

NEW JERSEY STATE LOTTERY COMMISSION

PUBLIC MEETING November 21, 2024 via PHONE

Chairman D'Anton called the Commission meeting into session at 10:00 a.m.

COMMISSION MEMBERS

Robert D'Anton, Chairman
Ian Leonard, Vice Chairman
Munr Kazmir, Commissioner
Michael Kanef, Treasurer's Designee
Gary Terwilliger, Division of Investment Designee

STAFF

James A. Carey, Jr., Executive Director
Marc J. Marseglia, Deputy Executive Director
Scott Davis
Ashleigh Jones
Jack Leo
Charlene Mello
Ellen O'Malley
Joseph Oleszkiewicz
Rick Pagnani
Esther Werstler
Dorian Smith
Roza Dabaghyan

VISITORS

Joe Cavallo, Northstar
Sam Fromkin, Northstar
Erica Helms, Northstar
Foster Krupa, Northstar
Erin Leon, Northstar
Adam Perlow, Northstar

Executive Director Carey took roll call.

After the Pledge of Allegiance, Chairman D'Anton announced that the Lottery was in compliance with the provisions of the Open Public Meetings Act and that adequate notice of the meeting had been provided in the manner prescribed by law.

The first item on the agenda was approval of the minutes of the October 17, 2024 Commission meeting. Chairman D'Anton asked if there are any questions or comments. Hearing no questions, Chairman D'Anton requested a motion to approve the minutes of the October 17, 2024 Commission meeting. Commissioner Kazmir made the motion to approve the minutes of the October 17, 2024 Commission meeting. Vice Chairman Leonard seconded the motion. Chairman D'Anton called for a vote and all the Commissioners voted yes. The motion carried.

DIRECTOR'S REPORT

The Executive Director discussed the Lottery's financial performance during the month of October. The Executive Director reviewed the Lottery's revenue report for the month, which is set forth below:

**REPORT OF THE EXECUTIVE DIRECTOR (UNAUDITED)
NOVEMBER 1, 2024 (OCTOBER SALES RESULTS)**

(\$ in Millions)

	MONTHLY NET SALES RESULTS							
	Actual		Actual		\$ Chg	% Chg	FY 25 Budget	% Over
	October-24	October-23	October-24	October-23				
Pick-6 Double Play	\$ 7.07	\$ 5.32	\$ 1.75		32.9%	\$ 6.74	4.9%	
CASH4LIFE	4.89	5.51	(0.62)		-11.3%	5.23	-6.5%	
Mega Millions	11.46	14.37	(2.91)		-20.3%	23.15	-50.5%	
Powerball	17.79	60.08	(42.29)		-70.4%	20.74	-14.2%	
Lotto Games Total	\$ 41.21	\$ 85.28	\$ (44.07)		-51.7%	\$ 55.86	-26.2%	
Pick-3 FIREBALL	\$ 32.24	\$ 32.86	\$ (0.62)		-1.9%	\$ 33.01	-2.3%	
Pick-4 FIREBALL	19.54	20.16	(0.62)		-3.1%	20.61	-5.2%	
Jersey Cash 5 XTRA	14.95	11.58	3.37		29.1%	14.05	6.4%	
Cash Pop	5.06	5.29	(0.23)		-4.3%	5.20	-2.7%	
Quick Draw Progressive	6.83	7.90	(1.07)		-13.5%	9.27	-26.3%	
Fast Play Progressive	4.11	5.13	(1.02)		-19.9%	5.62	-26.9%	
Daily Mach. Games Total	\$ 82.73	\$ 82.92	\$ (0.19)		-0.2%	\$ 87.76	-5.7%	
Scratch Off Tickets	\$ 155.18	\$ 154.15	\$ 1.03		0.7%	\$ 157.93	-1.7%	
Daily Games Total	\$ 237.91	\$ 237.07	\$ 0.84		0.4%	\$ 245.69	-3.2%	
NJ Only Games	\$ 244.98	\$ 242.39	\$ 2.59		1.1%	\$ 252.43	-3.0%	
All Games Total	\$ 279.12	\$ 322.35	\$ (43.23)		-13.4%	\$ 301.55	-7.4%	

	FISCAL YEAR TO DATE NET SALES RESULTS							
	Actual		Actual		\$ Chg	% Chg	Budget	% Over
	FY 2025	FY 2024	FY 2025	FY 2024				
Pick-6 Double Play	\$ 23.52	\$ 27.32	\$ (3.80)		-13.9%	\$ 26.95	-12.7%	
CASH4LIFE	19.96	21.74	(1.78)		-8.2%	21.03	-5.1%	
Mega Millions	67.41	120.26	(52.85)		-43.9%	90.02	-25.1%	
Powerball	58.85	176.60	(117.75)		-66.7%	84.55	-30.4%	
Lotto Games Total	\$ 169.74	\$ 345.92	\$ (176.18)		-50.9%	\$ 222.55	-23.7%	
Pick-3 FIREBALL	\$ 128.26	\$ 128.96	\$ (0.70)		-0.5%	\$ 133.59	-4.0%	
Pick-4 FIREBALL	76.58	78.57	(1.99)		-2.5%	82.12	-6.7%	
Jersey Cash 5 XTRA	66.65	42.52	24.13		56.7%	54.30	22.7%	
Cash Pop	20.08	19.91	0.17		0.9%	20.12	-0.2%	
Quick Draw Progressive	28.88	31.59	(2.71)		-8.6%	37.39	-22.8%	
Fast Play Progressive	16.84	22.33	(5.49)		-24.6%	21.00	-19.8%	
Daily Mach. Games Total	\$ 337.29	\$ 323.88	\$ 13.41		4.1%	\$ 348.52	-3.2%	
Scratch Off Tickets	\$ 612.15	\$ 613.43	\$ (1.28)		-0.2%	\$ 634.79	-3.6%	
Daily Games Total	\$ 949.44	\$ 937.31	\$ 12.13		1.3%	\$ 983.31	-3.4%	
NJ Only Games	\$ 972.96	\$ 964.63	\$ 8.33		0.9%	\$ 1,010.26	-3.7%	
All Games Total	\$ 1,119.19	\$ 1,283.24	\$ (164.05)		-12.8%	\$ 1,205.86	-7.2%	

	MONTHLY PENSION FUND L CONTRIBUTION							
	Actual		Actual		\$ Chg	% Chg	Budget	% Over
	October-24	October-23	October-24	October-23				
Monthly Contribution	\$ 83.94	\$ 98.05	\$ (14.11)		-14.4%	\$ 90.96	-7.7%	
% of Sales	30.07%	30.42%				30.16%		

	FISCAL YEAR TO DATE CONTRIBUTION							
	Actual		Actual		\$ Chg	% Chg	Budget	% Over
	FY 2025	FY 2024	FY 2025	FY 2024				
Total Contribution	\$ 329.42	\$ 404.74	\$ (75.32)		-18.6%	\$ 363.74	-9.4%	
% of Sales	29.43%	31.54%				30.16%		

<u>Av. Jackpots</u>	<u>October-24</u>	<u>October-23</u>	<u>FY 2025</u>	<u>FY 2024</u>
Jersey Cash 5 (k)	\$477.5	\$332.5	\$553.6	\$278.8
Pick 6 (m)	\$14.1	\$3.9	\$8.0	\$9.4
Mega Millions (m)	\$168.6	\$146.0	\$295.4	\$346.4
Powerball (m)	\$296.9	\$588.1	\$162.6	\$486.4

The Executive Director discussed how there was a large Powerball jackpot of \$478 million that was won on October 24th, but sales were still under budget from October 2023. He concluded that sales results were not the best this month. Executive Director Carey stated that Scratch-Off Tickets sales were up, which was great news.

Executive Director Carey stated the Net Proceeds for the fiscal year to date are \$329 million or 29.43% of sales. Net proceeds are broken down as follows:

Fiscal Year Profits from:				
Lotto Games	\$65.0	million	or	38.34% of sales
Daily Games	\$126.8	million	or	37.58% of sales
Instant Games	\$134.2	million	or	21.92% of sales

Executive Director Carey stated total year to date FY25 net proceeds also include 30% of the current estimated forfeited prizes or \$3.4 million.

Executive Director Carey stated that the top three selling non-core games for October were "200X Cash Blitz," at the \$30 price point, "100X Cash Blitz," at the \$20 price point, and "50X Cash Blitz," at the \$10 price point. He also noted that holiday games launched on November 1, 2024 and include, "Holiday Cash", "It's Gold Outside", "Candy Cane Cash", and "Winter Green".

Executive Director Carey stated all drawings for the month of October were completed with no abnormalities.

Executive Director Carey stated there was a delay in finalizing the results for the Mega Millions drawing on Friday, October 25, 2024. Although the drawing was conducted on time, the results were delayed due to an issue with another state. Results were finalized at 3:28 a.m. All other in-state, Powerball, and Mega Millions drawings were verified and processed with no abnormalities.

Executive Director Carey stated that the Validations staff received and sorted 3,181 mailed claim forms during the month. During the month of October there were 3,355 claims paid totaling \$10.9 million in winnings. We are staying ahead of what is coming in and that is good work by the claims department.

Executive Director Carey invited Adam Perlow, Vice President and Chief Operating Officer of Northstar, to provide an update on Northstar activities. He discussed the launch of the Holiday Games and the \$20 price point to Cash Pop.

Executive Director Carey concluded the Director's report.

Executive Director Carey asked if there are any questions or comments regarding the Director's report. Hearing no additional questions, Chairman D'Anton requested a motion to approve the Director's report for November 21, 2024. Vice Chairman Leonard made the motion to approve the Director's report. Commissioner Kazmir seconded the motion and all the Commissioners voted yes. The motion carried.

PUBLIC COMMENT ON AGENDA ITEMS

There was no public comment on agenda items.

NEW BUSINESS

Executive Director Carey certified that consideration for each game included, but was not limited to, intended target market, product family, seasonal factors, launch plans, overall market strategy, sales goals, prior experience, current market trends and market place demands. Additionally, as part of our overall responsible gaming initiatives, these games have been reviewed to identify any problematic elements that could present a risk to vulnerable problem gamblers.

The first item of new business was game rules for four Scratch-Off games.

INSTANT GAMES SUMMARY

Instant Game	Price Point	Ticket Quantity	Top Prize	Prize Payout	On-Sale Date
LUCKY 13	\$2	4.8 million	\$10,000	63.03%	7-Apr-25
JERSEY POP	\$5	4.68 million	\$200,000	64.04%	7-Apr-25
WILD CARD POKER	\$5	5.76 million	\$150,000	64.05%	2-Jun-25
\$5,000,000 FORTUNE	\$30	7.2 million	\$5,000,000*	70.00%	3-Mar-25

*Annuity with cash value of \$3,114,800

Hearing no questions, Chairman D'Anton requested a motion to approve the Scratch-Off ticket game rules for "Lucky 13," "Jersey Pop", "Wild Card Poker", and "\$5,000,000 Fourtune". Commissioner Kazmir made the motion to approve the Scratch-Off ticket game rules. Treasurer's Designee Kanef seconded the motion and all of the Commissioners voted yes. The motion carried.

The second item of new business was game rules for two Progressive Games.

FAST PLAY PROGRESSIVE GAMES SUMMARY

Fast Play	Price Point	Top Prize	Prize Payout	On-Sale Date
BINGO BUCKS	\$5	\$500 or 50% of the Jackpot	63.04%	6-Jan-25
HOCKEY BUCKS	\$10	\$500 or 100% of the Jackpot	65.52%	6-Jan-25

Hearing no questions, Chairman D'Anton requested a motion to approve the Progressive game rules for "Bingo Bucks," \$5 and "Hockey Bucks" \$10. Commissioner Kazmir made the motion to approve the Scratch-Off ticket game rules. Vice Chairman Leonard seconded the motion and all of the Commissioners voted yes. The motion carried.

The third item was approval of the General Rules governing the Million Dollar Replay Program.

Director Carey reviewed the Million Dollar Replay Program, which allows players to enter \$10 of non-winning scratch off tickets for a chance to win \$1 million and other prizes.

Hearing no questions, Chairman D'Anton requested a motion to approve the General Rules Governing Million Dollar Replay. Commissioner Kazmir made the motion to approve the Scratch-Off ticket game rules. Vice Chairman Leonard seconded the motion and all of the Commissioners voted yes. The motion carried.

PUBLIC COMMENT

There was no public comment.

EXECUTIVE SESSION

There was no executive session.

ADJOURNMENT

Chairman D'Anton asked for a motion to adjourn the Public meeting. Vice Chairman Leonard made the motion to adjourn. Treasurer's Designee Kanef seconded the motion and all the Commissioners voted yes. The motion carried.

I HEREBY CERTIFY that the foregoing is a true and correct copy of the minutes of the New Jersey Lottery Commission meeting held on November 21, 2024.

IN WITNESS WHEREOF, I hereby set my hand on

the 11th day of December, 2024.

James A. Carey

 James A. Carey, Jr.
 Executive Director