

# KENOTES

The Ohio Lottery newsletter for  
KENO bars, taverns and restaurants

Friends  
Night Out!





# For Starters

**Intralot terminal service issues**  
1-866-710-2462

**Hotline**  
1-800-686-4208  
General retailer services  
Instant ticket ordering  
Claims questions

**Regional Sales Offices**  
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**Region 2: Toledo regional office**  
1-800-589-6442

**Region 3: Dayton regional office**  
1-800-589-6463

**Region 4: Cincinnati regional office**  
1-800-589-9882

**Region 5: Columbus regional office**  
1-800-589-6445

**Region 6: Athens regional office**  
1-800-589-6466

**Region 7: Akron-Canton regional office**  
1-800-589-6467

**Region 8: Youngstown regional office**  
1-800-589-6468

**Region 9: Lorain regional office**  
1-800-589-6469

**Winning Numbers line**  
1-800-589-6446

**Website**  
[www.ohiolottery.com](http://www.ohiolottery.com)

## Check out:

**Keno Friends Night Out promotions**  
Thursdays in June,  
Fridays in July  
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**Retailer spotlight**  
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Bar & Grill, Bellaire  
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**Top sellers: Countdown Games**  
Get the scoop on all three games.  
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**Blog**  
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Compulsive gambling can be treated. If you or someone you know has a gambling problem, call the Problem Gambling Helpline at 1-800-589-9966.

# Welcome to Kenotes

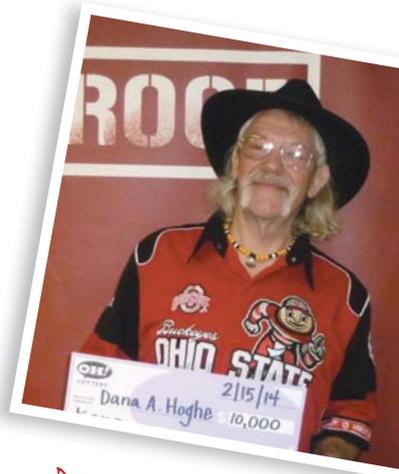
**a publication for bars, taverns and restaurants selling the Ohio Lottery KENO game.**

Want to take your *Keno* knowledge to the next level? This summer, the Lottery debuts certified Keno Expert training to keep your employees at the top of their game -- and provides some exclusive benefits too. Many bars, taverns, restaurants and clubs are seasoned *Keno* retailers, with a number of years selling the game. So, why not get recognized for that effort?

Learn more on page 8. A special Keno Expert promotional package will reach your establishment in June. Think about who you'd like to get involved and share. It's going to be fun!

When it comes to promotion, Denny's Blue Angel Bar & Grill in Bellaire does it well. His establishment is well-known locally, and **Denny** has a thing or two to say about his employees, his patrons and the benefit of selling Lottery. We think his employees would do well as certified Keno Experts too. If you're traveling mid-state, through Belmont County, stop by!

EZPLAY® *Countdown Series Games* are also top of mind this issue. Take a peek at the list of top Countdown Game retailers for \$1 *Gems*, \$1 *Classic Spins* and \$2 *Three of a Kind*. *Keno* promotions continue through the summer, starting with Keno Friends Night Out Thursdays in June, followed in July by Keno Friends Night Out Fridays. Take notice, have some fun this summer and welcome all.



Dana won \$10,000 playing Keno.



THE HONEST LAWYER



**BREAK THE RULES  
AND BE A  
REBEL.**

**FOLLOW THEM AND  
we'll call you  
A WINNER.**

**KENO**

**PLAY IT HERE TODAY**

How-to-play instructions  
(How-to)

www.ohio-lottery.com

**KENO**

Enjoy your free \$1 3-spot play  
next 2 draws (\$2 value). Post win  
at Facebook.com/ohiolottery  
20573 51168 00000 06144 18836 15

A. 19 41 57 --- AI

Draw Number XXX100-XXX1

BOOSTER - NO

\$0.00

Game Rule: 3770:1-9-55

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WWW.OHIOLOTTERY.COM

www.ohio-lottery.com



# KENO Friends Night Out

*TGIF -- Take advantage of July's Happy Hour promotion for customers*

## **Our July special**

Players who make a \$10, single-ticket *Keno* purchase from 4 p.m. to 9 p.m. on Fridays in July receive one ticket with a free \$1, 3-spot play good for two consecutive drawings (a \$2 value).

## **Special note to retailers**

- This is a repeat promotion.
- Includes multi-draw wagers.
- All tickets generated as part of the promotion cannot be cancelled.

## **Don't forget June's Friends Night Out Thursday special**

Players who make a \$20, single-ticket *Keno* purchase from 4 p.m. to 9 p.m. on Thursdays in June receive a free \$1, 4-spot play good for four consecutive drawings.

*For illustrative purposes only.*

# Denny's Blue Angel Bar & Grill, Bellaire

"Blue Angel" is a name that sticks. A popular Bellaire gathering place since the 1950s, the bar/restaurant became Denny's Blue Angel in 1983, when **Dennis Beltrondo** purchased the business. Known for its good and reasonably priced food, it's open for lunch and dinner, and delivers too.

"It's upbeat and friendly, all ages, shapes and sizes, from business attire to casual lunches and dinners, to late night carousing," says Lottery sales representative **Bill Boston**.

Denny's Blue Angel joined the Keno Million Dollar Club in 2012, something Denny wouldn't have imagined just a few years ago. He wasn't sure how his business would take to selling Lottery when he joined the first group of retailers selling *Keno* in 2008.

"It's been a pleasant surprise," he says.

Denny's a survivor. Like a lot of things, he says, "we've had our ups and downs, but we're still here, with a lot of the same employees." Denny employs 10, including a sister, who works in the kitchen.

It helps that his patrons are close, and they can often be found playing *Keno* together in one big group. "When strangers do come in, they see all the people playing and want to get involved," Denny says.

Employees are engaged too. "My employees take an interest in promoting Lottery games, and the patrons are appreciative," he says.

"We've trained our players and they love the MP; and actually some prefer to handle their wagers on their own," he says. "You have to promote it too. You can't just slap it up and expect people to play."

When asked for his advice on the benefits of bringing in Lottery, he's happy to oblige.

Once you get into the Lottery, it's a fairly simple process," he says, pointing out the operation of equipment, accounting and license renewal. "That's been the key for me."



## An eye on promotions

About once a quarter, Denny picks a Tuesday to offer light appetizers and giveaways from 5-9 p.m. for *Keno* ticket purchases.

## On Countdown Games

"That's doing really well. My people are really taking to it," he says. Denny's Blue Angel is one of nine members of Group 58, in east central Ohio.



Owner Denny Beltrondo and employee Tina Gasbarre.

# Become a certified KENO Expert

**You work hard at what you do.** So why not become a certified Keno Expert?

This summer, the Ohio Lottery is launching a Keno Expert microsite, providing various incentives to help your employees learn the rules of the game. The Keno Expert microsite is an online tool that can be accessed using a smartphone or computer. It's set to go live in July.

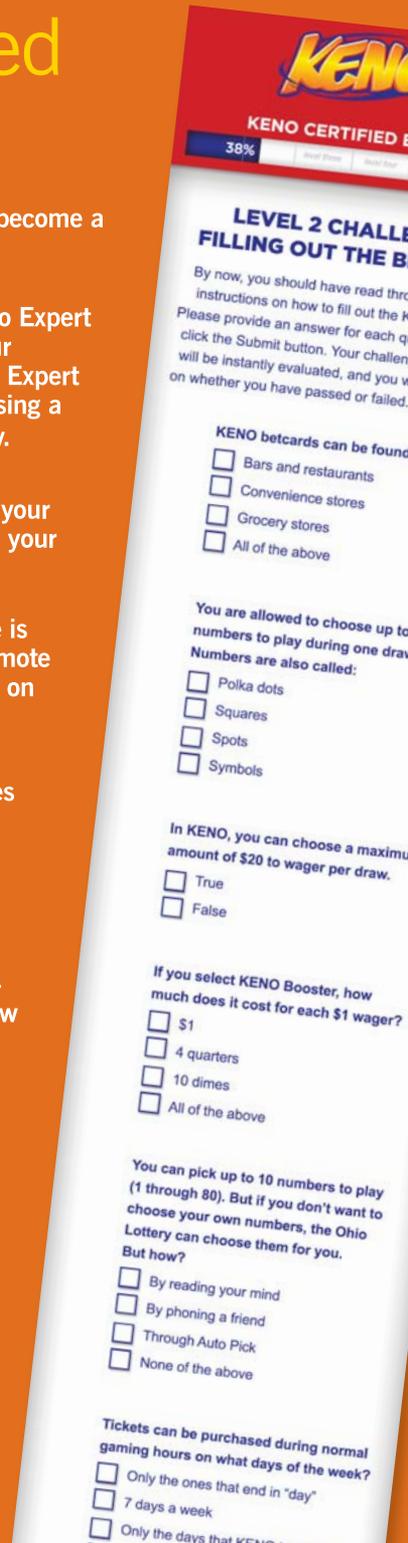
**Look at it this way.** It's a helpful guide to arm your employees with the knowledge they need to serve your customers and keep them coming back to play.

There are five levels, which explain how the game is played and what you and your staff can do to promote it. Once all levels are completed, participants are on their way to becoming certified Keno Experts.

**Certification has its benefits.** Your employees will be more knowledgeable, and they can get an official certificate, a custom tee shirt, fun Lottery items, tips on upcoming promotions and more.

**Time to get started.** Your Lottery sales representative will deliver fun, eye-catching point-of-sale materials that let your employees know how to access the microsite.

Look for more information in an upcoming *Ticket Seller* and on the retailer portion of our website: [www.ohiolottery.com](http://www.ohiolottery.com).



# Countdown Games

## Top Sellers

### \$1 Gems\*

Danny's Place, Greenville *grp 29*  
MVP Sports Grill, Toledo *grp 15*  
Clubhouse, Kent *grp 63*  
Firehouse Grille & Pub, Akron *grp 64*  
Colebrook Lounge, Orwell *grp 83*  
Fiebich Post # 397 American Legion, Vermilion *grp 78*  
Breakaway Lounge, Columbus *grp 45*  
United Polish Club, Elyria *grp 77*  
Anchor Inn, Toledo *grp 13*  
American Slovak Club, Lorain *grp 78*  
Buddy's Place, Columbus *grp 55*

Time Out Tavern, Lorain *grp 78*  
Donerick's Pub, Dublin *grp 54*  
The Skybox Sports Bar, Lewis Center *grp 43*  
C Mulligan's Pub, North Ridgeville *grp 82*  
Cobblestone Tavern, Fairfield *grp 31*  
Stubby's Pub & Grub, Elyria *grp 77*  
Angilo's Pizza, Cincinnati *grp 35*  
Bracken's Pub, Urbana *grp 29*  
Memphis Smokehouse, Brooklyn *grp 05*

### \$1 Classic Spins\*

Firehouse Grille & Pub, Akron *grp 64*  
Clubhouse, Kent *grp 63*  
MVP Sports Grill, Toledo *grp 15*  
Breakaway Lounge, Columbus *grp 45*  
Donerick's Pub, Dublin *grp 54*  
Colebrook Lounge, Orwell *grp 83*  
Buddy's Place, Columbus *grp 55*  
American Slovak Club, Lorain *grp 78*  
Lu Lus Tap Room, Cincinnati *grp 34*  
Prime Steak and Seafood, Marietta *grp 88*  
Fiebich Post #397 American Legion, Vermilion *grp 78*

Memphis Smokehouse, Brooklyn *grp 05*  
The Firehouse Grill & Pub, Akron *grp 64*  
Square, Akron *grp 64*  
Shag's Tavern, Dayton *grp 24*  
Angilo's Pizza, Cincinnati *grp 35*  
Carol's Speakeasy Lounge, Franklin *grp 41*  
Old Timers Bar & Griddle, Massillon *grp 69*  
Quikky's Bar & Grille, Cleveland *grp 08*  
C Mulligan's Pub, North Ridgeville *grp 82*

### \$2 Three of a Kind\*

Firehouse Grille & Pub, Akron *grp 64*  
Colebrook Lounge, Orwell *grp 83*  
Peddler Lounge, Grove City *grp 49*  
The Firehouse Grill & Pub, Akron *grp 64*  
MVP Sports Grill, Toledo *grp 15*  
Memphis Smokehouse, Brooklyn *grp 05*  
Donerick's Pub, Dublin *grp 54*  
American Legion Post 3, Findlay *grp 18*  
Clubhouse, Kent *grp 63*  
Cobblestone Tavern, Fairfield *grp 31*  
Brackens Pub, Urbana *grp 29*

After Werk, Cincinnati *grp 36*  
Time Out Tavern, Lorain *grp 78*  
Shag's Tavern, Dayton *grp 24*  
Prime Steak and Seafood, Marietta *grp 88*  
Fiebich Post #397 American Legion, Vermilion *grp 78*  
Back Stage Bar, Cleveland *grp 10*  
Hideaway, Findlay *grp 18*  
The Bunker Bar, Holland *grp 14*  
VFW #5645, Findlay *grp 18*

\*From inception, Jan. 12, 2014 to May 9, 2014.

# Big Winners!

January to April 2014 *KENO winners of \$5,000 and up*

1/11/14	\$8,200	Mark Hardy, Columbus	Front Row Sports Bar, Columbus
1/11/14	\$7,240	Thomas Russell, Milford	By Golly's, Milford
1/17/14	\$5,000	Lewis Hutchison, Cortland	The Lake Tavern, Cortland
1/18/14	\$10,004	Dena Stein, Cincinnati	Kenny's Sports Bar, Cincinnati
1/31/14	\$5,760	Joanne Smalley, Ashland	Evergreen Tavern, Ashland
2/11/14	\$5,000	James Heckman Jr, Willowick	Play A Way Lounge, Wickliffe
2/15/14	\$20,000	Lauren Hinton, West Chester	Putters Tavern & Grill, Liberty Twp
2/15/14	\$10,000	Dana Hoghe, Cecil	Vagabond Village, Cecil
2/20/14	\$5,505	Donald Kilbane, Lakewood	Avenue Tap House, Lakewood
2/21/14	\$6,002	Alissa Taglione, Columbus	Woody's Sports Club, Columbus
2/22/14	\$10,000	Scott Schneider, Olmsted Falls	Razzles/Rockers Cafe, Olmsted Twp
2/22/14	\$6,033	Paul Ondecker, Akron	Park Place Pub, Akron
2/22/14	\$10,000	Anne Skeens, Cincinnati	Tap House Grill, Cincinnati
2/23/14	\$5,000	David Ford, North Royalton	Barking Bullfrog, Strongsville



Laura joined her husband to play keno at Leghorn's of Athens. She won \$1784.



George of Little Hocking hit for \$16,400 on Keno, on the first spring day of the year!



Lauren won \$20,000 playing Keno.

2/24/14	\$16,016	Renee Hart, Sandusky	Cedar Downs, Sandusky
3/3/14	\$10,000	Wayne Dickerson, Blissfield	The Roadhouse, Swanton
3/4/14	\$11,000	Michael Murray, Kings Mills	Century Inn, Cincinnati
3/5/14	\$5,510	Frederick Hayes, Dayton	Bargos Grill & Tap, Dayton
3/5/14	\$10,000	Barbara Dangelo, Napoleon	FOE #372, Defiance
3/9/14	\$8,292	Carole Quinlan, Youngstown	The Lanai, Boardman
3/21/14	\$8,216	Barbara Skinner, Belpre	Station Lounge, Belpre
3/23/14	\$5,000	Thomas Brinkman, Oregon	Quarter's Bar & Grill, Perrysburg
3/25/14	\$5,000	John Lema, Hamilton	Cobblestone Tavern, Fairfield
3/26/14	\$5,000	Edward Salder II, Grove City	Memories Food & Spirits, Grove City
3/27/14	\$5,002	Jeffrey Cappel, Cincinnati	Fricker's #107, Cincinnati
3/27/14	\$10,000	Rick Delong, Cincinnati	Vince's Other Place, Cincinnati
4/1/14	\$10,034	Charles Reese, Cincinnati	Skins Place, Cincinnati
4/3/14	\$5,000	Jermone Walcott, Cleveland	Lopresti Union Club Tavern, Cleveland
4/5/14	\$10,003	Andrew Connell, Columbus Grove	Smoke-E's Bar & Grill, Leipsic
4/7/14	\$8,200	Dennis Nichols, Cincinnati	Blue Goose Sports Cafe, Sharonville
4/8/14	\$10,000	Lillie Gentry, Akron	Bill White's Akron Bowl, Akron
4/8/14	\$5,000	Michael Watson, New Philadelphia	New Phil American Vet Post 1338, New Philadelphia
4/8/14	\$11,000	James Bolinger, Dayton	Stubbies Bar And Grill, Vandalia
4/10/14	\$5,005	Michael Loscocco, Columbus	Paddy Mac's Pub, Columbus
4/11/14	\$5,400	Thomas Boley, Akron	Mickey's In The Valley, Akron
4/12/14	\$5,000	Charles Machamer, Canton	Tim's Tavern, Canton
4/16/14	\$5,500	Brenda Songer, Lorain	Time Out Tavern, Lorain
4/17/14	\$5,000	Gregory Erwin, Orient	Whitehorse Saloon, Grove City

# Best Day Yet

Ohio Lottery retailers sold almost \$1.3 million in *Keno* wagers on Friday, May 2. As of May 17, 2014, it was our retailers' best day yet.

***Thank you for your hard work. Congratulations!***

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The Ohio Lottery is an Equal Opportunity Employer and Service Provider

1-800-686-4208 | [www.ohiolottery.com](http://www.ohiolottery.com)

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