



May 17, 2024  
COMMISSION  
REPORT

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**NOTICE OF PUBLIC MEETING AND EXECUTIVE SESSION  
OF THE ARIZONA STATE LOTTERY COMMISSION**

Pursuant to Arizona Revised Statute (A.R.S.) § 38-431.02, notice is hereby given to the members of the Arizona State Lottery Commission and to the general public that the Arizona State Lottery Commission will hold a meeting open to the public on **May 17, 2024, at 10:00 a.m.**, in the **Arizona Lottery Board Room, located at 4740 East University Drive, Phoenix, Arizona.** The Public may join the meeting in person and will have physical access to the Arizona Lottery Board Room fifteen (15) minutes before the start of the meeting. The Public may also join by telephone or Internet through **Google Hangouts Meet**.

The following are instructions for joining the meeting via Google Hangouts Meet:

Join the meeting online by entering the following link into your URL

[meet.google.com/guc-uece-uyy](https://meet.google.com/guc-uece-uyy)

**OR**

**Join the meeting US Toll-Free by phone at 406-686-2820** when prompted, enter Access Code 846 044 593 **followed by the pound key (#)**

If you are having problems with connecting, please contact 480-921-4493.

Pursuant to A.R.S. § 38-431.02(B), further notice is hereby given to the Arizona State Lottery Commission and members of the public that the Arizona State Lottery Commission may vote to go into Executive Session, which will not be open to the public, for the purpose of obtaining legal advice pursuant to A.R.S. § 38-431.03(A)(3) regarding any of the agenda items. The Commission may also vote on any item listed on the agenda. Members of the Commission may participate by means of telephonic or intranet communication.

**Call to Order**

1. Call for Quorum
2. Call for Notice
3. Approval of Minutes for April 19, 2024, Public Meeting

**Agency Reports**

1. Executive Report – Presentation
2. Arizona Department of Gaming - Presentation
3. Financial Report – Presentation
4. New Games Introduction – No Presentation

**New Business**

1. Discussion and possible action on new instant scratch game profiles: *Happy Holidays* #1461, *Milk & Cookie Cash* #1462, *Corner Cash Crossword* #1463 and *Instant Millions* #1466.
2. Discussion and possible action on new instant tab game profiles: *I Heart my Bartender* #200, *Treasure Tide* #201, *Starlight Wonders* #202, *Fireball & Firework* #203, *Cash Encounter* #1107, *Lady Luck* #1108, *Cash Blast* #1109, and *Wildly Wonderful* #1110.

3. Discussion and possible action on new Fast Play™ game profiles: *Secret Santa* #170, *Xtreme Multiplier Progressive* #172, and *\$20 on the Spot* #173.
4. Discussion and possible action on new promotion profile: *\$500k Giveaway* #134.

### **Call to the Public**

Consideration and discussion of comments from the public. Members of the Public wishing to address the Commission need not request permission in advance and will be given approximately five minutes for their comments and requests. Action taken as a result of public comment will be limited to directing staff to study the matter or rescheduling the matter for further consideration at a later date to comply with A.R.S. § 38-431.02.

### **Announcements**

1. On May 17, 2024, members of the Arizona Lottery Commission may attend the following events, wherein a quorum of the board may be present. The Board will not consider, discuss, or vote upon any board business at either function.
  - a. **FUNCTION**: [Arizona Lottery employee appreciation and awards luncheon, 11:30 a.m. – 1:30 p.m., at 4740 E. University Drive, Phoenix, Arizona 85034.] *This social function is for Arizona Lottery employees and invited guests.*
  - b. **Arizona Lottery Commissioner Orientation Training**: [At approximately 1:30 pm, at 4740 E. University Drive, Phoenix, Arizona 85034.] Lottery Commissioners will be provided with background information on Lottery operations. *The Board will not consider, discuss, or vote upon any board business at this function.*
2. The next Commission meeting will be held on **June 21, 2024, at 10:00 a.m.**

### **Adjournment**

### **Materials**

A copy of the agenda and background material provided to Commission members, which is not exempt by law from public inspection, is available for public inspection at least 24 hours in advance of the meeting at the Lottery Office located at 4740 East University Drive, Phoenix, Arizona.

### **Notice**

Any amendments or additions to the agenda will be made available at least 24 hours prior to the meeting.

Dated this 9th day of May 2024

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Alec Esteban Thomson  
CEO & EDD

Persons with disabilities may request reasonable accommodation by calling (480) 921-4486. Requests should be made as early as possible to allow time to arrange the accommodation. *The Commission reserves the right to change the order of items on the agenda.*

## **PUBLIC MEETING OF THE ARIZONA LOTTERY**

*Commission Minutes of April 19, 2024, Meeting*

- PRESIDING** Chair Jeff Weintraub (Teleconference)
- COMMISSIONERS** Tereza Fritz, Shannon Scheel (In-Person), Mario Aniles (Teleconference)
- LOTTERY** Alec Thomson; Executive Deputy Director, Russ Harben; Deputy Director of Operations & Chief Financial Officer, Todd Terrell; Deputy Director of Security & Regulatory, Mia Lemke, Chief People Officer (In-Person), Kome Akpolo; General Counsel, (Teleconference & In-Person)
- Luanne Mansanares, Ray Ortega, Mary Cimaglio, Stacey Henderson, and Anna Hunt, (In Person) Alexandra Adukeh, Valerie Aguilar, Kome Akpolo, Shelby Alessi, Najlai Dang, Holly Hichens, Susan Kalember, Ashley Lovett, Cheyenne Mcmurtry, Vicki Nelson, Lisa Schartz, Sam Shipp, Brian Simons, Orion Steen, and Jennifer Wenger, (Teleconference)
- GUESTS** Attorney General Representatives: Pamela Peiser (In Person)
- Legislative Liaisons: Jimmy Arwood, (In-Person)
- Scientific Games Representatives: Topper Wilson, and Hannah Balamut (Teleconference)
- Pollard Banknote Limited Representatives: Travis Priest, Jessica Velarde, and John Papile (Teleconference)
- OH Partners: Anna Garza, and Melina Kiser (Teleconference)

## **PUBLIC**

### **Call to Order**

1. **Call for Quorum:** Pursuant to the Public Notice dated April 10, 2024, the Public Meeting of the Arizona State Lottery Commission was called to order at 10:08 a.m. by Chair Jeff Weintraub. A quorum was present, with Chair Weintraub, Commissioner Aniles (Virtual), Commissioner Fritz, and Commissioner Scheel (In-Person)
2. **Notice:** Notice was posted by Luanne Mansanares on April 11, 2024, at 4:20 p.m., at the Arizona State Lottery, located at 4740 E. University Dr., Phoenix, Arizona.
3. **Approval of Minutes:** Chair Weintraub entertained a motion to approve the March 15, 2024, Public Meeting minutes. Commissioner Aniles moved; Commissioner Fritz seconded. The vote was unanimous, with Chair Weintraub and Commissioner Aniles voting aye (Virtual), Commissioner Fritz voting aye (In-person), and Commissioner Scheel abstaining. (In-Person) The motion carried.

## Agency Reports

1. **Executive Report** – Jimmy Arwood provided a Legislative update. Executive Deputy Director Alec Thomson introduced Commissioner Shannon Scheel and presented information on the Gives Back Beneficiary of the Month.
2. **Financial Report** – Presented by Russ Harben
3. **New Games Introduction** – No Presentation

## New Business

1. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new instant scratch game profiles: *Loteria Grande* #1456, *\$100 Grand Crossword* #1460, and *Triple Red 7's* #1465. There was no response.

In accordance with A.R.S. §5-554(C), Chair Weintraub entertained a motion to approve the orders and authorize the Agency to issue the orders regarding new instant scratch game profiles: #1456, #1460, and #1465. Commissioner Fritz moved; Commissioner Weintraub seconded. The vote was unanimous, with Chair Weintraub, Commissioner Aniles, (Virtual), Commissioner Fritz, and Commissioner Scheel (In-Person) all voting aye. The motion carried.

2. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new Fast Play™ profiles: *Lucky 13* #167 and *Touchdown Dollars* #168. There was no response.

In accordance with A.R.S. §5-554(C), Chair Weintraub entertained a motion to approve the order and authorize the Agency to issue the order regarding new Fast Play™ profiles: #167, and #168. Commissioner Fritz moved; Commissioner Aniles seconded. The vote was unanimous, with Chair Weintraub, Commissioner Aniles, (Virtual), Commissioner Fritz, and Commissioner Scheel (In-Person) all voting aye. The motion carried.

## Call to the Public

Chair Weintraub invited members of the public to speak before the Commission. There was no response.

## Announcements

1. On May 17, 2024, members of the Arizona Lottery Commission may attend the following social function, wherein a quorum of the board may be present. The Board will not consider, discuss, or vote upon any board business at this function, which is solely a social gathering for Arizona Lottery employees and invited guests. It is not open to the public.
  - a. FUNCTION: (Arizona Lottery employee appreciation and awards luncheon, 11:30 a.m. – 1:30 p.m., at 4740 E. University Drive, Phoenix, Arizona 85034.

*This function is for Arizona Lottery employees and invited guests. It is not open to the public.*

3. The next Commission meeting will be held on **May 17, 2024**, at **10:00 a.m.**

### **Adjournment**

Chair Weintraub stated with nothing remaining on the agenda, we are adjourned. The meeting adjourned at 10:37 a.m.

### **Materials**

A copy of the agenda and background material provided to Commission members, which is not exempt by law from public inspection, is available for public inspection at least 24 hours in advance of the meeting at the Lottery Office located at 4740 East University Drive, Phoenix, Arizona.

### **Notice**

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**Agency Reports**  
Report to Arizona Lottery Commission  
May17, 2024

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**Executive Report – Presentation**

**Arizona Department of Gaming - Presentation**

**Financial Report – Presentation**

**New Game Introductions – No Presentation**

New Game Introductions

The following Scratchers games were introduced since the last commission meeting: *CATAN*<sup>®</sup> #1447 and *Bonus Bucks* #1450.

The following Fast Play game was introduced since the last commission meeting: *Casino Royale Slots* #166.

More information on these games is available by visiting the Scratchers and Fast Play sections at [ArizonaLottery.com](http://ArizonaLottery.com)

No games have ended since the last commission meeting.



# **ATTACHMENT A**

# Dashboard Report May 2024

SERVING ARIZONA FOR 42 YEARS





7.49%

vs. Proj (FYTD)

Total Sales (FYTD)

\$1,321,188,371

1.55%

vs. PYTD

58.56%

vs. Proj (FYTD)

Draw Sales

\$429,201,296 <sup>32.5%</sup><sub>%Total Sales</sub>

10.27%

vs. PYTD

Draw Sales : From  
7/1/2018 - To  
5/5/2024  
Fast Play Sales :  
From 7/1/2018 - To  
5/5/2024

-6.93%

vs. Proj (FYTD)

Instant Sales

\$891,987,075 <sup>67.5%</sup><sub>%Total Sales</sub>

-2.17%

vs. PYTD

94.54%

vs. Proj (FYTD)

Multi-State

\$295,073,059 <sup>68.7%</sup><sub>%Draw Sales</sub>

6.84%

vs. PYTD

-6.96%

vs. Proj (FYTD)

Scratchers Sales

\$878,599,755 <sup>98.5%</sup><sub>%Instant Sales</sub>

-2.21%

vs. PYTD

16.62%

vs. Proj (FYTD)

In-State

\$88,233,541 <sup>20.6%</sup><sub>%Draw Sales</sub>

21.88%

vs. PYTD

-12.30%

vs. Proj (FYTD)

Charitable Pulltab Sales

\$7,244,280 <sup>0.8%</sup><sub>%Instant Sales</sub>

-8.58%

vs. PYTD

-11.61%

vs. Proj (FYTD)

Quick Draw

\$2,498,823 <sup>0.6%</sup><sub>%Draw Sales</sub>

20.52%

vs. PYTD

Scratcher Sales :  
From 7/1/2018 - To  
5/5/2024  
Pulltab Sales : From  
7/2/2018 - To  
5/3/2024

5.38%

vs. Proj (FYTD)

Age Rest. Pulltab Sales

\$4,559,760 <sup>0.5%</sup><sub>%Instant Sales</sub>

13.34%

vs. PYTD

7.08%

vs. Proj (FYTD)

Fast Play

\$43,395,873 <sup>10.1%</sup><sub>%Draw Sales</sub>

12.54%

vs. PYTD

8.31%

vs. Proj (FYTD)

Other Pulltab Sales

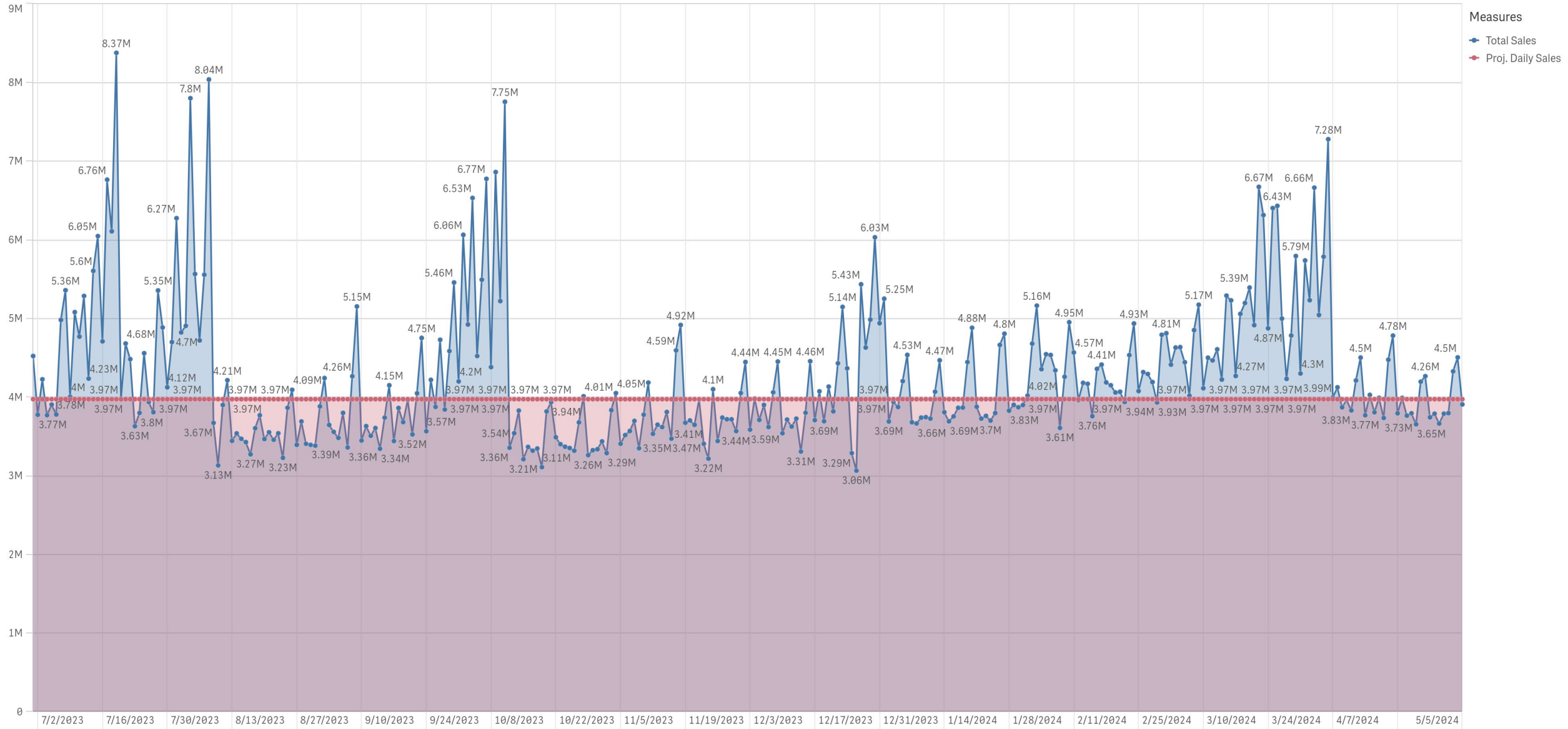
\$1,583,280 <sup>0.2%</sup><sub>%Instant Sales</sub>

17.75%

vs. PYTD



# Daily Sales vs. Goal



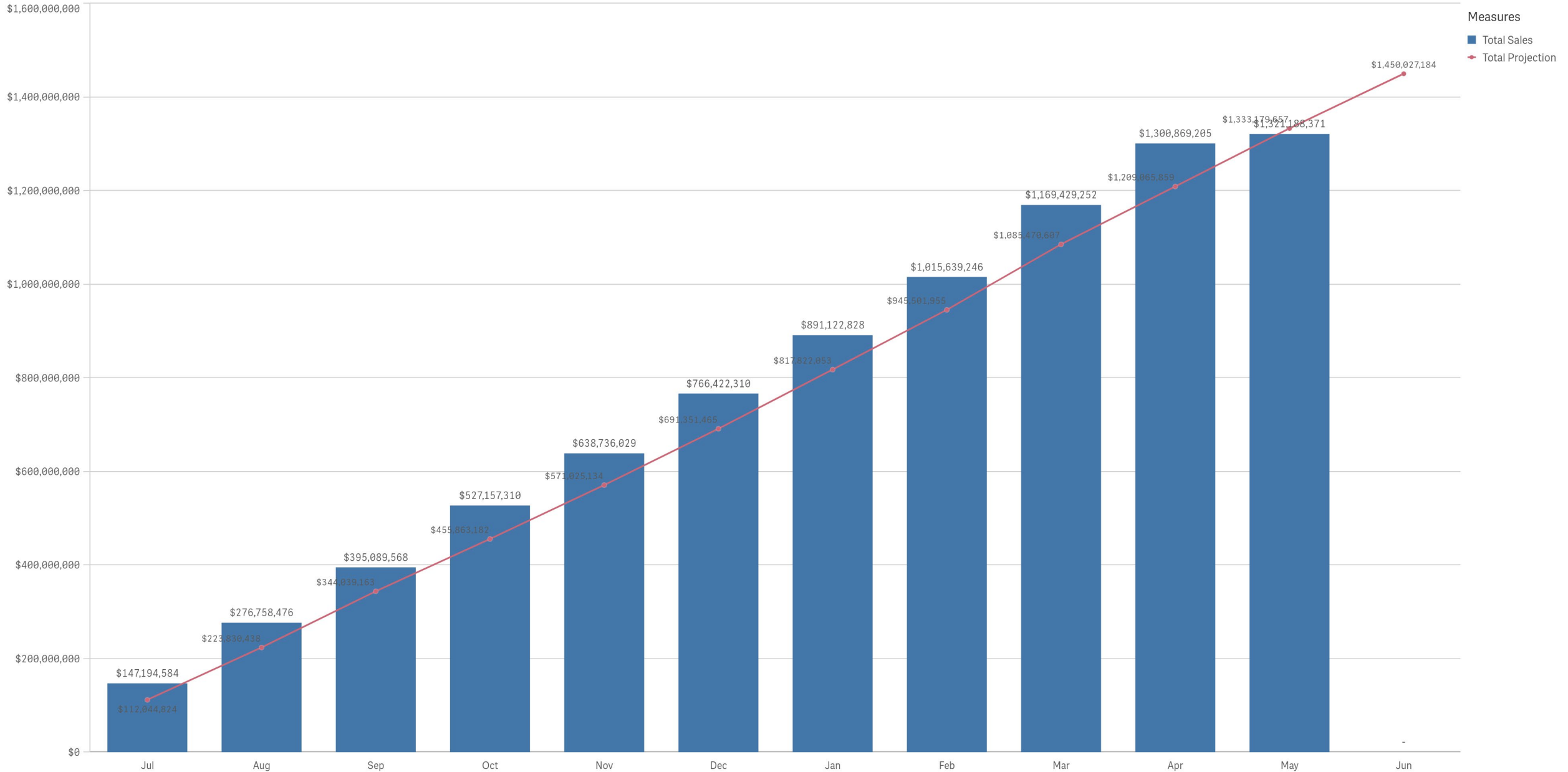
Measures  
- Total Sales  
- Proj. Daily Sales





# YTD Sales vs. Projection

FY 2024 Total Sales vs. Projection

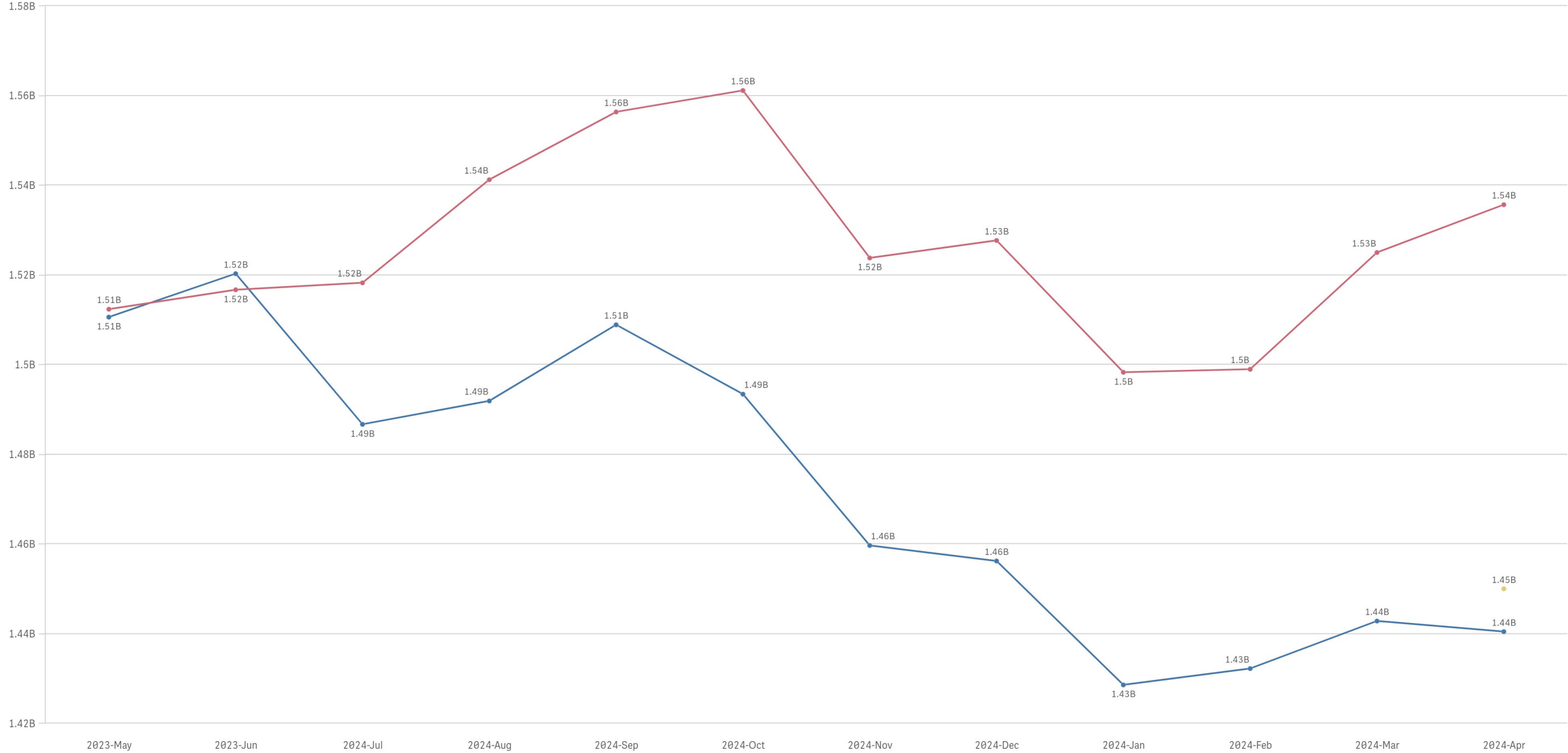




# Rolling 12 Month Total Sales

Rolling 12 Month Sales

◆ Total Projection    ◆ Current Year Projection    ◆ Total Sales

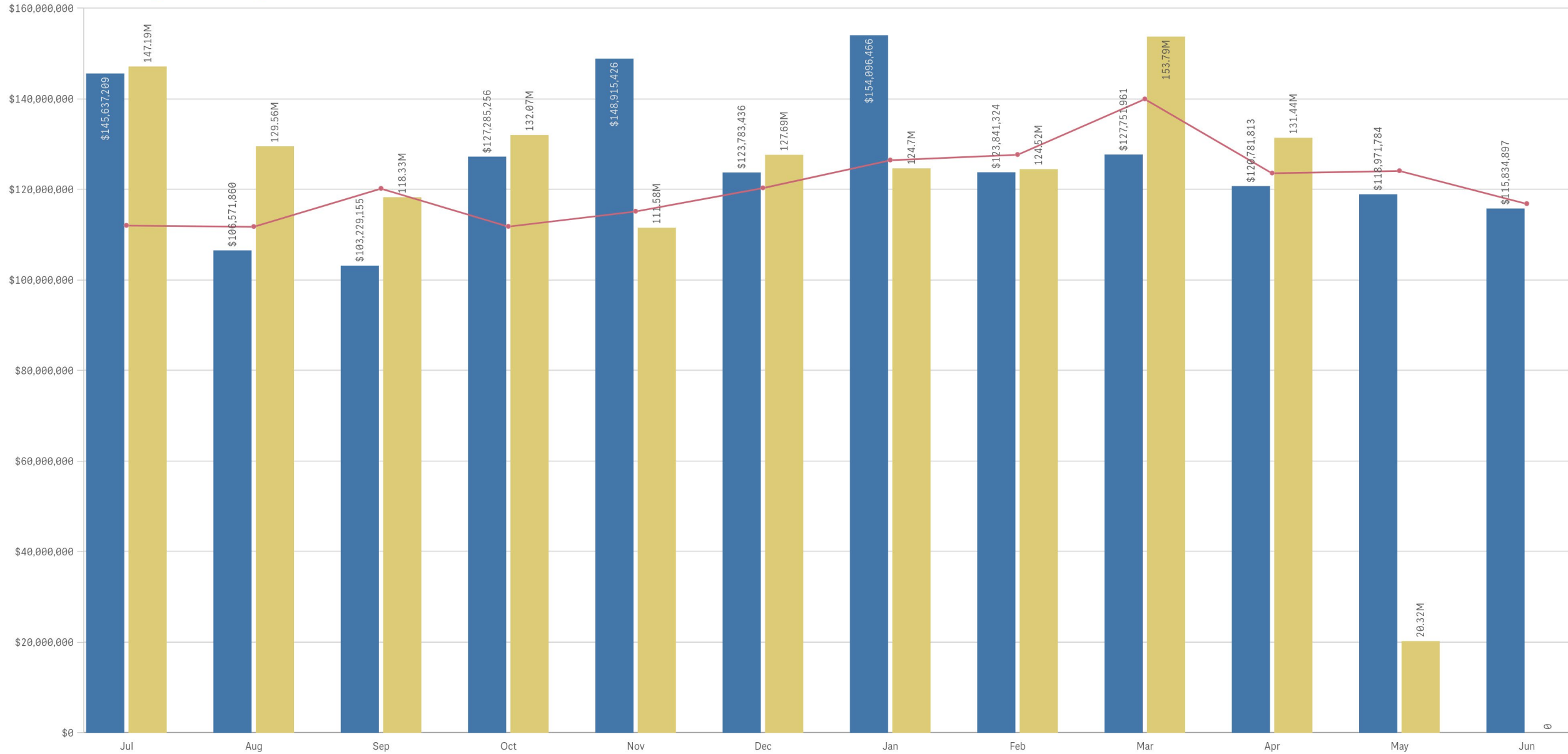




# All Games

Sales FY 2023 vs. 2024 vs. Projection

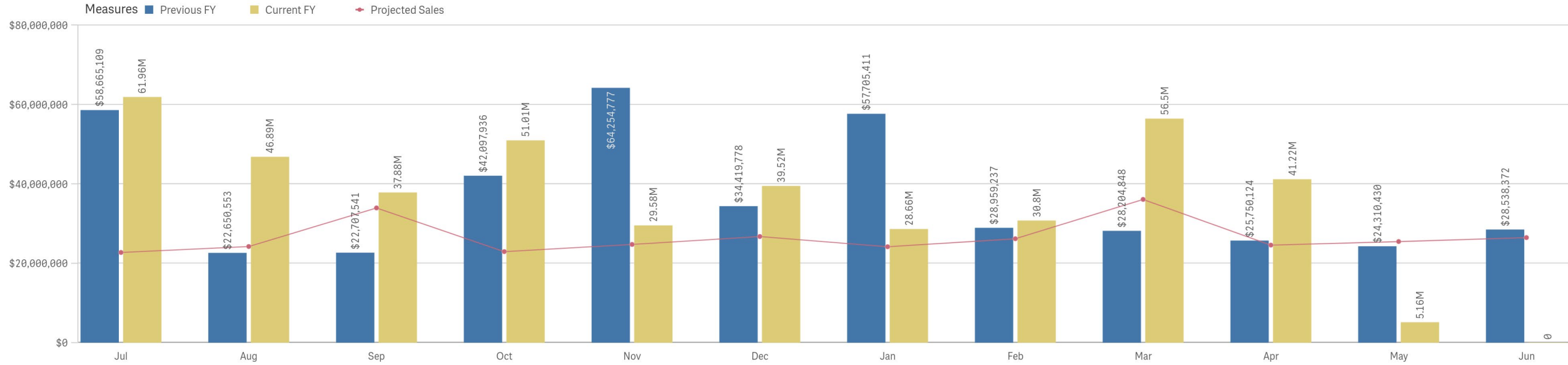
Measures ■ Previous FY ■ Current FY ◆ Projected Sales



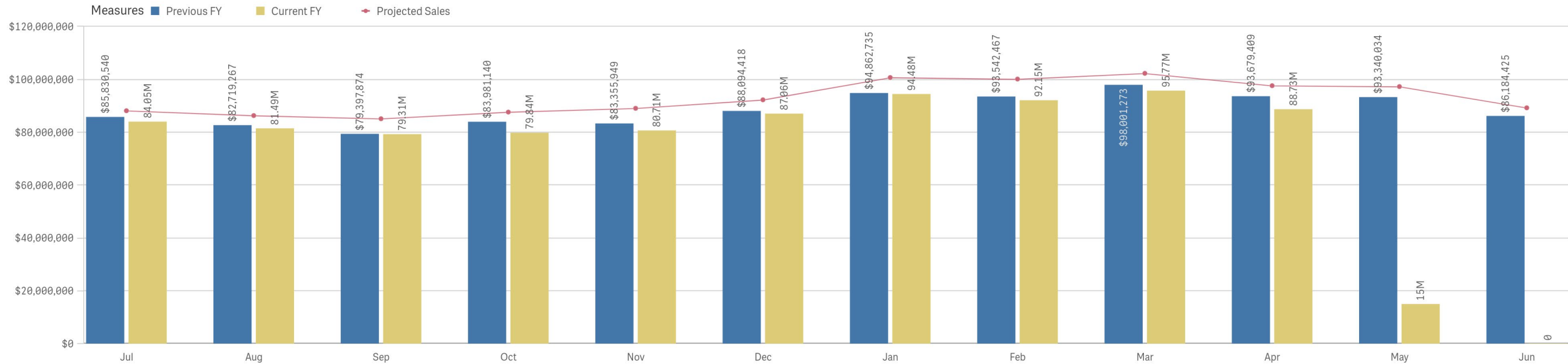


# Draw and Instant Games

### Draw Sales FY 2023 vs. 2024 vs. Projection



### Instant Sales FY 2023 vs. 2024 vs. Projection



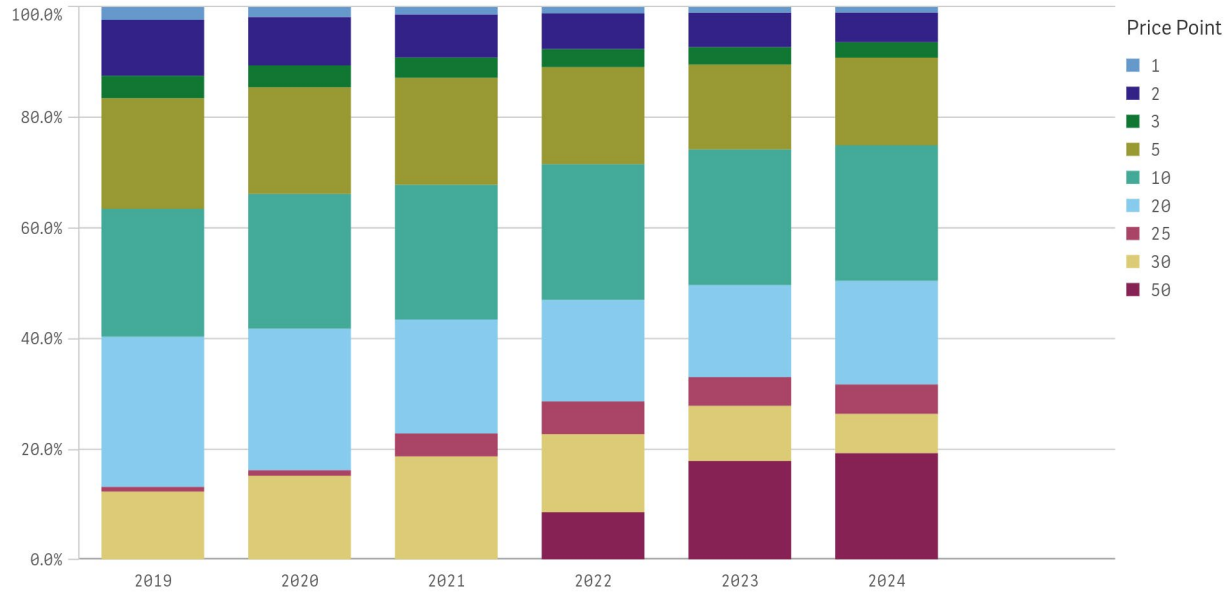




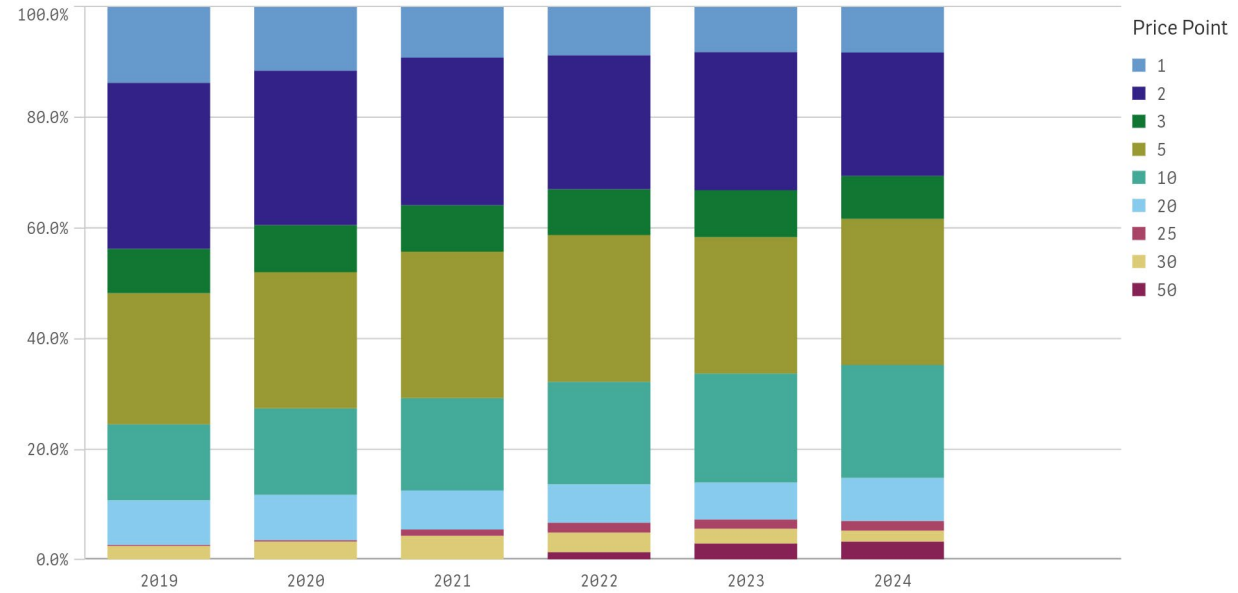


# Sales by Price Point - Scratcher and Pull Tabs

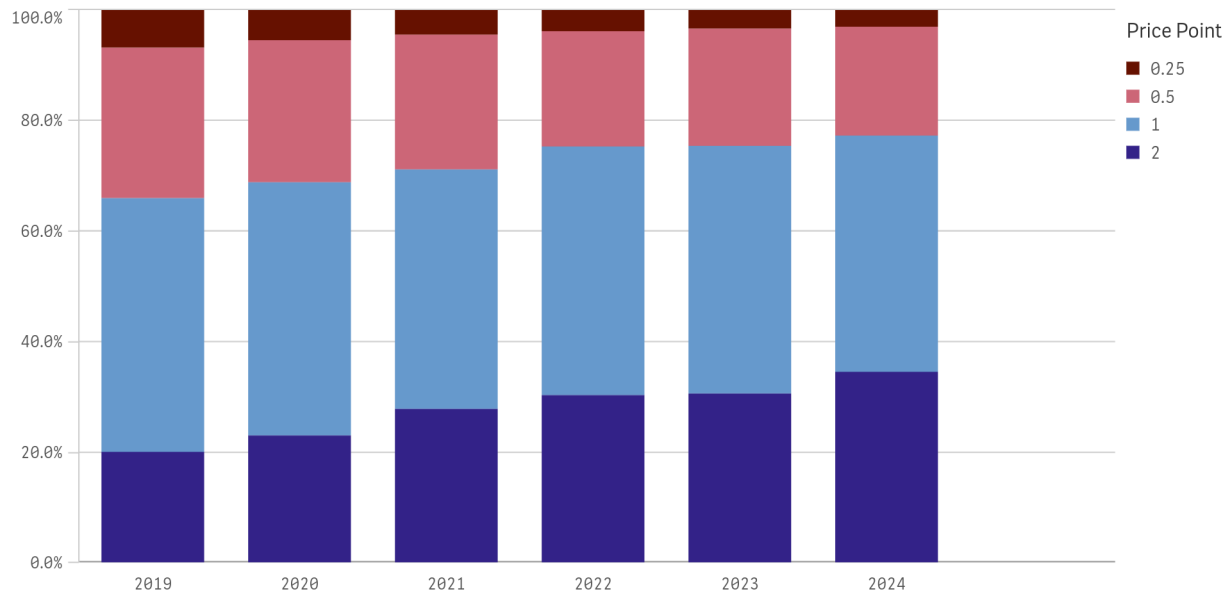
### Based on Dollars Sold - Scratcher



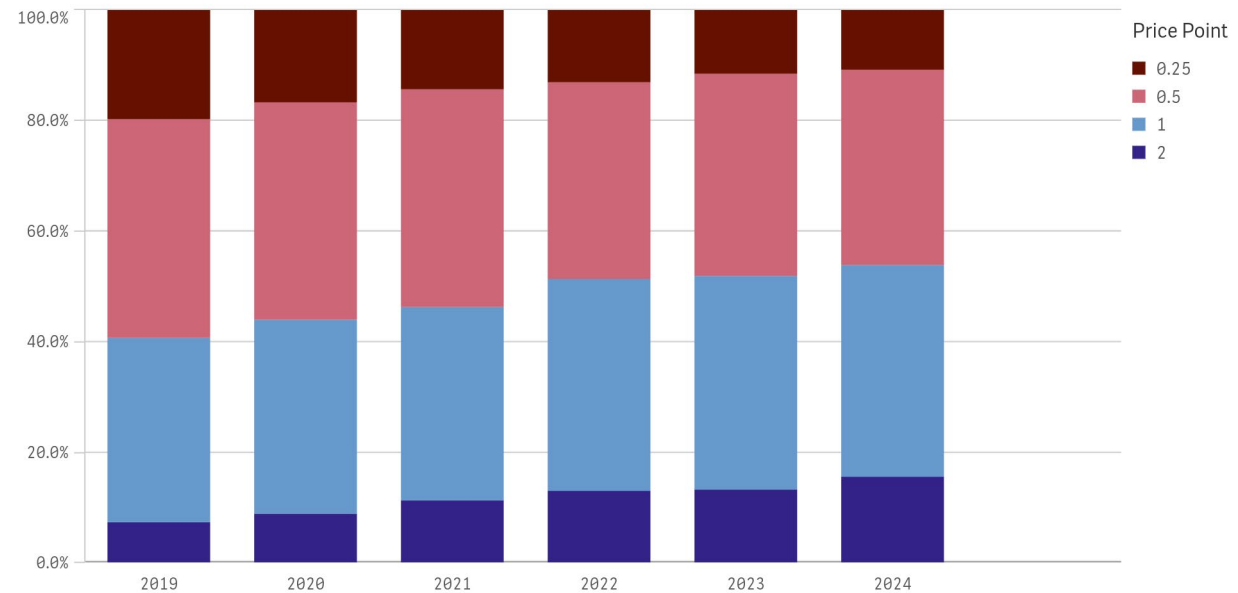
### Based on Tickets Sold - Scratcher



### Based on Dollars Sold - Pull Tabs



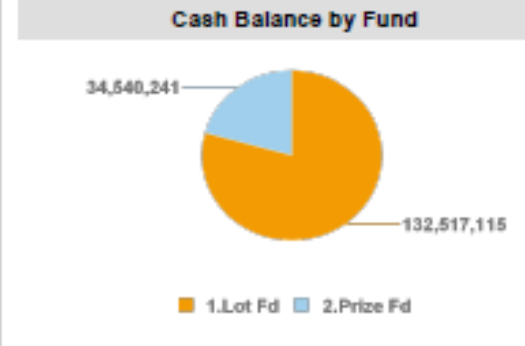
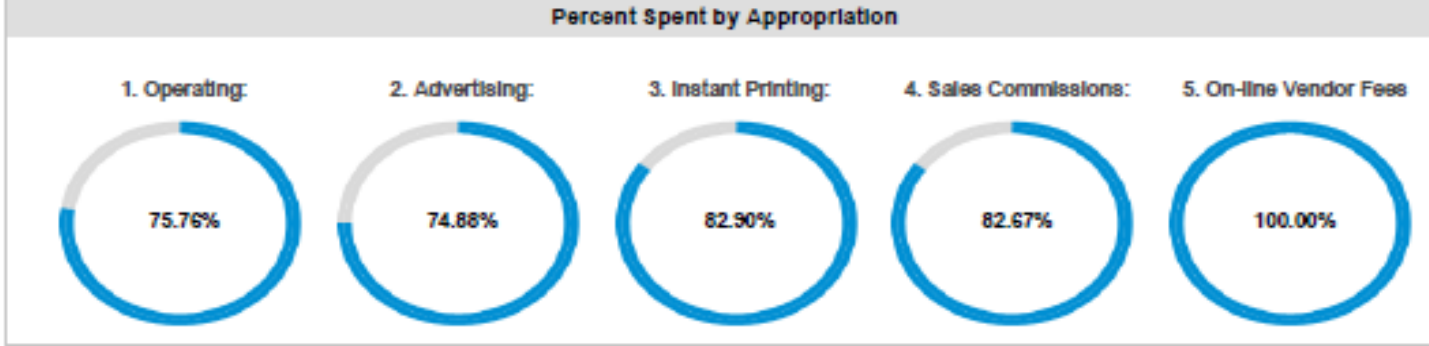
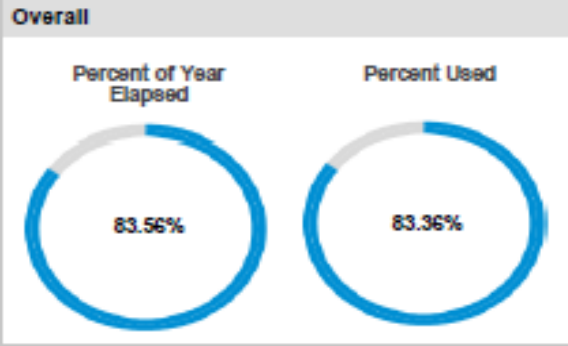
### Based on Tickets Sold - Pull Tabs



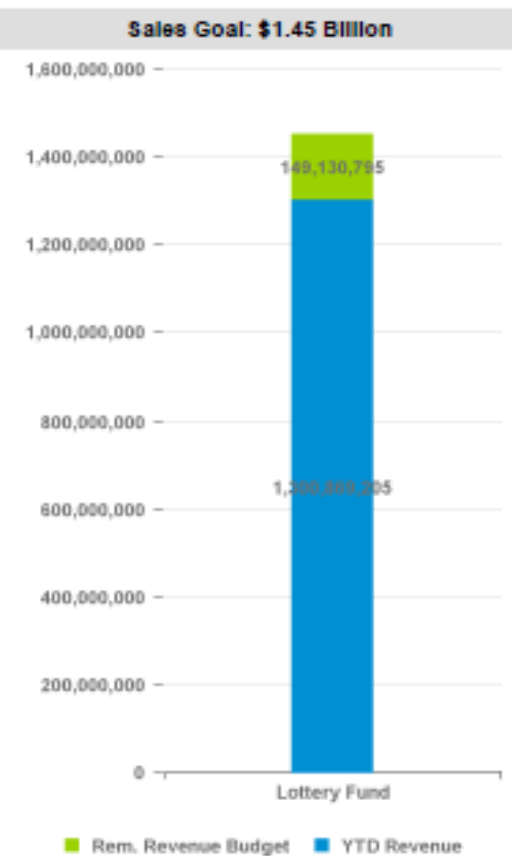




# FY24 Year-to-date Financial Status



## Budget by Appropriation Type and Object Class



Appropriation	Object Class	Budget	Expenditures	Encumbered	Remaining	% Used
1. Operating:	0000 - Appropriation Budget	10,475,200	-	-	10,475,200	
	6000 - Personal Services	-	3,771,715	-	-3,771,715	
	6100 - Employee Related Expenditures	-	1,426,731	-	-1,426,731	
	6200 - Professional And Outside Services	-	462,315	146,020	-608,335	
	6500 - Travel - In-State	-	23,356	1,647	-25,003	
	6600 - Travel - Out-Of-State	-	34,264	9,612	-43,876	
	7000 - Other Operating Expenditures	-	1,158,671	777,624	-1,936,296	
	8400 - Capital Equipment	-	-	8,228	-8,228	
	8500 - Non-Capital Equipment	-	16,171	15,145	-31,316	
	9100 - Transfers Out	-	59,761	25,000	-84,761	
<b>Total:</b>		<b>10,475,200</b>	<b>8,862,884</b>	<b>883,278</b>	<b>2,638,840</b>	<b>75.76%</b>
2. Advertising:	0000 - Appropriation Budget	15,500,000	-	-	15,500,000	
	7000 - Other Operating Expenditures	-	9,871,335	1,735,631	-11,606,966	
<b>Total:</b>		<b>15,500,000</b>	<b>9,871,335</b>	<b>1,735,631</b>	<b>3,883,034</b>	<b>74.88%</b>
3. Instant Printing:	0000 - Appropriation Budget	37,965,000	-	-	37,965,000	
	7000 - Other Operating Expenditures	-	20,491,454	10,980,006	-31,471,460	
<b>Total:</b>		<b>37,965,000</b>	<b>20,491,454</b>	<b>10,980,006</b>	<b>8,483,540</b>	<b>82.90%</b>
4. Sales Commissions:	0000 - Appropriation Budget	97,086,500	-	-	97,086,500	
	7000 - Other Operating Expenditures	-	78,773,022	1,485,992	-80,259,014	
<b>Total:</b>		<b>97,086,500</b>	<b>78,773,022</b>	<b>1,485,992</b>	<b>18,827,488</b>	<b>82.67%</b>
5. On-line Vendor Fees:	0000 - Appropriation Budget	17,753,633	-	-	17,753,633	
	6200 - Professional And Outside Services	-	16,242,144	1,510,856	-17,753,000	
<b>Total:</b>		<b>17,753,633</b>	<b>16,242,144</b>	<b>1,510,856</b>	<b>833</b>	<b>100.00%</b>
<b>Grand Total:</b>		<b>178,780,333</b>	<b>132,330,840</b>	<b>18,896,780</b>	<b>28,763,833</b>	



Arizona  
Lottery

TM

**New Business Item #1**  
Instant Scratch Game Profiles  
Report to Arizona Lottery Commission  
May 17, 2024

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This report has been provided to the Lottery Commission regarding game profiles planned for Arizona Lottery instant scratch games. The Commission is requested to approve these game profiles. After Commission approval, staff will commence with plans for printing, distribution, and sales of these games.

**NEW GAME PROFILES**

Attached for the Lottery Commission's action is new instant scratch game profiles: *Happy Holidays* #1461, *Milk & Cookie Cash* #1462, *Corner Cash Crossword* #1463, and *Instant Millions* #1466.

**Happy Holidays #1461.** This \$1 game has a top prize of \$500. This game will be printed at a quantity of approximately 3.3 million tickets.

**Milk & Cookie Cash #1462.** This \$2 game has a top prize of \$10,000. This game will be printed at a quantity of approximately 2.1 million tickets.

**Corner Cash Crossword #1463.** This \$3 game has a top prize of \$20,000. This game will be printed at a quantity of approximately 6.3 million tickets.

**Instant Millions #1466.** This \$30 game has a top prize of \$3,500,000 (30-year annuity) or a one-time cash payment to be determined when the prize is claimed. This game will be printed at a quantity of approximately 2 million tickets.

Attachments (Commissioners only)

**New Business Item #2**  
Instant Tab Game Profiles  
Report to Arizona Lottery Commission  
May 17, 2024

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This report has been provided to the Lottery Commission regarding game profiles planned for Arizona Lottery instant tab games. The Commission is requested to approve these game profiles. After Commission approval, staff will commence with plans for printing and distribution of these games.

**NEW GAME PROFILES**

Attached for the Lottery Commission's action are new instant tab game profiles: *I Heart My Bartender* #200, *Treasure Tide* #201, *Starlight Wonders* #202, *Fireball & Firework* #203, *Cash Encounter* #1107, *Lady Luck* #1108, *Cash Blast* #1109, and *Wildly Wonderful* #1110.

***I Heart My Bartender* #200.** This \$2.00 game has a top prize of \$400.

***Treasure Tide* #201.** This \$2.00 game has a top prize of \$400.

***Starlight Wonders* #202.** This \$2.00 game has a top prize of \$400.

***Fireball & Firework* #203.** This \$2.00 game has a top prize of \$400.

***Cash Encounter* #1107.** This \$2.00 game has a top prize of \$400.

***Lady Luck* #1108.** This \$2.00 game has a top prize of \$400.

***Cash Blast* #1109.** This \$2.00 game has a top prize of \$400.

***Wildly Wonderful* #1110.** This \$2.00 game has a top prize of \$400.

Attachments (Commissioners only)

**New Business Item #3**  
Fast Play™ Game Profiles  
Report to Arizona Lottery Commission  
May 17, 2024

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This report has been provided to the Lottery Commission regarding game profiles planned for the Arizona Lottery. The Commission is requested to approve these game profiles. After Commission approval, staff will commence with plans for game development, launch, and sales of these games.

**NEW GAME PROFILES**

Attached for the Lottery Commission's action are new Fast Play game profiles: *Secret Santa #170*, *Xtreme Multiplier Progressive #172*, & *\$20 on the Spot #173*.

**Secret Santa #170.** This \$5 Holiday-themed game has a top prize of \$10,000. In this game, players match YOUR NUMBERS symbols to the WINNING NUMBERS symbols to win a prize. If the matching YOUR NUMBERS symbol is on a “present,” the player wins five times the prize shown.

**Xtreme Multiplier Progressive #172.** This \$5 game has a progressive top prize that starts at \$7,000. In this game, players match YOUR NUMBERS symbols to the WINNING NUMBERS symbols to win a prize. If the matching YOUR NUMBERS symbol is on a “X,” the player wins seven times the prize shown.

**\$20 on the Spot #173.** This \$1 game has a top prize of \$2,000. In this game, players match YOUR NUMBERS symbols to the WINNING NUMBERS symbols to win a prize

Attachments (Commissioners only)



**New Business Item #4**  
Players Club Promotion Profile #134  
Report to Arizona Lottery Commission  
May 17, 2024

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This report has been provided to the Lottery Commission regarding the \$500K Giveaway Promotion Profile. The Commission is requested to approve this Promotion Profile.

**NEW PROMOTION PROFILE**

Attached for the Lottery Commission's action is new Promotion Profile: \$500K Giveaway.

**\$500K Giveaway Promotion Profile #134**

Starting June 4, 2024 players will be able to enter winning and non-winning eligible Instant Scratch game tickets for a chance to win \$500,000.

Attachments (Commissioners only)