



THE OHIO LOTTERY COMMISSION
MEETING MINUTES
October 9, 2024
IN PERSON/VIA TELECONFERENCE

Members of the Commission

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

Ohio Lottery Commission Attendance (In-Person & Remote)

Michelle Gillcrisp, 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
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
Jon Dillinger, Office of Sports Gaming
Carla Reeves, Office of Sports Gaming
Alexander Snyder, Office of Sports Gaming
Marni Santoro, Office of Legal Counsel

Allison Turner, Office of Marketing
Azra Gusic, Office of General Services
Angela McCracken, Office of Sports Gaming
Bryan Robinson, Office of Communications
Scott Basom, Office of Investigations & Security
Patricia Anderson, Office of Investigations & Security
Tom Spayd, 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
Catie Riley, Mahoning Valley
Samuel Porter, Ice Miller
Gina Lawwill, Miami Valley Gaming
Samantha Alonso, MGM Northfield Park
Debbie Pirone, Marcus Thomas
Scott Chapin, Marcus Thomas
Holly Guenther, Boyd Gaming
Ella Roxey, Success Group
Ed Dick, JACK Entertainment
Jennifer Park, Aftermath
George Balajan, Intralot
Carla Kuchta, Intralot
Kevin Davis, Miami Valley Gaming
Matthew Becker, Penn Entertainment
Todd Deboe, Attorney General
Jess Panora, BetMGM
Colleen Rowan, IGT
Mark Basedow
440-476-7316

Call to Order and Pledge of Allegiance

Chairman Blair called the meeting of the Ohio Lottery Commission to order at 12:00 p.m.

Approval of Meeting Minutes

Commissioner Sweeney moved to approve the September 11, 2024, meeting minutes. The motion was seconded by Commissioner Mingo and was affirmatively voted upon by the Commissioners present.

Audit Committee Update

Audit Committee Chair Mingo provided an update on the September Audit Committee Meeting. Commissioner Mingo stated that the items of note were the review and approval of the Fiscal Year 2024 Annual Report, the review of the draft governance documents, including the Audit Committee Charter, Internal Audit Charter and Internal Audit Policy Manual. Commissioner Mingo informed the Commission that over the past year included the completion of ten (10) audit projects and the implementation of nine (9) issue recommendations that will enhance controls and improve operational efficiency within the Lottery. Commissioner Mingo reported that results of the recently completed Sports Gaming Proprietor Oversight audit had been reviewed. The purpose of this engagement was to

Director's Update

Director Gillcrisp reported that the Lottery's transfer to the Lottery Profit's Education Fund (LPEF) for the month of September was \$115.1 million. This is \$2 million lower than profits generated last year. Fiscal Year to date, we have transferred \$387.6 million to the LPEF. Ms. Gillcrisp reminded the Commissioners that the Lottery's commitment is \$1.44 billion for FY'25.

Ms. Gillcrisp welcomed and introduced Vivica Grayson as a new team member to the Ohio Lottery. Ms. Grayson will be working in the Communications department as the Winner Content Coordinator.

Ms. Gillcrisp informed the Commission that the All-Agency meeting was held. This meeting allowed all employees to come together, learn about current sales and marketing projects, share best practices, and learned about stress and time management strategies. Ms. Gillcrisp also informed the Commission that the Sales Staff gathered the day prior to learn about sales strategies for the upcoming calendar year and new games that are going to be released. Additionally, a Security presentation was held to train the staff on safety precautions that they can implement while on their daily sales routes.

Lastly, Director Gillcrisp shared the 2024 Batchy Advertising award that was won at the North American Association of State & Provincial Lotteries (NASPL) Conference. The Lottery won the award for its Responsible Gambling Communications TV spot "Facemelter." Ms. Gillcrisp then invited Deputy Director of Marketing, Tom Ackerman, to provide a brief overview of the TV spot.

ADJOURNMENT

With no further business before the Ohio Lottery Commission, Chairman Blair informed Commissioners that the next meeting will be held on Wednesday, November 13, 2024, at 12:00 p.m. via teleconferencing and in person. The meeting was adjourned at approximately 12:30 p.m.

Respectfully Submitted,



Michelle Gillcrisp
Director



Matthew Blair
Commission Chair

ensure the proprietors are complying with the Lottery's annual reporting requirements. There were a few recommendations for the Sport Gaming Department to improve operational efficiency and enhance controls.

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 1009:
1009_GameRule, Monopoly Bonus Spectacular 5x (\$1.00)
- OLC Operating Procedure 1010:
1010_GameRule, Monopoly Bonus Spectacular 10x (\$2.00)
- OLC Operating Procedure 1011:
1011_GameRule, Monopoly Bonus Spectacular 25x (\$5.00)
- OLC Operating Procedure 1012:
1012_GameRule, Monopoly Bonus Spectacular 50x (\$10.00)
- OLC Operating Procedure 1013:
1013_GameRule, Monopoly Bonus Spectacular 100x (\$20.00)

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

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

- 3770:1-9-733, Game rule number seven hundred thirty-three, Bingo Multiplier (\$2.00)
- 3770:1-9-760, Game rule number seven hundred sixty, Emerald 7s (\$5.00)
- 3770:1-9-767, Game rule number seven hundred sixty-seven, \$500,000 Ultimate Cash (\$10.00)
- 3770:1-9-786, Game rule number seven hundred eighty-six, Monopoly Cashword 10X. (\$2.00)

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.

Approval of eight (8) Administrative Rules in Proposed Form

Daniel Carter, Deputy Chief Legal Counsel, presented eight (8) Administrative Rules in Proposed Form:

- 3770:2-3-03, Video lottery licenses; issuance of license
- 3770:2-8-01, Definition, scope and purpose of the Ohio voluntary exclusion program
- 3770:2-8-02, Application to participate in the Ohio voluntary exclusion program
- 3770:2-8-03, Responsibilities of voluntarily excluded individuals
- 3770:2-8-04, Responsibilities of excluded facilities and excluded entities under the jurisdiction of the Ohio lottery commission
- 3770:2-8-05, Removal from the Ohio voluntary exclusion program
- 3770:2-8-07, Prior voluntary exclusions
- 3770:2-11-01, Licensing fees

Chairman Blair moved to approve the eight (8) Administrative Rules in Proposed Form with Commissioner Brady offering a second to the Motion. The Motion was affirmatively voted upon by the Commissioners present.

Approval of four (4) Administrative Rules available for Rescission in Proposed Form

Daniel Carter, Deputy Chief Legal Counsel, presented four (4) Administrative Rules available for rescission in Proposed Form:

- 3770:2-8-01, Scope and purpose of the Ohio voluntary exclusion program
- 3770:2-8-02, Application to participate in the Ohio voluntary exclusion program
- 3770:2-8-03, Responsibilities of voluntarily excluded individuals
- 3770:2-8-04, Responsibilities of excluded facilities and excluded entities under the jurisdiction of the Ohio lottery commission

Chairman Blair moved to approve the four (4) Administrative Rules available for rescission in Proposed Form with Commissioner Sweeney offering a second to the Motion. The Motion was affirmatively voted upon by the Commissioners present.

Resolution to Approve thirty (30) new Video Lottery Terminal (VLT) Game Themes

Daniel Carter, Chief Legal Counsel, presented a Resolution to approve thirty (30) VLT game themes.

Chairman Blair moved to approve the Resolution with thirty (30) 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 September. The total traditional lottery games sales for the month of September were \$350.4 million, which is \$10.6 million or 2.9% lower than same period last year. Draw-based game sales were \$159.3 million, which was \$21.3 million or 11.8% lower than last year. Pick 3, 4 and 5 sales were \$61.1 million, down approximately \$2.2 million or 8.4%. In-state lottery game sales were \$6.9 million which resulted in an increase of \$1.2 million or 21.8% compared to last year.

CFO Slyman stated that the multistate game sales were \$27.5 million, down \$12.7 million or 31.6% lower when compared to the same time period last year. CFO Slyman stated that even though the Mega Million jackpot reached \$800 million in September before it was won, it was not enough to offset the sales that were generated by Powerball last fiscal year. Powerball jackpot was at \$420 million and ended the month at \$960 million. Mr. Slyman informed the commission that we are not seeing the same sales as previously seen.

Mr. Slyman reported that Keno sales were at \$48.4 million, down \$3.1 million or 6.1%. Mr. Slyman stated that with the start of the NFL season, it is quite possible that Sports Gaming may have had a negative impact. Scratch-off game sales in September were \$191.2 million, up \$10.7 million or 5.9% higher than last year. Mr. Slyman informed the Commission that we are one of the few lotteries seeing a positive variance in this game category. This is a record month for Scratch-Off games for the month of September. The \$10 games led sales with over \$43.4 million, followed by the \$20 games at \$42.3 million and the \$50 price point at \$33.8 million.

Lastly, Mr. Slyman stated that the VLT revenue for the month of September was \$109.4 million. Of this, \$72.4 million was distributed to the Racinos as commissions earned and \$36.7 million represented revenue for the Ohio Lottery. VLT revenue is up \$4.4 million, or 1.3% compared to the first two months of last year. Total prize expense equaled 67.7% of sales which is a little higher than normal. This is mainly attributable to both Pick 3 and Pick 5 higher than normal prize payouts in September.