



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

Members of the Commission

Matthew Blair, Chairman
James Brady, Vice Chairman (Absent)
Caryn Candisky
Nita Gupta
Jonathan Hughes
Angela Mingo
Mark Rickel
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
Chuck LoPresti, Chief Legal Counsel
Dan Carter, Office of Legal Counsel
Meg Rasmussen, Office of Legal Counsel
Joan French, Office of Legal Counsel
Kaela Jackson, Vocational Apprentice, Office of Human Resources
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
Aaron Hurst, Office of 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
Greg Beyer, Deputy Director of Internal Audit
Percy Turner, Deputy Director, Office of General Services
Ian Litherland, Office of Legal Counsel
Marni Santoro, Office of Legal Counsel
Mike Gonzalez, Deputy Director, Office of Data Analytics
Brent Collier, Office of Internal Audit
Samantha Crites, Office of Internal Audit
Carla Reeves, Office of Sports Gaming

Alexander Snyder, Office of Sports Gaming
Akhil Narvekar, Student Intern, Office of Sports Gaming
Ken Dauenhauer, Office of Marketing
Allison Turner, Office of Marketing
Theresa Jones, Office of Marketing
Rebecca McLemore, Office of Marketing
Molly Fanta, Office of Marketing
Marie Kilbane Seckers, Office of Communications
Bryan Robinson, Office of Communications
Rebecca McLemore, Office of Marketing
Scott Basom, Office of Investigations & Security
Patricia Anderson, Office of Investigations & Security
Tom Spayd, Office of Racino Operations
Ricky Neal, Office of Racino Operations
Jacqueline Cunningham, Office of Communications
Vivica Grayson, Office of Communications
Valerie Murphy, Office of Internal Audit
Sandrell Wheeler, Office of Investigations & Security

Additional Attendees

Kathy Lenhardt, Hollywood Gaming at Mahoning Valley
John Oberle, Ice Miller
Samuel Porter, Ice Miller
Gina Lawwill, Miami Valley Gaming
Samantha Alonso, MGM Northfield Park
Sarah O'Driscoll, Fahlgren Mortine
Anthony Aquillo, Success Group
Kelsey Culbertson, Success Group
Ed Dick, JACK Entertainment
Jennifer Park, Aftermath
Jaime Stanzak, Marcus Thomas
Elizabeth Abate, Marcus Thomas
Scott Chapin, Marcus Thomas
George Balajan, Intralot
Carla Kuchta, Intralot
Kevin Davis, Miami Valley Gaming
Matthew Becker, Penn Entertainment
Todd Deboe, Attorney General
Steven Ranere, IGT
Larry King, IGT

Call to Order and Pledge of Allegiance

Chairman Blair called the meeting of the Ohio Lottery Commission to order at 12:00 p.m. Chairman asked everyone to bow their heads in remembrance of September 11, 2001.

Approval of Meeting Minutes

Chairman Blair moved to approve the August 14, 2024, meeting minutes. The motion was seconded by Commissioner Sweeney and was affirmatively voted upon by the Commissioners present.

Chairman Blair moved to approve the Resolution with twenty-eight (28) VLT game themes with Commissioner Sweeney 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 August. The total traditional lottery games sales for the month of August were \$358.9 million, which is \$27.6 million or 7.1% lower than same period last year. Draw-based game sales were \$162.4 million, which was \$33.6 million or 17% lower than last year. Pick 3, 4 and 5 sales were \$61.3 million, down approximately \$5.6 million or 8.4%. Mr. Slyman stated that this could be correlated with the low prize payout that continued into August.

CFO Slyman stated that the multistate game sales were \$27.6 million, down \$28.2 million or 50.5% lower when compared to the same time period last year. CFO Slyman stated that this variance is mainly attributed to the record Mega Millions jackpot of \$1.6B in August of 2023. There were three (3) draws for this jackpot, before it was won on August 8th. Those three (3) draws alone generated \$33M in sales and accounted for 86% of the Mega Millions sales last August. Mega Millions sales for the past month were \$15.5M and the jackpot reached \$627M.

Mr. Slyman reported that Keno sales were at \$50 million, down \$1.2 million or 2.4%. Mr. Slyman stated that Keno sales are still down in August compared to last year, but are improving when compared to July, which showed a decline of 7% year over year. Scratch-off game sales in August were \$196.5 million, up \$6 million or 3.2% higher than last year. Mr. Slyman informed the Commission that this positive variance in Scratch sales is an exception to the national trend. According to research, scratch-off sales are down 1.8% across the US.

Lastly, Mr. Slyman stated that the VLT revenue for the month of August was \$118.4 million. Of this, \$78.4 million was distributed to the Racinos as commissions earned and \$39.7 million represented revenue for the Ohio Lottery. VLT revenue is up \$3.8 million, or 1.7% compared to the first two months of last year. Total prize expense equaled 66.2% of sales which is normal and operating expenses were somewhat higher than forecasted.

Director's Update

Director Gillcrist reported that the Lottery's transfer to the Lottery Profit's Education Fund (LPEF) for the month of August was \$117 million. This is \$9.2 million lower than profits generated last year. Fiscal Year to date, we have transferred \$272.4 million to the LPEF. Ms. Gillcrist reminded the Commissioners that our commitment is \$1.44 billion for FY'25.

Ms. Gillcrist welcomed and introduced Kaela Jackson as a new teammate to the Ohio Lottery. Ms. Jackson will be working in our Human Resources department. Additionally, Sy'Aire Toler was introduced our student from St. Martin de Porres High School's Work Study program. Sy'Aire is a junior and this is his third year at the Lottery. Additional St. Martin de Porres students will be joining our HR, General Services, and Sports Gaming departments. Ms. Gillcrist informed the Commission that this program is conducted all around the state of Ohio in both government and private entities. This program gives the students an opportunity to gain real world professional experience and expose them to different careers and industries they may be interested in.

Lastly, Director Gillcrist invited Deputy Director of Responsible Gambling, Jimmie Hicks, to provide an update as September is Responsible Gambling Education Month.

Deputy Director Hicks provided information from State's recent Ohio Problem Gambling Survey, which helps identify the at-risk population. Mr. Hicks shared information about how the Lottery supports key Responsible Gambling initiatives to address this issue. Mr. Hicks spoke about the agency's work with the Ohio for Responsible Gambling (ORG) consortium and highlighted recent outreach to bring ORG's youth gambling prevention campaign, "Change the Game Ohio" to education groups like the Ohio High School Athletic Association and Ohio Parent Teachers Association. Lastly, Deputy Director Hicks shared the Ohio Casino Control Commission's "More Than a

Bet” campaign of which the Lottery has provided financial support for. This campaign aims to curb the pressure put on student athletes as a result of betting on collegiate sports.

ADJOURNMENT

With no further business before the Ohio Lottery Commission, Chairman Blair informed Commissioners that the next meeting will be held on Wednesday, October 9, 2024, at 12:00 p.m. via teleconferencing and in person. The meeting was adjourned at approximately 12:47 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