NEW JERSEY STATE LOTTERY COMMISSION

PUBLIC MEETING, MAY 17, 2012

Chairman Ragazzo called the Commission meeting into session at 11:00 AM in the Lottery Office located at One Lawrence Park Complex, Lawrenceville, New Jersey.

COMMISSION MEMBERS PRESENT
Frank Ragazzo, Chairman
Munr Kazmir, Vice Chairman (By Phone)
Robert Slater, Commissioner (By Phone)
Thomas Tucci, Commissioner (By Phone)
David Ridolfino, Treas. Designee (By Phone)

Foster Krupa, Director Designee
Jennifer Linett, Deputy Attorney General
John Cascarano, Gov. Auth.Unit (By Phone

STAFF
Regina Arcuri
Lou Cleary
Denise Coleman
Duane Daniels
Judy Drucker
Robert Kersey
Karen Kokoll
Foster Krupa
Jean Lin
Dolores Matos
Steve Palmieri
Mary Ann Rivell
Margaret Square

After the Pledge of Allegiance, Chairman Ragazzo 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 Ragazzo requested a motion to approve the minutes of the April 19, 2012 Commission Meeting. Vice Chairman Kazmir made the motion, which was seconded by Commissioner Tucci. Chairman Ragazzo asked if there were any comments and there being none the motion carried.

Chairman Ragazzo stated that in the absence of Executive Director Hedinger, Foster Krupa has been named the Director's Designee.

DIRECTOR'S REPORT

Director Designee Krupa stated that the sales for the month of April totaled $232.41 million, which represented an increase of 4.2% over last year's monthly sales. He stated that Pick 6 had the biggest increase for the month at 67.9%. Jersey Cash 5 sales had a decrease in sales compared to last year due to the number of winners during the month of April.

Director Designee Krupa stated that the State Contribution for the month of April is up 1.6% just slightly below budget of 3.2%.

Commissioner Slater suggested focusing on the Jersey Cash 5 game which seems to be the game that is off budget.

Deputy Director of Finance Palmieri stated that the reason that the Jersey Cash 5 is off budget is because we have not been able to sustain a large jackpot this fiscal year.

Director Designee Krupa stated that the receipts and deposits for the month of April were $329.1 million.

Director Designee Krupa stated that the balances in the unclaimed prize reserve accounts are over $21.8 million.

Director Designee Krupa stated that during the month of April advertising was done to support the "10X Cash" instant ticket.

Director Designee Krupa reported that New Jersey Lottery continues leading in the social media area. He stated that our Facebook continues to be one of the most popular Facebook pages in all the State Lotteries. He noted that as of the end of April there were 55,993 fans on our Facebook.

Director Designee Krupa stated that our Twitter followers continue to grow.

Director Designee Krupa stated that Executive Director Hedinger met with the Director of the Marie Katzenbach School for the Deaf, which is one of the Lottery's primary beneficiaries.

Director Designee Krupa stated that the retailer count for the end of April is 6,207. He stated that we have 548 new applications since January as we are continuing to expand the agent network.

Director Designee Krupa stated that all drawing and pool closings were held in accordance to established procedures with no abnormalities.

Chairman Ragazzo asked if there were any comments on the Director's Report and there being none asked for a motion to approve the Director's Report. The motion was made by Commissioner Tucci and seconded by Vice Chairman Kazmir. The motion carried.

NEW BUSINESS

Director Designee Krupa 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.

Chairman Ragazzo requested a motion to approve the instant ticket game rules for "Mad Money." Vice Chairman Kazmir made the motion which was seconded by Commissioner Slater. Chairman Ragazzo asked if there were any comments and there being none the motion carried.

Chairman Ragazzo requested a motion to approve the instant ticket game rules for "Gold Rush." Vice Chairman Kazmir made the motion which was seconded by Commissioner Slater. Chairman Ragazzo asked if there were any comments and there being none the motion carried.

Chairman Ragazzo requested a motion to approve the instant ticket game rules for "Lucky Horseshoe Bingo." Vice Chairman Kazmir made the motion which was seconded by Commissioner Slater. Chairman Ragazzo asked if there were any comments and there being none the motion carried.

Chairman Ragazzo requested a motion to approve the instant ticket game rules for "Football Blitz." Vice Chairman Kazmir made the motion which was seconded by Commissioner Slater. Chairman Ragazzo asked if there were any comments and there being none the motion carried.

Chairman Ragazzo requested a motion to approve the instant ticket game rules for "$50 Fall Clean Up." Vice Chairman Kazmir made the motion which was seconded by Commissioner Slater. Chairman Ragazzo asked if there were any comments and there being none the motion carried.

PUBLIC COMMENT

There was no public comment.

EXECUTIVE SESSION

There was no Executive Session.

ADJOURNMENT

Chairman Ragazzo asked if there was any other business to be discussed and there being none, asked for a motion to adjourn. Commissioner Tucci made the motion, which was seconded by Vice Chairman Kazmir. 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 17, 2012.

IN WITNESS WHEREOF, I hereby set my hand on

the 21ST day of June, 2012.

Carole Hedinger
Executive Director