



THE OHIO LOTTERY COMMISSION  
MEETING MINUTES  
NOVEMBER 9, 2022  
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  
Martin Sweeney  
Matthew Szollosi

Director and Staff of the Ohio Lottery Commission Attending In Person & Remotely

Pat McDonald, Executive Director  
Sean Webster, Assistant Director, Operations and Administration  
Nicole Kostura, Assistant Director, Sales and Marketing  
Collin Sheehy, Executive Assistant to the Director  
Terri Jones, Administrative Assistant, Executive Office  
Greg Bowers, Deputy Director, Office of Finance  
Ron Fornaro, Scratch-Off Ticket Product Manager, Office of Sales  
Nick Ciofani, Deputy Director, Office of Government & Community Relations  
Jon Dillinger, Sports Gaming Operations Manager  
Greg Beyer, Deputy Director, Office of Internal Audit  
Dan Carter, Office of Legal Counsel  
Susan Diamond, Office of Responsible Gambling  
Danielle Frizzi Babb, Deputy Director, Office of Communications  
Scott Frost, Video Lottery Operations  
Michael Gonzalez, Deputy Director, Office of Product Innovation  
Marie Kilbane Seckers, Office of Communications  
Ian Litherland, Sports Gaming Operations  
Richard Perk, Deputy Director, Office of Sales  
Carla Reeves, Office of Internal Audit  
Marni Santoro, Office of Legal Counsel

Tom Spayd, Senior Regulator, Video Lottery Operations  
Percy Turner, Deputy Director, Office of General Services  
Tom Ackerman, Office of Marketing  
Simeonia Mays, Deputy Director, Video Lottery Operations  
Jimmie Hicks, Deputy Director, Office of Responsible Gambling  
Kara Rasmussen, Office of Legal Counsel  
Scott Basom, Office of Security  
Marty Morrow, Office of Sales  
Sharisse Russell, Office of Operations

#### Additional Attendees

Elizabeth Abate, Marcus Thomas, LLC  
George Balajan, Intralot US  
Mike Buzzelli, PGNO  
Kelly DeNiro Warmbrodt, Fahlgren Mortine  
Ed Dick, JACK Entertainment  
Dustin Ensinger, Gongwer News Service  
Larry King, IGT  
Nora Larson, Recover Resources  
Kathleen Lenhardt, Hollywood Gaming at Mahoning Valley  
Sandy Miller  
Shelly Miller, MGM  
Matt Oyster, Ice Miller, LLC  
Sam Porter, Ice Miller, LLC  
Craig Robinson, Miami Valley  
Collen Rowan, IGT  
John Walker, Eldorado Scioto Downs

#### CALL TO ORDER AND PLEDGE OF ALLEGIANCE

Chairman Blair called the meeting of the Ohio Lottery Commission to order at 12:00 p.m. The meeting was held in person and via teleconferencing.

#### ROLL CALL

The following members of the Commission answered present to Roll Call: Matthew Blair, James Brady, Caryn Candisky, Nita Gupta, Angela Mingo, Mark Rickel, and Martin Sweeney. Commissioner Matthew Szollosi arrived at 12:20 pm.

#### APPROVAL OF MINUTES OF SEPTEMBER 14, 2022

Chairman Blair presented to the Commission for approval the minutes from the September 14, 2022 meeting. This was an oversight from the October Commission meeting. Chairman Blair made a motion to approve the minutes, seconded by Commissioner Sweeney. The motion was affirmatively voted upon by the eight Commissioners present.

- Note: The October 12, 2022, Commission meeting minutes were not approved and will need to be approved at the December 14, 2022, Commission meeting.

#### APPROVAL OF FIVE (5) SCRATCH-OFF GAMES IN PROPOSED FORM

Ron Fornaro, Scratch-Off Product Manager, presented before the Commission five (5) scratch-off games in Proposed Form.

- Rule 3770:1-9-774, \$1,000 Win It All (\$1.00)
- Rule 3770:1-9-775, Mega Money Multiplier (\$2.00)
- Rule 3770:1-9-776, Lucky \$500s (\$5.00)
- Rule 3770:1-9-777, Precious Diamonds (\$10.00)
- Rule 3770:1-9-778, Nothing But Cash (\$20.00)

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

#### APPROVAL OF FIVE (5) SCRATCH-OFF GAMES IN FINAL FORM

Dan Carter, Legal Counsel, presented before the Commission five (5) scratch-off games in Final Form.

- Rule 3770:1-9-763, \$365,000 Make My Day (\$1.00)
- Rule 3770:1-9-764, \$520,000 Make My Week (\$2.00)
- Rule 3770:1-9-765, \$1,000,000 Make My Month (\$5.00)
- Rule 3770:1-9-766, \$2,500,000 Make My Year (\$10.00)
- Rule 3770:1-9-767, \$500,000 Ultimate Cash (\$10.00)

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

#### APPROVAL OF TWO HUNDRED TWENTY-FIVE (225) SCRATCH-OFF RULES FOR RECISSION PRESENTED IN PROPOSED AND FINAL FORM

Dan Carter, Legal Counsel presented before the Commission Two Hundred Twenty-Five (225) Scratch - Off Rules for recission in proposed and final form.

Rule#3770:1-9-

- Rule 102, Reindeer Games
- Rule 103, Holiday \$100
- Rule 104, Merry, Merry
- Rule 105, Platinum Plus
- Rule 107, 2013 Tripler
- Rule 108, Great Golden 8's
- Rule 111. Sterling Silver

- Rule 112, Thrilling 3's
- Rule 113, The King's Gold
- Rule 114, Triple 7's
- Rule 115, Instant Pick 3,4,5
- Rule 119, Dynamite Doubler
- Rule 120, Liquid Gold
- Rule 122, Wizard of Oz
- Rule 125, Some Like It Hot
- Rule 126, Fast Cash
- Rule 127, Supercash
- Rule 128, Mega \$\$\$ Multiplier Playbook
- Rule 129, Cash Explosion
- Rule 130, \$1,000 Bankroll
- Rule 132, Hot \$100,000
- Rule 134, Lots of 50's
- Rule 135, Magic Money
- Rule 136, Pro Football Hall of Fame™
- Rule 139, Wild 2's
- Rule 140, Lucky Lines
- Rule 141, Tons of Funds
- Rule 148, Ghostbusters™
- Rule 149, Sparkling 5's
- Rule 150, Super Lotto Plus
- Rule 151, Love To Win
- Rule 152, Money Multiplier
- Rule 153, Lucky 7s Playbook
- Rule 156, Holiday Cash
- Rule 157, Holiday Gift
- Rule 158, Happy Holidays
- Rule 159, Holiday Lucky Times Ten
- Rule 160, Holiday Spectacular
- Rule 161, Triple Black Cherry
- Rule 162, Monopoly™ Jackpot
- Rule 163, 5X The Money
- Rule 164, 10X The Money
- Rule 165, 20X The Money
- Rule 166, 50X The Money
- Rule 169, I Love Cash
- Rule 170, Cadillac® and Cash
- Rule 171, Twisted
- Rule 175, Win Pigs Fly
- Rule 176, \$10,000 Grant

- Rule 177, Joker's Wild
- Rule 181, Tic Tac OH
- Rule 182, Black White
- Rule 183, Extreme Cash Double Play
- Rule 185, Lucky Devil
- Rule 186, Liberty Bells
- Rule 187, Easy Money
- Rule 189, Cash Explosion
- Rule 191, Lucky 7
- Rule 192, Red Hot and Blue 7s
- Rule 193, Triple Black 777
- Rule 194, Bingo and Diamonds
- Rule 197, Magic 8 Ball
- Rule 198, Fun 5's
- Rule 200, Cash Explosion
- Rule 202, Wild Pixies
- Rule 203, 15X The Win
- Rule 206, Triple Cash
- Rule 207, Win It All
- Rule 210, The Walking Dead
- Rule 211, Funky 5s
- Rule 212, Lucky Playbook
- Rule 215, Holiday Cash
- Rule 216, Holiday Colors
- Rule 217, Betty Boop™ Holiday
- Rule 218, Holiday Lucky Times Ten
- Rule 219, Season Greetings
- Rule 220, Cool 7s Tripler
- Rule 221, Frosty Fun
- Rule 222, Snowball Bucks
- Rule 223, Winter Winnings
- Rule 235, Lucky Horseshoe
- Rule 236, Lucky Streak
- Rule 239, \$50,000 Winning Numbers
- Rule 240, Break The Bank
- Rule 241, Lucky Loot
- Rule 246, \$50 Frenzy
- Rule 247, \$100 Frenzy
- Rule 248, \$500 Frenzy
- Rule 251, Maximum Fortune
- Rule 253, Luck 8's Doubler
- Rule 254, Frogger®

- Rule 255, Red Hot 5s
- Rule 257, \$200,000 Match
- Rule 258, Cash Multiplier
- Rule 259, Lotto Bucks
- Rule 267, Wild Doubler
- Rule 268, Some Like It Hot
- Rule 269, VIP Cash Club
- Rule 270, Alpa
- Rule 271, Diamond 7
- Rule 272, The Bis \$10 Ticket
- Rule 275, Match 3 Doubler
- Rule 276, Double Diamond
- Rule 277, Double Cash Doubler
- Rule 278, Gold
- Rule 285, \$20,000 Holiday Gold
- Rule 286, Holiday Bingo
- Rule 288, Merry Money
- Rule 289, It Takes 2
- Rule 290, The Wizard of Oz
- Rule 294, Sapphire Blue 7s
- Rule 295, Emerald Riches
- Rule 296, Ruby Red 7s
- Rule 298, Luck of the Irish Tripler
- Rule 299, Cash Blast
- Rule 300, Cash Extravaganza
- Rule 304, Break the Bank
- Rule 309, Loose Change
- Rule 310, Gold Fish™
- Rule 311, Roulette
- Rule 312, Green & Gold
- Rule 315, Monopoly Millionaires' Club™
- Rule 316, Monopoly Millionaires' Club™
- Rule 317, Monopoly Millionaires' Club™
- Rule 321, Scoop The Cash
- Rule 322, \$250,000 Payout
- Rule 323, Fabulous Fortune
- Rule 324, Double Doubler
- Rule 330, Fast \$100s
- Rule 331, Bejeweled™
- Rule 332, Triple Winning 7s
- Rule 333, Ohio's \$5000,000 Money Club
- Rule 334, \$5,000 Jackpot

- Rule 335, \$20,000 Jackpot
- Rule 336, \$300,000 Jackpot
- Rule 338, Power Play® Cashword
- Rule 339, Cashword Tripler
- Rule 340, Gold Bar Bingo
- Rule 342, Ohio Lottery Limited
- Rule 343, Dazzling 7s
- Rule 344, Block-O
- Rule 345, Double Sided Dollars
- Rule 348, Holiday Lucky Times 5
- Rule 349, Frosty Cashword
- Rule 350, Holiday Lucky Times 10
- Rule 351, Holiday Lucky Times 20
- Rules 353, Bingo Squared
- Rule 354 20X The Money
- Rule 355, Hit \$50!
- Rule 356, Hit \$100
- Rule 357, Hit \$500
- Rule 359, Cleveland Cavaliers
- Rule 361, Win for Life®
- Rule 365, Luck of the Irish Tripler
- Rule 366, 777
- Rule 367, Road to Richies™
- Rule 370, Game of Gold
- Rule 371, Lifetime Riches
- Rule 374, Cash X5
- Rule 375, Cash X10
- Rule 376, Cash X15
- Rule 377, Cash X20
- Rule 378, Cash X50
- Rule 379, Cash Explosion® 30<sup>th</sup> Anniversary
- Rule 381, Give Me 5
- Rule 382, The Three Stooges™
- Rule 383, The Price is Right®
- Rule 387, Bonus Quick 7
- Rule 388, 3 Time Lucky
- Rule 389, Queen of Hearts
- Rule 391, Neon Is
- Rule 392, Triple Diamonds
- Rule 394, Win It All
- Rule 395, Ultimate Millions
- Rule 404, Bingo Plus

- Rule 405, Mad Money
- Rule 406, Easy as 123
- Rule 407, \$25 Million Payout
- Rule 410, Lucky 7's Bingo
- Rule 412, Joker's Wild
- Rule 413, Gold Mine
- Rule 414, Winter Green Doubler
- Rule 415, Willy Wonka™
- Rule 416, Cash Explosion®
- Rule 418, Holiday Cash
- Rule 419, Cashing Thru the Snow HD
- Rule 420, Merry Multiplier
- Rule 421, Holiday Lucky Times 10
- Rule 422, Season Greetings
- Rule 423, Doubling Star Cashword
- Rule 425, Old Man Winner
- Rule 426, Secret Santa
- Rule 427, Winter Riches
- Rule 431, Big \$100 Explosion
- Rule 432, Jackpot Party
- Rule 435, Wild 8s®
- Rule 436, Money Multiplier
- Rule 437, Frogger
- Rule 438, 25X
- Rule 444, Royal Gems
- Rule 445, Super Break the Bank
- Rule 446, Winner Winner Chicken Dinner
- Rule 447, Life is Good®
- Rule 448, Full of \$500s
- Rule 449, \$100 Million Money Explo
- Rule 450, Money Bags Multiplier
- Rule 451, Boardgame Bonus™
- Rule 452, \$150,000 Jackpot
- Rule 456, Fast \$50s
- Rule 457, Blazing Hot Cash
- Rule 458, The Voice
- Rule 459, Double Doubler
- Rule 460, 7
- Rule 466, Triple Cash
- Rule 467, 4 Way Cash
- Rule 468, Power 5s
- Rule 469, Diamonds and Gold

- Rule 598, Stacks of Cash
- Rule 722, Reindeer Rally
- Rule 723, Stocking Stuffers
- Rule 724, Lucky Bet
- Rule 806, Cash In
- Rule 204, Money Go Round
- Rule 284, Holiday Cash

Chairman Blair moved to approve the rescission of 225 Scratch-Off game rules as presented in Proposed and Final Form, with Commissioner Brady offering a second to the Motion. The Motion was affirmatively voted upon by the Commissioners.

#### APPROVAL OF TWO (2) ADMINISTRATIVE RULES IN FINAL FORM

Mr. Carter presented before the Commission two (2) Administrative Rules in final form.

- Rule 3770:3-8-01, Revenue and Compensation
- Rule 3770:3-8-02, Prize Payout

Commissioner Blair moved to approve the Administrative Rules presented in final form with Commissioner Rickel offering a second to the Motion. The Motion was affirmatively voted upon by the nine Commissioners present.

(Commissioner Szollosi joined the meeting).

#### RESOLUTION TO APPROVE VIDEO LOTTERY GAME THEMES

Mr. Carter presented a Resolution to approve 41 Video Lottery Game Themes for inclusion in the video lottery game theme library.

Chairman Blair moved to approve the Resolution, with Commissioner Szollosi offering a second to the Motion. The Motion was affirmatively voted upon by the Commissioners present.

#### FINANCIAL REPORT

Office of Finance Deputy Director Greg Bowers provided to the Commissioners a financial update for the month of October 2022.

Sales from traditional lottery games for the month of October were \$371.1 million, which was a 4.7% increase from sales generated last October.

Total Ohio sales for the November 7<sup>th</sup> Powerball drawing equaled \$18.4 million. The \$2.04B jackpot had a single winner in the state of California. For the total sequence which began on August 6<sup>th</sup>, sales were \$93.3 million. Profit from this sequence was approximately \$36 million, which was roughly \$25 million more than expected during this time. The sequence featured 41 draws, which is double the number of draws the last time the Powerball reached \$1.58 billion in January 2016. Sales for October Powerball are now up \$8.3 million for the year, a \$19 million dollar swing, showing how volatile these types of games can be. Combined Mega Millions and Powerball sales through October is over 61% of total annual sales generated in Fiscal 2022.

Mr. Bowers reported that Classic Lotto was up against last October by 35% as the jackpot continued to grow. On November 5<sup>th</sup> the Jackpot was hit at \$39.3 million, marking the first Classic Lotto jackpot win since the November 23, 2020 with a jackpot of \$5.9 million. Sales generated from games played primarily in bars and restaurants also grew by \$1.6 million, or 2.3%, led by Keno.

Draw-based game sales increased \$20.1 million, or 11.8% sales. Scratch-off ticket sales were \$179.9 million, which was up from September, but down against last year by 1.9%.

While the Pick 4 payout was over 77% of sales for the month, total prize expense was only slightly ahead of the previous three months by 1%, However, operating costs were high due to timing of certain vendor invoices.

Gross Gaming Revenue from VLTs for the month was \$109 million, down by \$2.4%. Net profit from that equaled \$35.3 million, which was \$959,000 less than last year.

Total Sales are now ahead of last year through October by \$23.7 million, or 1.7%. Given the success the lottery had last year during the first four months of the fiscal year, the fact the lottery is ahead of last year at this point puts us on a good path going into holiday season.

Mr. Bowers also reported that the Finance department had their exit meeting with the Auditor of State. They are putting finishing reviews on the Annual Comprehensive Financial Report (ACFR) which will be submitted prior to Thanksgiving.

The biennial budget request was submitted to the Office of Budget and Management on October 28, 2022. The budget is going through a technical review by the budget analyst assigned to our agency. There is a meeting scheduled on November 28<sup>th</sup> with the OBM Director to discuss our submission.

The Finance staff is spending time working with the Sports Gaming staff to get the Sports Gaming program up and running by January 1<sup>st</sup>.

#### DIRECTOR'S REMARKS

The Director informed the Commission that the LPEF transfer for the month of October 2022 was \$121.2 million which is \$5.2 million more than October of 2021. For the year, the cumulative transfer is \$511 million which is close to \$12.1 million more than last year's cumulative transfer. Director McDonald reminded the Commission that the total LPEF commitment for fiscal 2023 is \$1.263 billion dollars.

The Director thanked everyone for participating in the Combined Charitable Campaign. Ohio Lottery staff has donated over \$50,000, which is 105% of our \$47,600 goal.

The Director introduced Richard Klein, the new Sales Regional Manager for the Region 1 Cleveland office.

Lottery staff attended the World Lottery Summit (WLS) in mid-October, which was hosted by the World Lottery Association and North American Association of State and Provincial Lotteries (NASPL). The summit included professional development seminars on advanced technology, marketing strategies, responsible gambling integration and a tradeshow where vendors from across the globe highlighted their latest lottery technology and equipment. During this conference, the Ohio Lottery was recognized and won two NASPL Batchy Advertising awards. Both awards were in the Responsible Gambling Communications category. The Lottery "Keep It Fun, Ohio" campaign won for the best Coordinated Campaign and our "Not for Kids" campaign for best Digital Media.

On behalf of the Director, Marty Morrow – Sales attended the meeting between Mega Millions and the Multi-State Lottery (MUSL) consortium who runs Powerball during WLS. The purpose was to discuss future game enhancements to the Mega Millions game

Jimmie Hicks, Deputy Director of Responsible Gambling, gave an overview of on-going Responsible Gambling initiatives including the upcoming launch of “Time Out Ohio”. This campaign is a re-brand of the Ohio Voluntary Exclusion Program and will go-live in coordination with sports gaming. Mr. Hicks also discussed the Cuyahoga County Court Gambling program that was established under the previous Responsible Gambling Deputy Director, Karen Russo.

Sports Gaming Operations Manager Jon Dillinger informed the commissioners that all 26 Administrative rules have been approved in final form for the sports gambling program. Mr. Dillinger also discussed the proprietor’s implementation deadlines. This will include submission of their service plans and responsible gambling plans, trainings, and financial processing. The regulators meet with proprietors once a week to discuss these plans as well as their roll out and installation plan in support of operations on January 1, 2023.

Mr. Dillinger also informed the Commissioners that the Ohio Casino Control Commission (OCCC) will consider approving Type C Proprietor applications by Elys Gameboard Technologies and Gold Rush Amusement at their November 16<sup>th</sup> meeting. The Lottery hopes to have six total proprietors commencing operations in 2023. Gold Rush Amusements signed a lottery sports gaming contract with the Lottery since our last commission meeting.

Assistant Director Sean Webster provided an update on the two proprietors that have not yet signed sports gaming contracts with the Lottery, which are J&J Ventures and Intralot. J&J Ventures indicated that they are not planning to launch until next March at the earliest as they are still finalizing their partnerships.

Mr. Webster reported that contract negotiations continue with Intralot. This contract will require Controlling Board approval due to way the financials are processed utilizing the lottery system. Mr. Webster stressed that in order to be on the December 12th Controlling Board meeting, we will need a signed contract by November 15<sup>th</sup> or preferably sooner. The Lottery is hopeful they will sign soon and will continue working with them on the technical side with software testing to ensure there are no delays on the Lottery’s end for the January 1<sup>st</sup> launch date.

ADJOURNMENT

With no further business before the Ohio Lottery Commission, Chairman Blair informed Commissioners that the next meeting will be held on Wednesday, December 14, 2022, at 12:00 p.m. via teleconferencing and in person.

Respectfully Submitted,



Pat McDonald, Executive Director



Matthew Blair, Commission Chair