



November 17, 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 **November 17, 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

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 October 20, 2023, Public Meeting

Agency Reports

1. Executive Report – Presentation
2. Financial Statement Audit Results - Presentation
3. Financial Report – Presentation
4. New Games Introduction – No Presentation

New Business

1. Discussion and possible action on new instant scratch game profile: *Money Bags* #1448.
2. Discussion and possible action on new Fast Play™ game profiles: *Triple Red 7's Progressive* #163 and *Home Run Riches* #164.

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 **December 15, 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 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 8th day of November 2023

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 October 20, 2023, Meeting

PRESIDING Chair Jeff Weintraub (Teleconference)

COMMISSIONERS Todd Newman, Tim Baumgarten, and Tereza Fritz (In-Person)

LOTTERY Alec Thomson; Deputy Executive Director, Russ Harben; Deputy Director of Operations & Chief Financial Officer, Mia Lemke, Human Resources, Christopher Rogers; Deputy Director of Products & Marketing, Kome Akpolo; General Counsel, and Raynie Hosto; Deputy Director of Customer Service & Sales (In-Person)

Luanne Mansanares, Ray Ortega, Imani Keith, Mary Cimaglio, and Karla Henriksen (In Person); Alexandra Adukeh, Valerie Aguilar, Shelby Alessi, Debra Andrego, Cassandra Bierworth, Anjali Dang, Stacey Henderson, Wyeth Hines, Christopher Holley-Woodward, Susan Kalember, Ashley Lovett, Mia Marquez, Cheyenne Mcmurtry, Vicki Nelson, Robin Peters, Daniel Plank, Jacob Rusywick, Lisa Schartz, Sam Shipps, Brian Simons, Orion Steen, Kathleen Syms, Adam Tollefson, and Steven 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: Wes Brown Jessica Velardi, Travis Priest, and John Papile

Owens Harkey Representatives: Jessica Guffey (Teleconference)
IGT- Nicholas Schell (Teleconference)

PUBLIC Javon Jennings, Alexander Akpolo (In-Person), and Kimberly Gonzalez (Teleconference)

Call to Order

1. **Call for Quorum:** Pursuant to the Public Notice dated October 20, 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, and Commissioner Fritz (appearing in person).
2. **Notice:** Notice was posted by Luanne Mansanares on October 12, 2023, at 12:00 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 September 15, 2023, Public Meeting minutes. Vice Chair Newman moved; Commissioner Fritz seconded. The vote was unanimous, with Chair Weintraub, Vice Chair Newman, and Commissioner Fritz voting aye, and Commissioner Baumgarten abstaining. The motion

carried.

Agency Reports

1. **Executive Report** – Executive Deputy Director Alec Thomson presented information on the Gives Back Beneficiary of the Month, and Chris Rogers presented the new holiday commercial.
2. **Financial Report** – Presented by Russ Harben
3. **Retailer of the Quarter** – Presented by Wyeth Hines
4. **1st 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: *500X* #1440, and *Cactus Crossword* #1444.

Luanne Mansanares informed the Chair the game name should be 500X and not 500 Times. Chair Weintraub corrected the information by repeating “**500X #1440**” and *Cactus Crossword* #1444, asking if any members of the public wanted to address the Commission regarding the game profile. There was no response from the public.

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 scratcher profiles: #1440, and #1444. Vice Chair Newman moved; Commissioner Fritiz seconded. The vote was unanimous, with Chair Weintraub, Vice Chair Newman, Commissioner Baumgarten, and Commissioner Fritz all voting aye. The motion carried.

2. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new Quick Draw™ profiles: *Hi-Lo* #20 and *Pick Your Bet* #23. There was no response from the public.

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 Quick Draw™ profiles: #20, and #23. Commissioner Baumgarten moved, and Vice Chair Newman seconded. The vote was unanimous, with Chair Weintraub, Vice Chair Newman, Commissioner Baumgarten, and Commissioner Fritz all voting aye. The motion carried.

3. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new promotion profile: *Money Multiplier* #131. There was no response from the public.

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 promotion profile:

#131. Vice Chair Newman moved, and Commissioner Fritz seconded. The vote was unanimous, with Chair Weintraub, Vice Chair Newman, Commissioner Baumgarten, and Commissioner Fritz 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. The Arizona Lottery will temporarily close the Phoenix Lobby for skylight renovations from October 23rd to November 3rd. The office will continue to serve our players through the walk-up window.
2. The next Commission meeting will be held in person on November 17, 2023, 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 10:31 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
November 17, 2023

Executive Report – Presentation

Financial Statement Audit Results - Presentation

Financial Report – Presentation

New Game Introductions – No Presentation

New Game Introductions

The following Scratchers games were introduced since the last commission meeting: *Lady Luck* #1399, *Red Hot 7s* #1410, *Bingo Bash* #1424, and *Millionaire Extraordinaire* #1431.

More information on these games are available by visiting the Scratchers section at 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.

Date Ended	Price Point	Game No.	Game Name	Beginning Inventory	% Sold through 11/6/23
11/7/23	\$5	1412	Universal Monsters	1,929,360	55%

ATTACHMENT A

Dashboard Report November 2023

SERVING ARIZONA FOR 42 YEARS



14.76%

vs. Proj (FYTD)

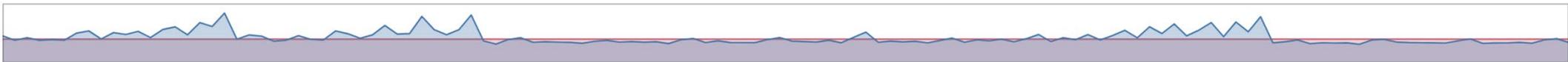
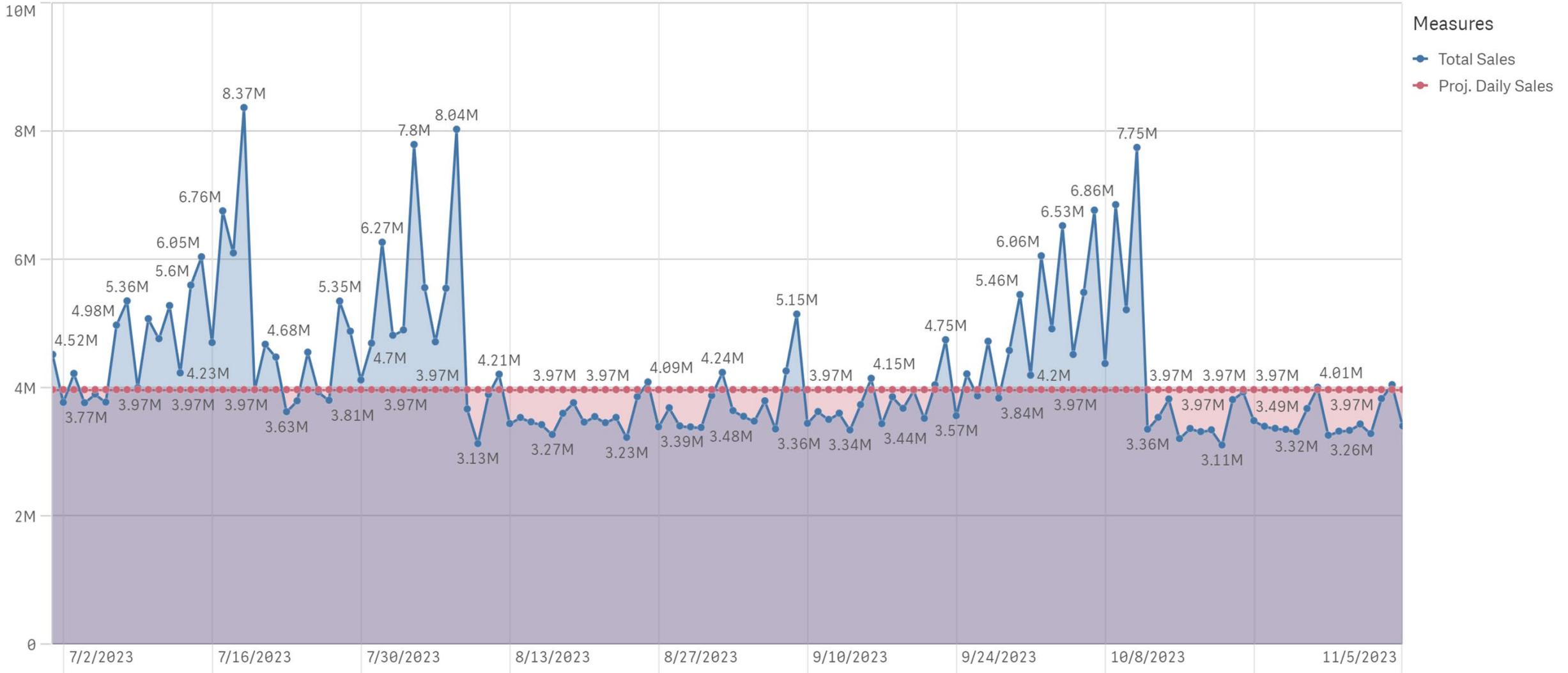
Total Sales (FYTD)
\$545,168,770

3.88%

vs. PYTD

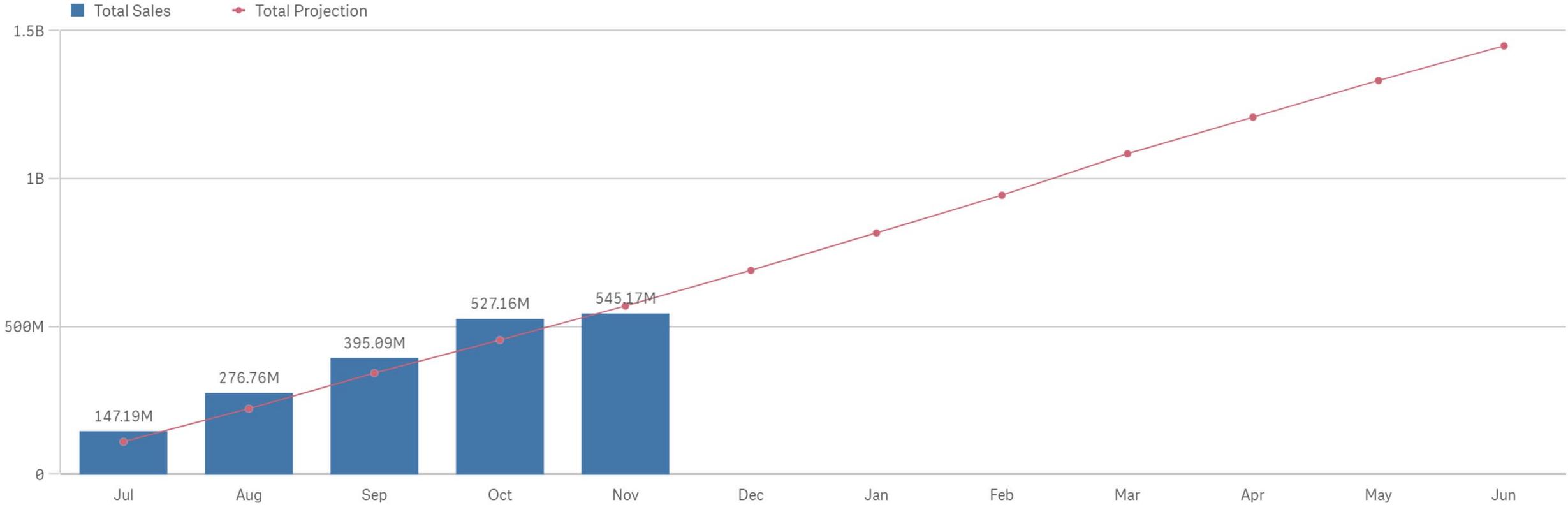
87.36%	Draw Sales \$202,451,804 ^{37.1%} <small>%Total Sales</small>	16.25%	Draw Sales : From 7/1/2018 - To 11/5/2023 Fast Play Sales : From 7/1/2018 - To 11/5/2023	-6.62%	Instant Sales \$342,716,966 ^{62.9%} <small>%Total Sales</small>	-2.26%
vs. Proj (FYTD)		vs. PYTD		vs. Proj (FYTD)		vs. PYTD
141.49%	Multi-State \$151,536,145 ^{74.9%} <small>%Draw Sales</small>	16.60%		-6.63%	Scratchers Sales \$337,833,686 ^{98.6%} <small>%Instant Sales</small>	-2.29%
vs. Proj (FYTD)		vs. PYTD		vs. Proj (FYTD)		vs. PYTD
8.36%	In-State \$32,128,587 ^{15.9%} <small>%Draw Sales</small>	13.18%		-16.22%	Charitable Pulltab Sales \$2,648,760 ^{0.8%} <small>%Instant Sales</small>	-12.98%
vs. Proj (FYTD)		vs. PYTD	vs. Proj (FYTD)		vs. PYTD	
-9.29%	Quick Draw \$970,616 ^{0.5%} <small>%Draw Sales</small>	31.58%	Pulltab Sales : From 7/2/2018 - To 11/3/2023 Scratcher Sales : From 7/1/2018 - To 11/5/2023	9.44%	Age Rest. Pulltab Sales \$1,636,200 ^{0.5%} <small>%Instant Sales</small>	19.48%
vs. Proj (FYTD)		vs. PYTD		vs. Proj (FYTD)		vs. PYTD
22.17%	Fast Play \$17,816,456 ^{0.8%} <small>%Draw Sales</small>	18.27%		11.76%	Other Pulltab Sales \$598,320 ^{0.2%} <small>%Instant Sales</small>	23.11%
vs. Proj (FYTD)		vs. PYTD		vs. Proj (FYTD)		vs. PYTD

Daily Sales vs Goal



YTD Sales vs. Projection

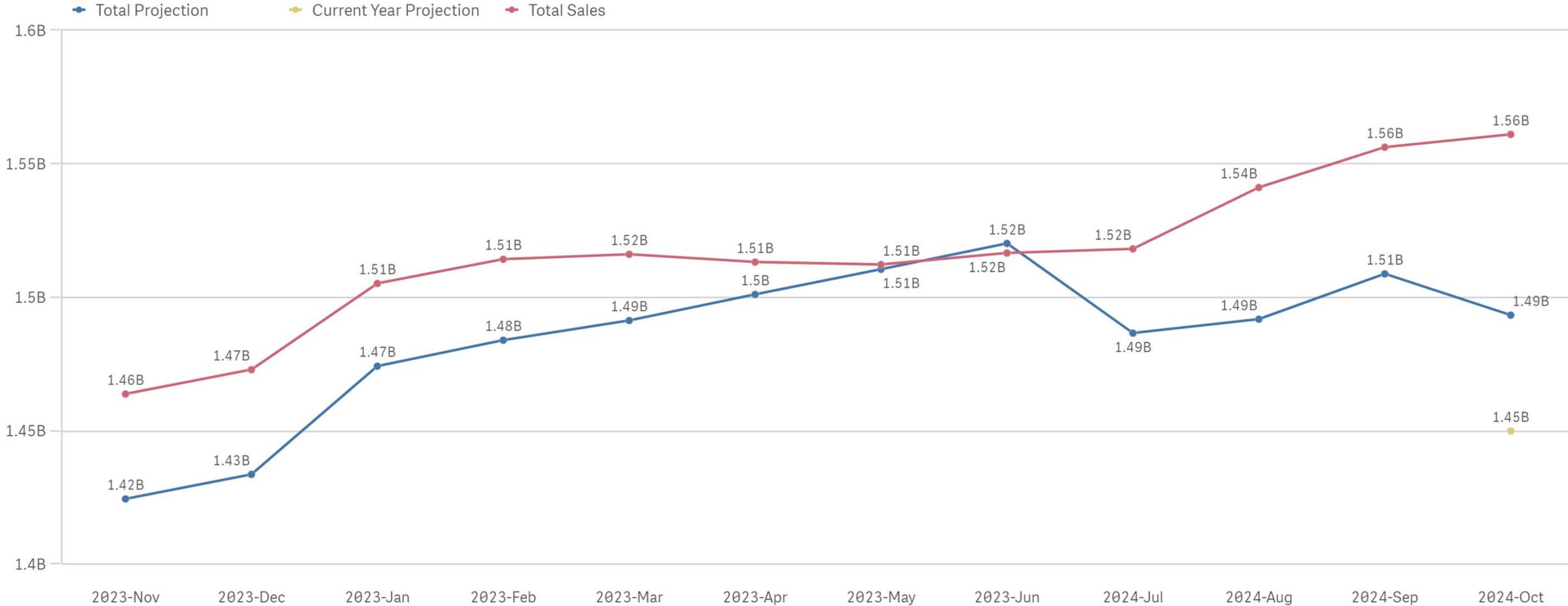
FY 2024 Total Sales vs. Projection



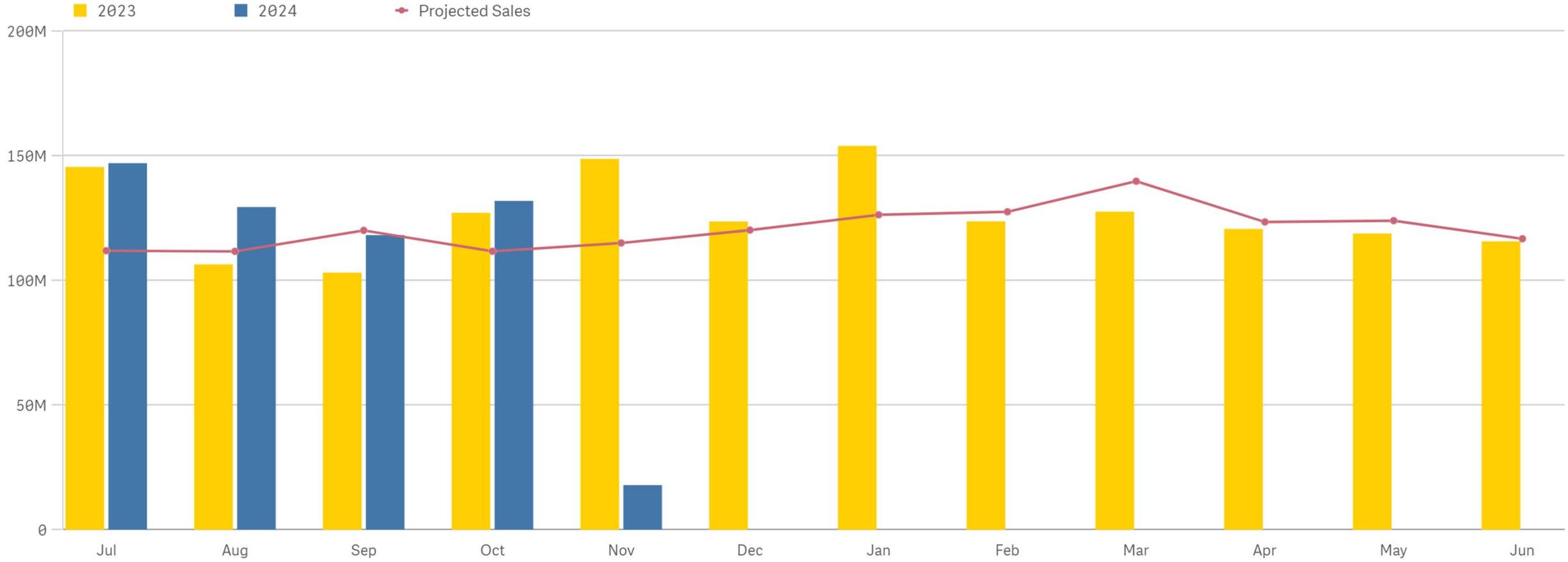


Rolling 12 Month Total Sales

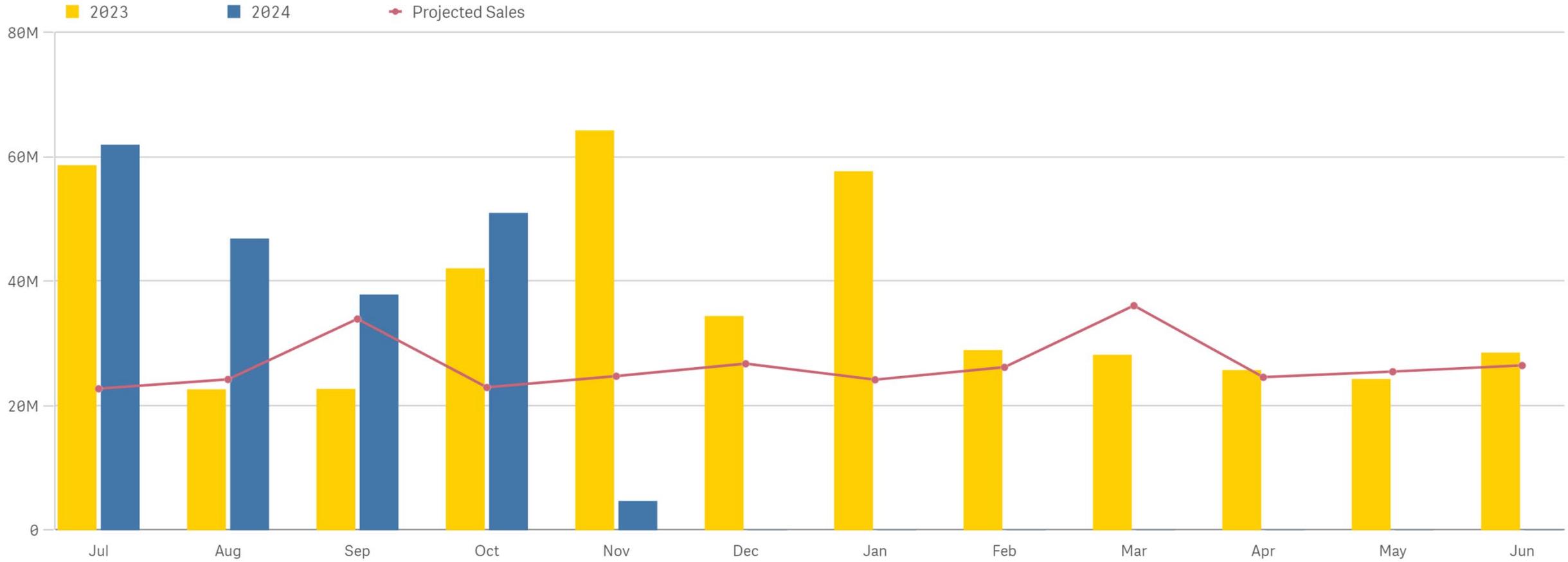
Rolling 12 Month Sales



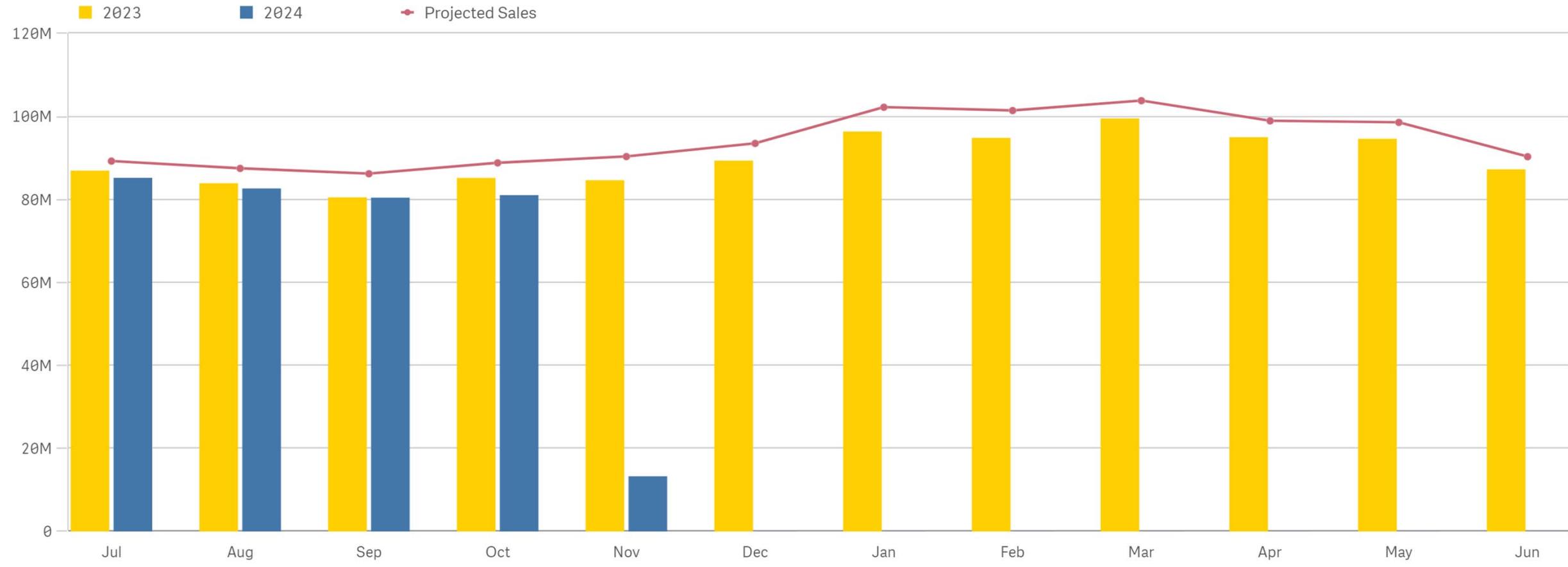
Total Sales FY 2023 vs. 2024 vs. Projection



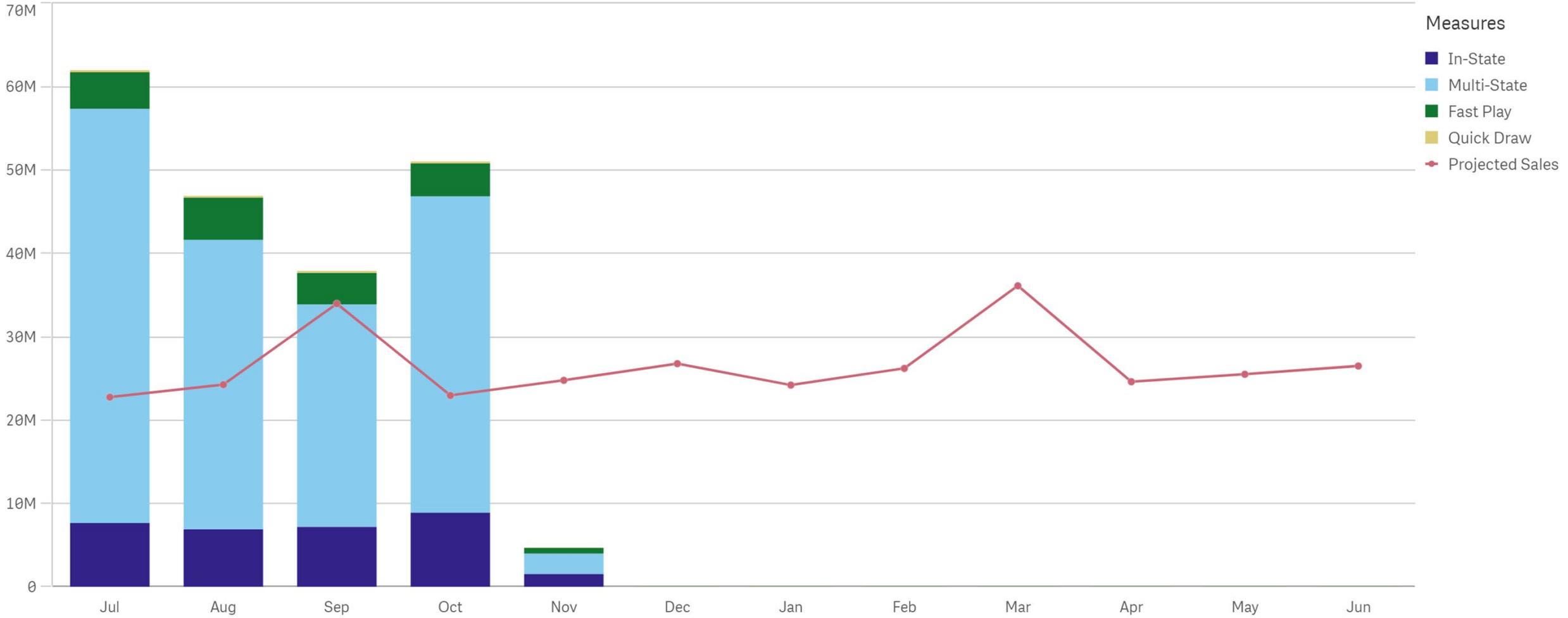
Draw Sales FY 2023 vs. 2024 vs. Projection



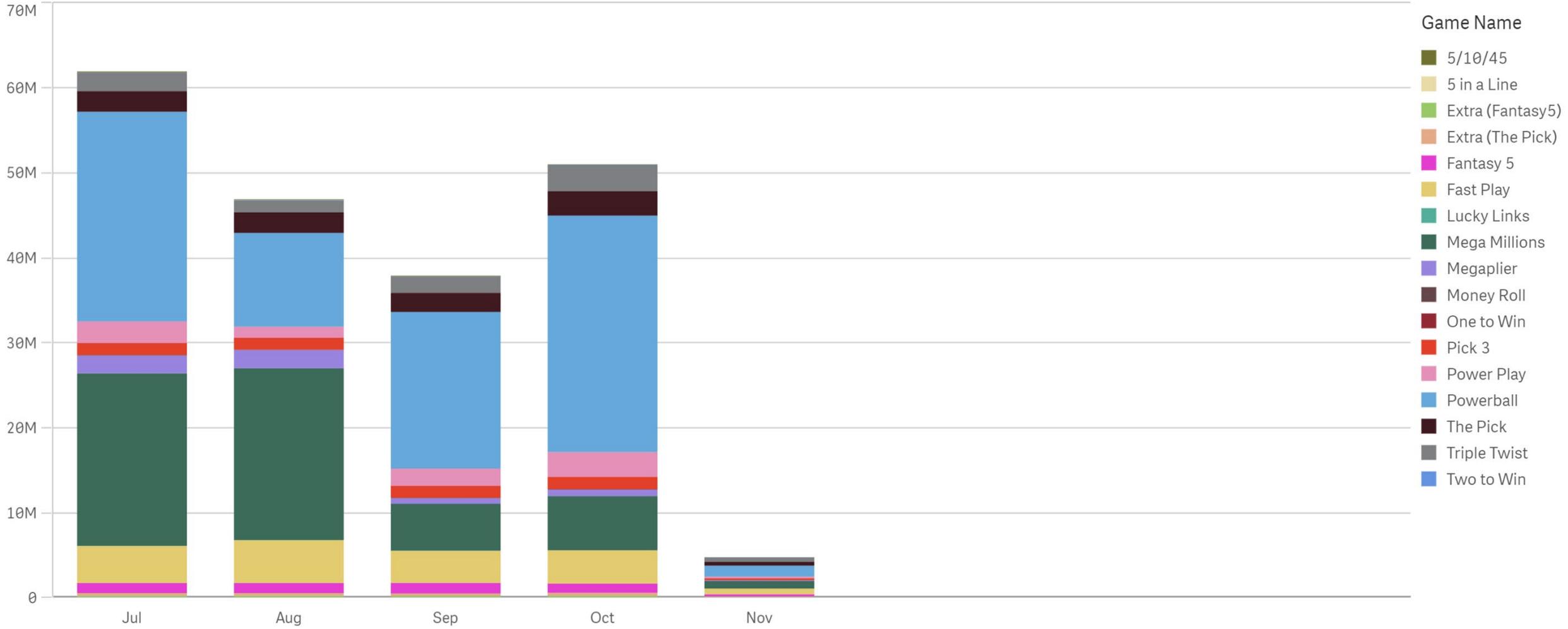
Instant Sales FY 2023 vs. 2024 vs. Projection



FY 2024 Draw Sales by month



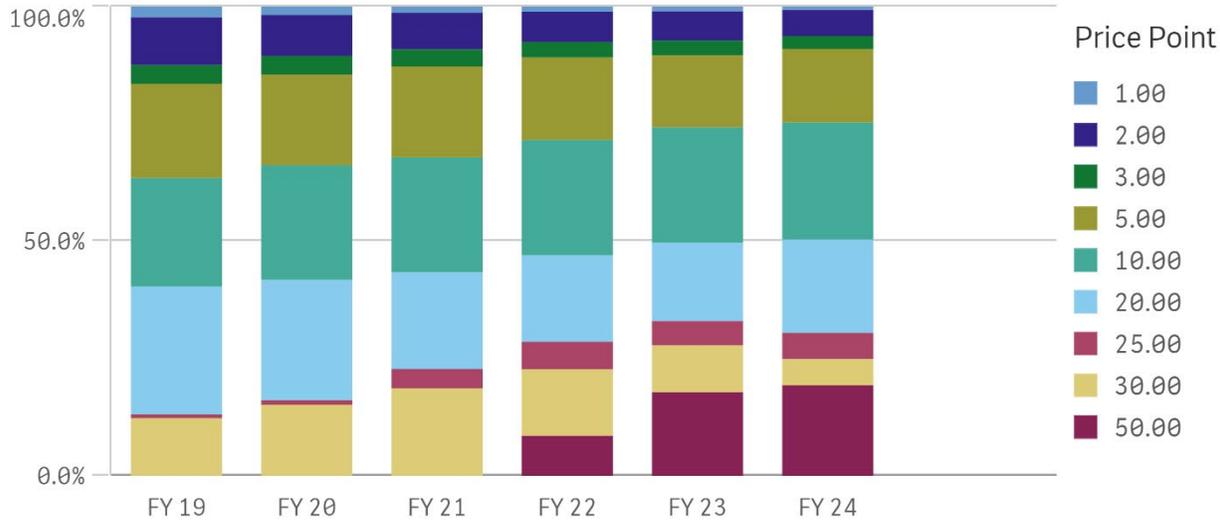
FY 2024 Draw Sales by Game



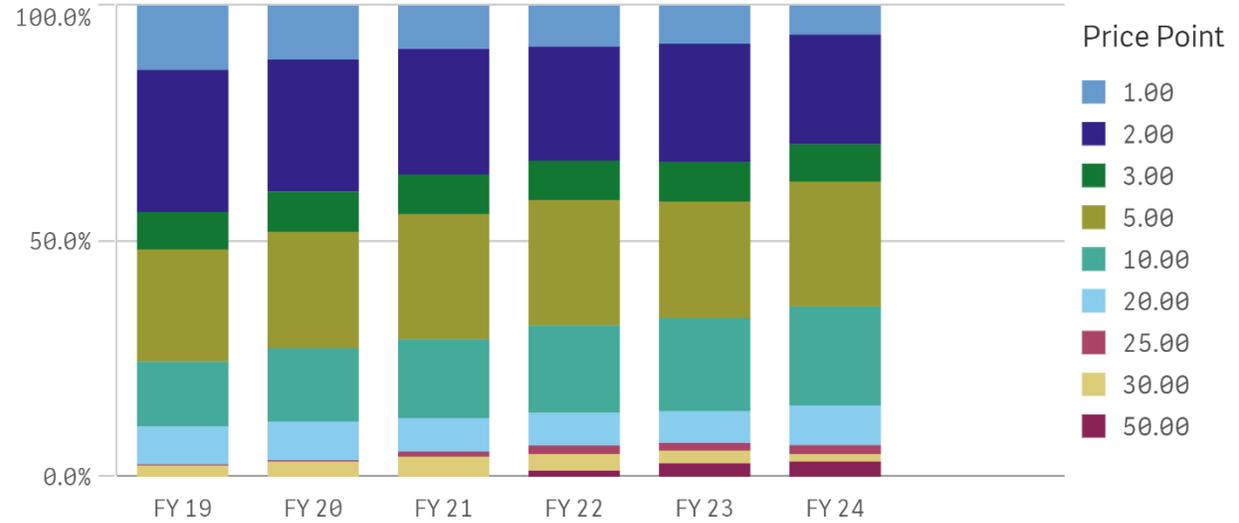


Scratcher Sales by Price Point

Based on Dollars Sold

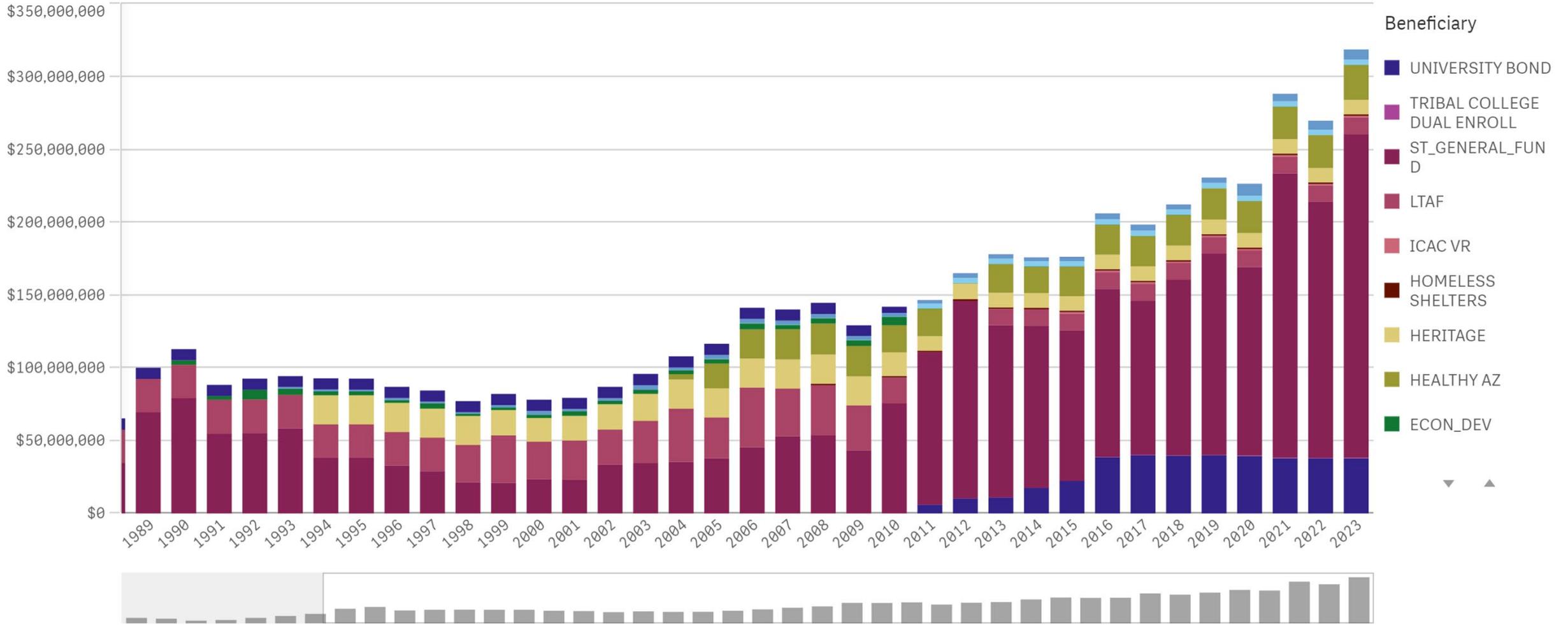


Based on Tickets Sold



Price Point	FY 20	FY 21	FY 22	FY 23	FY 24	Price Point	FY 20	FY 21	FY 22	FY 23	FY 24
1.00	\$15,243,692	\$14,836,696	\$12,025,050	\$10,754,616	\$2,458,033	1.00	15,243,692	14,836,696	12,025,050	10,754,616	2,458,033
2.00	\$74,204,632	\$86,605,472	\$67,053,928	\$66,225,952	\$18,613,122	2.00	37,102,316	43,302,736	33,526,964	33,112,976	9,306,561
3.00	\$33,795,897	\$40,770,039	\$34,325,706	\$33,645,018	\$9,536,181	3.00	11,265,299	13,590,013	11,441,902	11,215,006	3,178,727
5.00	\$163,624,105	\$214,810,495	\$183,329,755	\$163,422,570	\$52,966,385	5.00	32,724,821	42,962,099	36,665,951	32,684,514	10,593,277
10.00	\$207,204,520	\$271,076,850	\$256,301,440	\$261,194,770	\$84,154,500	10.00	20,720,452	27,107,685	25,630,144	26,119,477	8,415,450
20.00	\$217,273,740	\$228,944,840	\$192,016,600	\$177,090,260	\$67,188,300	20.00	10,863,687	11,447,242	9,600,830	8,854,513	3,359,415
25.00	\$8,628,650	\$45,939,625	\$61,671,325	\$55,168,325	\$18,936,575	25.00	345,146	1,837,585	2,466,853	2,206,733	757,463
30.00	\$128,434,380	\$206,849,550	\$147,402,630	\$106,327,170	\$18,859,290	30.00	4,281,146	6,894,985	4,913,421	3,544,239	628,643
50.00	\$0	\$0	\$89,036,700	\$189,160,850	\$65,121,300	50.00	0	0	1,780,734	3,783,217	1,302,426

Transfer Amount by Beneficiary

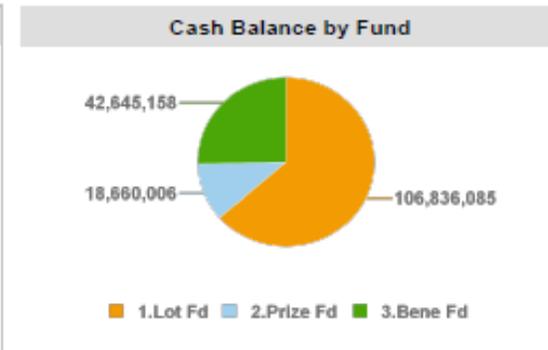
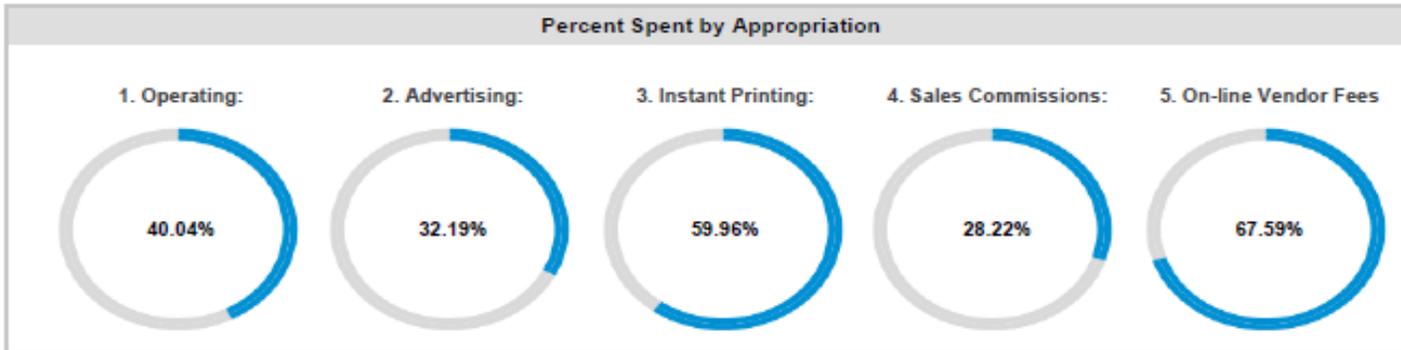
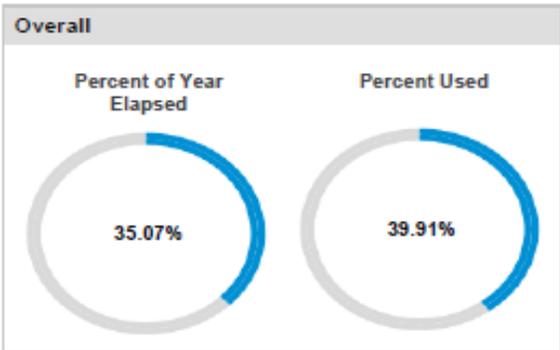




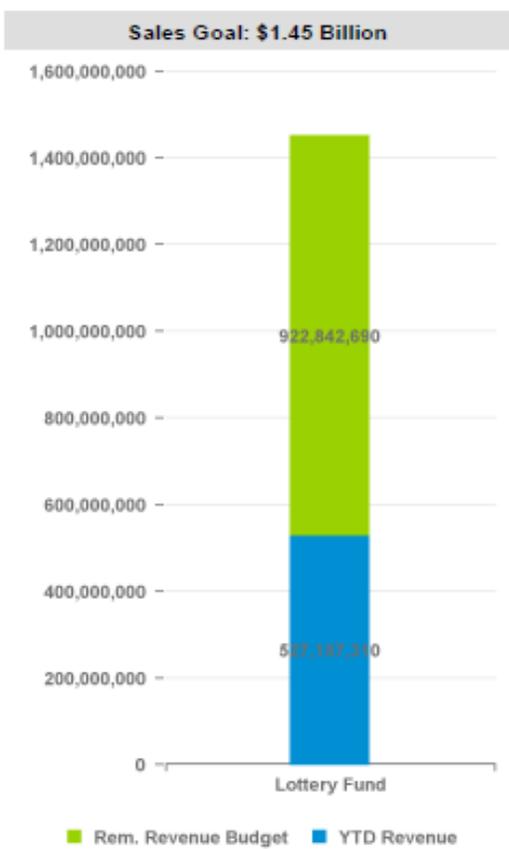
Instant Game Monthly Sales

Month	SCRATCHERS	CHARITABLE PULL-TABS	AGE-RESTRICTED PULL-TABS	TOTAL INSTANT SALES CURRENT FY	TOTAL INSTANT SALES PREVIOUS FY	% of Change
Jul	\$84,054,174	\$678,120	\$338,040	\$85,232,334	\$86,972,100	-2.0%
Aug	\$81,487,423	\$610,260	\$442,800	\$82,672,243	\$83,921,307	-1.5%
Sep	\$79,312,364	\$639,060	\$336,960	\$80,449,304	\$80,521,614	-0.1%
Oct	\$79,837,399	\$671,160	\$406,080	\$81,052,879	\$85,187,320	-4.9%
Nov	\$13,142,326	\$50,160	\$112,320	\$13,310,206	\$84,660,649	-84.3%
Dec	\$0	\$0	\$0	\$0	\$89,363,658	-100.0%
Jan	\$0	\$0	\$0	\$0	\$96,391,055	-100.0%
Feb	\$0	\$0	\$0	\$0	\$94,882,087	-100.0%
Mar	\$0	\$0	\$0	\$0	\$99,547,113	-100.0%
Apr	\$0	\$0	\$0	\$0	\$95,031,689	-100.0%
May	\$0	\$0	\$0	\$0	\$94,661,354	-100.0%
Jun	\$0	\$0	\$0	\$0	\$87,296,525	-100.0%

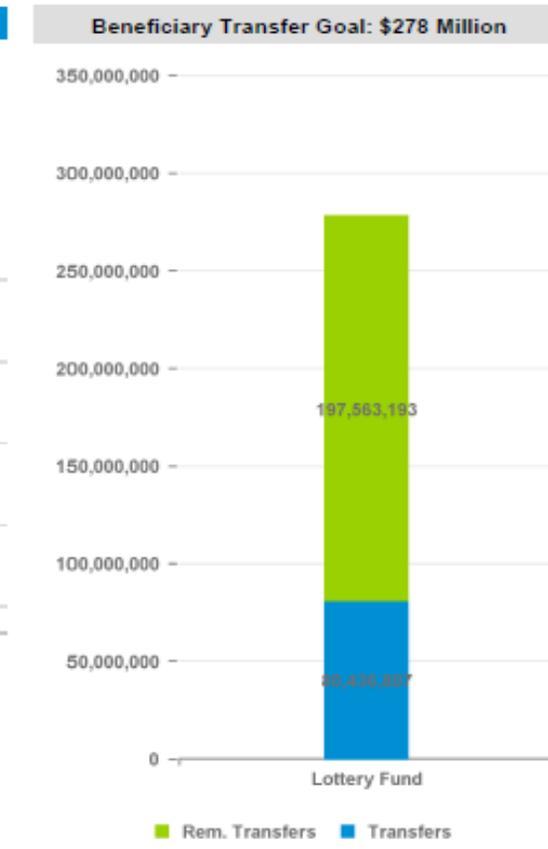
FY24 Year-to-date Financial Status



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	-	1,616,023	-	-1,616,023	
	6100 - Employee Related Expenditures	-	617,358	-	-617,358	
	6200 - Professional And Outside Services	-	132,635	475,205	-607,840	
	6500 - Travel - In-State	-	7,649	1,885	-9,534	
	6600 - Travel - Out-Of-State	-	13,158	16,879	-30,037	
	7000 - Other Operating Expenditures	-	515,196	713,116	-1,228,312	
	8500 - Non-Capital Equipment	-	3,903	-	-3,903	
	9100 - Transfers Out	-	42,041	38,769	-80,809	
Total:		10,475,200	2,947,961	1,245,854	6,281,385	40.04%
2. Advertising:	0000 - Appropriation Budget	15,500,000	-	-	15,500,000	
	7000 - Other Operating Expenditures	-	3,173,446	1,815,767	-4,989,214	
	Total:	15,500,000	3,173,446	1,815,767	10,510,786	32.19%
3. Instant Printing:	0000 - Appropriation Budget	37,965,000	-	-	37,965,000	
	7000 - Other Operating Expenditures	-	5,869,075	16,894,783	-22,763,858	
	Total:	37,965,000	5,869,075	16,894,783	15,201,142	59.96%
4. Sales Commissions:	0000 - Appropriation Budget	97,086,500	-	-	97,086,500	
	7000 - Other Operating Expenditures	-	25,941,027	1,455,455	-27,396,482	
	Total:	97,086,500	25,941,027	1,455,455	69,690,018	28.22%
5. On-line Vendor Fees:	0000 - Appropriation Budget	17,753,633	-	-	17,753,633	
	6200 - Professional And Outside Services	-	8,042,754	3,957,246	-12,000,000	
	Total:	17,753,633	8,042,754	3,957,246	5,753,633	67.59%
Grand Total:		178,780,333	45,974,264	25,369,105	107,436,964	



Arizona
Lottery

TM

New Business Item #1
Instant Scratch Game Profiles
Report to Arizona Lottery Commission
November 17, 2023

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 PROFILES

Attached for the Lottery Commission's action is new instant scratch game profile: *Money Bags* #1448.

Money Bags #1448. This \$1 game has a top prize of \$500. This game will be printed at a quantity of approximately 4 million tickets.

Attachments (Commissioners only)

New Business Item #2
Fast Play Game Profiles
Report to Arizona Lottery Commission
November 17, 2023

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: *Triple Red 7's Progressive* #163 and *Home Run Riches* #164.

Triple Red 7's Progressive #163. This \$10 Fast Play game has a progressive top prize that starts at \$30,000. Players match three symbols in each SPIN to win a prize. Players triple their prize when their SPIN contains a "7" symbol with two identical symbols.

Home Run Riches #164. This \$2 Fast Play game has a top prize of \$10,000. In this game, players match the YOUR NUMBERS to the WINNING NUMBERS to win a prize. If a WINNING NUMBERS symbol matches a BASES LOADED NUMBER symbol, the player wins \$100 instantly.

Attachments (Commissioners only)