



THE OHIO LOTTERY COMMISSION  
MEETING MINUTES  
July 10, 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  
Mark Rickel (Absent)  
Martin Sweeney  
Matthew Szollosi

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  
Aaron Hurst, Office of Product Innovation  
Rick Perk, Deputy Director, Office of Sales  
Ron Fornaro, Office of Product Innovation  
Pam Strickland, Office of Product Innovation  
Stephanie Miller, Office of Human Resource  
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  
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  
Bryan Robinson, Office of Communications  
Vivica Grayson, Office of Communications  
Jacqueline Cunningham, Office of Communications  
Frances Mach, Office of Finance  
Angela McCracken, Office of Sports Gaming  
Margaret Tomaro, Office of Legal Counsel  
Sydney Cherni, Student Intern, Office of Legal Counsel  
Ken Dauenhauer, Office of Marketing  
Allison Turner, Office of Marketing  
Scott Frost, Office of Racino Operations  
Sandrell Wheeler, Office of Investigations & Security  
Molly Fanta, Office of Marketing  
Sharisse Russell, Office of Racino Operations  
Reginald Willis, Office of Investigations & Security  
Scott Basom, Office of Investigations & Security  
Patricia Anderson, Office of Investigations & Security  
Marie Kilbane-Seckers, Office of Communications

Additional Attendees

Samantha Alonso, MGM Northfield Park  
Holly Guenther, Boyd Gaming  
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  
Debbie Pirone, Marcus Thomas  
Cindy Bliss, MGM Grand  
George Balajan, Intralot  
Carla Kuchta, Intralot  
Anthony Aquillo, Success Group  
Kevin Davis, Miami Valley Gaming  
Gina Lawwill, Miami Valley Gaming  
Craig Robinson, Miami Valley Gaming  
Matthew Becker, Penn Entertainment  
Jess Panora, BET MGM  
Chris Phillips Scientific Games  
Colleen Rowan, IGT  
Steven Ranere, IGT  
Joseph Schmansky, Attorney General  
Dustin Ensinger, Gongwer  
Danny Eldredge, Hannah Report  
Mark Basedow, Lotto.com

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 Sweeney moved to approve the June 12, 2024, meeting minutes. The motion was seconded by Commissioner Gupta and was affirmatively voted upon by the Commissioners present.

### Audit Committee Update

Audit Committee Chair Mingo provided an update on the June Audit Committee meeting. Ms. Mingo stated that the item of note during the meeting was the review and approval of the Audit Plan for fiscal year 2025. The Audit Committee reviewed the results of the Lottery Couriers engagement that was recently completed and have identified five objectives for this engagement. Commissioner Mingo also informed the Commissioners that there are several projects underway and will continue to monitor the progress of prior audit recommendations.

### 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 884:  
884\_ *Game Rule, Stockings Stuffed With \$50s* (\$1.00)
- OLC Operating Procedure 885:  
885\_ *Game Rule, Elf* (\$2.00)
- OLC Operating Procedure 886:  
886\_ *Game Rule, Linked Wins* (\$5.00)
- OLC Operating Procedure 887:  
887\_ *Game Rule, Winter Fun!* (\$10.00)
- OLC Operating Procedure 888:  
888\_ *Game Rule, \$2,000,000 Cash Blast* (\$20.00)

Chairman Blair moved to approve the five (5) scratch-off games with Commissioner Candisky offering a second to the Motion. The Motion was affirmatively voted upon by the Commissioners present.

### Approval of five (5) Administrative Rules in Proposed Form

Charles LoPresti, Chief Legal Counsel, presented five (5) Administrative Rules in Proposed Form:

- 3770:2-3-08, Video lottery licenses; compensation, credits and reimbursement of expense
- 3770:2-3-11, Video lottery licenses tampered with and or compromised video lottery terminals or games
- 3770:2-4-06, Video lottery sales agent employee licenses; suspension or revocation
- 3770:2-12-01, Facility requirements
- 3770:2-2-01, Definition of certain terms used in division 3770:2 of the Administrative Code

Chairman Blair moved to approve five (5) 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 five (5) Administrative Rules in Final Form

Charles LoPresti, Chief Legal Counsel, presented five (5) Administrative Rules in Final Form:

- 3770:1-2-02, Administrative Procedure Act
- 3770:1-2-03, Adoption, amendment or rescission of rules by the commission
- 3770:1-5-03, Powers and duties of the commission
- 3770:1-5-10, Financial administration
- 3770:4-09, Compensation and reimbursement of expenses to be paid licensed lottery sales agents

Chairman Blair stated the information that is sent in advance is appreciated. Mr. Blair encouraged Mr. LoPresti to flag if there is a change to a rule or if there is a new rule that the Commissioners need to be aware of when it pertains to the Commission.

Chairman Blair moved to approve the five (5) Administrative Rules in Final Form with Commissioner Gupta offering a second to the Motion. The Motion was affirmatively voted upon by the Commissioners present.

#### Approval of five (5) Administrative Game Rules in Final Form

Charles LoPresti, Chief Legal Counsel, presented five (5) Administrative Game Rules in Final Form:

- 3770:1-9-53, Game rule number fifty-three (Classic Lotto)
- 3770:1-9-55, Game rule number fifty-five (Keno)
- 3770:1-9-955, Game rule number nine hundred fifty-five (Powerball) +Appendix
- 3770:1-9-958, Game rule number nine hundred fifty-eight (Mega Millions) +Appendix
- 3770:1-9-959, Game rule number nine hundred fifty-nine (The Lucky One) +Appendix

Chairman Blair moved to approve the five (5) Administrative Game Rules in Final Form with Commissioner Mingo offering a second to the Motion. The Motion was affirmatively voted upon by the Commissioners present.

#### Approval of three (3) Administrative Game Rules Rescissions in Final Form

Charles LoPresti, Chief Legal Counsel, presented three (3) Administrative Game Rules Rescissions in Final Form:

- 3770:1-9-941, Game rule number nine hundred forty-one, MegaMillions (Old)
- 3770:1-9-942, Game rule number nine hundred forty-two, Powerball (Old)
- 3770:1-9-949, Game rule number nine hundred forty-nine, Ohio 50/50

Chairman Blair moved to approve the three (3) Administrative Game Rules Rescissions 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 twenty-eight (28) new Video Lottery Terminal (VLT) Game Themes

Charles LoPresti, Chief Legal Counsel, presented a Resolution to approve twenty-eight (28) VLT game themes.

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.

#### Director's Update

Director Gillcrist recognized four retiring employees. Resolutions were passed to the Commissioners to sign that will be given to each of them in gratitude for their service.

Ms. Gillcrist shared a short video celebrating the Lottery's 50<sup>th</sup> anniversary. This video was produced by Lottery's Communications department as they have been visiting retailers who have been selling Lottery games since 1974.



The video was the story of [Riesbeck's Food Markets](#), who is family-owned chain that has 14 locations in Ohio and is now being run by the fourth generation.

Ms. Gillcrist invited Deputy Director of Responsible Gambling, Jimmie Hicks, to give a brief presentation regarding the *Run for Recovery* event that will take place on August 10<sup>th</sup>. Deputy Director Hicks informed the Commission that the Lottery will have a team and invited the Commissioners to participate as well.

Director Gillcrist reported that the Lottery's transfer to the Lottery Profit's Education Fund (LPEF) for the month of June was \$80.2 million, which was \$1.9 million higher than profits generated last year. Ms. Gillcrist noted that this only included profits from traditional lottery, as profits from VLTs for the month of June will be reported in July and counted towards FY '25 profits as required by OBM's reporting requirements.

In addition, Ms. Gillcrist reported that for the fiscal year, which ended June 30<sup>th</sup>, total transfers to the Lottery Profit's Education Fund (LPEF) for this year were an all-time record \$1.514 billion. This is \$90 million over commitment and \$49.8 million more than what was transferred last year. The Ohio Lottery has contributed over \$32.5 billion since the inception of the lottery through June of 2024 to the Lottery Profits Education Fund. Director Gillcrist stated that the bar was set high for this coming year and is confident that we are ready to take on this challenge. Ms. Gillcrist stated that as specified in the biennium budget the annual commitment is \$1.44 billion.

Lastly, Director Gillcrist invited the Chief Fiscal Officer, Ed Slyman, and Deputy Director of Product Innovation, Marty Morrow, to give a fiscal year recap.

#### Office of Finance Report

Chief Fiscal Officer Slyman provided the financial update for the month of June. The total traditional lottery games sales for the month of June were \$345.3 million, 0.8% less or \$2.7 million, lower than same period last year. Draw-based game sales were \$152.8 million, or \$6.0 million or 3.8% lower than last June. CFO Slyman reminded the Commission that last June's advertised jackpots for both Mega Millions & Powerball were significantly higher than this year which is the primary reason for the lower variance.

Mr. Slyman reported that Scratch-off game sales in June were impressive. Sales were \$192.5 million, up \$3.4 million or 1.8% versus last year. VLT revenue, or GGR, for the month was \$114.3 million. Net win from that equaled \$37.1 million, which was \$1.2 million more than last year. Total prize expense equaled 70.8% of sales, which is higher than normal. Pick 4 prize payout in June was 84% due to quad deuces and quad sixes being drawn in June. The payout for Scratch-off tickets was 77.5% and the top prize of \$15 million from the 50<sup>th</sup> Anniversary games was won in June.

In addition, since June concluded the FY, Chief Fiscal Officer, Ed Slyman and Deputy Director of Product Innovation, Marty Morrow provided a summary of the Lottery's financial performance for FY '24. Mr. Slyman stated that for the year, preliminary sales from traditional lottery products broke a new record at \$4.54 billion. Last year sales were exceeded by \$80.2 million or 1.8%. Draw-based game sales were \$2.16 billion, which represented an increase of \$35.3 million or 1.7% versus last year. Daily draw game sales were \$761.3 million, up \$29.1 million or 4.0%. In- state lotto games were \$77.5 million, down \$4.2 million or 5.1%. The multi-state game category sales in FY '24 totaled \$488.5 million. This represented an increase of \$34.9 million or 7.7% vs FY '23.

Mr. Slyman reported that there was a record of five (5) \$1 billion jackpots that were advertised in FY '24. Keno & Lucky One sales were \$666.8 million, down \$9.8 million or 1.5% versus last year. EZplay games, including Touch & Win and tap games sales were \$166 million, down \$14.7 million or 8.2%. Scratch tickets sales totaled \$2.38 billion. This represented an increase of \$44.8 million or 1.9% when compared to FY '23. Total Prize expenses won in FY '24 was \$3.01 billion. Total Draw Prizes were \$1.25 billion or 58% of sales and Scratch prizes were \$1.76 billion or 74% of sales.

Lastly, Mr. Slyman stated that the VLT revenue total net win for FY '24 was \$1.36 billion, which is up 0.9% or \$12.7 million versus last fiscal year. The portion of net win equaled \$458.1 million, which was \$4.3 million more than last year or 0.9%. Type C Sports gaming fiscal year through May wagered \$11.95 million. There was approximately \$10.7 million won in prizes resulting in a GGR of nearly \$1.2 million. The Lottery's share combined with unclaimed funds was just over \$518,000.

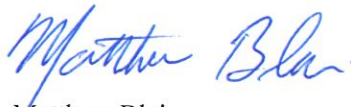
ADJOURNMENT

With no further business before the Ohio Lottery Commission, Chairman Blair informed Commissioners that the next meeting will be held on Wednesday, August 14, 2024, at 12:00 p.m. via teleconferencing and in person. The meeting was adjourned at approximately 1:01 p.m.

Respectfully Submitted,



Michelle Gillcrist  
Director



Matthew Blair  
Commission Chair