

NEW JERSEY STATE LOTTERY COMMISSION

PUBLIC MEETING FEBRUARY 20, 2025 VIA TELEPHONE

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
Ryan Schaffer, Deputy Director
Charlene Mello, Asst. Deputy Director
Roza Dabaghyan, DAG
Michael Eleneski, Gov's Authority Unit
Nikki Apeadu
Michael Boone
Scott Davis
Meghna Dev
Missy Gillespie
Jerry Guarino
Dean Ialacci
Joseph Jean
Ashleigh Jones
Robert Kersey
Kelly Laird
Ellen O'Malley
Joseph Oleszkiewicz
Rick Pagnani
Steve Palmieri
Debbie Raub
Esther Werstler

VISITORS

Joe Cavallo, Northstar
Sam Fromkin, Northstar
Erica Helms, Northstar
Foster Krupa, Northstar
Erin Leon, Northstar
Adam Perlow, Northstar
Jimmy Sanford, 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 January 23, 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 January 23, 2025 Commission meeting. Commissioner Kazmir made the motion to approve the minutes of the January 23, 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 January. The Executive Director reviewed the Lottery's revenue report for the month, which is set forth below:

**REPORT OF THE EXECUTIVE DIRECTOR (UNAUDITED)
FEBRUARY 20, 2025 (JANUARY RESULTS)**

(\$ in Millions)

MONTHLY NET SALES RESULTS						
	Actual		Actual		FY 25 Budget	% Over
	January-25	January-24	\$ Chg	% Chg	January-25	-Under
Pick-6 Double Play	\$ 7.81	\$ 8.12	\$ (0.31)	-3.8%	\$ 6.74	15.9%
CASH4LIFE	4.85	5.19	(0.34)	-6.6%	5.43	-10.7%
Mega Millions	9.25	13.90	(4.65)	-33.5%	23.15	-60.0%
Powerball	14.68	18.67	(3.99)	-21.4%	20.74	-29.2%
Lotto Games Total	\$ 36.59	\$ 45.88	\$ (9.29)	-20.2%	\$ 56.06	-34.7%
Pick-3 FIREBALL	\$ 30.52	\$ 31.91	\$ (1.39)	-4.4%	\$ 32.40	-5.8%
Pick-4 FIREBALL	18.41	19.40	(0.99)	-5.1%	19.98	-7.9%
Jersey Cash 5 XTRA	14.35	13.56	0.79	5.8%	14.14	1.5%
Cash Pop	5.82	5.11	0.71	13.9%	5.66	2.8%
Quick Draw Progressive	6.69	7.55	(0.86)	-11.4%	8.83	-24.2%
Fast Play Progressive	3.61	4.34	(0.73)	-16.8%	5.54	-34.8%
Daily Mach. Games Total	\$ 79.40	\$ 81.87	\$ (2.47)	-3.0%	\$ 86.55	-8.3%
Scratch Off Tickets	\$ 150.64	\$ 148.66	\$ 1.98	1.3%	\$ 155.51	-3.1%
Daily Games Total	\$ 230.04	\$ 230.53	\$ (0.49)	-0.2%	\$ 242.06	-5.0%
NJ Only Games	\$ 237.85	\$ 238.65	\$ (0.80)	-0.3%	\$ 248.80	-4.4%
All Games Total	\$ 266.63	\$ 276.41	\$ (9.78)	-3.5%	\$ 298.10	-10.6%
FISCAL YEAR TO DATE NET SALES RESULTS						
	Actual		Actual		Budget	% Over
	FY 2025	FY 2024	\$ Chg	% Chg	FY 2025	-Under
Pick-6 Double Play	\$ 46.80	\$ 47.80	\$ (1.00)	-2.1%	\$ 46.41	0.8%
CASH4LIFE	34.44	37.25	(2.81)	-7.5%	36.57	-5.8%
Mega Millions	139.08	157.85	(18.77)	-11.9%	159.47	-12.8%
Powerball	100.06	246.94	(146.88)	-59.5%	146.76	-31.8%
Lotto Games Total	\$ 320.38	\$ 489.84	\$ (169.46)	-34.6%	\$ 389.21	-17.7%
Pick-3 FIREBALL	\$ 221.18	\$ 226.22	\$ (5.04)	-2.2%	\$ 230.16	-3.9%
Pick-4 FIREBALL	133.18	138.45	(5.27)	-3.8%	142.38	-6.5%
Jersey Cash 5 XTRA	110.32	78.17	32.15	41.1%	93.94	17.4%
Cash Pop	37.56	35.57	1.99	5.6%	36.14	3.9%
Quick Draw Progressive	48.64	54.37	(5.73)	-10.5%	64.16	-24.2%
Fast Play Progressive	28.10	34.73	(6.63)	-19.1%	36.97	-24.0%
Daily Mach. Games Total	\$ 578.98	\$ 567.51	\$ 11.47	2.0%	\$ 603.75	-4.1%
Scratch Off Tickets	\$ 1,099.66	\$ 1,089.97	\$ 9.69	0.9%	\$ 1,115.47	-1.4%
Daily Games Total	\$ 1,678.64	\$ 1,657.48	\$ 21.16	1.3%	\$ 1,719.22	-2.4%
NJ Only Games	\$ 1,725.44	\$ 1,705.28	\$ 20.16	1.2%	\$ 1,765.63	-2.3%
All Games Total	\$ 1,999.02	\$ 2,147.32	\$ (148.30)	-6.9%	\$ 2,108.43	-5.2%
MONTHLY PENSION FUND L CONTRIBUTION						
	Actual		Actual		Budget	% Over
	January-25	January-24	\$ Chg	% Chg	January-25	-Under
Monthly Contribution	\$ 78.74	\$ 83.88	\$ (5.14)	-6.1%	\$ 89.92	-12.4%
% of Sales	29.53%	30.35%			30.16%	
FISCAL YEAR TO DATE CONTRIBUTION						
	Actual		Actual		Budget	% Over
	FY 2025	FY 2024	\$ Chg	% Chg	FY 2025	-Under
Total Contribution	\$ 594.91	\$ 663.03	\$ (68.12)	-10.3%	\$ 636.00	-6.5%
% of Sales	29.76%	30.88%			30.16%	
Avg. Jackpots	January-25	January-24	FY 2025	FY 2024		
Jersey Cash 5 (k)	\$471.7	\$456.8	\$519.7	\$310.7		
Pick 6 (m)	\$20.9	\$15.5	\$13.6	\$10.3		
Mega Millions (m)	\$61.9	\$212.0	\$335.2	\$297.9		
Powerball (m)	\$173.9	\$157.7	\$154.1	\$413.7		

In reviewing the fiscal year to date results, Executive Director Carey stated that Pick-6 had a \$32 million jackpot won, with the tickets sold at Quick Mart in Jackson Township. Executive Director Carey stated that the retailer was a very good retailer that he had visited in the past.

Executive Director Carey noted that Scratch-Off tickets were a bright spot during the month. December and January sales of Scratch-Offs increased year-over-year for the first time in a while. There has been a decline in Scratch-Off sales since the peak during FY22, which was also peak COVID, and Scratch-Off sales continue to decrease.

Executive Director Carey stated that sales are mediocre this year because we have yet to see a large jackpot from Powerball.

Executive Director Carey stated the Net Proceeds for the Fiscal Year to date exceed \$594.91 million or 29.76% of sales. The net proceeds are broken out as follows.

Fiscal Year Profits from:				
Lotto Games	\$126.3	million	or	39.41% of sales
Daily Games	\$220.0	million	or	38.00% of sales
Scratch-Off Games	\$242.6	million	or	22.06% of sales

Executive Director Carey stated that there were many high tier winners throughout the state in January. On January 2, Jersey Cash 5 had one \$657,679 winner in Burlington County. On January 11, Powerball had one \$1,000,000 winner in Morris County. On January 11, Jersey Cash 5 had one \$995,257 winner in Hudson County. On January 20, Pick-6 had one \$32,000,000 winner in Ocean County. On January 28, Jersey Cash 5 had one \$1,699,120 winner in Warren County.

Executive Director Carey stated that all drawings for the month of January were completed with no abnormalities, except for a two minute delay on the evening of January 29, 2025 due to a malfunction with the Jersey Cash 5 machine during pretesting. The backup Jersey Cash 5 machine was used and the draw was conducted without any further 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 IMS is building out an Amazon Web Services Connect Contact Center to replace the existing Call Center system. The Amazon Connect Contact Center cloud-based solution comes with a variety of built-in features to improve customer service. It will provide our supervisors with dashboards, displaying service levels, how long players and retailers are waiting on hold, agent status and more. The insights that AWS will give us will enable us to do better coaching, do compliance checks and improve how we provide our phone services to our players.

Executive Director Carey stated that the Validations staff received and sorted 3,422 mailed claim forms during the month. The number of claims received in the drop box was 60. There were 77 claims hand delivered. Staff entered 4,141 claims into the claims payment system and edited 3,649 claims. During the month of January there were 4,546 claims paid totaling \$11,184,503.70 in winnings. This includes annuity payments.

Executive Director Carey stated that the Million Dollar Replay Event will be held at the Golden Nugget Casino on Friday, March 14. He invited all the Commissioners to attend.

Executive Director Carey stated that Problem Gambling Awareness Month starts in March. The New Jersey Lottery takes responsible gaming very seriously. We partner with the Council on Compulsive Gambling of New Jersey to put out important messages supporting responsible gambling every month. We will be doing some media for Problem Gambling Awareness Month.

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 the Shaquille O'Neal ticket did well in January. He also mentioned the continued deployment of Game Touch 28 vending machines. Through the end of January, 127 were installed at retailers.

Executive Director Carey concluded the Director's report.

Executive Director Carey noted that the Commission meeting was conducted remotely because the Lottery continues to undergo construction in our building. He explained that the Lottery has been located in its headquarters since the early 1980s. Building wiring had not been replaced in years, the Commission room had the same furniture for over 30 years and the employees' desks had not been replaced since at least 1995. The work in the Commission room is almost complete and Director Carey promised to keep the Commissioners informed.

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 game rules for two Scratch-Off games.

SCRATCH-OFF GAMES SUMMARY

Instant Game	Price Point	Ticket Quantity	Top Prize	Prize Payout	On-Sale Date
THE SHORE THING	\$10	3.6 million	\$500,000	66.66%	2-Jun-25
\$100 MILLION DIAMOND DAZZLER	\$20	8.28 million	\$1,000,000*	69.05%	7-Jul-25

*Annuity with cash value of \$591,200

Chairman D'Anton asked if there are any questions regarding the approval of the Scratch-Off ticket game rules for "The Shore Thing" and "\$100 Million Diamond Dazzler." Hearing no questions, Chairman D'Anton requested a motion to approve the Scratch-Off ticket game rules. 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.

The second item of new business was game rules for two Fast Play games.

FAST PLAY PROGRESSIVE GAMES SUMMARY

Fast Play	Price Point	Top Prize	Prize Payout	On-Sale Date
BEEHIVE BUCKS	\$5	\$500 or 50% of the Jackpot	63.04%	5-May-25
CASTING FOR CASH	\$5	\$500 or 50% of the Jackpot	62.56%	2-Jun-25

Chairman D'Anton asked if there were any questions regarding the approval of the Fast Play Progressive game rules for "Beehive Bucks" and "Casting for Ca\$h." Hearing no questions, Chairman D'Anton requested a motion to approve the Fast Play Progressive game rules. Vice Chairman Leonard made the motion to approve the Fast Play Progressive game rules. Commissioner Kazmir 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. 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 February 20, 2025.

IN WITNESS WHEREOF, I hereby set my hand on

the 11th day of March, 2025.

James A Carey

James A. Carey, Jr.
Executive Director