



THE OHIO LOTTERY COMMISSION
MEETING MINUTES
November 13, 2024
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, 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
Marni Santoro, Office of Legal Counsel
Joan French, Office of Legal Counsel
Jon Dillinger, Office of Sports Gaming
Carla Reeves, Office of Sports Gaming
Alexander Snyder, Office of Sports Gaming
Marni Santoro, Office of Legal Counsel
Angela McCracken, Office of Sports Gaming
Terri Jones, Office of Marketing
Lauren Medina, Office of Marketing
Scott Basom, Office of Investigations & Security

Matthew Clever, Office of Racino Operations
Ken Dauenhauer, Office of Marketing
Sue Diamond, Office of Responsible Gambling
Vivica Grayson, Office of Communications
Sandrell Wheeler, Office of Investigations & Security

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
George Balajan, Intralot
Sarah O'Driscoll, Fahlgren
Steve Ranere, IGT
Jennifer Park, Aftermath
Kevin Davis, Miami Valley Gaming
Matthew Becker, Penn Entertainment
Jess Panora, BetMGM
Nicholas Monti, MGM Northfield Park
Craig Robinson, Miami Valley Gaming
Colleen Rowan, IGT
Tim Kelley, Hollywood Gaming at Dayton
Michelle Simon, Scientific Games
Mark Basedow, Lotto.com Inc
Madi Warden, Marcus Thomas
Chris Phillips
Hassay Cole

Call to Order and Pledge of Allegiance

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

Chairman Blair started the meeting by recognizing Commissioner Rickel. The Chairman informed the Commission that it was Commissioner Rickel's last day. The Chairman thanked him for his service and hard work.

Approval of Meeting Minutes

Chairman Blair moved to approve the October 9, 2024, meeting minutes. The motion was seconded by Commissioner Mingo 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 1015:
1015_GameRule, Triple Golden Cherries (\$2.00)
- OLC Operating Procedure 1016:
1016_GameRule, *Queen of Hearts* (\$5.00)

- OLC Operating Procedure 1017:
1017_*GameRule, Feeling Lucky?* (\$10.00)
- OLC Operating Procedure 1018:
1018_*GameRule, Best of 7's* (\$10.00)
- OLC Operating Procedure 1019:
1019_*GameRule, \$2,000,000 Extreme Cash* (\$20.00)
- OLC Operating Procedure 1028:
1028_*GameRule, \$300 Million Diamond Dazzler* (\$20.00)

Chairman Blair moved to approve six (6) Scratch-Off Games in Proposed and Final Form with Commissioner Candisky offering a second to the Motion. The Motion was affirmatively voted upon by the Commissioners present.

Approval of four (4) Scratch-Off Game Rules available for Rescission in Proposed and Final Form

Daniel Carter, Acting Chief Legal Counsel, presented four (4) Scratch-Off Game Rules available for Rescission in Proposed and Final Form:

- 3770:1-9-729, Game rule number seven hundred twenty-nine, *Magnificent Millions* (\$20.00)
- 3770:1-9-776, Game rule number seven hundred seventy-six, *Lucky \$500s* (\$5.00)
- 3770:1-9-797, Game rule number seven hundred ninety-seven, *Space Invaders* (\$2.00)
- 3770:1-9-804, Game rule number eight hundred four, *Spooky Loot* (\$1.00)

Chairman Blair moved to approve four (4) Scratch-Off Game Rules available for Rescission in Proposed and Final Form, with Commissioner Szollosi offering a second to the Motion. The Motion was affirmatively voted upon by the Commissioners present.

Resolution to Approve thirty (39) new Video Lottery Terminal (VLT) Game Themes

Daniel Carter, Acting Chief Legal Counsel, presented a Resolution to approve thirty-nine (39) VLT game themes.

Chairman Blair moved to approve the Resolution with thirty-nine (39) 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

Chief Fiscal Officer Slyman provided the financial update for the month of October. The total traditional lottery games sales for the month of October were \$359.9 million, which is \$27.6 million or 7.1% lower than same period last year. Draw-based game sales were \$161.1 million, which was \$37.7 million or 18.9% lower than last year. Pick 3, 4 and 5 sales were \$61.9 million, down approximately \$2.6 million or 4%. In-state lottery game sales were \$8.9 million which resulted in an increase of \$3.2 million or 55.7% compared to last year.

CFO Slyman reported that Mega Millions, Powerball and Lucky 4 life sales combined were \$23 million, down \$36.1 million or 61% lower when compared to the same time period last year. CFO Slyman stated that the primary reason for this negative variance was the large Powerball jackpot that reached \$1.76 billion and generated sales of \$45 million. Last Fiscal Year, we benefited from three \$1 billion dollar plus jackpots in the first four months. In the first four months of this fiscal year, the Powerball jackpot has been won four (4) times.

Mr. Slyman stated that Keno sales were \$50.6 million, down \$2.9 million or 5.5%. Scratch-off game sales in October were \$198.8 million, up \$10 million or 5.3% higher than last year. This was a record for the month, surpassing last year's record. Sales generated from our self-service terminals were \$57.3 million, up \$7.7 million or 16%.

Lastly, Mr. Slyman stated that the VLT revenue for the month of October was \$112.1 million. Of this, \$74.2 million was distributed to the Racinos as commissions earned and \$37.6 million represented revenue for the Ohio Lottery. Year-to-date VLT revenue is up \$8.1 million, or 1.8%. Total prize expense for October was \$238.8 million or 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 October was \$118.7 million. This is \$7.3 million lower than profits generated last year. Fiscal Year to date, we have transferred \$506.2 million to the LPEF. Ms. Gillcrist reminded the Commissioners that the Lottery's commitment is \$1.44 billion for FY'25.

Ms. Gillcrist informed the Commissioners that a resolution was being passed around to honor a retiring teammate, Mike Liszniansky. Ms. Gillcrist wanted to recognize him for his many years of service. Mr. Liszniansky started in 1993 and retired from the Sales Division. Additionally, Ron Fornaro was recognized as Employee of the Month. Director Gillcrist stated that Mr. Fornaro does a tremendous job with our scratch-off products, which represents 54% of our traditional lottery sales.

Ms. Gillcrist reported that the Cash Explosion team donated 2,918 pounds of non-perishable food to the Greater Cleveland Foodbank. The Cash Explosion team hosts a food drive at their show tapings and food is collected from generous players and their families and friends. Since starting this in 2011, over 40 tons has been raised and donated to foodbanks throughout the state.

Lastly, to kick off the holiday season, Director Gillcrist invited Deputy Director, Tom Ackerman, to give a brief overview of our marketing support for our holiday games.

ADJOURNMENT

With no further business before the Ohio Lottery Commission, Chairman Blair informed Commissioners that the next meeting will be held on Wednesday, December 11, 2024, at 12:00 p.m. via teleconferencing and in person. The meeting was adjourned at approximately 12:41 p.m.

Respectfully Submitted,



Michelle Gillcrist
Director



Matthew Blair
Commission Chair