

## **NEW JERSEY STATE LOTTERY COMMISSION**

### **PUBLIC MEETING JANUARY 23, 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

#### **PARTICIPANTS**

James A. Carey, Jr., Executive Director  
Marc J. Marseglia, Deputy Executive Director  
Ryan Schaffer, Deputy Director  
Charlene Mello, Asst Deputy Director  
Roza Dabaghyan, DAG  
Adam Perlow, Northstar  
Dorian Smith, Gov's Authority Unit

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 9, 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 9, 2025 Commission meeting. Vice Chairman Leonard made the motion to approve the minutes of the January 9, 2025 Commission meeting. Commissioner Kazmir 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 December. The Executive Director reviewed the Lottery's revenue report for the month, which is set forth below:

**REPORT OF THE EXECUTIVE DIRECTOR (UNAUDITED)  
JANUARY 23, 2025 (DECEMBER RESULTS)**

(\$ in Millions)

<b>MONTHLY NET SALES RESULTS</b>							
	<b>Actual December-24</b>	<b>Actual December-23</b>	<b>\$ Chg</b>	<b>% Chg</b>	<b>FY 25 Budget December-24</b>	<b>% Over -Under</b>	
Pick-6 Double Play	\$ 8.66	\$ 6.33	\$ 2.33	36.8%	\$ 6.74	28.5%	
CASH4LIFE	4.99	5.27	(0.28)	-5.3%	5.14	-2.9%	
Mega Millions	45.60	11.87	33.73	284.2%	23.15	97.0%	
Powerball	13.98	34.67	(20.69)	-59.7%	20.74	-32.6%	
<b>Lotto Games Total</b>	<b>\$ 73.23</b>	<b>\$ 58.14</b>	<b>\$ 15.09</b>	<b>26.0%</b>	<b>\$ 55.77</b>	<b>31.3%</b>	
Pick-3 FIREBALL	\$ 31.39	\$ 33.04	\$ (1.65)	-5.0%	\$ 32.49	-3.4%	
Pick-4 FIREBALL	19.29	20.70	(1.41)	-6.8%	20.44	-5.6%	
Jersey Cash 5 XTRA	14.71	11.50	3.21	27.9%	12.60	16.7%	
Cash Pop	5.82	5.27	0.55	10.4%	5.29	10.0%	
Quick Draw Progressive	6.68	7.76	(1.08)	-13.9%	9.13	-26.8%	
Fast Play Progressive	3.95	3.99	(0.04)	-1.0%	5.15	-23.3%	
<b>Daily Mach. Games Total</b>	<b>\$ 81.84</b>	<b>\$ 82.26</b>	<b>\$ (0.42)</b>	<b>-0.5%</b>	<b>\$ 85.10</b>	<b>-3.8%</b>	
<b>Scratch Off Tickets</b>	<b>\$ 181.42</b>	<b>\$ 177.65</b>	<b>\$ 3.77</b>	<b>2.1%</b>	<b>\$ 174.07</b>	<b>4.2%</b>	
<b>Daily Games Total</b>	<b>\$ 263.26</b>	<b>\$ 259.91</b>	<b>\$ 3.35</b>	<b>1.3%</b>	<b>\$ 259.17</b>	<b>1.6%</b>	
<b>NJ Only Games</b>	<b>\$ 271.92</b>	<b>\$ 266.24</b>	<b>\$ 5.68</b>	<b>2.1%</b>	<b>\$ 265.91</b>	<b>2.3%</b>	
<b>All Games Total</b>	<b>\$ 336.49</b>	<b>\$ 318.04</b>	<b>\$ 18.45</b>	<b>5.8%</b>	<b>\$ 314.92</b>	<b>6.8%</b>	
<b>FISCAL YEAR TO DATE NET SALES RESULTS</b>							
	<b>Actual FY 2025</b>	<b>Actual FY 2024</b>	<b>\$ Chg</b>	<b>% Chg</b>	<b>Budget FY 2025</b>	<b>% Over -Under</b>	
Pick-6 Double Play	\$ 38.99	\$ 39.68	\$ (0.69)	-1.7%	\$ 39.67	-1.7%	
CASH4LIFE	29.59	32.06	(2.47)	-7.7%	31.14	-5.0%	
Mega Millions	129.82	143.94	(14.12)	-9.8%	136.32	-4.8%	
Powerball	85.39	228.27	(142.88)	-62.6%	126.02	-32.2%	
<b>Lotto Games Total</b>	<b>\$ 283.79</b>	<b>\$ 443.95</b>	<b>\$ (160.16)</b>	<b>-36.1%</b>	<b>\$ 333.15</b>	<b>-14.8%</b>	
Pick-3 FIREBALL	\$ 190.66	\$ 194.31	\$ (3.65)	-1.9%	\$ 197.76	-3.6%	
Pick-4 FIREBALL	114.77	119.05	(4.28)	-3.6%	122.40	-6.2%	
Jersey Cash 5 XTRA	95.97	64.61	31.36	48.5%	79.80	20.3%	
Cash Pop	31.74	30.46	1.28	4.2%	30.48	4.1%	
Quick Draw Progressive	41.95	46.83	(4.88)	-10.4%	55.33	-24.2%	
Fast Play Progressive	24.48	30.39	(5.91)	-19.4%	31.43	-22.1%	
<b>Daily Mach. Games Total</b>	<b>\$ 499.57</b>	<b>\$ 485.65</b>	<b>\$ 13.92</b>	<b>2.9%</b>	<b>\$ 517.20</b>	<b>-3.4%</b>	
<b>Scratch Off Tickets</b>	<b>\$ 949.03</b>	<b>\$ 941.31</b>	<b>\$ 7.72</b>	<b>0.8%</b>	<b>\$ 959.97</b>	<b>-1.1%</b>	
<b>Daily Games Total</b>	<b>\$ 1,448.60</b>	<b>\$ 1,426.96</b>	<b>\$ 21.64</b>	<b>1.5%</b>	<b>\$ 1,477.17</b>	<b>-1.9%</b>	
<b>NJ Only Games</b>	<b>\$ 1,487.59</b>	<b>\$ 1,466.64</b>	<b>\$ 20.95</b>	<b>1.4%</b>	<b>\$ 1,516.84</b>	<b>-1.9%</b>	
<b>All Games Total</b>	<b>\$ 1,732.39</b>	<b>\$ 1,870.90</b>	<b>\$ (138.51)</b>	<b>-7.4%</b>	<b>\$ 1,810.33</b>	<b>-4.3%</b>	
<b>MONTHLY PENSION FUND L CONTRIBUTION</b>							
	<b>Actual December-24</b>	<b>Actual December-23</b>	<b>\$ Chg</b>	<b>% Chg</b>	<b>Budget December-24</b>	<b>% Over -Under</b>	
<b>Monthly Contribution</b>	<b>\$ 104.80</b>	<b>\$ 95.87</b>	<b>\$ 8.93</b>	<b>9.3%</b>	<b>\$ 95.00</b>	<b>10.3%</b>	
<b>% of Sales</b>	<b>31.15%</b>	<b>30.14%</b>			<b>30.17%</b>		
<b>FISCAL YEAR TO DATE CONTRIBUTION</b>							
	<b>Actual FY 2025</b>	<b>Actual FY 2024</b>	<b>\$ Chg</b>	<b>% Chg</b>	<b>Budget FY 2025</b>	<b>% Over -Under</b>	
<b>Total Contribution</b>	<b>\$ 516.17</b>	<b>\$ 579.15</b>	<b>\$ (62.98)</b>	<b>-10.9%</b>	<b>\$ 546.08</b>	<b>-5.5%</b>	
<b>% of Sales</b>	<b>29.80%</b>	<b>30.96%</b>			<b>30.16%</b>		
<b>Avg. Jackpots</b>	<b>December-24</b>	<b>December-23</b>			<b>FY 2025</b>	<b>FY 2024</b>	
Jersey Cash 5 (k)	\$469.8	\$322.0			\$527.8	\$285.9	
Pick 6 (m)	\$23.8	\$10.9			\$12.4	\$9.3	
Mega Millions (m)	\$705.0	\$232.7			\$381.6	\$312.7	
Powerball (m)	\$122.3	\$547.0			\$150.8	\$459.1	

In reviewing the fiscal year to date results, Executive Director Carey stated that sales were up, but Powerball, Mega Millions and Pick-6 were all won in the past week. The results were great for December but January may not have the same results.

Executive Director Carey stated the Net Proceeds for the Fiscal Year to date exceed \$516.17 million or 29.80% of sales. The net proceeds are broken out as follows:

<b>Fiscal Year Profits from:</b>				
Lotto Games	\$111.7	million	or	39.36% of sales
Daily Games	\$190.2	million	or	38.06% of sales
Scratch-Off Games	\$209.5	million	or	22.08% of sales

Executive Director Carey stated that there were many high tier winners throughout the state in December. On December 6, Jersey Cash 5 had one \$1,883,824 winner in Ocean County. On December 13, Jersey Cash 5 had one \$678,674 winner in Gloucester County. On December 18, Jersey Cash 5 had one \$514,889 winner in Essex County. On December 21, Powerball had one \$2,000,000 winner in Essex County. On December 25, Powerball had one \$2,000,000 winner sold by Jackpot.com, which was Jackpot.com's first big win in New Jersey. On December 31, Mega Millions had one \$1,000,000 winner in Mercer County. The Director also noted that courier Jackpocket sold the recent Mega Millions jackpot winning ticket that was sold in Oregon.

Executive Director Carey stated all drawings for the month of December were completed with no abnormalities. All New Jersey online game pools were closed according to procedures with no abnormalities, except on December 28 and the morning of December 29, when the jackpot for Jersey Cash 5 was incorrectly displayed for several hours on New Jersey Lottery jackpot signs as \$143,000 instead of the correct amount of \$150,000. All Powerball and Mega Millions drawings were verified and processed without any abnormalities. The Internal Control System (ICS) was processed for each drawing without any issues.

Executive Director Carey stated that the Validations staff received and sorted 3,537 mailed claim forms during the month. The number of claims received in the drop box was 327. There were 242 claims hand delivered. Staff entered 3,233 claims into the claims payment system and edited 2,977 claims. During the month of December there were 1,367 claims paid totaling \$2,959,316.97 in winnings. Executive Director Carey explained that total claims paid in December is lower than normal because of end of year accounting.

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 it was the strongest holiday week thanks to Scratch-Off sales. He highlighted the performance of the Millionaire Maker ticket, which was the first \$25 ticket the Lottery has introduced in years. He also mentioned the deployment of new Game Touch 28 self-service vending machines to the network.

Executive Director Carey stated that there is still construction taking place in the building and that the Lottery hopes to return to in-person meetings in March.

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 game rules for two Scratch-Off games.

**SCRATCH-OFF GAMES SUMMARY**

Instant Game	Price Point	Ticket Quantity	Top Prize	Prize Payout	On-Sale Date
BINGO TIMES 10	\$5	4.2 million	\$100,000	63.91%	28-Mar-25
ELECTRIC 8's	\$2	4.8 million	\$10,000	62.99%	2-Jun-25

Chairman D'Anton asked if there are any questions regarding the approval of the Scratch-Off ticket game rules for "Bingo Times 10" and "Electric 8's." 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 three Fast Play games.

**FAST PLAY PROGRESSIVE GAMES SUMMARY**

Fast Play	Price Point	Top Prize	Prize Payout	On-Sale Date
ROCKIN' RICHES	\$10	\$500 or 100% of the Jackpot	65.69%	3-Feb-25
MULTIPLIER MANIA	\$20	\$10,000 or 100% of the Jackpot	66.39%	3-Feb-25
ROCK PAPER SCISSORS®	\$5	\$500 or 50% of the Jackpot	62.70%	3-Mar-25

Chairman D'Anton asked if there were any questions regarding the approval of the Fast Play Progressive game rules for "Rockin' Riches," "Multiplier Mania" and "Rock Paper Scissors®." Hearing no questions, Chairman D'Anton requested a motion to approve the Fast Play Progressive game rules. Commissioner Kazmir made the motion to approve the Fast Play Progressive 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.

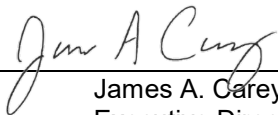
**ADJOURNMENT**

Chairman D'Anton asked for a motion to adjourn the Public meeting. Vice Chairman Leonard made the motion to adjourn. 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 January 23, 2025.

IN WITNESS WHEREOF, I hereby set my hand on

the 23rd day of January, 2025.

  
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James A. Carey, Jr.  
Executive Director