



THE OHIO LOTTERY COMMISSION
MEETING MINUTES
JUNE 14, 2023
IN PERSON/VIA TELECONFERENCE

Members of the Commission

Matthew Blair, Chairman
James Brady, Vice Chairman (Via teams)
Caryn Candisky
Nita Gupta
Jonathan Hughes
Angela Mingo
Mark Rickel
Martin Sweeney
Matthew Szollosi (Absent)

Ohio Lottery Commission Attendance (In-Person & Remote)

Michelle Gillcrist, Director
Nicole Kostura, Assistant Director
Terri Jones, Office of Executive
Greg Bowers, Deputy Director, Office of Finance
Ron Fornaro, Scratch-Off Ticket Product Manager, Office of Sales
Nick Ciofani, Deputy Director, Office of Government & Community Relations
Jon Dillinger, Sports Gaming Operations Manager
Michael Gonzalez, Deputy Director, Office of Product Innovation
Marie Kilbane Seckers, Office of Communications
Tom Ackerman, Deputy Director, Office of Marketing
Marty Morrow, Office of Sales
Raymond Durant, Deputy Director, Office of Security
Pam Strickland, Office of Sales
Ken Dauenhauer, Office of Marketing
Maureen Hall, Deputy Director, Office of Information Technology
Carla Reeves, Office of Sports Gaming
Meg Rasmussen, Office of Legal Counsel
Elizabeth Alex, Deputy Director Office of Human Resources
Percy Turner, Deputy Director, Office of General Services
Marni Santoro, Office of Legal Counsel
Allison Turner, Office of Marketing
Matthew Clever, Office of VLT Operations
Scott Frost, Office of VLT Operations
Ian Litherland, Office of Sports Gaming
Scott Basom, Office of Security

Daniel Davis, Office of General Services
Joan French, Office of Legal Counsel
Dan Carter, Office of Legal Counsel
Susan Diamond, Office of Responsible Gambling
Jimmie Hicks, Office of Responsible Gaming
Jacqueline Cunningham, Office of Communications
Brent Collier, Office of Internal Audit
Rick Perk, Deputy Director, Office of Sales
Edward Slyman, Office of Finance
Traci Pinkney-Nichols, Office of Finance
Davis Evans, Sales Manager, Region 4
Jaime Garayua, Sales Manager, Region 8
Richard Kline, Sales Manager, Region 1
Marie Kilbane Seekers, Office of Communications
Jeff Jiannuzzi, Sales Manager, Region 2
David Schiavone, Sales Manager, Region 3
Davis Evans, Sales Manager, Region 4
Kent Taylor, Sales Manager, Region 5
Jeffrey Drlik, Sales Manager, Region 7
Brian Patterson, Sales Manager, Region 9
Marty Morrow, Office of Sales
Ricky Neal, Investigator
Sharisse Russell, Office of VLT Operations
Holly Coone, Office of Information Technology

Additional Attendees

Larry King, IGT
Sam Porter, Ice Miller
Kyle Zelman, Scientific Games
Michelle Simon, Scientific Games
David Hyde, Miami Valley Gaming
George Balajan, Intralot US
Matthew Block, Scientific Games
Debbie Pirone, Marcus Thomas, LLC
Andy Ashby, JACK Entertainment
Carla Kuchta, Intralot
Emily Venditte, Marcus Thomas
Glenda Terrell, Marcus Thomas
Jennifer Park, Aftermath
Tim Kelley, PN Gaming
Kevin Davis
Matthew Barrack, MGM
Nora Lawson
Sarah O'Driscoll, Fahlgren Mortine
June Parker
Tara Jones, Intralot
Lisa Powers
Kendal Russo, Scientific Games

Maggie Bauer, Scientific Games
614-512-2947

Call to Order and Pledge of Allegiance

Chairman Blair called the meeting of the Ohio Lottery Commission to order at 12:00 p.m. The meeting was held in-person and via teleconferencing.

Approval of Meeting Minutes

Chairman Blair requested approval of the minutes from the May 10, 2023, commission meeting. Commissioner Rickel made a motion to approve the minutes, seconded by Commissioner Mingo. The motion was affirmatively voted upon by the Commissioners present.

Approval of Six (6) Scratch-Off games in Proposed Form

Ron Fornaro presented Six (6) scratch-off games for approval in Proposed Form

- Rule 3770:1-9-810, Holiday Cash (\$1.00)
- Rule 3770:1-9-811, Gnome for the Holidays (\$2.00)
- Rule 3770:1-9-812, Holiday Lucky Times 10 (\$5.00)
- Rule 3770:1-9-713, The Most Wonderful Time of the Year (\$10.00)
- Rule 3770:1-9-814, Holiday Gold (\$20.00)
- Rule 3770:1-9-815, Merry and Bright (\$30.00)

Chairman Blair moved to approve the Six (6) scratch-off games in Proposed Form, with Commissioner Gupta offering a second to the Motion. The Motion was affirmatively voted upon by the Commissioners present.

Approval of One (1) Scratch-Off game rule in Proposed and Final Form

Ron Fornaro presented One (1) Scratch -Off Game rule Theme in Proposed and Final Form.

- Rule 3770:1-9-806, Wheel of Fortune™ (\$5.00)

Chairman Blair moved to approve the one (1) Scratch-Off game rule, with Commissioner Sweeney offering a second to the Motion. The Motion was affirmatively voted upon by the Commissioners present.

Approve of Three (3) Scratch-Off Game Themes in Final Form

Dan Carter, Acting Chief Legal Counsel, presented Three (3) Scratch-Off Game Themes in Final Form.

- Rule 3770:1-9-804, Spooky Lot (\$1.00)
- Rule 3770:1-9-805, 10X™ The Money (\$2.00)
- Rule 3770:1-9-807, Psychedelic Payout (\$10.00)

Chairman Blair moved to approve the three (3) Scratch-Off Game Themes 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

Acting Chief Legal Counsel Dan Carter presented a Resolution to approve eighteen (18) Video Lottery Terminal (VLT) game themes for inclusion in the video lottery game theme library.

Chairman 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

Office of Finance Deputy Director Greg Bowers provided the Commission with a financial update for the month of May. Total sales from traditional lottery games for the month were \$355.0 million, which was \$3.3 million, or 0.9% higher compared to sales generated last May. Mr. Bowers stated that scratch-off game sales were \$198.7 million, which was \$34.1 million or 1.6% higher than last year. Turning to draw-based games, Mr. Bowers reported that Keno was down 1.9% or \$1.0 million, but the multi-state games were up due to jackpot levels being higher than last May.

Mr. Bowers reported that total sales from traditional lottery products were \$4.1 billion, with one month remaining in the fiscal year. This is \$147.1 million more than last year. He projected that traditional sales may exceed \$4.4 billion by the end of the fiscal year.

Mr. Bowers also informed the Commissioners that Gross Gaming Revenue from VLTs for the month was \$115.3 million. The Lottery's share was \$38.6 million, and after factoring in operating expenses, the Lottery's profit equaled \$150 thousand more than last year.

Lastly, Mr. Bowers reported the prize expense represented 65.0% of traditional sales, which is about the normal expected payout.

Executive Director's Report

Chairman Blair asked Director Michelle Gillcrisp to give the Director's report.

Director Gillcrisp began by acknowledging Greg Bowers for his years of service to the Ohio Lottery as he transitions to his new job with North Carolina Education Lottery.

Director Gillcrisp then gave an update on the state budget process. The Director reported that while there were some provisions that the Senate changed, the Lottery's LPEF commitment remained intact as originally proposed. The Lottery is projecting to transfer \$2.8 billion to education over the next biennium.

Director Gillcrisp also reported that she joined the Lottery marketing department for a meeting and presentation with all three advertising agency partners (Marcus Thomas, LLC., Fahlgren Mortine and Aftermath). The Lottery reviewed current projects, went over goals for FY 2024 and had each firm present on their plans to enhance product support to reach new audiences to drive sales.

Director Gillcrisp informed the commission that in support of promoting tourism in Ohio, the Lottery will be running a promotion on social media throughout the month of June, called the Ohio Lottery "Heart of Adventure". This giveaway highlights the great places to visit throughout Ohio and encourages people to comment about their favorite places. Additionally, the Lottery's website has been updated to highlight all the many Ohio destinations that are part of our players club, MyLotto Rewards and note what festivals and events will be taking place throughout the summer months.

Director Gillcrisp then gave a brief recap of the St. Martin de Porres Student program mentorship program. Four outstanding students participated in the program this year. The program completed with a presentation from the students about their experiences.

Director Gillcrist informed the Commission that the Lottery recently issued a memo to all racinos regarding concerns with incidents of unattended minors and pets in vehicles. There is a proactive approach to the racino staff to look out for these types of occurrences that may occur on the properties.

Director Gillcrist also reported that the Lottery transfers to the Lottery Profits Education Fund for the month of May were \$122.6 million, which was \$4.6 million higher than profits generated last year. Transfers to the LPEF fun through May are up over from last fiscal year by \$62.7 million!

Director Gillcrist concluded her report by introducing Rick Perk, Deputy Director of Sales, for an update on the work of the Sales department. Deputy Director Perk provided an overview of the entire Sales division, with an emphasis on the work the regional offices conduct. Mr. Perk introduced each regional manager who provided a few statistics including sales, retailer counts, employees, etc., in each region.

ADJOURNMENT

With no further business before the Ohio Lottery Commission, Chairman Blair informed Commissioners that the next meeting will be held on Wednesday, July 12, 2023, at 12:00 p.m. via teleconferencing and in person.

Respectfully Submitted,



Michelle B. Gillcrist
Director



Matthew Blair
Commission Chair