

NEW JERSEY STATE LOTTERY COMMISSION

PUBLIC MEETING SEPTEMBER 18, 2025

Chairman Leonard called the Commission meeting into session at 10:00 a.m.

COMMISSION MEMBERS (BY TELEPHONE)

Ian Leonard, Chair
Robert D'Anton, Vice-Chair
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
Curtis Elvin, Deputy Director, Finance
Ryan Schaffer, Deputy Director, Compliance
Roza Dabaghyan, Deputy Attorney General
Samuel Kovach-Orr, Governor's Auth. Unit

Executive Director Carey took roll call.

After the Pledge of Allegiance, Chairman Leonard 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 August 21, 2025 Commission meeting. Chairman Leonard asked if there are any questions or comments. Hearing no questions Chairman Leonard requested a motion to approve the minutes of the August 21, 2025 Commission meeting. Commissioner Kazmir made the motion to approve the minutes of the August 21, 2025 Commission meeting. Treasurer's Designee Kanef seconded the motion. Chairman Leonard 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 August. The Executive Director reviewed the Lottery's revenue report for the month, which is set forth below:

**REPORT OF THE EXECUTIVE DIRECTOR (UNAUDITED)
SEPTEMBER 18, 2025 (AUGUST RESULTS)**

(\$ in Millions)

MONTHLY NET SALES RESULTS							
	Actual		Actual			FY 26 Budget	% Over
	August-25	August-24	\$ Chg	% Chg		August-25	-Under
Pick-6 Double Play	\$ 6.86	\$ 5.40	\$ 1.46	27.0%		\$ 6.99	-1.9%
CASH4LIFE	4.68	5.18	(0.50)	-9.7%		5.70	-17.9%
Mega Millions	10.89	21.92	(11.03)	-50.3%		26.36	-58.7%
Powerball	43.84	12.55	31.29	249.3%		21.98	99.5%
Lotto Games Total	\$ 66.27	\$ 45.05	\$ 21.22	47.1%		\$ 61.03	8.6%
Pick-3 FIREBALL	\$ 32.45	\$ 32.48	\$ (0.03)	-0.1%		\$ 32.51	-0.2%
Pick-4 FIREBALL	19.04	19.26	(0.22)	-1.1%		19.50	-2.4%
Jersey Cash 5 XTRA	12.55	15.01	(2.46)	-16.4%		16.56	-24.2%
Cash Pop	5.92	5.27	0.65	12.3%		5.30	11.7%
Quick Draw Progressive	7.05	7.36	(0.31)	-4.2%		6.78	4.0%
Fast Play Progressive	4.73	4.33	0.40	9.2%		4.68	1.1%
Daily Mach. Games Total	\$ 81.74	\$ 83.71	\$ (1.97)	-2.4%		\$ 85.33	-4.2%
Scratch Off Tickets	\$ 155.50	\$ 156.25	\$ (0.75)	-0.5%		\$ 161.06	-3.5%
Daily Games Total	\$ 237.24	\$ 239.96	\$ (2.72)	-1.1%		\$ 246.39	-3.7%
NJ Only Games	\$ 244.10	\$ 245.36	\$ (1.26)	-0.5%		\$ 253.38	-3.7%
All Games Total	\$ 303.51	\$ 284.99	\$ 18.52	6.5%		\$ 307.42	-1.3%

FISCAL YEAR TO DATE NET SALES RESULTS							
	Actual		Actual			Budget	% Over
	FY 2026	FY 2025	\$ Chg	% Chg		FY 2026	-Under
Pick-6 Double Play	\$ 12.00	\$ 9.92	\$ 2.08	21.0%		\$ 13.44	-10.7%
CASH4LIFE	9.25	10.21	(0.96)	-9.4%		11.37	-18.6%
Mega Millions	19.27	36.13	(16.86)	-46.7%		52.71	-63.4%
Powerball	58.63	25.54	33.09	129.6%		43.97	33.3%
Lotto Games Total	\$ 99.15	\$ 81.80	\$ 17.35	21.2%		\$ 121.49	-18.4%
Pick-3 FIREBALL	\$ 64.46	\$ 64.78	\$ (0.32)	-0.5%		\$ 65.43	-1.5%
Pick-4 FIREBALL	37.94	38.66	(0.72)	-1.9%		39.29	-3.4%
Jersey Cash 5 XTRA	23.78	33.22	(9.44)	-28.4%		32.09	-25.9%
Cash Pop	11.71	10.41	1.30	12.5%		10.25	14.2%
Quick Draw Progressive	14.22	14.97	(0.75)	-5.0%		13.68	3.9%
Fast Play Progressive	8.73	8.48	0.25	2.9%		9.42	-7.3%
Daily Mach. Games Total	\$ 160.84	\$ 170.52	\$ (9.68)	-5.7%		\$ 170.16	-5.5%
Scratch Off Tickets	\$ 312.32	\$ 307.61	\$ 4.71	1.5%		\$ 321.22	-2.8%
Daily Games Total	\$ 473.16	\$ 478.13	\$ (4.97)	-1.0%		\$ 491.38	-3.7%
NJ Only Games	\$ 485.16	\$ 488.05	\$ (2.89)	-0.6%		\$ 504.82	-3.9%
All Games Total	\$ 572.31	\$ 559.92	\$ 12.39	2.2%		\$ 612.87	-6.6%

MONTHLY PENSION FUND L CONTRIBUTION							
	Actual		Actual			Budget	% Over
	August-25	August-24	\$ Chg	% Chg		August-25	-Under
Monthly Contribution	\$ 92.44	\$ 83.81	\$ 8.63	10.3%		\$ 93.23	-0.8%
% of Sales	30.46%	29.41%				30.33%	

FISCAL YEAR TO DATE CONTRIBUTION							
	Actual		Actual			Budget	% Over
	FY 2026	FY 2025	\$ Chg	% Chg		FY 2026	-Under
Total Contribution	\$ 165.69	\$ 162.11	\$ 3.58	2.2%		\$ 185.87	-10.9%
% of Sales	28.95%	28.95%				30.33%	

Avg. Jackpots	August-25	August-24	FY 2026	FY 2025
Jersey Cash 5 (k)	\$379.1	\$440.8	\$342.5	\$518.1
Pick 6 (m)	\$9.0	\$5.7	\$7.1	\$4.4
Mega Millions (m)	\$201.8	\$475.3	\$145.9	\$353.0
Powerball (m)	\$617.5	\$100.0	\$446.0	\$95.9

Executive Director Carey stated that the Lottery saw great results with games in August with sales driven by a \$1 billion Powerball jackpot that was won on September 6.

Executive Director Carey stated that during August, Powerball had two \$1 million winners. Both of them were in Bergen County for separate drawings on August 6 and August 11. We had four more \$1 million winners in September for Powerball. Even though New Jersey did not sell the top-tier \$1 billion jackpot prize, we had at least six people win \$1 million prizes in New Jersey as a result of that drawing.

Executive Director Carey stated the Net Proceeds for the Fiscal Year to date exceed \$165.6 million or 28.9% of sales.

Fiscal Year Profits from:					
Lotto Games	\$37.6	million	or	37.90%	of sales
Daily Games	\$59.6	million	or	37.07%	of sales
Scratch-Off Games	\$67.8	million	or	21.70%	of sales

Executive Director Carey noted that the Jersey Cash 5 jackpot reserve, as of September 1, is over \$3 million. He stated that the Lottery would be holding a Jersey Cash 5 promotion in November to use some of that reserve.

Executive Director Carey reviewed the high tier winners in August: On August 27, Fast Play Progressive had one \$320,032 winner in Hudson County win 100% of the progressive jackpot; on August 6, Powerball had one \$1,000,000 winner in Bergen County; on August 9, Jersey Cash 5 had one \$1,148,993 winner in Sussex County; on August 11, CASH4LIFE had one \$1,000 a week for life winner in Bergen County; on August 19, CASH4LIFE had one \$1,000 a week for life winner in Union County.

Executive Director Carey stated that all drawings for the month of August were completed without 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.

Executive Director Carey stated that the Validations staff received and sorted 2,570 mailed claim forms during the month. They received an additional 379 in which were hand delivered to the Lottery or submitted during scheduled appointments. Staff sent 4,366 claims to the Finance Department for payment. These 4,366 claims totaled over \$19.5 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 the \$100 Million Diamond Dazzler Scratch-Off ticket has remained the number one game. Mr. Perlow added that at the beginning of this fiscal year, the Lottery launched a third drawing for Pick 6 and is up 21% versus last year. Mr. Perlow stated that hundreds of additional vending machines are being deployed.

Mr. Perlow stated that the Lottery is coming out with a Jersey's Top Dog ticket. People were able to submit their dogs to be featured on this ticket. We received over 3,300 submissions and over 90,000 votes. 16 grand prize winners will have their dog featured at the top of the ticket. Mr. Perlow also discussed the Jersey Cash 5 promotion. Beginning October 5 through November 1, players can enter certain JC5 tickets into a second chance drawing for the opportunity to win \$1 million. The drawing will be held during halftime of a Jets game.

Executive Director Carey concluded the Director's report.

Chairman Leonard asked if there are any questions or comments regarding the Director's report. Hearing no questions, Chairman Leonard requested a motion to approve the Director's report. Vice Chairman D'Anton made the motion to approve the Director's report. Commissioner Kazmir 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
BLUE LINE BINGO	\$5	4.32 million	\$100,000	64.06%	28-Nov-25
YEAR OF THE HORSE	\$5	4.68 million	\$200,000	68.00%	5-Jan-26

Chairman Leonard asked if there are any questions regarding the approval of the Scratch-Off ticket game rules for "Blue Line Bingo" and "Year of the Horse." Hearing no questions, Chairman Leonard requested a motion to approve the Scratch-Off ticket game rules for "Blue Line Bingo" and "Year of the Horse." Vice Chairman D'Anton made the motion to approve the Scratch-Off ticket game rules for "Blue Line Bingo" and "Year of the Horse." 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 three Fast Play Progressive games.

FAST PLAY PROGRESSIVE GAMES SUMMARY

Fast Play	Price Point	Top Prize	Prize Payout	On-Sale Date
PRIZE PYRAMID	\$10	\$500 or 100% of the Jackpot	64.70%	3-Nov-25
MEGA CASHWORD	\$20	\$5,000 or 100% of the Jackpot	66.57%	3-Nov-25
MULTIPLIER MANIA	\$20	\$10,000 or 100% of the Jackpot	67.72%	3-Nov-25

Executive Director Carey stated that the original agenda included three additional games at the \$5 price point, "Blast Off to Cash," "Cash Cups" and "Merry Money." The game rules for those games needed revisions and were pulled from the agenda.

Chairman Leonard asked if there were any questions regarding the approval of the Fast Play Progressive game rules for "Prize Pyramid," "Mega Cashword" and "Multiplier Mania." Hearing no questions, Chairman Leonard requested a motion to approve the Fast Play Progressive game rules for "Prize Pyramid," "Mega Cashword" and "Multiplier Mania." Vice Chairman D'Anton 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 Leonard asked for a motion to adjourn the public meeting. Vice Chairman D'Anton 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 September 18, 2025.

IN WITNESS WHEREOF, I hereby set my hand on

the _____ 3rd _____ day of

_____ October _____, 2025 _____.



James A. Carey, Jr.
Executive Director