

NEW JERSEY STATE LOTTERY COMMISSION

PUBLIC MEETING AUGUST 21, 2025

Chairman Leonard called the Commission meeting into session at 10:00 a.m.

COMMISSION MEMBERS

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

STAFF

Marc J. Marseglia, Deputy Executive Director
Charlene Mello, Assistant Deputy Director, Finance
Ryan Schaffer, Deputy Director, Compliance
Christopher Kay, Deputy Attorney General
Samuel Kovach-Orr, Governor's Auth. Unit

Deputy Executive Director Marseglia took roll call.

After the Pledge of Allegiance, Chairman Leonard 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 July 17, 2025 Commission meeting. Chairman Leonard asked if there are any questions or comments. Hearing no questions Chairman Leonard requested a motion to approve the minutes of the July 17, 2025 Commission meeting. Vice Chairman D'Anton made the motion to approve the minutes of the July 17, 2025 Commission meeting. Commissioner Kazmir seconded the motion. Chairman Leonard called for a vote and all the Commissioners voted yes. The motion carried.

DIRECTOR'S REPORT

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

**REPORT OF THE EXECUTIVE DIRECTOR (UNAUDITED)
AUGUST 21, 2025 (JULY RESULTS)**

(\$ in Millions)

MONTHLY NET SALES RESULTS							
	Actual		Actual			FY 26 Budget	% Over
	July-25	July-24	\$ Chg	% Chg		July-25	-Under
Pick-6 Double Play	\$ 5.14	\$ 4.53	\$ 0.61	13.5%		\$ 6.45	-20.3%
CASH4LIFE	4.56	5.03	(0.47)	-9.3%		5.67	-19.6%
Mega Millions	8.39	14.21	(5.82)	-41.0%		26.36	-68.2%
Powerball	14.79	12.99	1.80	13.9%		21.98	-32.7%
Lotto Games Total	\$ 32.88	\$ 36.76	\$ (3.88)	-10.6%		\$ 60.46	-45.6%
Pick-3 FIREBALL	\$ 32.02	\$ 32.30	\$ (0.28)	-0.9%		\$ 32.93	-2.8%
Pick-4 FIREBALL	18.90	19.40	(0.50)	-2.6%		19.79	-4.5%
Jersey Cash 5 XTRA	11.23	18.21	(6.98)	-38.3%		15.54	-27.7%
Cash Pop	5.79	5.14	0.65	12.6%		4.94	17.2%
Quick Draw Progressive	7.17	7.61	(0.44)	-5.8%		6.90	3.9%
Fast Play Progressive	4.00	4.16	(0.16)	-3.8%		4.74	-15.6%
Daily Mach. Games Total	\$ 79.11	\$ 86.82	\$ (7.71)	-8.9%		\$ 84.84	-6.8%
Scratch Off Tickets	\$ 156.82	\$ 151.36	\$ 5.46	3.6%		\$ 160.16	-2.1%
Daily Games Total	\$ 235.93	\$ 238.18	\$ (2.25)	-0.9%		\$ 245.00	-3.7%
NJ Only Games	\$ 241.07	\$ 242.71	\$ (1.64)	-0.7%		\$ 251.45	-4.1%
All Games Total	\$ 268.80	\$ 274.93	\$ (6.13)	-2.2%		\$ 305.45	-12.0%
FISCAL YEAR TO DATE NET SALES RESULTS							
	Actual		Actual			Budget	% Over
	FY 2026	FY 2025	\$ Chg	% Chg		FY 2026	-Under
Pick-6 Double Play	\$ 5.14	\$ 4.53	\$ 0.61	13.5%		\$ 6.45	-20.3%
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MONTHLY PENSION FUND L CONTRIBUTION							
	Actual		Actual			Budget	% Over
	July-25	July-24	\$ Chg	% Chg		July-25	-Under
Monthly Contribution	\$ 73.25	\$ 78.30	\$ (5.05)	-6.5%		\$ 92.63	-20.9%
% of Sales	27.25%	28.48%				30.33%	
FISCAL YEAR TO DATE CONTRIBUTION							
	Actual		Actual			Budget	% Over
	FY 2026	FY 2025	\$ Chg	% Chg		FY 2026	-Under
Total Contribution	\$ 73.25	\$ 78.30	\$ (5.05)	-6.4%		\$ 92.63	-20.9%
% of Sales	27.25%	28.48%				30.33%	
Avg. Jackpots	July-25	July-24			FY 2026	FY 2025	
Jersey Cash 5 (k)	\$306.0	\$595.4			\$306.0	\$595.4	
Pick 6 (m)	\$5.1	\$3.0			\$5.1	\$3.0	
Mega Millions (m)	\$90.0	\$230.7			\$90.0	\$230.7	
Powerball (m)	\$274.4	\$92.1			\$274.4	\$92.1	

Deputy Executive Director Marseglia stated that Powerball did not have a winner last night and it rolled to \$700 million. Mega Millions is also doing very well at \$234 million. We have a nice roll developing for Jersey Cash 5 at \$741,000 and the Fast Play jackpot is up to a little over \$276,000.

Deputy Executive Director Marseglia stated that there were a lot of the challenges and the sales drops were related to poor jackpots. It looks like we might be heading in a good direction for that.

Deputy Executive Director Marseglia stated the Net Proceeds for the Fiscal Year to date exceed \$73.25 million or 27.25% of sales.

Fiscal Year Profits from:					
Lotto Games	\$11.7	million	or	35.61%	of sales
Daily Games	\$27.4	million	or	34.62%	of sales
Scratch-Off Games	\$33.8	million	or	21.56%	of sales

Deputy Executive Director Marseglia stated that the top-selling non-core game this month was the “\$100 Million Diamond Dazzler” with sales of \$13.4 million. Typically, the top three selling games for the month are the \$20 and \$30 tickets. Deputy Executive Director Marseglia added that we sold over a million tickets of “\$100 Million Diamond Dazzler” already. Even more impressive, those tickets did not go on sale until July 7. “\$5 Million Fortune” ticket at the \$30 price point had sales of \$9.5 million. The “200X Cash Blitz” ticket at the \$30 price point had sales of \$6.7 million.

Deputy Executive Director Marseglia stated that the Quick Draw Progressive jackpot was hit three times throughout the month of July. On July 12, a player won 30% of the jackpot, which was a little over \$394,000. On July 20, a player won another 30% of the jackpot at \$289,743. On July 29, a player won 20% of the Progressive Jackpot, which was a little over \$144,000.

Deputy Executive Director Marseglia reviewed the high tier winners in July: on July 1, Jersey Cash 5 had one \$446,593 winner in Monmouth County and on July 13, Jersey Cash 5 had two \$571,000 winners, one in Bergen County and one winner in Ocean County. We are off to a much better start in August for high-tier winners. We have already had a Powerball winner and a second-tier CASH4LIFE winner.

Deputy Executive Director Marseglia stated that all drawings for the month of July were completed with no abnormalities. 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.

Deputy Executive Director Marseglia stated that the Validations staff received 1,796 mailed claim forms during the month. They received an additional 354 in which were hand delivered to the Lottery or submitted during scheduled appointments. Staff entered 3,638 claims into the claims and payment system and sent 3,599 claims to the Finance Department for payment. These 3,599 claims totaled over \$32.5 million in winnings to players.

Deputy Executive Director Marseglia stated that on July 9, the Lottery switched over from our old PBX call center to an AWS call center. This was a massive upgrade from what we had. He added that this was a big effort. Our IMS group partnered with the State’s Office of Innovation to build the contact center, test it and deploy it. It will allow players who call in after hours to get more information, better information. It will also allow us to collect more data so we can make future adjustments to better serve our players.

Deputy Executive Director Marseglia stated that after today’s Commission meeting, we will begin the final phase of the upgrade to the Commission room. When everyone returns for the September meeting, the Teams’ room will be set up. There will be microphones and speakers in the ceiling, televisions and monitors on the walls for when we do presentations.

Deputy Executive Director Marseglia invited Sam Fromkin, Deputy General Manager of Northstar, to provide an update on Northstar activities. Mr. Fromkin stated that we rode some positive momentum from June into July. Scratch-Off sales were up 3.6%, which was led by the “\$100 billion Diamond Dazzler” ticket. That game performed 34% better than average games at the same price point. Pick-6 now has draws on Mondays, Thursdays, and Saturdays. Sales are up for the year 13.5%. We compared the

current jackpot run, which is at \$9.8 million, to a very similar one last year. When you compare those two jackpot amounts and the series that they are in, sales are also up 10%. The third day does seem to be having a positive effect. On August 11, we launched a promotion and a contest online to find Jersey's top dog. This is a promotion for the players to enter their dog in a photo contest to be selected for a future Scratch-Off ticket that is going to launch next year. There will be 50 winners selected. Sixteen of those will be featured on the top of the Scratch-Off ticket, and then the other 34 will be featured under the latex on that ticket. The contest is open until August 25, and we already have over 3,000 entries. The website is jerseytopdog.com if the Commissioners would like to take a look at all the pictures. Come August 25, everybody that has entered a dog in the promotion will get a unique link that they can send to family and friends to vote. We will have the winners be on that website.

Deputy Executive Director Marseglia concluded the Director's report.

Chairman Leonard asked if there are any questions or comments regarding the Director's report. Hearing no questions, Chairman Leonard requested a motion to approve the Director's report. Vice Chairman D'Anton 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

Deputy Executive Director Marseglia 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 five Scratch-Off games.

SCRATCH-OFF GAMES SUMMARY

Instant Game	Price Point	Ticket Quantity	Top Prize	Prize Payout	On-Sale Date
HOLIDAY CASH DOUBLER	\$2	3.6 million	\$10,000	63.01%	3-Nov-25
MERRY MONEY TREE	\$5	3.96 million	\$200,000	67.00%	3-Nov-25
WINTER ICE	\$10	3.6 million	\$500,000	68.50%	3-Nov-25
\$5,000 FESTIVE FRENZY	\$20	1.8 million	\$5,000	71.50%	3-Nov-25
WIN FOR LIFE!(R)*	\$5	12.6 million	\$3,000,000**	66.06%	1-Dec-25
*\$10,000 a month for life **Annuity with cash value of \$1,769,800					

Chairman Leonard asked if there are any questions regarding the approval of the Scratch-Off ticket game rules for "Holiday Cash Doubler," "Merry Money Tree," "Winter Ice," "\$5,000 Festive Frenzy" and "Win For Life ®." Hearing no questions, Chairman Leonard requested a motion to approve the Scratch-Off ticket game rules for "Holiday Cash Doubler," "Merry Money Tree," "Winter Ice," "\$5,000 Festive Frenzy" and "Win For Life ®." Vice Chairman D'Anton made the motion to approve the Scratch-Off ticket game rules for "Holiday Cash Doubler," "Merry Money Tree," "Winter Ice," "\$5,000 Festive Frenzy" and "Win For Life ®." Treasurer's Designee Kanef 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 Leonard asked for a motion to adjourn the public meeting 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 August 21, 2025.

IN WITNESS WHEREOF, I hereby set my hand on

the _____ 4th _____ day of

September , 2025



Marc J. Marseglia
Deputy Executive Director