

KENOTES

The Ohio Lottery newsletter for *KENO*
bars, taverns, restaurants and clubs



KENO
Play of the Day





For Starters

Intralot terminal service issues
1-866-710-2462

Hotline
1-800-686-4208
General retailer services
Instant ticket ordering
Claims questions

Regional Sales Offices
Region 1: Cleveland regional office
216-774-5671

Region 2: Toledo regional office
1-800-589-6442

Region 3: Dayton regional office
1-800-589-6463

Region 4: Cincinnati regional office
1-800-589-9882

Region 5: Columbus regional office
1-800-589-6445

Region 6: Athens regional office
1-800-589-6466

Region 7: Akron-Canton regional office
1-800-589-6467

Region 8: Youngstown regional office
1-800-589-6468

Region 9: Lorain regional office
1-800-589-6469

Winning Numbers line
1-800-589-6446

Website
www.ohiolottery.com

Check out:

✓ **KENO Play of the Day**
Football season is in full gear. We're offering our support with the Ohio Lottery's Play of the Day promotion, starting Oct. 30.
Page 4, 5

✓ **KENO Million Dollar Club, FY21**
Congratulations to our newest members from central and southern Ohio.
Page 8, 9

✓ **Top retailers of FY21**
See our list of top *Keno*, *Lucky One* and *Touch and Win* retailers.
Page 12

✓ **Business Matters: Unplayed Money.**
Learn more about this vending issue and how it works.
Page 13

✓ **KENO Winners**
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 www.ohiolottery.com/OH!-Lottery-Blog

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Compulsive gambling can be treated. If you or someone you know has a gambling problem, call the Problem Gambling Helpline at 1-800-589-9966.

Welcome to Kenotes

a publication for bars, taverns, restaurants and clubs selling the Ohio Lottery KENO game.

As the fall football season ramps up, we're ready to play. *Keno Play of the Day* starts Oct. 30, with the goal of providing a little extra fun for customers and a little more profit for you as we get ever closer to the end of the year.

Keno Play of the Day provides customers with three, free 7-spot plays, with a \$20 single-ticket *Keno* purchase. The promotion runs weekends Oct. 30 to Nov. 28 from noon to midnight. Get all the details on pages 4-5.

We track tech and reporting issues that sometimes pose a challenge to retailers. This issue, we review "unplayed" money in vending and how we account for that. We'll continue to look for more topics that may be of special interest to you, polling sales staff and members of our technical team.

We offer our congratulations and thanks to all our Lottery bars, restaurants, taverns and clubs for their effort and support this past fiscal year. In this issue, we recognize our top sellers in *Keno*, *Lucky One* and Touch and Win games. And, finally, we congratulate the retailers who made it over the finish line, entering the *Keno* Million Dollar Club in FY21.

A big win for you is a big win for all of us. Enjoy our games, your customers and all that makes this a spectacular time of year.





For illustrative purposes only.

KENO Play of the Day: Enjoy football season with some free Keno play

Weekends Oct. 30-Nov. 28

Touchdown! We're giving customers and football fans alike another great reason to enjoy their time with you as football takes off throughout the fall.

It's a Keno Special. Share the News.

Keno Play of the Day offers players a \$1 7-spot play good for the next three drawings, with each \$20 single-ticket *Keno* purchase.

The promotion runs from noon to midnight every Saturday and Sunday, Oct. 30-Nov. 28.

Your sales representative will deliver a **Keno Play of the Day** promotional poster for your use. Extra copies will also be posted under "Promotional Materials" on the Retailer Resources section of the Ohio Lottery website.

Interested in adding your own incentive? Your Ohio Lottery sales representative may be able to help.

Get ready to promote Keno Play of the Day, the Ohio Lottery's fall special

Saturdays & Sundays (noon to midnight)

- Oct. 30-31
- Nov. 20-21
- Nov. 6-7
- Nov. 27-28
- Nov. 13-14

Keno Play of the Day is a repeat promotion (i.e. a \$40 single-ticket *Keno* wager provides two, \$1 7-spot *Keno* plays etc.) **Note:** *Keno* wagers placed during the promotional period cannot be cancelled.



Retailer Spotlight:

Patrick's Sports Bar & Grill, Cincinnati

Pat Jolevski, the owner of Patrick's Sports Bar & Grill, located on the westside of Cincinnati, has a loyal following.

"If you came here during the week, you'll see the same people on the same bar stool. My people are loyal and if you came and stayed awhile, you'd make a friend," says Pat.

You can easily find a great place to sit -- on the high tops near the monitors, out on the patio or any of five distinct areas of the sports bar, which was originally converted from a bank into a community bar and tavern in 2000.

One of the top 25 *Keno* bars and taverns in the state, the game continues to grow in popularity. Pat says the MP lottery vending machine is typically the first stop for many of his playing customers, grabbing a few tickets before they sit down and make themselves at home.

The bar also makes a point of cashing Lottery prizes, which are typically cashed immediately and put back into the sports bar and grill's menu offerings.

Having the lottery kiosk is what sold Pat on *Keno* in 2017 when he first became a retailer, making Lottery games easier on his wait staff. He currently has two self-serve machines to sell all Lottery draw games, with a focus on *Keno*, Fast Play EZPLAY® and Touch & Win games.

A recent \$50,000 *Keno* winner, as well as \$1,200, \$1,600 and several other notable winners, keep things interesting for Pat. Still, he's looking for that million dollar plus winner to walk through his doors one day. "That's what I want. Now that would be really exciting," he says.

Photos courtesy of
Doug Wilbert, Region 4





Welcoming atmosphere, great staff and a *Keno* stand out makes Patrick's Sports Bar & Grill of Cincinnati a great destination. Left to right: Patrick, Sue, owner Pat Jolevski and Melissa.

"He's an awesome guy," says sales representative Doug Wilbert, referring to Pat Jolevski, the owner of Patrick's Sports Bar & Grill, a hands-on owner who you can often find working in the kitchen. "He's always pleasant and upbeat." Doug works closely with his staff. "Everyone here has a fun, positive attitude, and are very pro-*Keno*," he says.

The FY21 Class of the KENO Million Dollar Club

We had 128 bar/tavern-style retailers enter the FY21 class of the *Keno* Million Dollar Club. This issue we salute our newest members from central and southern Ohio. We'll shine the spotlight on our newest *Keno* Million Dollar Club members from northern Ohio in the next issue. Thank you for your outstanding work in a challenging year!

Athens Region

American Legion Post 142, Waverly
Gloeckner's Café, Pomeroy
Roosters Waverly, Waverly
The Max Bar & Grill, Logan

Cincinnati Region

Alibi's, Hamilton
American Legion Post #513, Cincinnati
Bargo's Grill & Tap, Fairfield
Blue Goose Sports Café, Cincinnati
Brass Rail Cafe II, Norwood
Bridgetown Brew & Grille, Cincinnati
Century Inn, Cincinnati
Forest Park Pony Keg, Cincinnati
Froggy's, Monroe
Gina's Italian Kitchen & Tavern, Hamilton
Keller's Cheviot Café, Cincinnati
Kirby's, Loveland
Knotty Pine Sportsman Club, Cincinnati
Loveland Aerie of Eagles, Loveland
Mr Boro's Tavern, Springboro
Rob E Burkart Mem Army Post #0071, Fairfield
Scoreboard, North Bend
The Monkey Mutual Aid Society, Hamilton
The Shamrock Sports Bar and Grille, Addyston
The Talon Tavern, Milford
Varsity Sports Bar and Grill, Cincinnati
Wilmington Veterans Post #49, Wilmington



Harbor Hills Country Club, Hebron
Keno Million Dollar Club, FY21



The Barn, Zanesville
Keno Million Dollar Club, FY21



Columbus Region

Blarneystone Tavern, Worthington
Boston's Restaurant and Sports Bar, Marysville
Brew-Stirs, West Worthington
Chubby's Sports Grill, Columbus
Classics Sports Bar, Pickerington
Corner Carry Out, Marysville
Craze Mule Saloon, Columbus
Dew Drop Inn, Newark
Dickey's Barbeque Pit, Newark
Fender, Westerville
Firehouse Tavern, Sunbury
Harbor Hills Country Club, Hebron
Harry Buffalo, Westerville
Joe's Pub and Grill, Westerville
Jonesy's, Grove City
Keystone Pub & Patio, Lewis Center
Kings Inn Tavern, Kingston
Leap n Lizard, Hilliard
Liberty Station Sports Bar, Powell
Little Italy Pizza, Groveport
Loyal Order of Moose #2463, Gahanna
Massey's Pizza Sports Bar and Wings, Heath
Memories Food and Spirits, Grove City
My Bar, Columbus
Nasty's Sports Bar & Grill, Hilliard
On Tap Pub, Columbus
Parkway Pub, Powell
Sequoia Pro Bowl, Columbus
Squeeks Bar and Grill, Pickerington
Starr Bar, Columbus

The Barn Bar & Grille on York, Pataskala
The Barn, Zanesville
The Barrel Bar, Buckeye Lake
The Rock Pub, Columbus
VFW Post #1058, Zanesville
Zane Tavern, Chillicothe

Dayton Region

Bayview Pub, Celina
BPOE Lodge 51, Springfield
Indian Lake Moose Lodge #1533, Lakeview
Maggie's Place, Dayton
Moose 1645, Miamisburg
Submarine House Bar and Grill, Centerville
Tuty's Bar and Grill, Beaver Creek

*VFW Post #1059, Zanesville
Keno Million Dollar Club, Fyzi*



The Latest on our KENO Certified Expert Community

Tip Jar Tuesdays

Congratulations to our most recent winners, who responded to the Tip Jar Tuesday question on the Ohio Lottery's *Keno* Certified Experts Facebook page. Each received a \$100 gift card.



- **Aug. 31, 2021**
Stephanie Hunter Stewart, Amano's, Worthington
- **Sept. 14, 2021**
Scott Edward Wycuff, Painesville Food Mart, Painesville
- **Sept. 28, 2021**
Hollie Young, Riverside Drive Thru, Galion

Become an Ohio Lottery Keno Certified Expert and join our Keno Expert Facebook group!

Keno Expert Sign Up

Visit www.KENOCertifiedExpert.com and take a few minutes to complete our Keno quiz. It's quick and easy, and you'll get a cool tee shirt once you're done.



Get your crew signed up too!

Set aside 5-10 minutes.

1. Go to www.KENOCertifiedExpert.com
2. Click on "Take the Quiz"

Watch a quick video and take the brief quiz that follows. There are four quick videos and four quizzes in all.

A few more details, please. After the quiz, enter your name and contact information, along with contact info for the Keno business where you work.

Have your Lottery retailer number handy. You'll need to enter that number in the "Retailer code" section here.

Click "Make it Official."

Congratulations! Your application is now complete.

Have questions? Talk to your sales representative today.



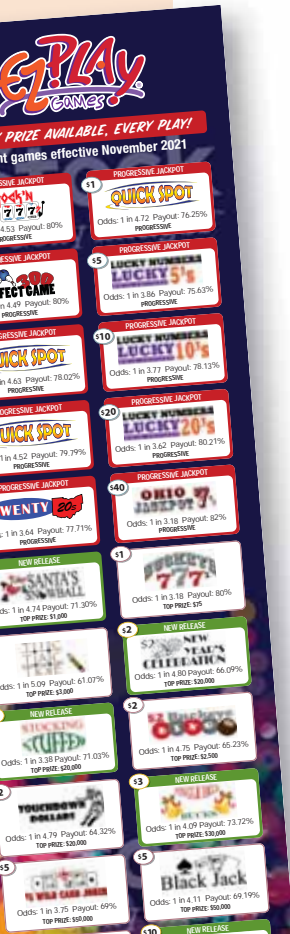
Progressive EZPLAY® Games: Watch our jackpots grow!

On Oct. 19: *The Lucky Numbers* jackpot was hit in Canton.

Congratulations to our bar/tavern retailers for your recent jackpot wins!

Lucky Numbers

- **\$188,130** jackpot hit Oct. 19, 2021
Sold by Jerzee's Sports Grille, Belden, Canton
- **\$103,197** jackpot hit Oct. 3, 2021
Sold by Maloney's Pub, Cincinnati
- **\$370,489** jackpot hit Aug. 11, 2021
Sold by 83 & Chestnut Pub & Eatery, North Ridgeville
- **\$203,810** jackpot hit May 7, 2021
Sold by Sandusky Elks Lodge #285, Sandusky



Get the latest on all our progressive EZPLAY Game jackpots:
<https://www.ohiolottery.com/Games/EZPLAY-Progressive-Jackpot>

EZPLAY® Game awareness
Display the most current EZPLAY Game menu. See your sales representative for details.

Top Retailers of FY21

Check out who made the list as a top-selling retailer in the Ohio Lottery's bar/restaurant, tavern and club trade channels. *Congratulations for your perseverance and hard work during a challenging year.*

Top Seller: KENO/Booster

Fricker's #104, Sylvania
Coaches Bar & Grill, Columbus
Slim & Chubby's, Strongsville
Loco Leprechaun, Westlake
Fricker's #123, Troy

Top Seller: The Lucky One

The Public House, Cleveland
RJ's Sports Pub, West Chester
Bojangles, Dayton
American Tavern, Solon
Quaker Steak & Lube, Milford

Top Sellers: Touch & Win

Hard Road Cafe, Columbus
North Woods Bowling Lane, Medina
Kenny's Sports Bar, Cincinnati
C & J Vickery Tavern, Vickery
Pasttimes Pub and Grill, Austintown

Top Seller: Tap Games

Amvets Post #726, Eldorado
The Union Club, Springfield
Loyal Order of Moose Lodge #701, Ironton
Bellevue Eagles, Bellevue
BPOE Lodge 51, Springfield

Top Sellers by Region: Keno

Region 1

Slim and Chubby's, Strongsville
Loco Leprechaun, Westlake
Islander, Middleburg Hts

Region 2

Fricker's #014, Sylvania
Good Times Sportsbar & Grill, Toledo
The Distillery, Toledo

Region 3

Fricker's #12, Troy
Bargo's Grill & Tap, Dayton
Fricker's #116, Huber Hts

Region 4

Fricker's #107, Cincinnati
Patrick's Sports Bar & Grill, Cincinnati
McCaughly's, Sharonville

Region 5

Coaches Bar & Grill, Columbus
O'Nelly's Sports Pub & Grill, Lewis Center
Jordan's Deli & Catering, Gahanna

Region 6

Nash Golf Enterprises, New Lexington
Norwood Tavern, Marietta
Shade on State Street, Athens

Region 7

306 Lounge, Mentor
Brubaker's Pub #3, Hudson
Jerzee's Sports Grille, Canton

Region 8

Blue Wolf Tavern, Boardman
Spirits Ultra Lounge, Youngstown
The Lanai Lounge, Youngstown

Region 9

Johnny Malloy's, Medina
Rush Inn Bar & Grille, Avon
Cedar Downs, Sandusky

Source: IAD



Taking Care of Business: Unplayed Money in vending

Ever wonder what **unplayed money** is? It's typically cash your customers put into your vending machine but don't play, vouchering out the money from your lottery vending machine for a future purchase or cash back. A voucher can also be generated from the clerk-operated Lottery terminal in certain circumstances, i.e. terminal outage, number sold out etc., but that's a topic for another time

The value of an "unplayed money" voucher will appear as money owed on your invoice and sales reports during the day or week the voucher was generated.

Customers can present the voucher to any retailer within 180 days to cash or use on one of your self-serve machines.

Once the voucher is swiped through the system, the customer can use the money to purchase games or cash it out.

The retailer cashing the voucher will receive credit.

OH! LOTTERY	
SALES SUMMARY - TODAY	
10/21/15	
Retailer : 1234567	
EZPlay TAP	
EZPlay TAP Game Sales	0.00
EZPlay TAP Win Cashes	0.00
EZPlay TAP Sales Comm	0.00
EZPlay TAP Total	0.00
ONLINE	
0 Gross Sales	0.00
0 Cancels	0.00
0 Cashes	0.00
0 Pay Voucher Cashes	0.00
0 Unplayed Money	0.00
0 Promo	0.00
0 Coupons	0.00
0 Adjustments	0.00
Cashing Comm	0.00
Cashing Bonus	0.00
0 Claim Bonus	0.00
Selling Bonus	0.00
Online Net Total	0.00
INSTANT	
0 Settlements	0.00
0 Returns	0.00
0 Cashes	0.00
0 Promos	0.00
0 Coupons	0.00
0 Adjustments	0.00
Sales Comm	0.00
Cashing Comm	0.00
Cashing Bonus	0.00
0 Claim Bonus	0.00
Selling Bonus	0.00
Instant Net Total	0.00
Balance	0.00

Big Winners!

May-August 2021

KENO winners of \$5,000 and up at Ohio bars, restaurants, taverns and clubs

Date won	Prize won	Winner	Retailer
5/2/21	\$8,002	Joseph Scolaro, Chardon	Auburn Inn, Chagrin Falls
5/3/21	\$6,000	James Cowley, Dayton	American Legion Post 598, Kettering
5/4/21	\$8,200	Jeff Klingler, New Albany	Amano's, Worthington
5/6/21	\$5,501	Nicholas Morgione, Poland	Pour House, Poland
5/6/21	\$6,150	Thomas Tulipano, Youngstown	Spirits Ultra Lounge, Youngstown
5/9/21	\$5,502	Edward Skok, Solon	Freeway Lanes of Solon
5/9/21	\$5,502	Dorothy Minnick, Akron	Akron Turner Club, Tallmadge
5/11/21	\$10,012	Donald Rayburn, Akron	Ohio Stater Bar and Grill, Akron
5/13/21	\$5,500	Stacey Kienle, Westerville	Turtle Creek Tavern, Columbus
5/13/21	\$10,015	Catherine Hoffman, Dublin	DNJ Petro & Food, Hilliard
5/14/21	\$20,500	Lori Koebel, Fremont	Tim's Bar & Grill, Fremont
5/15/21	\$6,000	James Cowley, Dayton	American Legion Post 598, Kettering
5/15/21	\$8,200	Justin Miller, Chardon	Red Hawk Grille, Concord
5/17/21	\$5,505	Robert Bertolotti Jr, Burgettstown	Casa De Emanuel, East Liverpool
5/21/21	\$22,000	Tyler Semak, Hinckley	Foster's Tavern of Hinckley
5/28/21	\$10,000	Shelly Hwalek, Monroe	Froggy's, Monroe
5/31/21	\$6,020	Richard Alford, Hamilton	Grub Pub, Hamilton
6/3/21	\$8,200	Richard Dennison, Wellston	Jackson Larosa's, Jackson
6/3/21	\$10,030	Julie Henry, New Franklin	Sandbar, Akron
6/4/21	\$18,000	Miranda Muse, Cincinnati	Murray's Wings Pub & Grill, Cincinnati
6/7/21	\$8,022	Perry Smith, Lagrange	Chris' Place, Elyria
6/7/21	\$8,051	Mark Bouts, Garrettsville	Skylane Bowling Alley, Garrettsville
6/10/21	\$6,150	Christian Pedersen, Findlay	Oler's Bar and Grill, Findlay
6/12/21	\$8,006	Kaye Vahalik, Westerville	Big Walnut Grill, Sunbury
6/15/21	\$6,560	Todd Hackworth, Marengo	Jim's Bar, London
6/23/21	\$6,591	Paul Dobranski, Norton	Sandbar, Akron
6/23/21	\$17,684	Pete Klimis, Lowellville	Spirits Ultra Lounge, Youngstown
6/24/21	\$5,000	Ravi Biswa, Columbus	Charley's Grilled Subs, Columbus
6/25/21	\$6,560	Jarrod Townsend, Shelby	Roosters Mansfield, Ontario
6/26/21	\$16,020	Scott Walter, Toledo	The Four Horseman, Toledo

6/27/21	\$8,200	David Dolson, Stow	Fraternal Order of Eagles #2207, Cuyahoga Falls
6/29/21	\$5,000	Debra Harris, Millbury	Village Pub, Millbury
6/30/21	\$5,007	Jack Luzik, Hubbard	La Villa Sports Bar & Grill & Patio, Struthers
6/30/21	\$6,000	Daniel Thomas, Cincinnati	Quaker Steak & Lube, Milford
7/1/21	\$8,200	Dean Ninke, Pemberville	Fricker's #106, Bowling Green
7/7/21	\$11,007	David Joneikis, Groveport	Barrel & Boar, Canal Winchester
7/11/21	\$5,500	Peter Lewandowski, Hilliard	Black Hat, Columbus
7/11/21	\$5,500	Toni Slother, Painesville	Red Hawk Grille, Concord
7/15/21	\$5,000	George Hall, Lakeland	Silver Spring House, Cincinnati
7/15/21	\$5,013	Douglas Vance, Columbus	Gatsby's Bar & Grille, Gahanna
7/16/21	\$6,150	Billy Reeves, Hamilton	Turner Gill's, Hamilton
7/18/21	\$5,000	Scott Gibbs, Columbus	Roosters Pickerington
7/20/2021	\$6,150	Amanda Wood, Pickerington	Heritage Lounge, Pickerington
7/22/21	\$5,820	Kyle Doak, Delaware	Murphy McFlips, Columbus
7/22/21	\$6,150	Travis Tompkins, Middletown	Our Place Saloon, Trenton
7/30/21	\$22,000	Ryan Smith, Lewis Center	Keystone Pub & Patio Lewis Center
8/1/21	\$5,500	Stephen Clark, Youngstown	Davidson's Restaurant, Canfield
8/1/21	\$10,005	Zachary Berger, Wadsworth	Finn's Sports Bar & Grill, Norton



KENO multi-draw wagers: Save time and have fun

Players can now place one, two or a max of 50 multi-draw wagers with a single purchase, giving them more time with their friends and all your business has to offer. Suggest multi-draw wagers as the way to go for your enthusiastic Keno customers.



THE OHIO LOTTERY
615 West Superior Ave. Cleveland, Ohio 44113-1879

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FIRST-CLASS MAIL
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Please Play Responsibly

Patrick McDonald, Director

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1-800-589-9966

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