

## NEW JERSEY STATE LOTTERY COMMISSION

### PUBLIC MEETING MAY 22, 2025

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 (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  
Charlene Mello, Asst. Deputy Director  
Ryan Schaffer, Deputy Director, Compliance  
Roza Dabaghyan, Deputy Attorney General  
Dorian Smith, Governor's Auth. Unit (by phone)  
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 April 17, 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 April 17, 2025 Commission meeting. Vice Chairman Leonard made the motion to approve the minutes of the April 17, 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 April. The Executive Director reviewed the Lottery's revenue report for the month, which is set forth below:

**REPORT OF THE EXECUTIVE DIRECTOR (UNAUDITED)  
MAY 22, 2025 (APRIL RESULTS)**

(\$ in Millions)

MONTHLY NET SALES RESULTS								
	Actual		Actual		\$ Chg	% Chg	FY 25 Budget	% Over
	April-25	April-24					April-25	-Under
Pick-6 Double Play	\$ 3.77	\$ 5.06	\$ (1.29)	-25.5%	\$ 5.99	-37.1%		
CASH4LIFE	4.63	5.33	(0.70)	-13.1%	4.96	-6.7%		
Mega Millions	9.54	14.66	(5.12)	-34.9%	23.15	-58.8%		
Powerball	11.52	36.33	(24.81)	-68.3%	20.74	-44.5%		
<b>Lotto Games Total</b>	<b>\$ 29.46</b>	<b>\$ 61.38</b>	<b>\$ (31.92)</b>	<b>-52.0%</b>	<b>\$ 54.84</b>	<b>-46.3%</b>		
Pick-3 FIREBALL	\$ 31.85	\$ 32.62	\$ (0.77)	-2.4%	\$ 33.11	-3.8%		
Pick-4 FIREBALL	18.85	19.69	(0.84)	-4.3%	19.95	-5.5%		
Jersey Cash 5 XTRA	13.22	10.20	3.02	29.6%	12.65	4.5%		
Cash Pop	5.79	4.99	0.80	16.0%	6.33	-8.5%		
Quick Draw Progressive	7.49	8.51	(1.02)	-12.0%	8.74	-14.3%		
Fast Play Progressive	3.37	4.37	(1.00)	-22.9%	6.94	-51.4%		
<b>Daily Mach. Games Total</b>	<b>\$ 80.57</b>	<b>\$ 80.38</b>	<b>\$ 0.19</b>	<b>0.2%</b>	<b>\$ 87.72</b>	<b>-8.2%</b>		
<b>Scratch Off Tickets</b>	<b>\$ 154.30</b>	<b>\$ 159.56</b>	<b>\$ (5.26)</b>	<b>-3.3%</b>	<b>\$ 159.61</b>	<b>-3.3%</b>		
<b>Daily Games Total</b>	<b>\$ 234.87</b>	<b>\$ 239.94</b>	<b>\$ (5.07)</b>	<b>-2.1%</b>	<b>\$ 247.33</b>	<b>-5.0%</b>		
<b>NJ Only Games</b>	<b>\$ 238.64</b>	<b>\$ 245.00</b>	<b>\$ (6.36)</b>	<b>-2.6%</b>	<b>\$ 253.32</b>	<b>-5.8%</b>		
<b>All Games Total</b>	<b>\$ 264.34</b>	<b>\$ 301.32</b>	<b>\$ (36.98)</b>	<b>-12.3%</b>	<b>\$ 302.15</b>	<b>-12.5%</b>		

FISCAL YEAR TO DATE NET SALES RESULTS								
	Actual		Actual		\$ Chg	% Chg	Budget	% Over
	FY 2025	FY 2024					FY 2025	-Under
Pick-6 Double Play	\$ 59.20	\$ 71.28	\$ (12.08)	-16.9%	\$ 65.13	-9.1%		
CASH4LIFE	48.24	52.81	(4.57)	-8.7%	51.56	-6.4%		
Mega Millions	168.28	230.17	(61.89)	-26.9%	223.77	-24.8%		
Powerball	144.00	341.84	(197.84)	-57.9%	208.97	-31.1%		
<b>Lotto Games Total</b>	<b>\$ 419.72</b>	<b>\$ 696.10</b>	<b>\$ (276.38)</b>	<b>-39.7%</b>	<b>\$ 549.43</b>	<b>-23.6%</b>		
Pick-3 FIREBALL	\$ 314.21	\$ 322.53	\$ (8.32)	-2.6%	\$ 327.68	-4.1%		
Pick-4 FIREBALL	188.76	196.82	(8.06)	-4.1%	201.86	-6.5%		
Jersey Cash 5 XTRA	151.95	115.23	36.72	31.9%	133.09	14.2%		
Cash Pop	55.04	51.38	3.66	7.1%	54.56	0.9%		
Quick Draw Progressive	70.88	80.10	(9.22)	-11.5%	91.67	-22.7%		
Fast Play Progressive	39.47	48.44	(8.97)	-18.5%	56.13	-29.7%		
<b>Daily Mach. Games Total</b>	<b>\$ 820.31</b>	<b>\$ 814.50</b>	<b>\$ 5.81</b>	<b>0.7%</b>	<b>\$ 864.99</b>	<b>-5.2%</b>		
<b>Scratch Off Tickets</b>	<b>\$ 1,563.02</b>	<b>\$ 1,568.34</b>	<b>\$ (5.32)</b>	<b>-0.3%</b>	<b>\$ 1,598.98</b>	<b>-2.2%</b>		
<b>Daily Games Total</b>	<b>\$ 2,383.33</b>	<b>\$ 2,382.84</b>	<b>\$ 0.49</b>	<b>0.0%</b>	<b>\$ 2,463.97</b>	<b>-3.3%</b>		
<b>NJ Only Games</b>	<b>\$ 2,442.53</b>	<b>\$ 2,454.12</b>	<b>\$ (11.59)</b>	<b>-0.5%</b>	<b>\$ 2,529.10</b>	<b>-3.4%</b>		
<b>All Games Total</b>	<b>\$ 2,803.06</b>	<b>\$ 3,078.95</b>	<b>\$ (275.89)</b>	<b>-9.0%</b>	<b>\$ 3,013.40</b>	<b>-7.0%</b>		

MONTHLY PENSION FUND L CONTRIBUTION								
	Actual		Actual		\$ Chg	% Chg	Budget	% Over
	April-25	April-24					April-25	-Under
Monthly Contribution	\$ 77.00	\$ 89.38	\$ (12.38)	-13.9%	\$ 91.14	-15.5%		
% of Sales	29.13%	29.66%			30.16%			

FISCAL YEAR TO DATE CONTRIBUTION								
	Actual		Actual		\$ Chg	% Chg	Budget	% Over
	FY 2025	FY 2024					FY 2025	-Under
Total Contribution	\$ 832.75	\$ 950.67	\$ (117.92)	-12.4%	\$ 908.98	-8.4%		
% of Sales	29.71%	30.88%			30.16%			

Avg. Jackpots	April-25	April-24	FY 2025	FY 2024
Jersey Cash 5 (k)	\$419.3	\$265.0	\$502.9	\$335.5
Pick 6 (m)	\$2.7	\$2.5	\$10.6	\$12.2
Mega Millions (m)	\$65.1	\$149.7	\$280.9	\$340.0
Powerball (m)	\$87.4	\$338.7	\$170.0	\$419.0

Executive Director Carey noted that sales were poor for the second month in a row. He observed that sales of Pick 3, Pick 4 and Scratch-Offs were down in April.

Executive Director Carey stated the Net Proceeds for the Fiscal Year to date exceed \$832.75 million or 29.71% of sales.

Fiscal Year Profits from:				
Lotto Games	\$166.7	million	or	39.73% of sales
Daily Games	\$311.1	million	or	37.93% of sales
Scratch-Off Games	\$345.6	million	or	22.11% of sales

Executive Director Carey reviewed the high tier winners in April: on April 2, Jersey Cash 5 had one \$1,063,710 winner in Ocean County; on April 8, Jersey Cash 5 had three winners share about \$650,000. One winner was in Union County, one winner was in Morris County and one winner was in Hunterdon County; on April 16, Jersey Cash 5 had one \$990,123 winner in Somerset County; on April 26, Jersey Cash 5 had one \$944,619, winner in Bergen County.

Executive Director Carey also noted that there were many Fast Play winners in April: on April 5, a \$10 Rockin' Riches ticket won \$27,000, which was 100% of the progressive jackpot; on April 10, a \$20 Mega Cashword ticket won \$17,000, 100% of the progressive jackpot; on April 15 a \$10 Jersey Jackpot ticket won \$22,000, which was 100% of the progressive jackpot; and on April 27, a \$5 Jersey Jackpot ticket won \$25,000, which at that time was 50% of the progressive jackpot.

Executive Director Carey stated that all drawings for the month of April 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 in April Governor Murphy's Responsible Gaming Task Force report was released. He discussed the important of responsible gaming and the Lottery's approach to responsible gaming. He noted that the report recommended exploring raising the universal gambling age in New Jersey from 18 to 21. Chairman D'Anton observed that gambling problems can occur with anyone regardless of age.

Executive Director Carey stated that the Validations staff received and sorted 3,122 mailed claim forms during the month. The number of claims received in the drop box was 270. There were 170 claims hand delivered. Staff entered 3,638 claims into the claims payment system and edited 3,479 claims. During the month of April there were 3,215 claims paid totaling \$28,6 million in winnings.

Executive Director Carey stated that the meeting marked second meeting in our rebuilt Commission Room. He thanked Marc Marseglia, Esther Werstler, Director of Operations, and our Warehouse staff, Bob Ptaszenski, Ashwani Burt, Darnell Williams, Bob Marchetti, and Bob Tindall, who all played a big role in updating the condition of the Lottery's building.

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 instant sales were down 3.3% this month. He explained that players are spending less on the category.

Chairman D'Anton asked how New Jersey scratch-off sales compares to other states. Mr. Perlow responded that instant sales are down nationally, with most states showing lower sales compared to last year. Mr. Perlow stated that the only states that saw instant sales increasing this year offer \$50 tickets.

Mr. Perlow stated that the Pick-3 Green Ball promotion will run through June 1.

Chairman D'Anton asked what is the advertising budget. Mr. Perlow responded that the total marketing budget is \$28 million. Chairman D'Anton asked if that is determined by Northstar or the Lottery. Executive Director Carey responded that it is determined by contract. Chairman D'Anton asked if the marketing budget is set as a percentage of sales? Mr. Perlow responded that it is a flat number that increases by a slight percentage each year. Chairman D'Anton asked how do we compare to other states on that. Executive Director Carey responded that New Jersey's budget was probably average for the industry.

Chairman D'Anton asked if the Lottery has received feedback from the \$5 increase for the Mega Millions. Executive Director Carey responded that while there has been some negative feedback from players on social media, sales have not suffered. Executive Director Carey added that the number of tickets sold or individual wagers has declined but sales have not.

Chairman D'Anton asked if there will be more winners? Executive Director Carey responded that there will be less winning wagers, but players will win more money. He added that the jackpot funding for Mega Millions changes and a smaller amount of revenue is funding the jackpot and that money is now funding second tier prizes.

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. Vice Chairman Leonard 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 general rules governing Fast Play Progressive games.

Executive Director Carey explained that the proposed change to the Fast Play Progressive game rules is to increase the odds of winning the progressive jackpot from one in 300,000 to one in 500,000. The change will affect all Fast Play progressive games. The revision of the progressive jackpot odds for Fast Play is planned to take effect on July 1, 2025.

Chairman D'Anton asked if there were any questions regarding the approval of the general rules governing Fast Play Progressive games. Hearing no questions, Chairman D'Anton requested a motion to approve of the general rules governing Fast Play Progressive game rules. Vice Chairman Leonard made the motion to approve the general rules governing Fast Play Progressive games. 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 seven Scratch-Off games.

**SCRATCH-OFF GAMES SUMMARY**

Instant Game	Price Point	Ticket Quantity	Top Prize	Prize Payout	On-Sale Date
NEON 9'S	\$10	3.6 million	\$500,000	66.67%	4-Aug-25
CROSSWORD XTREME	\$30	1.8 million	\$600,000	69.58%	4-Aug-25
STACKS OF GREEN	\$2	5.04 million	\$10,000	63.00%	2-Sep-25
UNO™	\$5	4.68 million	\$200,000	64.00%	2-Sep-25
EMERALD 5X	\$5	4.32 million	\$155,000	67.50%	6-Oct-25
SUPER CROSSWORD	\$5	5.4 million	\$50,000	65.00%	TBD
\$1,000,000 SPECTACULAR	\$10	9.6 million	\$1,000,000*	66.52%	24-Oct-25

\*Annuity with cash value of \$595,100

Chairman D'Anton asked if there are any questions regarding the approval of the Scratch-Off ticket game rules for "Neon 9's," "Crossword Xtreme," "Stacks of Green," "Uno™," "Emerald 5X," "Super Crossword" and "\$1,000,000 Spectacular." 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. 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.

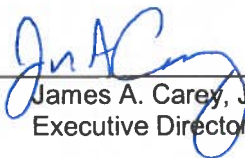
**ADJOURNMENT**

Chairman D'Anton asked for a motion to adjourn the public meeting. Vice Chairman Leonard 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 May 22, 2025.

IN WITNESS WHEREOF, I hereby set my hand on

the 12th day of June, 2025.

  
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 James A. Carey, Jr.  
 Executive Director