



THE OHIO LOTTERY COMMISSION  
MEETING MINUTES  
SEPTEMBER 21, 2023  
IN PERSON/VIA TELECONFERENCE

Members of the Commission

Matthew Blair, Chairman  
James Brady, Vice Chairman  
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 Marketing  
Ron Fornaro, Scratch-Off Ticket Product Manager, Office of Sales  
Jon Dillinger, Sports Gaming Operations Manager  
Michael Gonzalez, Chief Data Analytics Officer  
Tom Ackerman, Deputy Director, Office of Marketing  
Marty Morrow, Deputy Director, Product Innovation  
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  
Elizabeth Alex, Deputy Director, Office of Human Resources  
Percy Turner, Deputy Director, Office of General Services  
Scott Frost, Office of VLT Management  
Dan Carter, Office of Legal Counsel  
Susan Diamond, Office of Responsible Gambling

Jimmie Hicks, Office of Responsible Gambling  
Rick Perk, Deputy Director, Office of Sales  
Edward Slyman, Interim Deputy Director, Office of Finance  
Jeff Jiannuzzi, Sales Manager, Region 2  
Danielle Frizzi Babb, Deputy Director, Office of Communications  
Simeonia Mays, Deputy Director, Office of VLT Operations  
Ian Litherland, Office of Sports Gaming  
Ricky Neal, Office of Sports Gaming  
Meg Rasmussen, Office of Legal  
Rebecca McLemore, Office of Marketing  
AJ Snyder, Office of Sports Gaming  
Christen Bolton- Intern St. De Porres  
Chelsea Heck, Office of Sports Gaming  
Angela McCracken, Office of Sports Gaming

Additional Attendees

Ed Dick, Jack Entertainment  
George Balajan, Intralot  
Gina Lawwill, Miami Valley Gaming  
Sarah O'Driscoll, Fahlgren Mortine  
Nora Larson, Recovery Resources  
Holly Burton  
Tim Kelley, Hollywood Gaming  
Kevin Davis, Miami Valley Gaming  
Tim Cosgrove, Cosgrove Jonhenry LLC  
Stacey Frohnapfel-Hasson, Ohio Mental Health & Addiction Services  
Kathleen Lenhart, Hollywood Gaming  
Derek Longmeier, Problem Gambling Network of Ohio  
Mike Buzzelli, Problem Gambling Network of Ohio

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 August 9, 2023, Commission meeting. Chairman Blair made a motion to approve the minutes, seconded by Commissioner Brady. The motion was affirmatively voted upon by the Commissioners present.

Approval of Three (3) Scratch-Off Games in Proposed And Final Form

Ron Formaro, presented three (3) scratch-off games for approval:

- OLC Operating Procedure 836:

- *\*836\_ Game Rule, Special Edition Cashword (\$5.00)*
- OLC Operating Procedure 837:
  - *\*837\_ Game Rule, Monopoly™ Cashword 10X (\$2.00)*
- OLC Operating Procedure 838:
  - *\*838\_ Game Rule, \$1,00,000 Cashword (\$20.00)*

Chairman Blair moved to approve the three (3) scratch-off games, with Commissioner Gupta offering a second to the Motion. The Motion was affirmatively voted upon by the Commissioners present.

Approval of Five (5) Scratch-Off Game Rules available for Recission presented in Proposed and Final Form.

- 3770:1-9-647 Game Rule 647, Stinkin' Rich
- 3770:1-9-658 Game Rule 658, Bingo
- 3770:1-9-659 Hit The Jackpot
- 3770:1-9-701 Monopoly™\$1,000 A Week For Life
- 3770:1-9-744 Peppermint Payout Multiplier

Chairman Blair moved to approve the five (5) scratch-off games, with Commissioner Sweeney offering a second to the Motion. The Motion was affirmatively voted upon by the Commissioners present.

Resolution to Approve Four (4) Touch & Win EZPLAY® Tap Game Themes

- Buckeye Bingo
- Jingle Bell Jackpot
- Word Traveler
- Cash'n'Checks

Chairman Blair moved to approve the four (4) scratch-off games, with Commissioner Brady offering a second to the Motion. The Motion was affirmatively voted upon by the Commissioners present.

Resolution to Approve Video Lottery Terminal Game Themes

Acting Chief Legal Counsel Dan Carter presented a Resolution to approve thirty-nine (39) Video Lottery Terminal (VLT) game themes for inclusion in the video lottery game theme library. Chairman Blair moved to approve the Resolution, with Commissioner Brady offering a second to the Motion. Commissioners Brady, Blair, Candisky, Hughes, Mingo, Rickel, and Sweeney approved, and Commissioner Gupta abstained. Therefore, the motion was approved.

Mr. Carter also presented again the resolution to approve eighteen (18) Video Lottery Terminal (VLT) game themes for inclusion in the video lottery game library that were presented at the August Commission meeting but did not pass. Chairman Blair moved to approve the Resolution, with Commissioner Mingo offering a second to the Motion. Commissioners Blair, Brady, Candisky, Hughes, Mingo, Rickel, and Sweeney approved, and Commissioner Gupta abstained. Therefore, the motion was approved.

## Financial Report

Chief Fiscal Officer Ed Slyman provided the Commission with a financial update for the month of August. Total sales from traditional lottery games for the month were \$386.3 million, which was \$41.7 million, or 12% higher increase over last August. Mr. Slyman stated that the majority of the variance came from higher profit games such as Mega Millions and Powerball, along with the Pick family of games and Scratch-Off Games.

Mr. Slyman reported that Scratch-Off game sales for the month were \$190.5 million, or 4.6% higher than last year, and sales from Mega Millions were \$38.3 million, up \$29.5 million, or 335% higher than last year. Powerball sales were \$13.7 million or \$5.6 million up vs last Fiscal Year or 68% higher. Pick Games were up \$4.7 million or 7.6% as well. Mr. Slyman also reported that Keno, EZ Play, Touch & Win, and Tap games were all down for the month compared to last fiscal year.

Turning to the Racinos, Mr. Slyman informed the Commission that Gross Gaming Revenue (GGR) from VLTs for the month was \$112.5 million, which was \$0.8 million more than last year. Lastly, Mr. Slyman reported the prize expense represented 64.9% of traditional sales, which is higher than normal expected payout.

## Executive Director's Report

Chairman Blair asked Director Michelle Gillcrist to give the Director's report. Director Gillcrist welcomed the Commissioners and reported on the Lottery's transfer to the Lottery Profits Education Fund (LPEF) for the month of August. The LPEF transfer was \$126.2 million, which was \$6.7 million more than budgeted commitment for the month and \$15.9 million more than last August. Year-to-Date through August, Lottery profits were \$13.9 million higher than our commitment and \$10.3 million ahead of last year.

Director Gillcrist informed the Commissioners announced some organizational changes. She congratulated Marty Morrow as the new Deputy Director of Product Innovation and Mike Gonzalez as the agency's Chief Data Officer.

Director Gillcrist invited Deputy Director of Communications, Danielle Frizzi-Babb to recap the recent Partners in Education "School of The Year" celebration that took place on Friday September 15, 2023, at Revere Middle School. Additionally, Deputy Director of Marketing, Tom Ackerman gave an update on some of the changes made to the Lottery's Partners in Education program for the coming year.

Director Gillcrist thanked Commissioners Blair, Gupta, and Mingo for joining the recent Cash Explosion Road Show, which was a great success. Ms. Gillcrist then invited the Deputy Director of Responsible Gambling, Jimmie Hicks, to give an overview of the Responsible Gambling department's work, as September is Responsible Gambling Education Month.

Director Gillcrist then introduced Sports Gaming Operations Manager, Jon Dillinger, who provided an update on the Lottery Sports Gaming department.

Lastly, Director Gillcrist congratulated Commissioners Brady, Mingo and Candisky on their reappointment. Director Gillcrist announced the October Commission meeting will take place at Lottery

central headquarters and November Commission meeting will take place at the Hollywood Gaming at Mahoning Valley Racino.

ADJOURNMENT

With no further business before the Ohio Lottery Commission, Chairman Blair informed Commissioners that the next meeting will be held on Wednesday, October 11, 2023 at 12:00 p.m. via teleconferencing and in person and adjourned the meeting.

Respectfully Submitted,

Michelle Gillcrist  
Director



Matthew Blair  
Commission Chair