



THE OHIO LOTTERY COMMISSION
MEETING MINUTES
AUGUST 9, 2023
IN PERSON/VIA TELECONFERENCE

Members of the Commission

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

Ohio Lottery Commission Attendance (In-Person & Remote)

Michelle Gillcrisp, Director
Nicole Kostura, Assistant Director
Terri Jones, Office of Marketing (Via Teams)
Ron Fornaro, Scratch-Off Ticket Product Manager, Office of Sales
Nick Ciofani, Deputy Director, Office of Government & Community Relations
Jon Dillinger, Sports Gaming Operations Manager
Michael Gonzalez, Deputy Director, Office of Product Innovation
Marie Kilbane Seckers, Office of Communications
Tom Ackerman, Deputy Director, Office of Marketing
Marty Morrow, Office of Sales
Raymond Durant, Deputy Director, Office of Security
Pam Strickland, Office of Sales
Ken Dauenhauer, Office of Marketing
Maureen Hall, Deputy Director, Office of Information Technology
Carla Reeves, Office of Sports Gaming
Elizabeth Alex, Deputy Director Office of Human Resources
Percy Turner, Deputy Director, Office of General Services
Marni Santoro, Office of Legal Counsel
Matthew Clever, Office of VLT Management
Scott Frost, Office of VLT Management
Scott Basom, Office of Security
Daniel Davis, Office of General Services
Joan French, Office of Legal Counsel
Dan Carter, Office of Legal Counsel
Susan Diamond, Office of Responsible Gambling

Jimmie Hicks, Office of Responsible Gambling
Jacqueline Cunningham, Office of Communications
Brent Collier, Office of Internal Audit
Rick Perk, Deputy Director, Office of Sales
Edward Slyman, Interim Deputy Director, Office of Finance
Traci Pinkney-Nichols, Office of Finance
Marie Kilbane Seekers, Office of Communications
Jeff Jiannuzzi, Sales Manager, Region 2
Brian Patterson, Sales Manager, Region 9
Marty Morrow, Office of Sales
Sharisse Russell, Office of VLT Operations
Priscilla Benavides, Office of Security
Brian Sindelar, Office of VLT Operations
Danielle Frizzi Babb, Deputy Director, Office of Communications
Traci Pinkney Nichols, Office of Finance
Simeonia Mays, Deputy Director, Office of VLT Operations
Joe Volpi, Office of Internal Audit
Barry Riley, Cash Explosion
James Carothers, Cash Explosion
Hayden Heiby, Cash Explosion
Simeonia Mays, Office of Operations
Kailee Leonard, Cash Explosion
Ian Litherland, Office of Sports Gaming
Valerie Murphy, Office of Internal Audit
Ricky Neal, Office of Sports Gaming
Meg Rasmussen, Office of Legal
Marni Santoro, Office of Legal
Thomas Spayd, Office of VLT Operations
Brent Collier, Office of Internal Audit

Additional Attendees

Charlie Scannella, Scientific Games
Michelle Simon, Scientific Games
Kyle Zellman, Scientific Games
Collen Rowan, IGT
Beth Waldren
Matt Buckley
Craig Robinson, Maimi Valley Gaming
Ed Dick, JACK
Mariah Field, ICE Miller
George Balajan, Intralot
Gina Lawwill, Miami Valley Gaming
Jamie Stanzak, Marcus Thomas LLC
Jennifer Park, AfterMath
Sarah O'Driscoll, Fahlgren Mortine
Nora Larson

Call to Order and Pledge of Allegiance

Chairman Blair called the meeting of the Ohio Lottery Commission to order at 12:00 p.m. The meeting was held in-person and via teleconferencing.

Approval of Meeting Minutes

Chairman Blair requested approval of the minutes from the July 12, 2023, Commission meeting. Commissioner Brady made a motion to approve the minutes, seconded by Commissioner Mingo. The motion was affirmatively voted upon by the Commissioners present.

Approval of Five (5) Scratch-Off Games in Proposed And Final Form

Ron Formaro, presented five (5) scratch-off games for approval:

- OLC Operating Procedure 823:
*823_ *Game Rule, Luck of the Irish Tripler (\$1.00)*
- OLC Operating Procedure 824:
*824_ *Game Rule, Crazy Luck (\$2.00)*
- OLC Operating Procedure 825:
*825_ *Game Rule, Queen of Hearts (\$5.00)*
- OLC Operating Procedure 826:
*826_ *Game Rule, Golden Casino (\$10.00)*
- OLC operating Procedure 827:
*827_ *Game Rule, 50th Anniversary (\$50.00)*

Chairman Blair moved to approve the five (5) scratch-off games, 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 Game Themes

Acting Chief Legal Counsel Dan Carter presented a Resolution to approve eighteen (18) Video Lottery Terminal (VLT) game themes for inclusion in the video lottery game theme library. Chairman Blair moved to approve the Resolution, with Commissioner Rickel offering a second to the Motion. Commissioners Blair, Rickel, and Sweeney approved; however, Commissioners Brady, Gupta, Hughes, and Mingo abstained. Therefore, the motion did not pass, and the item will be reviewed again in September since there were not enough votes to pass.

Financial Report

Interim Chief Fiscal Officer Ed Slyman provided the Commission with a financial update for the month of July. Total sales from traditional lottery games for the month were \$407.7 million, which was \$12.4 million, or 3.1% higher increase over last July. Mr. Slyman stated that scratch-off game sales were \$194.5 million, or 7.8.% higher than last year. Turning to draw-based games, Mr. Slyman reported that draw-based game sales saw a modest decrease of \$1.7 million, 0.8%.

Mr. Slyman informed the Commissioners that Gross Gaming Revenue (GGR) from VLTs for the month was \$117.5 million. Net profit from that equaled \$39.4 million, which was roughly \$0.5 million less than last year or a 0.4% decrease.

Lastly, Mr. Slyman reported the prize expense represented 70.1% of traditional sales, which is higher than normal expected payout.

Executive Director's Report

Chairman Blair asked Director Michelle Gillcrist to give the Director's report. Director Gillcrist welcomed the Commissioners and reported on the Lottery's transfer to the Lottery Profits Education Fund (LPEF) for the month of July. The LPEF transfer was \$128.8 million, representing profits from traditional lottery & VLTs. This was \$7.1 million more than budgeted commitment for the month, however, \$6.8 million less than last July, primarily due to prize expense for the month. The Lottery annual commitment as specified in the biennium budget for FY24 is \$1.424 billion.

Director Gillcrist also informed the Commissioners that the September Commission meeting has been moved to Thursday, September 21, 2023.

Director Gillcrist informed the Commissioners she joined our staff at the National Problem Gambling Conference in Washington D.C. last month and commended our Responsible Gambling department for a job well done. Director Gillcrist stated that Lottery and its Ohio for Responsible Gambling partners won five national awards including: Public Awareness Campaign Award, People's Choice Award for the "Pause Before You Play", Media Award to WNWO TV of Toledo, Best Corporate Website Award for the "Time Out Ohio" website, and the Jim Wuelfing Award for Prevention (posthumously awarded to Dr. Amanda Burke).

Director Gillcrist invited Commissioners to attend the School of The Year Program on Friday September 15, 2023, at Revere Middle School. And lastly, introduced Barry Riley and the Cash Explosion staff to inform the Commission on the gameshow and invite them to Hollywood Gaming at Dayton Raceway on September 9th for the Cash Explosion Roadshow.

ADJOURNMENT

With no further business before the Ohio Lottery Commission, Chairman Blair informed Commissioners that the next meeting will be held on Wednesday, September 21, 2023, at 12:00 p.m. via teleconferencing and in person.

Respectfully Submitted,



Michelle B. Gillcrist
Director



Matthew Blair
Commission Chair