



THE OHIO LOTTERY COMMISSION
MEETING MINUTES
March 11, 2026
IN PERSON/VIA TELECONFERENCE

Members of the Commission

James Brady
Caryn Candisky
Janet Creighton
Nita Gupta
Angela Mingo
Martin Sweeney
Matthew Szollosi

Ohio Lottery Commission Attendance (In-Person & Remote)

Michelle Gillcrist, Director, Office of Executive
Marilyn Berrios, Office of Executive
Charles LoPresti, Chief Legal Counsel, Office of Legal Counsel
Dan Carter, Office of Legal Counsel
Ed Slyman, CFO, Office of Finance
Martin Morrow, Deputy Director, Office of Product Innovation
Tom Ackerman, Deputy Director, Office of Marketing
Danielle Frizzi-Babb, Deputy Director, Office of Communications
Richard Perk, Deputy Director, Office of Sales
Greg Beyer, Deputy Director, Office of Internal Audit
Joan French, Office of Legal Counsel
Ian Litherland, Office of Legal
Jimmie Hicks, Deputy Director, Office of Responsible Gambling
Jon Dillinger, Office of Project Management
Margaret Tomaro, Office of Legal Counsel
Barbara Stoffers, Office of Legal Counsel
Marni Santoro, Office of Legal Counsel
Susan Diamond, Office of Responsible Gambling
Michael Gonzalez, Deputy Director, Office of Data Analytics
Simeonia Mays, Deputy Director, Office of Racino Operations
Marisol Halligan, Office of Product Innovation
Kenneth Dauenhauer, Office of Marketing
Percy Turner, Deputy Director, Office of General Services
Scott Basom, Office of Investigations & Security
Valerie Murphy, Office of Internal Audit
Terri Jones, Office of Marketing
Sandrell Wheeler, Office of Investigations & Security
Richard Kline, Office of Sales
Carla Reeves, Office of General Services
Tom Spayd, Office of Racino Operations

Alexander Snyder, Office of Project Management
Raymond Durant, Deputy Director, Office of Investigations & Security
Angela McCracken, Office of Sales
Brent Collier, Office of Internal Audit
Samantha Crites, Office of Internal Audit
Rod Tyree, Office of Investigations & Security

Additional Attendees

George Balajan, Intralot
Carla Kuchta, Intralot
Kathleen Lenhardt, Penn Entertainment
Mark Basedow, Lotto.com Inc
Rachel Susany, Ice Miller
John Oberle, Ice Miller
Sam Porter, Ice Miller
Ed Dick, Jack Entertainment
Scott Chapin, Marcus Thomas
Rachel Viets, Hart
Sarah Faust, Dickinson-Wright
Matthew Becker, Penn Entertainment
Tim Kelley, Penn Entertainment
Gina Lawwill, Miami Valley Gaming
Spenser Hickey, Hannah News
Debbie Pirone, Marcus Thomas
Emily Venditti, Marcus Thomas
Alissa Naylor, Bet MGM
Elizabeth Abate, Marcus Thomas
Joseph Schmansky, Ohio Attorney General
Brett Hammer, MGM Northfield Park
Samantha Alonso, MGM Northfield

Call to Order and Pledge of Allegiance

Vice Chairman, James Brady, called the meeting of the Ohio Lottery Commission to order at 12:02 p.m.

Approval of Meeting Minutes

Commissioner Sweeney moved to approve the February 11, 2026, meeting minutes. The motion was seconded by Commissioner Creighton. The motion was affirmatively voted upon by the other Commissioners present.

Approval of four (4) Scratch-Off Games in Proposed and Final Form

Martin Morrow, Deputy Director of Product Innovation, presented four Scratch-Off games in Proposed and Final Form.

- Lottery Operating Procedure 1094: *Crazy Cash (\$1.00)*
- Lottery Operating Procedure 1095: *Magic 8 Ball (\$2.00)*
- Lottery Operating Procedure 1096: *5 Times Lucky (\$5.00)*
- Lottery Operating Procedure 1097: *Gold Rush (\$10.00)*

Vice Chair Brady moved to approve four (4) Scratch-Off games in Proposed and Final Form, with Commissioner Gupta offering a second to the motion. The motion was affirmatively voted upon by the other Commissioners present.

Resolution to Approve forty-four (44) new Video Lottery Terminal (VLT) Game Themes

Charles LoPresti, Chief Legal Counsel, presented a Resolution to approve forty-four (44) VLT game themes.

Vice Chair Brady moved to approve the Resolution with forty-four (44) VLT game themes with Commissioner Candisky offering a second to the Motion and the Motion was approved by all Commissioners present.

Office of Finance Report

Chief Fiscal Officer, Ed Slyman, provided the financial update for the month of February. The traditional lottery games sales for the month of February totaled \$331.2 million, down \$4.2 million or -1.2% compared to last February. Mr. Slyman noted that the sales came in at \$15.8 million below forecast, a shortfall of 4.5%. Daily Draw games generated \$57.4 million, down -0.8% year-over-year.

Mr. Slyman reported that Multistate Games totaled \$21 million in sales, up \$2.6 million or 13.8%. Quick Play sales were \$13.7 million, up \$1.8 million or 15.3% compared to last year. Monitor game sales, which include Keno & Lucky One, were \$52.3 million, down \$2.8 million, or -5.2%. Mr. Slyman noted that the decline is largely due to last year's Super Bowl Double Booster promotion, which boosted prior-year results.

Scratch-Off game sales in February totaled \$181.7 million, down \$5.4 million or -2.9% compared to last year. Breaking that down by price point, the \$10 price point led with \$42.5 million in sales, representing 23.4% of total scratch-off sales. The \$20 games followed with \$38.1 million, accounting for 21% of sales, and the \$5 games sold the highest number of tickets at 5.8 million, which made up 25.6% of all tickets sold for the month.

Total prize expense for the month of February was \$218.9 million, which is 66.1% of sales, slightly below average. Mr. Slyman noted that Scratch-Off Prize expense was 72.8% of sales, also below what was expected. Video Lottery Terminal Revenue for the month of February totaled \$117.5 million, with \$77.7 million paid to racinos and \$39.3 million retained by the lottery. This amount was \$3.9 million more than forecasted. Year-to-Date, VLT revenue is up \$42.7 million, or 4.7% compared to last year.

Lastly, CFO Slyman reported that operating expenses for the month of February were \$16.1 million, nearly 15% below forecast.

Director's Update

Director, Michelle Gillcrisp, reported that the lottery's transfer to the Lottery Profit's Education Fund (LPEF) for the month of February was \$116.2 million. Director Gillcrisp noted that this was \$3.9 million more than the budgeted commitment for the month, it was still \$5.4 million higher than last February. Year-to-Date, the lottery has transferred \$1.04 billion to the LPEF, which is \$42.3 million above the lottery's commitment and \$51.3 million ahead of last year.

Director Gillcrisp, along with the Commissioners and staff, recognized William Kautz and Gary Lawton, both lottery sales representatives, for their long tenures and upcoming retirements on April 1, 2026, noting their years of service in the Cincinnati and Canton sales regions.

Director Gillcrisp informed the commission that several lottery staff members, including CFO Ed Slyman and customer-facing teams, participated in a customer service training program led by Dale Carnegie for a two-day session. This training provided valuable insights into strengthening customer engagement and service excellence.

Director Gillcrist noted that the goal was to invigorate, hone-in on customer service skills and learn best practices whether interacting on the phone, web, or in-person interactions to provide a positive customer experience. This training is another way to refresh skills and practices as customer expectations evolve.

Lastly, As March is Responsible Gambling Awareness month, Director Gillcrist invited Jimmy Hicks, Deputy Director of Responsible Gambling, to present on the new Ohio Lottery campaign, *Well Played Ohio*.

ADJOURNMENT

With no further business before the Ohio Lottery Commission, Vice Chair Brady informed the Commissioners that the next meeting will be held on April 8, 2026, at 12:00 p.m. via teleconferencing and in person. The meeting was adjourned at approximately 12:40 p.m.

Respectfully Submitted,



Michelle Gillcrist
Director



p.p. James Brady

Matthew Blair
Commission Chair