



THE OHIO LOTTERY COMMISSION
MEETING MINUTES
MARCH 8, 2023
IN PERSON/VIA TELECONFERENCE

Members of the Commission

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

Director and Staff of the Ohio Lottery Commission Attending in Person & Remotely

Pat McDonald, Executive Director
Sean Webster, Assistant Director, Operations and Administration
Nicole Kostura, Assistant Director, Sales and Marketing
Collin Sheehy, Executive Assistant to the Director
Terri Jones, Administrative Assistant, Executive Office
Greg Bowers, Deputy Director, Office of Finance
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
Danielle Frizzi-Babb, Deputy Director, Office of Communications
Michael Gonzalez, Deputy Director, Office of Product Innovation
Marie Kilbane Seckers, Office of Communications
Richard Perk, Deputy Director, Office of Sales
Tom Spayd, Office of Video Lottery Operations
Tom Ackerman, Deputy Director, Office of Marketing
Jimmie Hicks, Deputy Director, Office of Responsible Gambling
Marty Morrow, Office of Sales
Sharisse Russell, Office of Video Lottery Operations
Raymond Durant, Deputy Director, Office of Security
Chelsea Andorka, Office of Sports Gaming
Pam Strickland, Office of Sales
Hurst Talbott, Office of Product Innovation
Angela McCracken, Office of Sports Gaming
Dan Carter, Office of Legal Counsel
Ken Dauenhauer, Office of Marketing

Simone Mays, Deputy Director, Office of Video Lottery Operations
Maureen Hall, Deputy Director, Office of Information Technology
Jane Parker, Office of Internal Audit
Carla Reeves, Office of Sports Gaming
Kara Rasmussen, Office of Legal Counsel
Joseph Volpi, Office of Internal Audit
Elizabeth Alex, Deputy Director Office of Human Resources
Hurst Talbott, Office of Product Innovation
Percy Turner, Deputy Director Office of General Services
Marni Santora, Office of Legal Counsel
Allison Turner, Office of Marketing
Matthew Clever, Office of VLT Management
Scott Frost, Office of VLT Management
Richard Kline, Regional Manager, Office of Sales
Ian Litherland, Office of Sports Gaming
Joseph Volpi, Office of Information Technology
Scott Basom, Office of Security

Additional Attendees

Michelle Simon, Scientific Games
David Hyde, Miami Valley Gaming
George Balajan, Intralot US
Cindy Bliss, OBM
Matthew Block, Scientific Games
Matt Buckley, MGM Resorts
Ed Dick, JACK Entertainment
Lisa Kefalas, Aftermath
Tim Kelley, Hollywood Gaming at Dayton Raceway
Carla Kuchta, Intralot US
Alissa Naylor, BetMGM
Jennifer Park, Aftermath
Debbie Pirone, Marcus Thomas, LLC
Justin Remschneider, Boyd Gaming
Craig Robinson, Miami Valley Gaming and Racing
Justin Remschneider,
Karen Russo,
Scott Shaffer, ODRC Ohio
Kelly Salomone, OBM Ohio
Erin Brown, OBM Ohio

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 the minutes from the February 8, 2023, commission meeting. Commissioner Sweeney 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 Form

Mr. Ron Fornaro presented five (5) scratch-off games for approval in Proposed Form.

- Rule 3770:1-9-796, Fast \$50 (\$1.00)
- Rule 3770:1-9-797, Space Invaders™ Cash Invasion (\$2.00)
- Rule 3770:1-9-798, Fistful of \$500 (\$5.00)
- Rule 3770:1-9-799, Red Hot Riches (\$10.00)
- Rule 3770:1-9-800, Mining for Millions (\$20.00)

Chairman Blair moved to approve the five (5) scratch-off games in Proposed Form, with Commissioner Szollosi offering a second to the Motion. The Motion was affirmatively voted upon by the Commissioners present.

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

Mr. Dan Carter presented four (4) scratch-off games for approval in Final form.

- Rule 3770:1-9-788, Electric 8s (\$1.00)
- Rule 3770:1-9-789, Level Up 10X (\$2.00)
- Rule 3770:1-9-790, Lucky 7s (\$5.00)
- Rule 3770:1-9-795, \$2,000,000 Diamond Spectacular (\$20.00)

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

Resolution to Approve Video Lottery Game Themes

Mr. Dan Carter presented a Resolution to approve fifty- three (53) Video Lottery game themes for inclusion in the video lottery game theme library. Chairman Blair moved to approve the Resolution, with Commissioner Candisky offering a second to the Motion. The Motion was affirmatively voted upon by the Commissioners present.

Financial Report

Office of Finance Deputy Director Greg Bowers provided the Commissioners a financial update for the month of February 2023. Total sales from traditional lottery games for the month of February were \$358.3 million, which was an increase of 10% over sales generated last February.

Mr. Bowers reported that Mega Millions reached a jackpot of \$145 million this February compared to a \$87 million jackpot in February 2022. Additionally, Powerball had a high jackpot of \$754 million this February versus \$185 million last February. Both multistate games combined were up \$85 million or 63% from 2022.

Mr. Bowers informed the Commissioners that scratch-off game sales were \$202.5 million, also the highest record for the month of February. This is \$27.8 million, or 15.9% more than last year and marked the second straight month of double-digit growth.

Mr. Bowers informed the Commissioners that Gross Gaming Revenue from VLT sales for the month was \$114.4 million. Of that, lottery profit was \$37.5 million, which is roughly \$3.7 million more than last year.

Lastly, Mr. Bowers reported the prize expense represented 68% of traditional sales, which is a little higher than the normal expected payout of 65-66%. This was in part due to Pick 4 having high payouts during the month.

Executive Director's Report

Director McDonald informed the Commission that transfers to the Lottery Profits Education Fund (LPEF) for the month of February 2023 were \$106.5 million. This is slightly less than last year's transfer, but \$4.8 million over our budgeted commitment. After this transfer, fiscal year-to-date transfers equate to \$1.016 billion, which is \$146.9 million more than the budgeted amount and \$52.9 million more than last year. The Director reminded the Commission that the Lottery's commitment for fiscal year 2023 is \$1.263 billion dollars.

Director McDonald gave an update on Sports Gaming and noted that the financials for the month of January were released on February 15th. The report showed that players placed roughly \$850,000 in wagers at kiosks and won back just over \$720,000. The State Lottery's share of profits for the month are \$28,376. Mr. McDonald also noted that lottery sports gaming financials will continue to be posted on the Lottery's website for the public to view on the 15th of each month.

Director McDonald then turned to Sports Gaming Operations Manager Jon Dillinger to provide further information on the status of lottery sports gaming. Mr. Dillinger reported that there were nearly 900 locations actively selling. This number includes the proprietors of Intralot, Bet IGG, Gold Rush, Ubet and Bet Skybox. Mr. Dillinger also noted that Bet Skybox just began their rollout is expected to be complete installations by the beginning of the NCAA March Madness tournament.

Director McDonald reported on his budget testimony before the House Finance Subcommittee on Primary and Secondary Education, which took place on February 21st. Chair Richardson, ranking member Isaacson, Representative White, and Representative Dobos all had questions regarding responsible gambling programs, consumer demographics and the safeguards surrounding sports gaming.

Director McDonald informed the commissioners on the 20th annual Ohio Problem Gambling Conference was held in Columbus on February 23rd and 24th. This two-day seminar was sponsored by Ohio for Responsible Gambling and the Program Gambling Network of Ohio. The conference had record attendance with over 290 clinicians, counselors, prevention specialists, gaming operators, and regulators participating. On the second day of the conference Director McDonald joined Ohio Casino Control Commission Director Matt Schuler and Ohio Mental Health and Addiction Services Director Lori Criss on a panel to discuss impact of sports gaming on the State and the collective work to promote responsible play and mitigate harm.

Director McDonald asked Deputy Director of Responsible Gambling Jimmie Hicks to provide more information. Mr. Hicks noted that March is nationally recognized as Problem Gambling Awareness month. In celebration of that, the Lottery issued a press release and awareness video on responsible gambling. Additionally, the Lottery joins the Problem Gambling Network of Ohio to provide tours of the racino and casino properties in Ohio. Mr. Hicks also stated that we utilize this month to raise awareness to our internal and external customers via social media posts, in-venue signage, and annual employee training.

Director McDonald spoke on the Internal Audit Committee holding their quarterly meeting prior to the commission meeting. The agenda item of note was the review of the Lottery governance documents, including the audit committee charter and internal audit charter. A full report will be provided by Commissioner Mingo at our April meeting.

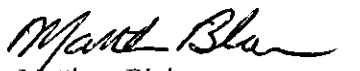
Lastly, Director McDonald informed the Commission that on February 28th the Lottery held its fifth retailer association meeting. Topics presented included an update on lottery sports gaming and the upcoming Keno Clutch 3 promotion which coincides with the NCAA March Madness tournament.

ADJOURNMENT

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

Respectfully Submitted,


Sean Webster
Assistant Director


Matthew Blair
Commission Chair