

NEW JERSEY STATE LOTTERY COMMISSION

PUBLIC MEETING MARCH 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 ON SPEAKING LINES

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, Gov's Authority Unit
Adam Perlow, 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 February 20, 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 February 20, 2025 Commission meeting. Commissioner Kazmir made the motion to approve the minutes of the February 20, 2025 Commission meeting. Treasurer's Designee Kanef 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 February. The Executive Director reviewed the Lottery's revenue report for the month, which is set forth below:

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

(\$ in Millions)

		MONTHLY NET SALES RESULTS					
		Actual	Actual			FY 25 Budget	% Over
		February-25	February-24	\$ Chg	% Chg	February-25	-Under
Pick-6 Double Play	\$	3.91	\$ 9.14	\$ (5.23)	-57.2%	\$ 5.99	-34.7%
CASH4LIFE		4.37	4.81	(0.44)	-9.1%	4.80	-9.0%
Mega Millions		9.05	16.34	(7.29)	-44.6%	20.58	-56.0%
Powerball		12.73	16.14	(3.41)	-21.1%	19.14	-33.5%
Lotto Games Total	\$	30.06	\$ 46.43	\$ (16.37)	-35.3%	\$ 50.51	-40.5%
Pick-3 FIREBALL	\$	28.31	\$ 30.47	\$ (2.16)	-7.1%	\$ 30.27	-6.5%
Pick-4 FIREBALL		17.05	18.43	(1.38)	-7.5%	18.55	-8.1%
Jersey Cash 5 XTRA		13.57	14.89	(1.32)	-8.9%	13.53	0.3%
Cash Pop		5.75	5.21	0.54	10.4%	5.57	3.2%
Quick Draw Progressive		6.87	7.84	(0.97)	-12.4%	8.83	-22.2%
Fast Play Progressive		3.39	4.23	(0.84)	-19.9%	5.37	-36.9%
Daily Mach. Games Total	\$	74.94	\$ 81.07	\$ (6.13)	-7.6%	\$ 82.12	-8.7%
Scratch Off Tickets	\$	147.25	\$ 154.36	\$ (7.11)	-4.6%	\$ 152.69	-3.6%
Daily Games Total	\$	222.19	\$ 235.43	\$ (13.24)	-5.6%	\$ 234.81	-5.4%
NJ Only Games	\$	226.10	\$ 244.57	\$ (18.47)	-7.6%	\$ 240.80	-6.1%
All Games Total	\$	252.25	\$ 281.86	\$ (29.61)	-10.5%	\$ 285.32	-11.6%
		FISCAL YEAR TO DATE NET SALES RESULTS					
		Actual	Actual			Budget	% Over
		FY 2025	FY 2024	\$ Chg	% Chg	FY 2025	-Under
Pick-6 Double Play	\$	50.71	\$ 56.94	\$ (6.23)	-10.9%	\$ 52.40	-3.2%
CASH4LIFE		38.81	42.06	(3.25)	-7.7%	41.37	-6.2%
Mega Millions		148.13	174.19	(26.06)	-15.0%	180.05	-17.7%
Powerball		112.80	263.08	(150.28)	-57.1%	165.90	-32.0%
Lotto Games Total	\$	350.45	\$ 536.27	\$ (185.82)	-34.7%	\$ 439.72	-20.3%
Pick-3 FIREBALL	\$	249.49	\$ 256.70	\$ (7.21)	-2.8%	\$ 260.42	-4.2%
Pick-4 FIREBALL		150.23	156.88	(6.65)	-4.2%	160.93	-6.6%
Jersey Cash 5 XTRA		123.88	93.05	30.83	33.1%	107.47	15.3%
Cash Pop		43.31	40.78	2.53	6.2%	41.71	3.8%
Quick Draw Progressive		55.51	62.21	(6.70)	-10.8%	72.99	-23.9%
Fast Play Progressive		31.48	38.95	(7.47)	-19.2%	42.34	-25.6%
Daily Mach. Games Total	\$	653.90	\$ 648.57	\$ 5.33	0.8%	\$ 685.86	-4.7%
Scratch Off Tickets	\$	1,246.91	\$ 1,244.33	\$ 2.58	0.2%	\$ 1,268.16	-1.7%
Daily Games Total	\$	1,900.81	\$ 1,892.90	\$ 7.91	0.4%	\$ 1,954.02	-2.7%
NJ Only Games	\$	1,951.52	\$ 1,949.84	\$ 1.68	0.1%	\$ 2,006.42	-2.7%
All Games Total	\$	2,251.27	\$ 2,429.17	\$ (177.90)	-7.3%	\$ 2,393.74	-6.0%
		MONTHLY PENSION FUND L CONTRIBUTION					
		Actual	Actual			Budget	% Over
		February-25	February-24	\$ Chg	% Chg	February-25	-Under
Monthly Contribution	\$	72.95	\$ 84.66	\$ (11.71)	-13.8%	\$ 86.06	-15.2%
% of Sales		28.92%	30.04%			30.16%	
		FISCAL YEAR TO DATE CONTRIBUTION					
		Actual	Actual			Budget	% Over
		FY 2025	FY 2024	\$ Chg	% Chg	FY 2025	-Under
Total Contribution	\$	667.86	\$ 747.70	\$ (79.84)	-10.7%	\$ 722.06	-7.5%
% of Sales		29.67%	30.78%			30.16%	

Avg. Jackpots	February-25	February-24	FY 2025	FY 2024
Jersey Cash 5 (k)	\$489.9	\$601.2	\$516.3	\$345.3
Pick 6 (m)	\$2.7	\$21.4	\$12.4	\$11.7
Mega Millions (m)	\$137.3	\$444.4	\$312.6	\$314.8
Powerball (m)	\$165.2	\$303.3	\$155.4	\$401.1

In reviewing the fiscal year to date results, Executive Director Carey observed that February 2024 was a leap year, allowing for an extra day of sales, explaining some, but not all of the down results for February 2025 compared to the prior year. He also discussed that key role that multistate games play in the monthly results.

Executive Director Carey stated the Net Proceeds for the Fiscal Year to date exceed \$667.86 million or 29.67% of sales. The net proceeds are broken out as follows.

Fiscal Year Profits from:				
Lotto Games	\$138.9	million	or	39.64% of sales
Daily Games	\$247.6	million	or	37.87% of sales
Scratch-Off Games	\$274.9	million	or	22.05% of sales

Executive Director Carey stated that the top three selling non-core games for February were "Mega Hot 7's," "200X Cash Blitz" and "Millionaire Maker."

Executive Director Carey stated that all drawings for the month of February 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. The Internal Control System (ICS) was processed for each drawing without any problems.

Executive Director Carey stated that March is Problem Gambling Awareness Month.

Executive Director Carey stated that the Validations staff received and sorted 2,759 mailed claim forms during the month. The number of claims received in the drop box was 279. There were 205 claims hand delivered. Staff entered 3,315 claims into the claims payment system and edited 2,935 claims. During the month of February there were 2,603 claims paid totaling \$6,662,941.19 winnings.

Executive Director Carey congratulated the teams at Northstar and the Division of State Lottery for their hard work on the successful Million Dollar Replay event in Atlantic City on March 14.

Executive Director Carey invited Adam Perlow, Vice President and Chief Operating Officer of Northstar, to provide an update on Northstar activities. Mr. Perlow thanked two team members from Northstar, Shannon Steele, and Nicole Esposito, for planning for the Million Dollar Replay event.

Mr. Perlow noted that the Mega Millions game will be changing on April 5. Executive Director Carey stated that he was excited for change.

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 the approval of the publication for Notice of Proposal for amendment to Courier Services regulations at N.J.A.C. 17:20-6.3; 17:20-12.5; 17:20-12.10; 17:20-12.16; 17:20-12.18; 17:20-12.19(b)2; and 17:20-12.21.

Executive Director Carey explained that New Jersey was the first state in the country to adopt regulations governing how lottery couriers can operate legally and under the formal approval of a state lottery. Because New Jersey was first, we found that some of the regulations were not commercially or practically feasible. Thus, the rules were being amended to reflect changes that had been put into practice. We are changing the rules that we had originally written that had been relaxed and codifying the practice that was put into place. He discussed as an example changes that were made to the regulations concerning insurance coverage couriers are required to obtain.

Chairman D'Anton 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. 17:20-6.3; 17:20-12.5; 17:20-12.10; 17:20-12.16; 17:20-12.18; 17:20-12.19(b)2; and 17:20-12.21.

Commissioner Kazmir asked how many couriers are operating. Executive Director Carey responded that currently the New Jersey Lottery has four couriers that are operating in New Jersey. The couriers are Jackpocket, which is a part of the DraftKings' company, Lotto.com, Jackpot.com and The Lotter.

Commissioner Kazmir asked if the couriers are a New Jersey registered company. Executive Director Carey responded no, Jackpocket is based in New York. However, the terminals that any courier uses to print lottery tickets have to be located in New Jersey.

Commissioner Kazmir asked what the process is for a courier to become registered. Executive Director Carey explained the registration process.

Chairman D'Anton asked if there is a cost to the Lottery for having couriers. Executive Director Carey responded that there is a cost right now because the Lottery conducts cyber audits of each courier.

Chairman D'Anton asked when the Lottery does finally goes to online sales, will the couriers still operate. Executive Director Carey responded that they will still operate. He noted that the couriers have their own business models.

Chairman D'Anton requested a motion to approve the publication for Notice of Proposal for amendment to Courier Services regulations at N.J.A.C. 17:20-6.3; 17:20-12.5; 17:20-12.10; 17:20-12.16; 17:20-12.18; 17:20-12.19(b)2; and 17:20-12.21. Vice Chairman Leonard made the motion to approve the publication. 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 one Scratch-Off games.

SCRATCH-OFF GAMES SUMMARY

Instant Game	Price Point	Ticket Quantity	Top Prize	Prize Payout	On-Sale Date
DEEP POCKETS	\$5	5.28 million	\$200,000	62.50%	10-Jun-25

Chairman D'Anton asked if there are any questions regarding the approval of the Scratch-Off ticket game rules "Deep Pockets." Hearing no questions, Chairman D'Anton requested a motion to approve the Scratch-Off ticket game rules. Commissioner Kazmir made the motion to approve the Scratch-Off ticket game rules. Vice Chairman Leonard 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 games.

FAST PLAY PROGRESSIVE GAMES SUMMARY

Fast Play	Price Point	Top Prize	Prize Payout	On-Sale Date
NAVAL BATTLE	\$10	\$500 or 100% of the Jackpot	65.44%	2-Jun-25

Chairman D'Anton asked if there were any questions regarding the approval of the Fast Play Progressive game rules for "Naval Battle." 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 March 20, 2025.

IN WITNESS WHEREOF, I hereby set my hand on

the _____ 11th _____ day of

_____ April _____, 2025 _____



James A. Carey Jr.
Executive Director