



THE OHIO LOTTERY COMMISSION

MEETING MINUTES

NOVEMBER 10, 2021

IN PERSON / TELECONFERENCE

Members of the Commission

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

Directors 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
Charles LoPresti, Chief Legal Counsel, Office of Legal Counsel
Greg Bowers, Deputy Director, Office of Finance
Terri Jones, Administrative Assistant, Executive Office
Nick Ciofani, Deputy Director, Office of Government & Community Affairs
Karen Russo, Deputy Director, Office of Responsible Gambling
Jon Dillinger, Deputy Director, Office of General Services
Rick Perk, Deputy Director, Office of Sales
Collin Sheehy, Executive Assistant to the Director
Raymond Durant, Deputy Director, Office of Security
Ron Fornaro, Scratch Off Ticket Product Manager, Office of Sales
Marty Morrow, Assistant Deputy Director, Office of Sales
Carla Reeves, Office of Internal Audit
Thomas Spayd, Senior Regulator, Video Lottery Operations
Connie Miller, Deputy Director, Office of Operations
Jason Culek, Policy Staff, Office of Sales

Additional Attendees via phone

Gary DeWitt, Hollywood Gaming at Dayton Raceway
Larry King, IGT
Sam Porter, ICE Miller, LLC

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 and in person by invitation only.

ROLL CALL

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

Commissioner Jonathan Hughes and Commissioner Matthew Szollosi participated remotely through Teams.

APPROVAL OF MINUTES OF OCTOBER 13, 2021

Chairman Blair presented to the Commission for approval the minutes from the October 13, 2021 meeting. Commissioner Rickel made a Motion to Approve the minutes, seconded by Commissioner Mingo. The Motion was affirmatively voted upon by the six Commissioners present in person.

APPROVAL OF FIVE (5) SCRATCH-OFF GAMES IN PROPOSED FORM

Ron Fornaro, Scratch-Off Product Manager presented Five (5) Scratch-Off Game in Proposed Form.

- ✦ Rule 3770:1-9-706, Triple Dough (\$1.00)
- ✦ Rule 3770:1-9-707, Red, White and Blue Cash (\$2.00)
- ✦ Rule 3770:1-9-708, whole Lotta \$500s (\$500)
- ✦ Rule 3770:1-9-709, Slots of Fun (\$10.00)
- ✦ Rule 3770:1-9-710, \$2,000,000 Jackpot Multiplier (\$20.00)

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

APPROVAL OF ONE (1) SCRATCH OFF GAME IN FINAL FORM

Charles LoPresti, Chief Legal Counsel presented One (1) Scratch-Off Game in Final Form.

- ✦ Rule 3770:1-9-705, Cash Explosion® 35th Anniversary (\$2.00)

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

APPROVAL OF FIVE (5) SCRATCH-OFF GAMES IN FINAL FORM

Mr. LoPresti presented before the Commission Five (5) Scratch-Off Games in Final Form.

- ✦ Rule 3770:1-9-696, Monopoly™ 200X (\$30.00)
- ✦ Rule 3770:1-9-700, Monopoly™ \$50 A Day For Life! * (\$1.00)
- ✦ Rule 3770:1-9-701, Monopoly™ \$1,000 A Week For Life! * (\$2.00)
- ✦ Rule 3770:1-9-702, Monopoly™ \$10,000 A Month For Life! * (\$5.00)
- ✦ Rule 3770:1-9-703, Monopoly™ \$250,000 A Year For Life! * (\$10.00)

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

RESOLUTION TO APPROVE TWO (2) TOUCH & WIN EZPLAY® TAP GAME THEMES

Mr. LoPresti presented before the Commission Two (2) Touch & Win EZPLAY® Tap Game Themes.

- ✦ *Money Tree Jackpot* (January TAP game)
- ✦ *Golden Ring Keno* (February Touch and Win)

Commissioner Blair moved to approve the Touch & Win EZPLAY® Tap Game Themes, with Commissioner Sweeney offering a second to the Motion. The Motion was affirmatively voted upon by the six Commissioners present.

RESOLUTION TO APPROVE VIDEO LOTTERY GAME THEMES

Mr. LoPresti presented a Resolution to approve 31 New Video Lottery Game Themes.

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

FINANCIAL REPORT

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

- Total sales from Traditional Lottery products equaled \$354.0 million, which was \$23.1 million, or 7.0% more than the sales generated last October.

- Fiscal Year-to-Date LPEF transfer is approximately \$500 million which is \$49.4 million ahead of the budget.
- Sales for Powerball were \$16.6 million, up \$10.0 million over last year, or 152.8%.
- Keno continues to outpace results from last year, generating \$50.6 million in sales, which is 2nd consecutive month grew a healthy 10.5%. This is also an all-time record for sales generated in the month of October.
- Classic Lotto sales were nearly \$3.0 million, up 30.7 % over last year.
- Scratch-off sales were up \$6.7 million or 3.8% and was the most sales recorded for the month of October.

NEW BUSINESS/EXECUTIVE DIRECTOR'S COMMENTS

Director McDonald informed the Commissioners the holiday scratch-offs were released on October 12th. The first three weeks of sales were 9.6% ahead of 2020 holiday ticket sales. The Director thanked the lottery regional sales team who continue to help our retailers spruce up their displays, increase ticket distribution and game penetration. The Lottery transferred nearly \$116 million to the Lottery Profits Education Fund, which is roughly \$18.8 million higher than last year. This means our Fiscal Year-to-Date LPEF transfer is approximately \$500 million which is \$49.4 million ahead of our budget.

Our seven Racinos had a very strong month in October. Total revenue of \$37 million was five percent ahead of the previous month, and year-to-date revenues are ahead of last year's pace by almost \$25 million or 20%.

The Director informed the Commissioners about the Ohio *Vax to School* Program. The COVID-19 vaccine for children ages 5-11 has been approved by the Ohio Department of Health allowing us to expand the eligibility to them. Since the approval November 3, we have received over 2,300 submissions for the 5-11 age group. Overall registration numbers for the 12-25 age group exceeds 95,000 as of this morning.

The State of Ohio has initiated a State Employee Vaccination Incentive. On October 15th the Lottery hit the 65% vaccination rate earning all vaccinated staff a \$300 bonus. If the Lottery hits 85% by November 15th, then each employee will receive an additional \$600. We were at 79% as of November 7th. A motivational video featuring personal testimonials from several Lottery employees was shared by the Director.

Director McDonald thanked the commissioners and Lottery staff for their contributions to the Combined Charitable Campaign. We have once again surpassed our donation goal! A grand total of over \$46,000 was raised.

Two months ago, the North American Association of State and Provincial Lotteries, or NASPL, held their annual conference and awards ceremony. The Ohio Lottery is the first lottery to receive the rating of "exceeds standards" for the "Sustaining Level", which is the highest standard, of the NASPL and the National Council on Problem Gambling Responsible Gambling Verification

Program. Director McDonald introduced the Deputy Director of Responsible Gambling Karen Russo who presented to the commission an overview of the Responsible Gambling Department.

ADJOURNMENT

With no further business before the Ohio Lottery Commission, Commissioner Blair informed Commissioners that the next meeting will be held on Wednesday, December 8, 2021 at 12:00 p.m. via teleconferencing and in person by invitation.

Respectfully Submitted,

A handwritten signature in blue ink that reads "Pat McDonald". The signature is written in a cursive style with a large initial "P".

Pat McDonald, Executive Director

A handwritten signature in blue ink that reads "Matthew Blair". The signature is written in a cursive style with a large initial "M".

Matthew Blair, Commission Chair