



THE OHIO LOTTERY COMMISSION

MEETING MINUTES

AUGUST 11, 2021

IN PERSON / TELECONFERENCE

Members of the Commission

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

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  
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 Problem Gambling  
Tom Ackerman, Assistant Marketing Director  
Jon Dillinger, Deputy Director, Office of General Services  
Collin Sheehy, Executive Assistant to the Director

Additional Attendees via phone

216-287-8106	216-774-5657	440-655-9022
216-317-1911	216-787-4238	502-396-9082
216-386-1609	216-998-9773	513-934-7196
216-389-2338	330-360-8165	614-462-1078
216-386-1609	330-505-8703	614-450-1695
216-406-0174	330-360-8165	614-795-3164
216-438-6855	330-505-8703	

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, Jonathan Hughes, Angela Mingo, Mark Rickel, Martin Sweeney, and Matthew Szollosi.

Commission Szollosi and Commissioner Mingo participated via phone and were present for attendance purposes only. They were not permitted to vote.

APPROVAL OF MINUTES OF JULY 14, 2021

Chairman Blair presented to the Commission for approval the minutes from the July 14, 2021 meeting. Commissioner Sweeney made a Motion to Approve the minutes, seconded by Commissioner Gupta. The Motion was affirmatively voted upon by the six Commissioners present in person.

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

Charles LoPresti, Chief Legal Counsel presented before the Commission five (5) Scratch-Off Games Themes in Final Form.

- ✦ Rule 3770:1-9-685, Gnome for The Holidays (\$1.00)
- ✦ Rule 3770:1-9-686, Cash Flurry (\$2.00)
- ✦ Rule 3770:1-9-687, 25X Winter Winnings (\$5.00)
- ✦ Rule 3770:1-9-688, A Very Merry Holiday Countdown (\$10.00)
- ✦ Rule 3770:1-9-689, Deluxe (\$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 six Commissioners present.

APPROVAL OF AMENDED ADMINISTRATIVE RULE DUE TO MANDATORY RULE REVIEW PURSUANT TO CHAPTER 119 IN FINAL FORM AMENDMENT

Mr. LoPresti presented in Final Form an Administrative Rule amended during the Mandatory Rule Review process.

- ✦ Rule 3770:2-4-01, *Video lottery sales agent employee licensing.*

Commissioner Blair moved to approve the Amended Administrative Rule in Final Form with Commissioner Sweeney offering a second to the Motion. The Motion was affirmatively voted upon by the six Commissioners present.

RESOLUTION TO APPROVE ONE (1) TOUCH & WIN EZPLAY TAP GAME THEMES

Mr. LoPresti presented a Resolution to approve one Touch & Win EZPLAY® Tap Game Theme.

- ✦ Castaway Cash

Commissioner Blair moved to approve the Resolution, 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 23 New Video Lottery Game Themes.

Commissioner Brady moved to approve the Resolution, with Commissioner Hughes 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 July 2021.

- Total sales from Traditional Lottery products equaled \$366.9 million which is 5.9% more than sales in July 2020.
- Gross Revenue for VLT's equaled \$120.7 million, which represents the 4<sup>th</sup> highest of all-time, and is the 5<sup>th</sup> straight month the Lottery exceeded \$100 million in GGR.
- Net revenue to the Lottery after operating expenses are considered was \$39.6 million.

- Total Prize expense, expressed as a percentage of sales, was 66.3% which is about normal for the fiscal year.
- For the month of June, we transferred \$119.7million to the LPEF, which is \$24.1 million more than last year.

#### NEW BUSINESS/EXECUTIVE DIRECTOR'S COMMENTS

Director McDonald introduced Assistant Director Nicole Kostura and Assistant Director of Marketing Tom Ackerman. They presented to the Commission an overview of the upcoming Holiday Marketing Campaign.

The Director informed the Commission that based on preliminary data provided by Scientific Games Ohio fared quite well last month. In the scratch-off category, we out-paced the national average by nearly 5%, with particularly strong gains in our \$1, \$2, \$5, and \$10 dollar price points. Ohio is slightly ahead of the US average for overall draw-based game growth. Our monitor game category, which includes Keno and Lucky One, grew at a rate of 12% higher than the national average. Our traditional lottery sales were 24.7% ahead of last year, which is roughly 5% higher than the national average. The Director also discussed the traditional sales for July that set records in nearly every category. Total traditional sales came in nearly 6% higher than sales in July of 2020. The Lottery had 13.6 million winners of approximately \$247 million in prizes for the month of July.

Also, the Lottery had a solid month for VLT revenue. The Lottery collected \$40 million from VLT's in July. The past five months have been the highest on record. The Lottery transferred \$119.7 million to the Lottery Profits Education Fund, which is \$24.1 million higher than last July.

Cash Explosion will be returning to the studio. The audience will be limited to friends and family of contestants. Some of the elements from the play at home version will be incorporated into the studio tapings.

The virtual kickoff event for the Combined Charitable Campaign will kick off on August 25<sup>th</sup>.

Jon Dillinger, Deputy Director of General Services gave an overview of the General Services department. Each Commission meeting moving forward a Deputy Director will give an overview of their department. The Director announced that Nick Stadler will be stepping down as Executive Assistant and Collin Sheehy will be taking his place.

ADJOURNMENT

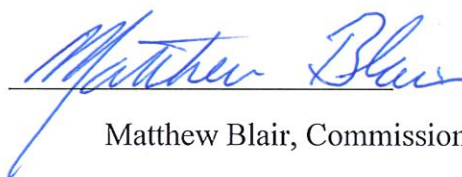
With no further business before the Ohio Lottery Commission, Commissioner Blair informed Commissioners that the next meeting will be held on Wednesday, September 8, 2021 at 12:00 p.m. via teleconferencing and in person by invitation.

Respectfully Submitted,

Handwritten signature of Pat McDonald in blue ink.

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Pat McDonald, Executive Director

Handwritten signature of Matthew Blair in blue ink.

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Matthew Blair, Commission Chair