



THE OHIO LOTTERY COMMISSION
MEETING MINUTES
December 11, 2024
IN PERSON/VIA TELECONFERENCE

Members of the Commission

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

Ohio Lottery Commission Attendance (In-Person & Remote)

Michelle Gillcrist, Office of Executive
Nicole Kostura, Assistant Director, Office of Executive
Marilyn Berrios, Office of Executive
Sy'Aire Toler, Student Intern, Office of Executive
Nick Ciofani, Deputy Director, Office of Government and Community Relations
Dan Carter, Office of Legal Counsel
Meg Rasmussen, Office of Legal Counsel
Margaret Tomaro, Office of Legal Counsel
Raymond Durant, Deputy Director, Office of Investigations & Security
Ed Slyman, Deputy Director, Office of Finance
Tom Ackerman, Deputy Director, Office of Marketing
Marty Morrow, Deputy Director, Product Innovation
Danielle Frizzi-Babb, Deputy Director, Office of Communications
Rick Perk, Deputy Director, Office of Sales
Ron Fornaro, Office of Product Innovation
Pam Strickland, Office of Product Innovation
Simeonia Mays, Deputy Director, Office of Racino Operations
Jimmie Hicks, Office of Responsible Gambling
Percy Turner, Deputy Director, Office of General Services
Jon Dillinger, Office of Sports Gaming
Carla Reeves, Office of Sports Gaming
Alexander Snyder, Office of Sports Gaming
Marni Santoro, Office of Legal Counsel
Terri Jones, Office of Marketing
Richard Kline, Office of Sales
Bryan Robinson, Office of Communications
Scott Basom, Office of Investigations & Security
Ian Litherland, Office of Legal Counsel
Ken Dauenhauer, Office of Marketing
Tom Spayd, Office of Racino Operations

Rebecca Mclemore, Office of Marketing
Sue Diamond, Office of Responsible Gambling
Vivica Grayson, Office of Communications
Sandrell Wheeler, Office of Investigations & Security
Angela McCracken, Office of Sports Gaming

Additional Attendees

Kathy Lenhardt, Hollywood Gaming at Mahoning Valley
Samuel Porter, Ice Miller
Gina Lawwill, Miami Valley Gaming
Samantha Alonso, MGM Northfield Park
Debbie Pirone, Marcus Thomas
Scott Chapin, Marcus Thomas
Kelsey Culberston, Success Group
Ed Dick, JACK Entertainment
Brendan Gowen, JACK Entertainment
Holly Guenther, Boyd Gaming
Nichole Herrera, Success Group
Chris Volle, JACK Entertainment
Sarah O'Driscoll, Fahlgren
Steve Ranere, IGT
Jennifer Park, Aftermath
Kevin Davis, Miami Valley Gaming
Matthew Becker, Penn Entertainment
Jess Panora, BetMGM
Joseph Schmansky, AGO
Colleen Rowan, IGT
Tim Kelley, Hollywood Gaming at Dayton
Michelle Simon, Scientific Games
Kevin Shimp, Dickinson-Wright
Mark Basedow, Lotto.com Inc
216-324-4113

Call to Order and Pledge of Allegiance

Chairman Blair called the meeting of the Ohio Lottery Commission to order at 12:05 p.m.

Approval of Meeting Minutes

Commissioner Sweeney moved to approve the November 13, 2024, meeting minutes. The motion was seconded by Commissioner Szollosi and was affirmatively voted upon by the Commissioners present.

Approval of five (5) Scratch-Off Games in Proposed and Final Form

Ron Fornaro, Scratch-Off Product Manager, presented five (5) Scratch-Off Games for approval:

- OLC Operating Procedure 1020:
1020_GameRule, *Hot 7's* (\$1.00)
- OLC Operating Procedure 1021:
1021_GameRule, *Win It All* (\$2.00)
- OLC Operating Procedure 1022:
1022_GameRule, *The Three Stooges Pie Payout* (\$5.00)
- OLC Operating Procedure 1023:

- 1023_GameRule, *Casino Nights* (\$10.00)
- OLC Operating Procedure 1024:
1024_GameRule, *Royal Riches* (\$30.00)

Chairman Blair moved to approve five (5) Scratch-Off Games in Proposed and Final Form with Commissioner Gupta 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 in Proposed and Final Form

Daniel Carter, Acting Chief Legal Counsel, presented two (2) Scratch-Off Game Rules available for Rescission in Proposed and Final Form:

- 3770:1-9-783, Game rule number seven hundred eighty-three, *Magnificent Millions* (\$20.00)
- 3770:1-9-790, Game rule number seven hundred ninety, *Lucky \$500s* (\$5.00)

Chairman Blair moved to approve two (2) Scratch-Off Game Rules available for Rescission in Proposed and Final Form, with Commissioner Brady offering a second to the Motion. The Motion was affirmatively voted upon by the Commissioners present.

Approval of one (1) Administrative Game Rule in Final Form

Daniel Carter, Acting Chief Legal Counsel, presented one (1) Administrative Game Rule in Final Form:

- 3770:1-9-984, Game rule number nine hundred eighty-four. Mega Millions®
+ Appendix

Chairman Blair moved to approve one (1) Administrative Game Rule in Final Form, with Commissioner Hughes offering a second to the Motion. The Motion was affirmatively voted upon by the Commissioners present.

Resolution to Approve seventy (70) new Video Lottery Terminal (VLT) Game Themes

Daniel Carter, Acting Chief Legal Counsel, presented a Resolution to approve seventy (70) VLT game themes.

Chairman Blair moved to approve the Resolution with seventy (70) VLT game themes with Commissioner Gupta offering a second to the Motion and the Motion was approved by all Commissioners present.

Office of Finance Report

Chief Fiscal Officer Slyman provided the financial update for the month of November. The total traditional lottery games sales for the month of November were \$357.6 million, which is \$11.5 million or 3.3% more than the sales generated last year. November represents the first positive sales variance this fiscal year. CFO Slyman mentioned that the Lottery had to contend with three significant jackpots during the first two quarters of the last fiscal year. Most of the positive sales variance this month came from games such as Classic Lotto, Rolling Cash 5, and Scratch-Offs.

CFO Slyman reported that sales for Mega Millions were \$11.7 million, up \$3.6 million over last year, or 44.1%. A high jackpot of \$514 million factored into this positive variance. In -state lotto games sales were \$6.9 million, which was up \$1.3 million or 22.9% versus last fiscal year. The Classic Lotto jackpot of \$19.4 million was won on November 26th in Reynoldsburg, Ohio. Mr. Slyman noted that he expects lower sales next month as the jackpot resets to \$1 million.

Mr. Slyman stated that Keno sales generated \$51.5 million in sales, down \$1.4 million or 2.7% when compared to last November. Scratch-Off sales were \$200.8 million, up \$13.7 million or 7.3%. This was a record for the month of November. The \$20 product line led all price points with \$45.7 million in sales. This price point accounted for 23% of our sales. This is followed by the \$10 product line with \$43.7 million in sales which accounted for 22% of our sales. Our \$1 games led the way with the most tickets sold at \$7.1 million. Self-service sales for the month were

\$56.4 million, which is an increase of \$6.7 million or 13.6% versus last year. Mr. Slyman informed the Commission that we have seen increases at self-service every month so far, this fiscal year.

Turning to the racinos, Mr. Slyman stated that the VLT revenue for the month of November was \$113.9 million. Of this, \$75.4 million was distributed to the Racinos as commissions earned, \$38.2 million represented revenue for the Ohio Lottery. Year-to-date VLT revenue is up \$16.4 million, or 3%.

Lastly, CFO Slyman noted that traditional lottery prize expense, as a percentage of sales, was 65.1%. For the second consecutive month, Pick 3 and 4 prizes were below game expectations. Pick 5 prize payout was 59.1%, a little higher than normal.

Director's Update

Director Gillcrist reported that the Lottery's transfer to the Lottery Profit's Education Fund (LPEF) for the month of November was \$126.9 million. This is \$11.9 million higher than our commitment and \$8.7 million more than last November. Fiscal year-to-date the Lottery has transferred approximately \$633.2 million to the LPEF, which is \$15.3 million ahead of its fiscal year-to-date commitment. Ms. Gillcrist reminded the Commissioners that the Lottery's commitment is \$1.44 billion for FY'25.

Ms. Gillcrist informed the Commissioners that Governor DeWine recently held his Leadership Academy Graduation. This program helps equip "up and coming" State of Ohio employees with leadership skills to ensure that the next generation of leaders is prepared for life of public service. There was a group of ninety-nine (99) graduates that took part in nearly 20 hours of learning across ten sessions during the year. Ms. Gillcrist wanted to publicly congratulate the following individuals from the Lottery who completed the program: Stefanie Zackery of Human Resources, Rebecca McLemore of Marketing, Kassan Bahhur of Finance, and Jackie Cunningham of Communications.

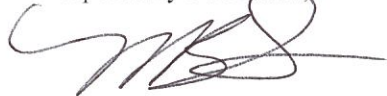
Ms. Gillcrist reported that Jimmie Hicks, Deputy Director of Responsible Gambling was recently interviewed during the Ohio High School Athletic Association (OHSAA) Football State Championship game. Mr. Hicks was able to highlight this new partnership to bring the State's youth gambling prevention campaign, "Change the Game, Ohio" to OHSAA events. Part of the goal of this campaign is to reach parents, educators, and coaches so this partnership is mutually beneficial to all parties involved. Director Gillcrist informed the Commissioners of the Ohio Problem Conference that will be held in Columbus the end of January.

Lastly, Director Gillcrist invited Deputy Director, Danielle Frizzi-Babb, to share one more 50-year retailer story. The featured story takes us to the city of Fremont, [Chud's Market & Grille](#).

ADJOURNMENT

With no further business before the Ohio Lottery Commission, Chairman Blair informed Commissioners that the next meeting will be held on Wednesday, January 8, 2025, at 12:00 p.m. via teleconferencing and in person. The meeting was adjourned at approximately 12:33 p.m.

Respectfully Submitted,



Michelle Gillcrist
Director



Matthew Blair
Commission Chair