



JULY 25-29
INDIANAPOLIS, IN
HOSTED BY THE HOOSIER LOTTERY

Accounting Agenda

Tuesday, July 26

7:00am – 7:45am

Health & Wellness Three Mile Run

NASPL and the Hoosier Lottery have contracted with Carmel Road Racing Group to guide a scenic run through Indianapolis' White River State Park along the canal that weaves its way through iconic buildings and spaces. Participants should dress comfortably in running attire and running shoes. There may be some steps involved, so please share any accessibility concerns with the CRRG guides before the run. Participants will meet in the lobby near the Missouri Street entrance, walk from the hotel to the beginning of the trail as a group, then the run will begin.

Check-in: 6:45am in the lobby near the Missouri Street entrance

Run begins at 7:00am

9:00am – 9:15am

Green Flag: Conference Kickoff

Sarah Taylor, Executive Director, Hoosier Lottery
William Zielke, Commission Chair, Hoosier Lottery
Marriott Ballroom 5, Second Floor

9:15am – 10:15am

Resilient Leadership: Energy and Engagement in Crazy Times and Beyond

Linda Edgecombe, CSP, Hall of Fame Speaker
Marriott Ballroom 5, Second Floor

10:15am – 10:30am

Networking Break

First & Second Floor Pre-Function Foyers

10:45am – 11:15am

Accounting Track: Welcome and Opening Remarks

Gary Grief, Executive Director, Texas Lottery Commission



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11:30am – Noon

Claims and Payout Options

*Greg Bowers, Chief Financial Officer, Ohio Lottery Commission
Amber Chappell, Finance Manager, Illinois Lottery*

As both businesses and consumers are becoming more digitally inclined and moving toward becoming a cashless society, it is important for lotteries to be innovative and keep up with consumer demand. As lottery players have adapted to, and in some instances prefer, paying with credit/debit cards or other e-wallet solutions, the next logical move to modernize lottery operations is to offer players alternate methods for collecting their prize winnings. During the pandemic, the Ohio Lottery introduced several new methods for players to redeem their prizes, including a mobile solution. Additionally, both Ohio and Illinois introduced an online “digital” claim form allowing players to forego physically bringing their claim to a prize center or submitting via mail. Ohio also partnered with key retailers to cash mid-tier prize levels (\$600-\$5,000). And finally, both lotteries have worked towards a solution allowing their players the ability to select how they want their prize payment: ACH, Zelle, direct to debit/push to card, prepaid debit card, or check. This session will focus on these new offerings, along with what the future may hold for giving players more options and convenience.

Marriott Ballrooms 1 & 2, Second Floor

Noon – 1:30pm

LUNCH

Indiana Ballroom E, First Floor

1:45pm – 2:45pm

In-Lane: Now or Never!

*Ryan Mindell, Lottery Operations Director, Texas Lottery Commission
Terry Presta, Head of Business, North America, ABACUS Solutions
International Group*

*Richard Gotlieb, Vice President and General Manager, Lottery and
Gaming, Blackhawk Network*

Mark Smith, Vice President, InComm Payments

In-lane has been a topic of lottery discussion for years. Only recently have retailers and lotteries made concrete progress toward selling lottery tickets in-lane via their points of sale, without a terminal. Join



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the panel for a discussion on progress made to date, why in-lane sales remain an important opportunity, what steps lotteries can take now to prepare for the future, and why retail is the biggest untapped resource for the industry.

Marriott Ballroom 5, Second Floor

2:45pm – 3:00pm

Networking Break

First & Second Floor Pre-Function Foyers

3:15pm – 3:45pm

Retailer Bonus Program Coverage

Jackie Walker, Director Business Development, SCA Promotions

Robert Tirloni, Product Manager, Texas Lottery Commission

Learn how the Texas Lottery creatively utilized hole-in-one insurance to manage risk and fix their budget. Speakers explain how TLC utilizes their bonus program to keep retailers happy, and how important they are to the overall compensation model. They also explain the bonus program for winning Mega Millions and Powerball jackpot tickets sold by licensed retailers and discuss the news from New York about retailers seeking higher commissions following successful lottery sales throughout the pandemic.

Marriott Ballrooms 9 & 10, Second Floor

Combined session with Product Management

4:00pm – 4:30pm

Roundtable Discussion and Networking

This session is interactive. Be prepared to discuss potential accounting-related topics, best practices and/or general questions you may have.

Marriott Ballrooms 1 & 2, Second Floor

4:45pm – 5:15pm

Powers Awards and Ott Brown Scholarship Presentation

Celebrate industry excellence with the annual Powers Awards and Ott Brown Scholarship!

The prestigious annual NASPL Powers Awards are presented in recognition of the significant contributions lottery and vendor employees have made through exceptional job performance. NASPL also awards one lottery professional the Ott Brown Scholarship each



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year, enabling the recipient to participate in the NASPL Lottery Leadership Institute at no cost.

Marriott Ballroom 5, Second Floor

5:30pm – 8:00pm

Vendor Meet and Greet

As many lottery industry employees may not have the opportunity to make it to an annual conference and trade show, this evening was created to give PDS attendees a chance to meet with our industry vendors.

During this event, attendees can chat with vendors to learn more about the products and services they offer the lottery industry. Think of this event as a mini trade show reception!

Hors d'oeuvres and beverages will be provided.

Indiana Ballroom E, First Floor

Wednesday, July 27

9:45am – 10:15am

Lotteries Take on the Challenge of Corporate Responsibility

Barry Pack, Executive Director, Oregon Lottery

While private sector companies have embraced their roles as responsible corporate members of their communities, many lotteries are just now digging into what it means to have policies and programs around Corporate Social Responsibility in our unique industry and operating models. Much broader than responsible gambling, CSR helps lotteries leverage their human and financial resources to deepen their commitment to supporting and improving their communities. Find out what lotteries and NASPL are doing to take on these initiatives.

Marriott Ballroom 5, Second Floor

10:15am – 10:30am

Networking Break

First & Second Floor Pre-Function Foyers

10:45am – Noon

GASB Update 2022



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*Deborah Beams, Supervising Project Manager, Governmental Accounting Standards Board
Marriott Ballrooms 1 & 2, Second Floor*

Noon – 1:30pm

LUNCH

Indiana Ballroom E, First Floor

1:45pm – 3:00pm

“All the Queen’s Horses” Documentary

Marriott Ballrooms 1 & 2, Second Floor

Combined session with Audit

3:00pm – 3:15pm

Networking Break

First & Second Floor Pre-Function Foyers

3:30pm – 4:00pm

The Big Spin Family of Games

Ammie Smith, Director of Product Development, South Carolina Education Lottery

Josh Whiteside, Director of Marketing, South Carolina Education Lottery

Anne Langley, Controller, South Carolina Education Lottery

Mark Ritchie, Senior Investigations & Enforcement Manager, South Carolina Education Lottery

Marriott Ballrooms 9 & 10, Second Floor

Combined session with Product Management, Research and Sales

4:15pm – 4:45pm

Roundtable Discussion

This session is interactive. Be prepared to discuss potential accounting-related topics, best practices and/or general questions you may have.

Marriott Ballrooms 1 & 2, Second Floor

6:00pm – 9:30pm

All Delegate Night

Indianapolis Speedway Museum

Buses depart at 5:30pm and 6:00pm.

Roundtrip shuttle transportation will be provided to and from the museum. Prior to entering the event, attendees will be given a lap



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around the Speedway track, and the chance to stop and kiss the bricks on the “Yard of Bricks!”

Attendees will then be dropped off at the Indianapolis Speedway Museum, with exclusive access to its collection of race cars and memorabilia featuring IndyCar, NASCAR, Formula 1, sprint and midgets, motorcycles and drag racing.

Heavy appetizers, adult and nonalcoholic beverages will be served in the atrium from 6:30pm-9:00pm.

Thursday, July 28

7:00am – 7:45am

Health & Wellness Two Mile Walk

NASPL and the Hoosier Lottery have contracted with Carmel Road Racing Group to guide a scenic run through Indianapolis’ White River State Park along the canal that weaves its way through iconic buildings and spaces. Participants should dress comfortably in running attire and running shoes. There may be some steps involved, so please share any accessibility concerns with the CRRG guides before the run. Participants will meet in the lobby near the Missouri Street entrance, walk from the hotel to the beginning of the trail as a group, then the walk will begin.

*Check-in: 6:45am in the lobby near the Missouri Street entrance
Walk begins at 7:00am*

9:00am – 9:15am

White Flag Final Lap: Closing Remarks From Our Host

*Sarah Taylor, Executive Director, Hoosier Lottery
Marriott Ballroom 5, Second Floor*

9:15am – 10:15am

Race for the Future

*Sarah Fisher, Former Racecar Driver, Entrepreneur and Coach
Marriott Ballroom 5, Second Floor*

10:15am – 10:30am

Networking Break



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First & Second Floor Pre-Function Foyers

10:45am – Noon

Ring Around the White Collar

L. Christopher Knight, Forensic Accountant, Federal Bureau of Investigations

Attendees will explore the not so good, the bad, and the ugly world of white-collar crime. The session begins by identifying unique characteristics of fraud. We will then explore why fraud actors become mentally detached from the crimes they perpetrate. And finally, attendees will learn about newer fraud trends and how they are investigated.

Marriott Ballroom 5, Second Floor

Combined session with Audit, I.T., Legal and Security

Noon – 1:30pm

LUNCH

Indiana Ballroom E, First Floor

1:45pm – 3:00pm

Data Analytics

Robert Tharp, Senior Director of Product & Analytics, IGT Indiana, on behalf of Hoosier Lottery

Marriott Ballrooms 1 & 2, Second Floor

3:00pm – 3:15pm

Networking Break

First & Second Floor Pre-Function Foyers

3:30pm – 4:00pm

Roundtable Discussion and Networking

This session is interactive. Be prepared to discuss potential accounting-related topics, best practices and/or general questions you may have.

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