



THE OHIO LOTTERY COMMISSION
MEETING MINUTES
May 14, 2025
IN PERSON/VIA TELECONFERENCE

Members of the Commission

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

Ohio Lottery Commission Attendance (In-Person & Remote)

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
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
Greg Beyer, Office of Internal Audit
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
Matt Clever, Office of Racino Operations
Carla Reeves, Office of Sports Gaming
Richard Kline, Office of Sales
Peter McGinty, Office of Internal Audit
Ken Dauenhauer, Office of Marketing
Azra Gusic, Office of General Services
Rebecca Mclemore, Office of Marketing
Angela McCracken, Office of Sports Gaming
Brent Collier, Office of Internal Audit
Val Murphy, Office of Internal Audit
Sandrell Wheeler, Office of Investigations & Security

Aaron Hurst, Office of Product Innovation
Sharisse Russell, Office of Racino Operations
Scott Basom, Office of Investigations & Security
Alexander Snyder, Office of Sports Gaming
Mary Holt, Office of Sales
Steve Sotlar, Office of Sales
Angela Close, Office of Sales
Marie Kilbane, Office of Communication
Brad Feightner, Office of Sales

Additional Attendees

Sam Porter, Ice Miller
Ed Dick, Jack Entertainment
Samantha Alonso, MGM Northfield Park
Nick Monti, MGM Northfield Park
Scott Chapin, Marcus Thomas
Nichole Herrera, Success Group
Debbie Pirone, Marcus Thomas
George Balajan, Intralot
Carla Kuchta, Intralot
Jess Panora, BetMGM
Sarah O'Driscoll, Fahlgren
Jennifer Park, Aftermath
Gina Lawwill, Miami Valley Gaming
Matthew Becker, Penn Entertainment
Joseph Schmansky, AGO
Kevin Shimp, Dickinson-Wright
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 April 9, 2025, meeting minutes. The motion was seconded by Commissioner Mingo 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 1040: *\$5, \$20 or \$100 (\$2.00)*
- OLC Operating Procedure 1041: *Win Big (\$5.00)*
- OLC Operating Procedure 1042: *Mystery Multiplier (\$10.00)*
- OLC Operating Procedure 1043: *Ohio Millionaire's Club (\$20.00)*
- OLC Operating Procedure 1051: *\$2,000,000 Cashword (\$30.00)*
- OLC Operating Procedure 1052: *Triple Tripler (\$1.00)*

Chairman Blair moved to approve six (6) Scratch-Off Games in Proposed and Final Form, with Commissioner Gupta offering a second to the Motion. The Motion was affirmatively voted upon by the Commissioners present.

Approval of nine (9) Administrative Rules

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

Proposed Form – Amended:

- 3770-4-09, Compensation and reimbursement of expenses to be paid licensed lottery sales agents

Final Form – No Change:

- 3770-4-04, Sale by director
- 3770-4-05, Sales representatives
- 3770:1-9-23, Ohio lottery commission game number twenty-three (Rolling Cash 5)

Final Form – Amended – Pending JCARR:

- 3770-2-01, Persons eligible; application
- 3770-2-02, Grounds for refusal of license
- 3770-4-02, Issuance of licenses, products and equipment
- 3770-4-06, Return and settlement of tickets and collection of lottery sales revenues
- 3770:2-4-07, Video lottery sales agent employee licenses; renewal

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

Resolution to Approve one (1) new EZ Play Game

Daniel Carter, Acting Chief Legal Counsel, presented a Resolution to approve one (1) new EZ Play Game.

- Lucky Roll (\$2.00) – June EZPLAY® Game

Chairman Blair moved to approve the Resolution with one (1) new EZ Play Game with Commissioner Candisky offering a second to the Motion and the Motion was approved by all Commissioners present.

Resolution to Approve thirty-nine (39) new Video Lottery Terminal (VLT) Game Themes

Daniel Carter, Acting Chief Legal Counsel, presented a Resolution to approve thirty-nine (39) VLT game themes.

Chairman Blair moved to approve the Resolution with thirty-nine (39) 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 April. The total traditional lottery games sales for the month of April were \$359.7 million, which is \$20.2 million or 5.3% less than the sales generated in April 2024. Draw-based game sales were \$157.2 million, which was \$21.8 million or 12.2% lower than the same month last year. Pick 3, 4, and 5 sales were \$63.5 million, up approximately \$3.6 million or 6%. April represents the second consecutive month in which a positive variance has occurred for this game category. Multistate game sales were \$19.3 million, down \$22.6 million or 54% lower when compared to the same time period last year. Mr. Slyman stated that this large variance was due to the Powerball jackpot that reached \$1.1 billion in April 2024. Keno sales were \$51.5 million, down \$1.0 million or 2.0%. EZ Play sales were \$13.7 million, down \$0.9 million or 6.2%.

Scratch-off ticket sales for the month of April were \$202.5 million, which was \$1.6 million or 0.8% higher than last year. Mr. Slyman noted that on April 26th, the Lottery reached \$2 billion in Scratch-off ticket sales. This was nine

days earlier than last year. The \$10 games led all price point sales at \$48.3 million, accounting for 23.8% of sales. The \$20 games followed with sales of \$44.8 million, accounting for 22.1% of total sales, and the \$5 games led the way with the most tickets sold, \$6.5 million.

Mr. Slyman reported that the VLT gross revenue was \$120.1 million in the month of April, which was \$3.4 million or 2.9% higher than the same month last year. VLT revenue has increased by \$19.3 million, or 1.7% compared to the first ten months of last year.

Lastly, CFO Slyman reported that the total prize expense for April was \$251.1 million, or 69.8% of sales. Draw-based games prize expense was \$93.1 million, or 59.2% of draw sales. Pick 4 prize expense was higher than normal at 62.4%, and Classic Lotto prize expense was 88% due to a jackpot won in the month of April. Mr. Slyman informed the Commission that the higher-than-normal payout percentage was due to the top prize that was recently claimed for the Billion scratch-off ticket. The winner of this \$20 million prize chose the cash option.

Director's Update

Assistant Director Nicole Kostura provided the update on behalf of Director Michelle Gillcrist. Assistant Director Kostura took a moment to recognize the recent passing of former Lottery Commissioner, Allan Krulak. Among his many distinguished roles in the greater Cleveland community, Mr. Krulak served on the Ohio Lottery Commission from 2007 to 2017, including a period as Chair. Assistant Director Kostura asked for a moment of silence to honor his life and legacy.

Assistant Director Kostura reported that the Lottery's transfer to the Lottery Profit's Education Fund (LPEF) for the month of April was approximately \$115.7 million. This is slightly lower than last year, approximately \$14.2 million. Fiscal Year-to-date, the Lottery has transferred \$1.24 billion to the LPEF, which is roughly \$3.6 million ahead of the Lottery's commitment for the year.

Assistant Director Kostura informed the Commissioners that once again this year, the Ohio Lottery Partners in Education Program joined the Ohio Department Natural Resources (ODNR) to celebrate Teacher Appreciation week. Danielle Frizzi-Babb, and Program Coordinator, Molly Fanta, surprised Ms. Laurie Davies, from Toll Gate Middle School in the Pickerington School District in Columbus. Ms. Davies was nominated by a parent to win a field trip for the class, courtesy of ODNR. In addition, Assistant Director Kostura invited the Commissioners to the annual "School of the Year" celebration. After a drawing of all nominated schools, All Saints Catholic School located in Rossford, Ohio (Wood County) was selected.

Assistant Director Kostura shared that the Lottery celebrated national "Take Your Child to Work Day." There were 24 children that participated; they learned more about the Lottery, the mission to support their schools, they had an opportunity to visit various departments to learn about different jobs, witnessed a live drawing, and shared what they thought their parents did for work. Assistant Director Kostura recognized the coordinators Marilyn Berrios, Jimmie Hicks, Molly Fanta, Angela McCracken, and Carla Reeves for putting together a fantastic event.

Lastly, Assistant Director Kostura invited the Deputy Director of Sales, Rick Perk, to recognize two retiring employees, and to provide a brief update on the Sales division.

ADJOURNMENT

With no further business before the Ohio Lottery Commission, Chairman Blair informed Commissioners that the next meeting will be held on Wednesday, June 11, 2025, at 12:00 p.m. via teleconferencing and in person. The meeting was adjourned at approximately 12:58 p.m.

Respectfully Submitted,

A handwritten signature in blue ink, appearing to read 'Nicole Kostura', with a long horizontal flourish extending to the right.

p.p. Nicole Kostura for Michelle Gillcrisr

Michelle Gillcrisr
Director

A handwritten signature in blue ink, appearing to read 'Matthew Blair', with a long horizontal flourish extending to the right.

Matthew Blair
Commission Chair