



**Special Meeting
of the Board of Directors of the
Connecticut Lottery Corporation**
Held on
Friday, April 11, 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.; Douglas Dalena; Matthew Daskal; Steven Ezzes; James Heckman; Manny Langella; Jerald Lentini; Andrew Meehan; and Margaret Morton (all via teleconference).

Staff Members Present: Frank Suarez, President & CEO; Melissa Durso; Jodi Ganzer (via teleconference); Catherine Martorella; Art Mongillo (via teleconference); Nicole Nearing-Connery; Lauren Perrotti; Jeevan Vittal; Steve Wagner; Mark Walerysiak; Andrew Walter; and Annmarie Daigle.

Guest Present: Kaitlin Brown, Sr. Director, Programs & Services
Connecticut Council on Problem Gambling

I. Welcome:

Chair Simmelkjaer welcomed the Board Members and called the meeting to order at 12:03 p.m. He introduced CLC's new Board Member, Jerald Lentini. Mr. Suarez then introduced Jeevan Vittal, CLC's Director of Corporate Communications.

II. Approval of February 13, 2025 Board Meeting Minutes:

On a motion by Mr. Dalena and seconded by Ms. Morton, the minutes of the February 13, 2025 Board Meeting were approved with Mr. Daskal and Mr. Lentini abstaining as they were not present.

III. Approval of April 2, 2025 Special Board Meeting Minutes:

On a motion by Mr. Lentini and seconded by Mr. Dalena, the minutes of the April 2, 2025 Special Board Meeting were unanimously approved.

IV. Connecticut Council on Problem Gambling (CCPG) Review of Help Line Data:

Mr. Suarez introduced Kaitlin Brown, Sr. Director, Programs & Services at the CCPG. Ms. Brown is a licensed professional counselor and noted that CCPG's mission is to address gambling related harm through prevention, initiatives, community outreach and education programs, advocacy and by connecting people with resources. She discussed the demographic shift that occurred a few years ago when online gaming came into effect. Approximately 70% of helpline callers were referred to the Bettor

Choice Gambling Specific Treatment Program of which there are five regionally based in the state. In 2024 most callers were under the age of 35, a younger demographic is reaching out to the helpline. Seventy-five percent of callers are calling for themselves; the other approximately 25% are family members calling. There were 543 calls for help and support in 2024. Kaitlin answered various questions from Board Members and indicated that CLC has been a very good partner; and is the biggest funder of the state's responsible gambling program with \$3.3 million provided to the Department of Mental Health and Addiction's Chronic Gamblers Fund by CLC each year. The CLC also sponsored a \$5,000 scholarship last year for a youth gambling public service announcement contest. The casinos have a \$500,000 annual donation requirement but can spend it on any RG initiatives.

V. Lottery Reports:

a. Financial Report:

Ms. Martorella provided the Financial Report, noting that Total Sales, including iLottery, through February 2025 were \$889 million. This is below budget by 6.5% and below last year by 4%. She noted that multi-state games are down approximately \$49 million from last year as we have not had jackpot growth as we have had in previous years. Total contributions to the General Fund were \$235 million through February, down \$10.5 million from last year.

Sports Betting sales are up from last year with \$173 million in sales and \$3.3 million contributed to the General Fund.

b. Marketing Report:

Lauren Perrotti, Chief Operating Officer, provided the Marketing Report in Mr. Steen's absence, noting that the new version of Mega Millions went live this past Saturday and initial numbers show an increase in sales, mainly due to the increase in ticket price, and not an increase in the number of ticket sold. The launch at retail went seamlessly but iLottery had struggles and was online later that Saturday evening.

Multi State games continue to be a challenge, but instant ticket performance has struggled as well. It looks as though we are turning a corner, and we are cutting into the deficit. We have some good action plans ready including iLottery and Retail promotions as well as Retailer Incentives. She noted that there is a focus on new ticket penetration rates at retail and the use of our new CRM platform which is now live with over 60,000 emails sent.

Ms. Perrotti walked the Board through the 2nd Chance Player Journey, noting that the platform has been up and running for a little over a year. In that time, we have had 12 promotions and registered over 125,000 players with most players using the mobile app which is available in the Apple Store as well as the Google Play Store. We have awarded 53 prizes to date across all games.

c. President's Report:

Mr. Suarez provided the President's Report, first asking Mr. Walter to provide a report on Sports Betting market share. Mr. Walter indicated that the current market share is just under 19% which he was pleased with at this point in time. He noted that the overall retail handle was up 11% over last year.

Mr. Suarez then reviewed multi-state games noting that the lack of large jackpots in Powerball and Mega Millions have had a significant impact for all lotteries in terms of sales. He also noted that the senior staff engaged in a strategic planning exercise last month and there would be a discussion in Executive Session regarding the CLC's Mission, Vision and Goals.

VI. Committee Reports:

a. Executive Committee:

Mr. Meehan noted that the Committee met on March 13, 2025 and had a discussion of Sales and Profits and in Execution Session discussed a Regulatory update and a Personnel update. No votes or actions took place.

b. Legislative & Games Committee:

Ms. Morton noted that the Legislative & Games Committee met on April 2, 2025 in a Special Meeting for the purpose of discussing MUSL's scrivener's error in the Mega Millions Game rules. There was a vote to make the necessary amendments to the game rules and the Committee recommended it to the full Board. There was also a meeting that took place on March 10, 2025 for the purpose of reviewing Legislative initiatives. No votes or actions took place at that meeting.

VII. Executive Session:

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

- a. Legislative Update
- b. Review of Draft Strategic Plan
- c. Update on Liquidated Damages
- d. Regulatory Update

All CLC Staff remained for Executive Session.

VIII. New Business:

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

Upon returning to public session at 1:40 p.m., Chair Simmelkjaer noted that no votes or actions were taken while in Executive Session.

IX. Adjournment:

Mr. Simmelkjaer thanked everyone for attending and noted that the next full Board meeting would be moved to Friday, June 13, 2025 when the Board would bid farewell to Mr. Blanchette.

On a motion by Mr. Langella, seconded by Ms. Morton, and unanimously approved, the meeting adjourned at 1:41 p.m.

Respectfully Submitted,

Melissa Durso
Corporation Secretary
CT Lottery Corporation