



February 16, 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 **February 16, 2023, 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. 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 January 19, 2024, Public Meeting

**Agency Reports**

1. Executive Report – Presentation
2. Financial Report – Presentation
3. Products & Marketing – Presentation
4. New Games Introduction – No Presentation

**New Business**

1. Discussion and possible action on new instant scratch game profile: *Lady Luck* #1453.
2. Discussion and possible action on new Fast Play™ game profile: *Casino Royale Slots* #166.

## **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. The next Commission meeting will be held on **March 15, 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 7th day of February 2024

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Alec Esteban Thomson  
CEO & EDD

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 January 19, 2024, Meeting

**PRESIDING** Chair Jeff Weintraub (In-Person)

**COMMISSIONERS** Vice Chair Todd Newman, Tereza Fritz, Tim Baumgarten, and Mario Aniles (In-Person)

**LOTTERY** Alec Thomson; Executive Deputy Director, Russ Harben; Deputy Director of Operations & Chief Financial Officer, Christopher Rogers; Deputy Director of Products & Marketing, Todd Terrell; Deputy Director of Security & Regulatory, Mia Lemke, Human Resources, and Kome Akpolo, Legal Counsel (In-Person)

Luanne Mansanares, Jacob Rusywick Ashley Lovett, Holly Hichens, Imani Keith, Anna Hunt, and Vincent Dunlap (In-Person) Shelby Alessi, Jimmy Arwood, Mary Cimaglio, Julie Figueroa, Stacey Henderson, Susan Kalember, Mia Marquez, Cheyenne Mcmurtry, Vicki Nelson, Brian Simons, Orion Steen, Adam Tollefson, Nicholas Wagner, Jennifer Wenger, and Steven Wood. (Teleconference)

**GUESTS** Attorney General Representatives: Pamela Peiser (In Person)

Legislative Liaisons: Jimmy Arwood, and Anakaren, Lemus

Scientific Games Representatives: Steve Smith (In-Person), Gabriel Reed, and Hannah Balamut (Teleconference)

Pollard Banknote Limited Representatives: Travis Priest, Jessica Velarde, and John Papile (Teleconference)

Owens Harkey Representatives: Melina Kiser and Anna Garza (Teleconference)

IGT: Nicholas Schell (Teleconference)

## PUBLIC

### Call to Order

1. **Call for Quorum:** Pursuant to the Public Notice dated January 11, 2024, 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, Commissioners Fritz, Commissioner Baumgarten, and Commissioner Aniles. (In-Person)
2. **Notice:** Notice was posted by Luanne Mansanares on January 12, 2024, at 10:00 a.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 December

15, 2023, Public Meeting minutes. Vice Chair Newman moved; Commissioner Baumgarten seconded. The vote was unanimous, with Chair Weintraub, Vice Chair Newman, Commissioners Fritz, Commissioner Baumgarten, and Commissioner Aniles voting aye. The motion carried.

### **Agency Reports**

1. **Executive Report** – Jimmy Arwood provided a Legislative update. Executive Deputy Director Alec Thomson introduced new Commissioner Mario L. Aniles, and presented information on the Gives Back Beneficiary of the Month.
2. **Retailer of the Quarter** – Presented by Vincent Dunlap
3. **Financial Report** – Presented by Russ Harben
4. **2<sup>nd</sup> Quarter Products & Sales Review** – No Presentation
5. **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: *Bonus Bucks* #1450, *Spicy Hot Cash* #1451, and *Cash Plus* #1452.

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: #1450, #1451, and #1452. Vice Chair Newman moved; Commissioner Fritz seconded. The vote was unanimous, with Chair Weintraub, Vice Chair Newman, Commissioner Fritz, Commissioner Baumgarten, and Commissioner Aniles 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**

The next Commission meeting will be held in person on February 16, 2024, at 10:00 a.m. Chair Weintraub asked if there were any other announcements. There was no response.

### **Adjournment**

Chair Weintraub stated with nothing remaining on the agenda, we are adjourned. The meeting adjourned at 10:36 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  
February 16, 2024

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**Executive Report – Presentation**

**Financial Report – Presentation**

**Products & Marketing– Presentation**

**New Game Introductions – No Presentation**

New Game Introductions

The following Scratchers games were introduced since the last commission meeting: *Arizona Adventure* #1425, *500X Fortune* #1440, and *Cash Craze Crossword* #1443.

The following Fast Play games were introduced since the last commission meeting: *Triple Red 7's Progressive* #163 and *Home Run Riches* #164.

More information on these games is available by visiting the Scratchers and Fast Play sections 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 2/1/24</b>
1/26/24	\$10	1393	Bonus Money	2,015,280	89%

# **ATTACHMENT A**

# Dashboard Report February 2024

SERVING ARIZONA FOR 42 YEARS





8.87%

vs. Proj (FYTD)

Total Sales (FYTD)  
\$895,140,964

-2.13%

vs. PYTD

64.11%

vs. Proj (FYTD)

Draw Sales  
\$296,322,234<sup>33.1%</sup>  
%Total Sales

-2.64%

vs. PYTD

Draw Sales : From  
7/1/2018 - To  
2/1/2024  
Fast Play Sales :  
From 7/1/2018 - To  
2/1/2024

-6.68%

vs. Proj (FYTD)

Instant Sales  
\$598,818,730<sup>66.9%</sup>  
%Total Sales

-1.88%

vs. PYTD

104.58%

vs. Proj (FYTD)

Multi-State  
\$207,583,153<sup>70.1%</sup>  
%Draw Sales

-8.88%

vs. PYTD

-6.68%

vs. Proj (FYTD)

Scratchers Sales  
\$590,071,630<sup>98.5%</sup>  
%Instant Sales

-1.89%

vs. PYTD

11.19%

vs. Proj (FYTD)

In-State  
\$57,237,375<sup>19.3%</sup>  
%Draw Sales

16.28%

vs. PYTD

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

-13.51%

vs. Proj (FYTD)

Charitable Pulltab Sales  
\$4,798,620<sup>0.8%</sup>  
%Instant Sales

-9.12%

vs. PYTD

-15.28%

vs. Proj (FYTD)

Quick Draw  
\$1,587,353<sup>0.5%</sup>  
%Draw Sales

21.65%

vs. PYTD

4.11%

vs. Proj (FYTD)

Age Rest. Pulltab Sales  
\$2,923,560<sup>0.5%</sup>  
%Instant Sales

11.77%

vs. PYTD

16.16%

vs. Proj (FYTD)

Fast Play  
\$29,914,353<sup>10.1%</sup>  
%Draw Sales

14.90%

vs. PYTD

1.16%

vs. Proj (FYTD)

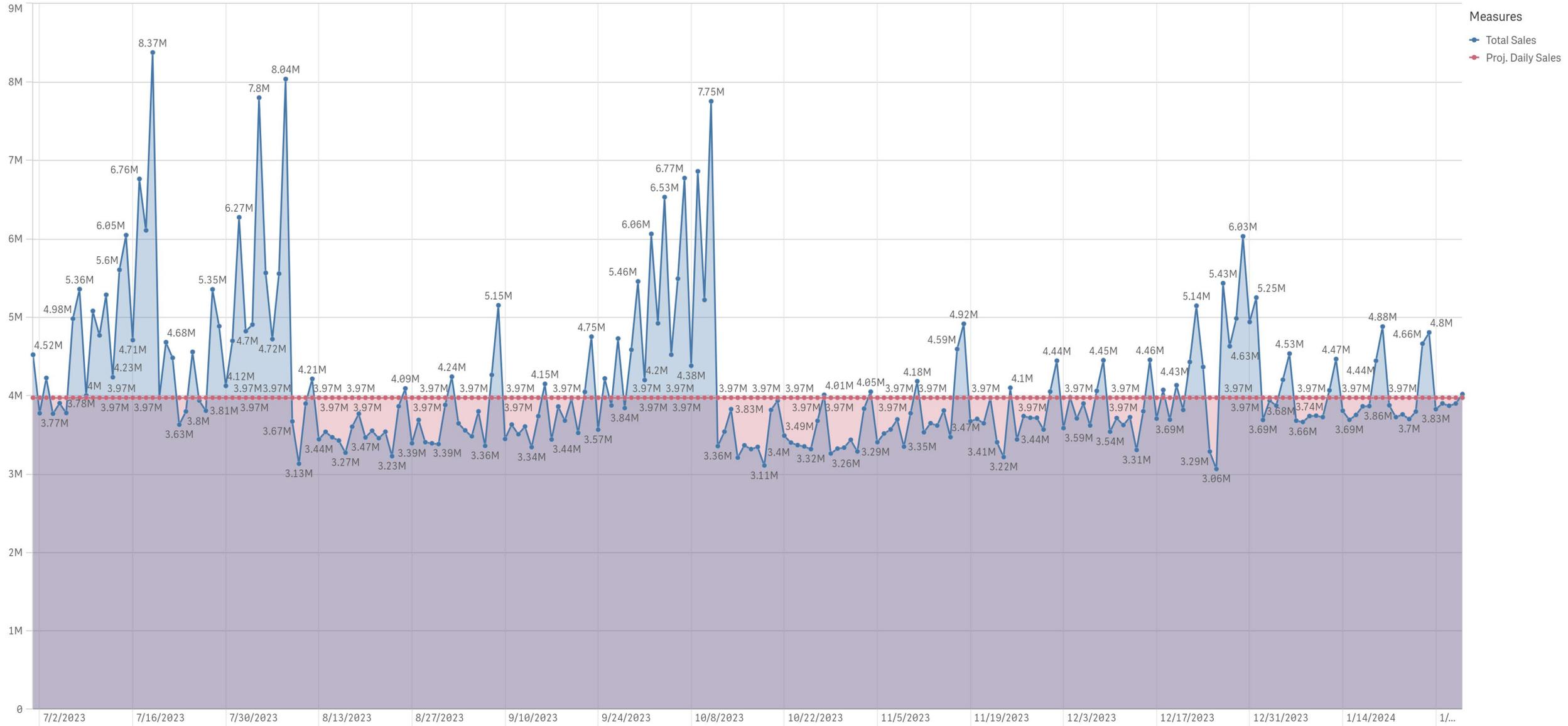
Other Pulltab Sales  
\$1,024,920<sup>0.2%</sup>  
%Instant Sales

8.58%

vs. PYTD



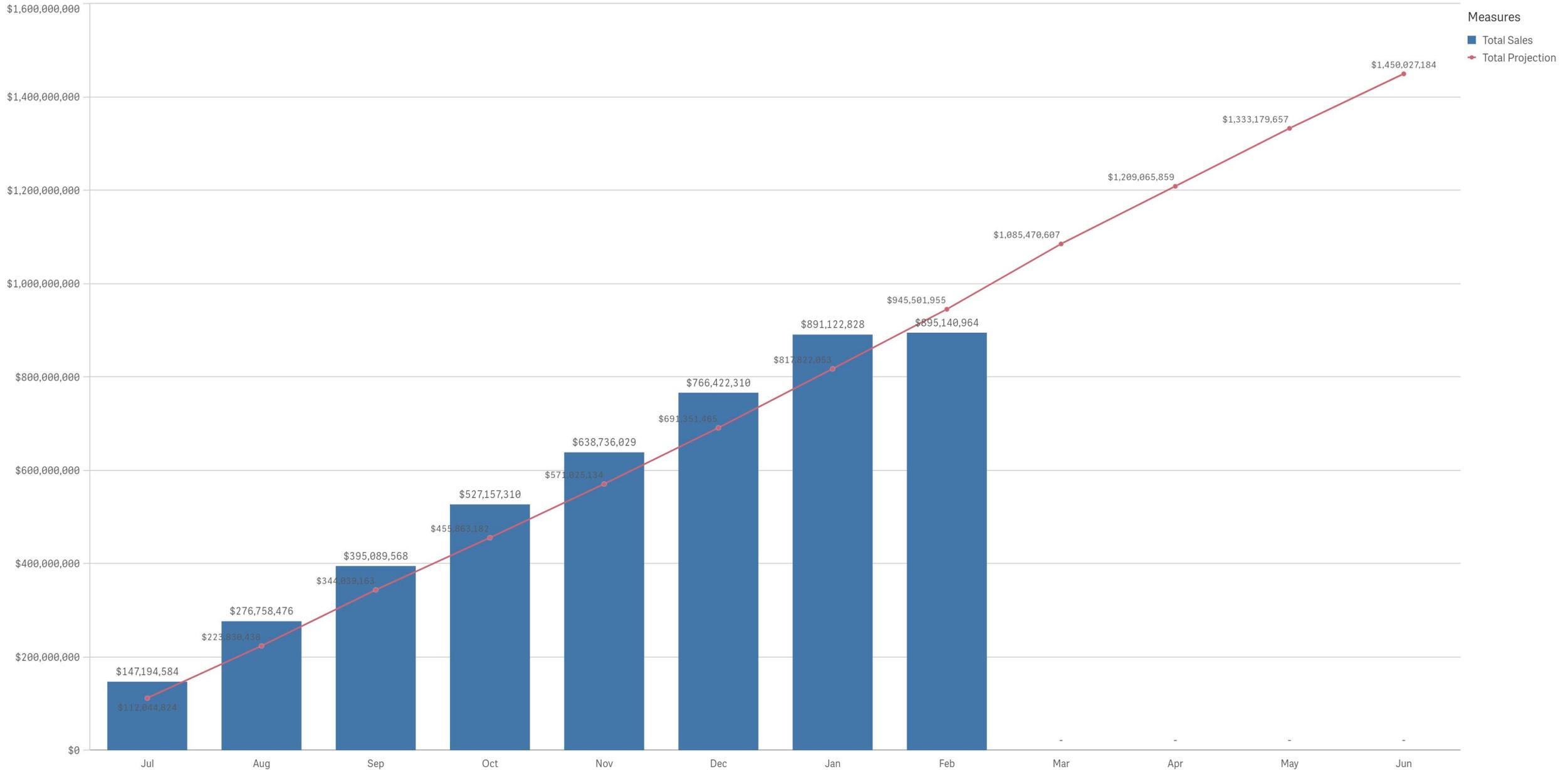
# Daily Sales vs. Goal





# YTD Sales vs. Projection

FY 2024 Total Sales vs. Projection

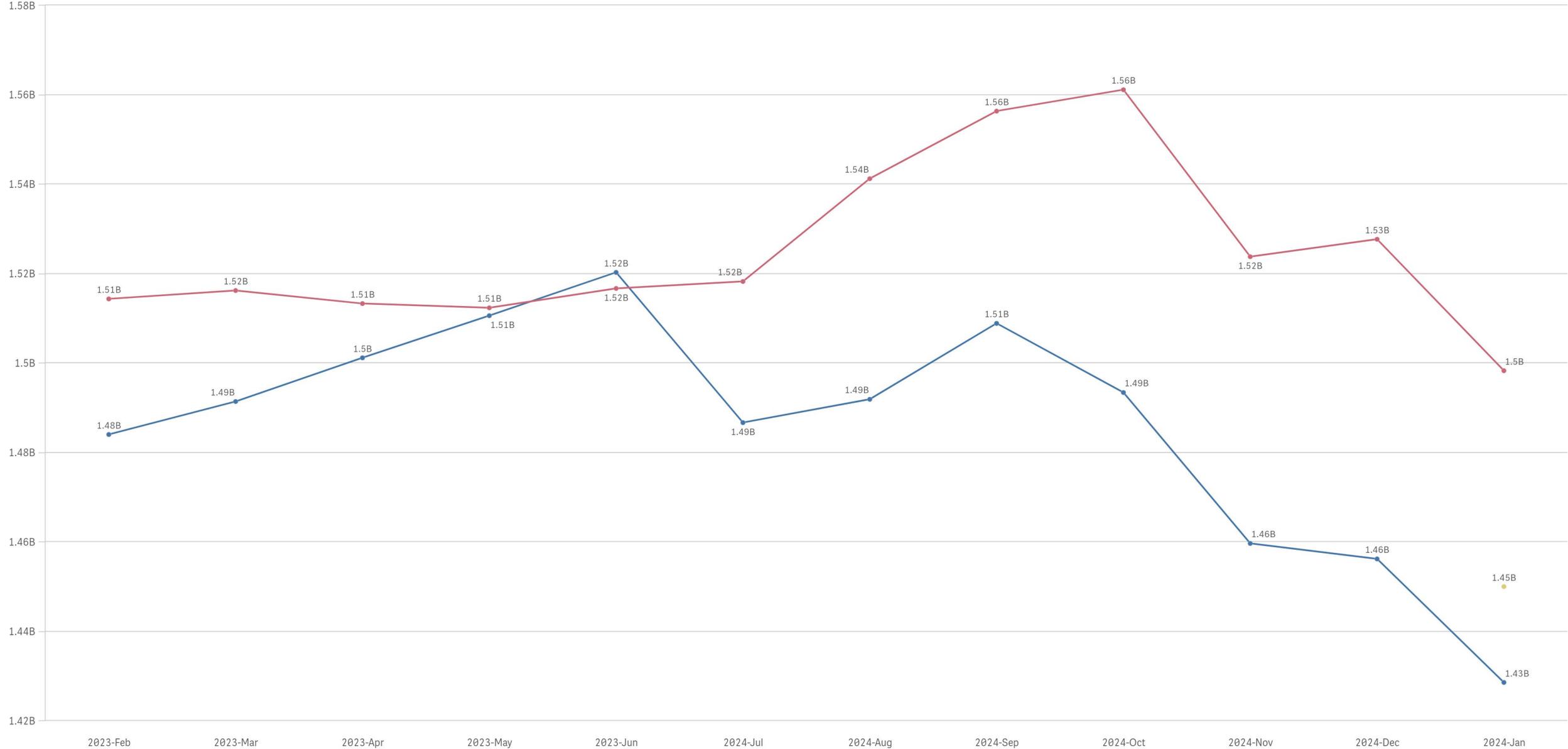




# Rolling 12 Month Total Sales

Rolling 12 Month Sales

◆ Total Projection    ◆ Current Year Projection    ◆ Total Sales

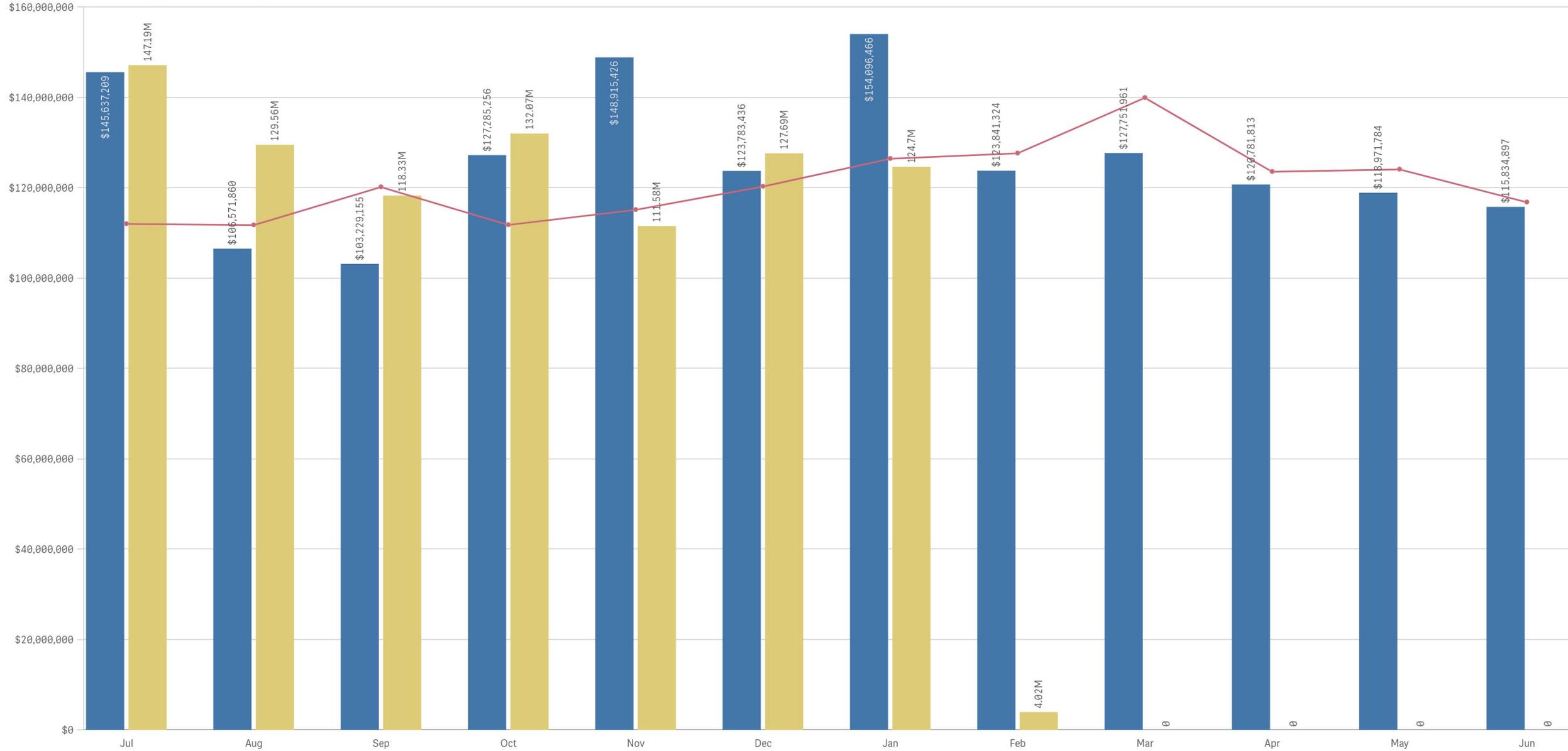




# All Games

Sales FY 2023 vs. 2024 vs. Projection

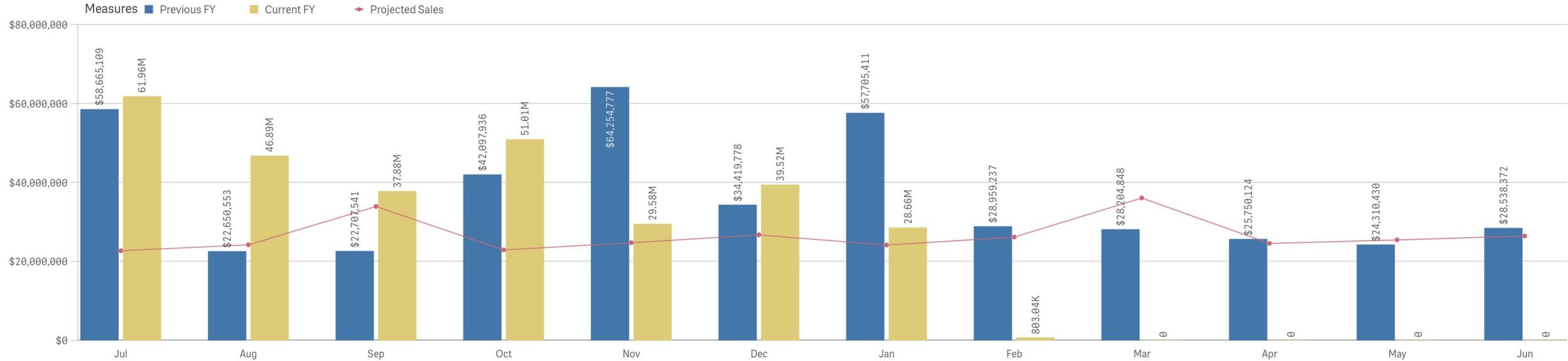
Measures ■ Previous FY ■ Current FY ◆ Projected Sales



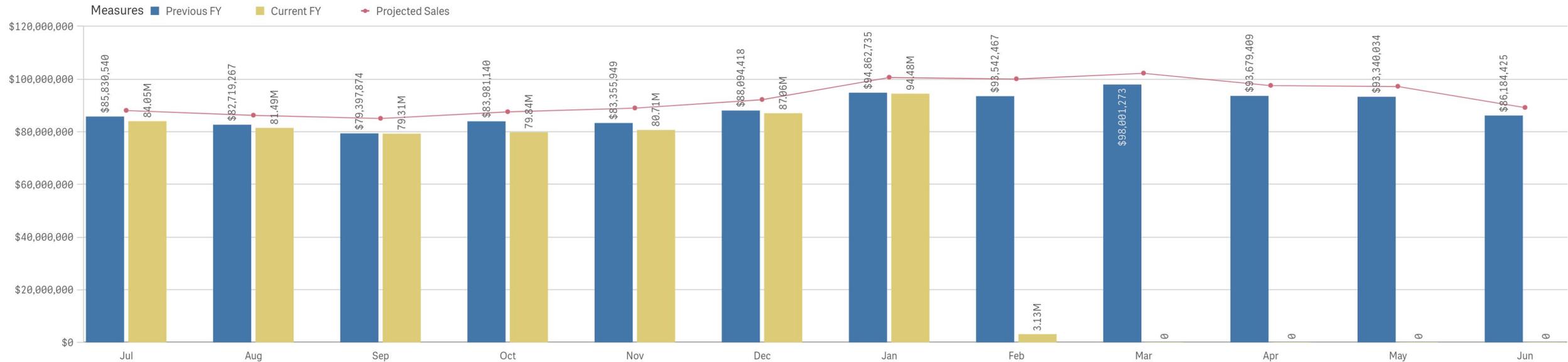


# Draw and Instant Games

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



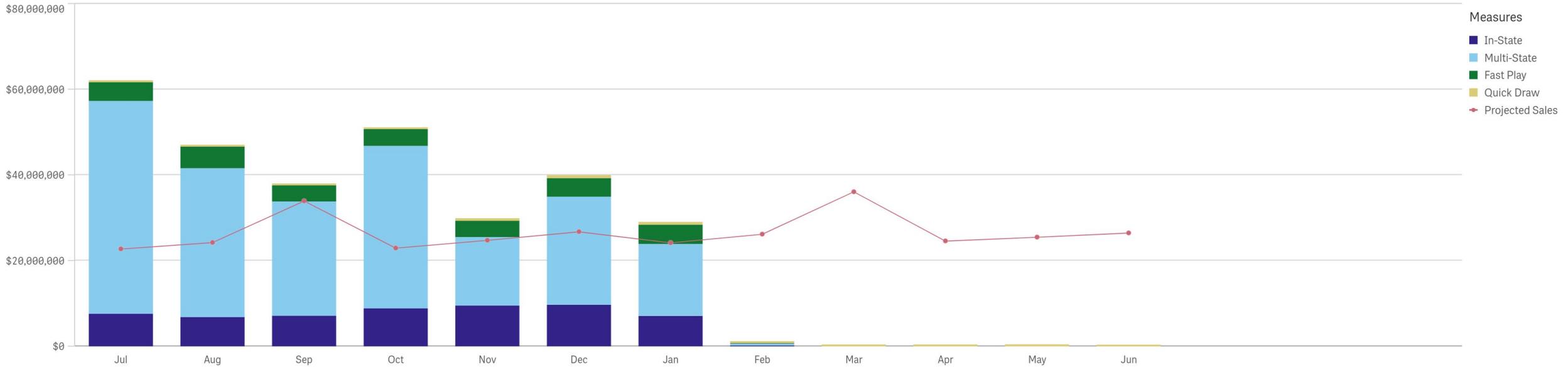
### Instant Sales FY 2023 vs. 2024 vs. Projection



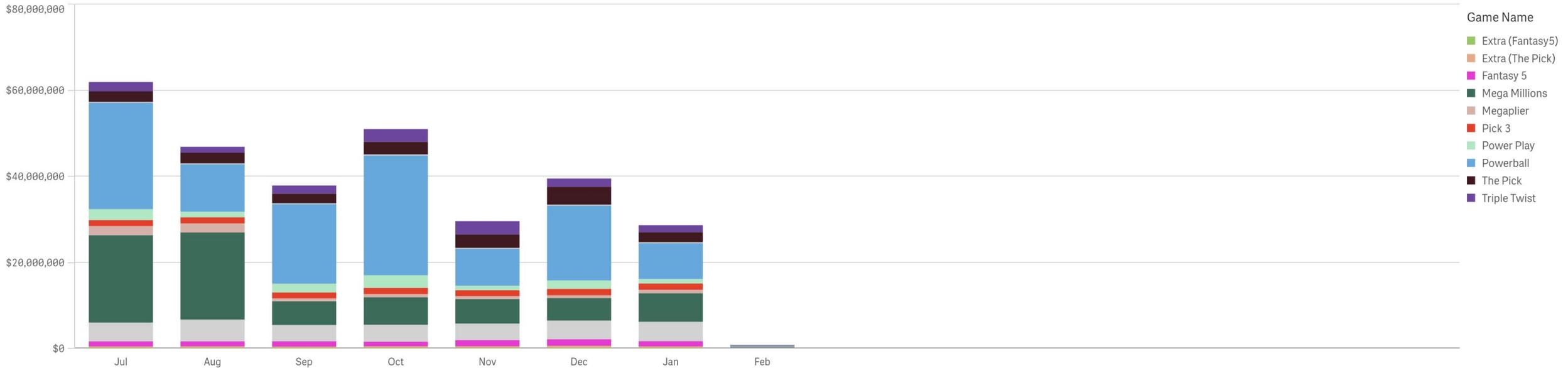


# Draw Sales by Month

### FY 2024 Draw Sales by Game Type



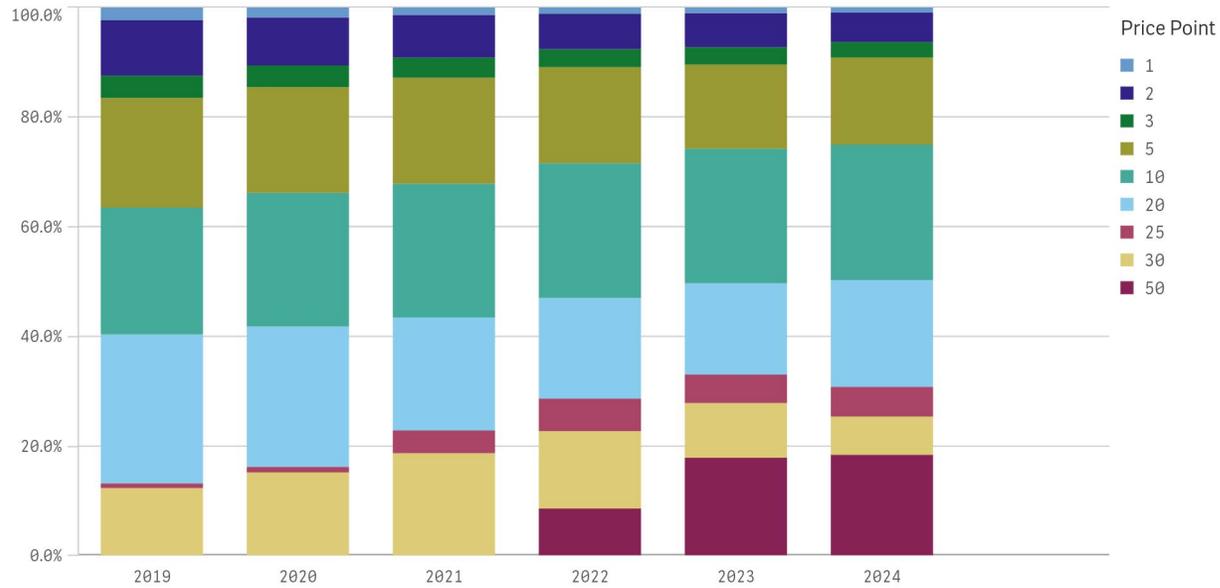
### FY 2024 Draw Sales by Game



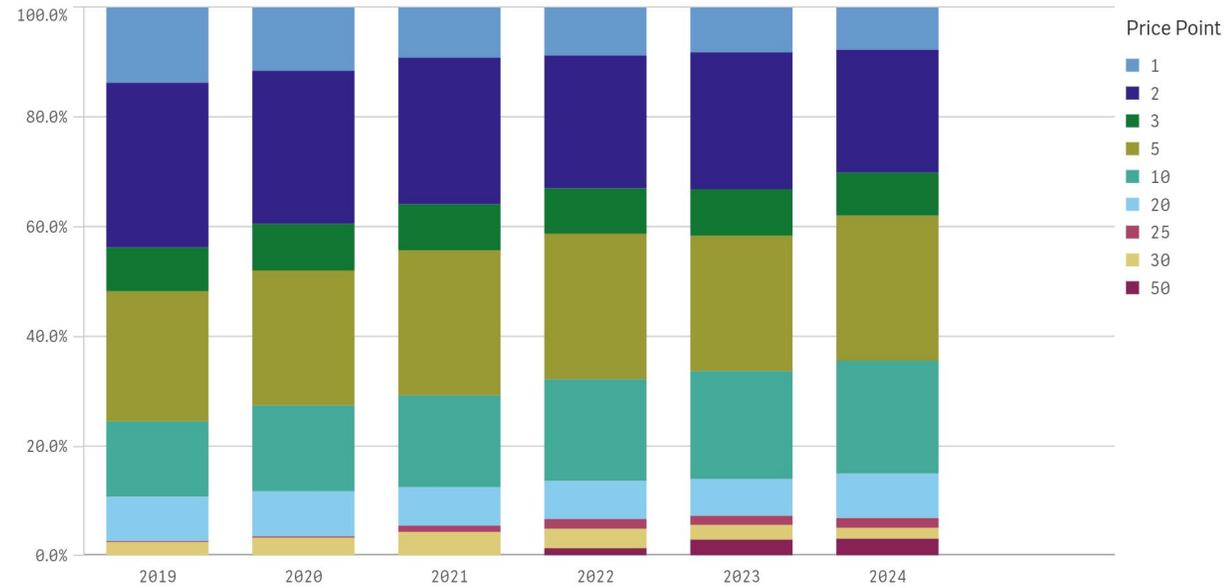


# Sales by Price Point - Scratcher and Pull Tabs

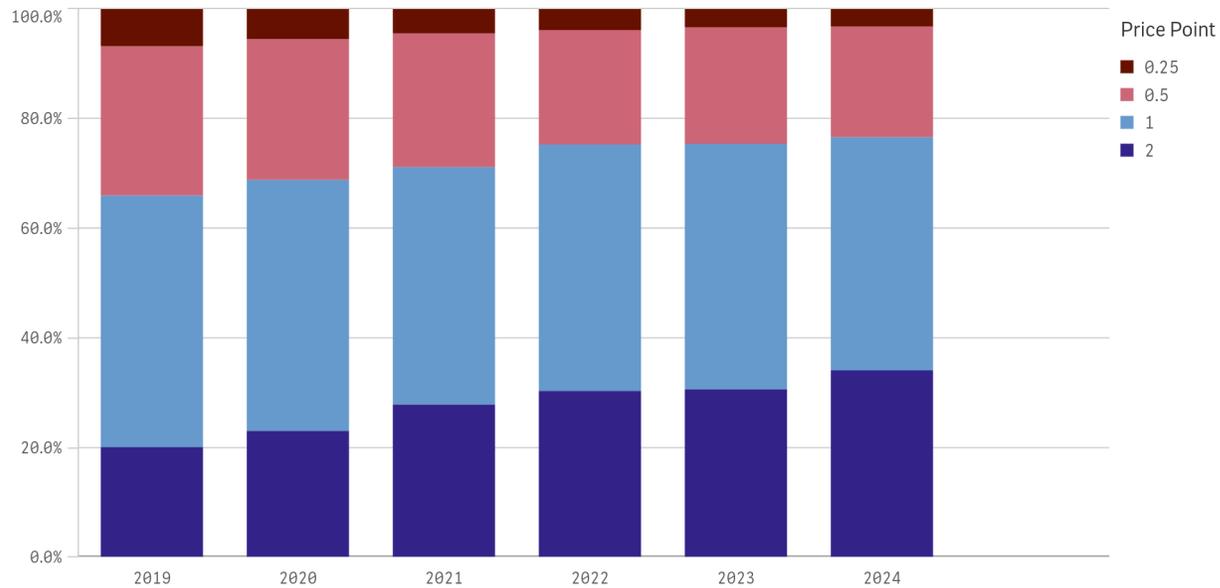
### Based on Dollars Sold - Scratcher



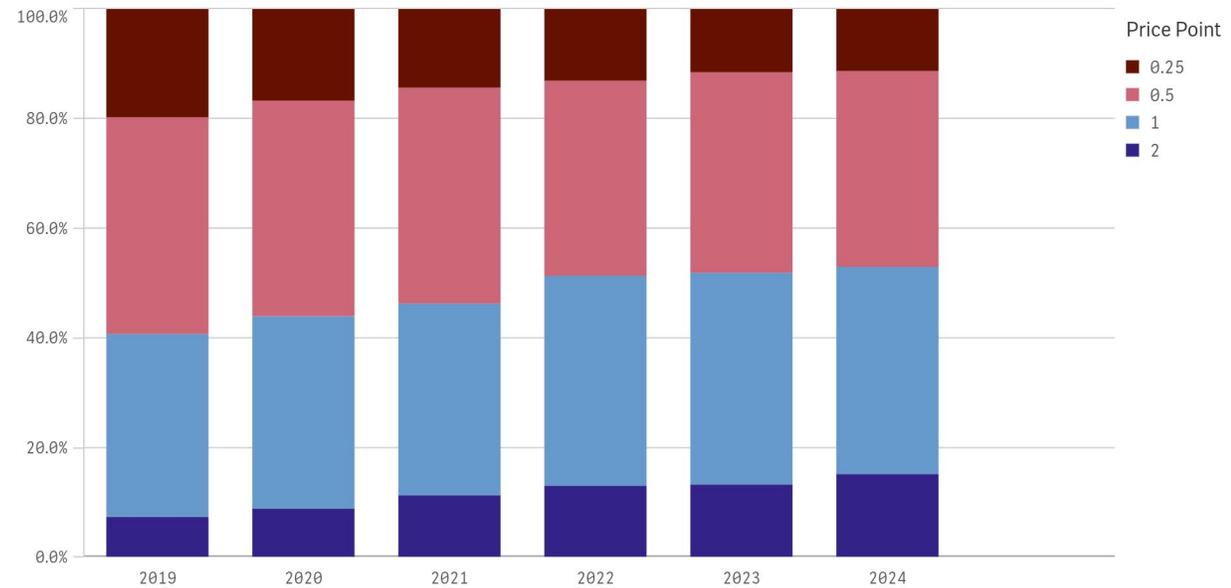
### Based on Tickets Sold - Scratcher



### Based on Dollars Sold - Pull Tabs



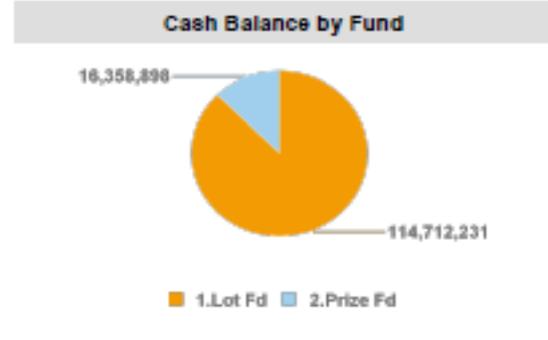
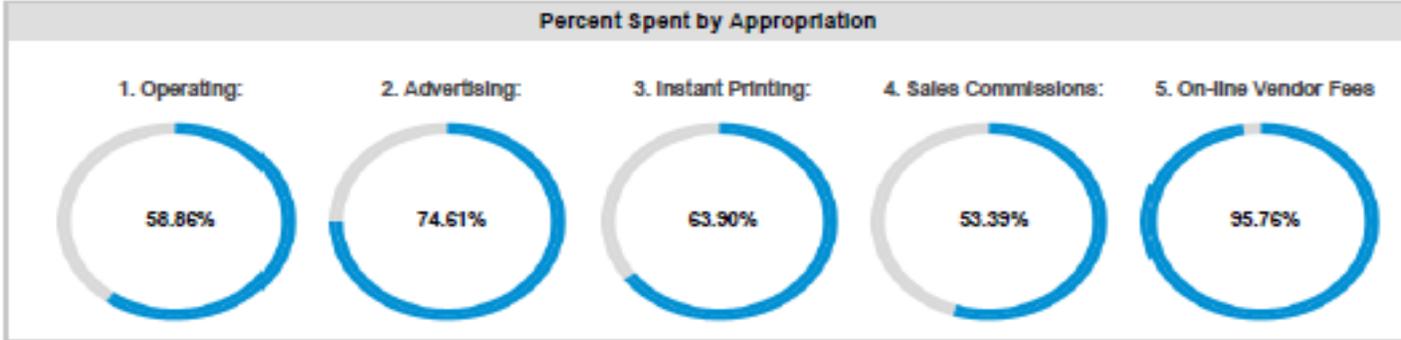
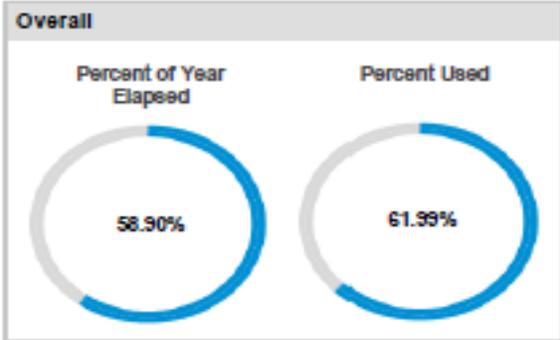
### Based on Tickets Sold - Pull Tabs



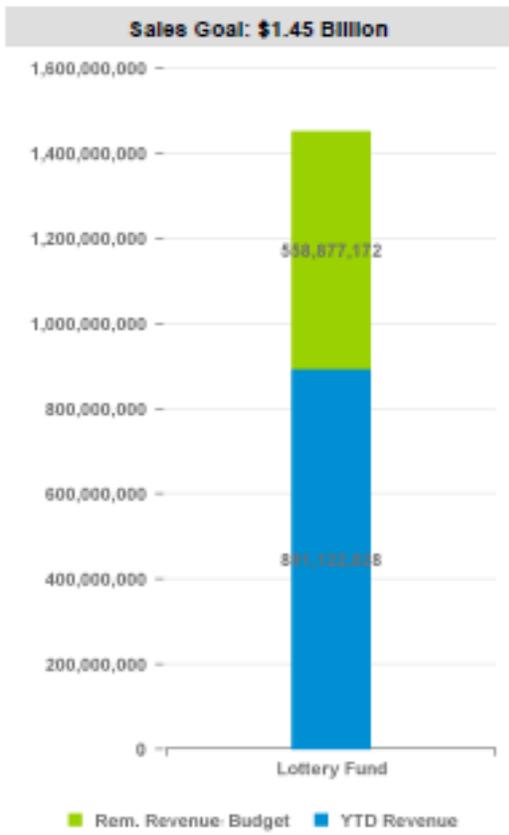




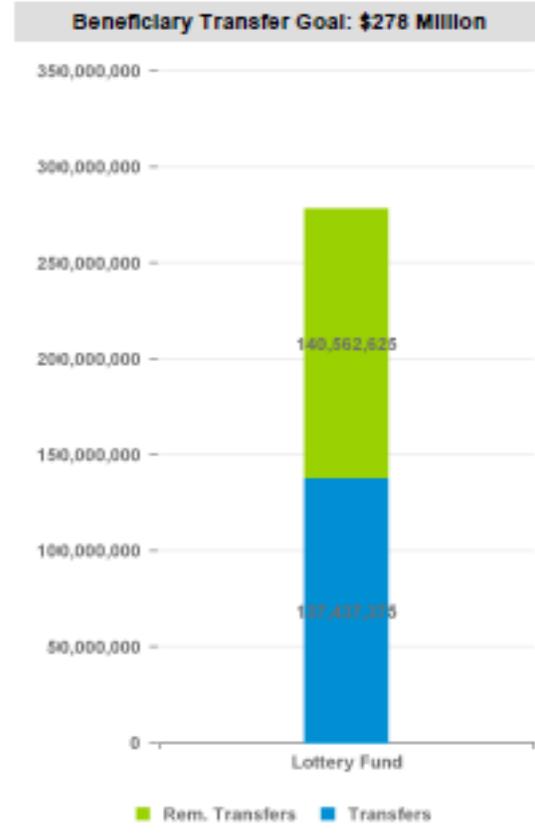
# FY24 Year-to-date Financial Status



## 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	-	2,718,144	-	-2,718,144	
	6100 - Employee Related Expenditures	-	1,026,955	-	-1,026,955	
	6200 - Professional And Outside Services	-	340,915	266,925	-607,840	
	6500 - Travel - In-State	-	13,818	1,885	-15,703	
	6600 - Travel - Out-Of-State	-	20,930	14,413	-35,343	
	7000 - Other Operating Expenditures	-	824,881	845,459	-1,670,339	
	8500 - Non-Capital Equipment	-	3,903	3,176	-7,079	
	9100 - Transfers Out	-	52,877	31,884	-84,761	
<b>Total:</b>		<b>10,475,200</b>	<b>6,002,421</b>	<b>1,183,742</b>	<b>4,308,038</b>	<b>68.88%</b>
2. Advertising:	0000 - Appropriation Budget	15,500,000	-	-	15,500,000	
	7000 - Other Operating Expenditures	-	5,306,222	6,258,798	-11,565,020	
	<b>Total:</b>	<b>15,500,000</b>	<b>5,306,222</b>	<b>6,258,798</b>	<b>3,834,880</b>	<b>74.61%</b>
3. Instant Printing:	0000 - Appropriation Budget	37,965,000	-	-	37,965,000	
	7000 - Other Operating Expenditures	-	14,093,217	10,168,034	-24,261,251	
	<b>Total:</b>	<b>37,965,000</b>	<b>14,093,217</b>	<b>10,168,034</b>	<b>13,703,748</b>	<b>83.90%</b>
4. Sales Commissions:	0000 - Appropriation Budget	97,086,500	-	-	97,086,500	
	7000 - Other Operating Expenditures	-	50,345,740	1,485,992	-51,831,732	
	<b>Total:</b>	<b>97,086,500</b>	<b>50,345,740</b>	<b>1,485,992</b>	<b>45,254,768</b>	<b>63.39%</b>
5. On-line Vendor Fees:	0000 - Appropriation Budget	17,753,633	-	-	17,753,633	
	6200 - Professional And Outside Services	-	11,882,668	5,117,332	-17,000,000	
	<b>Total:</b>	<b>17,753,633</b>	<b>11,882,668</b>	<b>5,117,332</b>	<b>763,633</b>	<b>95.76%</b>
<b>Grand Total:</b>		<b>178,780,333</b>	<b>88,630,288</b>	<b>24,183,888</b>	<b>87,868,188</b>	



Arizona  
Lottery

TM

**New Business Item #1**  
Instant Scratch Game Profile  
Report to Arizona Lottery Commission  
February 16, 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 this game profile. After Commission approval, staff will commence with plans for printing, distribution, and sales of this game.

**NEW GAME PROFILE**

Attached for the Lottery Commission's action is new instant scratch game profile: *Lady Luck* #1453.

**Lady Luck #1453.** This \$10 game has a top prize of \$100,000. This game will be printed at a quantity of approximately 2.2 million tickets.

Attachments (Commissioners only)

**New Business Item #2**  
Fast Play Game Profile  
Report to Arizona Lottery Commission  
February 16, 2024

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

**NEW GAME PROFILE**

Attached for the Lottery Commission's action is new Fast Play game profile: *Casino Royale Slots #166*.

**Casino Royale Slots #166**. This \$20 Fast Play game has a progressive top prize that starts at \$200,000. Players match three symbols in each SPIN to win a prize according to the PRIZE LEGEND. Players double their prize when three symbols are matched in the ROYALE BONUS.

Attachments (Commissioners only)