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



May 20, 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

	rea	ivay
Chairman		
Commissioner Luke Bosso		
Commissioner Norman Gurwitz		
Commissioner Andrew Mallon		
Commissioner Roger Utzinger		



Beneficiary Month



Beneficiary Month





May 20, 2025

Beneficiary Month







lay 20, 2025

\$42.5 Million Hoosier Lotto Announcement

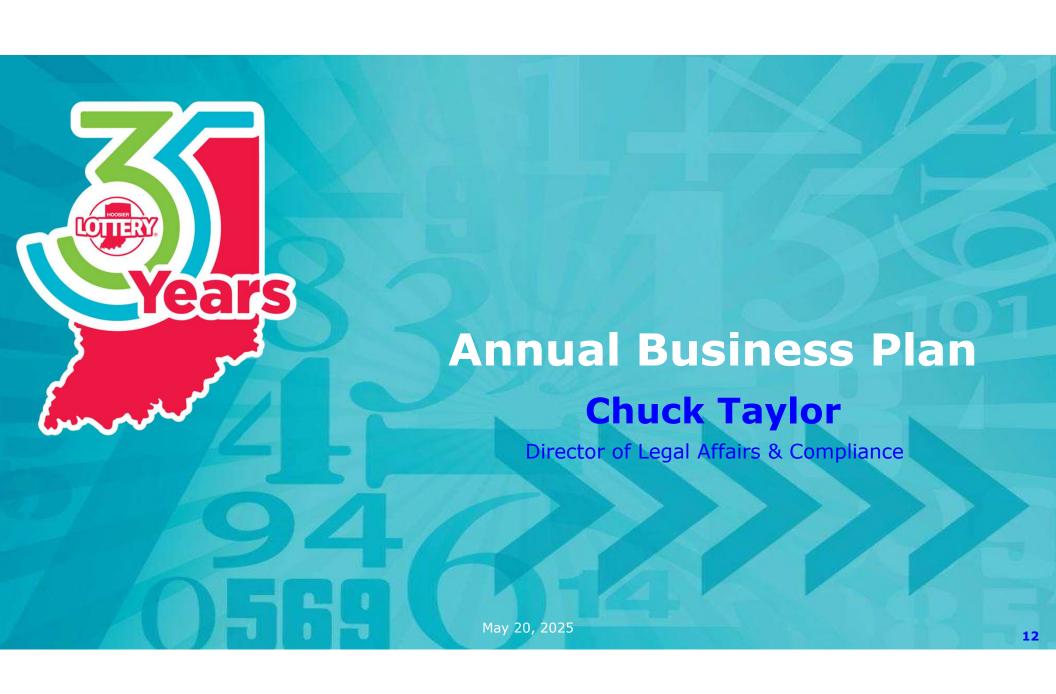




South Bend Cubs and The Mill



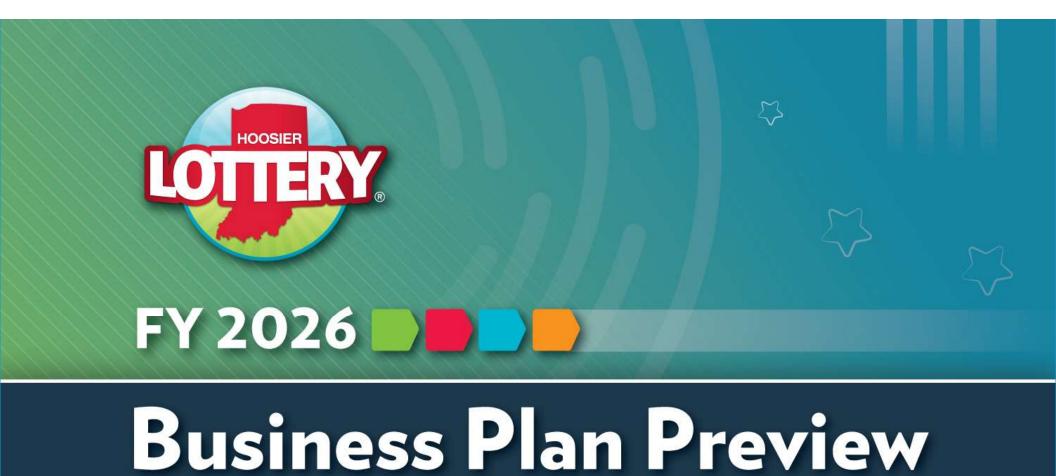




Update on LSA 24-431 Final Rule Fees-Filed and will be posted on June 11

Service	Fee
(1) Application fee for a new certificate of	\$100
authority or change of ownership for each	
selling location.	
(2) Renewal fee for an existing certificate of	\$50
authority for each selling location.	
(3) Issuance of duplicate or amended	\$10
certificate of authority.	
(4) Weekly service charge for each online	\$10
lottery terminal.	·
· · · · · · · · · · · · · · · · · · ·	
(5) Late payment fee for amount due to the	1st Non-Sufficient Funds (NSF) \$20
	15t Non-Sumclent Funds (NSF) \$20
commission.	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











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Business Pulse



FY 2025

Income Back to the State

Provider Net Income (PNI) – Net amount that IGT Indiana provides to the Lottery Commission; consists of sales net of prize claims, retailer commissions, and IGT Indiana expenses

Incentive Net Income (INI) – Target amount over which IGT Indiana earns an incentive from the Lottery Commission

Minimum Net Income (MNI) – Target amount under which IGT Indiana pays a shortfall payment to the Lottery Commission



Fiscal Year	MNI	INI
2023	\$311	\$329
2024	\$316	\$336
2025	\$322	\$342
2026	\$327	\$349
2027	\$333	\$356
2028	\$339	\$363
2029	\$345	\$370
2030	\$351	\$378
2031	\$357	\$385
2032	\$363	\$393
2033	\$370	\$401
2034	\$376	\$409
2035	\$383	\$417
2036	\$389	\$425
2037	\$396	\$434
2038	\$403	\$443

Reflects contractual period





Forecasted Results for Current Fiscal Year

On Track to Achieve:

\$1.64B in Total Sales

Scratch-off sales: \$1,260.0M

Draw game sales: \$376.5M

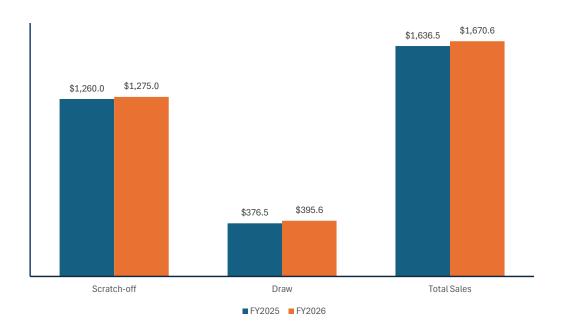
Balance Expenses

- Overall prize payout is 66.4%, slightly lower than budget due to mix of games
- Lottery expenses and Management Fee remain to budget as a percentage of sales
- Provider Net Income of \$352M





Fiscal Year 2026 Budget









FY 2026



Upgrade Self-Service machines investment and roll out

Update merchandising equipment to optimize interior/exterior retail presence

Optimize retailer network that builds on independently owned retail partnerships

Strong promotional **footprint** that adds value to retailer and player relationships

Performance-driven incentive programs that promotes investment in delivery and execution











Deliver a Well-balanced, Diversified, and Innovative Product Portfolio

1

expanded play

experiences

Innovate Scratch-off and Fast Play with 2

Launch Scratch-off and Fast Play with a monthly and bimonthly cadence 3

Utilize special printing techniques and licensed properties to enhance game appeal

4

Nurture existing
Draw game portfolio
while identifying
opportunities to
expand offerings



Broaden Player Engagement through Meaningful Content and Brand Experiences

1

Impactful media & communication choices utilizing segmentation research and strategic planning

2

Expand myLOTTERY player program benefits, while maintaining variety of promotional offerings

3

Develop content & promotional efforts to enhance brand experience

4

Enhance website and app experiences to with a digital-first approach













Evolve Corporate Social Responsibility

1

Continue to be an industry leader in Responsible Gaming by delivering on various World Lottery Association certification commitments 2

Support Community & Employee Engagement through partnership opportunities and promotion

3

Elevate Responsible
Business Practices
with outreach and
sustainability operations





















FY 2026 Business Plan Adoption-Resolution 25-03

STATE LOTTERY COMMISSION OF INDIANA

RESOLUTION #25-03 Approval of Updated Annual Business Plan

WHEREAS, the State Lottery Commission of Indiana ("Commission"), in accordance with Commission Resolution #12-10 entitled "Approval of a Selected Offeror of Integrated Services," entered into that certain Integrated Services Agreement dated October 12, 2012, and properly amended June 16, 2015 ("ISA") with IGT Indiana ("IGT"), with the objective of maximizing revenues in a manner that is consistent with the dignity of the State and the welfare of its citizens in accordance with IC 4-30.5-3

WHEREAS, for purposes of this resolution, capitalized terms not otherwise defined herein are intended to have the meaning ascribed to them in the ISA.

WHEREAS, pursuant to the terms of the ISA, the Initial Annual Business Plan was deemed Approved by the Commission upon full execution of the ISA.

WHERAS, since the Effective Date of the ISA, IGT has provided Services pursuant to the ISA, including the Initial Annual Business Plan and subsequent Updated Annual Business Plans, at all times subject to the actual control and oversight of the Commission.

WHEREAS, pursuant to the terms of the ISA, IGT has submitted for Commission consideration an Updated Annual Business Plan which, among other things: (i) describes the objectives, plans, strategies and actions that IGT proposes be implemented during the State fiscal year ending June 30, 2026, which is Contract Year 13 under the ISA; and (ii) identifies the Budget and Minimum Net Income for Fiscal Year 2026.

WHEREAS, the terms of the ISA contemplate that the Commission will annually approve an Updated Annual Business Plan, with any such amendments and modifications as the Commission may require.

IT IS NOW THEREFORE RESOLVED, by the Commission as follows:

1. The Commission hereby Approves the Updated Annual Business Plan that was submitted to the Commission on May 20, 2025 (the "Approved Updated Annual Business Plan") such that upon the commencement of Contract Year 13 (on July 1, 2025): (i) the Approved Updated Annual Business Plan shall supersede and replace the Approved Updated Annual Business Plan Adopted on May 22, 2024; and (ii) IGT shall be authorized to provide Services to the Commission in a manner that is consistent with the requirements of the ISA, of which the Approved Updated Annual Business Plan shall be deemed a part thereof as an Exhibit thereto (in the same manner as originally established for the Initial Annual Business Plan).

The Commission's Executive Director ("Director") is hereby authorized and directed to take any and all actions that the Director deems necessary, desirable or appropriate to carry out the purposes contemplated in this resolution and in the ISA with respect to providing full and adequate day-to-day oversight of the implementation of the Approved Updated Annual Business Plan, including but not limited to fully analyzing and approving or disapproving any and all matters relating to the Approved Updated Annual Business Plan that require additional Commission consideration and approval subsequent to the date of this resolution.

IT IS SO ORDERED THIS 20nd DAY OF MAY, 2025.

DATE: May 20, 2025 THE STATE LOTTERY COMMISSION OF INDIANA

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

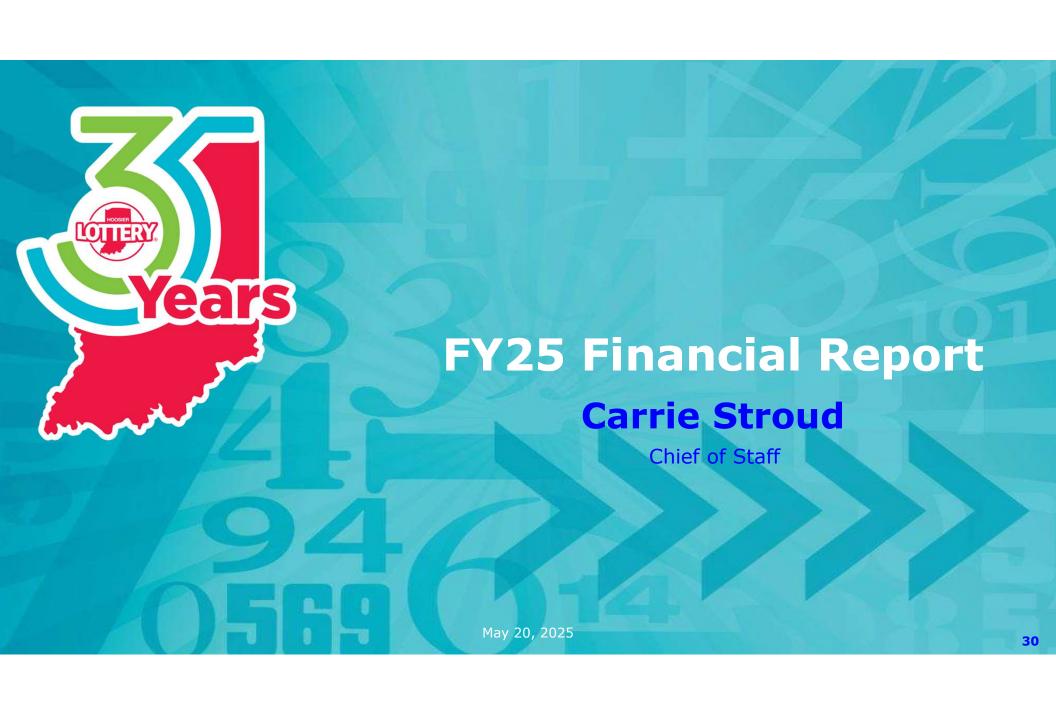
Sarah M. Taylor, Acting Chairman



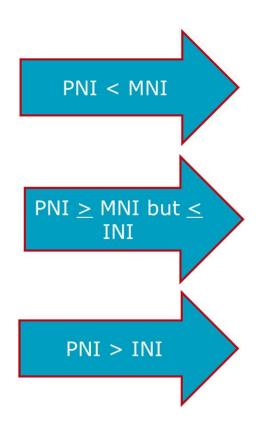


Commission Vote to Approve Resolution #25-03

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



FY25 Net Income Thresholds



Shortfall Payment to Lottery

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

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

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 Ten Months ending April 30 (In Thousands)
PRELIMINARY & UNAUDITED

		FY25		FY25	Percent	age	FY24		Percentage	Notes:
	Actual		Budget		Variance		Actual \		Variance	1) Revenues are \$59.4M (4.3%) less than
Revenues	\$	1,337,519	\$:	1,396,986	-2	.3%	\$ 1,474,3	380	-9.3%	
Prize Expense		883,223		929,832	-5	5.0%	963,7	760	-8.4%	year
Game and Provider Expenses		160,490		171,784	-6	5.6%	172,3	333	-6.9%	2) Prize Expense is 66.0% of Revenues,
Provider Net Income (PNI)		293,806		295,370	-().5%	338,2	287	-13.1%	compared to 66.5% budgeted and 65.3% in prior year
General and Administrative Expenses Operating Profit		7,109 286,697		9,247 286,123		3.1% 0.2%	6,8	868 419	3.5% -13.5%	3) Game and Provider Expenses are in-line with Budget and prior year as a percentage of Revenues (11.6%-12.3%)
Other Income Provider (Incentive)/Shortfall Payment		2,433 (4,167)		1,919 (6,526)		5.8% 5.1%	3,2 (16,4	106 417)	-21.7% -74.6%	4) General & Administrative Expenses are \$2.1M (23.1%) less than Budget and \$241k (3.5%) greater than prior year
Surplus Revenue to the State		284,963		281,516	1	2%	318,3	108	-10.4%	5) Surplus Revenue to the State is \$3.4M
										(1.2%) greater than Budget and \$33.1M (10.4%) less than prior year
Fair Market Value Adjustment				-	(0.0%			0.0%	
Net Income	\$	284,963	\$	281,516	1	2%	\$ 318,3	108	-10.4%	



Financial Report - FY25 YTD

Revenue Breakdown

For the Ten Months ending April 30			
(In Thousands)	FY25	FY25	FY24
PRELIMINARY & UNAUDITED	Actual	Budget	Actual
Revenues			
Instant Tickets			
Scratch	\$ 1,019,450	\$ 1,077,183	\$ 1,070,533
Total Instant Tickets	1,019,450	1,077,183	1,070,533
Big Jackpot Draw Games			
Powerball (w/Double Play)	61,209	87,859	132,318
Hoosier Lotto (w/+PLUS)	43,682	32,884	45,902
Mega Millions	48,693	43,192	65,356
Total Big Jackpot Draw Games	153,584	163,935	243,576
Non-Jackpot Draw Games			
Daily 3	39,565	40,172	40,416
Daily 4	38,394	39,038	39,120
Quick Draw (w/Bullseye)	14,050	13,743	14,547
Cash 5	12,869	12,077	14,769
EZ Match	2,946	2,704	3,153
SUPERBALL	6,246	5,181	6,031
Cash4Life	5,979	5,933	6,084
Cash POP	11,210	9,818	9,476
Fast Play	33,226	27,202	26,675
Total Non-Jackpot Draw Games	164,485	155,868	160,271
Total Revenues	\$ 1,337,519	\$ 1,396,986	\$ 1,474,380

Notes:

- 1) Scratch Revenue is \$57.7M (5.4%) less than Budget and \$51.0M (4.8%) less than prior year
- 2) Powerball Revenue is \$26.5M (30.3%) less than Budget and \$71.1M (53.7%) less than prior year
- 3) Hoosier Lotto Revenue is \$10.8M (32.8%) greater than Budget and \$2.2M (4.8%) less than prior year
- 4) Mega Millions Revenue is \$5.5M (12.7%) greater than Budget and \$16.6M (25.5%) less than prior year
- 5) Non-Jackpot Draw Games are \$8.6M (5.5%) greater than Budget and \$4.2M (2.6%) greater than prior year



Financial Report - FY25 Forecast

Income Statement

For the Twelve Month Period ending June 30 (In Thousands)

(In Thousands) PRELIMINARY & UNAUDITED	FY25
FREEDMAKT & GRADDITED	Forecast
Revenues	\$ 1,636,502
Prize Expense	1,086,275
Game and Provider Expenses	198,227
Provider Net Income (PNI)	352,000
General and Administrative Expenses	9,284
Operating Profit	342,716
Other Income	2,759
Provider (Incentive)/Shortfall Payment	(5,000)
Net Income Prior to Distributions	340,475
Fair Market Value Adjustment	-
Net Pension Obligation Adjustment	
Net Income	\$ 340,475

FY25	Percentage
Budget	Variance
\$ 1,698,970	-3.7%
1,132,769	-4.1%
208,540	-4.9%
357,661	-1.6%
11,574	-19.8%
346,087	-1.0%
2,294	20.3%
(7,831)	-36.2%
340,550	0.0%
-	0.0%
-	0.0%
\$ 340,550	0.0%

FY24	Percentage
Actual	Variance
\$ 1,744,212	-6.2%
1,141,692	-4.9%
205,363	-3.5%
397,157	-11.4%
8,578	8.2%
388,579	-11.8%
4,359	-36.7%
(19,858)	-74.8%
373,080	-8.7%
(978)	0.0%
626	0.0%
\$ 372,728	-8.7%



Out-of-Home Advertising Content



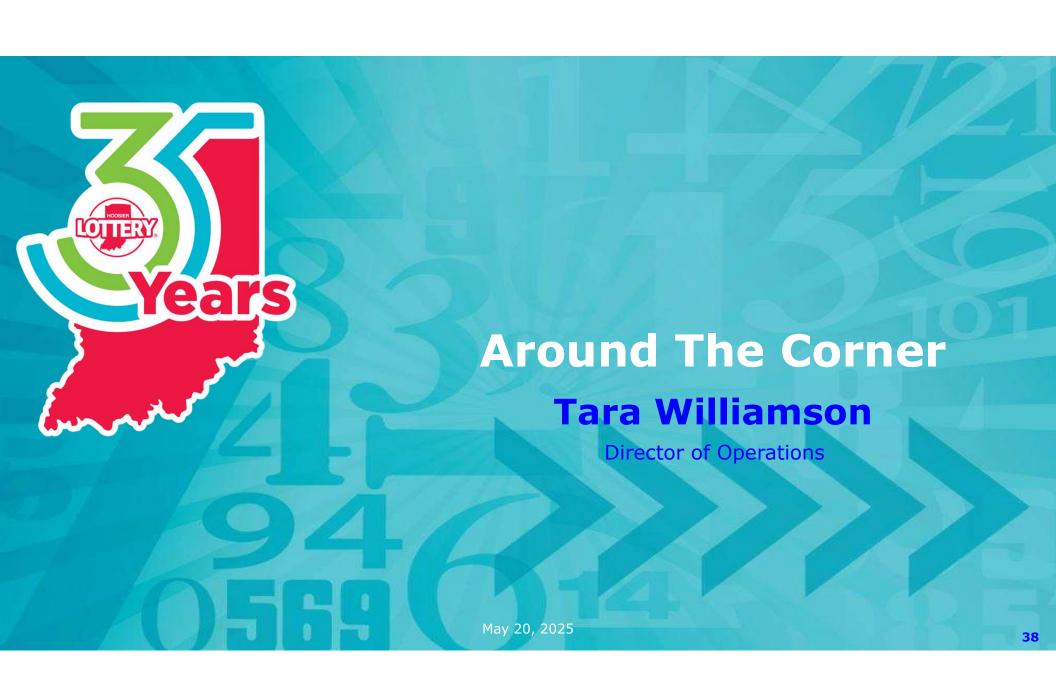






Legislative Update







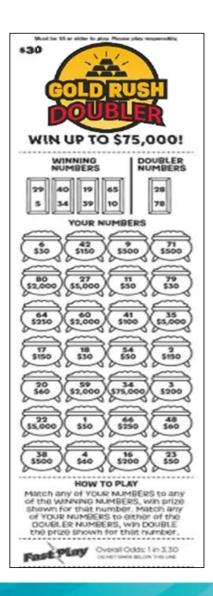
On Sale Now:



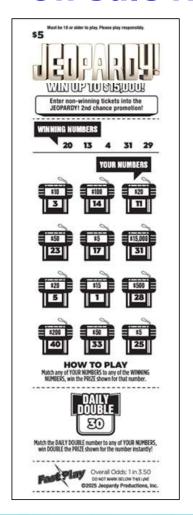


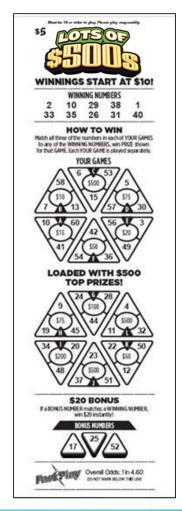


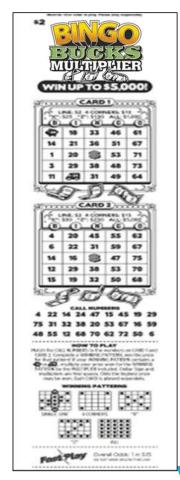




On Sale Now:











Launching June 3rd













Launching July 1st

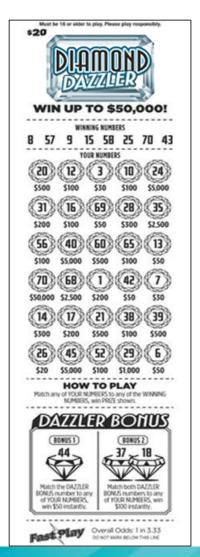




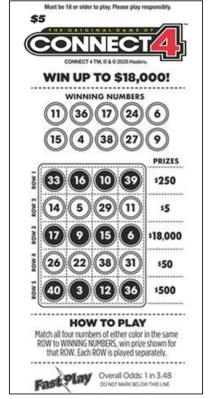








Launching July 20th







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.



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



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)



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.



INDIANA Aug. 1-17 STATE FAIR

State Fair

June 4- July 3

Grand Prize (1): Chance to win up to \$35K at live event + fair tix, etc. Secondary (5): Six fair tickets, parking, \$300 Fair Bucks, HL prize pack. Social giveaway: 4 State Fair tickets (6/17-6/24) - 10 FB & 10 Instagram winners



Concert Flyaway

April 17 – June 17

CONCERT

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

Sustainability Promotion

June 5-30 Five (5) winners Prize Pack: Backpack, notebook, lunch box cooler,

bento box and Scratch-offs.



Baseball Promotion

April 18 - June 16 Grand Prize VIP Trip to PNC Park to see the Pittsburgh Pirates vs. Cincinnati Reds (8/9) game, \$1.500 Visa gift card, and more.



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



End of Presentation

1ay 20, 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

