



**Special Meeting
of the Board of Directors of the
Connecticut Lottery Corporation**
Held on
Friday, June 13, 2025 at 12:00 p.m.
at the
Connecticut Lottery Corporation
15 Sterling Drive
Wallingford, Connecticut 06492

Board Members Present: Robert Simmelkjaer, Board Chair*; Wilfred Blanchette, Jr.; Michael Cicchetti; Douglas Dalena; Matthew Daskal; Steven Ezzes* (joined at 12:32 p.m.); Ajay Gupta*; James Heckman; Manny Langella* (left the meeting at 12:59 p.m.); Jerald Lentini*; Andrew Meehan* (joined at 12:15 p.m.); and Margaret Morton.

Staff Members Present: Frank Suarez, President & CEO; Melissa Durso; Lauren Perrotti; Jodi Ganzer; Catherine Martorella; Jeevan Vittal; Andrew Walter; Art Mongillo*; and Annmarie Daigle.

*via teleconference

I. Welcome:

Chair Simmelkjaer welcomed the Board Members and called the meeting to order at 12:12 p.m.

II. Approval of April 11, 2025 Board Meeting Minutes:

On a motion by Mr. Blanchette and seconded by Mr. Lentini, the minutes of the April 11, 2025 Board Meeting were approved with Mr. Cicchetti and Mr. Gupta abstaining as they were not present.

III. Lottery Reports:

a. Financial Report:

Ms. Martorella provided the Financial Report, noting that total sales to date are \$1.11 billion (below budget by \$92.7 million and down \$72.5 million from last year) and include iLottery which was \$8.4 million at the end of April. This drop in sales is a result of the multi-state games and the lower jackpot amounts. Through the end of April, CLC paid \$62.44 million in retailer commissions. The CRM system is a new platform now in place that will assist with marketing initiatives. Operating expenses are \$21.11 million and Total transfers to the general fund through April are at \$296 million, down approximately \$18 million from budget and \$16.4 million from the prior year. To date, lottery sales are at \$1.25 billion.

Sports Betting saw \$381 million in total handle at the end of April with 78% online and 22% retail. CLC paid \$923,000 in excise tax through April.

b. Marketing Report:

Mr. Steen provided the Marketing report, noting that instant ticket sales turned negative in the month of December and we worked with sales to bring more marketing around our tickets and get more tickets into circulation. We have turned positive in the month of June and we are now seeing growth.

Fast Play games have performed well over the last year, especially the progressive jackpots.

iLottery sales are on track to go over \$10 million for the current fiscal year, as predicted. We saw a spike in sales in December due to the Mega Millions jackpot.

c. President's Report:

Mr. Suarez provided the President's Report, first asking Mr. Walter to provide a report on Sports Betting. Mr. Walter noted that the XL Center in Hartford was renamed this week as PeoplesBank Arena. The sports book is open while the facility undergoes renovations. He also highlighted that CLC will be launching Sports Betting sales here at Wallingford headquarters in the next couple of weeks, bringing our total sports book locations to twelve.

Mr. Suarez then moved on to the Legislative Update noting that we are happy that it has concluded at this point. It was a very active session for us and he was surprised that there was so much lottery and gaming on the docket. He noted that our committee of cognizance was changed to General Law this year. The Committee moved quickly and made decisions and Frank thanked the CLC team for their commitment and influence to garner a couple of wins this year which was unexpected. Most notably employee licensing and delinquent retailer language that we wanted went through along with legislation surrounding delivery services. We are already planning for 2026 and putting together our agenda. Responsible Gaming continues to be a concern of the Committee and we will educate them on all the significant efforts we put forth in this area. Connecticut is one of the top states for funding and providing services for problem gambling.

He also discussed Multi-State games and what is coming: We are adding an enhancement to Powerball called Double Play, for an extra \$1, players can win an extra \$10 million. The Lucky for Life game and Cash 4 Life Game are soon becoming Millionaire for Life with a top prize of \$1 million per year for life. The game group hopes this will bring new energy to the game moving forward.

IV. Committee Reports:

a. Finance Committee:

Mr. Ezzes noted that the Committee met twice, on May 9th and May 22nd with the task of reviewing the proposed budget for fiscal year 2026 which will be discussed later in today's meeting.

b. Legislative & Games Committee:

Ms. Morton noted that the Legislative & Games Committee met on May 12, 2025 for the purpose of reviewing Legislative initiatives. No votes or actions took place at that meeting.

c. Personnel Committee:

Mr. Blanchette noted that the Personnel Committee met on April 22, 2025 where CLC staff reviewed the affirmative action goals and updates to the dress code policy. No votes or action took place.

V. Review and Possible Action: Draft FY2026 Budget:

Ms. Martorella reviewed the budget package including draft projections for fiscal year 2026. CLC anticipates overall growth in sales for lottery and Sports Betting as a result of portfolio growth. Expenses

have grown in marketing initiatives, courier expense, with a static general fund transfer from 2025 to 2026. The increase in Marketing expense will include a First Tuesday launch of instant tickets every month and that campaign will cost more; also a rebrand/refresh of the lottery in general.

She noted the increase in facility costs as CLC was rent free for a few months in fiscal year 2024 as part of the new lease; our building has had a lot of HVAC repairs.

Shel also mentioned that the \$2.3 million contribution to the chronic gamblers fund remains static, the DCP regulatory fees for lottery and Sports Betting have increased 100% to total \$6 million which directly affects the bottom line.

On a motion by Mr. Dalena, seconded by Ms. Morton and unanimously approved, the fiscal year 2026 Budget was adopted.

VI. Executive Session:

On a motion by Mr. Blanchette and seconded by Mr. Simmelkjaer, the Board moved to Executive Session at 1:12 p.m. to discuss:

- a. Review of Draft FY2026 Budget
- b. Regulatory Update
- c. Personnel Update

All CLC Staff remained for Executive Session item a.; Mr. Suarez, Ms. Durso, Ms. Perrotti, Ms. Ganzer and Mr. Walter remained for item b. and Mr. Suarez, Ms. Durso and Ms. Ganzer remained for item c.

VIII. New Business:

- a. Discussion and Action, if any, on items discussed during Executive Session

Upon returning to public session at 1:45 p.m., Chair Simmelkjaer noted that no votes or actions were taken while in Executive Session.

IX. Adjournment:

Mr. Simmelkjaer thanked everyone for attending the meeting and expressed his regret in not being able to attend in person. He provided thoughtful comments and congratulations to Will Blanchette for his six year tenure on CLC's Board and for his support as vice chair. Mr. Blanchette provided comments of thanks to CLC staff for their hard work and positive contributions to the company and wished everyone the best.

On a motion by Mr. Blanchette, seconded by Mr. Cicchetti, and unanimously approved, the meeting adjourned at 1:50 p.m.

Respectfully Submitted,

Melissa Durso
Corporation Secretary
CT Lottery Corporation