

NEW JERSEY STATE LOTTERY COMMISSION

PUBLIC MEETING JUNE 19, 2025

Executive Director Carey called the Commission meeting into session at 10:00 a.m.

COMMISSION MEMBERS (BY PHONE)

Robert D'Anton, 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
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 (by phone)

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.

At the request of the Chair, Executive Director Carey presided over the Commission meeting because the Commissioners were participating by phone.

The first item on the agenda was approval of the minutes of the May 22, 2025 Commission meeting. Executive Director Carey asked if there are any questions or comments. Hearing no questions, Executive Director Carey requested a motion to approve the minutes of the May 22, 2025 Commission meeting. Commissioner Kazmir made the motion to approve the minutes of the May 22, 2025 Commission meeting. Treasurer's Designee Kanef seconded the motion. Executive Director Carey 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 May. The Executive Director reviewed the Lottery's revenue report for the month, which is set forth below:

**REPORT OF THE EXECUTIVE DIRECTOR (UNAUDITED)
JUNE 19, 2025 (MAY RESULTS)**

(\$ in Millions)

MONTHLY NET SALES RESULTS						
	Actual May-25	Actual May-24	\$ Chg	% Chg	FY 25 Budget May-25	% Over -Under
Pick-6 Double Play	\$ 4.53	\$ 4.81	\$ (0.28)	-5.8%	\$ 6.74	-32.8%
CASH4LIFE	4.79	5.27	(0.48)	-9.1%	5.10	-6.1%
Mega Millions	9.90	17.81	(7.91)	-44.4%	23.15	-57.2%
Powerball	12.07	13.38	(1.31)	-9.8%	20.74	-41.8%
Lotto Games Total	\$ 31.29	\$ 41.27	\$ (9.98)	-24.2%	\$ 55.73	-43.9%
Pick-3 FIREBALL	\$ 34.16	\$ 34.06	\$ 0.10	0.3%	\$ 34.89	-2.1%
Pick-4 FIREBALL	19.38	19.87	(0.49)	-2.5%	20.85	-7.1%
Jersey Cash 5 XTRA	10.47	13.86	(3.39)	-24.5%	14.67	-28.6%
Cash Pop	6.42	5.00	1.42	28.4%	6.20	3.5%
Quick Draw Progressive	7.84	8.32	(0.48)	-5.8%	9.17	-14.5%
Fast Play Progressive	3.61	5.17	(1.56)	-30.2%	6.25	-42.2%
Daily Mach. Games Total	\$ 81.88	\$ 86.28	\$ (4.40)	-5.1%	\$ 92.03	-11.0%
Scratch Off Tickets	\$ 162.60	\$ 161.99	\$ 0.61	0.4%	\$ 167.00	-2.6%
Daily Games Total	\$ 244.48	\$ 248.27	\$ (3.79)	-1.5%	\$ 259.03	-5.6%
NJ Only Games	\$ 249.01	\$ 253.08	\$ (4.07)	-1.6%	\$ 265.77	-6.3%
All Games Total	\$ 275.78	\$ 289.54	\$ (13.76)	-4.8%	\$ 314.77	-12.4%
FISCAL YEAR TO DATE NET SALES RESULTS						
	Actual FY 2025	Actual FY 2024	\$ Chg	% Chg	Budget FY 2025	% Over -Under
Pick-6 Double Play	\$ 63.73	\$ 76.09	\$ (12.36)	-16.2%	\$ 71.86	-11.3%
CASH4LIFE	53.04	58.08	(5.04)	-8.7%	56.67	-6.4%
Mega Millions	178.18	247.98	(69.80)	-28.1%	246.92	-27.8%
Powerball	156.07	355.22	(199.15)	-56.1%	229.71	-32.1%
Lotto Games Total	\$ 451.02	\$ 737.37	\$ (286.35)	-38.8%	\$ 605.16	-25.5%
Pick-3 FIREBALL	\$ 348.37	\$ 356.58	\$ (8.21)	-2.3%	\$ 362.58	-3.9%
Pick-4 FIREBALL	208.14	216.70	(8.56)	-4.0%	222.71	-6.5%
Jersey Cash 5 XTRA	162.42	129.09	33.33	25.8%	147.76	9.9%
Cash Pop	61.46	56.38	5.08	9.0%	60.76	1.2%
Quick Draw Progressive	78.72	88.42	(9.70)	-11.0%	100.85	-21.9%
Fast Play Progressive	43.08	53.61	(10.53)	-19.6%	62.38	-30.9%
Daily Mach. Games Total	\$ 902.19	\$ 900.78	\$ 1.41	0.2%	\$ 957.04	-5.7%
Scratch Off Tickets	\$ 1,725.62	\$ 1,730.32	\$ (4.70)	-0.3%	\$ 1,765.97	-2.3%
Daily Games Total	\$ 2,627.81	\$ 2,631.10	\$ (3.29)	-0.1%	\$ 2,723.01	-3.5%
NJ Only Games	\$ 2,691.54	\$ 2,707.19	\$ (15.65)	-0.6%	\$ 2,794.87	-3.7%
All Games Total	\$ 3,078.84	\$ 3,368.49	\$ (289.65)	-8.6%	\$ 3,328.17	-7.5%
MONTHLY PENSION FUND L CONTRIBUTION						
	Actual May-25	Actual May-24	\$ Chg	% Chg	Budget May-25	% Over -Under
Monthly Contribution	\$ 78.14	\$ 87.65	\$ (9.51)	-10.9%	\$ 94.95	-17.7%
% of Sales	28.33%	30.27%			30.16%	
FISCAL YEAR TO DATE CONTRIBUTION						
	Actual FY 2025	Actual FY 2024	\$ Chg	% Chg	Budget FY 2025	% Over -Under
Total Contribution	\$ 910.89	\$ 1,038.32	\$ (127.43)	-12.3%	\$ 1,003.93	-9.3%
% of Sales	29.59%	30.82%			30.16%	

Avg. Jackpots	May-25	May-24	FY 2025	FY 2024
Jersey Cash 5 (k)	\$247.6	\$478.8	\$479.2	\$348.7
Pick 6 (m)	\$4.2	\$3.1	\$10.0	\$11.3
Mega Millions (m)	\$128.6	\$395.8	\$266.7	\$345.3
Powerball (m)	\$122.8	\$109.5	\$165.8	\$391.1

Executive Director Carey stated that sales were poor for the third month in a row, with the primary factor continuing to be low sales from the multistate jackpot games. He added that Mega Millions recently increased in price from \$2 to \$5 and the Mega Millions Consortium is reporting that sales are slightly up year-over-year for similar size jackpots since the price increased to \$5.

Executive Director Carey stated the Net Proceeds for the Fiscal Year to date exceed \$910.89 million or 29.59% of sales.

Fiscal Year Profits from:				
Lotto Games	\$180.4	million	or	40.00% of sales
Daily Games	\$338.8	million	or	37.55% of sales
Scratch-Off Games	\$382.1	million	or	22.15% of sales

Executive Director Carey reviewed the high tier winners in May: on May 3, Jersey Cash 5 had one \$783,159 winner in Union County; on May 14, CASH4LIFE had one \$1,000 a Day for Life winner in Union County; on May 22, Pick-6 had one \$5,900,000 winner in Essex County; on May 24, CASH4LIFE had one \$1,000 a Week for Life winner in Middlesex County.

Executive Director Carey stated that in May, we had four tickets win 100% of the Progressive Jackpot. On May 9, a \$10 Garden State Bingo ticket won \$78,383, which was 100% of the progressive jackpot; on May 10, a \$20 Multiplier Mania ticket won \$10,000, 100% of the progressive jackpot; on May 28, a \$20 Jersey Jackpot ticket won \$85,280, which was 100% of the progressive jackpot; and on May 29, a \$20 Jersey Jackpot ticket won \$10,000, which was 100% of the progressive jackpot.

Executive Director Carey stated that all drawings for the month of May 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 2,946 mailed claim forms during the month. They received an additional 764 in which were hand delivered to the Lottery or submitted during scheduled appointments. Staff entered 4,082 claims into the claims and payment system and sent 3,846 claims to the Finance Department for payment. These 3,846 claims totaled over \$17 million in winnings to players.

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 June 17, IGT Lottery changed its name to Brightstar Lottery. The reason for the name change was ta corporate reorganization of IGT.

Executive Director Carey added that the Lottery has been in contact with Brightstar's senior management, and they noted that the changes will not impact the relationships between New Jersey Lottery and Northstar and the new company Brightstar. Brightstar will continue to be the Lottery's gaming system provider.

Mr. Perlow added the Pick-3 Green Ball promotion took place in May for the first time in over 10 years. Players won an extra \$1.7 million in additional prizes, and year over year sales of Pick-3 increased.

Executive Director Carey concluded the Director's report.

Executive Director Carey asked if there are any questions or comments regarding the Director's report. Hearing no additional questions, Executive Director Carey 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 the approval of the publication for Notice of Proposal for amendment to Courier Services Regulations at N.J.A.C. 17:20-2.1 and N.J.A.C. 17:20-12.7 (Courier Registration renewal amended from yearly to triennially.)

Executive Director Carey explained that the proposal will amend Lottery's regulations to extend the renewal period for New Jersey Lottery courier services from annually to once every three years, with a staggered renewal based on initial licensing. He added that the Lottery is trying to be business-friendly and to introduce real efficiencies into our operations.

Executive Director Carey asked if there were any questions regarding the approval of the publication for Notice of Proposal for amendment to Courier Services Regulations at N.J.A.C. 17:20-2.1 and N.J.A.C. 17:20-12.7. Hearing no questions, Executive Director Carey requested a motion to approve the publication for Notice of Proposal for amendment to Courier Services Regulations at N.J.A.C. 17:20-2.1 and N.J.A.C. 17:20-12.7. Investments Designee Terwilliger made the motion to approve the publication for Notice of Proposal for amendment to Courier Services Regulations at N.J.A.C. 17:20-2.1 and N.J.A.C. 17:20-12.7. 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 GAMES SUMMARY					
Instant Game	Price Point	Ticket Quantity	Top Prize	Prize Payout	On-Sale Date
QUARTER MILLION CA\$H	\$20	7.2 million	\$250,000	69.00%	2-Sep-25
JACKPOT MILLIONS	\$30	7.2 million	\$3,000,000*	70.00%	6-Oct-25
*Annuity with cash value of \$1,756,000					

Executive Director Carey asked if there are any questions regarding the approval of the Scratch-Off ticket game rules for "Quarter Million Ca\$h" and "Jackpot Millions." Hearing no questions, Executive Director Carey 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.

PUBLIC COMMENT

Roy Campbell commended the Lottery on the new claim forms. Executive Director Carey thanked Mr. Campbell for his comments.

Norman Morse asked why the Lottery switched from pari-mutuel to fixed prizes on Pick-3 and Pick-4. Executive Director Carey responded that Pick-3 and Pick-4 sales were declining for years and the change to fixed prizes was intended to interest players and invigorate the game.

Mr. Morse asked several other questions and Executive Director Carey invited Mr. Morse to call the Lottery after the meeting so that his question could be answered in more detail.

EXECUTIVE SESSION

There was no executive session.

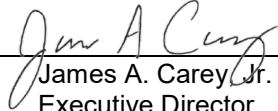
ADJOURNMENT

Executive Director Carey 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 June 19, 2025.

IN WITNESS WHEREOF, I hereby set my hand on

the _____ 9th _____ day of _____ July _____, 2025 _____.



James A. Carey Jr.
Executive Director