



THE OHIO LOTTERY COMMISSION
MEETING MINUTES
June 11, 2025
IN PERSON/VIA TELECONFERENCE

Members of the Commission

Matthew Blair, Chairman
James Brady, Vice Chairman
Nita Gupta
Angela Mingo
Martin Sweeney

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
Meg Rasmussen, Office of Legal Counsel
Luke Six, Intern, Office of Legal Counsel
Caleb Alamo, Intern, Office of Legal Counsel
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
Pam Strickland, Office of Product Innovation
Simeonia Mays, Deputy Director, Office of Racino Operations
Jon Dillinger, Office of Sports Gaming
Carla Reeves, Office of Sports Gaming
Peter McGinty, Office of Internal Audit
Ken Dauenhauer, Office of Marketing
Azra Gusic, Office of General Services
Angela McCracken, Office of Sports Gaming
Valerie Murphy, Office of Internal Audit
Samantha Crites, Office of Internal Audit
Sharisse Russell, Office of Racino Operations
Tom Spayd, Office of Racino Operations
Allison Turner, Office of Marketing

Alexander Snyder, Office of Sports Gaming
Jacqueline Cunningham, Office of Communications
Marie Kilbane, Office of Communications

Additional Attendees

Ed Dick, Jack Entertainment
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
Rachel Viets, Hart Inc.
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
Duane Miller, 3 Leaf Inc.
Paula Rope
Sandra Rope
614-561-9265

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 Gupta moved to approve the May 14, 2025, meeting minutes. The motion was seconded by Commissioner Sweeney and was affirmatively voted upon by the Commissioners present.

Approval of six (6) Scratch-Off Games in Proposed and Final Form

Ron Fornaro, Scratch-Off Product Manager, presented six (6) Scratch-Off Games in Proposed and Final Form:

- OLC Operating Procedure 1044, *Holiday Cash* (\$1.00)
- OLC Operating Procedure 1045, *Holiday Gifts* (\$2.00)
- OLC Operating Procedure 1046, *Holiday Lucky Times 10* (\$5.00)
- OLC Operating Procedure 1047, *Holiday Cash Vault* (\$10.00)
- OLC Operating Procedure 1048, *\$1,000,000 Holiday Wish* (\$20.00)

- OLC Operating Procedure 1049, *Holiday Millions* (\$30.00)

Chairman Blair moved to approve six (6) Scratch-Off Games in Proposed and 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 Rules in Final Form (Amended)

Daniel Carter, Acting Chief Legal Counsel, presented three (3) Administrative Rules in Final Form (Amended):

- 3770-6-02, Procedures for accessing confidential personal information
- 3770-6-05, Restricting and logging access to confidential personal information in computerized personal information systems
- 3770:1-9-954, Game rule nine hundred fifty-four + Appendix

Chairman Blair moved to approve three (3) Administrative Rules in Final Form (Amended), with Commissioner Brady offering a second to the Motion. The Motion was affirmatively voted upon by the Commissioners present.

Resolution to Approve twenty-six (26) new Video Lottery Terminal (VLT) Game Themes

Daniel Carter, Acting Chief Legal Counsel, presented a Resolution to approve twenty-six (26) VLT game themes.

Chairman Blair moved to approve the Resolution with twenty-six (26) 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 May. The total traditional lottery games sales for the month of May were \$372.7 million, \$4.2 million, or 1.1% higher than the sales generated in May 2024. Draw-based game sales were \$164.4 million, which was \$0.3 million or 0.2% lower than the same month last year. Pick 3, 4, and 5 sales were \$65.3 million, up approximately \$2.6 million or 4.1%. In-state lotto games were \$6.6 million, down \$0.2 million or 3.3%. Keno sales were \$53.4 million, up \$0.6 million or 1.1%. EZ Play sales were \$13.7 million, up \$0.9 million or 10.2% versus last year.

Scratch-off ticket sales for the month of May were \$208.3 million, which was \$4.5 million or 2.2% higher than May 2024. Mr. Slyman informed the Commission that the \$10 games led all price point sales at \$49.4 million. The \$20 games followed with \$42.3 million in sales. The \$5 games led the way with the most tickets sold at \$6.8 million. Self-service sales for the month were \$57.5 million, an increase of \$1.1 million, or 2% when compared to last year.

Mr. Slyman reported that the VLT gross revenue was \$131.6 million in the month of May, which was \$11.8 million or 9.9% higher than last May. Year-to-Date, VLT revenue has increased by \$31.1 million, or 2.5% compared to last year.

Lastly, CFO Slyman reported that the total prize expense for May was \$249.3 million, or 66.9% of sales which is right on target. May operating expenses were \$18.3 million, slightly higher than expected due to the timing of invoices.

Director's Update

Director Michelle Gillcrist reported that the Lottery's transfer to the Lottery Profit's Education Fund (LPEF) for the month of May was approximately \$127.7 million. This is approximately \$2.7 million over the Lottery's commitment.

Fiscal year-to-date, the Lottery has transferred approximately \$1.37 billion to the education fund, which is roughly \$6.3 million ahead of the Lottery's FYTD commitment.

Director Gillcrist recognized a retiring employee, David Howard, from the Sales division. David Howard was a Lottery Sales Rep in Region 7 (Canton) and served at the Lottery since 1994.

Director Gillcrist reminded the Commissioners that the Lottery was amidst the State's Biennial Budget process and stated that the Senate Finance committee released their latest version of the budget. Director Gillcrist shared that this bill cut the Lottery's operating expenses line by \$7.8 million over the biennium and is concerning to all since the Lottery is a fully self-sufficient agency who operates on a mere 4% of sales and takes zero general revenue funds (GRF) from the state. Director Gillcrist stated that the Lottery has requested that the Lottery's budget be restored as this cut will have a significant impact on the Lottery's mission, objectives, and on the ability to hire critical staff in the next biennium. Additionally, Director Gillcrist shared that while the budget was cut the Senate increased the Lottery's LPEF commitment by the dollar amount that they cut the operating expenses. Director Gillcrist informed the Commissioners that the Lottery is willing to take on this challenge with the new LPEF number and would like the Senate to recognize that this will be difficult unless the Lottery's operating expenses are restored.

Lastly, Director Gillcrist turned it over to the Deputy Director of Legislative Affairs, Nick Ciofani, to go over the general landscape that could change in terms of gaming that could have a further impact on the Lottery meeting the LPEF number.

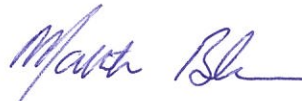
ADJOURNMENT

With no further business before the Ohio Lottery Commission, Chairman Blair informed Commissioners that the next meeting will be held on Wednesday, July 9, 2025, at 12:00 p.m. via teleconferencing and in person. The meeting was adjourned at approximately 12:33 p.m.

Respectfully Submitted,



Michelle Gillcrist
Director



Matthew Blair
Commission Chair