



# THE PLAIN DEALER

## **Intralot lottery operation will bring Strongsville 100-120 jobs**

**Strongsville location to need 100-120 workers**

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**Plain Dealer Reporter**

The company selected to run Ohio's lottery will bring 100 to 120 jobs to Strongsville.

Intralot, a Greek gaming company with U.S. operations based in Georgia, has leased 46,061 square feet in Strongsville's Park 82 industrial park. The company's lease, at 13500 Darice Parkway, started last month.

Intralot already has begun hiring and will continue through early next year for jobs in operations, its administrative offices and a hot line center, said Toula Argentis, the company's U.S. vice president and chief financial officer. The company, which won the \$170 million contract in May to run the state's numbers games, is working toward a July 1, 2009, launch date for its systems and programs here.

"We are already up and running," Argentis said.

Intralot also is buying a production facility in Mason, where it will make vending machines for lottery tickets. The company leases a manufacturing plant in Lebanon but wants more space and prefers to own its building, Argentis said. The purchase could close before the end of August. Intralot operates in more than 40 countries and Idaho, Montana, Nebraska, New Mexico and South Carolina.

The company has a one-year contract to convert the Ohio Lottery from the system used by GTECH Corp.

GTECH has been the state's lottery operator for more than 20 years.

If this test-run goes well, the company could start a two-year contract next summer to run the lottery, with the option of four two-year renewals.

But GTECH, a Rhode Island-based offshoot of an Italian company, is challenging Intralot's contract award. GTECH sued the Lottery Commission in June, contending that Intralot lacks the experience and equipment to run the state's \$2.2 billion lottery.

Joseph Martanovic, of the Colliers Ostendorf-Morris brokerage firm in Cleveland, described Intralot's lease in Strongsville as a long-term commitment.

Martanovic and fellow Colliers Senior Vice President Thomas Gustafson represented Intralot in the deal. Tyler Newman, of Cresco Real Estate in Independence, represented the landlord.

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