



THE OHIO LOTTERY COMMISSION

MEETING MINUTES

DECEMBER 8, 2021

IN PERSON / TELECONFERENCE

Members of the Commission

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

Director and Staff of the Ohio Lottery Commission

Pat McDonald, Executive Director  
Sean Webster, Assistant Director, Operations and Administration  
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  
Rick Perk, Deputy Director, Office of Sales  
Collin Sheehy, Executive Assistant to the Director  
Ron Fornaro, Scratch Off Ticket Product Manager, Office of Product Development  
Marty Marrow, Deputy Director, Office of Sales  
Greg Beyer, Deputy Director, Office of Internal Audit  
Tom Spayd, Senior Video Lottery Regulator, Office of Video Lottery  
Simeonia Mays, Deputy Director, Office of Video Lottery  
Danielle Frizzi Babb, Deputy Director, Office of Communications  
Scott Frost, Video Lottery Regulator, Office of Video Lottery

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

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

Charles LoPresti, Chief Legal Counselor presented before the Commission five (5) Scratch-Off Game Rules in Final 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 (\$5.00)*
- ✦ 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 Final Form, with Commissioner Rickel offering a second to the Motion. The Motion was affirmatively voted upon by the seven Commissioners present.

#### RESOLUTION TO APPROVE VIDEO LOTTERY GAME THEMES

Chief Counsel Charles LoPresti presented a Resolution to approve 34 New 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 seven Commissioners present.

#### FINANCIAL REPORT

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

- Total sales from Traditional Lottery products equaled \$339.6 million, which was 9.3% more than the sales generated last November.
- Gross Revenue from VLTs equaled \$100.7 million, the Lottery share of revenue was \$33.7 million, after considering operating costs, net profit equaled \$32.8 million, which was 37% more than last year.
- Prize Expenses for all games equaled 63.2 % of sales, which was slightly less than expected.

## NEW BUSINESS/EXECUTIVE DIRECTOR'S COMMENTS

Director McDonald informed the Commissioners that the traditional sales continue to exceed expectations. Total traditional sales surpassed last year's record by \$29 million. This was achieved with the strong performance of our scratch-off tickets and draw based games. Scratch-offs surpassed last year's record by nearly \$20 million and Keno broke the record set in 2019 by over \$6 million in sales!

The Lottery transferred nearly \$114 million to the LPEF, which was roughly \$14.6 million higher than last year. This means our Fiscal Year-to-Date LPEF transfer is nearly \$64 million ahead of our budgeted commitment.

The Ohio Vax-2-School Program has concluded. The Lottery has assisted the Governor and the Ohio Department of Health in implementing the entry and drawing components. The program had 178,000 entries. \$2 million in scholarships were awarded to 155 lucky Ohioans. The Director shared a video with the Commissioners.

Director McDonald reported that the holiday scratch-offs games have hit record numbers, with sales in excess of \$77 million! This is ahead of last year's pace by 10.5%.

Assistant Director Nicole Kostura updated the Commissioners on the primary holiday advertising campaign to promote holiday scratch-offs as fun, responsible gifts. TV, radio, digital, and social support is running through December 26. This additional exposure for our \$1 to \$20 holiday games should help us achieve record weekly sales. The Office of Marketing will provide a full report on the performance of these programs at the February Commission meeting. That presentation will include recap with sales, spending and participation data.

Assistant Director Sean Webster provided an overview of the racino performance data and an agency strategic planning session that will take place on Dec. 14<sup>th</sup> and 16<sup>th</sup>. Senior staff will be meeting to participate in town planning sessions. These sessions will cover future potential challenges and opportunities to the agency, creating stronger communications in a hybrid work environment, growing the agency's data utilization, and identifying upcoming and future initiatives.

Director McDonald also informed the Commissioners that the quarterly Audit Committee meeting took place on that morning. He thanked Audit Committee Chair Mingo as well as Committee members Szollosi and Sweeney. The Audit Committee will present their report at the January Commission meeting.

Director McDonald introduced Nick Ciofani, Deputy Director, Office of Government Affairs. Mr. Ciofani presented an overview of the Government Affairs Department and his role in the agency. Regional sales teams continue to work with our retailers to aggressively promote our products and our communications and marketing teams who come up with innovative ways to interact with our players.

ADJOURNMENT

With no further business before the Ohio Lottery Commission, Commissioner Blair informed Commissioners that the next meeting will be held on Wednesday, January 12, 2022 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