

NEW JERSEY STATE LOTTERY COMMISSION

PUBLIC MEETING FEBRUARY 16, 2023

Chairman D'Anton called the Commission meeting into session at 10:00 a.m.

COMMISSION MEMBERS (BY TELEPHONE)

Robert D'Anton, Chairman
Marilyn Blazovsky, Vice Chair
Michael Kanef, Treasurer's Designee
Gary Terwilliger, Division of Investment Designee

Marc J. Marseglia, Deputy Executive Director
Robert E. Kelly, Deputy Attorney General
Roza Dabaghyan, Deputy Attorney General
Jamera Sirmans, Governor's Auth. Unit

VISITORS (BY TELEPHONE)

Adam Perlow, Northstar
Erica Helms, Northstar
Foster Krupa, Northstar
Erin Ziegler, Northstar

STAFF (BY TELEPHONE)

Patricia Coppel
Missy Gillespie
Jerry Guarino
Robert Kersey
Kelly Laird
Jason Lee
Jack Leo
Charlene Mello
Ellen O'Malley
Joe Oleszkiewicz
Rick Pagnani
Debbie Raub
Ryan Schaffer
Esther Werstler
John White

Deputy Executive Director Marseglia 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.

Chairman D'Anton requested a motion to approve the minutes of the January 19, 2023 Commission meeting. Vice Chair Blazovsky made the motion to approve the minutes of the January 19, 2023 Commission meeting. Treasurer's Designee Kanef seconded the motion. Chairman D'Anton asked if there were any comments and there were none. Chairman D'Anton called for a vote and all the Commissioners voted yes. The motion carried.

Chairman D'Anton requested a motion to approve the Executive Session minutes of the January 19, 2023 Commission meeting. Treasurer's Designee Kanef made the motion to approve the minutes of the January 19, 2023 Commission meeting. Vice Chair Blazovsky seconded the motion. Chairman D'Anton asked if there were any comments and there were none. Chairman D'Anton called for a vote and all the Commissioners voted yes. The motion carried.

DIRECTOR'S REPORT

Deputy Executive Director Marseglia stated sales were very strong in January. They were driven almost entirely from Mega Millions, Powerball and Pick-6. Mega Millions reached \$1.35 billion when it was won on January 13. There were five more drawings through January after that drawing and the game was won three more times. After Mega Millions was won, Powerball came up right behind it. The jackpot at that time was \$404 million. Powerball had a winner on February 6 for \$747 million. Pick-6 also had a very good month and the jackpot continues to roll. It is currently at \$7.3 million.

Deputy Executive Director Marseglia reviewed the Lottery's January's results and activities. Highlights were:

All games total sales were: \$345.7 million
Lotto games total sales were: \$102.4 million
Daily machine games total sales were: \$79.4 million
Scratch-Off tickets total sales were: \$163.9 million

Deputy Executive Director Marseglia stated that Pick-6 had sales of \$5.4 million compared to \$4 million the prior year, which was an increase of 34.7%.

Deputy Executive Director Marseglia stated that CASH4LIFE had sales of \$5.6 million compared to \$4.9 million the prior year, which was an increase of 13.9%.

Deputy Executive Director Marseglia stated that Mega Millions had sales of \$60.3 million compared to \$19.3 million the prior year, which was an increase of 212%. Mega Millions had a very large jackpot so that was up \$41 million from January 2022.

Deputy Executive Director Marseglia stated that Powerball had sales of \$30.9 million compared to \$30 million the prior year, which was an increase of 3.1%. There was a very good Powerball run a year ago and we had good jackpots. While it was a strong month for Powerball, it does not look that great compared to last year.

Deputy Executive Director Marseglia stated that Pick-3 had sales of \$32.3 million compared to \$34 million the prior year, which was a decrease of 4.9%.

Deputy Executive Director Marseglia stated that Pick-4 had sales of \$20.2 million compared to \$21.6 million the prior year, which was a decrease of 6.7%.

Deputy Executive Director Marseglia stated that Jersey Cash 5 had sales of \$9.4 million compared to \$12.4 million the prior year, which was a decrease of 23.7%.

Deputy Executive Director Marseglia stated that Cash Pop had sales of \$5.2 million compared to \$3.5 million the prior year, which was an increase of 49%.

Deputy Executive Director Marseglia stated that Quick Draw had sales of \$7.6 million compared to \$8.5 million the prior year, which was a decrease of 11.3%.

Deputy Executive Director Marseglia stated that Fast Play had sales of \$4.4 million compared to \$2.7 million the prior year, which was an increase of 64.4%.

Deputy Executive Director Marseglia stated that fiscal year to date Pick-6 had total sales of \$36.1 million compared to \$33.4 million the prior year, which was an increase of 8.3%.

Deputy Executive Director Marseglia stated that fiscal year to date CASH4LIFE had total sales of \$36.8 million compared to \$34.9 million the prior year, which was an increase of 5.2%.

Deputy Executive Director Marseglia stated that fiscal year to date Mega Millions had total sales of \$227 million compared to \$95.9 million the prior year, which was an increase of 136.5%.

Deputy Executive Director Marseglia stated that fiscal year to date Powerball had total sales of \$225.4 million compared to \$158.9 million the prior year, which was an increase of 41.9%.

Deputy Executive Director Marseglia stated that fiscal year to date Pick-3 had total sales of \$232.2 million compared to \$255.1 million the prior year, which was a decrease of 9%.

Deputy Executive Director Marseglia stated that fiscal year to date Pick-4 had total sales of \$147.8 million compared to \$162.7 million the prior year, which was a decrease of 9.1%.

Deputy Executive Director Marseglia stated that fiscal year to date Jersey Cash 5 had total sales of \$77.5 million compared to \$94.5 million the prior year, which was a decrease of 18%.

Deputy Executive Director Marseglia stated that fiscal year to date Cash Pop had total sales of \$32.7 million compared to \$25.5 million the prior year, which was an increase of 28.3%.

Deputy Executive Director Marseglia stated that fiscal year to date Quick Draw had total sales of \$58.2 million compared to \$65 million the prior year, which was a decrease of 10.4%.

Deputy Executive Director Marseglia stated that fiscal year to date Fast Play had total sales of \$26.3 million compared to \$18.5 million the prior year, which was an increase of 42%.

Deputy Executive Director Marseglia stated that fiscal year to date All Games had total sales of \$2.2 billion compared to \$2.1 billion the prior year, which was an increase of 6.1%.

Deputy Executive Director Marseglia stated that fiscal year to date the contribution was \$696.1 million compared to \$637.3 million the prior year, which was an increase of 9.2%.

Deputy Executive Director Marseglia stated that the monthly contribution was \$110.3 million compared to \$88.9 million the prior year, which was an increase of 24.1%.

Deputy Executive Director Marseglia stated that fiscal year profits from lotto games were \$213.7 million or 40.6% of sales. Fiscal year profits from daily games were \$218.9 million or 38% of sales. Fiscal year profits from Scratch-Offs games were \$255.4 million or 21.7% of sales.

Deputy Executive Director Marseglia stated that the top three selling non-core games for January were "Power 50X," which generated \$13.3 million in sales, "\$3,000,000 Platinum Club," which generated \$9.5 million in sales and "\$50,000 Loaded," which generated \$9 million in sales.

Deputy Executive Director Marseglia reviewed high tier winners throughout the state in January.

Deputy Executive Director Marseglia stated that all drawings for the month of January were completed with no abnormalities.

Deputy Executive Director Marseglia stated that all on-line 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.

Deputy Executive Director Marseglia stated that the twelfth annual Million Dollar Replay Event will be held on March 24 at Caesar's in Atlantic City in the Palladium Ballroom. This is a wonderful event for our players.

Deputy Executive Director Marseglia stated that we had a strong month processing claims. During the month of January there were 5,371 claims paid totaling \$22.1 million in winnings.

Deputy Executive Director Marseglia invited Adam Perlow, Vice President and Chief Operating Officer of Northstar, to provide an update on Northstar activities. Mr. Perlow stated that in January Lottery ran a Tier 1 Advertising campaign for Pick-3, with television, radio and billboards. Nearly all Lottery signage was focused around Pick-3 and the message about more winning tickets win bigger prizes. The sales team handed out buy one get one free coupons for Pick-3 and Pick-4 to players.

Deputy Executive Director Marseglia concluded the Director's report.

Chairman D'Anton asked if there are any questions or comments. Hearing no questions, Chairman D'Anton requested a motion to approve the Director's Report. Treasurer's Designee Kanef made the motion to approve the Director's Report. Investment Designee Terwilliger 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

Deputy Executive Director Marseglia 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 item of new business was game rules for two Fast Play games.

“Bean Bag Bucks” is a \$5 ticket, a top prize of \$500 or 50% of the jackpot, a prize payout of 62.33%, and an anticipated on-sale date of May 1, 2023.

“50X The Cash” is a \$10 ticket, a top prize of \$5,000 or 100% of the jackpot, a prize payout of 65%, and an anticipated on-sale date of May 1, 2023.

Chairman D’Anton asked if there are any questions regarding the approval of the two Fast Play ticket game rules. Hearing no questions, Chairman D’Anton requested a motion to approve the two Fast Play ticket game rules for “Bean Bag Bucks” and “50X The Cash.” Investment Designee Terwilliger made the motion to approve the two Fast Play 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. Treasurer’s Designee Kanef made the motion to adjourn. Vice Chair Blazovsky 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 February 16, 2023.

IN WITNESS WHEREOF, I hereby set my hand on

the _____ 6th _____ day of _____ March _____, 2023 _____.



Marc J. Marseglia
Deputy Executive Director