

NEW JERSEY STATE LOTTERY COMMISSION

PUBLIC MEETING APRIL 17, 2025

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

COMMISSION MEMBERS

Robert D'Anton, Chairman (by phone)
Ian Leonard, Vice Chairman (by phone)
Munr Kazmir, Commissioner (by phone)
Gary Terwilliger, Division of Investment Designee

STAFF

James A. Carey, Jr., Executive Director
Marc J. Marseglia, Deputy Executive Director
Charlene Mello, Asst. Deputy Director
Ryan Schaffer, Deputy Director, Compliance
Roza Dabaghyan, Deputy Attorney General
Samuel Kovach-Orr, Governor's Auth. Unit
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 March 20, 2025 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 March 20, 2025 Commission meeting. Commissioner Kazmir made the motion to approve the minutes of the March 20, 2025 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 March. The Executive Director reviewed the Lottery's revenue report for the month, which is set forth below:

**REPORT OF THE EXECUTIVE DIRECTOR (UNAUDITED)
APRIL 17, 2025 (MARCH RESULTS)**

(\$ in Millions)

	MONTHLY NET SALES RESULTS							
	Actual March-25		Actual March-24		\$ Chg	% Chg	FY 25 Budget March-25	% Over -Under
Pick-6 Double Play	\$ 4.73	\$ 9.28	\$ (4.55)	-49.0%	\$ 6.74	-29.8%		
CASH4LIFE	4.81	5.42	(0.61)	-11.3%	5.24	-8.2%		
Mega Millions	10.61	41.32	(30.71)	-74.3%	20.58	-48.4%		
Powerball	19.69	42.43	(22.74)	-53.6%	22.33	-11.8%		
Lotto Games Total	\$ 39.84	\$ 98.45	\$ (58.61)	-59.5%	\$ 54.89	-27.4%		
Pick-3 FIREBALL	\$ 32.87	\$ 33.21	\$ (0.34)	-1.0%	\$ 34.15	-3.7%		
Pick-4 FIREBALL	19.68	20.26	(0.58)	-2.9%	20.97	-6.2%		
Jersey Cash 5 XTRA	14.84	11.98	2.86	23.9%	12.98	14.3%		
Cash Pop	5.93	5.61	0.32	5.7%	6.52	-9.0%		
Quick Draw Progressive	7.88	9.39	(1.51)	-16.1%	9.94	-20.7%		
Fast Play Progressive	4.61	5.12	(0.51)	-10.0%	6.85	-32.7%		
Daily Mach. Games Total	\$ 85.81	\$ 85.57	\$ 0.24	0.3%	\$ 91.41	-6.1%		
Scratch Off Tickets	\$ 161.81	\$ 164.44	\$ (2.63)	-1.6%	\$ 171.21	-5.5%		
Daily Games Total	\$ 247.62	\$ 250.01	\$ (2.39)	-1.0%	\$ 262.62	-5.7%		
NJ Only Games	\$ 252.35	\$ 259.29	\$ (6.94)	-2.7%	\$ 269.36	-6.3%		
All Games Total	\$ 287.46	\$ 348.46	\$ (61.00)	-17.5%	\$ 317.51	-9.5%		

	FISCAL YEAR TO DATE NET SALES RESULTS							
	Actual FY 2025		Actual FY 2024		\$ Chg	% Chg	Budget FY 2025	% Over -Under
Pick-6 Double Play	\$ 55.44	\$ 66.22	\$ (10.78)	-16.3%	\$ 59.14	-6.3%		
CASH4LIFE	43.62	47.48	(3.86)	-8.1%	46.61	-6.4%		
Mega Millions	158.74	215.51	(56.77)	-26.3%	200.63	-20.9%		
Powerball	132.48	305.51	(173.03)	-56.6%	188.24	-29.6%		
Lotto Games Total	\$ 390.28	\$ 634.72	\$ (244.44)	-38.5%	\$ 494.62	-21.1%		
Pick-3 FIREBALL	\$ 282.36	\$ 289.90	\$ (7.54)	-2.6%	\$ 294.57	-4.1%		
Pick-4 FIREBALL	169.91	177.14	(7.23)	-4.1%	181.91	-6.6%		
Jersey Cash 5 XTRA	138.72	105.03	33.69	32.1%	120.45	15.2%		
Cash Pop	49.25	46.39	2.86	6.2%	48.23	2.1%		
Quick Draw Progressive	63.39	71.60	(8.21)	-11.5%	82.93	-23.6%		
Fast Play Progressive	36.10	44.08	(7.98)	-18.1%	49.19	-26.6%		
Daily Mach. Games Total	\$ 739.73	\$ 734.14	\$ 5.59	0.8%	\$ 777.28	-4.8%		
Scratch Off Tickets	\$ 1,408.72	\$ 1,408.78	\$ (0.06)	0.0%	\$ 1,439.37	-2.1%		
Daily Games Total	\$ 2,148.45	\$ 2,142.92	\$ 5.53	0.3%	\$ 2,216.65	-3.1%		
NJ Only Games	\$ 2,203.89	\$ 2,209.14	\$ (5.25)	-0.2%	\$ 2,275.79	-3.2%		
All Games Total	\$ 2,538.73	\$ 2,777.63	\$ (238.90)	-8.6%	\$ 2,711.25	-6.4%		

	MONTHLY PENSION FUND L CONTRIBUTION							
	Actual March-25		Actual March-24		\$ Chg	% Chg	Budget March-25	% Over -Under
Monthly Contribution	\$ 87.88	\$ 113.59	\$ (25.71)	-22.6%	\$ 95.77	-8.2%		
% of Sales	30.57%	32.60%			30.16%			

	FISCAL YEAR TO DATE CONTRIBUTION							
	Actual FY 2025		Actual FY 2024		\$ Chg	% Chg	Budget FY 2025	% Over -Under
Total Contribution	\$ 755.74	\$ 861.29	\$ (105.55)	-12.3%	\$ 817.84	-7.6%		
% of Sales	29.77%	31.01%			30.16%			

	March-25	March-24	FY 2025	FY 2024
Avg. Jackpots				
Jersey Cash 5 (k)	\$479.9	\$326.2	\$512.1	\$343.2
Pick 6 (m)	\$3.7	\$27.2	\$11.4	\$13.3
Mega Millions (m)	\$246.9	\$723.6	\$305.8	\$362.0
Powerball (m)	\$355.7	\$644.0	\$179.1	\$427.9

Executive Director Carey noted that sales were poor for the month. He stated that Powerball and Mega Millions collectively through the year have had approximately 15 drawings where a jackpot was higher than \$500 million for that particular drawing. It is very important for those games to have big jackpots and big sales. Mr. Perlow added that when the jackpot gets to around \$1 billion, our sales do not double or triple for those games. Sales go up about ten or eleven times average for those games.

Executive Director Carey stated the Net Proceeds for the Fiscal Year to date exceed \$755.74 million or 29.77% of sales. The net proceeds are broken out as follows.

Fiscal Year Profits from:					
Lotto Games	\$155.3	million	or	39.78%	of sales
Daily Games	\$280.5	million	or	37.92%	of sales
Scratch-Off Games	\$311.2	million	or	22.09%	of sales

Executive Director Carey reviewed the high tier winners in March: on March 4, Jersey Cash 5 had one \$664,754 winner in Monmouth County; on March 15, Jersey Cash 5 had one \$517,199 winner in Monmouth County; on March 24, Powerball had one \$1,000,000 winner in Middlesex County; on March 25, Jersey Cash 5 had one \$1,517,632 winner in Atlantic County.

Executive Director Carey stated that on March 20, we had a Pick-6 winner of \$5.5 million at the Cardsmart shop in Clark, Union County.

Executive Director Carey stated that all drawings for the month of March were completed with no significant issues. All New Jersey online game pools were closed according to procedures with no abnormalities. All Powerball and Mega Millions drawings were verified and processed without any issues. The Internal Control System (ICS) was processed for each drawing without any problems.

Executive Director Carey stated that the Validations staff received and sorted 3,426 mailed claim forms during the month. The number of claims received in the drop box was 371. There were 106 claims hand delivered. Staff entered 3,731 claims into the claims payment system and edited 3,698 claims. During the month of March there were 3,003 claims paid totaling \$373,111,747.33 in winnings. Executive Director Carey added that the Mega Millions winner from last year was paid.

Executive Director Carey stated that March is Problem Gambling Awareness Month. The New Jersey Lottery continues to work with the Governor and the Attorney General's Office on the Responsible Gaming Task Force.

Executive Director Carey stated that we had the Million Dollar Replay event at the Golden Nugget, which was a great success. He thanked everyone at the Lottery and at Northstar for planning a great event. There were over 250 finalists in attendance, including the winner.

Executive Director Carey invited Adam Perlow, Vice President and Chief Operating Officer of Northstar, to provide an update on Northstar activities.

Mr. Perlow stated that on March 29 and 30, the New Jersey Lottery sponsored the Rock, Paper, Scissors Throw Down at the American Dream Mall in East Rutherford. There were 384 people that participated. The \$10,000 grand prize went to a college student.

Mr. Perlow added that the Mega Millions changes took place on April 5 and everything went smoothly for the launch. He thanked everyone at the Lottery, IGT and Northstar for working really well together to get those changes implemented.

Executive Director Carey added that the Mega Millions change and the increase to \$5 happened this month. We have heard from many players that they are not happy with the \$5 price.

Executive Director Carey concluded the Director's report.

Chairman D'Anton 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. Commissioner Kazmir made the motion to approve the Director's report. Vice Chairman Leonard 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 the approval of the amendments to the Pick-6 game rules.

Executive Director Carey explained that the primary change to the Pick-6 game rules is to add a third drawing day each week on Saturdays. The proposal also changes how the Pick-6 reserve fund contribution is calculated. He added that there were no changes to the price of the ticket, the odds, or the payout of the game. The changes to Pick-6 will take effect on July 11. He explained that the Lottery projects that the changes will result in sales growth of 15% to 18%, which equates to additional sales of \$11 million to \$13 million a year and \$4 million to \$5.5 million in contribution to the state.

Chairman D'Anton asked if there were any questions regarding the approval of the amendments to the Pick-6 game rules. Hearing no questions, Chairman D'Anton requested a motion to approve the amendments to the Pick-6 game rules. Commissioner Kazmir made the motion to approve the amendments to the Pick-6 game rules. Vice Chairman Leonard seconded the motion and all of the Commissioners voted yes. The motion carried.

The second item of new business was game rules for three Scratch-Off games.

SCRATCH-OFF GAMES SUMMARY

Instant Game	Price Point	Ticket Quantity	Top Prize	Prize Payout	On-Sale Date
CA\$H 4-EVER	\$5	4.68 million	\$200,000	64.01%	7-Jul-25
WILD SIDE	\$5	4.68 million	\$200,000	64.03%	4-Aug-25
\$500,000 LION'S SHARE	\$10	3.6 million	\$500,000	66.13%	2-Sep-25

Chairman D'Anton asked if there are any questions regarding the approval of the Scratch-Off ticket game rules for "Ca\$h 4-Ever, "Wild Side" and "\$500,000 Lion's Share." Hearing no questions, Chairman D'Anton requested a motion to approve the Scratch-Off ticket game rules for "Cash 4-Ever, "Wild Side" and "\$500,000 Lion's Share." Vice Chairman Leonard made the motion to approve the Scratch-Off ticket game rules. Commissioner Kazmir seconded the motion and all of the Commissioners voted yes. The motion carried.

Vice Chairman Leonard stated that last week, Floyd Watson, a dear friend of his, recently passed away. He thought it would be appropriate to recognize him today. He had a very short battle with cancer, less than two weeks from diagnosis. Mr. Watson was one of our most loyal players, as we have many, who played every single day for the last 40 years. It was his passion, his hobby and he loved it. He added that there are many people that play day in and day out like Mr. Watson. Vice-Chairman Leonard thought it would be appropriate to recognize him for being a loyal player for 40 years and up until almost his last breath. The day before he died, he reminded his son to play. Vice Chairman Leonard wanted to recognize the family. Vice Chairman Leonard thanked everyone for giving him the time.

Chairman D'Anton thanked the Vice Chair.

PUBLIC COMMENT

There was no public comment.

EXECUTIVE SESSION

There was no executive session.

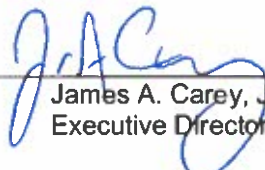
ADJOURNMENT

Chairman D'Anton asked for a motion to adjourn the public meeting. Vice Chairman Leonard made the motion to adjourn. Commissioner Kazmir 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 April 17, 2025.

IN WITNESS WHEREOF, I hereby set my hand on

the _____ 15th _____ day of _____ May _____, 2025 _____.



James A. Carey, Jr.
Executive Director