



THE OHIO LOTTERY COMMISSION
MEETING MINUTES
MAY 10, 2023
IN PERSON/VIA TELECONFERENCE

Members of the Commission

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

Ohio Lottery Commission Attendance (In-Person & Remote)

Michelle Gillcrist, Interim Director (via Teams)
Nicole Kostura, Assistant Director
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
Michael Gonzalez, Deputy Director, Office of Product Innovation
Marie Kilbane Seckers, Office of Communications
Tom Spayd, Office of Video Lottery Operations
Tom Ackerman, Deputy Director, Office of Marketing
Marty Morrow, Office of Sales
Raymond Durant, Deputy Director, Office of Security
Pam Strickland, Office of Sales
Hurst Talbott, Office of Product Innovation
Ken Dauenhauer, Office of Marketing
Simeonia Mays, Deputy Director, Office of Video Lottery Operations
Maureen Hall, Deputy Director, Office of Information Technology
Carla Reeves, Office of Sports Gaming
Meg Rasmussen, Office of Legal Counsel
Elizabeth Alex, Deputy Director Office of Human Resources
Percy Turner, Deputy Director, Office of General Services
Marni Santoro, Office of Legal Counsel
Allison Turner, Office of Marketing
Matthew Clever, Office of VLT Management
Scott Frost, Office of VLT Management

Ian Litherland, Office of Sports Gaming
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 Gaming
Jacqueline Cunningham, Office of Communications
Sharisse Russell, Office of Video Lottery Operations
Brent Collier, Office of Internal Audit
Ricky Neal, Office of Video Lottery Operations

Additional Attendees

Larry King, IGT
Kyle Zelman, Scientific Games
Michelle Simon, Scientific Games
Matthew Block, Scientific Games
David Hyde, Miami Valley Gaming
George Balajan, Intralot US
Carla Kuchta, Intralot US
Tara Jones, Intralot US
Debbie Pirone, Marcus Thomas, LLC
Emily Venditti, Marcus Thomas, LLC
Glenda Terrell, Marcus Thomas, LLC
Tim Kelley, PN Gaming
Kevin Davis, Miami Valley Gaming
Sarah O'Driscoll, Fahlgren Mortine
Jennifer Park, Aftermath
Nora Larson, Recovery Resources
Gina Larwill
Matthew Barrack
June Parker
Lisa Powers
Andy Ashby
614-512-2947

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 April 12, 2023, commission meeting. Commissioner Sweeney made a motion to approve the minutes, seconded by Commissioner Rickel. The motion was affirmatively voted upon by the Commissioners present.

Approval of three (3) Scratch-Off games in Proposed Form

Ron Fornaro presented three (3) scratch-off games for approval in Proposed Form.

- Rule 3770:1-9-804, *Spooky Loot* (\$1.00)

- Rule 3770:1-9-805, *10X™ The Money* (\$2.00)
- Rule 3770:1-9-807, *Psychedelic Payout* (\$10.00)

Chairman Blair moved to approve the three (3) scratch-off games in Proposed Form, with Commissioner Gupta offering a second to the Motion. The Motion was affirmatively voted upon by the Commissioners present.

Resolution to approve One (1) EZPLAY® Game Rule Theme in Proposed and Final Form

Hurst Talbot, Draw Games Manager presented one (1) EZPLAY® Game rule Theme in Proposed and Final Form.

- Rule 3770:1-9-968, *Space Invaders™* (\$2.00)

Chairman Blair moved to approve the One (1) EZPLAY® Game Rule Theme, with Commissioner Brady offering a second to the Motion. The Motion was affirmatively voted upon by the Commissioners present.

Resolution to approve thirty (30) Administrative Rules up for Five Year Rule Review in Proposed and Final Form

Joan French, Assistant Legal Counsel presented thirty (30) Administrative Rules up for Five Year Rule Review as **No Change Rules Not Using CSI** in Proposed and Final Form. The rules were as follows:

3770:0-1-01	Definitions of terms used in the regulations of the director of the Ohio state lottery
3770:0-1-02	Director's authority under Administrative Procedure Act
3770:1-2-01	Authority of the commission
3770:1-5-01	Scope and purpose of by-laws
3770:1-5-04	Meetings of the commission
3770:1-5-05	The director of the state lottery
3770:1-5-06	Deputy directors
3770:1-5-07	Professional employees
3770:1-5-08	Technical and clerical employees
3770:1-5-09	State lottery offices
3770:1-6-01	Conduct of lottery games by the state lottery
3770:1-6-03	Prices of lottery tickets
3770:1-6-06	Special lottery drawings and promotions
3770:1-6-07	Public Information
3770:1-7-20	Ohio lottery game number twenty
3770:1-7-25	Ohio lottery game number twenty-five
3770:1-7-101	Ohio lottery game commission game number one hundred one
3770:1-8-02	Manner of claiming prize awards
3770:1-8-03	Validation of winning tickets
3770:1-8-05	Discharge of payment obligation
3770:1-8-06	Director to adopt procedures
3770:1-9-53	Game rule number fifty-three
3770:1-9-55	Game rule number fifty-five
3770:1-9-941	Game rule number nine hundred forty-one
3770:1-9-942	Game rule number nine hundred forty-two
3770:1-9-949	Game rule number nine hundred forty-nine
3770:1-9-955	Game rule nine hundred fifty-five
3770:1-9-958	Game rule number nine hundred fifty-eight
3770:1-9-959	Game rule number nine hundred fifty-nine
3770:2-10-60	Game rule number sixty

Chairman Blair moved to approve the thirty (30) Administrative Rules up for Five Year Rule Review in Proposed and Final Form with Commissioner Brady offering a second to the Motion. The Motion was affirmatively voted upon by the Commissioners present.

Resolution to approve one (1) Touch & Win EZPLAY® Tap Game Theme

Joan French, Assistant Legal Counsel presented One (1) Touch & Win EZPLAY® Tap Game Theme

- *Cash Spots*

Chairman Blair moved to approve the one (1) Touch & Win EZPLAY® 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 Game Themes

Joan French, Assistant Legal Counsel presented a Resolution to approve fifty-one (51) 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. The Motion was affirmatively voted upon by the Commissioners present.

Financial Report

Office of Finance Deputy Director Greg Bowers provided the Commission with a financial update for the month of April. Total sales from traditional lottery games for the month were \$356.3 million, which was \$18.5 million, or 4.9% lower compared to sales generated last April. Mr. Bowers stated that scratch-off game sales were \$198.7 million, which was \$807 thousand or 0.4% lower than last year. Turning to draw-based games, Mr. Bowers reported that Keno was down 5.7% or \$3.2 million and noted that this was only the second time in eleven (11) months the Lottery has experienced a decrease in this category.

Mr. Bowers informed the Commissioners that Gross Gaming Revenue from VLTs for the month was \$118 million with the Lottery's share at \$39.6 million. After factoring in operating expenses, the Lottery's profit equated to \$38.5 million, which is roughly \$1.5 million less than last year.

Lastly, Mr. Bowers reported the prize expense represented 64.4% of traditional sales, which is slightly lower than the normal expected payout of 65-66%.

Executive Director's Report

Chairman Blair asked Interim Director Michelle Gillcrist to give the Director's report.

Interim Director Michelle Gillcrist welcomed the Commissioners and gave a summary of her professional background to the Commissioners. Director Gillcrist informed the commission that she had an introductory call with the executive director of the Casino Control Commission and discussed our agencies collaboration especially with responsible gambling efforts. Director Gillcrist also reported she was happy to introduce herself to the General Managers of the seven racinos and is looking forward to working with them.

Director Gillcrist provided an update on recent winners, highlighting that the winning \$252.6 million Powerball ticket was sold at the GetGo in Macedonia, Ohio. Director Gillcrist had the honor of presenting GetGo with their \$100,000 bonus check and she turned to Danielle Frizzi Babb, Deputy Director of Communications, who provided a video recap of the check presentation.

Director Gillcrist then turned to Nick Ciofani, Deputy Director of Legislative Affairs for an update on the State Budget. Mr. Ciofani indicated that he testified on the Lottery's behalf on April 25, 2023, before Senate Education Committee. He indicated that the Senators had questions on the Lottery's responsible gambling efforts, financial forecast, and impact from the current gaming landscape in Ohio.

Director Gillcrist informed the Commission that the Lottery transfers to the Lottery Profits Education Fund for the month of April was \$121.2 million, which is \$3.6 million over last year. The Director indicated that this brings the Lottery's year-to-date total transfers to over \$1.263 billion, meaning the Lottery has officially met our commitment for fiscal year 2023.

Director Gillcrist then gave a brief recap of the recent Partners in Education giveaway. The Lottery recently partnered with the Ohio Department of Natural Resources (ODNR) to provide extra incentive for communities across Ohio to nominate outstanding teachers in the monthly "Teacher of the Month" drawing. All teachers who were nominated were entered to win a free field trip for their class to one of the state parks. The Director then asked Assistant Director Nicole Kostura to provide an overview.

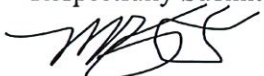
Assistant Director Kostura indicated that the winning teacher was from Bluffton High School. Ms. Kostura also acknowledged Molly Fanta, who runs the Partners In Education program, and the marketing department for their work to grow the program into the success it is today. Ms. Kostura also thanked Danielle Frizzi Babb and Bryan Robinson from Communications who help make these events happen. Deputy Director Frizzi Babb presented a video recap of the giveaway.

Lastly, Director Gillcrist informed the Commission that it was Public Service Recognition Week and recognized and thanked the Commissioners and all Lottery employees for their service and hard work.

ADJOURNMENT

With no further business before the Ohio Lottery Commission, Chairman Blair informed Commissioners that the next meeting will be held on Wednesday, June 14, 2023, at 12:00 p.m. via teleconferencing and in person.

Respectfully Submitted,



Michelle B. Gillcrist
Director



Matthew Blair
Commission Chair