



THE OHIO LOTTERY COMMISSION
MEETING MINUTES
October 9, 2019
12:00 P.M.

Members of the Commission

Matthew Blair
James Brady
Angela M. Mingo
William Morgan
Martin Sweeney
Sean Whalen

Director and Staff of the Ohio Lottery Commission

Pat McDonald, Executive Director
Nicole Kostura, Assistant Director, Sales and Marketing
Nick Stadler, Executive Assistant to Director
Terri Jones, Administrative Assistant- Executive Office
Charles LoPresti, Chief Legal Counsel
Daniel Carter, Deputy Chief Legal Counsel
Greg Bowers, Deputy Director, Finance
Danielle Frizzi-Babb, Deputy Director, Communications
Marie Kilbane Seekers, Office of Communication
Roman Popadiuk, Deputy Director, Information Technology
Jon Dillinger, Deputy Director, General Services
Nick Ciofani, Chief Legislative Officer, Government and Community Relations
Karen Russo, Director, Office of Public Policy
Sandy Lesko Sabbath, Deputy Director, Marketing
Ron Fornaro, Instant Ticket Product Manager
Joe Angelillo, Deputy Director, VLT Management
Mike Gonzalez, Deputy Director, Product Development
Makyla Chisholm, Intern, Marketing

Also Present Were:

Ron Mottl, Former Director of the Ohio Lottery Commission
Debbie Mottl, Wife of Ron Mottl
Mickey Mottl, Son of Ron Mottl
Kathy Lenhart, Mahoning Valley Race Course
Allyson Miller, Jack Thistledown Casino
Ed Dick, Jack Thistledown Casino
David Evans, Marcus Thomas, LLC
Greg Kolocin, MGM

CALL TO ORDER, PLEDGE OF ALLEGIANCE & ROLL CALL

Chairman Whalen called the meeting of the Ohio Lottery Commission to order at 12:03 p.m. in the Central Office of the Ohio Lottery Commission, 4th floor Conference Room, located at 615 W. Superior Avenue, Cleveland, Ohio.

After the Pledge of Allegiance to the Flag, attendance was taken, and a quorum was present.

INTRODUCTION OF FIRST TIME ATTENDEES

Chairman Whalen recognized first time attendees Makyla Chisholm, Student at St. Martin de Porres who is interning Marketing at the Lottery Commission, and Allyson Miller, Deputy General Counsel at Jack Entertainment.

APPROVAL OF MINUTES OF SEPTEMBER 11, 2019

Chairman Whalen presented to the Commission the Minutes from the September 11, 2019 meeting. Commissioner Sweeney made a motion that was seconded by Commissioner Mingo. The motion was affirmatively voted upon by five Commissioners present.

CHAIRMAN'S COMMENTS

Chairman Whalen commented briefly on how he is looking forward to hearing about the Combined Charitable Campaign and iLottery. Chairman Whalen asked Director McDonald to introduced Ron Mottl. The Director introduced Mr. Mottl as the as the "Father of the Lottery. The Director also introduced Debbie Mottl (Ron Mottl's wife) and Mickey Mottl (Mr. Mottl's son) as the "Father of the Ohio Lottery. Mr. Mottl shared an overview regarding the history of the Ohio Lottery and his career. Mr. Mottl also introduced his wife and son.

APPROVAL OF THREE INSTANT GAME RULES IN PROPOSED FORM

Presented to the Commission three instant Game Rules for approval in Proposed Form.

- Rule 3770:1-9-555, *Monopoly®5X (\$1.00)*
- Rule 3770:1-9-556, *Monopoly®10X (\$2.00)*
- Rule 3770:1-9-558, *Monopoly®50X (\$10.00)*

Commissioner Sweeney moved to approve the Rules as presented in Proposed Form, with Commissioner Blair offering a second to the motion. The motion was affirmatively voted upon by the Commission.

RESOLUTION TO APPROVE four (4) INSTANT GAME RULE IN FINAL FORM

Mr. LoPresti offered a Resolution to approve four Instant Game Rule in Final Form

- Rule 3770:1-9-550, *Lucky Jackpot (\$2.00)*
- Rule 3770:1-9-551, *Lucky \$500 (\$5.00)*
- Rule 3770:1-9-552, *Cash Celebration (\$30.00)*
- Rule 3770:1-9-553, *\$50, \$100 or \$500 (\$10.00)*

Commissioner Brady moved to approve the Resolution with Commissioner Mingo offering a second to the motion. The motion was affirmatively voted upon by the Commissioners present.

RESOLUTION TO APPROVE VIDEO LOTTERY GAME THEMES

Mr. LoPresti offered a Resolution to approve Video Lottery Game Themes.

Commissioner Morgan moved to approve the Resolution with Commissioner Blair offering a second to the motion. The motion was affirmatively voted upon by the Commission.

Mr. LoPresti also reminded the Commission Board and Lottery employees present that they are required by the state to complete the Ohio Ethics training and turn in certificate to legal once completed.

FINANCIAL REPORT

Greg Bowers, Deputy Director, Finance, provided the Commission a financial update for the month of September 2019.

- Total traditional ticket sales for September were \$254.1 million, including gross MPNG Tap games. This was \$0.9 million, or 0.4% lower than sales recorded in September 2018.
- Draw-Based game sales for September totaled \$124.2 million; \$0.4 million, or 0.3% lower than the same month last year.
- Net Scratch Off ticket sales for September were \$129.9 million; \$0.4 million, or 0.3% lower than the same month last year.

VLT Activity:

- During the month of September, VLT (net win) revenues were \$86.7 million. Of this, \$57.4 million was distributed to the Racinos as commissions earned and \$29.1 million represented revenue for the Ohio Lottery.
- Year-to-date through September, VLT Revenue has increases by \$9.5 million compared to the first three months last year. A more detailed analysis of VLT activity can be found on page 7.

NEW BUSINESS/EXECUTIVE DIRECTOR'S COMMENTS

Executive Director McDonald and Nick Ciofani, Director, Legislative Affairs reported on the Combined Charitable Campaign. The goal for the Lottery Commission this year is \$45,000 as to date the office has raised \$40,000. There has been 51% participation. The Lottery will continue to raise money and more participation in the office.

Executive Director McDonald talked about the upcoming Cash Explosion Roadshow taking place on Saturday, October 26th in Stuebenville, Ohio. Also, Cash Explosion show coming Spring 2020 in Dayton, Ohio.

Executive Director McDonald discussed the new marketing campaigns. It is a Three Phase campaign. Phase One – Merry Millions, Phase Two: Gigantic Ticket and Phase Three - Feel Lucky Holiday theme. Sandy Lesko Sabbith, Director, marketing reported that they will be shooting commercials every week during October.

Executive Director McDonald discussed the Senior Management Retreat that was held on Friday, September 27, 2019 at Thistledown Racino. The Director gave credit to Mike Gonzalez, Director, Product Development for organizing the retreat and asked him to inform the commission on the retreat. Mr. Gonzalez informed the committee that the senior management was to discuss our mission, develop core values and discuss the vision for the Commission in the next four years.

Executive Director McDonald discussed ilottery and how the lottery will go to Controlling Board in November. The Director announced that Maureen Hall will become the new Director of Digital Services. Roman Popaduak will take the position of Information Technology Manager.

Executive Director McDonald reported on the upcoming All-State meeting on Thursday, October 10, 2019. General overview of the All-State Meeting will include the following: Introduction of new Lottery staff, accomplishments of the Lottery. Mr. David Baker, President, Pro-Football Hall of Fame will be the main speaker for the All-State meeting to be help on Thursday, October 11, 2019.

Executive Director McDonald asked Danielle Frizzi-Babb, Director of Communications at the Lottery for an update on the School of the Year Award. Mrs. Frizzi -Babb announced the School of The Year Award went to Medina High School, Medina, Ohio. Mrs. Babb also provided a video of the event.

ADJOURNMENT

With no further business before the Ohio Lottery Commission, Chairman Whalen adjourned the meeting at 12:55 p.m.

Pat McDonald, Executive Director

Approved:

Sean Whalen, Chairman