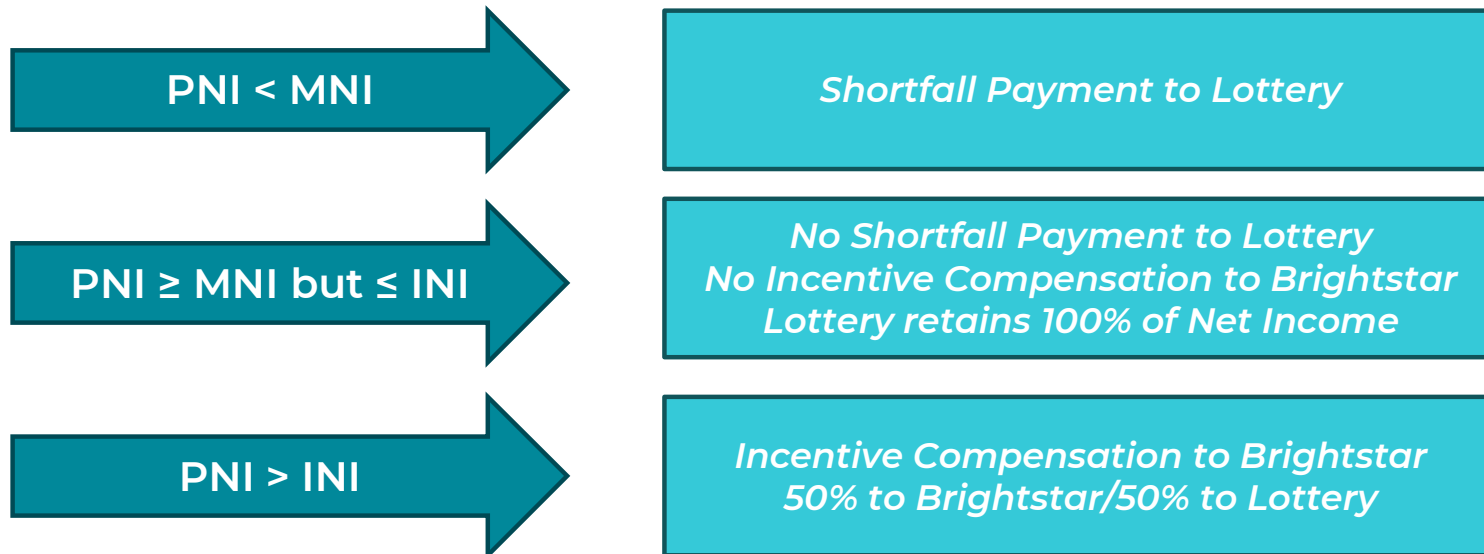
Carrie Stroud
Chief of Staff



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November 18, 2025

FY26 Net Income Thresholds



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 Four Months ending October 31
(In Thousands)

PRELIMINARY & UNAUDITED

	FY26 Actual	FY26 Budget	Percentage Variance	FY25 Actual	Percentage Variance
Revenues	\$ 568,020	\$ 553,268	2.7%	\$ 525,303	8.1%
Prize Expense	375,563	368,015	2.1%	339,648	10.6%
Game and Provider Expenses	68,788	67,756	1.5%	63,383	8.5%
Provider Net Income (PNI)	123,669	117,497	5.3%	122,272	1.1%
General and Administrative Expenses	3,478	3,839	-9.4%	2,795	24.4%
Operating Profit	120,191	113,658	5.7%	119,477	0.6%
Other Income	948	678	39.8%	1,103	-14.1%
Provider (Incentive)/Shortfall Payment	(500)	(500)	0.0%	(2,433)	-79.4%
Surplus Revenue to the State	120,639	113,836	6.0%	118,147	2.1%
Fair Market Value Adjustment	-	-	0.0%	-	0.0%
Net Income	\$ 120,639	\$ 113,836	6.0%	\$ 118,147	2.1%

Notes:

1) Revenues are \$14.7M (2.7%) greater than Budget and \$42.7M (8.1%) greater than prior year

2) Prize Expense is 66.1% of Revenues, compared to 66.5% budgeted and 64.7% in prior year

3) Game and Provider Expenses are in-line with Budget and prior year as a percentage of Revenues (12.1%-12.2%)

4) General & Administrative Expenses are \$362k (9.4%) less than Budget and \$682k (24.4%) greater than prior year

5) Surplus Revenue to the State is \$6.8M (6.0%) greater than Budget and \$2.5M (2.1%) greater than prior year



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November 18, 2025

Financial Report - FY26 YTD

Revenue Breakdown

For the Four Months ending October 31
(In Thousands)

PRELIMINARY & UNAUDITED

Revenues

Instant Tickets

Scratch	\$ 408,388	\$ 420,694	\$ 399,924
Total Instant Tickets	408,388	420,694	399,924

Big Jackpot Draw Games

Powerball (w/Double Play)	56,904	29,330	24,945
Hoosier Lotto (w/+PLUS)	12,589	15,038	17,086
Mega Millions	19,513	23,134	18,807
Total Big Jackpot Draw Games	89,006	67,502	60,838

Non-Jackpot Draw Games

Daily 3	16,542	15,934	15,901
Daily 4	15,888	15,489	15,461
Quick Draw (w/Bullseye)	5,701	5,423	5,607
Cash 5	5,239	5,223	5,431
EZ Match	1,298	1,134	1,195
SUPERBALL	2,677	2,412	2,516
Cash4Life	2,494	2,405	2,412
Cash POP	4,741	4,350	4,383
Fast Play	16,046	12,702	11,635
Total Non-Jackpot Draw Games	70,626	65,072	64,541

Total Revenues	\$ 568,020	\$ 553,268	\$ 525,303
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Notes:

1) Scratch Revenue is \$12.3M (2.9%) less than Budget and \$8.4M (2.1%) greater than prior year

2) Powerball Revenue is \$27.5M (94.0%) greater than Budget and \$31.9M (128.1%) greater than prior year

3) Hoosier Lotto Revenue is \$2.4M (16.3%) less than Budget and \$4.4M (26.3%) less than prior year

4) Mega Millions Revenue is \$3.6M (15.7%) less than Budget and \$706k (3.8%) greater than prior year

5) Non-Jackpot Draw Games are \$5.5M (8.5%) greater than Budget and \$6.0M (9.4%) greater than prior year



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November 18, 2025

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	\$ 1,674,710	\$ 1,670,560	0.2%
Prize Expense	1,117,347	1,114,157	0.3%
Game and Provider Expenses	205,363	204,403	0.5%
Provider Net Income (PNI)	352,000	352,000	0.0%
General and Administrative Expenses	11,360	11,715	-3.0%
Operating Profit	340,640	340,285	0.1%
Other Income	2,279	2,012	13.3%
Provider (Incentive)/Shortfall Payment	(1,500)	(1,500)	0.0%
Net Income Prior to Distributions	341,419	340,797	0.2%
Fair Market Value Adjustment	-	-	0.0%
Net Pension Obligation Adjustment	-	-	0.0%
Net Income	<u>\$ 341,419</u>	<u>\$ 340,797</u>	0.2%



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Resolution 26-02 Consideration & FY 26 Business Plan Update

Chuck Taylor

Director of Legal Affairs & Compliance



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November 18, 2025

Consideration of Resolution 26-02



- 65 IAC 8-2-4 outlines a process for a person who, although unable to produce a winning ticket, is able to produce evidence sufficient to establish the validity of that player's prize claim;
- Ms. Hicks has presented sufficient evidence to show that she was the rightful owner of a winning Mega Millions draw ticket identified by the Lottery's terminal system as a \$30,000 winner;
- Ms. Hicks's claim and evidence have been fully investigated by the Security Division of the Hoosier Lottery resulting in a recommendation that Ms. Hicks be paid the \$30,000 prize she won
- The Director of the Hoosier Lottery has reviewed Ms. Hicks's claim, is satisfied that the validity of the claim has been established, and the Lottery's Security Director has prepared a written recommendation that payment of the prize claim be authorized by the Commission.

Commission Vote to Approve Resolution 26-02



	Yea	Nay
Commissioner Luke Bosso	☐	☐
Commissioner Paul Grammer	☐	☐
Commissioner Norman Gurwitz	☐	☐
Commissioner Andrew Mallon	☐	☐
Commissioner Roger Utzinger	☐	☐



FY26 Key Performance Indicator



New myLOTTERY Members

FY26 Goal: 100,000 new myLOTTERY members

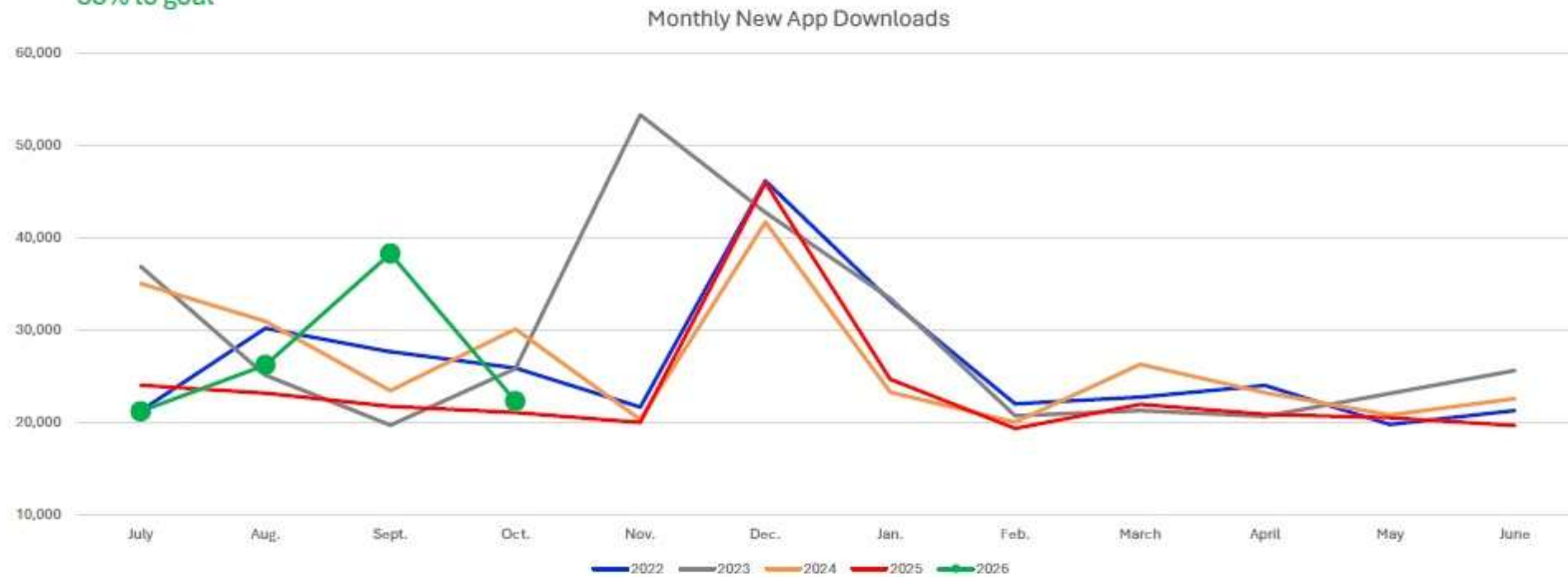
FY26 Total New Members: 37,958

38% to goal

Monthly Active myLOTTERY Members

FY26 Goal: 175,000 monthly

Avg. Monthly Active Members: 251,920



my2ndChance FY26 Key Performance Indicator

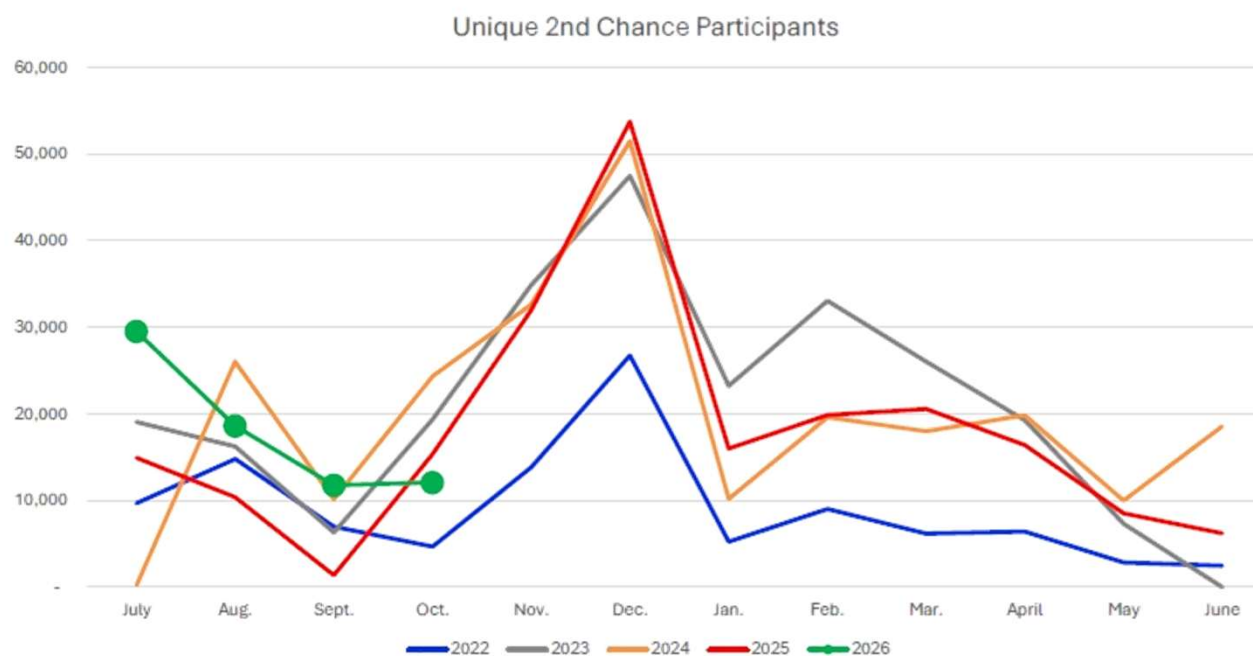


myLOTTERY 2nd Chance Unique Participants

FY26 Goal: 225,000 Unique Participants

FY26 Total Unique Participants: 71,952

32% to goal



JURASSIC PARK Scratch-off 2nd Chance

Entry Period: July 1, 2025 – June 30, 2026

Results from July 1–October 31, 2025

\$5 JURASSIC PARK Scratch-off (#2591)

- 333,474 tickets
- 39,043 players

Fast Play All Games 2nd Chance

Entry Period: Sep. 21 – Nov. 3, 2025

Results from Sept. 21–Oct. 31

- 62,028 tickets
- 4,872 players

Upcoming Promotions:

Holiday Scratch-offs: Nov. 4, 2025 – Jan. 13, 2026

Fast Play (all games): Jan. 18 – March 2, 2026

7s Family Scratch-offs: Feb. 3 – April 27, 2026

Sponsorship & Legislative Update

Jared Bond

Director of External Affairs



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November 18, 2025

Sponsorships- Indiana State Fair- Hoosier Lottery Free Stage



Around The Corner

Tara Williamson
Director of Operations



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November 18, 2025

On Sale Now:

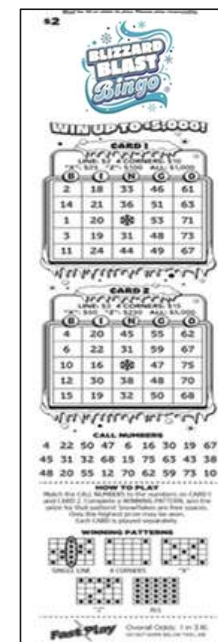
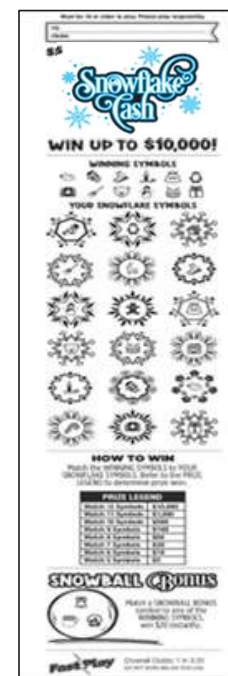
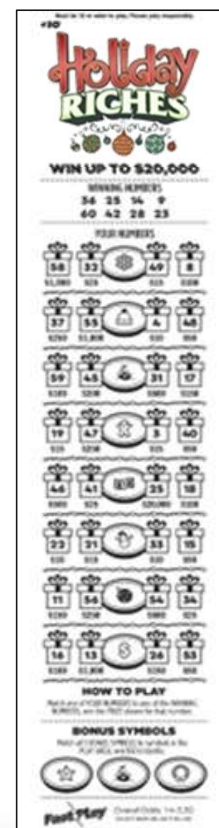
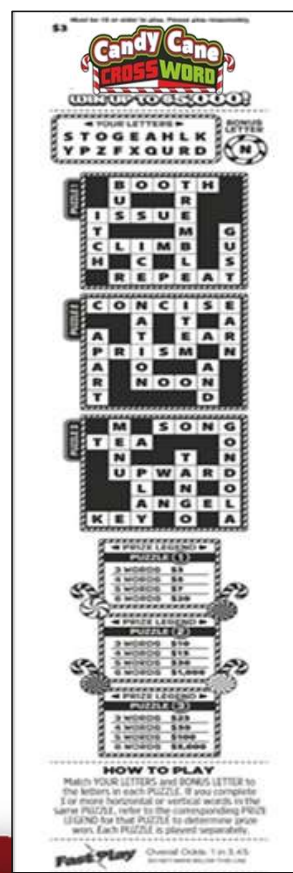
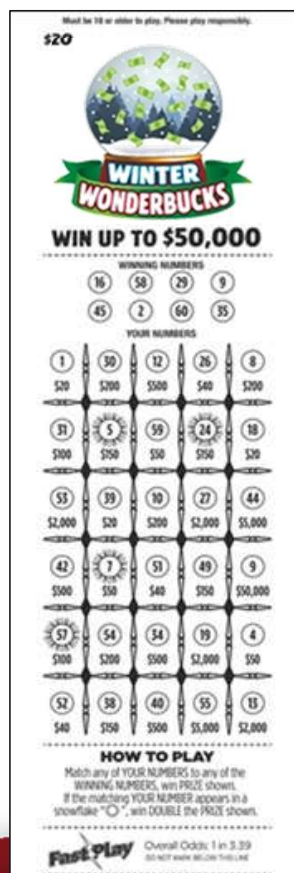


November 18, 2025

On Sale Now



Relaunch



Fast play

Launching December 2nd



Launching January 6th



Launching January 18th



Relaunch

WIN UP TO \$17,777!

SPIN	PRIZE
1	\$10
2	\$25
3	\$100
4	\$50
5	\$75
6	\$25
7	\$150
8	\$200
9	\$250
10	\$100
11	\$150
12	\$777
13	\$10777
14	\$250
15	\$500
16	\$100

WINNING SYMBOLS

HOW TO PLAY

Match the WINNING SYMBOLS to the symbols in each GAME. If you match 3 symbols in the same GAME, win the prize shown for that GAME.

SUPER 7 DOUBLER

If you match 3 symbols and a "7" symbol in a GAME, win DOUBLE the PRIZE shown for that GAME.

Fast Play Overall Odds: 1 in 3.76

WIN UP TO \$20,000!

SPIN	PRIZE
1	\$500
2	\$500
3	\$500
4	\$20,000
5	\$100
6	\$200
7	\$100
8	\$100
9	\$5
10	\$2000

HOW TO PLAY

Match 5 identical symbols in the same SPIN, win the PRIZE shown for that SPIN. Match 2 identical symbols and a "TIGER" symbol in the same SPIN, win TRIPLE the PRIZE shown for that SPIN.

Fast Play Overall Odds: 1 in 3.49

WIN UP TO \$20,000

HOW TO PLAY

Match any of 1024 NUMBERS to any of the WINNING NUMBERS, win the PRIZE shown. If you win, multiply your PRIZE by the MULTIPLIER level for that PRIZE for a chance to win 2X, 5X, or 10X your PRIZE.

YOUR NUMBERS

1X

12	28	13	16	47
\$2,000	\$75	\$2,000	\$100	\$250

2X

36	88	24	60	44
\$50	\$10	\$50	\$100	\$10

5X

03	07	55	22
\$10	\$10	\$100	\$10

10X

58	60	52
\$100	\$10	\$10

WINNING NUMBERS

19	6	51	45
29	11	17	13

Fast Play Overall Odds: 1 in 3.31

WIN UP TO \$5,000

YOUR 18 LETTERS

HOW TO PLAY

Match the letters in the CROSSWORD PUZZLE that match YOUR 18 LETTERS. If you complete 1 or more horizontal or vertical words in the CROSSWORD PUZZLE, win the corresponding prize in the PRIZE COLUMN.

BONUS MULTIPLIER

PRIZE COLUMN

Complete 11 words	\$5,000
Complete 8 words	\$2,000
Complete 6 words	\$1,000
Complete 4 words	\$500
Complete 3 words	\$250
Complete 2 words	\$100
Complete 1 word	\$50

Fast Play Overall Odds: 1 in 3.16

WIN UP TO \$5,000!

CARD 1

10	33	46	61
14	21	36	51
1	20	53	71
3	29	38	48
11	30	31	49

CARD 2

4	20	45	55
6	22	31	59
14	16	47	75
12	29	38	53
15	19	32	50

CALL NUMBERS

4	22	14	24	47	15	45	19	29
75	31	32	38	20	53	67	16	59
48	55	12	68	70	62	72	50	6

HOW TO PLAY

Match the CALL NUMBERS to the numbers on CARD 1 and CARD 2. Complete a WINNING PATTERN, win the prize for that pattern. If your WINNING PATTERN contains a "B" multiply your prize win for the WINNING PATTERN by the MULTIPLIER indicated. Dollar Sign and multipliers are for prizes. Only the highest prize may be won. Each CARD is played separately.

WINNING PATTERNS

Single Line	4 CORNERS	"X"
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Fast Play Overall Odds: 1 in 3.15

Fast Play

November 18, 2025

myLottery Promotions



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



Pacers

Oct. 21-Jan. 20, 2026

Chance to win cash prize on court. Plus, Lexus Loft seats, VIP experience, Honorary Team Captain, Autographed Jersey, Pacers Store Gift Card and more.

Six (6) Secondary winners.



Live Nation Social Promotion

Entry Period: November 17-30, 2025

Comment for a chance to win tickets to a show at Old National Centre. 6 total winners.



Holiday 2nd Chance

Nov. 4 – Jan. 13, 2026

Scratch-offs (no Fast Play). No multipliers. Prizes: Twenty (20) \$500 winners + Winter Wonderworks Digital Activation (11/4-12/29)

+ "Collect the Cheer" promo (11/4-12/29)

+ Social giveaways



Holiday myLOTTERY

Winter Wonderworks Digital Activation

weekly entries for chance to win prize pack (11/4-12/29)

"Collect the Cheer" Coupon Promotion (11/4-12/29)

+ Social giveaways



Gift Responsibly Pledge

\$1 coupon to the first 500 myLOTTERY members to take pledge on the app.

Promo Period: Nov. 3

Pledge continues throughout holiday.



Fast Play 2nd Chance

Entry Period: Jan 18 – March 2

Prizes: five (5) \$500 winners per drawing

Eligible tickets: all eligible non-winning Fast Play tickets purchased during the entry period.



The Big Game Giveaway

Entry Period: mid-January

One grand prize winner will receive a \$250 Hoosier Lottery Prize Pack.



November 18, 2025

End of Presentation



November 18, 2025

Commission Vote to Adjourn



	Yea	Nay
Commissioner Luke Bosso	☐	☐
Commissioner Paul Grammer	☐	☐
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



November 18, 2025