



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

Members of the Commission

Matthew Blair, Chairman
James Brady, Vice Chairman
Caryn Candisky
Nita Gupta
Angela Mingo
Martin Sweeney
Jonathan Hughes

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
Sy'Aire Toler, Student Intern, Office of Executive
Nick Ciofani, Deputy Director, Office of Government and Community Relations
Dan Carter, Acting Chief Legal Counsel, Office of Legal Counsel
Meg Rasmussen, Office of Legal Counsel
Margaret Tomaro, Office of Legal Counsel
Tom Ackerman, Deputy Director, Office of Marketing
Ian Litherland, Office of Legal Counsel
Raymond Durant, Deputy Director, Office of Investigations & Security
Ed Slyman, Deputy Director, Office of Finance
Joan French, Office of Legal Counsel
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
Samantha Crites, Office of Internal Audit
Carla Reeves, Office of Sports Gaming
Richard Kline, Office of Sales
Barry Riley, Office of Communications
Kailee Leonard, Office of Communications
Vivica Williams, Office of Communications
Ken Dauenhauer, Office of Marketing
Tom Spayd, Office of Racino Operations
Azra Gusic, Office of General Services

Jimie Hicks, Deputy Director, Office of Responsible Gambling
Rebecca McElmore, Office of Marketing
Angela McCracken, Office of Sports Gaming
Brent Collier, Office of Internal Audit
Terri Jones, Office of Marketing
Sharisse Russell, Office of Racino Operations
Alexander Snyder, Office of Sports Gaming

Additional Attendees

John Oberle, Ice Miller
Kathy Lenhardt, Hollywood Gaming
Ed Dick, Jack Entertainment
Samantha Alonso, MGM Northfield Park
Madi Warden, Marcus Thomas
Scott Chapin, Marcus Thomas
Nichole Herrera, Success Group
Debbie Pirone, Marcus Thomas
Karna Milan, MHA
George Balajan, Intralot
Jess Panora, BetMGM
Sarah O'Driscoll, Fahlgren
Jennifer Park, Aftermath
Holly Guenther, Boyd Gaming
Gina Lawwill, Miami Valley Gaming
Matthew Becker, Penn Entertainment
Joseph Schmansky, AGO
Chris Volle, Jack Entertainment
Steven Ranere, IGT
Mark Basedow, Lotto.com Inc

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 March 12, 2025, meeting minutes. The motion was seconded by Commissioner Gupta and was affirmatively voted upon by the Commissioners present.

Audit Committee Update

Audit Committee Member, Commissioner Sweeney, provided an update on the March Audit Committee meeting on behalf of Audit Committee Chair Mingo. Commissioner Sweeney reported that during the March Meeting the Audit Committee discussed the new Global Internal Audit Standards, that went into effect in January. The Audit Committee also discussed the results of two audit projects that were completed. The first project was the Payment Card Program audit, which had two objectives. First, to ensure that the Lottery adheres to both internal and external purchasing policies and procedures, and second, that the Lottery adheres to the Minority Business Enterprise (MBE) purchasing requirements. Commissioner Sweeney reported that both objectives were well controlled, and no material issues were noted. The second project was the Responsible Gambling Messaging audit, which had two objectives. First, to

evaluate the design and effectiveness of controls over the Responsible Gambling messaging processes, and second, to evaluate the design and effectiveness of controls to ensure retailer compliance with responsible gambling messaging. Both objectives were noted as improvements needed, and no material issues were noted during the audit

In addition, Commissioner Sweeney informed the Commission that the Internal Audit team started their annual risk assessment process and as part of the process the Commissioners would receive an email with a link to a survey that has three questions. The Commissioners' input will assist the Internal Audit team.

Approval of nine (9) Administrative Rules in Proposed Form

Daniel Carter, Acting Chief Legal Counsel, presented nine (9) Administrative Rules in Proposed Form:

- 3770:0-6-01, Personal information systems definitions
- 3770:0-6-02, Procedures for accessing confidential personal information
- 3770:0-6-03, Valid reasons for accessing confidential personal information
- 3770:0-6-04, Confidentiality statutes
- 3770:0-6-05, Restricting and logging access to confidential personal information in computerized personal information systems
- 3770:1-9-954, Game rule nine hundred fifty-four + Appendix
- 3770:2-1-01, Authority and purpose
- 3770:2-1-02, Incorporation of by-laws
- 3770:2-9-01, Severability

Daniel Carter, Acting Chief Legal Counsel, mistakenly presented Administrative Rule 3770:2-1-02, as 3770:-1-02.

Chairman Blair moved to approve nine (9) Administrative Rules in Proposed Form, with Commissioner Candisky offering a second to the Motion. The Motion was affirmatively voted upon by the Commissioners present.

Approval of eight (8) Administrative Rules in Final Form

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

- 3770:0-4-10, 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
- 3770:1-9-250, Game number two hundred fifty (Mega Millions)
- 3770:1-9-947, Game rule number nine hundred forty-seven (EZPlay)

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

Resolution to Approve twenty-two (22) new Video Lottery Terminal (VLT) Game Themes

Daniel Carter, Acting Chief Legal Counsel, presented a Resolution to approve twenty-two (22) VLT game themes.

Chairman Blair moved to approve the Resolution with twenty-two (22) 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 Ed Slyman provided the financial update for the month of March. The total traditional lottery games sales for the month of March were \$392.5 million, which is \$32.8 million or 7.7% less than the sales generated last year. Draw-based game sales were \$173.7 million, which was \$34.7 million or 16.6% lower than the same month last year. Pick 3, 4, and 5 sales were \$66.9 million, up approximately \$2.2 million or 3.4%; March represents the first positive variance this FY for this category. Multistate game sales were \$25 million, down \$37.3 million or 59.8% lower when compared to the same time period last year. Mr. Slyman stated that this large variance can be attributable to the higher jackpots offered last year. For example, Mega Millions reached \$1.1 billion before it was won on March 26, 2024. In addition, Powerball reached \$951 million by the end of March. Mr. Slyman informed the Commission that if the sales for these highly unpredictable games were removed, total traditional sales would be up \$4.4 million or 1.2%.

Keno sales were \$55.9 million, down \$1.1 million or 1.8%. Mr. Slyman stated that March 1, 2024, was a Friday, and Fridays are typically the best performing day of the week for Keno. March 1st, of this year, started on a Saturday. EZ Play sales were \$10.4 million, up \$2.4 million or 29.5%. This was mainly attributable to the higher Progressive jackpots offered. (Ohio Jackpot 7's - \$1.0 million won in Dayton).

Scratch-off ticket sales in March were \$218.8 million, down \$1.8 million or 0.8% higher than last year. Mr. Slyman informed the Commission that this was the 8th highest selling month in the Lottery's history and the 2nd highest sales for the month of March. The \$10 games lead all price point sales at \$50.5 million, accounting for 23.1% of sales. The \$20 games were second with sales of \$47.5 million, accounting for 21.7% of total sales, and the \$5 games led the way with the most tickets sold of over 7 million. Self-service sales for the month were \$59.4 million. An increase compared to last year of \$831k or 1.4%.

Mr. Slyman reported that the VLT gross revenue was \$133.0 million in the month of March, which represents a new record for the all-time highest monthly revenue. The previous record was March of 2024, at \$128.7 million. This represents an increase of \$4.3 million or 3.3% when compared to last year. Year-to-date, VLT gross revenue is up \$15.9 million, or 1.6% compared to the first nine months of last year.

Lastly, CFO Slyman reported that the total prize expense for March was \$259.2 million, or 66.1% of sales, and operating expenses were as expected.

Director's Update

Director Michelle Gillcrist reported that the Lottery's transfer to the Lottery Profit's Education Fund (LPEF) for the month of March was approximately \$136.1 million. This is \$6.5 million more than the Lottery's commitment, still \$14.6 million lower than last March. Director Gillerist stated that the Lottery has transferred approximately \$1.12 billion to the LPEF, which is roughly \$13.3 million ahead of our Fiscal Year-to-date commitment.

Director Gillcrist informed the Commissioners that there were resolutions circulating for three retiring employees. James Torain served as a Lottery Sales rep, Andy Rokakis served as an Electronic Design Specialist, and John Parks served as a Lottery Sales Rep. Director Gillcrist thanked each of them for their many years of service and dedication to the Lottery's mission.

Director Gillerist shared that the Partners in Education Program (PIE) was selected as the recipient of the 2025 Ohio Education Association (OEA) Friend of Education Award. Director Gillcrist stated that this recognition is a testament to the hard work and dedication of the team, particularly the Partners in Education Program Coordinator, Molly Fanta.

Director Gillcrist invited Cash Explosion's Executive Producer, Barry Riley, to provide some details regarding the Cash Explosion Road show that will take place in Youngstown in the month of June.

Lastly, Director Gillcrist invited the Lottery's Deputy Director of Marketing, Tom Ackerman, to present on the "Know the Odds" campaign, which helps educate the public on Lottery games.

ADJOURNMENT

With no further business before the Ohio Lottery Commission, Chairman Blair informed Commissioners that the next meeting will be held on Wednesday, May 14, 2025, at 12:00 p.m. via teleconferencing and in person. The meeting was adjourned at approximately 12:40 p.m.

Respectfully Submitted,

p.p Nicole Kostura



Michelle Gillcrist
Director



Matthew Blair
Commission Chair