NEW JERSEY STATE LOTTERY COMMISSION

PUBLIC MEETING JANUARY 9, 2025 VIA TELEPHONE (RESCHEDULED FROM DECEMBER 19, 2024)

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

James A. Carey, Jr., Executive Director
Ryan Schaffer
Scott Davis
Jack Leo
Charlene Mello
Ellen O'Malley
James Davis
Rick Pagnani
Kelly Laird
Jerry Guarino
Pat Coppel
Sam Kovach-Orr
Roza Dabaghyan

VISITORS

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

Executive Director Carey took roll call and advised that this was a rescheduled meeting. This meeting had originally been scheduled for December 19, 2024, but there were technical difficulties and the meeting was rescheduled for January 9, 2025.

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 November 21, 2024 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 November 21, 2024 Commission meeting. Commissioner Kazmir made the motion to approve the minutes of the November 21, 2024 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 November. The Executive Director reviewed the Lottery's revenue report for the month, which is set forth below:

REPORT OF THE EXECUTIVE DIRECTOR
December 2, 2024
NOVEMBER SALES & REVENUE REPORT (Unaudited)

($ in Millions)

MONTHLY NET SALES RESULTS

	Actual November-24	Actual November-23	$ Chg	% Chg	FY 25 Budget November-24	% Over -Under
Pick-6 Double Play	$ 6.81	$ 6.03	$ 0.78	12.9%	$ 5.99	13.7%
CASH4LIFE	4.63	5.05	(0.42)	-8.3%	4.98	-7.0%
Mega Millions	16.81	11.82	4.99	42.2%	23.15	-27.4%
Powerball	12.56	16.99	(4.43)	-26.1%	20.74	-39.4%
Lotto Games Total	**$ 40.81**	**$ 39.89**	**$ 0.92**	**2.3%**	**$ 54.86**	**-25.6%**
Pick-3 FIREBALL	$ 31.01	$ 32.31	$ (1.30)	-4.0%	$ 31.68	-2.1%
Pick-4 FIREBALL	18.90	19.78	(0.88)	-4.4%	19.84	-4.7%
Jersey Cash 5 XTRA	14.61	10.60	4.01	37.8%	12.90	13.3%
Cash Pop	5.84	5.28	0.56	10.6%	5.07	15.2%
Quick Draw Progressive	6.39	7.47	(1.08)	-14.5%	8.81	-27.5%
Fast Play Progressive	3.69	4.06	(0.37)	-9.1%	5.28	-30.1%
Daily Mach. Games Total	**$ 80.44**	**$ 79.50**	**$ 0.94**	**1.2%**	**$ 83.58**	**-3.8%**
Scratch Off Tickets	**$ 155.46**	**$ 150.23**	**$ 5.23**	**3.5%**	**$ 151.11**	**2.9%**
Daily Games Total	**$ 235.90**	**$ 229.73**	**$ 6.17**	**2.7%**	**$ 234.69**	**0.5%**
NJ Only Games	**$ 242.71**	**$ 235.76**	**$ 6.95**	**2.9%**	**$ 240.68**	**0.8%**
All Games Total	**$ 276.71**	**$ 269.62**	**$ 7.09**	**2.6%**	**$ 289.54**	**-4.4%**

FISCAL YEAR TO DATE NET SALES RESULTS

	Actual FY 2025	Actual FY 2024	$ Chg	% Chg	Budget FY 2025	% Over -Under
Pick-6 Double Play	$ 30.33	$ 33.35	$ (3.02)	-9.1%	$ 32.94	-7.9%
CASH4LIFE	24.59	26.79	(2.20)	-8.2%	26.00	-5.4%
Mega Millions	84.22	132.08	(47.86)	-36.2%	113.17	-25.6%
Powerball	71.41	193.59	(122.18)	-63.1%	105.28	-32.2%
Lotto Games Total	**$ 210.55**	**$ 385.81**	**$ (175.26)**	**-45.4%**	**$ 277.39**	**-24.1%**
Pick-3 FIREBALL	$ 159.27	$ 161.27	$ (2.00)	-1.2%	$ 165.27	-3.6%
Pick-4 FIREBALL	95.48	98.35	(2.87)	-2.9%	101.96	-6.4%
Jersey Cash 5 XTRA	81.26	53.12	28.14	53.0%	67.20	20.9%
Cash Pop	25.92	25.20	0.72	2.9%	25.19	2.9%
Quick Draw Progressive	35.27	39.06	(3.79)	-9.7%	46.20	-23.7%
Fast Play Progressive	20.53	26.40	(5.87)	-22.2%	26.28	-21.9%
Daily Mach. Games Total	**$ 417.73**	**$ 403.40**	**$ 14.33**	**3.6%**	**$ 432.10**	**-3.3%**
Scratch Off Tickets	**$ 767.61**	**$ 763.66**	**$ 3.95**	**0.5%**	**$ 785.90**	**-2.3%**
Daily Games Total	**$ 1,185.34**	**$ 1,167.06**	**$ 18.28**	**1.6%**	**$ 1,218.00**	**-2.7%**
NJ Only Games	**$ 1,215.67**	**$ 1,200.41**	**$ 15.26**	**1.3%**	**$ 1,250.94**	**-2.8%**
All Games Total	**$ 1,395.89**	**$ 1,552.86**	**$ (156.97)**	**-10.1%**	**$ 1,495.40**	**-6.7%**

MONTHLY PENSION FUND L CONTRIBUTION

	Actual November-24	Actual November-23	$ Chg	% Chg	Budget November-24	% Over -Under
Monthly Contribution	**$ 81.95**	**$ 78.55**	**$ 3.40**	**4.3%**	**$ 87.34**	**-6.2%**
% of Sales	**29.62%**	**29.13%**			**30.17%**	

FISCAL YEAR TO DATE CONTRIBUTION

	Actual FY 2025	Actual FY 2024	$ Chg	% Chg	Budget FY 2025	% Over -Under
Total Contribution	**$ 411.37**	**$ 483.28**	**$ (71.91)**	**-14.9%**	**$ 451.08**	**-8.8%**
% of Sales	**29.47%**	**31.12%**			**30.16%**	

Avg. Jackpots	November-24	November-23	FY 2025	FY 2024
Jersey Cash 5 (k)	$480.3	$278.8	$539.2	$278.8
Pick 6 (m)	$19.0	$7.6	$10.0	$9.1
Mega Millions (m)	$393.6	$255.5	$315.5	$329.5
Powerball (m)	$131.2	$259.7	$156.4	$441.8

In reviewing the fiscal year to date results, Executive Director Carey sales were down, but Mega Millions had an extraordinary month in December with a billion dollar jackpot.

Executive Director Carey also noted that were up 53% compared to last year. He explained that Jersey Cash 5 has been a real bright spot for New Jersey Lottery and for our players since we made the change to a $2 ticket. Adam Perlow, Vice President and Chief Operating Officer of Northstar, added that there were 14 $1 million dollar winners of Jersey Cash 5 in calendar year 2024.

Executive Director Carey stated the Net Proceeds for the fiscal year to date are $411.37 million or 29.47% of sales. Net proceeds are broken down as follows:

Fiscal Year Profits from:					
Lotto Games	$80.7	million	or	38.32%	of sales
Daily Games	$158.6	million	or	37.98%	of sales
Instant Games	$168.3	million	or	21.93%	of sales

Executive Director Carey stated all drawings for the month of November were completed with no abnormalities. All online game pools were closed according to procedures with no abnormalities. All Powerball and Mega Millions drawings were verified and processed without any abnormalities. The internal control system was processed for each drawing without any issues. All appropriate winning number information and recorded files were manually uploaded immediately after the draws concluded to all media contacts.

Executive Director Carey stated that the Validations staff received and sorted 2,251 mailed claim forms during the month of November and we received approximately 300 additional claims directly at lottery headquarters. During the month of November, there were 4,073 claims paid, totaling $11.7 million in winnings.

Executive Director Carey invited Adam Perlow, Vice President and Chief Operating Officer of Northstar, to provide an update on Northstar activities.

Adam Perlow, Vice President and Chief Operating Officer of Northstar, stated there was success in holiday sales and the praised his Northstar promotions team for keeping up with the busy time. He also mentioned the deployment of approximately 60 new Game Touch 28 machines that will be replacing mostly Gemini vending machines as it is the last of their generation.

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, Chairman D'Anton requested a motion to approve the Director's report for December on January 9, 2025. Vice Chairman Leonard 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 the approval to the amendments to the Mega Millions game rules.

Director Carey stated Mega Millions is a multi-State game operated nationally. The Mega Millions Consortium determined that changes needed to be made to the game to make the game more interesting and more fun for players. Director Carey explained that the proposed rule changes were made to Mega

Millions to promote the possibility of more frequent and bigger jackpots. The price of the game is going from $2 to $5, the odds of the game are slightly improving so a top tier winner will now be won.

Director Carey added that a key new add-on to the game is the multiplier option. Multipliers on second tier prizes will range from 2x to 10x.

Director Carey asked if there were any questions. Hearing no questions, Chairman D'Anton requested a motion to approve the amendments to the Mega Millions Game Rules. Commissioner Kazmir made the motion to approve the Mega Millions Game Rules. Treasurer's Designee Kanef seconded the motion and all of the Commissioners voted yes. The motion carried.

The second item of new business was approval of the 2025 Meeting Schedule.

Hearing no questions, Chairman D'Anton requested a motion to approve the 2025 Meeting Schedule. Commissioner Kazmir made the motion to approve the 2025 Meeting Schedule. Division of Investment Designee Terwilliger seconded the motion and all of the Commissioners voted yes. The motion carried.

PUBLIC COMMENT

Roy Campbell from Newark, New Jersey wanted to comment specifically on how great it is to see all these big winners and to commend the Lottery for its transparency. He stated that the weekly $10,000 winner report, and the map of all the winners was very transparent.

There were no further comments.

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 January 9, 2025.

IN WITNESS WHEREOF, I hereby set my hand on

the 17th day of January, 2025.

James A. Carey, Jr.
Executive Director