



May 19, 2023  
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 19, 2023, at 10:00 a.m.**, in the **Arizona Lottery Board Room, located at 4740 East University Drive, Phoenix, Arizona.** The public is welcomed to join the meeting in person, via telephone, or internet through **Google Hangouts Meet**. The following are instructions on joining the meeting via the 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. All members of the Commission will be participating by means of telephonic communication.

**Call to Order**

1. Call for Quorum
2. Call for Notice
3. Approval of Minutes for April 21, 2023, Public Meeting

**Agency Reports**

1. Director's Presentation
2. Retailer of the Quarter - Presentation
3. Financial Report – Presentation
4. Marketing & Products Review –Presentation
5. New Games Introduction – No Presentation

**New Business**

1. Discussion and possible action on new instant scratch game profiles: *Bingo Bash* #1424, *Holiday Cash* #1426, *Naughty or Nice Crossword* #1428, *Snow Globe Cash* #1429, and *25 Days of Winning* #1430.
2. Discussion and possible action on new Fast Play™ game profiles: *Reindeer Riches* #159, and *Christmas Cactus Cash* #160.

3. Discussion and possible action on new promotion game profile: *\$50,000 Scratchers Cash #128*.

### **Call to the Public**

Consideration and discussion of comments from the public. Those 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. The next Commission meeting will be held June 16, 2023, 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 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, 2023

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Alec Esteban Thomson  
Executive Director

Persons with a disability may request a 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 21, 2023, Meeting

- PRESIDING** Chair Jeff Weintraub (Teleconference)
- COMMISSIONERS** Todd Newman, Julie Katsel (Teleconference), and Tim Baumgarten (In-Person)
- LOTTERY** Executive Director; Alec Esteban Thomson, Russ Harben; Deputy Director of Operations & Chief Financial Officer, Todd Terrell; Deputy Director of Security and Investigations, Christopher Rogers; Deputy Director of Products & Marketing (In-Person) Greg Chmielewski Deputy Director of Strategic Planning & Initiatives, and Raynie Hosto; Deputy Director of Customer Service & Sales (Teleconference)
- Luanne Mansanares, Orion Steen, and John Gilliland (In Person)  
Alexandra Adukeh, Shelby Alessi, Debra Andrego, Mary Cimaglio, Anjali Dang, Karla Henriksen, Susan Kalember, Mia Lemke, Jenny Lewis, Cheyenne McMurtry, Vicki Nelson, Robin Peters, Jacob Rusywick, Lisa Schartz, Ron Schartz, Lynda Sellers, Kathleen Syms, Adam Tollefson, Nicholas Wagner, Jennifer Wenger, Steve Wood (Teleconference)
- GUESTS** Attorney General Representative: Pam Peiser (In Person)
- Scientific Games Representatives: Topper Wilson, Hanna Balamut, and Gabriel Reed (Teleconference)  
Pollard Banknote Limited Representatives: John Papile, and Travis Priest (Teleconference)  
Owens Harkey Representatives: Matt Block, Anna Garza, and Noelle Hobaica (Teleconference)
- PUBLIC** None

### Call to Order

1. **Call for Quorum:** Pursuant to the Public Notice dated April 14, 2023, the Public Meeting of the Arizona State Lottery Commission was called to order at 10:00 a.m. by Chair Jeff Weintraub.

A quorum was present, with Chair Weintraub, Vice Chair Newman, (Teleconference), and Commissioner Baumgarten. (Appearing in-person) at 10:02 Commissioner Katsel joined the call.

2. **Notice:** Notice was posted by Julie Figueroa on April 14, 2023, at 10:05 a.m., at the Arizona State Lottery, located at 4740 E. University Dr., Phoenix, Arizona.

Chair Weintraub introduced the new Executive Director Alec Esteban Thomson.  
Executive Alec Esteban Thomson introduced himself to the Commission.

3. **Approval of Minutes:** Chair Weintraub entertained a motion to approve the minutes of the April 14, 2023, Public Meeting. Commissioner Katsel moved; Commissioner Baumgarten seconded. The vote was unanimous with Chair Weintraub voting aye, Vice Chair Newman voting aye, Commissioner Katsel voting aye, and Commissioner Baumgarten voting aye. The motion carried.

Chair Weintraub adjusted the order of the agenda and voted on new business.

### **New Business**

1. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new instant scratch game profiles: *Instant Jackpot* #1418, *Triple Bonus Crossword* #1421, *Triple \$\$\$* #1422, *\$100 Stacked* #1423, and *Snow Much Fun* #1427. There was no response from the public.
2. 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: #1418, #1421, #1422, #1423, and #1427. Commissioner Baumgarten moved; Commissioner Katsel seconded. The vote was unanimous with Chair Weintraub voting aye, Vice Chair Newman voting aye, Commissioner Katsel voting aye, and Commissioner Baumgarten voting aye. The motion carried.
3. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new “Fast Game” Fast Play™ game profile *Cauldron Cash* #158. There was no response from the public.

Luanne Mansanares informed Chair Weintraub that he stated “Fast Game” instead of Fast Play™ game profile. Chair Weintraub corrected and stated “Fast Play™” game profile *Cauldron Cash* #158.

4. 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™ game profile: #158. Commissioner Baumgarten moved; Commissioner Katsel seconded. The vote was unanimous with Chair Weintraub voting aye, Vice Chair Newman voting aye, Commissioner Katsel voting aye, and Commissioner Baumgarten voting aye. The motion carried.

### **Agency Reports**

1. **Director’s Presentation:** Deputy Director of Operations, Russ Harben informed the Commission that all presentations would be rescheduled for next month.
2. **Retailer of the Quarter – Presentation**
3. **Financial Report Presentation:** Russ Harben presented the financial information with overall sales, new projections, and financial status with a comparison of last year’s sales. The presentation is attached for the official minutes.
4. **Products & Marketing Update – No Presentation**

## 5. New Games Introduction – No Presentation

### **Call to the Public**

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

### **Announcements**

The next Commission meeting will be held in person on May 19, 2023, at 10:00 a.m. Chair Weintraub asked if there any other announcements. There was no response.

### **Adjournment**

Chair Weintraub stated with nothing remaining on the agenda, we are adjourned. The meeting adjourned at 10:20 am.

### **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**

Persons with a disability may request a 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.*

**Agency Reports**  
Report to Arizona Lottery Commission  
May 19, 2023

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**Director’s Presentation**

**Retailer of the Quarter - Presentation**

**Financial Report – Presentation**

**Marketing & Products Review – Presentation**

**New Game Introductions – No Presentation**

New Game Introductions. The following games were introduced since the last commission meeting: *\$50,000 Lucky Dog* #1403, *Mystery Multiplier* #1407, *Cash Drop* #1409, and *Coffee House Crossword* #1411.

More information on these games are available by visiting the Scratchers section at [ArizonaLottery.com](http://ArizonaLottery.com)

The following game was approved to end consistent with the Instant Scratch Game Ending Policy. Players have 180 days from the game-ending date to claim prizes.

<b>Date Ended</b>	<b>Price Point</b>	<b>Game No.</b>	<b>Game Name</b>	<b>Beginning Inventory</b>	<b>% Sold through 5/8/23</b>
5/5/23	\$5	1373	Flaming Hot Slingo® Trio	3,152,460	91%



# **ATTACHMENT A**

# Dashboard Report May 2023

SERVING ARIZONA FOR 41 YEARS



**-0.54%**

vs. Proj (FYTD)

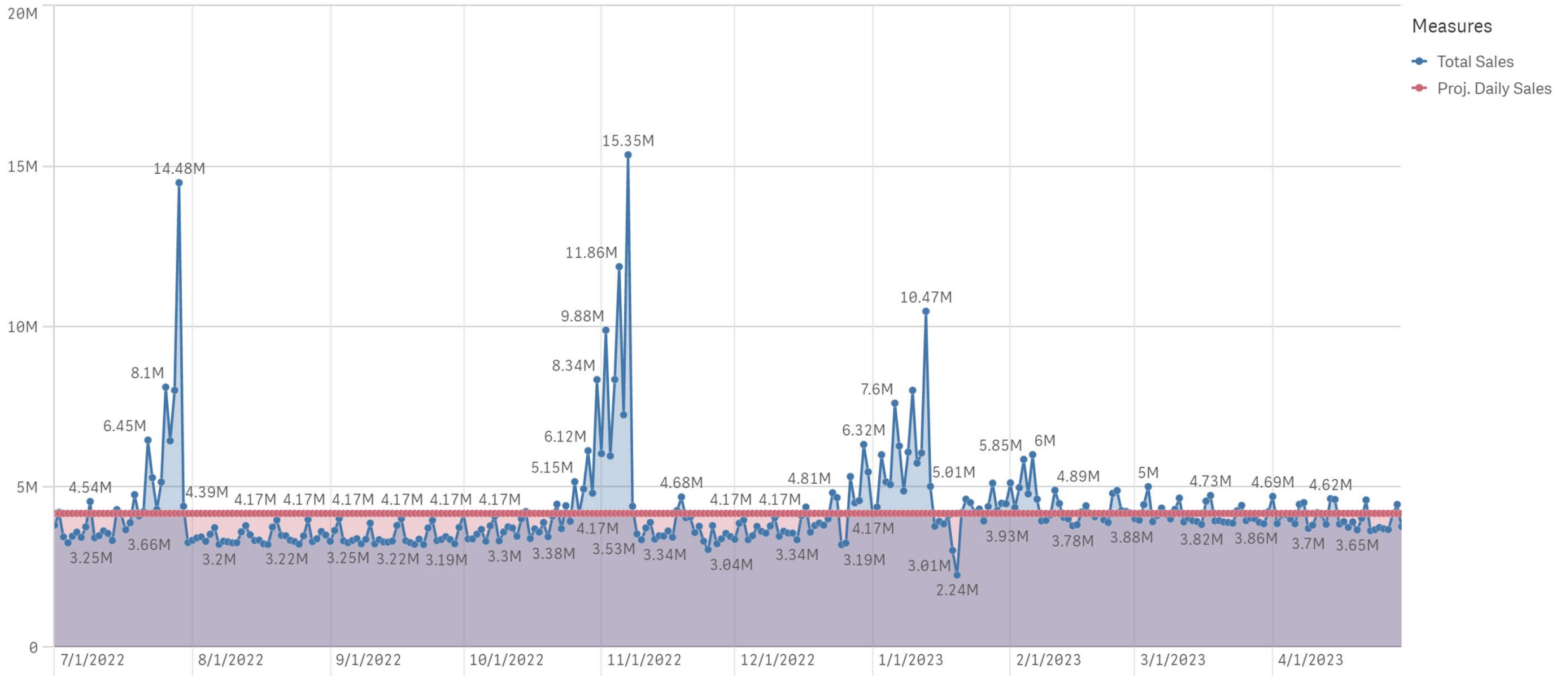
Total Sales (FYTD)  
**\$1,281,893,906**

**12.75%**

vs. PYTD

3.00%	Draw Sales \$385,415,314 <sup>30.1%</sup> <small>%Total Sales</small>	45.25%	Draw Sales : From 7/1/2017 - To 4/30/2023 Fast Play Sales : From 2/11/2018 - To 4/30/2023	-1.99%	Instant Sales \$896,478,592 <sup>69.9%</sup> <small>%Total Sales</small>	2.85%	
vs. Proj (FYTD)		vs. PYTD				vs. PYTD	
3.78%	Multi-State \$274,149,716 <sup>71.1%</sup> <small>%Draw Sales</small>	80.56%		Pulltab Sales : From 7/2/2017 - To 4/28/2023 Scratcher Sales : From 7/1/2017 - To 4/30/2023	-2.01%	Scratchers Sales \$883,465,072 <sup>68.5%</sup> <small>%Instant Sales</small>	2.74%
vs. Proj (FYTD)		vs. PYTD					vs. PYTD
1.51%	In-State \$71,342,852 <sup>18.5%</sup> <small>%Draw Sales</small>	-2.68%				-0.79%	Charitable Pulltab Sales \$7,740,420 <sup>0.9%</sup> <small>%Instant Sales</small>
vs. Proj (FYTD)		vs. PYTD				vs. PYTD	
3.28%	Quick Draw \$2,030,502 <sup>0.5%</sup> <small>%Draw Sales</small>	50.61%			-0.77%	Age Rest. Pulltab Sales \$3,940,920 <sup>0.4%</sup> <small>%Instant Sales</small>	13.23%
vs. Proj (FYTD)		vs. PYTD			vs. PYTD		
0.34%	Fast Play \$37,892,244 <sup>0.8%</sup> <small>%Draw Sales</small>	-2.50%		0.40%	Other Pulltab Sales \$1,328,400 <sup>0.1%</sup> <small>%Instant Sales</small>	33.99%	
vs. Proj (FYTD)		vs. PYTD		vs. Proj (FYTD)		vs. PYTD	

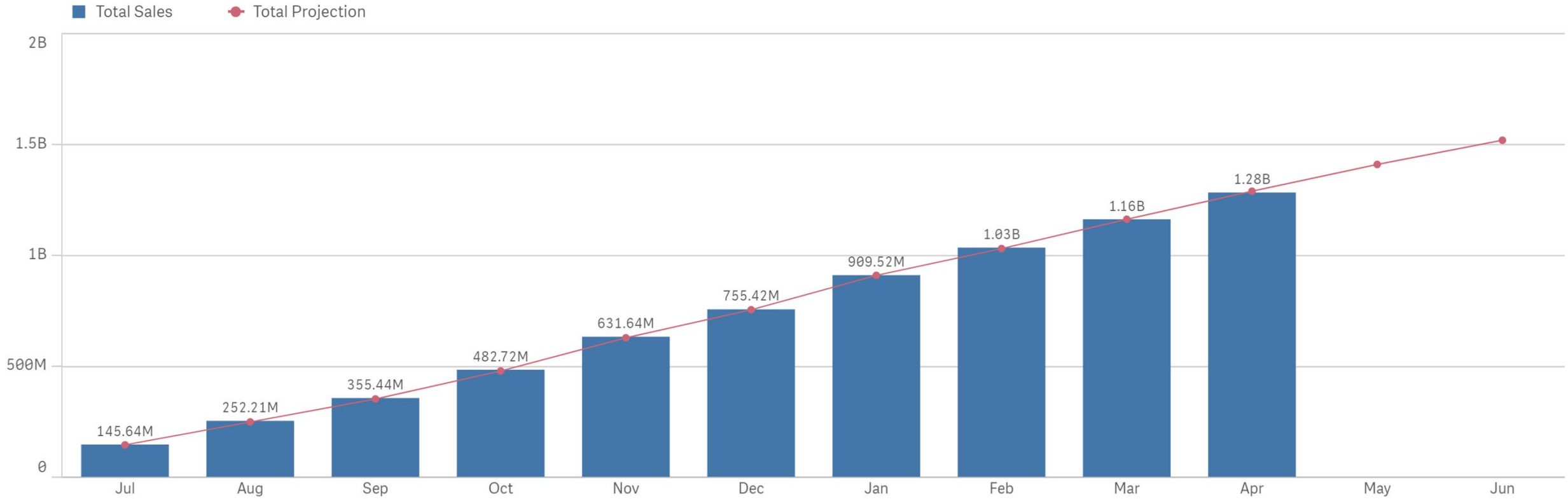
# Daily Sales vs Goal





# YTD Sales vs. Projection

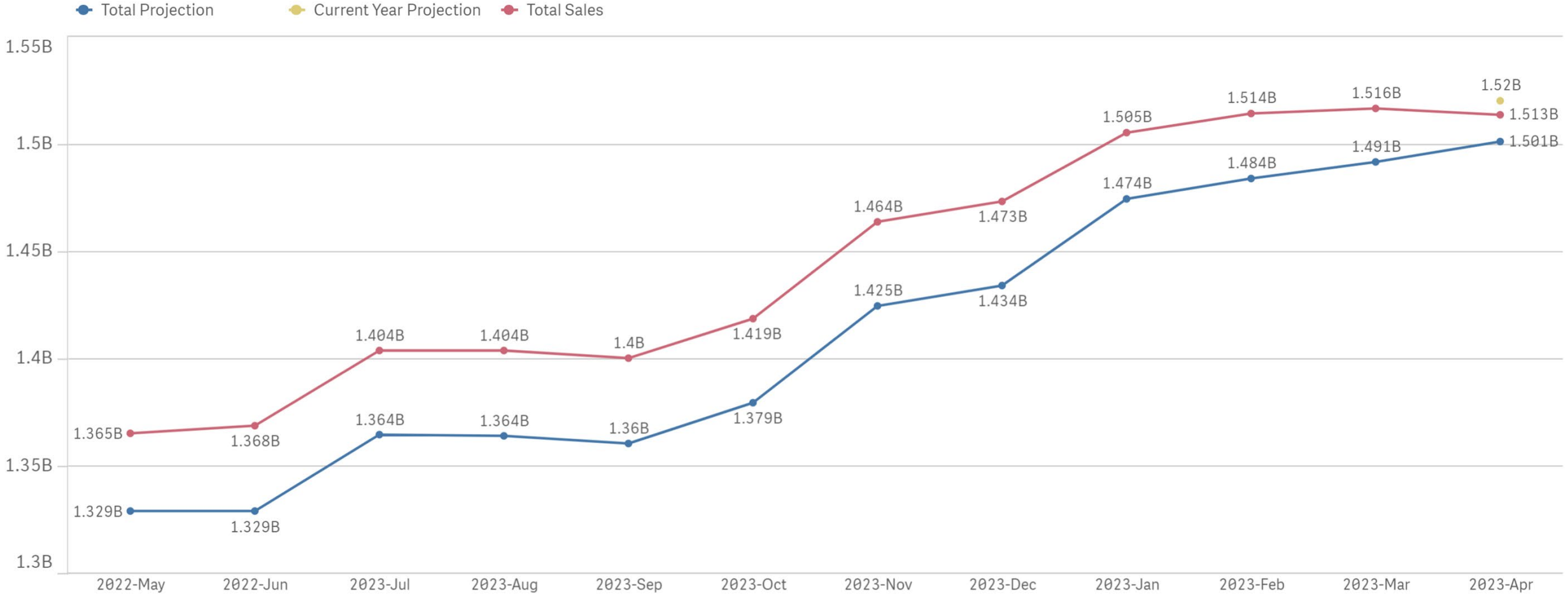
FY 2023 Total Sales vs. Projection



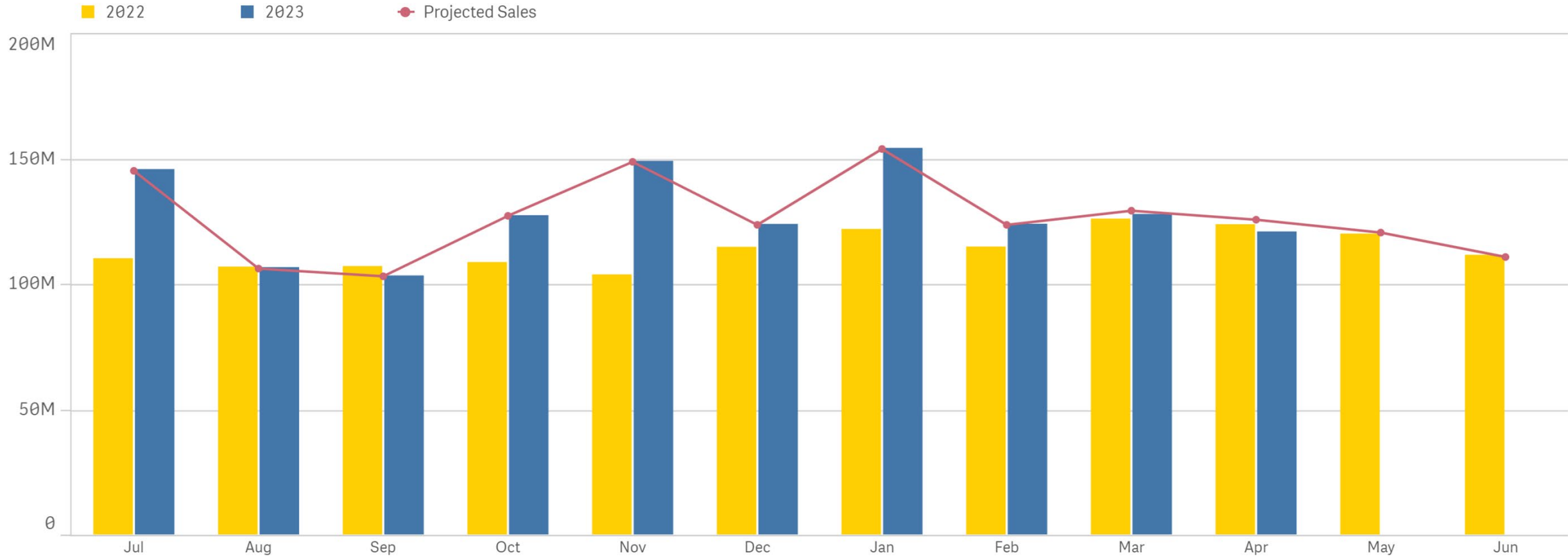


# Rolling 12 Month Total Sales

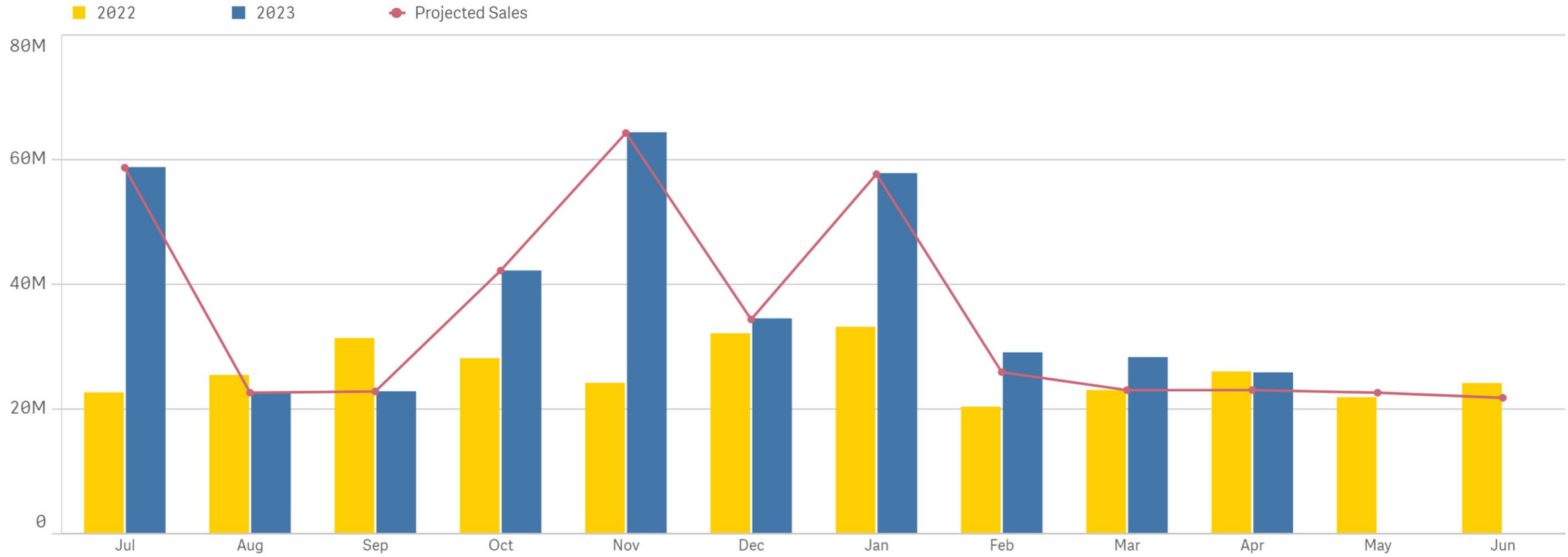
Rolling 12 Month Sales



Total Sales FY 2022 vs. 2023 vs. Projection

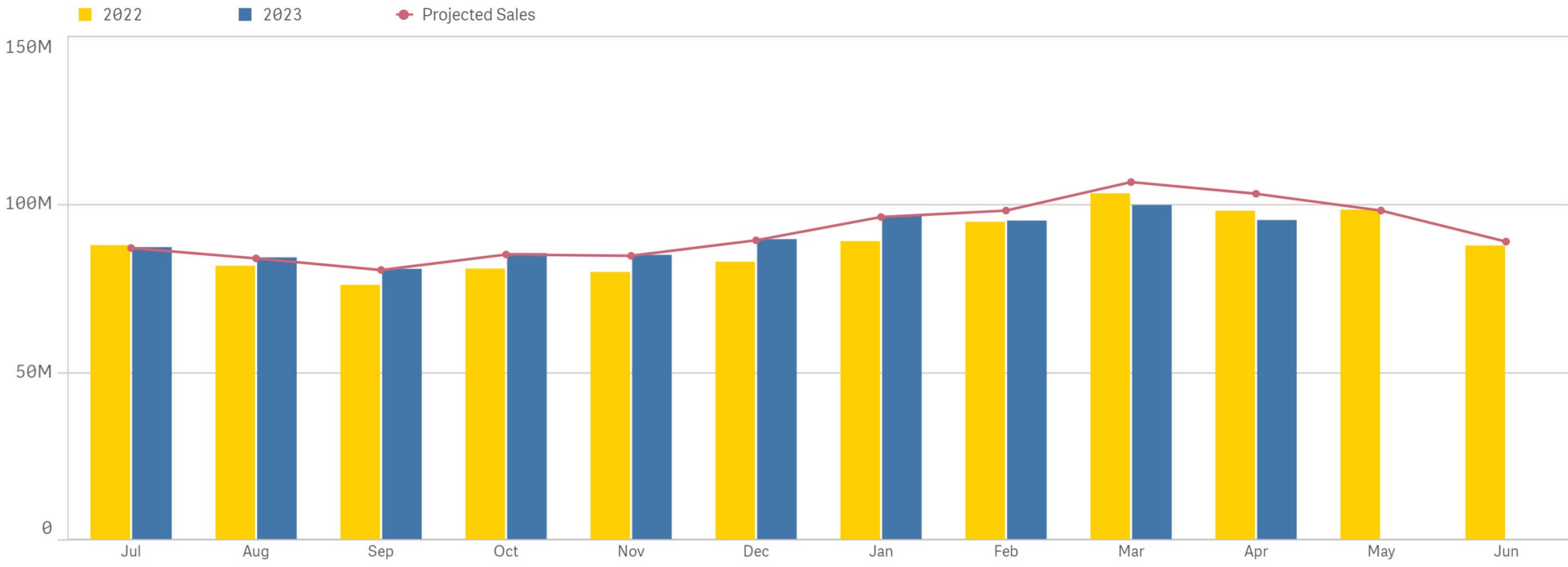


Draw Sales FY 2022 vs. 2023 vs. Projection

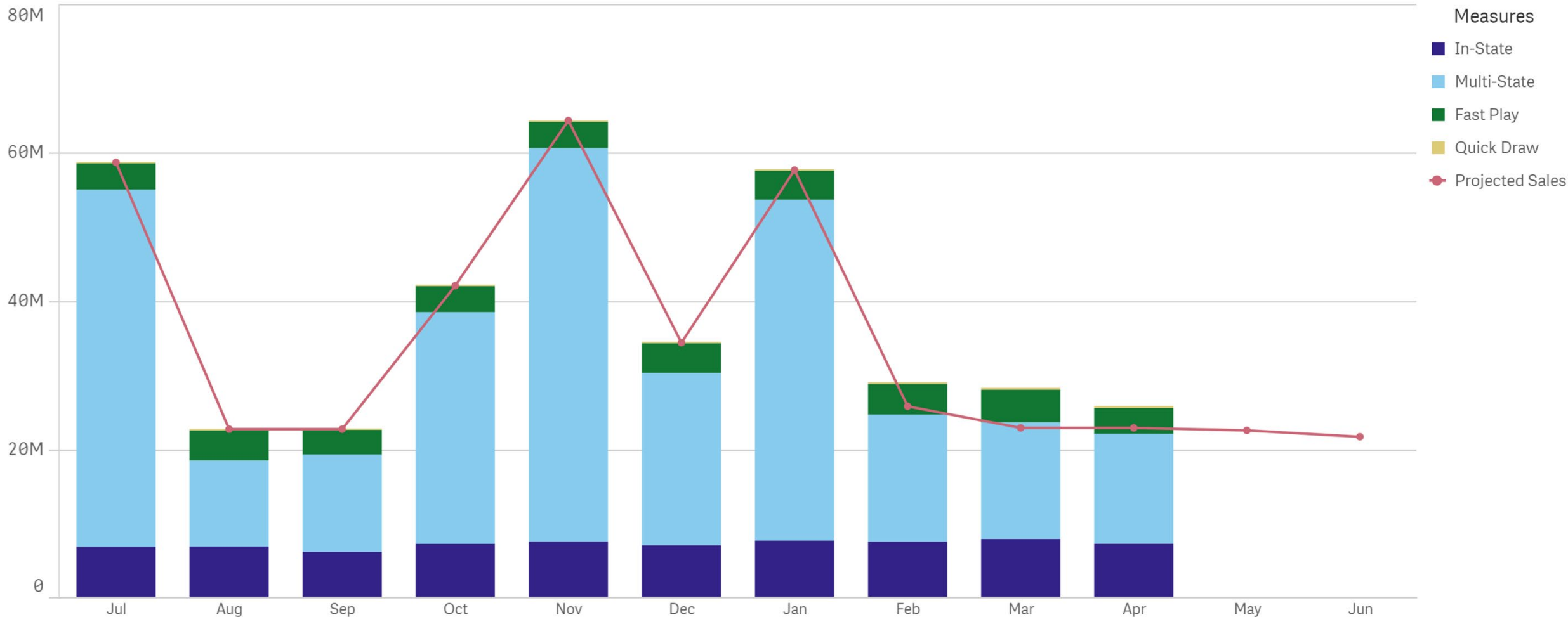




Instant Sales FY 2022 vs. 2023 vs. Projection



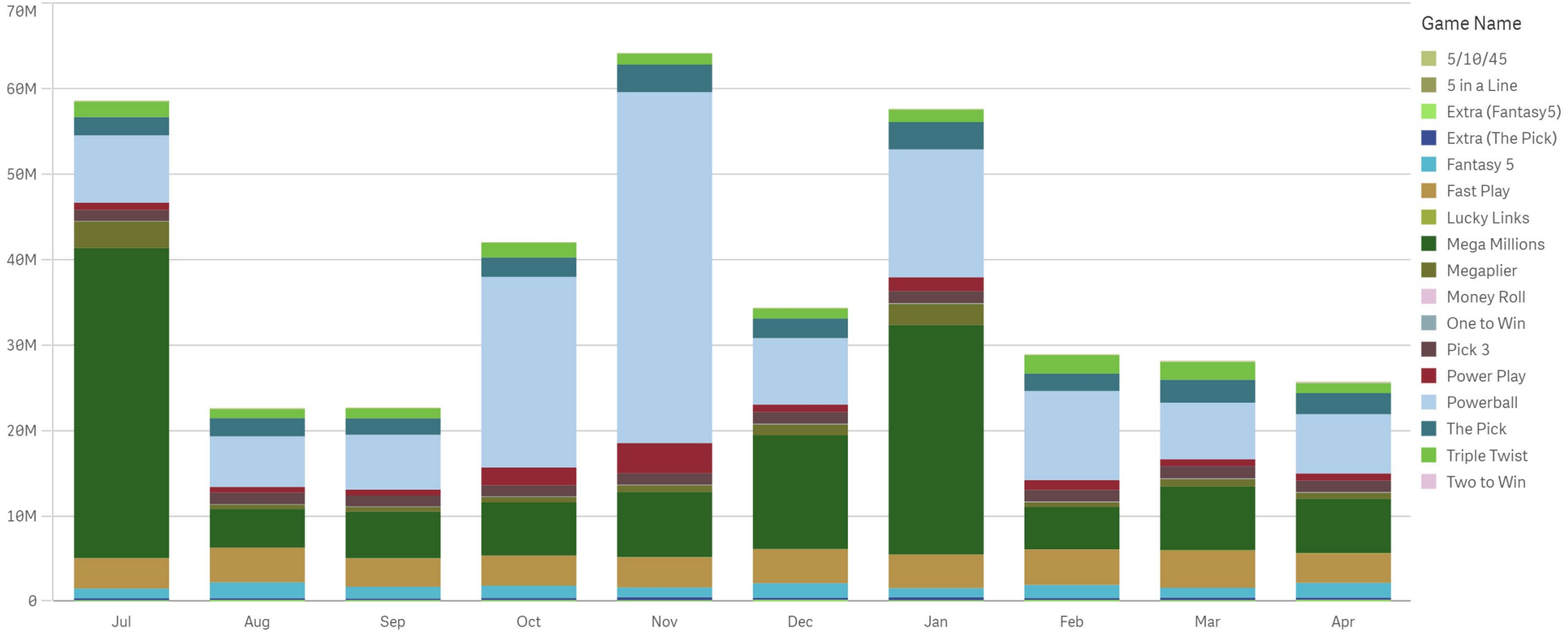
FY 2023 Draw Sales by month





# Draw Sales by Game

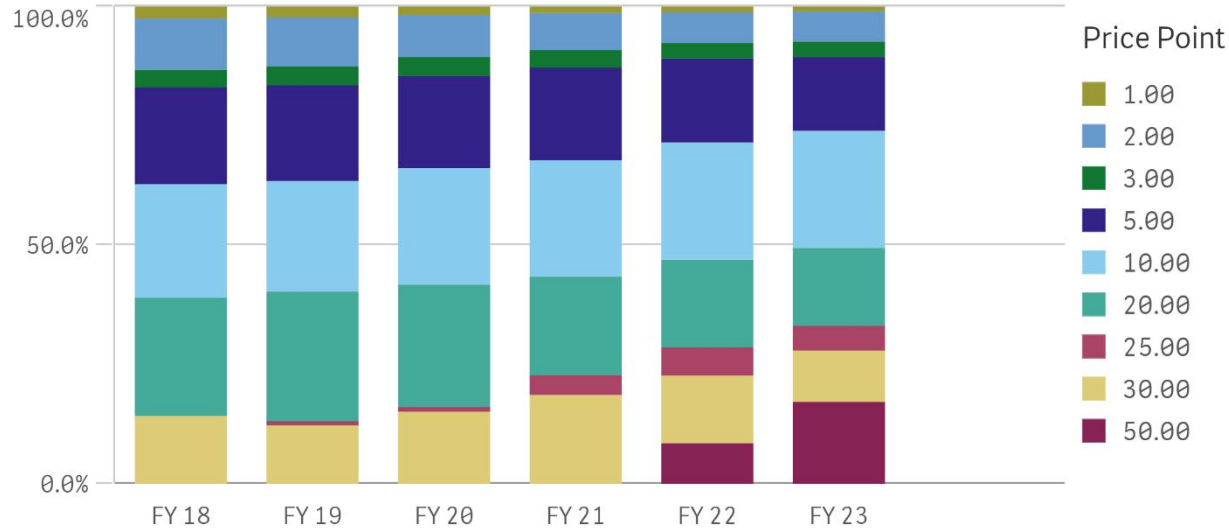
FY 2023 Draw Sales by Game



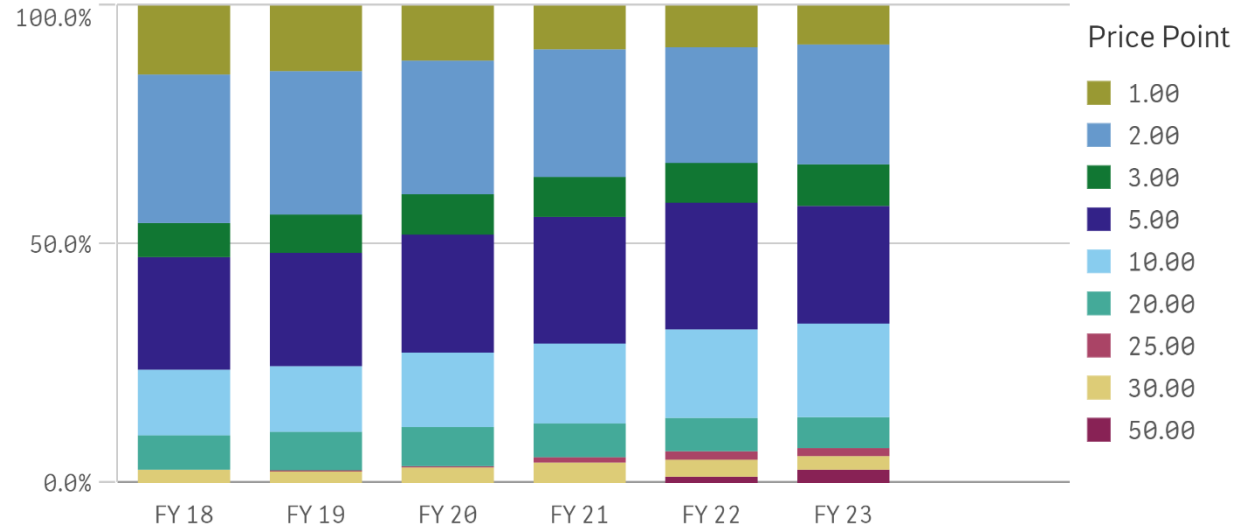


# Scratcher Sales by Price Point

Based on Dollars Sold



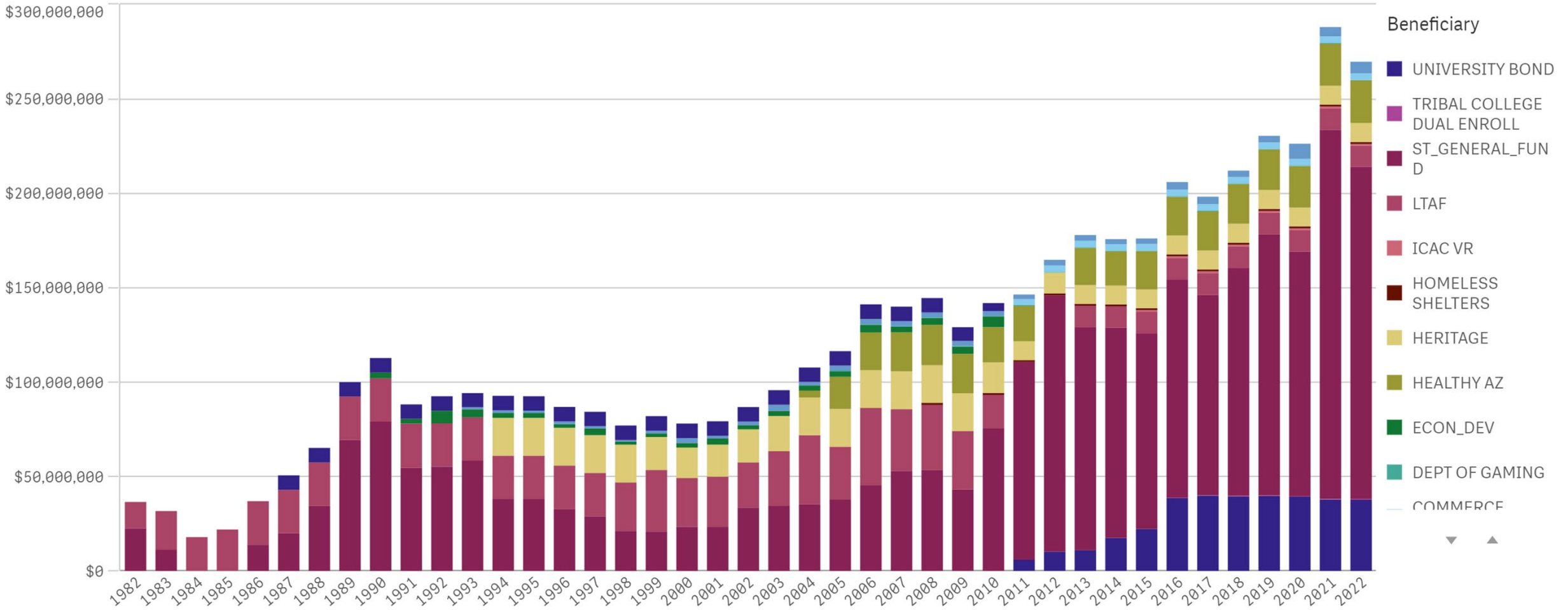
Based on Tickets Sold



Price Point	FY 19	FY 20	FY 21	FY 22	FY 23	Price Point	FY 19	FY 20	FY 21	FY 22	FY 23
1.00	\$17,327,856	\$15,243,692	\$14,836,696	\$12,025,050	\$8,998,248	1.00	17,327,856	15,243,692	14,836,696	12,025,050	8,998,248
2.00	\$76,045,580	\$74,204,632	\$86,605,472	\$67,053,928	\$55,577,968	2.00	38,022,790	37,102,316	43,302,736	33,526,964	27,788,984
3.00	\$30,416,967	\$33,795,897	\$40,770,039	\$34,325,706	\$28,843,386	3.00	10,138,989	11,265,299	13,590,013	11,441,902	9,614,462
5.00	\$150,294,810	\$163,624,105	\$214,810,495	\$183,329,755	\$136,279,745	5.00	30,058,962	32,724,821	42,962,099	36,665,951	27,255,949
10.00	\$173,763,390	\$207,204,520	\$271,076,850	\$256,301,440	\$216,880,730	10.00	17,376,339	20,720,452	27,107,685	25,630,144	21,688,073
20.00	\$204,007,420	\$217,273,740	\$228,944,840	\$192,016,600	\$143,842,940	20.00	10,200,371	10,863,687	11,447,242	9,600,830	7,192,147
25.00	\$6,504,400	\$8,628,650	\$45,939,625	\$61,671,325	\$46,210,325	25.00	260,176	345,146	1,837,585	2,466,853	1,848,413
30.00	\$91,917,900	\$128,434,380	\$206,849,550	\$147,402,630	\$94,770,780	30.00	3,063,930	4,281,146	6,894,985	4,913,421	3,159,026
50.00	\$0	\$0	\$0	\$89,036,700	\$152,060,950	50.00	0	0	0	1,780,734	3,041,219



Transfer Amount by Beneficiary







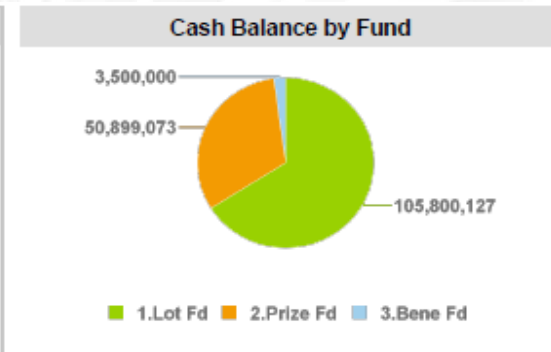
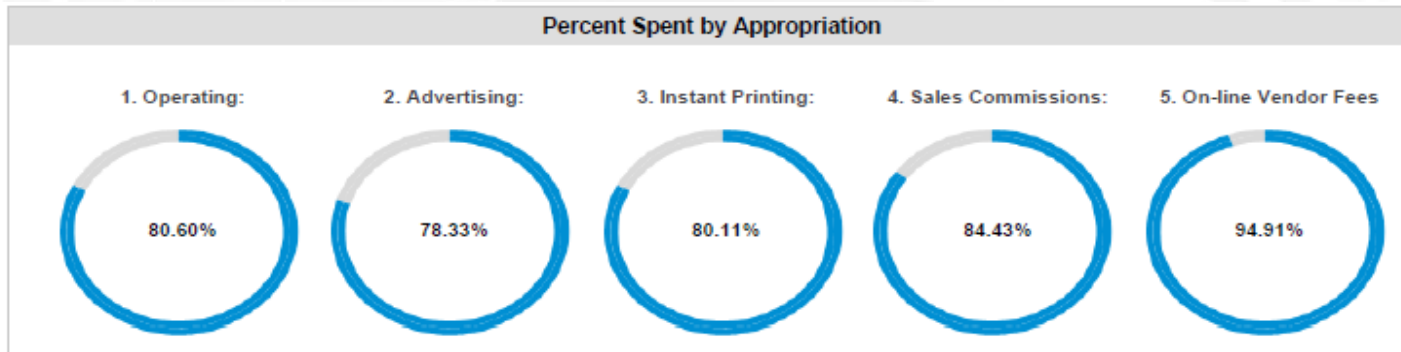
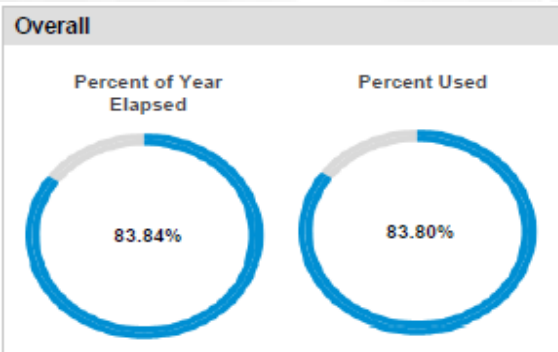
# Instant Game Monthly Sales

Month	SCRATCHERS	CHARITABLE PULL-TABS	AGE-RESTRICTED PULL-TABS	TOTAL INSTANT SALES CURRENT FY	TOTAL INSTANT SALES PREVIOUS FY	% of Change
Jul	\$85,830,540	\$725,760	\$292,680	\$86,972,100	\$87,567,671	-0.7%
Aug	\$82,719,267	\$732,240	\$363,960	\$83,921,307	\$81,430,467	3.1%
Sep	\$79,397,874	\$714,960	\$304,560	\$80,521,614	\$75,720,197	6.3%
Oct	\$83,981,140	\$710,460	\$355,320	\$85,187,320	\$80,573,893	5.7%
Nov	\$83,355,949	\$742,020	\$407,160	\$84,660,649	\$79,592,943	6.4%
Dec	\$88,094,418	\$694,680	\$395,280	\$89,363,658	\$82,643,454	8.1%
Jan	\$94,862,735	\$933,240	\$465,480	\$96,391,055	\$88,749,211	8.6%
Feb	\$93,542,467	\$773,700	\$452,520	\$94,882,087	\$94,521,006	0.4%
Mar	\$98,001,273	\$902,160	\$500,040	\$99,547,113	\$102,981,838	-3.3%
Apr	\$93,679,409	\$811,200	\$403,920	\$95,031,689	\$97,816,671	-2.8%
May	\$0	\$0	\$0	\$0	\$98,156,659	-100.0%
Jun	\$0	\$0	\$0	\$0	\$87,464,598	-100.0%

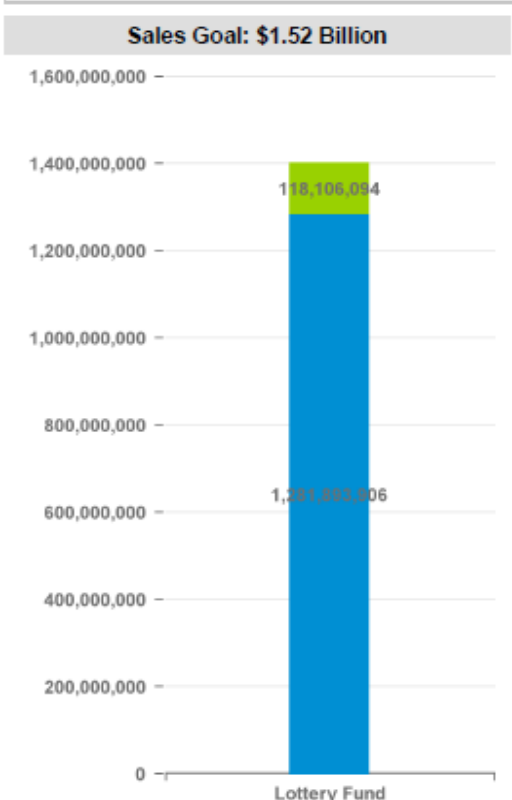




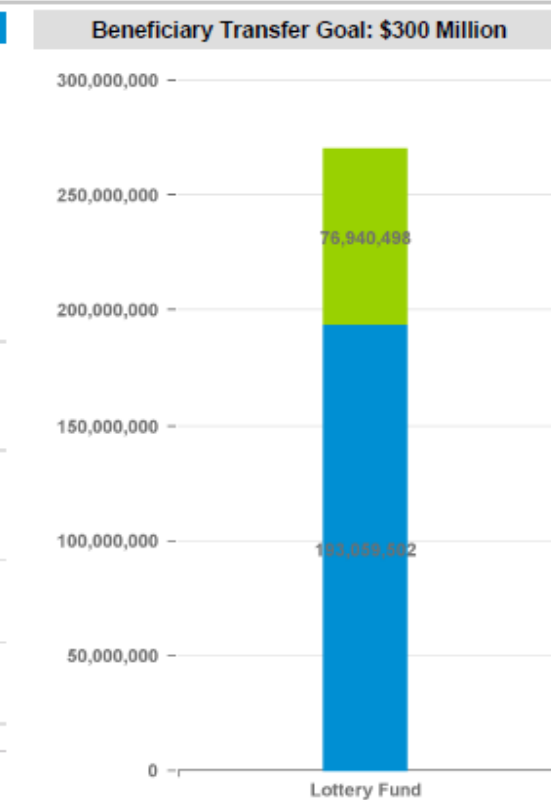
# FY23 Year-to-date Financial Status



## Budget by Appropriation Type and Object Class



Appropriation	Object Class	Budget	Expenditures	Encumbered	Remaining	% Used
1. Operating:	0000 - Appropriation Budget	10,468,900	-	-	10,468,900	
	6000 - Personal Services	-	3,847,746	-	-3,847,746	
	6100 - Employee Related Expenditures	-	1,542,452	-	-1,542,452	
	6200 - Professional And Outside Services	-	498,826	147,082	-645,908	
	6500 - Travel - In-State	-	26,435	13,431	-39,867	
	6600 - Travel - Out-Of-State	-	41,229	-	-41,229	
	7000 - Other Operating Expenditures	-	1,043,103	1,076,931	-2,120,034	
	8100 - Capital Outlay	-	-	-	-	
	8400 - Capital Equipment	-	-	13,171	-13,171	
	8500 - Non-Capital Equipment	-	12,831	92,604	-105,435	
9100 - Transfers Out	-	81,690	-	-81,690		
<b>Total:</b>		<b>10,468,900</b>	<b>7,094,312</b>	<b>1,343,220</b>	<b>2,031,368</b>	<b>80.60%</b>
2. Advertising:	0000 - Appropriation Budget	15,500,000	-	-	15,500,000	
	7000 - Other Operating Expenditures	-	9,383,321	2,707,342	-12,090,663	
	9100 - Transfers Out	-	50,000	-	-50,000	
<b>Total:</b>		<b>15,500,000</b>	<b>9,433,321</b>	<b>2,707,342</b>	<b>3,359,337</b>	<b>78.33%</b>
3. Instant Printing:	0000 - Appropriation Budget	38,680,100	-	-	38,680,100	
	7000 - Other Operating Expenditures	-	21,729,958	9,258,251	-30,988,209	
	8400 - Capital Equipment	-	-	-	-	
<b>Total:</b>		<b>38,680,100</b>	<b>21,729,958</b>	<b>9,258,251</b>	<b>7,691,891</b>	<b>80.11%</b>
4. Sales Commissions:	0000 - Appropriation Budget	92,953,900	-	-	92,953,900	
	7000 - Other Operating Expenditures	-	78,477,084	-	-78,477,084	
	<b>Total:</b>	<b>92,953,900</b>	<b>78,477,084</b>	<b>-</b>	<b>14,476,816</b>	<b>84.43%</b>
5. On-line Vendor Fees:	0000 - Appropriation Budget	18,252,317	-	-	18,252,317	
	6200 - Professional And Outside Services	-	15,077,870	2,245,242	-17,323,113	
	<b>Total:</b>	<b>18,252,317</b>	<b>15,077,870</b>	<b>2,245,242</b>	<b>929,204</b>	<b>94.91%</b>
<b>Grand Total:</b>		<b>175,855,217</b>	<b>131,812,546</b>	<b>15,554,055</b>	<b>28,488,616</b>	



■ Rem. Revenue Budget ■ YTD Revenue

■ Rem. Transfers ■ Transfers

**New Business Item #1**  
Instant Scratch Game Profiles  
Report to Arizona Lottery Commission  
May 19, 2023

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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: *Bingo Bash* #1424, *Holiday Cash* #1426, *Naughty or Nice Crossword* #1428, *Snow Globe Cash* #1429, and *25 Days of Winning* #1430.

**Bingo Bash #1424.** This \$5 game has a top prize of \$50,000. This game will be printed at a quantity of approximately 4.5 million tickets.

**Holiday Cash #1426.** This \$1 game has a top prize of \$500. This game will be printed at a quantity of approximately 3.3 million tickets.

**Naughty or Nice Crossword #1428.** This \$3 game has a top prize of \$20,000. This game will be printed at a quantity of approximately 2 million tickets.

**Snow Globe Cash #1429.** This \$5 game has a top prize of \$50,000. This game will be printed at a quantity of approximately 2.2 million tickets.

**25 Days of Winning #1430.** This \$10 game has a top prize of \$100,000. This game will be printed at a quantity of approximately 1.6 million tickets.

Attachments (Commissioners only)

**New Business Item #2**  
Fast Play™ Game Profiles  
Report to Arizona Lottery Commission  
May 19, 2023

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This report has been provided to the Lottery Commission regarding game profiles planned for Arizona Lottery Fast Play games. 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: *Reindeer Riches #159* and *Christmas Cactus Cash #160*.

**Reindeer Riches #159.** This \$2 holiday game has a top prize of \$500. In this game, players match YOUR NUMBERS symbols to the WINNING NUMBERS symbols to win a prize.

**Christmas Cactus Cash #160.** This \$5 holiday game has a top prize of \$10,000. In this game, players match the YOUR NUMBERS symbols to the WINNING NUMBERS symbols to win a prize.

Attachments (Commissioners only)

**New Business Item #3**  
Players Club Promotion Profile #128  
Report to Arizona Lottery Commission  
May 19, 2023

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This report has been provided to the Lottery Commission regarding the \$500,000 Scratchers Cash 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: \$500,000 Scratchers Cash #128

**\$500,000 Scratchers Cash Promotion Profile #128**

Starting July 1, 2023 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)