

OHIO CASINO CONTROL COMMISSION  
MEETING MINUTES

10:00 A.M. – September 21, 2022  
JO ANN DAVIDSON HEARING ROOM  
100 E. BROAD STREET, 20<sup>TH</sup> FLOOR  
COLUMBUS, OHIO 43215

The regular meeting of the Ohio Casino Control Commission (Commission) was called to order at 10:04 a.m. by Chair June Taylor. Vice-Chair John Steinhauer and Commissioners Sheetal Bajoria, McKinley Brown, Will Lucas, and Lynn Slaby were also in attendance. The minutes of the September 7, 2022, meeting were approved following a motion by Commissioner Slaby and seconded by Commissioner Lucas.

Executive Director Matthew Schuler began his report with Mr. Rick Anthony, Deputy Executive Director, providing a budget report update. Mr. Anthony reported that revenue estimates were on track for the second month of the of fiscal year. Sports gaming fees were noted to be a tad over revenue estimates but are expected to level off in the coming months. Expenses were at or below estimates. Mr. Anthony noted that expenses would be a little higher in the next quarter due to eLicense enhancement billing costs.

Mr. Schuler ended his report with a few sports gaming deadline reminders. The deadline for holding company forms and key sports gaming employee applications is October 5, 2022. If a sports gaming proprietor, mobile management services provider, management services provider, or sports gaming supplier fails to submit these materials by this deadline, the applicant will be disqualified from guaranteed consideration in time for the universal start date of January 1, 2023. The submission deadline for compliance documentation, including responsible gaming plans, facility plans, geolocation procedures, test lab reports, house rules, and required procedures is November 2<sup>nd</sup>. Mr. Schuler stressed that compliance materials must have been completed, final, and approved by this deadline, or else the applicant will be disqualified from guaranteed consideration in time for the universal start date. Lastly, all standard sports gaming employee applications must also be submitted by November 2<sup>nd</sup> in order to be guaranteed consideration in time for the universal start date.

Amanda Blackford, Director of Operations and Problem Gambling Services provided a responsible gambling report. Ms. Blackford noted that September 1<sup>st</sup> marked the beginning of annual Responsible Gaming Education Week, an initiative founded by the American Gaming Association and designed to increase awareness of problem gambling among gaming industry employees and customers. Responsible Gaming Education Week provides gaming companies and casinos with opportunities to expand on the work they do every day by educating employees and ensuring that patrons have easy access to responsible gaming resources. The Ohio properties invited treatment professionals to hold trainings during this week to educate employees.

Next, Ms. Blackford invited Lori Criss, MSW, LSW, Director of Mental Health and Addiction Services, to present the fiscal year 2022-23 (FY2022-23) Annual Report on Problem Gambling & Plan, noting the FY2022 plan's achievements and milestones. Ms. Criss reported that Ohio earned several honors for its responsible gaming efforts, including several awards received at the 2022 National Conference on Gambling Addiction & Responsible Gambling. Ms. Stephanie Haney of WKYC Cleveland, won the 2022 Corporate Media Award for outstanding news reporting regarding problem gambling. The Ohio for Responsible Gambling's "Before You Bet" African American outreach print ad, won the 2022 Corporate People's Choice Award for the most popular print public awareness message. The Problem Gambling Network of Ohio's (PGNO's) Derek Longmeier received the 2022 Jim Wuelfing Annual Award for Prevention, recognizing his outstanding achievement in advocacy, development, integration, outreach, research and training around the prevention of problem gambling. Lastly, the Ohio Lottery Commission received the 2022 Corporate Communications Award for its awareness program "Keep It Fun Ohio."

Director Criss stated that following the COVID-19 pandemic, efforts have continued to grow technology-based outreach efforts including YouTube videos, podcasts, and webinars to reach a broader audience. For example, to increase the awareness of evidence-based clinical care for Gambling Disorder, PGNO offers Gambling Disorder Case Presentations, which are held every other month. These webinars are for anyone new to treating problem gambling or for anyone interested in hearing about and learning from cases of clinical treatment. Additionally, the 19<sup>th</sup> Annual Ohio Problem Gambling Conference marked PGNO's first-ever hybrid virtual and in-person conference. The multi-format event brought together 215 attendees total during the span of the conferences.

Director Criss then provided an overview of the problem gambling "Get Set Before You Bet" campaign status. The "Get Set Before You Bet" marketing campaign, which educates Ohioans on what responsible gambling looks like, had a total of 569,710 website visits, with a total of 63,588 online quizzes being taken, and 12,540 community toolkit visits. These numbers are an increase from the previous year. The "Change the Game" Ohio campaign has continually expanded to bring attention to the potential harmful effects of traditional gambling and the virtual gambling embedded within gaming for children and adolescents. This campaign includes a toolkit of marketing materials that can be localized for community partners. Visits to this toolkit rose nearly 24% in the past year. Lastly, Director Criss reported that a new program "Minimize Risk – Maximize Life," is currently being evaluated for efficacy and will produce additional data related to correlations between alcohol use and gambling behaviors.

Next, Director Criss invited George Hicks, President of ArkBuilders Inc. (ArkBuilders) to present his work with diverse communities and problem gambling awareness. Mr. Hicks explained that his nonprofit focused on developing focus groups in Asian American communities to gather problem gambling risk factors. ArkBuilders partnered with a psychologist to develop research on whether these communities are at risk for problem gambling. Mr. Hicks indicated that these grass roots efforts are vital to developing a language that can communicate risk factors successfully.

Then, Director Criss invited Alessandro Ciaffoncini, President of Origo Branding (Origo) to present the company's digital branding and marketing efforts for ORG's "Get Set Before You Bet" campaign. Mr. Ciaffoncini explained that creating connections to those in need was the focus when developing a new problem gambling helpline campaign. With the concern about the expansion of gambling activities in Ohio, ORG partnered with Origo to create a new sub-campaign to promote the Problem Gambling Helpline. To help craft the initiative, research focus groups and testing exercises were used. The goal was to create public service announcements (PSAs) and outreach tactics to connect at-risk individuals to the helpline, as well as engage individuals who are concerned about someone who may need support. These efforts have led to the "Make The Call" campaign, which features individuals from a wide range of ages, ethnicities, and backgrounds, each delivering a line in the PSA that speaks directly to the viewer, expressing the understanding and change that can be experienced when calling the helpline. Real-life testimonials were captured from individuals who struggled with problem gambling and found support through the helpline, reflecting different "faces" and stories of recovery, showing that anyone can be affected by a gambling addiction and that we all have the power to change. A number of different tactics and toolkits have been developed for this campaign including social media, digital, and traditional advertising.

Lastly, Director Criss, then presented some highlights from FY2022 Problem Gambling Helpline. Director Criss explained that although the number of problem gambling calls decreased from last year, the number of individuals treated for problem gambling increased. Additionally, it was noted that sports betting activity from callers increased 32% over the last fiscal year. This could be due to individuals feeling they can report the behavior due to the legalization of sports betting.

Director Criss and Ms. Blackford explained that with the introduction of sports betting, there has been a need to enhance the Ohio Voluntary Exclusion Program (VEP) and bring the program online. It no longer makes sense to keep it only at the brick-and-mortar facilities. Ms. Blackford reported that to break-down barriers and encourage individuals to sign-up, "Time Out Ohio," a branded VEP program is in the process of being developed in partnership with the Lottery Commission. "Time Out Ohio" will feature diverse individuals and the landing page will highlight other resources for those who are not ready to sign-up, including the Problem Gambling Helpline and treatment resources. The advanced VEP is anticipated to be ready within a month of the sports betting universal start date. Casinos and vendors will be given the opportunity to customize and brand the VEP campaign to put on their own website.

Monica Wilcoxon, Manager of Investigations, presented to the Commission for consideration 13 key-employee license applications. The Licensing & Investigations Division completed background investigations of the applicants, which did not uncover any material derogatory information, and recommended approval of proposed Resolution 2022-51, granting or renewing, as applicable, key-employee licenses to: Michael Babinski, PENN Entertainment, Inc.; Tracy Bradford, Seminole Hard Rock Support Services, Inc.; Mario Cesari, De Agostini S.p.A.; John Gibboni, Hollywood Casino Toledo; Secil Watson, Everi Holdings, Inc.; Antonia Korsanos, Light & Wonder, Inc.; Thomas O'Brien, Aristocrat

Technologies, Inc.; James Odell, Light & Wonder, Inc.; Michael Dominelli, NRT Technology Corp.; Marco Drago, B&D Holding S.p.A.; Roberto Drago, B&D Holding S.p.A.; Geoffrey Freeman, PlayAGS, Inc.; and Kimito Kubo, Konami Group Corporation. A motion to approve the Resolution was made by Commissioner Brown. The motion was seconded by Vice-Chair Steinhauer and approved.

Berena Seifert, Manager of Skill Games, presented for consideration 8 new skill-based amusement machine-related license applications. The Skill Games Division completed background investigations of the applicants, which did not uncover any material derogatory information, and recommended approval of proposed Resolution 2022-52, granting skill-based amusement machine-related licenses upon receipt of the required licensing fees. A motion to approve the Resolution was made by Commissioner Brown. The motion was seconded by Commissioner Lucas and approved.

Then Ms. Seifert, presented for consideration 311 new Type-C sports gaming host license applications. The Skill Games Division conducted a review for eligibility for licensure, and found the applicants met all eligibility requirements, and recommended approval of proposed Resolution 2022-53, granting the Type-C sports gaming host licenses effective January 1, 2023. A motion to approve the Resolution was made by Chair Taylor. The motion was seconded by Commissioner Bajoria and approved.

Anna Marin Russell, Director of Licensing & Investigations and Senior Legal Counsel, presented to the Commission for consideration the Type-A sports gaming proprietor license application for Cincinnati Bengals, Inc. (Cincinnati Bengals). The Division of Licensing & Investigations completed an investigation of Cincinnati Bengals, which did not uncover any material derogatory information. The Division also conducted a licensure eligibility review and an economic activity determination and found Cincinnati Bengals met all eligibility and economic activity requirements. Further, Cincinnati Bengals has a preference for sports gaming proprietor licensure in the State of Ohio. Therefore, the Division recommended approval of proposed Resolution 2022-42, granting conditional five-year sports gaming licenses, effective January 1, 2023. A motion to approve the Resolution was made by Commissioner Slaby. The motion was seconded by Commissioner Lucas and approved.

Next, Ms. Russell, presented to the Commission for consideration the Type-A and Type-B sports gaming proprietor license applications for FC Cincinnati Holdings, LLC (FC Cincinnati). The Division of Licensing & Investigations completed an investigation of FC Cincinnati, which did not uncover any material derogatory information. The Division also conducted a licensure eligibility review and an economic activity determination and found FC Cincinnati met all eligibility and economic activity requirements. Further, FC Cincinnati has a preference for sports gaming proprietor licensure in the State of Ohio. Therefore, the Division recommended approval of proposed Resolution 2022-49, granting conditional five-year sports gaming licenses, effective January 1, 2023. A motion to approve the Resolution was made by Commissioner Brown. The motion was seconded by Vice-Chair Steinhauer and approved.

Then, Ms. Russell, presented to the Commission for consideration the Type-A and Type-B sports gaming proprietor license applications for Northfield Park Associates, LLC (Northfield). The Division of Licensing

& Investigations completed an investigation of Northfield, which did not uncover any material derogatory information. The Division also conducted a licensure eligibility review and an economic activity determination and found Northfield met all eligibility and economic activity requirements. Further, Northfield has a preference for sports gaming proprietor licensure in the State of Ohio. Therefore, the Division recommended approval of proposed Resolution 2022-54, granting conditional five-year sports gaming licenses, effective January 1, 2023. A motion to approve the Resolution was made by Vice-Chair Steinhauer. The motion was seconded by Commissioner Bajoria and approved.

Next, Ms. Russell, presented to the Commission for consideration the Type-A and Type-B sports gaming proprietor license applications for Scioto Downs, Inc. (Scioto Downs). The Division of Licensing & Investigations completed an investigation of Scioto Downs, which did not uncover any material derogatory information. The Division also conducted a licensure eligibility review and an economic activity determination and found Scioto Downs met all eligibility and economic activity requirements. Further, Scioto Downs has a preference for sports gaming proprietor licensure in the State of Ohio. Therefore, the Division recommended approval of proposed Resolution 2022-55, granting conditional five-year sports gaming licenses, effective January 1, 2023. A motion to approve the Resolution was made by Commissioner Brown. The motion was seconded by Commissioner Bajoria and approved.

Then, Ms. Russell, presented to the Commission for consideration the Type-A and Type-B sports gaming proprietor license applications for COLHOC Limited Partnership (COLHOC). The Division of Licensing & Investigations completed an investigation of COLHOC, which did not uncover any material derogatory information. The Division also conducted a licensure eligibility review and an economic activity determination and found COLHOC met all eligibility and economic activity requirements. Further, COLHOC has a preference for sports gaming proprietor licensure in the State of Ohio. Therefore, the Division recommended approval of proposed Resolution 2022-56, granting conditional five-year sports gaming licenses, effective January 1, 2023. A motion to approve the Resolution was made by Commissioner Lucas. The motion was seconded by Commissioner Bajoria and approved.

Next, Ms. Russell, presented to the Commission for consideration the Type-A and Type-B sports gaming proprietor license applications for Cavaliers Operating Company, LLC (Cavaliers). The Division of Licensing & Investigations completed an investigation of Cavaliers, which did not uncover any material derogatory information. The Division also conducted a licensure eligibility review and an economic activity determination and found Cavaliers met all eligibility and economic activity requirements. Further, Cavaliers has a preference for sports gaming proprietor licensure in the State of Ohio. Therefore, the Division recommended approval of proposed Resolution 2022-57, granting conditional five-year sports gaming licenses, effective January 1, 2023. A motion to approve the Resolution was made by Chair Taylor. The motion was seconded by Vice-Chair Steinhauer and approved.

Then, Ms. Russell, presented to the Commission for consideration the Type-A and Type-B sports gaming proprietor license applications for Central Ohio Gaming Ventures, LLC (Central Ohio Gaming). The Division of Licensing & Investigations completed an investigation of Central Ohio Gaming, which did not

uncover any material derogatory information. The Division also conducted a licensure eligibility review and an economic activity determination and found Central Ohio Gaming met all eligibility and economic activity requirements. Further, Central Ohio Gaming has a preference for sports gaming proprietor licensure in the State of Ohio. Therefore, the Division recommended approval of proposed Resolution 2022-58, granting conditional five-year sports gaming licenses, effective January 1, 2023. A motion to approve the Resolution was made by Commissioner Brown. The motion was seconded by Commissioner Bajoria and approved.

Next, Ms. Russell, presented to the Commission for consideration the Type-A and Type-B sports gaming proprietor license applications for Cleveland Guardians Baseball Company, LLC (Cleveland Guardians). The Division of Licensing & Investigations completed an investigation of Cleveland Guardians, which did not uncover any material derogatory information. The Division also conducted a licensure eligibility review and an economic activity determination and found Cleveland Guardians met all eligibility and economic activity requirements. Further, Cleveland Guardians has a preference for sports gaming proprietor licensure in the State of Ohio. Therefore, the Division recommended approval of proposed Resolution 2022-59, granting conditional five-year sports gaming licenses, effective January 1, 2023. A motion to approve the Resolution was made by Commissioner Lucas. The motion was seconded by Vice-Chair Steinhauer and approved.

Then, Ms. Russell, presented to the Commission for consideration the Type-A and Type-B sports gaming proprietor license applications for Dayton Real Estate Ventures, LLC (Dayton Real Estate Ventures). The Division of Licensing & Investigations completed an investigation of Dayton Real Estate Ventures, which did not uncover any material derogatory information. The Division also conducted a licensure eligibility review and an economic activity determination and found Dayton Real Estate Ventures met all eligibility and economic activity requirements. Further, Dayton Real Estate Ventures has a preference for sports gaming proprietor licensure in the State of Ohio. Therefore, the Division recommended approval of proposed Resolution 2022-60, granting conditional five-year sports gaming licenses, effective January 1, 2023. A motion to approve the Resolution was made by Commissioner Slaby. The motion was seconded by Commissioner Brown and approved.

Finally, Ms. Russell, presented to the Commission for consideration the Type-A and Type-B sports gaming proprietor license applications for PNK (Ohio), LLC (PNK). The Division of Licensing & Investigations completed an investigation of PNK, which did not uncover any material derogatory information. The Division also conducted a licensure eligibility review and an economic activity determination and found PNK met all eligibility and economic activity requirements. Further, PNK has a preference for sports gaming proprietor licensure in the State of Ohio. Therefore, the Division recommended approval of proposed Resolution 2022-61, granting conditional five-year sports gaming licenses, effective January 1, 2023. A motion to approve the Resolution was made by Commissioner Bajoria. The motion was seconded by Commissioner Brown and approved.

Then, Ms. Russell presented for consideration four sports gaming supplier license applications. The Division of Licensing & Investigations completed an investigation to determine that each person in control of the applicants has met the qualifications of licensure, which did not uncover any material derogatory information that would render the entities or their persons in control unsuitable or unqualified. Therefore, the Division recommended approval of proposed Resolution 2022-62, granting the sports gaming supplier licenses to: GeoComply Solutions, Inc., GAN Nevada, Inc., SUZOHAPP Gaming Solutions, LLC, and Sportradar Solutions, LLC, effective January 1, 2023. A motion to approve the Resolution was made by Commissioner Slaby. The motion was seconded by Commissioner Bajoria and approved.

Andromeda Morrison, General Counsel and Director of Skill Games, presented to the Commission for consideration three casino gaming final orders:

A final order regarding the denial of casino gaming employee license applications (case nos. #2022-LIC-047, -049, -053, -056 & -057). Chair Taylor moved to deny the casino gaming employee license applications for the cases listed in the final order. The motion was seconded by Commissioner Lucas and approved.

A final order regarding the revocation of casino gaming employee license applications (case nos. #2022-LIC-052 & -054). Chair Taylor moved to deny the casino gaming employee license applications for the cases listed in the final order. The motion was seconded by Commissioner Brown and approved.

A final order regarding Joseph Poirier (case nos. #2022-LIC-010). Chair Taylor moved to approve and adopt the report and recommendation without modifications to deny the casino gaming employee license application for Joseph Poirier. The motion was seconded by Commissioner Lucas and approved.

Next, Ms. Morrison presented for consideration of two skill games final orders:

A final order regarding the denial of skill-based amusement machine license applications (case nos. # 2022-SLIC-074 & -075). Chair Taylor moved to deny the skill-based amusement machine license applications for the cases listed in the final order. The motion was seconded by Commissioner Bajoria and approved.

A final order regarding the revocation of skill-based amusement machine licenses (case nos. # 2022-SLIC-069, -070 & -071). Chair Taylor moved to revoke the skill-based amusement machine licenses for the cases listed in the final order. The motion was seconded by Commissioner Slaby and approved.

There being no further business before the Commission, the meeting was adjourned.

Signed,

A handwritten signature in cursive script that reads "Lara B. Thomas".

Lara B. Thomas

Commission Secretary

Approved: