



THE OHIO LOTTERY COMMISSION
MEETING MINUTES
January 8, 2025
IN PERSON/VIA TELECONFERENCE

Members of the Commission

Matthew Blair, Chairman
James Brady, Vice Chairman
Caryn Candisky
Nita Gupta
Jonathan Hughes
Angela Mingo
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
Greg Beyer, Deputy Director, Office of Internal Audit
Raymond Durant, Deputy Director, Office of Investigations & Security
Ed Slyman, Deputy Director, Office of Finance
Joan French, Office of Legal
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
Percy Turner, Deputy Director, Office of General Services
Jon Dillinger, Office of Sports Gaming
Frances Mach, Office of Finance
Valerie Murphy, Office of Internal Audit
Alexander Snyder, Office of Sports Gaming
Marni Santoro, Office of Legal Counsel
Richard Kline, Office of Sales
Peter McGinty, Office of Internal Audit
Bryan Robinson, Office of Communications
Scott Basom, Office of Investigations & Security
Ian Litherland, Office of Legal Counsel
Ken Dauenhauer, Office of Marketing

Jacqueline Cunningham, Office of Communications
Tom Spayd, Office of Racino Operations
Rebecca Mclemore, Office of Marketing
Brent Collier, Office of Internal Audit
Marie Kilbane-Seckers, Office of Communications
Mike Gonzalez, Deputy Director, Office of Data Analytics
Allison Turner, Office of Marketing
Vivica Williams, Office of Communications
Sharisse Russell, Office of Racino Operations

Additional Attendees

Kathy Lenhardt, Hollywood Gaming at Mahoning Valley
John Oberle, Ice Miller
Gina Lawwill, Miami Valley Gaming
Samantha Alonso, MGM Northfield Park
Nick Monti, MGM Northfield Park
Debbie Pirone, Marcus Thomas
Scott Chapin, Marcus Thomas
Elizabeth Abate, Marcus Thomas
Ed Dick, JACK Entertainment
Nichole Herrera, Success Group
Carla Kuchta, Intralot
Sarah O'Driscoll, Fahlgren
Milan Karna, OMHAS
Steve Ranere, IGT
Jennifer Park, Aftermath
Matthew Becker, Penn Entertainment
George Balajan, Intralot
Lisa Blight, MGM Grand
Joseph Schmansky, AGO
Colleen Rowan, IGT
Tim Kelley, Hollywood Gaming at Dayton
Dustin Ensinger, Gongwer
Kevin Shimp, Dickinson-Wright
Mark Basedow, Lotto.com Inc

Call to Order and Pledge of Allegiance

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

Election of 2025 Officers

Chairman Blair announced that the Lottery Commission is required by law to have the annual election of Officers, including Chairman and Vice Chairman. Chairman Blair asked Vice Chairman Brady to preside over the meeting during the election of Chairman.

Vice Chairman Brady nominated Chairman Blair, with Commissioner Szollosi offering a second to the motion. No additional nominations were given so the motion was called to question. The Motion was affirmatively voted upon by the Commissioners present.

Chairman Blair resumed his role presiding over the meeting and called for the election for Vice Chairman. Chairman Blair nominated James Brady for the position. The motion was seconded by Commissioner Gupta. There were no other nominations. The motion was affirmatively voted upon by the Commissioners present.

Appointment of Audit Committee

The Chairman recognized Commissioner Angela Mingo, Commissioner Matthew Szollosi, and Commissioner Martin Sweeney for their years of service on the Commission Audit Committee. Chairman Blair announced that the members of the Lottery's Audit Committee review the annual plan prepared by Internal Audit, including the results and external audits.

Chairman Blair asked Commissioner Mingo to continue to serve as Chair of the Internal Audit Committee. Commissioner Mingo agreed. Chairman Blair then asked Commissioner Sweeney and Commissioner Szollosi to continue their service as members of the Audit Committee in 2025. Commissioner Sweeney and Commissioner Szollosi agreed.

Recognition of Problem Gambling & Addiction Services Liaison

Chairman Blair recognized Commissioner Jonathan Hughes as the Commission's Problem Gambling & Addiction Services Liaison. Chairman asked Commissioner Hughes to continue to serve in this role. Commissioner Hughes agreed.

Approval of Meeting Minutes

Commissioner Brady moved to approve the December 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 December Audit Committee meeting. Commissioner Mingo stated that the item of note included the review and approval of the 2025 governance documents, including the Audit Committee Charter, Internal Audit Charter, and the Internal Audit Policy Manual. Commissioner Mingo informed the Commission that the Auditor of State provided a report on the results of their annual financial and IT controls audit of Lottery operations. Chair Mingo was pleased to report no material issues were identified.

In addition, the Audit Committee discussed the results of the Mills James Drawings Transmission contract audit. The audit had one objective, to evaluate the design and effectiveness of monitoring controls over the contract deliverables. Commissioner Mingo reported that the objective was well controlled, with improvements needed.

Approval of two (2) Scratch-Off Game Rules available for Rescission in Proposed and Final Form

Daniel Carter, Acting Chief Legal Counsel, presented two (2) Scratch-Off Game Rules available for Rescission in Proposed and Final Form:

- 3770:1-9-519, Game rule number five hundred nineteen, *Platinum Diamond Spectacular* (\$20.00)
- 3770:1-9-777, Game rule number seven hundred seventy-seven, *Precious Diamonds* (\$10.00)

Chairman Blair moved to approve two (2) Scratch-Off Game Rules available for Rescission in Proposed and Final Form, with Commissioner Sweeney offering a second to the Motion. The Motion was affirmatively voted upon by the Commissioners present.

Approval of eleven (11) Administrative Rules in Proposed Form

Daniel Carter, Acting Chief Legal Counsel, presented eleven (11) Administrative Rules in Proposed Form:

- 3770:4-04, Sale by director
- 3770:4-05, Sales representatives
- 3770:4-10, Records and audits; and inspection of sales agent premises
- 3770:1-2-04, Actions by the director

- 3770:1-2-05, Licensing decisions
- 3770:1-6-02, Play of lottery games by the public
- 3770:1-6-05, Prize drawings
- 3770:1-8-07, Pay vouchers
- 3770:1-9-23, Ohio lottery commission game rule number twenty-three, Rolling Cash 5™
- 3770:1-9-250, Game rule number two hundred fifty, Mega Millions®
- 3770:1-9-947, Game rule number nine hundred forty-seven, General EZPLAY® Tap Game Rule

Chairman Blair moved to approve eleven (11) Administrative Rules in Proposed Form, with Commissioner Candisky offering a second to the Motion. The Motion was affirmatively voted upon by the Commissioners present.

Resolution to Approve nine (9) new Video Lottery Terminal (VLT) Game Themes

Daniel Carter, Acting Chief Legal Counsel, presented a Resolution to approve nine (9) VLT game themes.

Chairman Blair moved to approve the Resolution with nine (9) VLT game themes with Commissioner Mingo offering a second to the Motion and the Motion was approved by all Commissioners present.

Office of Finance Report

Chief Fiscal Officer Ed Slyman provided the financial update for the month of December. The total traditional lottery games sales for the month of December were \$432.3 million, which is \$4.8 million or 1.1% more than the sales generated last year. Daily Draw game sales were down \$3.9 million or -5.8%. In-state lotto game sales were \$6 million, down 0.1 million or -22.9% vs last year. The Classic Lotto jackpot of \$1.9 million was won on December 21st in Cincinnati. Multi-state sales were up \$12 million or 33.1% due to the \$1.26 billion jackpot won December 27, 2024. Mr. Slyman stated that the jackpot generated sales of \$57.9 million, this jackpot roll took 31 drawings or about 3 months to reach this level.

Mr. Slyman stated that Keno sales generated \$52.6 million in sales, down \$4.9 million or -8.6% when compared to last December. Scratch-Off sales were \$246.1 million, up \$4.8 million or 2%. This represents a record sales number for the month of December and the highest sales for any month in the Lottery's history. The daily sales record was broken on December 24, 2024, with sales of \$15.2 million and the weekly sales record on week ending December 28, 2024, at \$68.5 million.

CFO Slyman noted that December prize expense, as a percentage of sales, was 66.8%. Pick 3 and Pick 4 prize expenses were higher than normal. This was not unexpected as both games had low prize percentages for the last two months. Operating expenses were higher than forecasted, and much higher than last year. This was mainly due to the timing of when invoices are received.

Additionally, CFO Slyman provided a report on the Lottery's Year-to-Date sales performance. Total traditional sales were \$2.21 billion, down \$103.8 or 4.5% versus the same time last year. Draw sales were \$985.7 million, down 13.1% or \$149.1 million. Daily draw sales were \$367.7 million, down \$19.6 million or 5.1%. In-State Lotto sales were up \$6.8 million or 18.9% and Monitor sales were \$324.9 million, down \$12.9 million or 3.8% vs last year. Terminal games, which includes EZPlay, and Touch & Win games were \$78.4 million, down \$6.7 million or 7.9% compared to last year.

CFO Slyman reported that Year-to-Date Scratch-Off sales were \$1.23 billion, up \$45.3 million or 3.8%. Mr. Slyman stated that the \$10 product line led with \$54.5 million in sales. This price accounted for 22% of sales. The \$20 games followed with \$52.5 million in sales and accounted for 21% of sales. The \$1 game led the way with the most tickets sold, \$13.9 million. Mr. Slyman noted that self-service sales for the month were \$64.3 million, which was an increase compared to last year of \$3.4 million, or 5.5%. Year-to-Date Sales for Mega Millions and Powerball sales were down \$116.6 million or 43.8% for both games. Mr. Slyman shared a Keno Sales graph with the Commissioners to show sales for the first six months of the fiscal year and the last 10 years.

Lastly, CFO Slyman reported that the VLT revenue for the month of December was \$118.2 million. Of this \$78.2 million was distributed to the Racinos as commissions earned, and \$39.6 million represented revenue for the Lottery. year-to-date VLT revenue is up \$14.2 million, or 2.1%. Mr. Slyman showed the Commissioners a graph regarding Sports Gaming Revenue.

Director's Update

Director Gillcrisp took a moment to build upon Mr. Slyman's report regarding sales in the month of December by publicly thanking the Lottery team, sales staff, vendor partners, and retailers for helping to keep lottery products at the top of everybody's mind when purchasing gifts for other people or for themselves.

Ms. Gillcrisp reported that the Lottery's transfer to the Lottery Profit's Education Fund (LPEF) for the month of December was \$135.4 million. This is \$6.2 million higher than our commitment. Fiscal year-to-date the Lottery has transferred approximately \$768.5 million to the LPEF, which is \$21.6 million ahead of its fiscal year-to-date commitment.

Director Gillcrisp recognized two retiring employees. Resolutions were passed to the Commissioners to sign that will be given to each of them in gratitude for their service. In addition, Director Gillcrisp reminded the Commissioners of the Ohio Problem Conference that will be held in Columbus at the end of January.

Lastly, Director Gillcrisp invited Ken Dauenhauer, from the marketing department to share some upcoming branding spots that will air soon.

ADJOURNMENT

With no further business before the Ohio Lottery Commission, Chairman Blair informed Commissioners that the next meeting will be held on Wednesday, February 12, 2025, at 12:00 p.m. via teleconferencing and in person. The meeting was adjourned at approximately 12:36 p.m.

Respectfully Submitted,



Michelle Gillcrisp
Director



Matthew Blair
Commission Chair