



THE OHIO LOTTERY COMMISSION
MEETING MINUTES
FEBRUARY 14, 2024
IN PERSON/VIA TELECONFERENCE

Members of the Commission

Matthew Blair, Chairman
James Brady, Vice Chairman
Caryn Candisky
Nita Gupta
Jonathan Hughes (Absent)
Angela Mingo
Mark Rickel
Martin Sweeney
Matthew Szollosi

Ohio Lottery Commission Attendance (In-Person & Remote)

Michelle Gillcrist, Director
Nicole Kostura, Assistant Director
Terri Jones, Office of Marketing
Marilyn Berrios, Office of Executive
Chuck Lopresti, Chief Legal Counsel
Dan Carter, Office of Legal Counsel
Meg Rasmussen, Office of Legal Counsel
Joan French, Office of Legal Counsel
Maureen Hall, Chief Information Officer, Office of Information Technology
Michael Gonzalez, Chief Data Analytics Officer
Raymond Durant, Deputy Director, Office of Investigations & Security
Tom Ackerman, Deputy Director, Office of Marketing
Ron Fornaro, Scratch-Off Product Manager, Office of Product Innovation
Marty Morrow, Deputy Director, Product Innovation
Rick Perk, Deputy Director, Office of Sales
Edward Slyman, Deputy Director, Office of Finance
Danielle Frizzi Babb, Deputy Director, Office of Communications
Simeonia Mays, Deputy Director, Office of VLT Operations
Greg Beyer, Deputy Director, Office of Internal Audit
Jimmie Hicks, Deputy Director Office of Responsible Gambling
Percy Turner, Deputy Director, Office of General Services
Ken Dauenhauer, Office of Marketing
Nick Ciofani, Deputy Director, Office of Government & Community Relations
Allison Turner, Office of Marketing
Thomas Spayd, Office of VLT Operations
Marni Santoro, Office of Legal Counsel

Valerie Murphy, Office of Internal Audit
Rebecca McLemore, Office of Marketing
Brent Collier, Office of Internal Audit
Susan Diamond, Office of Responsible Gambling
Daniel Davis, Office of General Services
Reginald Willis, Office of Security & Investigations
Marni Santori – Office of Legal
Joseph Volpi, Office of Internal Audit
Chelsea Heck, Office of Sales
Ricky Neal, Office of VLT Operations
Matthew Clever, Office of VLT Operations
Ian Litherland, Office of Legal
Reginald Willis, Office of Security
Tina Garcia, Retiring Office of Sales

Additional Attendees

Kathy Lenhardt, Hollywood Gaming at Mahoning Valley
Samantha Alonso, MGM Northfield Park
Jess Panora, BetMGM
Larry King, IGT
Colleen Rowan, IGT
Jennifer Park, Aftermath
Debbie Pirone, Marcus Thomas LLC
Sarah O’Driscoll, Fahlgren Mortine
Tim Kelley, Penn Entertainment
Matthew Becker, Penn Entertainment
Matt Buckley, MGM Northfield Park
Chris Volle, Jack Entertainment
Scott Chapin, Marcus Thomas LLC
Emily Beedlow, Aftermath
Dustin Ensinger, Gongwer
Craig Robinson, Miami Valley Gaming
Kelsey Culbertson, Success Group
Emily Venditti, Marcus Thomas LLC
Sam Porter, Ice Miller
Tom Garcia, Intralot
Michelle Simon, Scientific Games
Ed Dick, JACK Entertainment
Geoff Jacobson
Holly Guenther

Call to Order and Pledge of Allegiance

Chairman Blair called the meeting of the Ohio Lottery Commission to order at 12:00 p.m.

Approval of Meeting Minutes

Chairman Blair moved to amend the minutes from the January 10, 2024, Commission meeting to reflect that Commissioner Szollosi seconded the motion to approve the December 13, 2023, meeting minutes. The motion was seconded by Commissioner Sweeney and was affirmatively voted upon by the Commissioners present. Chairman

Blair then moved to approve of January 10th minutes with the amendment made. The motion was seconded by Commissioner Gupta and was affirmatively voted upon by the Commissioners present.

Approval of Four (4) Scratch-Off Games available in Proposed and Final Form

Ron Fornaro, Scratch-Off Product Manager, presented four (4) scratch-off games for approval:

- OLC Operating Procedure 855:
855_ *Game Rule, \$100 Loaded!* (\$2.00)
- OLC Operating Procedure 856:
856_ *Game Rule, \$150,000 Blast* (\$5.00)
- OLC Operating Procedure 857:
857_ *Game Rule, Triple Red 777s* (\$10.00)
- OLC Operating Procedure 858:
858_ *Game Rule, \$1,000 Tax Free** (\$20.00)

Chairman Blair moved to approve the four (4) scratch-off games, with Commissioner Gupta offering a second to the Motion. The Motion was affirmatively voted upon by the Commissioners present.

Approval of Two (2) EZPLAY™ Games available in Proposed and Final Form

Marty Morrow, presented two (2) EZPLAY™ games for approval:

- OLC Operating Procedure 969:
969_ *Game Rule, 50 and Fabulous* (\$1.00 - April)
- OLC Operating Procedure 970
970_ *Game Rule, Walkin 'Around Money* (\$10.00 - June)

Chairman Blair moved to approve the two (2) EZPLAY™ games, with Commissioner Brady offering a second to the Motion. The Motion was affirmatively voted upon by the Commissioners present.

Approval of Thirteen (13) Administrative Rules and One (1) Administrative Rule Appendix in Proposed Form

Charles Lopresti, Chief Legal Counsel, presented Thirteen (13) Administrative Rules and One (1) Administrative Rule Appendix in Proposed Form.

- Prize Payment Administrative Rule
 - Payment of Prize Awards
- Technology Providers Administrative Rules
 - 3770:2-5-01, Technology providers; licensing of independent testing
 - 3770:2-5-02, Technology providers licenses; application
 - 3770:2-5-03, Technology providers licenses: application review process
 - 3770:2-5-04, Technology providers licenses; issuance of license
 - 3770:2-5-05, Technology providers licenses; denial of license
 - 3770:2-5-06, Technology providers licenses; suspension or revocation
 - 3770:2-5-07, Technology providers licenses; fines
 - 3770:2-5-08, Technology providers licenses; renewal
 - 3770:2-5-09, Technology providers licenses; records; audit and inspection
- Sports Gaming Administrative Rules
 - 3770:3-3-02, Definitions
 - 3770:3-3-03, Type C sports gaming equipment approval and testing

- 3770:3-6-03, Lottery sports gaming equipment approval and testing
- 3770:3-6-03, Appendix

Chairman Blair moved to approve the Thirteen (13) Administrative Rules and One (1) Administrative Rule Appendix in Proposed Form with Commissioner Candisky offering a second to the Motion. The Motion was affirmatively voted upon by the Commissioners present.

Resolution to approve One (1) new EZPLAY® Touch & Win /Tap Game Theme

Chief Legal Counsel LoPresti presented a Resolution to approve One (1) new EZPLAY® Touch & Win/Tap Game Theme

- Ballooning Bucks, EZPLAY® Touch & Win/Tap Game Theme

Chairman Blair moved to approve the One (1) new EZPLAY® Touch & Win/Tap Game Theme with Commissioner Gupta offering a second to the Motion. The Motion was affirmatively voted upon by the Commissioners present.

Resolution to Approve Video Lottery Terminal (VLT) Game Themes

Chief Legal Counsel LoPresti presented a Resolution to approve fifty-six (56) VLT game themes for inclusion in the video lottery game theme library. Chairman Blair moved to approve the Resolution, with Commissioner Mingo offering a second to the Motion. Commissioner Gupta abstained from voting and the Motion was approved by the remaining Commissioners present.

Office of Finance Report

Chief Fiscal Officer Ed Slyman provided the Commission with a financial update for the month of January. Total sales from traditional lottery games for the month were \$346.6 million, which was \$72.4 million, or 17.3 % less than sales generated last January.

Mr. Slyman noted that draw-based game sales for January were \$158.9 million, which was up \$44.7 million or 21.9% lower than the same month last year. Pick Games were up \$63.3 million, and Keno sales were \$9.6 million or down \$33.6 million from last January. Mega Million sales were \$9.6M or down by \$33.6M or 78% versus last January. Mr. Slyman stated that this is primarily due to the large jackpot offered last year.

Mr. Slyman reported that Scratch-Off game sales for the month were \$187.6 million, approximately \$27.8 million lower than last year. Mr. Slyman reported that Gross Gaming Revenue from VLTs equaled \$100.9 million, which was \$9.8 million more than less than last year.

Lastly, Mr. Slyman reported that total prize expenses for January were around \$240.0 million, or 69.2% of sales. Draw -based expenses were \$96.5 million, or 60.7% of draw-based game sales. Prize expenses for scratch-off tickets equaled. Operating expenses were \$14.3 M for the month, which was slightly less than what was forecasted.

Director's Report

Director Gillcrist reported that the Lottery's transfer to the Lottery Profits Education Fund (LPEF) for the month of January was \$119.5 million. Director Gillcrist noted that this was slightly down than the Lottery's budgeted commitment for the month, but fiscal year-to-date total profits are approximately \$42.0 million higher than our budgeted commitment. Additionally, Director Gillcrist provided the Commissioners with a copy of the latest Annual Comprehensive Financial Report and thanked staff for all their hard work in preparing the document.

Director Gillcrist introduced Marilyn Berrios as her new assistant in the Executive Office. Meg Rasmussen, Office of Legal and Terri Jones, Office of Marketing were thanked for their assistance over the past several months.

Director Gillcrist announced that the 21st Annual Ohio Problem Gambling conference would occur on February 15th & 16th in Columbus. Director Gillcrist introduced Responsible Gambling Deputy Director Jimmie Hicks to provide an overview of the upcoming conference. Deputy Director Hicks noted that this is a collaborative effort with the Ohio for Responsible Gambling consortium and the Problem Gambling Network of Ohio. Mr. Hicks also thanked Susan Diamond for her assistance in planning the conference.

Retirement Recognition

Chairman Blair acknowledged the retirements of two Lottery employees from the Sales Department, Tina Garcia and Darek Whitmore. The Chairman then asked Rick Perk, Deputy Director of Sales, to say a few words to acknowledge each employees Lottery careers.

ADJOURNMENT

With no further business before the Ohio Lottery Commission, Chairman Blair informed Commissioners that the next meeting will be held on Wednesday, March 13, 2024, at 12:00 p.m. via teleconferencing and in person.

Respectfully Submitted,



Michelle Gillcrist
Director



Matthew Blair
Commission Chair