



THE OHIO LOTTERY COMMISSION
MEETING MINUTES
October 8, 2025
IN PERSON/VIA TELECONFERENCE

Members of the Commission

Matthew Blair, Chairman
James Brady
Nita Gupta
Angela Mingo
Martin Sweeney
Caryn Candisky
Janet Weir Creighton

Ohio Lottery Commission Attendance (In-Person & Remote)

Michelle Gillcrist, Director, Office of Executive
Nicole Kostura, Assistant Director, Office of Executive
Marilyn Berrios, Office of Executive
Nicholas Ciofani, Deputy Director, Office of Government & Community Relations
Dan Carter, Acting Chief Legal Counsel, Office of Legal Counsel
Danielle Frizzi-Babb, Deputy Director, Office of Communications
Tom Ackerman, Deputy Director, Office of Marketing
Marni Santoro, Office of Legal Counsel
Richard Perk, Deputy Director, Office of Sales
Ed Slyman, Deputy Director, Office of Finance
Jimmie Hicks, Deputy Director, Responsible Gambling
Sue Diamond, Office of Responsible Gambling
Joan French, Office of Legal Counsel
Ian Litherland, Office of Legal Counsel
Margaret Tomaro, Office of Legal Counsel
Pam Strickland, Office of Product Innovation
Simeonia Mays, Deputy Director, Office of Racino Operations
Jon Dillinger, Office of Sports Gaming
Tom Spayd, Office of Racino Operations
Kenneth Dauenhauer, Office of Marketing
Rebecca McLemore, Office of Marketing
Azra Gusic, Office of General Services
Alexander Snyder, Office of Sports Gaming
Percy Turner, Deputy Director, Office of General Services
Richard Kline, Office of Sales
Molly Fanta, Office of Marketing
Valerie Murphy, Office of Internal Audit
Prescilla Benavides, Office of Sales
Angela Brdar, Office of Sales
Samantha Crites, Office of Internal Audit

Carla Reeves, Office of General Services
Marie Kilbane-Seckers, Office of Communications
Angela McCracken, Office of Sales
Michael Gonzalez, Chief Data Officer, Office of Data Analytics
Brent Collier, Office of Internal Audit
Sharisse Russell, Office of Racino Operations
Ricky Neal, Office of Racino Operations
Crystal Angersola, Office of Communications

Additional Attendees

Ed Dick, Jack Entertainment
Jess Panora, BetMGM
Debbie Pirone, Marcus Thomas
Scott Chapin, Marcus Thomas
Sarah O'Driscoll, Fahlgren
Gina Lawwill, Miami Valley Gaming
Zak Hart, Hart Inc.
Samantha Alonso, MGM Northfield Park
Joseph Schmansky, AGO
Mark Basedow, Lotto.com Inc
Matthew Becker, Penn Entertainment
Rachel Viets, Hart Inc.
Chris Volle, Jack Entertainment
Carly Ringlespaugh, IceMiller
Courtney Wilson, Dickinson-Wright
Kevin Davis, Miami Valley Gaming

Call to Order and Pledge of Allegiance

Chairman Matthew Blair called the meeting of the Ohio Lottery Commission to order at 12:00 p.m.

Approval of Meeting Minutes

Commissioner Candisky moved to approve the September 10, 2025, meeting minutes. The motion was seconded by Commissioner Sweeney. The motion was affirmatively voted upon by the other Commissioners present.

Internal Audit Update

Audit Committee Chair Angela Mingo provided an update on the September Audit Committee meeting. Commissioner Mingo stated the items of note included the review and approval of the Fiscal Year 2025 Internal Audit Annual Report, and an overview of the Internal Audit department strategic plan. Notable achievements over the past fiscal year for the Internal Audit team included the completion of twelve (12) audit projects, or 86% of the final audit plan, and verifying that Lottery departments implemented twenty-five issue recommendations over the year. Commissioner Mingo informed the Commissioners that the results of two completed audits were reviewed. First, the Cash Explosion contestant drawings. This audit had four objectives that reviewed internal controls, processes, security and efficiency of the contestant drawings process. Commissioner Mingo was pleased to report

that two of the objectives were well controlled, and two were marked as improvements needed, and no material issues were noted. The second audit, taxes withheld from prizes, had two key objectives. To evaluate the design and effectiveness of controls to determine and distribute taxes withheld from prizes and generating the annual tax forms. Both objectives were noted as improvements needed. Six recommendations were made.

Approval of seven (7) Scratch-Off Games in Proposed and Final Form

Richard Perk, Deputy Director of Sales, presented seven (7) Scratch-Off Games in Proposed and Final Form:

- OLC Operating Procedure 1069: *Set for Life* (\$1.00)
- OLC Operating Procedure 1070: *Set for Life* (\$2.00)
- OLC Operating Procedure 1071: *Set for Life* (\$5.00)
- OLC Operating Procedure 1072: *Set for Life* (\$10.00)
- OLC Operating Procedure 1073: *Set for Life* (\$20.00)
- OLC Operating Procedure 1086: *Special Edition Cash Word* (\$5.00)
- OLC Operating Procedure 1087: *\$25, \$50, or \$250* (\$5.00)

Commissioner Mingo moved to approve seven (7) Scratch-Off Games in Proposed and Final Form, with Commissioner Creighton offering a second to the Motion. The Motion was affirmatively voted upon by the Commissioners present.

Approval of seven (7) OLC Operating Procedures in Proposed Form and Final Form

Daniel Carter, Acting Chief Legal Counsel, presented seven (7) OLC Operating Procedures in Proposed and Final Form:

- OLC Operating Procedure 20: (Pick 3)
- OLC Operating Procedure 23: (Rolling Cash 5™)
- OLC Operating Procedure 25: (Pick 4)
- OLC Operating Procedure 53: (Classic Lotto)
- OLC Operating Procedure 55: (Keno™)
- OLC Operating Procedure 101: (Pick 5)
- OLC Operating Procedure 959: (The Lucky One)

Chairman Blair moved to approve seven (7) OLC Operating Procedures in Proposed and Final Form, with Commissioner Gupta offering a second to the Motion. The Motion was affirmatively voted upon by the Commissioners present.

Approval of twenty-nine (29) Administrative Rules in Final Form

Daniel Carter, Acting Chief Legal Counsel, presented twenty-nine (29) Administrative Rules in Final Form:

New Game Rule – Final Form:

- 3770:1-9-986, Ohio Lottery commission game rule number nine hundred eighty-six - (“JackpotUSA™”)

Administrative Rule Rescissions– Final Form:

- 3770:1-7-10, Ohio lottery commission game number ten
- 3770:1-7-13, Ohio lottery commission game number thirteen
- 3770:1-7-14, Ohio lottery commission game number fourteen
- 3770:1-7-20, Ohio lottery game number twenty (Pick 3)
- 3770:1-7-25, Ohio lottery game number twenty-five (Pick 4)
- 3770:1-7-41, Ohio lottery commission game number forty-one
- 3770:1-7-96 - Ohio lottery commission game number ninety-six
- 3770:1-7-101, Ohio lottery commission game number one hundred one (Pick 5)
- 3770:1-9-23, Ohio lottery commission game number twenty-three (Rolling Cash 5™)
- 3770:1-9-53, Ohio lottery commission game number fifty-three (Pick 5)
- 3770: 1-9-55, Game rule number fifty-five (Keno™)
- 3770:1-9-959, Game rule number nine hundred fifty-nine + Appendix (The Lucky One)
- 3770:1-10-41, Ohio lottery commission game number forty-one
- 3770:1-12-28, Game number twenty-eight

No-Change Administrative Rules – Final Form:

- 3770:2-3-02, Video lottery licenses; application review process
- 3770:2-3-04, Video lottery licenses; denial of license
- 3770:2-3-05, Video lottery licenses; suspension or revocation
- 3770:2-3-06, Video lottery licenses; fines
- 3770:2-3-07, Video lottery licenses; renewal
- 3770:2-3-09, Video lottery licenses; records and audits and inspection of video lottery agent premises
- 3770:2-4-01, Video lottery sales agent employee licensing
- 3770:2-6-01, Video lottery operations, hours of operation and number and type of video lottery terminals
- 3770:2-6-02, Video lottery operations, maintenance and repair of video lottery terminals
- 3770:2-6-03, Video lottery operations, security and surveillance
- 3770:2-6-04, Video lottery operations, transportation, relocation, installation, certification, and storage of video lottery terminals
- 3770:2-6-05, Video lottery operations, advertising and promotion
- 3770:2-7-01, Video lottery game requirements; video lottery game play
- 3770:2-7-02, Video lottery game requirements; video lottery prize payments
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Chairman Blair moved to approve twenty-nine (29) Administrative Rules in Final Form, with Commissioner Brady offering a second to the Motion. The Motion was affirmatively voted upon by the Commissioners present.

Resolution to Approve forty-two (42) new Video Lottery Terminal (VLT) Game Themes

Daniel Carter, Acting Chief Legal Counsel, presented a Resolution to approve forty-two (42) VLT game themes.

Chairman Blair moved to approve the Resolution with forty-two (42) VLT game themes with Commissioner Sweeney 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 a brief overview of the September lottery sales. The total traditional lottery games sales for the month of September totaled \$390.3 million, an increase of \$38.9 million or 11% versus last year, and \$34.3 million or 9.6% higher than forecasted. Daily Draw games generated \$59.8 million, down \$1.3 million or 2.1%.

Mr. Slyman reported that Multistate games sales were \$59.4 million, up \$27.5 million or 116%. This was driven by a large Powerball jackpot won in September. Keno sales were \$60.3 million, up \$10.9 million or 22%, marking five consecutive months of growth. Quick Play Sales were \$12.7 million, up \$0.5 million or 4.3% versus last year. Scratch-Off game sales in September were \$188.8 million, down \$2.3 million or 1.2% lower than last year. The \$10 product line led all price points with \$44.9 million in sales. The \$20 price point followed with \$42.3 million in sales. Self-service terminal sales reached \$50.7 million, a modest \$458,000 increase, or 0.9%, compared to last year. Total prize expense was \$259.2 million or 66.4% of sales, which is normal.

Mr. Slyman noted that for the first three months of the fiscal year, total sales reached \$1.13 billion, an increase of \$65.8 million, or 6.2%, compared to the same time last year. Total draw game sales are up \$67.2 million, or 14%. By category, daily draw games are up \$5.7 million, or 3.1%, Keno is up \$16.5 million, or 11%, Multistate games are up \$45.7 million, 60%, and EZPlay games are up \$0.8 million, or 2.1%. Scratch-off sales are down slightly by \$1.4 million, or 0.2%. VLT revenue for the month of September was \$112.3 million. Of this, \$74.3 million was distributed to the Racinos as commissions earned, and \$37.6 million represented revenue for the Ohio Lottery. YTD, VLT revenue has increased by \$17 million, or 5% compared to the first three months of last year.

Lastly, CFO Slyman reported that the year-to-date operating expenses were \$58.4 million, which is \$3.1 million, or 5% lower compared to the first quarter last year.

Director's Update

Director Michelle Gillcrist reported that the lottery's transfer to the Lottery Profit's Education Fund (LPEF) for the month of September was approximately \$126.3 million and this represents profits from traditional products and VLTs. This is approximately \$9 million more than our budgeted commitment for the month, and \$11.2 million more than last September. Director Gillcrist stated that Fiscal Year-to-Date, profits are \$12.2 million above the budgeted commitment, and \$20.9 million ahead of last year.

Director Gillcrist took a moment to congratulate the lottery's sister agency, the Ohio Turnpike, who recently celebrated their 70th anniversary.

Director Gillcrist provided a summary regarding some changes with the National Problem Gambling number, 1-800-GAMBLER. The National Council on Problem Gambling (NCPG) did not renew its contract with the Council on Compulsive Gambling of New Jersey, which owns the number. The National Council on Problem Gambling has reverted back to their old national number for services, and New Jersey has indicated that they will continue to operate the 1-800-GAMBLER number. Director Gillcrist informed the Commission that the Ohio Lottery has its own helpline that was used in the past and that it is supported by the Lottery, partner agencies, and organizations. The Lottery has reverted back to advertising the Ohio Problem Gambling Helpline, 1-800-589-9966, and has instructed the entities it regulates to do the same.

Director Gillcrist asked Danielle Frizzi-Babb, Deputy Director of Communications, to introduce a new employee. Crystal Angersola was introduced as the new Winner Content Coordinator for the Communications department.

Lastly, Director Gillcrist invited the Deputy Director of Marketing, Tom Ackerman, and Ken Dauenhaur to provide an overview of the Holiday Scratch-Off tickets.

ADJOURNMENT

With no further business before the Ohio Lottery Commission, Chairman Blair informed Commissioners that the next meeting will be held on November 12, 2025, at 12:00 p.m. via teleconferencing and in person. The meeting was adjourned at approximately 12:50 p.m.

Respectfully Submitted,

A handwritten signature in blue ink, appearing to be 'MG' with a long, sweeping horizontal line extending to the right.

Michelle Gillcrist
Director

A handwritten signature in blue ink, appearing to be 'Matt Blair' in a cursive style.

Matthew Blair
Commission Chair