



**Senate Bill 269
Interested Party Testimony
Senate Government Oversight & Reform Committee
May 18, 2022**

Chair Roegner, Vice-Chair McColley, Ranking Member Craig, and members of the Senate Government Oversight and Reform Committee, thank you for the opportunity to provide interested party testimony on Senate Bill 269, legislation that allows the State Lottery Commission to implement iLottery in Ohio.

By way of background, the Ohio Grocers Association proudly represents over 500 food retail, wholesale, and supply companies across the Buckeye state. Our members range from the largest chain stores to the smallest "mom and pop" independent grocers as well as some convenience stores and of course the food wholesalers who supply these stores.

Lottery sales are a critical component to many of the businesses and stores OGA represents as an organization. In fact, as of 2020, over six hundred grocery store locations engaged as lottery retail agents and handled over \$313 million wagers over the course of that year. We are proud to partner with the Ohio Lottery commission to serve as agents to provide a safe, regulated, and accessible product to consumers all across the Buckeye state.

Lottery is a vital component to our businesses that helps draw foot traffic throughout our operations. Whether picking up a prescription, doing your weekly grocery store shopping, or simply grabbing a snack on the go, the impact is much more than just lottery-based sales. The introduction of an iLottery system would not only move customers away from brick-and-mortar locations and games, but it would also negatively impact the ancillary sales on which our stores rely heavily.

With these concerns in mind, we respectfully request safeguards be incorporated into SB269 to protect our businesses. These include a base commission increase, substantially similar payout structures between traditional games and iLottery games, and limits on certain types of games that are offered on the iLottery platform. These modifications will help compensate for the inevitable loss of sales and customers and create a more level playing field, while also ensuring our members have the necessary tools and time to adjust to a hybrid lottery model.

We greatly appreciate the willingness of Senator Manning, committee members, and other interested parties to engage with us as we continue to work on this important issue.

Thank you for the opportunity provide testimony on Senate Bill 269 and I would be happy to answer questions you may have.

