



THE OHIO LOTTERY COMMISSION  
MEETING MINUTES  
March 12, 2025  
IN PERSON/VIA TELECONFERENCE

Members of the Commission

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

Ohio Lottery Commission Attendance (In-Person & Remote)

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  
Ian Litherland, Office of Legal Counsel  
Greg Beyer, Deputy Director, Office of Internal Audit  
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  
Aaron Hurst, Office of 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  
Valerie Murphy, Office of Internal Audit  
Marni Santoro, Office of Legal Counsel  
Ricky Neal, Office of Racino Operations  
Carla Reeves, Office of Sports Gaming  
Richard Kline, Office of Sales  
Allison Turner, Office of Marketing  
Vivica Williams, Office of Communications  
Scott Basom, Office of Investigations & Security  
Ken Dauenhauer, Office of Marketing

Jacqueline Cunningham, Office of Communications  
Tom Spayd, Office of Racino Operations  
Azra Gusic, Office of General Services  
Jimmie Hicks, Deputy Director, Office of Responsible Gambling  
Rebecca Mclemore, Office of Marketing  
Brent Collier, Office of Internal Audit  
Lauren Medina, Office of Marketing  
Mike Gonzalez, Deputy Director, Office of Data Analytics  
Terri Jones, Office of Marketing  
Rod Tyree, Office of Investigations & Security  
Sharisse Russell, Office of Racino Operations  
Susan Diamond, Office of Responsible Gambling

Additional Attendees

Sam Porter, Ice Miller  
John Oberle, Ice Miller  
Kathy Lenhardt, Hollywood Gaming  
Ed Dick, Jack Entertainment  
Samantha Alonso, MGM Northfield Park  
Nick Monti, MGM Northfield Park  
Scott Chapin, Marcus Thomas  
Nichole Herrera, Success Group  
Carla Kuchta, Intralot  
Jess Panora, BetMGM  
Sarah O'Driscoll, Fahlgren  
Jennifer Park, Aftermath  
Lisa Blight, MGM Grand  
Matthew Becker, Penn Entertainment  
George Balajan, Intralot  
Joseph Schmansky, AGO  
Chris Volle, Jack Entertainment  
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 12:04 p.m.

Approval of Meeting Minutes

Commissioner Szollosi moved to approve the February 12, 2025, meeting minutes. The motion was seconded by Commissioner Sweeney and was affirmatively voted upon by the Commissioners present.

Approval of four (4) Scratch-Off Games in Proposed and Final Form

Ron Fornaro, Scratch-Off Product Manager, presented four (4) Scratch-Off Games in Proposed and Final Form:

- OLC Operating Procedure 1033: *Winner Winner Chicken Dinner* (\$1.00)
- OLC Operating Procedure 1034: *Pink Diamond* (\$2.00)

- OLC Operating Procedure 1035: *Plinko®* (\$5.00)
- OLC Operating Procedure 1036: *White Diamonds* (\$10.00)

Chairman Blair moved to approve four (4) 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 six (6) Scratch-Off Game Rules available for Rescission presented in Proposed and Final Form

Daniel Carter, Acting Chief Legal Counsel, presented six (6) Scratch-Off Game Rules available for Rescission presented in Proposed and Final Form:

- 3770:1-9-368, Game rule number three hundred sixty-eight, *Max The Money* (\$30.00)
- 3770:1-9-741, Game rule number seven hundred forty-one, *Bingo Times 25* (\$5.00)
- 3770:1-9-778, Game rule number seven hundred seventy-eight, *Nothing But Cash* (\$20.00)
- 3770:1-9-780, Game rule number seven hundred eighty, *Cash Explosion® 5X* (\$1.00)
- 3770:1-9-789, Game rule number seven hundred eighty-nine, *Level Up 10X* (\$2.00)
- 3770:1-9-806, Game rule number eight hundred six, *Wheel of Fortune* (\$5.00)

Acting Chief Legal Counsel, Daniel Carter, accidentally presented Game rule number 3770:1-9-368 as 3770: -9-368, the correct rule number is 3770:1-9-368.

Chairman Blair moved to approve six (6) Scratch-Off Game Rules available for Rescission presented in Proposed and Final Form, with Commissioner Candisky offering a second to the Motion. The Motion was affirmatively voted upon by the Commissioners present.

Approval of five (5) Administrative Rules in Proposed Form

Daniel Carter, Acting Chief Legal Counsel, presented five (5) Administrative Rules in Final Form:

- 3770-2-01, Persons eligible; application
- 3770-2-02, Grounds for refusal of a 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 five (5) Administrative Rules in Proposed Form, with Commissioner Brady offering a second to the Motion. The Motion was affirmatively voted upon by the Commissioners present.

Resolution to Approve two (2) new EZPLAY® Games

Daniel Carter, Acting Chief Legal Counsel, presented a Resolution to approve two (2) new EZPLAY® Games

- \$10 OH Keno (April EZPLAY® Game)
- \$200 Karat (April EZPLAY® Game)

Chairman Blair moved to approve the Resolution with two (2) new EZPLAY® Games with Commissioner Gupta offering a second to the Motion and the Motion was approved by all Commissioners present.

Resolution to Approve fifty (50) new Video Lottery Terminal (VLT) Game Themes

Daniel Carter, Acting Chief Legal Counsel, presented a Resolution to approve fifty (50) VLT game themes.

Chairman Blair moved to approve the Resolution with fifty (50) VLT game themes with Commissioner Sweeney 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 February. The total traditional lottery games sales for the month of February were \$335.3 million, which is \$25.4 million or 7% less than the sales generated last year. Mr. Slyman noted that last February had one additional day that generated approximately \$12.5 million in sales. Draw-based game sales were \$148.3 million, which was \$13.3 million or 8.2% lower than last year. Collectively, Pick 3, 4, and 5 sales were \$57.9 million, down \$3.4 million or 5.5%. Multistate sales were \$18.5 million, down \$7.4 million or 28.7% lower when compared to last February. Mr. Slyman stated that last February both Mega Millions and Powerball had higher jackpots on average when compared to this current period.

Keno sales were \$52.0 million, up \$1.1 million or 2.3%. Scratch-off games sales in February were \$187.0 million, down \$12.1 million or 6.1% lower than last year. The extra day last year, February 29<sup>th</sup>, generated sales of over \$7.7 million. Mr. Slyman shared that for the first time, the \$50 product line led all the price points with \$41.6 million in sales. This price point accounts for roughly 22.3% of sales. The \$10 price point games followed with \$41 million in sales and accounted for 21.9% of sales. The \$5 games led the way with the most tickets sold, 6.2 million.

Mr. Slyman reported that the VLT revenue for the month of February was \$108.7 million. Of this, \$71.9 million was distributed to the Racinos as commission earned and \$36.4 million represented revenue for the Ohio Lottery. The net win for the extra day in February of last year was \$4.5 million, which translates to \$1.5 million for the Lottery. Mr. Slyman noted that Belterra Park was closed from 11:00am on February 18, 2025, to 5:00pm on February 20, 2025, due to the river flooding.

Lastly, CFO Slyman reported that the total prize expense equaled 68.1% of sales. The Lottery had higher than expected prize expenses for both Pick 4 and Keno. Pick 4 was 72.5% while Keno was 73%. Operating Expenses were lower than forecasted.

#### Director's Update

Assistant Director Nicole Kostura provided the update on behalf of Director Michelle Gillerist. Assistant Director Kostura reported that the Lottery's transfer to the Lottery Profit's Education Fund (LPEF) for the month of February was approximately \$110.8 million. This is \$3.8 million lower than last February. Assistant Director Kostura noted that last February there was an extra day in the month and there were other things to compete with. Fiscal year-to-date the Lottery has transferred approximately \$987.7 million to the LPEF, which is approximately \$6.8 million ahead of its fiscal year-to-date commitment.

Assistant Director Kostura reminded the Commission that the multi-state game Mega Millions will be transitioning to a \$5 price point. The new game will feature bigger prizes at every level, an included multiplier, and bigger jackpots. Assistant Director Kostura stated that the Lottery's team have been diligently working to help distribute new material and get retailers ready for this transition, which will happen on April 4<sup>th</sup>. Deputy Director Morrow gave a presentation on Mega Millions.

In the month of April, the Lottery will be hosting the North American Association of State & Provincial Lotteries (NASPL) Annual Leadership Institute Conference in Cleveland from April 14<sup>th</sup> to April 17<sup>th</sup>. There will be approximately 100-120 Lottery professionals from across North America to learn about the Lottery industry, how to grow their careers, and NASPL puts them thorough a leadership academy as well. The Lottery will provide presentations on various Sales, Marketing, and regulatory efforts. The Director will participate with the Illinois

Director on an industry panel with David Gale. Assistant Director Kostura extended an invitation to the Commissioners to attend the Conference.

Lastly, Assistant Director Kostura informed the Commission that the Deputy Director of Responsible Gambling, Jimmie Hicks, was asked to join a panel at the NASPL conference with the Department of Mental Health and Addiction Services (OHMAS), and with the Problem Gambling Network of Ohio, as Ohio is known as the "Ohio Model" when it comes to Responsible Gambling. Assistant Director Kostura invited Deputy Director, Jimmie Hicks, to give a brief update as to what is going on across the state as March is Problem Gambling Awareness Month.

ADJOURNMENT

With no further business before the Ohio Lottery Commission, Chairman Blair informed Commissioners that the next meeting will be held on Wednesday, April 9, 2025, at 12:00 p.m. via teleconferencing and in person. The meeting was adjourned at approximately 12:46 p.m.

Respectfully Submitted,

p.p. Nicole Kostura



Michelle Gillcrist  
Director



Matthew Blair  
Commission Chair