



THE OHIO LOTTERY COMMISSION

MEETING MINUTES

MARCH 10, 2021

VIA TELECONFERENCE

Members of the Commission

Matthew Blair, Chairman
James Brady, Vice Chairman
Nita Gupta
Jonathan Hughes
Angela M. Mingo
Mark Rickel
Martin Sweeney
Matthew Szollosi

Featured Guest

Lori Criss, Executive Director Ohio Department of Mental Health & Addiction Services

Director and Staff of the Ohio Lottery Commission

Pat McDonald, Executive Director
Sean Webster, Assistant Director, Operations and Administration
Nicole Kostura, Assistant Director, Sales and Marketing
Nick Stadler, Executive Assistant to the Director
Michael Gonzalez, Deputy Director, Office of Product Innovation
Charles LoPresti, Chief Legal Counsel, Office of Legal Counsel
Greg Bowers, Deputy Director, Office of Finance
Terri Jones, Administrative Assistant, Executive Office
Ron Fornaro, Instant Ticket Product Manager, Office of Sales
Danielle Frizzi Babb, Deputy Director, Office of Communications
Connie Miller, Deputy Director, Office of Operations
Karen Russo, Deputy Director, Office of Responsible Gambling
Dan Carter, Deputy Director, Office of Legal Counsel
Nick Ciofani, Deputy Director, Office of Government & Community Affairs
Marty Morrow, Deputy Director, Office of Sales

Rick Perk, Deputy Director, Office of Sales
Sandy Lesko-Sabbath, Deputy Director, Office of Marketing
Michael Black, Deputy Director, Office of Security
Jon Dillinger, Deputy Director, Office of General Services
Marie Kilbane Seckers, Communications
Carla Reeves, Internal Audit
Thomas Spayd, VLT Management

Additional Attendees

Kevin Davis, Hollywood Gaming at Dayton Raceway
Jim Nash, Marcus Thomas, LLP
John Walker, Eldorado Scioto Downs
Sarah O'Driscoll, Fahlgren Mortine
Sam Porter, IceMiller, LLC
Matthew Block, Scientific Games
Dennis Karras, Intralot US
Elizabeth Abate, Marcus Thomas LLC
Stacey Frohnafel-Hasson, Ohio Department of Mental Health & Addiction Services
William Kautz, Scientific Games
Rob Swedinovich, Miami Valley Gaming and Racing
Scott Shaffer, JACK Entertainment

Caller did not identify his/herself from the following numbers

216-470-8333
440-752-9855

CALL TO ORDER

Chairman Blair called the meeting of the Ohio Lottery Commission to order at 12:00 p.m. The meeting was held via teleconferencing due to COVID-19 (coronavirus).

ROLL CALL

The following members of the Commission answered present to Roll Call: Matthew Blair, James Brady, Nita Gupta, Jonathan Hughes, Angela Mingo, Mark Rickel, Martin Sweeney, and Matthew Szollosi.

APPROVAL OF MINUTES OF FEBRUARY 10, 2021

Chairman Blair presented to the Commission for approval the minutes from the February 10, 2021 meeting. Commissioner Sweeney made a Motion to approve the minutes, seconded by Commissioner Mingo. The Motion was affirmatively voted upon by all Commissioners present.

INTRODUCTION OF LORI CRISS – DIRECTOR OF OHIO DEPARTMENT OF MENTAL HEALTH & ADDICTION SERVICES

Director Criss discussed with the Commission the Ohio Department of Mental Health & Addition Services partnership with the Lottery, available resources, and progress of problem gambling services in the State of Ohio.

APPROVAL OF FOUR (4) SCRATCH OFF GAMES IN PROPOSED FORM

Charles Lopresti, Chief Legal Counsel presented before the Commission four (4) Scratch Off Game Rules in Proposed Form.

- ✦ Rule 3770:1-9-662, Beginner's Luck (\$1.00)
- ✦ Rule 3770:1-9-663, Rock Paper Scissors (\$5.00)
- ✦ Rule 3770: 1-9-664, Cash Multiplier (\$5.00)
- ✦ Rule 3770:1-9-665, Moneybag Multiplier (\$10.00)

Commissioner Blair moved to approve the Rules as presented in Proposed Form, with Commissioner Gupta offering a second to the Motion. The Motion was affirmatively voted upon by the eight Commissioners present.

APPROVAL OF THREE (3) SCRATCH OFF GAMES IN FINAL FORM

Charles Lopresti, Chief Legal Counsel presented before the Commission Three (3) Scratch Off Game Rules in Final Form.

- ✦ Rule 3770:1-9-658, Bingo! (\$1.00)
- ✦ Rule 3770:1-9-659, Hit the Jackpot (\$20.00)
- ✦ Rule 3770:1-9-661, White Ice (\$2.00)

Commissioner Blair moved to approve the Rules as presented in Final Form, with Commissioner Brady offering a second to the Motion. The Motion was affirmatively voted upon by the eight Commissioners present.

APPROVAL OF AMENDMENT TO ADMINISTRATIVE RULE IN FINAL FORM

- ✦ Rule 3770:1-9-954, Lucky for Life (\$2.00)

Commissioner Blair moved to approve the Amendment to Administrative Rule in Final Form, with Commissioner Szollosi offering a second to the Motion. The Motion was affirmatively voted upon by the eight Commissioners present.

MANDATORY RULE REVIEW PURSUANT TO CHAPTER 119 IN FINAL FORM-ADMENDMENT

Chief Legal Counsel Charles LoPresti presented in Final Form one administrative rule. under Mandatory Rules Review Pursuant to Chapter 119.

- ✦ Rule 3770:4-02, Issuance of licenses: products and equipment

Commissioner Blair moved to approve the Rule, with Commissioner Rickel 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

Chief Legal Counsel Charles LoPresti presented a resolution to approve one game theme, *Cornhole Jackpot*.

Commissioner Blair moved to approve the Resolution, with Commissioner Mingo offering a second to the Motion. The Motion was affirmatively voted upon by the Commissioners present.

RESOLUTION TO APPROVE VIDEO LOTTERY GAME THEMES

Charles LoPresti, Chief Legal Counsel, presented a Resolution to approve thirty-three (33) Video Lottery Game Themes.

Commissioner Blair moved to approve the Resolution, with Commissioner Hughes offering a second to the Motion. The Motion was affirmatively voted upon by the Commissioners present.

FINANCIAL REPORT

Finance Deputy Director Greg Bowers provided to the Commissioners a financial update for the month of February 2021.

- Total sales from Traditional Lottery products equaled \$318.3 million which is \$33.5 million or 11.8% more than sales last February.
- Scratch off game sales were \$168.8 million, setting a record for the month of February and \$21.0 million or 14.2 % higher than last February.
- Scratch off game sales thus far through the first 8 months are up \$313.5 M or 27% over the same time period last year.
- Sales from number's games (P3, P4, P5) were up \$7 million more than last February or 12.6%.
- Sales for Keno and Lucky One were \$48.8 million for the month, up \$4.9 million or almost 11% over last February.

- Gross Gaming Revenue at the seven racinos equaled \$91 million, down slightly against last year by 4.7%
- Profit for the month of February was \$102.9 million, Which is \$5.8 million more than last year.
- Total profits generated for the LPEF were \$871.1 million or \$75.5 million higher than our budget.

NEW BUSINESS/EXECUTIVE DIRECTOR'S COMMENTS

Executive Director McDonald gave an update to the Commissioners about his testimony in front of the House Primary and Secondary Education Subcommittee for the upcoming biennium budget. The Lottery budget request calls for \$388.3 million in fiscal year 2022 and \$402 million in fiscal year 2023. This will result in projected transfers to the Lottery Profits Education Fund of \$1.23 billion in fiscal year 2022 and \$1.26 billion in fiscal year 2023.

Director McDonald also discussed the Lottery racino operations. On February 11, 2021 the racinos returned to 24/7 operations following the lift of the Governor's curfew. While year to date revenue prior to the curfew was up by about 3.5% it's now trailing last year's pace by approximately 4%. Belterra Park racino in Cincinnati had to temporarily suspend gaming operations for nearly four days last week due to flooding from the Ohio River.

Our profit transfer for the month of February was \$4 million more than our original estimate, and \$5.8 million more than last year.

The month of March is Problem Gambling Awareness Month, and the Lottery has been hard at work on multiple initiatives. The Director then introduced Karen Russo, Director of Responsible Gambling to give some additional remarks. Ms. Russo provided an overview of the upcoming Responsible Gambling Conference and highlighted that Commissioner Hughes would be a guest speaker.

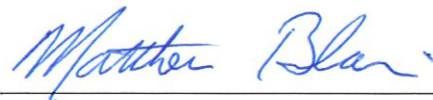
ADJOURNMENT

With no further business before the Ohio Lottery Commission, Chairman Blair complimented the Lottery staff on doing an incredible job. Commissioner Blair informed Commissioners that the next meeting will be held on Wednesday, April 14, 2021 at 12:00 p.m. via teleconferencing.

Respectfully Submitted,



Pat McDonald, Executive Director



Matthew Blair, Commission Chair