

## NEW JERSEY STATE LOTTERY COMMISSION

### PUBLIC MEETING OCTOBER 15, 2020

Chairman D'Anton called the Commission meeting into session at 10:00 a.m. in the Lottery Office located at One Lawrence Park Complex, Lawrenceville, New Jersey.

#### COMMISSION MEMBERS

Robert D'Anton, Chairman (by phone)  
Marilyn Blazovsky, Vice Chair (by phone)  
Dini Ajmani, Treasurer's Designee (by phone)  
Gary Terwilliger, Division of Investment Designee (by phone)

James A. Carey, Jr., Executive Director  
Robert E. Kelly, Deputy Attorney General (by phone)  
Craig Ambrose, Governor's Auth. Unit (by phone)

#### VISITORS (BY TELEPHONE)

Adam Perlow, Northstar  
Erica Helms, Northstar  
Foster Krupa, Northstar  
Joe Cavallo, Northstar  
Sam Fromkin, Northstar

#### STAFF (BY TELEPHONE)

Fran Edwards  
Missy Gillespie  
Jerry Guarino  
Dean Ialacci  
Robert Kersey  
Jason Lee  
Jack Leo  
Charlene Mello  
Joe Oleszkiewicz  
Steve Palmieri  
Debbie Raub  
Mary Ann Rivell  
Ryan Schaffer  
Margaret Square  
John White

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.

Chairman D'Anton requested a motion to approve the minutes of the September 17, 2020 Commission meeting. Investment Designee Terwilliger made the motion, which was seconded by Vice Chair Blazovsky. Chairman D'Anton asked if there were any comments and there being none, the motion carried.

Chairman D'Anton requested a motion to approve the Executive Session minutes of the September 17, 2020 Commission meeting. Investment Designee Terwilliger made the motion, which was seconded by Vice Chair Blazovsky. Chairman D'Anton asked if there were any comments and there being none, the motion carried.

#### DIRECTOR'S REPORT

Executive Director Carey reviewed the Lottery's September's results and activities. Highlights were:

All games total sales were: \$278.6 million  
Lotto games total sales were: \$27 million  
Daily machine games total sales were: \$88 million  
Scratch-Off Tickets total sales were: \$162.9 million

Executive Director Carey stated that Pick-6 had sales of \$3.8 million compared to \$6.2 million the prior year, which was a decrease of 38%.

Executive Director Carey stated that CASH4LIFE had sales of \$4.8 million compared to \$4.9 million the prior year, which was a decrease of 2.6%.

Executive Director Carey stated that Mega Millions had sales of \$10 million compared to \$12.5 million the prior year, which was a decrease of 19.9%.

Executive Director Carey stated that Powerball had sales of \$8.5 million compared to \$7.7 million the prior year, which was an increase of 9.5%.

Executive Director Carey stated that Pick-3 had sales of \$36.5 million compared to \$33 million the prior year, which was an increase of 10%.

Executive Director Carey stated that Pick-4 had sales of \$23.5 million compared to \$21 million the prior year, which was an increase of 11%.

Executive Director Carey stated that Jersey Cash 5 had sales of \$16 million compared to \$10.9 million the prior year, which was an increase of 47.8%.

Executive Director Carey stated that Cash Pop had sales of \$2.6 million compared to \$180,000 in September 2019. He explained that the comparison to last year is not appropriate because Cash Pop sales began on September 30 and only had one day of sales.

Executive Director Carey stated that Quick Draw had sales of \$8.3 million compared to \$10.4 million the prior year, which was a decrease of 20%.

Executive Director Carey stated that Fast Play had sales of \$1.2 million compared to \$1.9 million the prior year, which was a decrease of 36%.

Executive Director Carey stated that the monthly Pension Fund L contribution was \$80.9 million compared to \$74.8 million the prior year, which was an increase of 8.1%.

Executive Director Carey stated that September concludes the first quarter of the fiscal year. The Lottery had a very strong first quarter.

Executive Director Carey stated that fiscal year to date Pick-6 had total sales of \$13 million compared to \$16.5 million the prior year, which was a decrease of 21%.

Executive Director Carey stated that fiscal year to date CASH4LIFE had total sales of \$14.7 million compared to \$15 million the prior year, which was a decrease of 2.8%.

Executive Director Carey stated that Mega Millions and Powerball sales continue to suffer from a lack of high jackpots.

Executive Director Carey stated that fiscal year to date Pick-3 had total sales of \$113.8 million compared to \$102.2 million the prior year, which was an increase of 11.4%. This was the highest first quarter for Pick-3 since 2002.

Executive Director Carey stated that fiscal year to date Pick-4 had total sales of \$73 million compared to \$64 million the prior year, which was an increase of 13.5%. The Pick-4 results were also the highest first quarter since 2002.

Executive Director Carey stated that fiscal year to date Jersey Cash 5 had total sales of \$47.7 million compared to \$33.8 million the prior year, which was an increase of 40.9%. This was the best quarter ever for Jersey Cash 5.

Executive Director Carey stated that fiscal year to date Quick Draw had total sales of \$25.4 million compared to \$32.6 million the prior year, which was a decrease of 22%.

Executive Director Carey stated that fiscal year to date Fast Play had total sales of \$4 million compared to \$4.9 million the prior year, which was a decrease of 15%.

Executive Director Carey stated that fiscal year to date all games had total sales of \$866 million compared to \$800.7 million the prior year, which was an increase of 8.2%.

Executive Director Carey stated that fiscal year to date the total contribution to the State was \$247.6 million compared to \$228.6 million the prior year, which was increase of 8.3%.

Executive Director Carey stated that fiscal year to date Scratch-Off tickets had total sales of \$510.6 million compared to \$465.7 million the prior year, which was an increase of 9.6%.

Executive Director Carey stated that the first quarter's results are very strong. He explained that it is surprising to see strong results in the pandemic, but there are fewer gambling opportunities right now. Lottery and Northstar employees have been working hard and we have seen good results through the first quarter.

Executive Director Carey stated that net proceeds for the fiscal year to date exceeded \$247.6 million or 28.6% of sales. Fiscal year profits from lotto games were \$31.2 million or 34.2% of sales. Fiscal year profits from daily games were \$103.9 million or 39.3% of sales. Fiscal year profits from Scratch-Offs were \$109.9 million or 21.5% of sales.

Executive Director Carey stated that the cumulative outstanding accounts receivable balance as of September 30 was \$4.1 million. The total amount of bad debt reserve is \$4.5 million. The total balance for unclaimed prize reserve accounts as of September 30, 2020 totaled \$6 million.

Executive Director Carey stated that the top three selling non-core games for September were "\$3,000,000 Ultimate Riches," which generated \$12.8 million in sales, "\$3,000,000 Mega Bucks," which generated \$8.8 million in sales and "200X the Money Bonus," which generated \$6.7 million in sales.

Executive Director Carey stated that the top three selling Core and Family Games for September were the "Crossword" core games, which made up 18% of total sales, the "Riches" family games, which made up 17% of total sales and the "Multiplier" family of games, which made up 12% of total sales.

Executive Director Carey stated that the three new games launched on October 5 were "Money Bag Multiplier," "Cash Lines Bingo" and "CASH.

Executive Director Carey stated that the four new games being launched on November 2 are \$1 "Happy Holidays," \$2 "Happy Holidays," "\$5 "Happy Holidays" and "\$1,000,000 Spectacular."

Executive Director Carey stated that advertising to support the Riches Family of games ran through the month of September and included broadcast, cable and connected television commercials, radio commercial and live reads, out of home including billboards, convenience store posters and the Metropark Clocktower, digital and mobile advertising and social media.

Executive Director Carey reviewed high tier winners throughout the state in September.

Executive Director Carey stated that all drawings for September were completed with no abnormalities.

Executive Director Carey stated that all online game pools were closed according to procedures with no abnormalities. All Powerball and Mega Millions Drawings were verified and processed with no abnormalities. The Internal Control System (ICS) was processed for each drawing without any imbalances. All appropriate winning number information was broadcast correctly to all media contacts. All in-house staff received appropriate information via email.

Executive Director Carey stated that the Lottery completed work to finalize, disseminate and post videos and a press release on our website about the "Not 18 Yet? No Bet" annual awareness campaign.

Executive Director Carey stated that the Lottery participated in the Council on Compulsive Gambling of New Jersey's Responsible Gambling Working Group annual conference. The New Jersey Lottery sponsored this conference.

Executive Director Carey stated that there was a presentation and demonstration from Smartplay, which is a lottery industry vendor, on the use of a Random Number Generator (RNG) system to draw tickets for the Lottery's draw games. We are looking at setting up our draw games with a Random Number Generator as a backup system in the event of an emergency.

Executive Director Carey stated that the Validations Department received and sorted 3,652 mailed claims during the month of September. There were 31 walk-in claims submitted after Lottery reopened the lobby for appointments on September 17. The Lottery installed a drop box in a foyer outside of our lobby so that players can hand deliver claims. We have continued to encourage players to mail in claims which is safe, secure, and an effective way to get your claims to the New Jersey Lottery. During September, staff entered 4,742 claims into our claims and payments tracking system and edited 6,000 claims. During the month of September, 5,268 claims totaling over \$21 million were paid to winners. The Lottery is back to paying claims on a timely basis. Executive Director Carey commended the Validations staff, and its managers, Nikki Roberts Apeadu and Margaret Square for their hard work.

Executive Director Carey stated that in March the Commission had taken action to extend the expiration dates on tickets. Normally tickets expire one year after tickets are purchased. The Commission acted to extend that deadline for 30 days and gave the Executive Director the authority to continue extending that for an appropriate period of time. The Lottery is going to end that expiration period and a press release will be issued today that will announce that Lottery tickets that were purchased between March 19, 2019 and October 16, 2019 will expire on Monday, November 16, 2020. Moving forward, Lottery tickets will be handled under the guidelines of Governor Murphy's Executive Order 170, which temporarily extends statutory deadlines. Players will have one year under our normal rules plus an additional 30 days after the draw date or game end date to file a claim.

Executive Director Carey stated that the Lottery has two new employees. Jack Leo was hired as Lottery's Deputy Director of Security. Mr. Leo is a recently retired Deputy U.S. Marshall from the District of Baltimore and lives in South Jersey. The Lottery also hired Marc Marseglia from the Unclaimed Property Administration as Chief of Staff.

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 there is a Quick Draw advertising campaign in process now that includes television, radio, out of home and billboards. The television commercial can be viewed on the New Jersey Lottery's YouTube channel. Northstar is in the process of deploying IGT's GameTouch self-service terminals to social spaces. These vending machines are optimized for Quick Draw and Cash Pop, but sell all New Jersey Lottery draw based games. Lastly, Quick Draw promotions that Northstar is holding at retailers have been very successful. Northstar's Promotions team will continue those events throughout the month of October.

Executive Director Carey concluded the Director's report.

Chairman D'Anton asked if there are any questions or comments.

Chairman D'Anton stated that he stopped at a rest area on the Garden State Parkway and the two Lottery machines there are not operating. Chairman D'Anton asked why the machines are not operating on the Garden State Parkway. Mr. Perlow responded that a single retailer operates all the machines that are at the rest areas. That retailer, due to limited foot traffic into those rest areas, has suspended sales of Scratch-Off tickets. Northstar's Corporate Accounts team is actively working with them, and has been actively working with them for many months, to try to alleviate their concerns and get tickets back into those machines.

Chairman D'Anton asked how many terminals does the retailer have. Mr. Perlow stated that the retailer has 17 locations with 29 machines.

Executive Director Carey stated that Chairman D'Anton is referring to retailers on the Garden State Parkway and the New Jersey Turnpike. The New Jersey Turnpike Authority owns the property but the retailer manages the machines.



Treasurer's Designee Ajmani asked if the hesitation on the part of this retailer, and maybe others, is that our pack is too large and they think if they buy it, that they may not sell all of it. Mr. Perlow stated that the issue here is specific to this retailer and its accounting practices.

Chairman D'Anton asked if retailers are able to return tickets that are unsold for a refund. Mr. Perlow responded that they are able to return the tickets.

Chairman D'Anton stated that the new vending machine for Quick Check is easy to operate. Mr. Perlow responded that one of the great advantages of that machine is not just that it is a nice-looking touchscreen machine but that players can choose their own numbers for draw based games at those machines.

Chairman D'Anton asked if the new vending machines will eliminate the need for the retailers to have a terminal at counters to play other draw games. Mr. Perlow stated that all retailers still have to have a regular terminal.

Chairman D'Anton asked if the Lottery has the ability to take terminals or self-service terminals away from a poorly performing retailer and give it to another retailer. Executive Director Carey stated that is a legal question and something that we will look into with Deputy Attorney General Kelly. Lottery can always terminate a retailer for not following the Lottery's rules. However, if we want to terminate a retailer, they have due process rights. Mr. Perlow responded that we can move self-service terminals to another location.

Chairman D'Anton asked when will all the retailer terminals be replaced with the newer technology machines. Mr. Perlow respond that the full deployment of those terminals will be completed by October 31. On the vending machine, Northstar chose to add machines rather than replace all the machines. Northstar doubled the number of the newest generation of vending machine. The machines in Quick Checks and Wawas are being replaced with the touchscreen vending machines. The machines that were there are being positioned into different retail locations. There are older machines that still do well in places like supermarkets.

Executive Director Carey stated that Northstar has been very flexible in providing some of the traditional retailers with self-service machines. The Lottery is excited for the Game Touch self-service machines, which are being placed in social spaces.

Executive Director Carey stated that these changes are happening as part of our Aurora technical upgrade. IGT is in the process of upgrading our gaming system, all of our retail terminals, Lottery machines and Lottery signs. This is a technical upgrade that was negotiated as a part of the Northstar contract in 2015. It is an exciting process to bring us up to speed with what is state-of-the-art equipment issued by IGT. Lottery staff has been working hard on this and it will be a few months before everything is up and running.

Chairman D'Anton asked if the Northstar team should be policing the maintenance of terminals. He stated that that there were a few times he was at a Wawa and the machine was not working. Chairman D'Anton asked if Northstar Sales Representatives are responsible for making sure that machines and terminals in their region are operating. Mr. Perlow stated that it is their responsibility. Northstar has less than 100 people servicing about 7,000 retailers. Sales Representative visit each of their stores about once every two weeks.

Chairman D'Anton stated that in the past, and maybe Vice Chair Blazovsky can help with this, he recalls that if a retailer was not performing or not using a terminal, that Lottery would be able to take their machine away.

Vice Chair Blazovsky stated that yes that was always her experience. She also believes that retailers had to sign agreements with the Lottery, now some were instant only retailers, but there were also retailers that were required by their agreement to sell all of Lottery products. Vice Chair Blazovsky stated that she does not know what the practice is now.

Executive Director Carey stated that the pandemic caused many issues. Some retailers turning off their machines because they were temporarily shutting down. We can take licenses away from retailers that

are not performing. The lottery has rights too and we have to look at our resources. There might be other ways of approaching this issue.

Chairman D'Anton stated that it is an incentive to Northstar. This is less revenue for their bottom line as well, which obviously goes through our bottom line. Mr. Perlow stated that Vice Chair Blazovsky described the practice in previous contracts. IGT, and its predecessor GTECH, were contractually committed to a certain number of terminals in those contracts. In one contract, it was 6,000 terminals. If you kept a terminal at a low volume retailer, you could not put that terminal somewhere else. In our current agreement, Northstar does not have that terminal limitation. Those lower volume retailers do not cost the Lottery anything because IGT bears the cost of the terminal and all the telecommunications. Northstar recently looked at how many retailers are selling less than \$2,000 a week and it is significant but they add to our net income. Northstar can have a lot of distribution; there are many terminals in the warehouse, and Northstar can keep expanding the retailer base.

Chairman D'Anton asked if there were any questions or comments on the Director's Report.

Vice Chair Blazovsky stated that comparing the sales figures for September and August, sales do not look as good. For example, this month the actual sales were \$278.62 million and last month they were \$292.7 million. The lower figures were also represented for the machine games and Scratch-Offs, which were \$171 million last month and \$163 million this month. Vice Chair Blazovsky stated that she understands that Lottery is using the 13 week average, but are those month-to-month changes an indication that something is happening in the marketplace?

Executive Director Carey stated that the change is really in the sales since April. Lottery sales have been exceptionally high since April. As we noted, we had the best quarter for Pick-3 and Pick-4 in more than a decade. Because of the pandemic, the lack of options, the lack of entertainment options, the lack of betting options, players have moved some of their entertainment money to the Lottery. At some point, it is likely that there will be normalization and there may be a bit of a trailing off. Therefore, in terms of the September sales slipping a little bit compared to August, at some point we might see sales decrease slightly. Executive Director Carey stated that he asked Northstar to look at if we are getting new players as a result of the pandemic. The Lottery has seen that people's leisure money can go elsewhere and we want to make sure that we can do the best we can for New Jersey. We should be thinking about ways to keep those new players.

Vice Chair Blazovsky stated that Executive Director Carey makes a good point about researching how to keep those current players. She thinks we seem to be in a more passive mode rather than an active mode in terms of sports betting. Vice Chair Blazovsky stated that we use it as a reason why sales are not good and we have been doing that for a while. It is important to look at it as a problem, and an opportunity that we have, and that we need to figure out what to do about it. Vice Chair Blazovsky stated that she is looking forward to seeing what kind of solutions Northstar will be coming up with regarding keeping some of those players and being more proactive in addressing the challenges of sports betting.

Deputy Director White stated that the drop off from \$14 million from August to September was about \$9 million. That is attributable to the month being one day shorter than both July and August.

Vice Chair Blazovsky stated that there are a couple outstanding issues. Vice Chair Blazovsky stated that the Commission asked for a report analyzing "5 Card Cash" in August to see where the issues were and how we could rectify that going forward. Vice Chair Blazovsky asked what the status is with that report. Also, with regard to Security, about six or seven months ago Vice Chair Blazovsky asked for an aging report for the Commissioners that looks at the kinds of cases and how long they have existed. She requested that the report be completed and sent to the Commissioners since there is a new Security Director in that position.

Executive Director Carey stated that with regard to "5 Card Cash" we have a report prepared that he will send to the Commissioners after the meeting. With regard to the security cases, with our new Deputy Director of Security here, we will immediately pass that to him. That will come to the Commission shortly.

Chairman D'Anton asked if there were any additional questions or comments.

Chairman D'Anton requested a motion to approve the Director's Report. Vice Chair Blazovsky made the motion, which was seconded by Investment Designee Terwilliger.

## **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.

Chairman D'Anton requested a motion to approve the Scratch-Off ticket game rules for "7-11-21," "24 Karat Gold" and "Cash Blast." Chairman D'Anton asked if there were any questions or comments.

Vice Chair Blazovsky asked if there are free tickets given out on these Scratch-Off tickets, and if there are, is that included in the number of tickets printed. Executive Director Carey responded that there are free tickets given out. That is included in the ticket quantity of 8.1 million tickets. Free tickets are a way to increase winning opportunities for players. Executive Director Carey added that the Lottery has reviewed market research and talked to players and concluded that players enjoy getting free tickets.

Vice Chair Blazovsky asked how much do we spend a year on free tickets as part of our Scratch-Off game strategy and how do we decide which games we give free tickets. She stated that two of the Scratch-Off games that are being approved today have free tickets being given and one does not. Executive Director Carey responded that the New Jersey Lottery has increased its use of free tickets on the recommendation of our partners at Northstar New Jersey Lottery. Free tickets are partly used because the New Jersey Lottery is subject to a statutory contribution of 30% of our revenue which is required to be contributed to the state pension system as profit. He further explained that the New Jersey Lottery's largest expense is prizes, and that prize expense has an impact on the 30% contribution requirement. Lottery does not pay \$2 for a \$2 free ticket, we pay the cost of printing it, the cost of the gaming system, commissions to the game manufacturer and retailer commissions, so the cost of a \$2 free ticket is approximately 10 cents.

Treasurer's Designee Ajmani stated that Vice Chair Blazovsky raises a very good point with the free tickets and how do to decide what is the right number is. She stated that she had extensively looked into it with Northstar and was given a presentation explaining the numbers around it. Treasurer's Designee Ajmani stated that there is no doubt that it is needed the way Executive Director Carey said because we have this 30% requirement. To her, the basic question was whether players feel a \$10 cash prize is equal to a \$10 free ticket. Treasurer's Designee Ajmani stated that the point that Vice Chair Blazovsky is making is the benefit to the vendors since we are printing more tickets. Treasurer's Designee Ajmani requested that Executive Director Carey provide data on free tickets from Northstar to Vice Chair Blazovsky. Treasurer's Designee Ajmani offered to speak with Vice Chair Blazovsky offline on this topic as it was of great interest to her as well.

Vice Chair Blazovsky asked to include Chairman D'Anton unless that violates the Open Public Records Act. Executive Director Carey replied that he would review the materials to confirm that providing them to the Commissioners did not violate OPRA. He noted that aspects of the materials are proprietary and confidential.

Vice Chair Blazovsky thanked Treasurer's Designee Ajmani. Vice Chair Blazovsky stated that she would be very interested in learning more about that. Especially because Treasurer's Designee Ajmani brings up a good point about player satisfaction and is that really benefiting us. She stated that her original question was how much is it costing a year and how do we decide which games have free tickets.

Executive Director Carey responded that Lottery will work on that. Executive Director Carey stated that he will reach out to Deputy Attorney General Kelly to discuss some of those issues and make sure that we are being appropriate and still responding to your questions as appropriate.

Chairman D'Anton asked if there were any additional questions or comments.

Chairman D'Anton requested a motion to approve the instant ticket game rules. Investment Designee Terwilliger made the motion, which was seconded by Treasurer's Designee Ajmani. Chairman D'Anton asked if there were any questions or comments and there being none the motion carried.

Chairman D'Anton requested a motion to approve the on-line game rules for FAST PLAY. The game rules for approval were rules for "Cash Multiplier." Chairman D'Anton asked if there were any questions or comments on this game. Vice Chair Blazovsky made the motion, which was seconded by Investment Designee Terwilliger. Chairman D'Anton asked if there were any questions or comments and there being none the motion carried.

Chairman D'Anton requested a motion to approve the amendments to the general rules governing Quick Draw and Quick Draw with Bullseye addendum. Executive Director Carey explained that the game rules for Quick Draw and Bullseye were amended to make it clear that the combined prize liability shall be limited to \$3,000,000, per drawing, when playing any 10-spot game with or without the add-on game features. If combination of the amount of match 10 of 10 winners along with their prize values (including the add-on game features) exceeds \$3,000,000, the prize division shall be pari-mutuel. Chairman D'Anton asked if there were any questions or comments. Vice Chair Blazovsky made the motion, which was seconded by Investment Designee Terwilliger. Chairman D'Anton asked if there were any questions or comments and there being none the motion carried.

Chairman D'Anton requested a motion to approve the addendum to the general rules governing Quick Draw with Multiplier. Executive Director Carey explained that Multiplier is a new add-on game. If a player places a base wager on the game, then they have an opportunity to place a Multiplier wager. The Multiplier will offer opportunities to increase the player's prize by multipliers of 10, 5, 4, 3, 2 or 1. This is a separate game attached to Quick Draw. Chairman D'Anton asked if there were any questions or comments.

Vice Chair Blazovsky asked if Multiplier will replace Quick Draw Bonus Hours. Executive Director Carey responded that this is a new and additional game. Bonus Hours are a regular feature of Quick Draw. Bonus Hours are a promotion that runs at different times and has been running consistently since the game was introduced. Bonus Hours may still be used as a promotion but Lottery is going to significantly curtail the use of the Bonus Hours.

Vice Chair Blazovsky stated that Lottery is projecting net sales or net revenues for Multiplier of \$1.2 to \$1.4 million per year. Will Multiplier make up the difference of the money that we are currently getting from Bonus Hours. Vice Chair Blazovsky asked what is that amount. Executive Director Carey responded that we may not have that answer. Our projections are usually proprietary because a projection is a projection and we presented a very conservative number. Bonus Hours can detract from the game. As a promotion, it is a great opportunity. A problem with a promotion like Bonus Hours is that players start to expect that to be permanent and a promotion should not be permanent. Multiplier is intended as a permanent addition, a new game, requiring an additional wager.

Vice Chair Blazovsky asked when the sales are reported for Bullseye and Multiplier, will the Commissioners get a separate report or will it be a combination of Quick Draw and Bullseye with Multiplier together. Vice Chair Blazovsky asked if that will be reported to the Commissioners as part of the monthly sales. Executive Director Carey responded that Lottery has not made a decision on that yet. In the beginning, Lottery can break that out for the Commissioners. However, Lottery will most likely roll it in the same way that we roll in all the Scratch-Off sales together. We can provide those numbers to the Commissioners but most likely it not appear on the cover page of the Director's report.

Vice Chair Blazovsky stated that her concern is if that is being monitored. Vice Chair Blazovsky stated that it is an important part, that if the Commissioners approve these items, that we are tracking the benefit of them. Vice Chair Blazovsky would like the Commission to see the results of their approvals periodically. Executive Director Carey responded that we will look into that. There are many different ways you can report sales.



Chairman D'Anton asked if there were any additional questions or comments. Investment Designee Terwilliger made the motion, which was seconded by Treasurer's Designee Ajmani. Chairman D'Anton asked if there were any questions or comments and there being none the motion carried.

**PUBLIC COMMENT**

Carol Durant stated that she is having trouble reaching the New Jersey Lottery's main number and has some general questions that she cannot find on line. Executive Director Carey explained that we have had some issues with call volume and asked Ms. Durant to call him directly. Ms. Durant stated that she has a winning ticket from January and asked when it would expire. Executive Director Carey stated that under Governor Murphy's Executive Order 170, it would be extended into February 2021, which is one year and 30 days. Executive Director Carey advised Ms. Durant that she could make an appointment to bring her winning ticket to Lottery Headquarters.

**EXECUTIVE SESSION**

Chairman D'Anton requested a motion to go into Executive Session. Vice Chair Blazovsky made the motion which was seconded by Chairman D'Anton. The motion carried.

Executive Director Carey stated that Executive Session will be held to discuss contractual and regulatory matters. If there is any public actions that are taken as a result of Executive Session, it will be reflected in future minutes of the Commission.

As to any matter discussed in Executive Session, the subject and nature of the discussion will be timely made known to the public if and when the need for confidentiality ends.

Chairman D'Anton requested a motion to close Executive Session. Investment Designee Terwilliger made the motion which was seconded by Chairman D'Anton. The motion carried.


**ADJOURNMENT**

Chairman D'Anton asked for a motion to adjourn the Public meeting. Investment Designee Terwilliger made the motion, which was seconded by Vice Chair Blazovsky. 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 October 15, 2020.

IN WITNESS WHEREOF, I hereby set my hand on

the 12<sup>th</sup> day of November, 2020.

  
James A. Carey, Jr.  
Executive Director