



THE OHIO LOTTERY COMMISSION  
MEETING MINUTES  
November 13, 2019  
12:00 P.M.

**Members of the Commission**

Matthew Blair  
James Brady  
Angela M. Mingo  
Martin Sweeney  
Sean Whalen

**Director and Staff of the Ohio Lottery Commission**

Pat McDonald, Executive Director  
Nicole Kostura, Assistant Director, Sales and Marketing  
Nick Stadler, Executive Assistant to Director  
Sean Webster, Assistant Director Operations and Administration  
Terri Jones, Administrative Assistant- Executive Office  
Charles LoPresti, Chief Legal Counsel  
Daniel Carter, Deputy Chief Legal Counsel  
Greg Bowers, Deputy Director, Finance  
Danielle Frizzi-Babb, Deputy Director, Communications  
Marie Kilbane Seekers, Office of Communication  
Jon Dillinger, Deputy Director, General Services  
Nick Ciofani, Chief Legislative Officer, Government and Community Relations  
Karen Russo, Director, Office of Public Policy  
Ron Fornaro, Instant Ticket Product Manager  
Joe Angelillo, Deputy Director, VLT Management  
Mike Gonzalez, Deputy Director, Product Development  
Michael Black, Deputy Director of Security  
Rebecca McLemore, Audio Visual Production Specialist  
Abbie Frank- Cash Explosion  
James Carothers – Cash Explosion  
Gabriel Ball, Cash Explosion  
Gregory Beyer, Deputy Director of Internal Audit  
Ken Dauenhauer, Program Administrator, Marketing  
Liz Alex, Deputy Director, Human Resources  
Stefanie Zackery, HCM Senior Analyst, Human Resources  
Anitra Curry, Cash Explosion

Barry Riley, Cash Explosion  
Sandy Lesko Sabbath, Director of Marketing  
Michael Callahan, Data Analyst  
Marni Santoro, Staff Attorney  
Connie Miller, Director of Operations

**Also Present Were:**

Ed Dick, Manager, Jack Thistledown Racino  
David Evans, Account Supervisor, Marcus Thomas, LLC  
Greg Kolocin, Compliance Manager, MGM Northfield Park  
Megan Minotti, Account Supervisor, Hitchcock Fleming & Associates  
Dale Elwell, Partner/Account Manager, Hitchcock Fleming & Associates  
Michael Simon, Project Manager, Scientific Games Corporation  
Debbie Pirone, Management Supervisor, Marcus Thomas, LLC  
Allie Evangelista, General Manager, Hollywood Gaming Mahoning Valley

**CALL TO ORDER, PLEDGE OF ALLEGIANCE & ROLL CALL**

Chairman Whalen called the meeting of the Ohio Lottery Commission to order at 12:03 p.m. in the Central Office of the Ohio Lottery Commission, 4<sup>th</sup> floor Conference Room, located at 615 W. Superior Avenue, Cleveland, Ohio.

After the Pledge of Allegiance, attendance was taken, and a quorum was present.

**INTRODUCTION OF FIRST TIME ATTENDEES**

Chairman Whalen recognized first time attendees Megan Minotti (Account Supervisor) Hitchcock Fleming & Assoc., Stefanie Zachery (HCM Senior Analyst, Human Resources), Ohio Lottery Commission, Dale Elwell (Partner/Account Manager), Hitchcock Fleming & Associates, Abbie Frank (Cash Explosion), Ohio Lottery Commission, Michael Callahan (Data Analyst), Ohio Lottery Commission, Marni Santoro (Staff Attorney), Ohio Lottery Commission.

**APPROVAL OF MINUTES OF OCTOBER 09, 2019**

Chairman Whalen presented to the Commission the Minutes from the October 09, 2019 meeting. Commissioner Brady made a motion to approve the minutes, seconded by Commissioner Mingo. The motion was affirmatively voted upon by five Commissioners present.

### **CHAIRMAN'S COMMENTS**

Chairman Whalen commented briefly on how he is stepping down from his chairman position due to a new job position he has accepted at Ohio State University. Chairman Whalen suggested that Commissioner Michael Blair be nominated and elected as the new Interim Chair. Commissioner Brady moved to approve the motion to nominate Commissioner Blair, with Commissioner Sweeney offering a second to motion. The motion was affirmatively voted upon by the Commissioners present.

Commissioner Blair facilitated the rest of the Commission meeting.

### **APPROVAL OF THREE INSTANT GAME RULES IN PROPOSED FORM**

Ron Fornaro, Instant Ticket Manager presented to the Commission four instant Game Rules for approval in Proposed Form.

- Rule 37701-9-567, *I Love to Win!* (\$1.00)
- Rule 3770:1-9-568, *Joker's Wild* (\$2.00)
- Rule 3770:1-9-569, 7 (\$5.00)
- Rule 3770:1-9-570, *Spectacular Riches* (\$20.00)

Commissioner Brady moved to approve the Rules as presented in Proposed Form, with Commissioner Whalen offering a second to the motion. The motion was affirmatively voted upon by the Commission.

### **RESOLUTION TO APPROVE four (4) INSTANT GAME RULE IN FINAL FORM**

Charles LoPresti, Chief Legal Counsel, presented to the Commission three Instant Game Rules for approval in Final Form.

- Rule 3770:1-9-555, *Monopoly™ 5X* (\$1.00)
- Rule 3770:1-9-556, *Monopoly™ 10X* (\$2.00)
- Rule 3770:1-9-558, *Monopoly™ 50X* (\$10.00)

Commissioner Brady moved to approve the rules as presented, in final form with Commissioner Whalen offering a second to the motion. The motion was affirmatively voted upon by the Commissioners present.

### **RESOLUTION TO APPROVE TOUCH & WIN EZPLAY® TAP GAME**

Mr. LoPresti offered a Resolution to approve TOUCH & WIN EZPLAY® TAP GAME:

- *Ohio 21*

Commissioner Whalen moved to approve the Resolution with Commissioner Sweeney offering a second to the motion. The motion was affirmatively voted upon by the Commission.

### **RESOLUTION TO APPROVE VIDEO LOTTERY GAME THEMES**

Mr. LoPresti, offered a Resolution to approve forty Video Lottery Game Themes.

Commissioner Whalen moved to approve the Resolution with Commissioner Brady offering a second to the motion. The motion was affirmatively voted upon by the Commission.

Mr. LoPresti also reminded the Commissioners Board and Lottery employees present that they are required by the Governor's Executive Order to complete the Ohio Ethics training and turn in their certificate to legal once completed.

### **FINANCIAL REPORT**

Greg Bowers, Deputy Director of Finance provided the financial update for the month of October 2019.

- For the month of October, total traditional sales were \$270.2 million, which was \$5.9 million (or 2.2%) more than our original forecast. Of that surplus, \$4.5 million was from "Scratch-off" ticket sales.
- Prize expense – once again – was higher than expected, especially in the daily pick games, which paid out 64% for P3 and 54% of sales for P4. Both games are expected to pay out 50%.
- Net Scratch Off ticket sales for October have had growth over last year now for several weeks in a row, and the holiday tickets are up over \$10 million thru the first 4 weeks on sale. Thus, we are optimistic that these positive sales trends will continue through the holiday season.

VLT Activity:

- Net Profit generated from VLTs, after considering operating expenses, were up by \$1.4 million.

### **NEW BUSINESS/EXECUTIVE DIRECTOR'S COMMENTS**

Executive Director McDonald reported on the All-State meeting that took place on Thursday, October 10, 2019. The Director talked about what a great success the event was and presented a general overview of the All-State Meeting which include the following: Introduction of new Lottery staff, accomplishments of the Lottery. Mr. David Baker, President, Pro-Football Hall of Fame was the keynote speaker.

Executive Director McDonald discussed iLottery and how the Lottery Commission will go to Controlling Board in on December 02, 2019. The Commission continues to talk with Legislative and retail groups about iLottery.

Executive Director McDonald reported on the Combined Charitable Campaign. The goal for the Lottery Commission this year is \$45,000 and to date the office has raised \$49,199. There has been 65% participation.

Executive Director McDonald talked about the Cash Explosion Roadshow that took place on Saturday, October 26<sup>th</sup> in Steubenville, Ohio. The Director was very pleased with the success and organization of the Roadshow. The Director acknowledged the employees from the Cash Explosion show. JC Carothers, Cash Explosion presented a video clip of the event and talked about the positive economic impact the event had on the city of Steubenville.

Executive Director McDonald discussed the new Holiday marketing campaigns which began on October 15, 2019. It is a three phase campaign. Phase One – Merry Millions, Phase Two - Gigantic Ticket and Phase Three - Feel Lucky Holiday theme. The sales of these tickets are greater than this time last year.

Executive Director McDonald reported on the Miami Valley Gaming and Racing proposed \$100 million expansion project. This project would include a new hotel, restaurant and parking garage. The Director has a trip planned for the end of November to meet with the CEO and tour the facility.

Executive Director McDonald reported on November 07, 2019, Stefanie Zackery, HCM Senior Analyst and Liz Alex, Deputy Director of Human Resources attended the Talent Acquisition Community Networking and Development Event in Columbus, Ohio. This event was hosted by DAS/HRD Talent Management. The event was attended by approximately 150 HR professionals from agencies statewide. DAS/HRD Talent Management contacted Stefanie and asked her to present and discuss the OLC's vacancy postings at this event because they are great examples of what state agency, vacancy postings should look like and include. Executive Director McDonald acknowledged and thanked them for their hard work and dedication.

**ADJOURNMENT**

With no further business before the Ohio Lottery Commission, Chairman Blair adjourned the meeting at 12:35 p.m.

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Pat McDonald, Executive Director

Approved:

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Matthew Blair, Interim Chairman