



THE OHIO LOTTERY COMMISSION
MEETING MINUTES
June 12, 2024
IN PERSON/VIA TELECONFERENCE

Members of the Commission

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

Ohio Lottery Commission Attendance (In-Person & Remote)

Michelle Gillcrist, Director
Nicole Kostura, Assistant Director
Marilyn Berrios, Office of Executive
Chuck LoPresti, Chief Legal Counsel
Dan Carter, Office of Legal Counsel
Meg Rasmussen, Office of Legal Counsel
Joan French, Office of Legal Counsel
Raymond Durant, Deputy Director, Office of Investigations & Security
Tom Ackerman, Deputy Director, Office of Marketing
Marty Morrow, Deputy Director, Product Innovation
Rick Perk, Deputy Director, Office of Sales
Ron Fornaro, Office of Product Innovation
Pam Strickland, Office of Product Innovation
Traci Pinkney, Office of Finance
Simeonia Mays, Deputy Director, Office of Racino Operations
Susan Diamond, Office of Responsible Gambling
Greg Beyer, Deputy Director of Internal Audit
Percy Turner, Deputy Director, Office of General Services
Jonathan Dillinger, Office of Sports Gaming
Nick Ciofani, Deputy Director, Office of Government & Community Relations
Thomas Spayd, Office of Racino Operations
Ian Litherland, Office of Legal Counsel
Marni Santoro, Office of Legal Counsel
Rebecca McLemore, Office of Marketing
Brent Collier, Office of Internal Audit
Samantha Crites, Office of Internal Audit
Carla Reeves, Office of Sports Gaming
Bryan Robinson, Office of Communications

Vivica Grayson, Office of Communications
Angela McCracken, Office of Sports Gaming
Margaret Tomaro, Office of Legal Counsel
Terri Jones, Office of Marketing
Ken Dauenhauer, Office of Marketing
Lauren Medina, Office of Marketing
Valerie Murphy, Office of Internal Audit
Molly Fanta, Office of Marketing
Sharisse Russell, Office of Racino Operations
Scott Basom, Office of Investigations & Security

Additional Attendees

Kathy Lenhardt, Hollywood Gaming at Mahoning Valley
Samantha Alonso, MGM Northfield Park
Mike Buzzelli, PGNO
Holly Guenther, Boyd Gaming
Jaime Stanzak, Marcus Thomas
Larry King, IGT
Drew Ellis, PlayiLottery
Sarah O'Driscoll, Fahlgren
Jennifer Park, Aftermath
Kelsey Culbertson, Success Group
Ed Dick, JACK Entertainment
Elizabeth Abate, Marcus Thomas
Cindy Bliss, MGM Grand
Kevin Davis, Miami Valley Gaming
Gina Lawwill, Miami Valley Gaming
Craig Robinson, Miami Valley Gaming
Matthew Becker, Penn Entertainment
Jess Panora, BET MGM
Matthew Barrack, BET MGM

Call to Order and Pledge of Allegiance

Chairman Blair called the meeting of the Ohio Lottery Commission to order at 12:01 p.m.

Approval of Meeting Minutes

Commissioner Gupta moved to approve the May 8, 2024, meeting minutes. The motion was seconded by Commissioner Brady and was affirmatively voted upon by the Commissioners present.

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 877:
877 _ Game Rule, I'm Lucky And I Gnome It! (\$2.00)
- OLC Operating Procedure 878:
878 _ Game Rule, Holiday Lucky Times 10 (\$5.00)
- OLC Operating Procedure 879:

- 879_ *Game Rule, Home For The Holidays* (\$10.00)
- OLC Operating Procedure 880:
880_ *Game Rule, Merry Money* (\$20.00)
- OLC Operating Procedure 882:
882_ *Game Rule, Holiday Bonus Millions* (\$30.00)
- OLC Operating Procedure 883:
883_ *Game Rule, Bingo Multiplier* (\$2.00)

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

Approval of one (1) Scratch-Off Game Rules available for Rescission presented in Proposed and Final Form

Charles LoPresti, Chief Legal Counsel, presented one (1) Scratch-Off Game Rules available for Rescission in Proposed Form and Final Form:

- 3770:1-9-720, Game rule number seven hundred twenty, *Plus The Money* (\$5.00)

Chairman Blair moved to approve the one (1) 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 nineteen (19) Administrative Rules in Final Form

Charles LoPresti, Chief Legal Counsel, presented nineteen (19) Administrative Rules in Final Form:

- 3770:0-4-07, Stolen and destroyed tickets
- 3770:1-7-20, Ohio lottery game number twenty (Pick 3)
- 3770:1-7-25, Ohio lottery game number twenty-five (Pick 4)
- 3770:1-7-101, Ohio lottery game number one hundred one (Pick 5)
- 3770:1-8-01, Persons entitled to receive prizes
- 3770:1-8-04, Payment of prize awards
- 3770:2-4-02, Video lottery sales agent employee license application
- 3770:2-4-03, Video lottery sales agent employee licenses; application review process
- 3770:2-4-04, Video lottery sales agent employee licenses; issuance of license
- 3770:2-4-05, Video lottery sales agent employee licenses; denial of license
- 3770:2-5-01, Technology providers; licensing of independent testing
- 3770:2-5-02, Technology providers licenses; application
- 3770:2-5-03, Technology providers licenses; application review process
- 3770:2-5-04, Technology providers licenses; issuance of license
- 3770:2-5-05, Technology providers licenses; denial of license
- 3770:2-5-06, Technology providers licenses; suspension or revocation
- 3770:2-5-07, Technology providers licenses; fines
- 3770:2-5-08, Technology providers licenses; renewal
- 3770:2-5-09, Technology providers licenses; records, audits and inspection

Chairman Blair moved to approve the nineteen (19) Administrative Rules in Final Form with Commissioner Gupta offering a second to the Motion. The Motion was affirmatively voted upon by the Commissioners present.

Resolution to Approve thirty-four (34) new Video Lottery Terminal (VLT) Game Themes

Charles LoPresti, Chief Legal Counsel, presented a Resolution to approve thirty-four (34) VLT game themes.

Chairman Blair moved to approve the Resolution with thirty-four (34) VLT game themes with Commissioner Brady offering a second to the Motion and the Motion was approved by all Commissioners present.

Office of Finance Report

Traci Pinkney-Nichols, Finance Manager, provided the financial update on behalf of Chief Fiscal Officer Slyman. The total traditional lottery games sales for the month of May were \$367.4 million, higher than in May 2023, which is a 3.2% increase and equals \$11.3 million. Draw-based game sales for May were \$163.6 million, up 3.9% over the same month last year, or \$6.1 million.

Ms. Pinkney-Nichols reported that daily draw game category sales were \$62.7 million, up \$1.5 million or 2.4% over last year. Additionally, Ms. Pinkney-Nichols stated that multi-state games generated sales of \$24.3 million, an increase of \$4.5 million, or 23% over last year. Keno and Lucky One sales were \$55.0 million, down \$1.4 million, or -2.5% compared to last year. EZ play family of games generated sales of \$14.7 million, up \$1 million, or 7.4% compared to last year. Scratch-Off ticket sales for the month of May were \$203.8 million, or 2.6% higher than last year. Ms. Pinkney-Nichols stated that for the past 10 weeks the \$5, \$10, \$20 and \$50 product lines surpassed sales compared to last year and expects the positive sales trend to continue.

Ms. Pinkney-Nichols reported that Gross Gaming Revenue from VLTs equaled \$119.8 million, which was up \$4.5 million, or 3.9% compared to last May. Lastly, Ms. Pinkney-Nichols reported that total prize expense for May was \$243.9 million, which is 66.4% of sales.

Director's Update

Director Gillcrist reported that the Lottery's transfer to the Lottery Profit's Education Fund (LPEF) for the month of May \$128.9 million. This is \$8.7 million more than our LPEF commitment and \$6.4 million more than last year. Ms. Gillcrist reported that Year-to-date Lottery profits are up \$89 million over our commitment and \$47.9 million more than last year. Therefore, the Lottery has transferred \$1.43 billion, officially meeting the FY'24 commitment in the month of May and still have the month of June left in the fiscal year. Director Gillcrist and the Commissioners thanked all the Lottery employees for all their hard work.

Director Gillcrist reported that we recently applied for our renewal of the Responsible Gambling Verification from the National Council of Problem Gambling (NCPG) and North American Association of State and Provincial Lotteries (NASPL). Director Gillcrist was pleased to report that the Responsible Gambling Program was certified by both entities as having "Exceeded Standards" at the "Sustaining Level". Director Gillcrist noted that the NCPG Executive Director Keith Whyte noted that *"In order to achieve this rating, the application must meet standards in all eight of the categories evaluated by the assessors. In addition, assessors must agree that the lottery exceeds standards in four of the eight categories. This is a very difficult threshold to achieve, as Ohio remains the only lottery to merit an "exceeds standards" rating at any level, let alone at the sustaining level."*

The certification is good through May of 2027, and underscores our commitment to promoting responsible gambling practices. Director Gillcrist thanked Deputy Director of Responsible Gambling, Jimmie Hicks and RG Program Manager, Susan Diamond, for all their hard work as they continue to grow our program.

Lastly, Director Gillcrist invited Deputy Director of Marketing, Tom Ackerman, to give a recap of the recent 50th Anniversary promotion and a sneak peek into the fall's 50th Anniversary celebration.

ADJOURNMENT

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

Chairman Blair adjourned the June 12, 2024, meeting at approximately 12:32 p.m.

Respectfully Submitted,

A handwritten signature in blue ink, appearing to read 'MG', with a long horizontal flourish extending to the right.

Michelle Gillcrist
Director

A handwritten signature in blue ink, appearing to read 'Matt Blair', with a long horizontal flourish extending to the right.

Matthew Blair
Commission Chair