



THE OHIO LOTTERY COMMISSION
MEETING MINUTES
July 9, 2025
IN PERSON/VIA TELECONFERENCE

Members of the Commission

Matthew Blair, Chairman
Nita Gupta
Angela Mingo
Martin Sweeney
Jonathan Hughes
Matthew Szollosi
Caryn Candisky

Ohio Lottery Commission Attendance (In-Person & Remote)

Michelle Gillcrist, Director, Office of Executive
Nicole Kostura, Assistant Director, Office of Executive
Marilyn Berrios, Office of Executive
Nick Ciofani, Deputy Director, Office of Government and Community Relations
Dan Carter, Acting Chief Legal Counsel, Office of Legal Counsel
Luke Six, Intern, Office of Legal Counsel
Caleb Alamo, Intern, Office of Legal Counsel
Donavan Billingsley, Intern, Office of Finance
Rocco Ardo, Intern, Office of General Services
Tom Ackerman, Deputy Director, Office of Marketing
Ian Litherland, Office of Legal Counsel
Marni Santoro, Office of Legal Counsel
Raymond Durant, Deputy Director, Office of Investigations & Security
Ed Slyman, Deputy Director, Office of Finance
Jimmie Hicks, Deputy Director, Responsible Gambling
Sue Diamond, Office of Responsible Gambling
Joan French, Office of Legal Counsel
Rick Perk, Deputy Director, Office of Sales
Ron Fornaro, Office of Product Innovation
Greg Beyer, Office of Internal Audit
Frances Mach, Office of Finance
Pam Strickland, Office of Product Innovation
Simeonia Mays, Deputy Director, Office of Racino Operations
Jon Dillinger, Office of Sports Gaming
Ken Dauenhauer, Office of Marketing
Collin Sheehy, Office of Data Analytics
Valerie Murphy, Office of Internal Audit
Samantha Crites, Office of Internal Audit
Tom Spayd, Office of Racino Operations
Allison Turner, Office of Marketing

Brent Collier, Office of Internal Audit
Scott Basom, Office of Investigations & Security
Lauren Medina, Office of Marketing
Alexander Snyder, Office of Sports Gaming
Percy Turner, Deputy Director, Office of General Services
Jacqueline Cunningham, Office of Communications
Richard Kline Office of Sales
Molly Fanta, Office of Marketing
Marie Kilbane, Office of Communications

Additional Attendees

Ed Dick, Jack Entertainment
Kathy Lenhardt, Mahoning Valley
Samantha Alonso, MGM Northfield Park
Kevin Davis, Miami Valley Gaming
Scott Chapin, Marcus Thomas
Nichole Herrera, Success Group
George Balajan, Intralot
Carla Kuchta, Intralot
Jess Panora, BetMGM
Holly Guenther, Boyd Gaming
Sarah O'Driscoll, Fahlgren
Dustin Ensinger, Gongwer
Zak Hart, Hart Inc.
Gina Lawwill, Miami Valley Gaming
Tim Kelley, Penn Entertainment
Milan Karna, OMHAS
Matthew Becker, Penn Entertainment
Joseph Schmansky, AGO
Kevin Shimp, Dickinson-Wright
Mark Basedow, Lotto.com Inc
Michelle Simon, Scientific Games
Tyler Smith, Scientific Games
Kendal Russo, Scientific Games
Christine.Hughes

Call to Order and Pledge of Allegiance

Chairman Matthew 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 June 11, 2025, meeting minutes. The motion was seconded by Commissioner Gupta and was affirmatively voted upon by the Commissioners present.

Internal Audit Update

Audit Committee Chair Mingo provided an update on the June Audit Committee meeting. Commissioner Mingo stated that the items of note included the review and approval of the Fiscal Year 2026 governance documents, including the Audit Committee Charter, Internal Audit Charter, Internal Audit Policy Manual, and the Internal Audit Plan. In addition, The Audit Committee discussed the results of two recently completed audits. First, the Key Card Access Controls Audit. This audit had two objectives to evaluate the effectiveness and controls for providing, revoking and monitoring physical access for lottery staff, vendors and contractors. Both objectives were well controlled, with improvements needed. The Second project completed was the Lausche Dream Touch Smart terminal audit. This audit reviewed the internal processes and controls for maintaining the Dream Touch Smart machine at the Lausche building. There were five objectives for this audit that evaluated the internal controls, policies, procedures, reconciliations, physical controls and segregation of duties. Four of the objectives were noted as well controlled, and one noted as improvements needed.

Approval of four (4) Scratch-Off Games in Proposed and Final Form

Ron Fornaro, Scratch-Off Product Manager, presented four (4) Scratch-Off Games in Proposed and Final Form:

- OLC Operating Procedure 1053, *\$500,000 Cashword* (\$10.00)
- OLC Operating Procedure 1054, *Cash Explosion Cashword* (\$2.00)
- OLC Operating Procedure 1055, *\$50, \$100, or \$500* (\$10.00)
- OLC Operating Procedure 1056, *\$1,000,000 Cashword* (\$20.00)

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

Approval of twenty-five (25) Scratch-Off Game Rules available for Rescission in Proposed and Final Form

Daniel Carter, Acting Chief Legal Counsel, presented twenty-five (25) Scratch-Off Game Rules for Rescission in Proposed and Final Form:

- 3770:1-9-208, Game rule number two hundred eight
- 3770:1-9-433, Game rule number four hundred thirty-three
- 3770:1-9-522, Game rule number five hundred twenty-two
- 3770:1-9-527, Game rule number five hundred twenty-seven
- 3770:1-9-530, Game rule number five hundred thirty
- 3770:1-9-623, Game rule number six hundred twenty-three
- 3770:1-9-656, Game rule number six hundred fifty-six
- 3770:1-9-671, Game rule number six hundred seventy-one
- 3770:1-9-696, Game rule number six hundred ninety-six
- 3770:1-9-755, Game rule number seven hundred fifty-five
- 3770:1-9-762, Game rule number seven hundred sixty-two
- 3770:1-9-764, Game rule number seven hundred sixty-four
- 3770:1-9-765, Game rule number seven hundred sixty-five
- 3770:1-9-779, Game rule number seven hundred seventy-nine
- 3770:1-9-781, Game rule number seven hundred eighty-one
- 3770:1-9-782, Game rule number seven hundred eighty-two
- 3770:1-9-785, Game rule number seven hundred eighty-five
- 3770:1-9-788, Game rule number seven hundred eighty-eight
- 3770:1-9-795, Game rule number seven hundred ninety-five
- 3770:1-9-796, Game rule number seven hundred ninety-six

- 3770:1-9-800, Game rule number eight hundred
- 3770:1-9-805, Game rule number eight hundred five
- 3770:1-9-807, Game rule number eight hundred seven
- 3770:1-9-964, Game rule number nine hundred sixty-four
- 3770:1-9-965, Game rule number nine hundred sixty-five

Chairman Blair moved to approve twenty-five (25) Scratch-Off Game Rules for Rescission 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 fifteen (15) Administrative Rules in Proposed Form

Daniel Carter, Acting Chief Legal Counsel, presented fifteen (15) Administrative Rules in Proposed Form:

- 3770:2-3-01, Video lottery licenses; application (Amended)
- 3770:2-3-02, Video lottery licenses; application review process (No Change)
- 3770:2-3-04, Video lottery licenses; denial of license (No Change)
- 3770:2-3-05, Video lottery licenses; suspension or revocation (No Change)
- 3770:2-3-06, Video lottery licenses; fine (No Change)
- 3770:2-3-07, Video lottery licenses; renewal (No Change)
- 3770:2-3-09, Video lottery licenses; records and audits and inspection of video lottery agent premises (No Change)
- 3770:2-4-01, Video lottery sales agent employee licensing (No Change)
- 3770:2-6-01, Video lottery operations, hours of operation and number and type of video lottery terminals (No Change)
- 3770:2-6-02, Video lottery operations, maintenance and repair of video lottery terminals (No Change)
- 3770:2-6-03, Video lottery operations, security and surveillance (No Change)
- 3770:2-6-04, Video lottery operations, transportation, relocation, installation, certification, and storage of video lottery terminals (No Change)
- 3770:2-6-05, Video lottery operations, advertising and promotion (No Change)
- 3770:2-7-01, Video lottery game requirements; video lottery game play (No Change)
- 3770:2-7-02, Video lottery game requirements; video lottery prize payments (No Change)

Chairman Blair moved to approve fifteen (15) Administrative Rules in Proposed Form, with Commissioner Mingo offering a second to the Motion. The Motion was affirmatively voted upon by the Commissioners present.

Resolution to Approve thirty-two (32) new Video Lottery Terminal (VLT) Game Themes

Daniel Carter, Acting Chief Legal Counsel, presented a Resolution to approve thirty-two (32) VLT game themes.

Chairman Blair moved to approve the Resolution with thirty-two (32) VLT game themes with Commissioner Szollosi offering a second to the Motion and the Motion was approved by all Commissioners present.

Office of Finance Report

Chief Fiscal Officer Ed Slyman introduced the new Finance intern, Donovan Billingsley. Next, Mr. Slyman provided the financial update for the month of June. The total traditional lottery games sales for the month of June, the last month of the Fiscal Year, were \$356.4 million, \$11 million or 3.2% higher compared to the same period last year.

Draw-based game sales were \$164.3 million, \$11.3 million 7.4% higher than the month of June last year. Scratch-off game sales in June were \$192.2 million down \$0.3 million or 0.2% versus last year. Total prize expense equaled 70.2% of sales, which was higher than anticipated (66%-67% is the average) Pick 3 prize payout in June was 72% while Pick 5 prize payout was 83%. Keno prize payout was 78%. These higher-than-normal prize payouts had a slight impact on Lottery profits.

Mr. Slyman reported that the VLT gross revenue was \$114.7 million in the month of June, which represented an increase of \$0.4 million or 0.4% versus last June. The Lottery's Net win from that equaled \$38.4 million. Mr. Slyman noted that the profits earned from VLTs in June were transferred to the Lottery Profits Education Fund earlier in the month of July and will count towards the current year's profit commitment.

Lastly, CFO Slyman provided a summary of the Lottery's financial performance for FY25 since June concluded the Lottery's Fiscal Year.

Director's Update

Director Michelle Gillcrisp reported that the Lottery's transfer to the Lottery Profit's Education Fund (LPEF) for the month of June was approximately \$80.5 million and this represents profits from traditional products only. This is approximately \$1.4 million over the Lottery's commitment for the month and \$0.2 million more than last June. Director Gillcrisp noted that due to reporting requirements for fiscal year end by OBM, profits from VLTs for the month of June will be reported in July and counted towards Fiscal Year '26 profits. That is the reason for the number that represents only the traditional Lottery products. For the Fiscal Year, which ended June 30th, total transfers to the Lottery Profits Education Fund for the year were \$1.447 billion, which is \$7.7 million more than the Lottery's annual commitment.

Director Gillcrisp recognized two retiring employees, Kathy Verrell, from the Sales division and Ron Fornaro, from the Product Innovation division. Kathy Verrell was a Lottery Sales Rep in Region 1 and began at the Lottery in 2007; Ron Fornaro was a Scratch-Off Product Manager and began in 1991.

Director Gillcrisp informed the Commissioners that she had attended the NASPL Director's Conference for the first time. Director Gillcrisp met with other Lottery Directors and had the opportunity to learn from them, share experiences, and best practices. In addition, Director Gillcrisp shared that Ohio is hosting the National Council on Problem Gambling annual Conference in Columbus on July 16-18th. This allowed the Lottery to showcase the collaborative work the Lottery does in Ohio on Responsible Gambling with the Lottery's partner agencies.

Director Gillcrisp took a moment to thank Chairman Blair for attending the Cash Explosion Road show on June 14, 2025, in Youngstown. There were approximately 2,500 guests that attended for their chance to be drawn live to get on the show. The grand prize winner won \$250,000, and the audience also won with several cash prizes that took place during the taping. Cash Explosion fans generously donated enough food and money to support 3,869 meals for the Second Harvest Food Bank of Mahoning County. Director Gillcrisp thanked the Cash Explosion team and Lottery Staff members that worked the event.

Director Gillcrisp introduced Rocco Ardon, an intern in the General Services division who attends Miami University.

Lastly, Director Gillcrisp turned it over to the Legislative Director, Nick Ciofani, for an update on how the budget concluded.

ADJOURNMENT

With no further business before the Ohio Lottery Commission, Chairman Blair informed Commissioners that the next meeting will be held on Wednesday, August 13, 2025, at 12:00 p.m. via teleconferencing and in person. The meeting was adjourned at approximately 12:54 p.m.

Respectfully Submitted,



Michelle Gillcrisp
Director



Matthew Blair
Commission Chair