



THE OHIO LOTTERY COMMISSION  
MEETING MINUTES  
OCTOBER 11, 2023  
IN PERSON/VIA TELECONFERENCE

Members of the Commission

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

Ohio Lottery Commission Attendance (In-Person & Remote)

Michelle Gillcrist, Director  
Nicole Kostura, Assistant Director  
Ron Fornaro, Scratch-Off Ticket Product Manager, Office of Sales  
Jon Dillinger, Sports Gaming Operations Manager  
Mike Gonzalez, Chief Data Analytics Officer  
Tom Ackerman, Deputy Director, Office of Marketing  
Marty Morrow, Deputy Director, Product Innovation  
Ray Durant, Deputy Director, Office of Security  
Pam Strickland, Office of Sales  
Ken Dauenhauer, Office of Marketing  
Carla Reeves, Office of Sports Gaming  
Percy Turner, Deputy Director, Office of General Services  
Scott Frost, Office of VLT Operations  
Dan Carter, Acting Chief Legal Counsel, Office of Legal Counsel  
Susan Diamond, Office of Responsible Gambling  
Rick Perk, Deputy Director, Office of Sales  
Ed Slyman, Deputy Director, Office of Finance  
Danielle Frizzi Babb, Deputy Director, Office of Communications  
Simeonia Mays, Deputy Director, Office of VLT Operations  
Meg Rasmussen, Office of Legal

Greg Beyer, Deputy Director, Office of Internal Audit.  
Rebecca McLemore, Office of Marketing  
Christen Bolton, Student Intern, Office of Responsible Gambling  
Allison Turner, Office of Marketing  
Molly Fanta, Office of Marketing  
Lauren Medina, Office of Marketing  
Jackie Cunningham, Office of Communications  
Sharisse Russell, Office of VLT Operations  
Tom Spayd, Office of VLT Operations  
Angela McCracken, Office of Sports Gaming  
Ricky Neal, Office of VLT Operations  
Brent Collier, Office of Internal Audit  
Joseph Volpi, Office of Internal Audit  
Joan French, Office of Legal  
Nick Ciofani, Office of Government & Community Relations  
Valerie Murphy, Office of Internal Audit  
Scott Basom, Office of Security  
Mike Byeko, Office of Marketing

Additional Attendees

Gina Lawwill, Miami Valley Gaming  
Sarah O'Driscoll, Fahlgren Mortine  
Nicholas Monti, MGM Northfield Park  
Tim Cosgrove, Cosgrove Jonhenry LLC  
Claire Bennett, Cosgrove Jonhenry LLC  
Sarah Driscoll, Fahlgren Mortine  
Mike Buzzelli, Problem Gambling Network of Ohio  
Craig Robinson, Miami Valley Gaming  
Debbie Pirone, Marcus Thomas LLC  
Ed Dick, Jack Thistledown  
Jennifer Park, Aftermath  
John Walker, Scioto Downs  
Michelle Simon, Scientific Games  
Kendal Russo, Scientific Games  
Samantha Alonso  
Holly Guenther  
Matthew Buckley  
Scott Becker

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 September 21, 2023, Commission meeting. Chairman Sweeney made a motion to approve the minutes, seconded by Commissioner Gupta. The motion was affirmatively voted upon by the Commissioners present.

#### Audit Committee Update

Commissioner Mingo, who serves as Chair of the Audit Committee, updated the Commission on the previous month's Audit Committee meeting. Ms. Mingo informed the Commission that during the September meeting the agenda item of note was the review, discussion, and approval of the Internal Audit Fiscal Year 2023 Annual Report. Accomplishments of note over the past year included the completion of six audit projects, the implementation of 21 issue recommendations, and an overall client satisfaction score of 95%. Ms. Mingo also noted that the Lottery's Internal Audit department also successfully completed a migration to a new audit software application.

Commissioner Mingo stated that the results of the recent consulting engagement were reviewed. This consulting engagement was requested by the VLT/Racino Operations department. The objectives were to review the department's current processes for scheduling, completing, and the monitoring of findings for compliance reviews. At the conclusion of this consulting engagement, Internal Audit identified five recommendations that the Racino Operations Department could implement to improve the efficiency, consistency, and oversight of the compliance review process.

Lastly, Commissioner Mingo stated that they continue to monitor the implementation progress of prior audit recommendations. The team is tracking 12 issues which are in varying stages of implementation.

#### Approval of Six (6) Scratch-Off Games in Proposed And Final Form

Ron Fornaro, Scratch-Off Product Manager, presented Six (6) scratch-off games for approval:

- OLC Operating Procedure 829:  
*\*829\_ Game Rule, Lady Luck 5X (\$1.00)*
- OLC Operating Procedure 830:  
*\*830\_ Game Rule, Lady Luck 10X (\$2.00)*
- OLC Operating Procedure 831:  
*\*831\_ Game Rule, Lady Luck 25X (\$5.00)*
- OLC Operating Procedure 832:  
*\*832\_ Game Rule, Lady Luck 50X (\$10.00)*
- OLC Operating Procedure 833:  
*\*833\_ Game Rule, Lady Luck 100X (\$20.00)*
- OLC Operating Procedure 844:  
*\*844\_ Game Rule, 50 Years of Winning (\$0.00)*

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

#### Approval of Two (2) Scratch-Off Game Rules available for Rescission presented in Proposed and Final Form.

Dan Carter, Acting Chief Legal Counsel, presented Two (2) scratch-off games for approval for Rescission:

- 3770:1-9-706 Game Rule, Seven Hundred Six, *Triple Dough*
- 3770:1-9-743 Game Rule, Seven Hundred Forty-Three, *Betty Boop*

Chairman Blair moved to approve the Two (2) scratch-off games, with Commissioner Mingo 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 forty-six (46) 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. Commissioners. Therefore, the motion was approved.

#### Office of Finance Report

Chief Fiscal Officer Ed Slyman provided the Commission with a financial update for the month of September. Total sales from traditional lottery games for the month were \$359.7 million, which was \$29.9 million, or 9.1% higher increase over last September. This represents a record for the month of September, beating the record set in 2021.

Mr. Slyman stated that draw-based game sales were \$179.2 million, which was \$18.6 million or 11.6% more than last year. Due to the high jackpot this year, Powerball sales for this September were \$26.7 million, which is up \$18.7 million, or 231%, over last year. Mr. Slyman stated that Mega Millions sales were down slightly due to the variance in jackpot levels.

Overall, Pick Games were up \$2.5 million or 4.1%, representing the 3<sup>rd</sup> consecutive month in which all daily numbers games a positive variance against last year. Mr. Slyman noted that Keno sales for the month were down by \$1.8 million or 3.5%, but Scratch-Off game sales remain strong and were up \$11.4 million or 6.7% against last year.

Turning to the Racinos, Mr. Slyman informed the Commission that Gross Gaming Revenue (GGR) from VLTs for the month was \$108.8million, which was \$1.6 million more than last year or 1.5%. Lastly, Mr. Slyman reported the prize expense represented 66.5% of traditional sales, while last year's prizes were at 64.7%.

Lastly, Mr. Slyman provided highlights for the first quarter of Fiscal Year 2024. Fiscal Year-to-Date, traditional lottery sales were \$1.15 billion, ahead \$84 million or 7.9% over same period last year. Led by the multistate games, draw-based games are up by \$50.2 million or 9.3% ahead of last year. Scratch-Off ticket sales totaled \$565.6 million, which is 33.9 million or 6.4% over last year. Mr. Slyman stated that VLT net revenue for the quarter is also up \$1.9 million or 0.6% against last year.

#### Executive Director's Report

Chairman Blair asked Director Gillerist to give the Director's report. Director Gillerist reported that the Lottery's transfer to the Lottery Profits Education Fund (LPEF) for the month of September was \$117.2 million. Ms. Gillerist stated this is \$3.4 million more than budgeted commitment and \$7.8 million more than last year. This brings total LPEF transfers through September to \$408.6 million or \$17.4 million higher than our commitment and \$18.1 million ahead of last year.

Director Gillcrist highlighted many of the recent winners from the past several weeks. This included two “Lucky for Life” winners of \$25,000 for life; a \$5.5 million Classic Lotto winner, and a \$1 million Powerball winner from Curtice, OH.

Director Gillcrist reported that the recent All-State Sales meeting went well and was a great opportunity for the Sales Representatives to interact with our major vendors, internal departments, and ensure they were trained and up to date on all the tools and resources available to them. The Director thanked Deputy Director Perk and his administrative staff for all of the efforts to make the training a success.

Office of Marketing Report

Director Gillcrist then introduced Deputy Director of Marketing, Tom Ackerman, who provided an update on the Lottery Marketing department. Mr. Ackerman introduced the members of his department and explained how marketing supports many facets of the Lottery. He then gave an overview of the upcoming holiday ticket campaign and overall strategy to support holiday scratch-off sales.

ADJOURNMENT

With no further business before the Ohio Lottery Commission, Chairman Blair informed Commissioners that the next meeting will be held on Wednesday, November 8, 2023, at 12:00 p.m. via teleconferencing and in-person at Hollywood Gaming at Mahoning Valley Racino and adjourned the meeting.

Respectfully Submitted,



Michelle Gillcrist  
Director



Matthew Blair  
Commission Chair