



THE OHIO LOTTERY COMMISSION  
MEETING MINUTES  
DECEMBER 13, 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

Ohio Lottery Commission Attendance (In-Person & Remote)

Michelle Gillcrist, Director  
Nicole Kostura, Assistant Director  
Terri Jones, Office of Marketing  
Chuck LoPresti, Chief Legal Counsel  
Dan Carter, Office of Legal Counsel  
Meg Rasmussen, Office of Legal Counsel  
Joan French, Office of Legal Counsel  
Michael Gonzalez, Chief Data Analytics Officer  
Raymond Durant, Deputy Director, Office of Investigations & Security  
Rod Tyree, Office of Investigations & Security  
Tom Ackerman, Deputy Director, Office of Marketing  
Ron Fornaro, Scratch-Off Product Manager, Office of Product Innovation  
Marty Morrow, Deputy Director, Product Innovation  
Pam Strickland, Office of Product Innovation  
Prescilla Benavides, Office of Investigations & Security  
Reginald Willis, Office of Investigations & Security  
Azra Gusic, Office of General Services  
Ian Litherland, Office of Sports Gaming  
Angela McCracken, Office of Sports Gaming  
Rick Perk, Deputy Director, Office of Sales  
Edward Slyman, Deputy Director, Office of Finance  
Danielle Frizzi Babb, Deputy Director, Office of Communications  
Simeonia Mays, Deputy Director, Office of VLT Operations

Greg Beyer, Deputy Director, Office of Internal Audit  
Jimmie Hicks, Office of Responsible Gambling  
Nick Stadler, Office of General Services  
Anita Perrott, Office of General Services  
Percy Turner, Office of General Services  
Steven Davis, Office of General Services  
Bill Gregg, Office of General Services  
Danny Davis, Office of General Services  
Andrew Demjanczuk, Office of General Services  
Ken Dauenhauer, Office of Marketing  
Nick Ciofani, Office of Legislative Affairs  
Allison Turner, Office of Marketing  
Jackie Cunningham, Office of Communications  
Thomas Spayd, Office of VLT Operations  
Bill Allen, Office of General Services  
Marni Santori, Office of Legal Counsel

Additional Attendees

Kathy Lenhardt, Hollywood Gaming at Mahoning Valley  
Ed Dick, Jack Entertainment  
Gina Lawwill, Miami Valley Gaming  
Larry King, IGT  
Colleen Rowan, IGT  
Nora Larson, Recovery Resources  
Samantha Alonso, MGM Northfield Park  
Jennifer Park, Aftermath  
Holly Guenther, Boyd Gaming  
Sam Porter, Ice Miller  
George Balajan, Intralot  
Mike Buzzelli, PGNO  
Michelle Simon, Scientific Games  
Debbie Pirone, Marcus Thomas  
Chris Volte, Jack Thistledown Racino  
Charles Scannella, Scientific Games  
Sarah O'Driscoll, Fahlgren Mortine  
Carla Kuchta, Intralot  
Teresa Davis  
Matthew Becker  
Anthony Aquilo  
Jess Panora  
Kelsey Culbertson

Call to Order and Pledge of Allegiance

Chairman Blair called the meeting of the Ohio Lottery Commission to order at 12:00 p.m.

### Approval of Meeting Minutes

Chairman Blair requested approval of the minutes from the November 8, 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 Eight (8) Scratch-Off Games in Proposed and Final Form

Ron Formaro, presented eight (8) scratch-off games for approval:

- OLC Operating Procedure 845:  
\*845\_ *Game Rule, Bingo Time X25 (\$5.00)*
- OLC Operating Procedure 846:  
\*846\_ *Game Rule, \$25, \$50 or \$250 (\$5.00)*
- OLC Operating Procedure 847  
\*847\_ *Game Rule, Bingo Times X50 (\$10.00)*
- OLC Operating Procedure 848:  
\*848\_ *Game Rule, Buzz Words (\$1.00)*
- OLC Operating Procedure 849:  
\*849\_ *Game Rule, The Cash Wheel (\$2.00)*
- OLC Operating Procedure 850:  
\*850\_ *Game Rule, Gem 7s (\$5.00)*
- OLC Operating Procedure 852:  
\*852\_ *Game Rule, Platinum Jackpot (\$10.00)*
- OLC Operating Procedure 853  
\*853\_ *Game Rule, Money Maker (\$30.00)*

Chairman Blair moved to approve the eight (8) scratch-off games, with Commissioner Gupta offering a second to the Motion. The Motion was affirmatively voted upon by the Commissioners present.

### Approval of three (3) Scratch-Off Game Rules available for Recission in Proposed and Final Form.

Chief Legal Counsel Charles LoPresti presented three (3) scratch-off games for Recission in proposed and final form.

- 3770:1-9-707 Game Rule Six Hundred Seven, Red, White and Blue Cash
- 3770:1-9-709 Game Rule Six Hundred Nine, Slots of Fun
- 3770:1-9-711 Game Rule Seven Hundred Eleven, Hot 7s

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

### Approval of two (2) Touch & Win EZPLAY® Touch & Win Game Themes

- Fifty Year Fortune
- Poseidon's Treasures

Chairman Blair moved to approve the two (2) Touch & Win EZPLAY® Touch & Win game themes, with Commissioner Szollosi offering a second to the Motion. The Motion was affirmatively voted upon by the Commissioners present.

#### Resolution to Approve Video Lottery Terminal Game Themes

Chief Legal Counsel Charles LoPresti presented a Resolution to approve thirty-one (31) Video Lottery Terminal (VLT) game themes for inclusion in the video lottery game theme library. Chairman Blair moved to approve the Resolution, with Commissioner Rickel offering a second to the Motion. The motion was approved.

#### Financial Report

Chief Fiscal Officer, Ed Slyman provided the Commission with a financial update for the month of November. Total sales from traditional lottery games for the month were \$344.9 million, which was \$52.3 million, or 13.2 % higher increase over last November.

Mr. Slyman reported that Scratch-Off game sales for the month were up approximately \$4.0 million, or 2.2.% higher than last year. Draw-based game sales for November were \$157.8 million, which was \$56.3 million or 26.3% lower than the same month last year. Pick Games were up \$3.6 million or 6.1% as well. Mr. Slyman also reported that Keno was all down \$1.7 million, or -1.4% vs last year.

Mr. Slyman reported that the multi-state game category, which includes Mega Millions, Powerball, and Lucky for Life, was down \$55.1M or -71% when compared to last year. This was primarily due to the fact that in November of 2022, there was a record Powerball jackpot of \$2.04 Billion that produced higher than anticipated sales during this time period.

Mr. Slyman also informed the Commission that Gross Gaming Revenue (GGR) from VLTs for the month was \$105.7 million, which was \$0.7 million less than last year. Lastly, Mr. Slyman reported the prize expense represented 64.3% of traditional sales.

#### Executive Director's Report

Chairman Blair asked Director Gillcrist to give the Director's report. Director Gillcrist reported that the Lottery's transfer to the Lottery Profits Education Fund (LPEF) for the month of November was \$118.2 million. This transfer was \$3.3 million more than our budgeted commitment for the month and \$17.2 million less than last November.

Director Gillcrist reported that three Lottery employees recently graduated from the Governor's Leadership Academy. She indicated that the participating employees found this program beneficial, and the Lottery will submit additional employees participate in next year's training as well.

Director Gillcrist announced Cash Explosion is kicking off their Facing Hunger Campaign. During this time, Cash Explosion fans may donate money or food to the campaign for a chance to win Cash Explosion prizes. The Director invited Commissioners to record a promo message to be aired on the show, if desired.

Director Gillcrist then introduced Percy Turner, Deputy Director of General Services. Deputy

Director Turner introduced the members of his General Services team and provided an update on the operations of the department. Among other functions, the department oversees the licensing of retailers, assists with paper and bet card supplies for customers, and manages the fleet vehicles. Deputy Director Turner also recognized two retiring employees Bill Allen and Andrew Demjanczuk for their years of service and dedication to the Lottery.

ADJOURNMENT

With no further business before the Ohio Lottery Commission, Chairman Blair informed Commissioners that the next meeting will be held on Wednesday, January 10, 2024, at 12:00 p.m. via teleconferencing and in person and adjourned the meeting.

Respectfully Submitted,



Michelle Gillcrist  
Director



Matthew Blair  
Commission Chair