



**MINUTES OF THE MEETING OF  
THE OHIO LOTTERY COMMISSION**

**HELD AT:  
THE FRANK J. LAUSCHE BUILDING  
FOURTH FLOOR CONFERENCE ROOM  
615 WEST SUPERIOR AVENUE - CLEVELAND, OHIO 44113**

**NOVEMBER 19, 2018  
12:00 P.M.**

**Present at the meeting were the following:**

**Members of the Commission:**

James Brady  
Pat McDonald  
Angela Mingo  
William Morgan  
Martin Sweeney  
Elizabeth Vaci  
Sean Whalen

**Executive Staff of the Commission:**

Dennis Berg, Director  
Greg Bowers, Deputy Director, Finance  
Danielle Frizz-Babb, Deputy Director, Communications  
Maureen Hall, Interim Deputy Director, Information Technology  
Steve Kmiotek, Interim Deputy Director, General Services  
Nicole Kostura, Deputy Director, Government and Community Relations  
Sandy Lesko Sabbath, Deputy Director, Marketing Communications  
Charles LoPresti, Chief Legal Counsel  
Constance Miller, Deputy Director, Operations  
Richard Perk, Deputy Director, Sales Management  
Liz Popadiuk, Deputy Director, Human Resources  
Carla Tricarichi, Deputy Director, Public Policy  
Jennifer Wilson, Deputy Director, Internal Audit  
Traci Konesky, Assistant to the Director

**Also Present Were:**

Ron Fornaro, Instant Ticket Manager  
Martin Morrow, Assistant Deputy Director of Sales  
Karen Russo, Office of Public Policy  
Marie Kilbane Seckers, Office of Communication  
Mike Gonzalez, Office of Finance  
Carla Reeves, Office of Internal Audit  
John Rosa, Saint Martin de Porres Student  
Dean Pickett, Ohio Data Analytics  
Debbie Pirone, Marcus Thomas  
Jaime Stanzak, Marcus Thomas  
Sarah Wright, Hart  
Jill Neundorfer, Hart  
Hadley Savoldi, Northlich  
John Walker, Scioto Downs  
Kathy Lenhardt, Hollywood Gaming, Mahoning Valley  
Kyle Wentz, Hard Rock Rocksino  
Greg Kolocin, Hard Rock Rocksino  
Ed Dick, JACK Thistledown  
Kevin Davis, Hollywood Gaming, Dayton  
Jon Abbott, Ice Miller

**CALL TO ORDER AND PLEDGE OF ALLEGIANCE**

- The Ohio Lottery Commission (“OLC”) meeting of November 19, 2018, was called to order at 12:03 p.m. at the Frank J. Lausche Building, Fourth Floor Conference Room by Chairman Pat McDonald, followed by the Pledge of Allegiance.

**ROLL CALL**

- The following members of the Commission answered present to the Roll Call: James Brady, Pat McDonald, Angela Mingo, William Morgan, Martin Sweeney, Elizabeth Vaci and Sean Whalen.

**INTRODUCTION OF FIRST TIME ATTENDEES**

- Chairman McDonald recognized first time attendees: Jaime Stanzak, Marcus Thomas; John Rosa, student from Saint Martin de Porres; and Dean Pickett, Ohio Data Analytics.

**APPROVAL OF MINUTES OF OCTOBER 15, 2018**

- Chairman McDonald requested a Motion to approve the October 15, 2018 Minutes. Commissioner Morgan made a Motion that was seconded by Commissioner Whalen. The Motion was affirmatively voted upon by all Commissioners present.

**CHAIRMAN'S COMMENTS**

- Chairman McDonald welcomed the OLC's new Commissioner, Martin Sweeney. Commissioner Sweeney stated that he was glad to be serving as a Commissioner.
- Chairman McDonald stated that the OLC achieved an all-time sales record of \$345.7 million in the month of October.
- Chairman McDonald stated that Ms. Lesko Sabbath will be showing the new annual holiday campaign, and Ms. Frizzi-Babb will be showing a video from the OLC's Skee-Ball® promotion.
- Chairman McDonald welcomed Dean Pickett from Ohio Data Analytics to present a brief overview of the OLC's participation in the state's Data Analytics program.

**OLC DATA ANALYTICS PRESENTATION, DEAN PICKETT, OHIO DATA ANALYTICS**

- Mr. Pickett gave a brief presentation on the OLC's data analytics initiative.

**DIRECTOR'S REPORT, DENNIS BERG, DIRECTOR**

- Director Berg reported that October represented the fourth month of fiscal year 2019. Total Sales of \$345.7 million were up \$99.7 million or 41.0% higher compared to last October. This was an all-time monthly record in the OLC's history.
- Multi-State game sales of \$102.0 million were up \$87.9 million or 588% higher than last October.
- Director Berg reported that sales for the daily draw games such as Pick 3, Pick 4 and Pick 5 were \$49.3 million, up \$955,000 or 2% from last October. Traditional Keno sales of \$36.2 million were \$1.7 million or 5% higher than last October and was an all-time monthly sales record for the month of October since the game went on sale in August 2008.
- The Lucky One sales were \$1.4 million for October. Instant ticket sales of \$134.3 million were \$6.1 million or 5% higher than last October. This was a record sales for the month of October for instant ticket sales.
- Director Berg reported that VLT sales for October were \$83.4 million, of which \$27.9 million went to the OLC. On a gross sales basis, this is \$5.2 million more than last October for over an 6% increase.
- Transfers to the Lottery Profits Education Fund ("LPEF") were \$117.5 million. This was roughly \$28.5 million over projections and \$27.4 million over last October's transfer to the LPEF.

**APPROVAL OF FIVE (5) INSTANT GAME RULES IN PROPOSED FORM**

- Mr. Fornaro brought before the Commission five (5) Instant Game Rules for approval in Proposed Form. The Rules are as follows:
  - Rule 3770:1-9-503, *Wild Cherry Doubler* (\$1.00);
  - Rule 3770:1-9-502, *Fireball Bingo Doubler* (\$2.00);
  - Rule 3770:1-9-504, *Some Like It Hot* (\$2.00);
  - Rule 3770:1-9-506, *Jewel 7s* (\$5.00); and
  - Rule 3770:1-9-507, *\$5,000,000 Bonus* (\$20.00).
  
- Chairman McDonald then requested a Motion to approve the five (5) Instant Game Rules in Proposed Form. Commissioner Brady made a Motion that was seconded by Commissioner Mingo. With no further discussion, the Motion was affirmatively voted upon by the Commissioners present.

**APPROVAL OF FIVE (5) INSTANT GAME RULES IN FINAL FORM**

- Mr. LoPresti brought before the Commission five (5) Instant Game Rules for approval in Final Form. The Rules are as follows:
  - Rule 3770:1-9-496, *Decade of Dollars* (\$1.00);
  - Rule 3770:1-9-497, *Decade of Dollars* (\$2.00);
  - Rule 3770:1-9-498, *The Cash Wheel* (\$3.00);
  - Rule 3770:1-9-499, *Decade of Dollars* (\$5.00); and
  - Rule 3770:1-9-500, *Decade of Dollars* (\$10.00).

Chairman McDonald then requested a Motion to approve the five (5) Instant Game Rules in Final Form. Commissioner Vaci made a Motion that was seconded by Commissioner Sweeney. With no further discussion, the Motion was affirmatively voted upon by the Commissioners present.

**APPROVAL OF RESCISSION OF ADMINISTRATIVE RULE IN FINAL FORM**

- Mr. LoPresti brought before the Commission the rescission of one (1) Administrative Rule in Final Form.
  - Rule 3770:2-8-01, *Responsible gaming.*
- Chairman McDonald then requested a Motion to approve the rescission of one (1) Administrative Rule in Final Form. Commissioner Whalen made a Motion that was seconded by Commissioner Brady. With no further discussion, the Motion was affirmatively voted upon by the Commissioners present.

**APPROVAL OF FIVE (5) ADMINISTRATIVE RULES IN FINAL FORM**

- Mr. LoPresti brought before the Commission five (5) Administrative Rules for approval in Final Form.
  - Rule 3770:2-8-01, *Scope and purpose of the Ohio voluntary exclusion program.*
  - Rule 3770:2-08-02, *Application to participate in the Ohio voluntary exclusion program.*
  - Rule 3770:2-08-03, *Responsibilities of voluntarily excluded individuals.*
  - Rule 3770:2-08-04, *Responsibilities of excluded facilities under the jurisdiction of the Ohio lottery commission.*
  - Rule 3770:02-08-05, *Removal from the Ohio voluntary exclusion program.*
- Chairman McDonald then requested a Motion to approve five (5) Administrative Rules in Final Form. Commissioner Sweeney made a Motion that was seconded by Commissioner Vacii. With no further discussion, the Motion was affirmatively voted upon by the Commissioners present.

**MANDATORY RULE REVIEW PURSUANT TO CHAPTER 119 IN PROPOSED AND FINAL FORM – NO CHANGE**

- Mr. LoPresti brought before the Commission two (2) Administrative Rules based on the Mandatory Rule Review Pursuant to Chapter 119, no change, in Proposed and Final Form. The Rules are as follows:
  - Rule 3770:1-2-03, *Adoption, amendment or rescission of rules by the commission.*
  - Rule 3770:2-2-01, *Definition of certain terms used in division 3770:2 of the Administrative Code.*
  
- Chairman McDonald then requested a Motion to approve two (2) Administrative Rules based on the Mandatory Rule Review Pursuant to Chapter 119, no change, in Proposed and Final Form. Commissioner Whalen made a Motion that was seconded by Commissioner Vaci. With no further discussion, the Motion was affirmatively voted upon by the Commissioners present.

**RESOLUTION TO APPROVE TOUCH & WIN EZPLAY® TAP GAME THEME, MAUREEN HALL, INTERIM DEPUTY DIRECTOR**

- Ms. Hall brought before the Commission a Resolution to approve one (1) new Touch & Win EZPLAY® Tap Game Theme. The one (1) new Touch & Win EZPLAY® Tap Game Theme is:
  - *Lucky Bowling: Ten Pins to Win.*
  
- Chairman McDonald then requested a Motion to approve the Resolution to approve one (1) new Touch & Win EZPLAY® Tap Game Theme. Commissioner Morgan made a Motion that was seconded by Commissioner Brady. With no further discussion, the Motion was affirmatively voted upon by the Commissioners present.

**RESOLUTION TO APPROVE VIDEO LOTTERY GAME THEMES,  
CONSTANCE MILLER, DEPUTY DIRECTOR**

- Ms. Miller brought before the Commission a Resolution to approve thirty-nine (39) new Video Lottery Game Themes. These game themes have been internally reviewed for technical compliance, content and game matrix. The thirty-nine (39) new Game Themes are as follows: two (2) game themes submitted by Ainsworth; eighteen (18) game themes submitted by Aristocrat; one (1) game theme submitted by Bally; five (5) game themes submitted by Incredible Technologies; four (4) game themes submitted by Konami; six (6) game theme submitted by Novomatic; two (2) game themes submitted by Scientific Games; and one (1) game theme submitted by WMS.
- Chairman McDonald then requested a Motion to approve the Resolution for thirty-nine (39) new Video Lottery Game Themes. Commissioner Vaci made a Motion that was seconded by Commissioner Sweeney. With no further discussion, the Motion was affirmatively voted upon by the Commissioners present.

**OFFICE OF OPERATIONS REPORT, CONSTANCE MILLER, DEPUTY  
DIRECTOR**

- Ms. Miller gave an update on VLT items.
- Ms. Miller invited the Commissioners to attend a Cash Explosion® event being held on December 18, 2018 at Mills James Studios. An invitation is in their materials.

Commissioner Morgan left the Meeting at 12:45 p.m.



**OFFICE OF PUBLIC POLICY REPORT, CARLA TRICARICHI, DEPUTY DIRECTOR**

- Ms. Tricarichi gave a detailed explanation of the new Ohio Voluntary Exclusion Program.

**OFFICE OF FINANCE REPORT, GREG BOWERS, DEPUTY DIRECTOR**

- Mr. Bowers provided some highlights from the most recent Mega Millions® jackpot sequence.
- Mr. Bowers reported that year-to-date through October, sales are up \$105 million over the same time period last year. Mega Millions® was responsible for most of the positive variance over last year, up by \$74.5 million.
- Daily draw games through October were up over last year by \$4.8 million. Keno sales were up \$6.1 million, or 4.5%, and if you count The Lucky One which did not exist last year, sales are up \$11.4 million in this category. Instant ticket sales through October are up \$21.6 million, or 4.2% through the same time period last year.
- Mr. Bowers reported that gross VLT revenue through October, or net win, is \$345.5 million. This is \$24.4 million more than last year through October. The OLC's share was \$115.7 million, and of that, \$112.5 represents profit. This is \$8 million more than last year.
- Mr. Bowers reported that for the first four months of fiscal year 2019, total transfers to the LPEF for the year totaled \$390.1 million. This is \$36 million more than the OLC's commitment and \$27.6 million more than last year through the same time period.

- Mr. Bowers stated that the OLC has begun cashing winning tickets between \$600 and \$5,000 at four (4) of its Regional Offices: Toledo, Cincinnati, Dayton and Columbus.

**OFFICE OF MARKETING COMMUNICATIONS REPORT, SANDY LESKO  
SABBATH, DEPUTY DIRECTOR**

- Ms. Lesko Sabbath played three (3) television spots and one (1) radio spot for the OLC's new annual holiday campaign.

**OFFICE OF COMMUNICATIONS REPORT, DANIELLE FRIZZI-BABB,  
DEPUTY DIRECTOR**

- Ms. Frizzi-Babb reported on the OLC's Skee-Ball® event which was a tournament between Cleveland, Columbus and Cincinnati. She attempted to play a video depicting the event, however, there was technical difficulties.

**OFFICE OF SALES MANAGEMENT REPORT, RICHARD PERK, DEPUTY  
DIRECTOR**

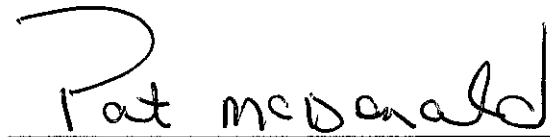
- Mr. Perk reported that Sales staff have been working with key retailers to assist in increasing sales, especially during the holiday season.

**ADJOURNMENT**

- Chairman McDonald stated that the January 2019 Meeting is scheduled for January 14, 2019 which is Inauguration day for Governor Elect DeWine. He asked the Commission if their schedules were amenable to moving the Meeting to January 7, 2019. All were in agreeance that it would. Chairman McDonald stated that the next Meeting will be held on December 17, 2018 at 12:00 p.m. Chairman McDonald adjourned the November 19, 2018 Meeting at 1:19 p.m.

  
Dennis Berg, Director

Approved:

  
Pat McDonald

Pat McDonald, Chairman