

## **NEW JERSEY STATE LOTTERY COMMISSION**

### **PUBLIC MEETING DECEMBER 18, 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**

James A. Carey, Jr., Executive Director  
Marc J. Marseglia, Deputy Executive Director  
Curtis Elvin, Deputy Director, Finance  
Ryan Schaffer, Deputy Director, Compliance  
Roza Dabaghyan, Deputy Attorney General (by phone)

Executive Director Carey 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 November 20, 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 November 20, 2025 Commission meeting. Commissioner Kazmir made the motion to approve the minutes of the November 20, 2025 Commission meeting. Treasurer's Designee Kanef seconded the motion. Chairman Leonard 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 November. The Executive Director reviewed the Lottery's revenue report for the month, which is set forth below:

**REPORT OF THE EXECUTIVE DIRECTOR (UNAUDITED)  
DECEMBER 18, 2025 (NOVEMBER RESULTS)**

(\$ in Millions)

| MONTHLY NET SALES RESULTS      |                  |                  |                  |              |                  |        |              |
|--------------------------------|------------------|------------------|------------------|--------------|------------------|--------|--------------|
|                                | Actual           |                  | Actual           |              | FY 26 Budget     |        | % Over       |
|                                | November-25      | November-24      | \$ Chg           | % Chg        | November-25      | -Under |              |
| Pick-6 Double Play             | \$ 4.79          | \$ 6.81          | \$ (2.02)        | -29.7%       | \$ 6.99          |        | -31.5%       |
| CASH4LIFE                      | 4.46             | 4.64             | (0.18)           | -3.9%        | 5.29             |        | -15.7%       |
| Mega Millions                  | 21.48            | 16.82            | 4.66             | 27.7%        | 23.43            |        | -8.3%        |
| Powerball                      | 23.50            | 12.56            | 10.94            | 87.1%        | 21.98            |        | 6.9%         |
| <b>Lotto Games Total</b>       | <b>\$ 54.23</b>  | <b>\$ 40.83</b>  | <b>\$ 13.40</b>  | <b>32.8%</b> | <b>\$ 57.69</b>  |        | <b>-6.0%</b> |
| Pick-3 FIREBALL                | \$ 30.20         | \$ 31.01         | \$ (0.81)        | -2.6%        | \$ 30.46         |        | -0.9%        |
| Pick-4 FIREBALL                | 18.31            | 18.90            | (0.59)           | -3.1%        | 18.67            |        | -1.9%        |
| Jersey Cash 5 XTRA             | 13.21            | 14.61            | (1.40)           | -9.6%        | 15.27            |        | -13.5%       |
| Cash Pop                       | 6.51             | 5.84             | 0.67             | 11.5%        | 5.41             |        | 20.3%        |
| Quick Draw Progressive         | 6.94             | 6.39             | 0.55             | 8.6%         | 6.40             |        | 8.4%         |
| Fast Play Progressive          | 4.28             | 3.69             | 0.59             | 16.0%        | 4.52             |        | -5.3%        |
| <b>Daily Mach. Games Total</b> | <b>\$ 79.45</b>  | <b>\$ 80.44</b>  | <b>\$ (0.99)</b> | <b>-1.2%</b> | <b>\$ 80.73</b>  |        | <b>-1.6%</b> |
| <b>Scratch Off Tickets</b>     | <b>\$ 153.14</b> | <b>\$ 155.45</b> | <b>\$ (2.31)</b> | <b>-1.5%</b> | <b>\$ 152.19</b> |        | <b>0.6%</b>  |
| <b>Daily Games Total</b>       | <b>\$ 232.59</b> | <b>\$ 235.89</b> | <b>\$ (3.30)</b> | <b>-1.4%</b> | <b>\$ 232.92</b> |        | <b>-0.1%</b> |
| <b>NJ Only Games</b>           | <b>\$ 237.38</b> | <b>\$ 242.70</b> | <b>\$ (5.32)</b> | <b>-2.2%</b> | <b>\$ 239.91</b> |        | <b>-1.1%</b> |
| <b>All Games Total</b>         | <b>\$ 286.83</b> | <b>\$ 276.71</b> | <b>\$ 10.12</b>  | <b>3.7%</b>  | <b>\$ 290.60</b> |        | <b>-1.3%</b> |

| FISCAL YEAR TO DATE NET SALES RESULTS |                    |                    |                  |              |                    |        |              |
|---------------------------------------|--------------------|--------------------|------------------|--------------|--------------------|--------|--------------|
|                                       | Actual             |                    | Actual           |              | Budget             |        | % Over       |
|                                       | FY 2026            | FY 2025            | \$ Chg           | % Chg        | FY 2026            | -Under |              |
| Pick-6 Double Play                    | \$ 34.25           | \$ 30.33           | \$ 3.92          | 12.9%        | \$ 34.40           |        | -0.4%        |
| CASH4LIFE                             | 23.01              | 24.60              | (1.59)           | -6.5%        | 27.54              |        | -16.4%       |
| Mega Millions                         | 74.54              | 84.23              | (9.69)           | -11.5%       | 128.86             |        | -42.2%       |
| Powerball                             | 157.28             | 71.41              | 85.87            | 120.2%       | 109.92             |        | 43.1%        |
| <b>Lotto Games Total</b>              | <b>\$ 289.08</b>   | <b>\$ 210.57</b>   | <b>\$ 78.51</b>  | <b>37.3%</b> | <b>\$ 300.72</b>   |        | <b>-3.9%</b> |
| Pick-3 FIREBALL                       | \$ 156.74          | \$ 159.27          | \$ (2.53)        | -1.6%        | \$ 158.80          |        | -1.3%        |
| Pick-4 FIREBALL                       | 93.55              | 95.48              | (1.93)           | -2.0%        | 96.10              |        | -2.7%        |
| Jersey Cash 5 XTRA                    | 74.37              | 81.26              | (6.89)           | -8.5%        | 80.01              |        | -7.0%        |
| Cash Pop                              | 30.73              | 25.92              | 4.81             | 18.6%        | 26.11              |        | 17.7%        |
| Quick Draw Progressive                | 35.22              | 35.27              | (0.05)           | -0.1%        | 33.33              |        | 5.7%         |
| Fast Play Progressive                 | 21.17              | 20.53              | 0.64             | 3.1%         | 22.75              |        | -6.9%        |
| <b>Daily Mach. Games Total</b>        | <b>\$ 411.78</b>   | <b>\$ 417.73</b>   | <b>\$ (5.95)</b> | <b>-1.4%</b> | <b>\$ 417.10</b>   |        | <b>-1.3%</b> |
| <b>Scratch Off Tickets</b>            | <b>\$ 776.57</b>   | <b>\$ 767.59</b>   | <b>\$ 8.98</b>   | <b>1.2%</b>  | <b>\$ 785.49</b>   |        | <b>-1.1%</b> |
| <b>Daily Games Total</b>              | <b>\$ 1,188.35</b> | <b>\$ 1,185.32</b> | <b>\$ 3.03</b>   | <b>0.3%</b>  | <b>\$ 1,202.59</b> |        | <b>-1.2%</b> |
| <b>NJ Only Games</b>                  | <b>\$ 1,222.60</b> | <b>\$ 1,215.65</b> | <b>\$ 6.95</b>   | <b>0.6%</b>  | <b>\$ 1,236.99</b> |        | <b>-1.2%</b> |
| <b>All Games Total</b>                | <b>\$ 1,477.44</b> | <b>\$ 1,395.90</b> | <b>\$ 81.54</b>  | <b>5.8%</b>  | <b>\$ 1,503.30</b> |        | <b>-1.7%</b> |

| MONTHLY PENSION FUND L CONTRIBUTION |                 |                 |                |             |                 |        |              |
|-------------------------------------|-----------------|-----------------|----------------|-------------|-----------------|--------|--------------|
|                                     | Actual          |                 | Actual         |             | Budget          |        | % Over       |
|                                     | November-25     | November-24     | \$ Chg         | % Chg       | November-25     | -Under |              |
| <b>Monthly Contribution</b>         | <b>\$ 86.32</b> | <b>\$ 81.95</b> | <b>\$ 4.37</b> | <b>5.3%</b> | <b>\$ 88.13</b> |        | <b>-2.1%</b> |
| <b>% of Sales</b>                   | <b>30.09%</b>   | <b>29.61%</b>   |                |             | <b>30.33%</b>   |        |              |

| FISCAL YEAR TO DATE CONTRIBUTION |                  |                  |                 |             |                  |        |              |
|----------------------------------|------------------|------------------|-----------------|-------------|------------------|--------|--------------|
|                                  | Actual           |                  | Actual          |             | Budget           |        | % Over       |
|                                  | FY 2026          | FY 2025          | \$ Chg          | % Chg       | FY 2026          | -Under |              |
| <b>Total Contribution</b>        | <b>\$ 439.72</b> | <b>\$ 411.37</b> | <b>\$ 28.35</b> | <b>6.9%</b> | <b>\$ 455.91</b> |        | <b>-3.6%</b> |
| <b>% of Sales</b>                | <b>29.76%</b>    | <b>29.47%</b>    |                 |             | <b>30.33%</b>    |        |              |

| <b>Avg. Jackpots</b> | <b>November-25</b> | <b>November-24</b> | <b>FY 2026</b> | <b>FY 2025</b> |
|----------------------|--------------------|--------------------|----------------|----------------|
| Jersey Cash 5 (k)    | \$449.3            | \$480.3            | \$536.0        | \$539.2        |
| Pick 6 (m)           | \$2.8              | \$19.0             | \$9.8          | \$10.0         |
| Mega Millions (m)    | \$473.3            | \$393.6            | \$356.8        | \$315.5        |
| Powerball (m)        | \$549.6            | \$131.2            | \$425.3        | \$156.4        |

Executive Director Carey stated that the Lottery had a solid month in the month of November. He was happy to announce that on December 1, the New Jersey Lottery sold another winning Mega Millions ticket in Union City. The estimated annuity payout was \$90 million.

Executive Director Carey stated the Net Proceeds for the Fiscal Year to date exceed \$439.7 million or 29.76% of sales.

| Fiscal Year Profits from: |         |         |    |        |          |
|---------------------------|---------|---------|----|--------|----------|
| Lotto Games               | \$114.9 | million | or | 39.74% | of sales |
| Daily Games               | \$154.3 | million | or | 37.47% | of sales |
| Scratch-Off Games         | \$167.5 | million | or | 21.56% | of sales |

Executive Director Carey stated that the top three selling non-core games for November were "Jackpot Millions," "\$5,000 Festive Frenzy" and "Winter Ice."

Executive Director Carey stated that new games launched on November 3 include the holiday games "Stocking Stuffer," "Holiday Cash Doubler," "Merry Money Tree," "Winter Ice" and "\$5,000 Festive Frenzy."

Executive Director Carey stated that all drawings for the month of November were completed without abnormalities. All New Jersey online game pools were closed according to established procedures. There was a slight delay in the Cash4Life drawing on November 9, until staff confirmed that pools were closed in a participating state. All other Powerball and Mega Millions drawings were verified and processed without any issues.

Executive Director Carey stated that Winner Support Services received 1,369 mailed claims during the month. They received an additional 371 hand-delivered or appointment claims. During the month of November, there were 481 mobile claims received and processed electronically. Staff entered 2,521 claims into the claims and payment system and sent 3,451 claims to the Finance Department for payment. These 3,451 claims totaled \$29.8 million in winnings to players.

Executive Director Carey stated that for the last few years, Adam Perlow has been the General Manager of Northstar and was moving to a new position at Brightstar Lottery. He thanked Mr. Perlow for his work on behalf of the Lottery. Mr. Carey announced that Sam Fromkin from Northstar was promoted into the General Manager position. Executive Director Carey congratulated Mr. Fromkin on his promotion.

Executive Director Carey invited Sam Fromkin, General Manager of Northstar, to provide an update on Northstar activities. He stated that Scratch-Offs for the month were down 1.5%, but fiscal year-to-date they are up 1.2%. We are well into the holiday season and looking forward to those peak days and weeks in the coming week here. He also noted that Fast Play sales were up 3.1% for the fiscal year.

Executive Director Carey 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. Commissioner Kazmir made the motion to approve the Director's report. Treasurer's Designee Kanef 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 a new game, Millionaire for Life. Executive Director Carey explained that Millionaire for Life will be a multi-State game that will replace the New Jersey Lottery's current game, CASH4LIFE. The new game will have a higher jackpot, \$1 million a year for life. The new game will cost \$5 per play. The game is being operated by MUSL, the Multi-State Lottery Association, the organization that runs Powerball, which saw an opportunity to create a single national for life game with a larger prize, a larger population pool, and hopefully larger sales for the participating lotteries. Millionaire for Life will be a daily game. It will be drawn every evening at 11:15. The first drawing will take place on Sunday, February 22, 2026. The final drawing for CASH4LIFE will take place on Saturday, February 21. Drawings for the new game will be held at the MUSL offices.

Chairman Leonard asked if there are any questions regarding the approval of the Millionaire for Life game rules. Hearing no questions, Chairman Leonard requested a motion to approve the Millionaire for Life game rules. Commissioner Kazmir made the motion to approve the Millionaire for Life 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 Scratch-Off games.

**SCRATCH-OFF GAMES SUMMARY**

| Instant Game      | Price Point | Ticket Quantity | Top Prize | Prize Payout | On-Sale Date |
|-------------------|-------------|-----------------|-----------|--------------|--------------|
| SUPER CROSSWORD   | \$5         | 5.4 million     | \$50,000  | 67.50%       | TBD          |
| CROSSWORD BONANZA | \$20        | 2.4 million     | \$400,000 | 72.50%       | TBD          |

Chairman Leonard asked if there are any questions regarding the approval of the Scratch-Off ticket game rules for "Super Crossword" and "Crossword Bonanza." Hearing no questions, Chairman Leonard requested a motion to approve the Scratch-Off ticket game rules. 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 third item of new business was game rules for two Fast Play Progressive games.

**FAST PLAY PROGRESSIVE GAMES SUMMARY**

| Fast Play       | Price Point | Top Prize                      | Prize Payout | On-Sale Date |
|-----------------|-------------|--------------------------------|--------------|--------------|
| DOUBLE WILD 7'S | \$5         | \$500 or 50% of the Jackpot    | 63.26%       | 2-Mar-26     |
| HOT TICKET      | \$10        | \$1,000 or 100% of the Jackpot | 65.37%       | 2-Mar-26     |

Chairman Leonard asked if there are any questions regarding the approval of the Fast Play Progressive game rules for "Double Wild 7's" and "Hot Ticket." Hearing no questions, Chairman Leonard requested a motion to approve to the Fast Play Progressive game rules. Commissioner Kazmir made the motion to approve the Fast Play Progressive game rules. 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.

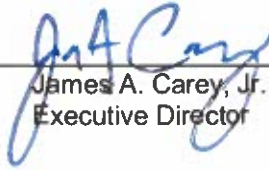
**ADJOURNMENT**

Chairman Leonard asked for a motion to adjourn the public meeting. Commissioner Kazmir 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 December 18, 2025.

IN WITNESS WHEREOF, I hereby set my hand on

the \_\_\_\_\_ 8th \_\_\_\_\_ day of \_\_\_\_\_ January \_\_\_\_\_, 2026 \_\_\_\_\_.

  
\_\_\_\_\_  
James A. Carey, Jr.  
Executive Director