



October 18, 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 **October 18, 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

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 (#)**

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 telephone, intranet communication, or in person.

Call to Order

1. Call for Quorum
2. Call for Notice
3. Approval of Minutes for September 20, 2024, Public Meeting

Agency Reports

1. Executive Report – Presentation
2. Financial Report – Presentation
3. 1st Quarter Products & Sales Review – No Presentation
4. New Games Introduction – No Presentation

New Business

1. Election of Commission Chair and Vice Chair.
2. Discussion and possible action on new instant scratch game profiles: *\$5,000,000 Luxe #1480*, *\$100,000 Mega Cash #1482*, and *Rock Out #1484*.
3. Discussion and possible action on new promotion profile: *\$500k Giveaway #139*.

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 meeting will be held on **November 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 9th day of October 2024

Alec Esteban Thomson
Executive Director

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 September 20, 2024, Meeting

PRESIDING Chair Jeff Weintraub (In-Person)

COMMISSIONERS Todd Newman, Tereza Fritz, Shannon Scheel (In-Person), and Mario Aniles (Tele-Conference)

LOTTERY Executive Director, Alec Thomson, Deputy Director of Operations & Chief Financial Officer, Mia Lemke; Chief People Officer, and Tonya Beenders; Chief Sales Officer, Kome Akpolo; General Counsel (In-Person), and Chris Rogers; Chief Marketing Officer (Tele-Conference)

Luanne Mansanares, Cydeni Carter, and Orion Steen (In Person), Alexandra Adukeh, Valerie Aguilar, Shelby Alessi, Debra Andregio, Kyle Burt, Anthony Calles, Mary Cimaglio, Anjali Dang, Karla Henriksen, Holly Hichens, Michael Jennings, Susan Kalember, Ashley Lovett, Mia Marquez, Ray Ortega, Lisa Schartz, Lynda Sellers, Brian Simons, Adam Tollefson, Art Uthaisri, and Steven Wood (Tele-Conference)

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

Scientific Games Representative: Hannah Balamut (Tele-Conference)

Pollard Banknote Limited Representatives: John Papile, Travis Priest, and Jessica Velarde (Tele-Conference)

OH Partners: Melina Kiser, and Anna Garza (Teleconference)

PUBLIC Mark Basedow (Tele-Conference)

Call to Order

1. **Call for Quorum:** Pursuant to the Public Notice dated September 12, 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, Commissioner Fritz, Commissioner Scheel (In-Person), and Commissioner Aniles (joined at 10:01am via Tele-Conference)
2. **Notice:** Notice was posted by Luanne Mansanares on September 13, 2024, at 3:45 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 August 16, 2024, Public Meeting minutes. Vice Chair Newman moved; Commissioner Fritz seconded. The vote was unanimous, with Chair Weintraub, Vice Chair Newman, Commissioner Fritz, and Commissioner Scheel (In-Person) voting aye. The motion carried.

10:01 Luanne Mansanares informed the Commission that Commissioner Mario Aniles joined the meeting via Tele-Conference.

Agency Report

1. Executive Report: Jimmy Arwood provided a Legislative update, Cydeni Carter presented information on the Givesback Beneficiary of the Month, and Executive Director Alec Thomson presented information on the new 40-bin vending machines.
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: *Sunken Treasure Crossword* #1478, *Sizzling Red Hot 7's* #1479, and *Loaded Cash Explosion®* # 1490. 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: #1478, #1479, and #1490. Vice Chair Newman moved; Commissioner Fritz seconded. The vote was unanimous, with Chair Weintraub, Vice Chair Newman, Commissioner Fritz, Commissioner Scheel (In-Person), and Commissioner Aniles (Tele-Conference), 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™ profile: *Lots O' Loot* #176, and amended Fast Play™ profile *MONOPOLY™* #175. 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™ profile: #176, and amended Fast Play™ profile #175. Vice Chair Newman moved; Commissioner Scheel seconded. The vote was unanimous, with Chair Weintraub, Vice Chair Newman, Commissioner Fritz, Commissioner Scheel (In-Person), and Commissioner Aniles (Tele-Conference), 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: *Hawaiian Holiday Giveaway* #138. 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 promotion profile: #138. Commissioner Aniles moved; Vice Chair Newman seconded. The vote was unanimous, with Chair Weintraub, Vice Chair Newman, Commissioner Fritz, Commissioner Scheel (In-Person), and Commissioner Aniles (Tele-Conference), 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 next meeting will be held on Friday, October 18, 2024 at 10:00 a.m.

Adjournment

The meeting adjourned at 10:30 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.

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Agency Reports
Report to Arizona Lottery Commission
October 18, 2024

Executive Report – Presentation

Financial Report – Presentation

1st Quarter Products & Sales Review – No Presentation

New Game Introductions – No Presentation

New Game Introductions

The following Scratchers games were introduced since the last commission meeting: *Happy Holidays* #1461, *Milk & Cookie Cash* #1462, *Corner Cash Crossword* #1463, *Festive \$500s* #1464, and *Triple Red 7's* #1465.

The following Fast Play game was introduced since the last commission meeting: *Secret Santa* #170.

More information on these games is available by visiting the Scratchers and Fast Play sections at ArizonaLottery.com

The following games were 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 10/2/24
10/1/24	\$20	1364	\$100 or \$200	3,470,640	65%
10/1/24	\$10	1406	\$10,000 Blowout	2,063,340	96%
10/1/24	\$10	1407	Mystery Multiplier	2,074,620	95%
10/1/24	\$25	1421	Triple Bonus Crossword	2,392,200	72%
10/1/24	\$5	1424	Bingo Bash	4,759,080	68%
10/1/24	\$5	1434	20X	3,521,520	90%

ATTACHMENT A

Dashboard Report October 2024

SERVING ARIZONA FOR 43 YEARS





-9.08%

Total Sales (FYTD)
\$349,348,080

-18.15%

vs. Proj (FYTD)

vs. PYTD

-19.50%

Draw Sales
\$93,074,033 ^{26.6%}_{%Total Sales}

-42.72%

Draw Sales : From
7/1/2019 - To
10/6/2024
Fast Play Sales :
From 7/1/2019 - To
10/6/2024

-4.59%

Instant Sales
\$256,274,047 ^{73.4%}_{%Total Sales}

-3.05%

vs. Proj (FYTD)

vs. PYTD

vs. Proj (FYTD)

vs. PYTD

-32.81%

Multi-State
\$51,751,969 ^{55.6%}_{%Draw Sales}

-58.37%

-4.86%

Scratchers Sales
\$251,928,707 ^{98.3%}_{%Instant Sales}

-3.30%

vs. Proj (FYTD)

vs. PYTD

vs. Proj (FYTD)

vs. PYTD

13.44%

In-State
\$26,376,508 ^{28.1%}_{%Draw Sales}

12.73%

Scratcher Sales :
From 7/1/2019 - To
10/6/2024
Pulltab Sales : From
7/1/2019 - To
10/4/2024

7.85%

Charitable Pulltab Sales
\$2,257,200 ^{0.9%}_{%Instant Sales}

7.96%

vs. Proj (FYTD)

vs. PYTD

vs. Proj (FYTD)

vs. PYTD

-7.66%

Quick Draw
\$663,298 ^{0.7%}_{%Draw Sales}

-10.88%

27.15%

Age Rest. Pulltab Sales
\$1,547,560 ^{0.6%}_{%Instant Sales}

25.15%

vs. Proj (FYTD)

vs. PYTD

vs. Proj (FYTD)

vs. PYTD

-2.30%

Fast Play
\$14,282,258 ^{15.3%}_{%Draw Sales}

1.87%

10.38%

Other Pulltab Sales
\$540,580 ^{0.2%}_{%Instant Sales}

11.23%

vs. Proj (FYTD)

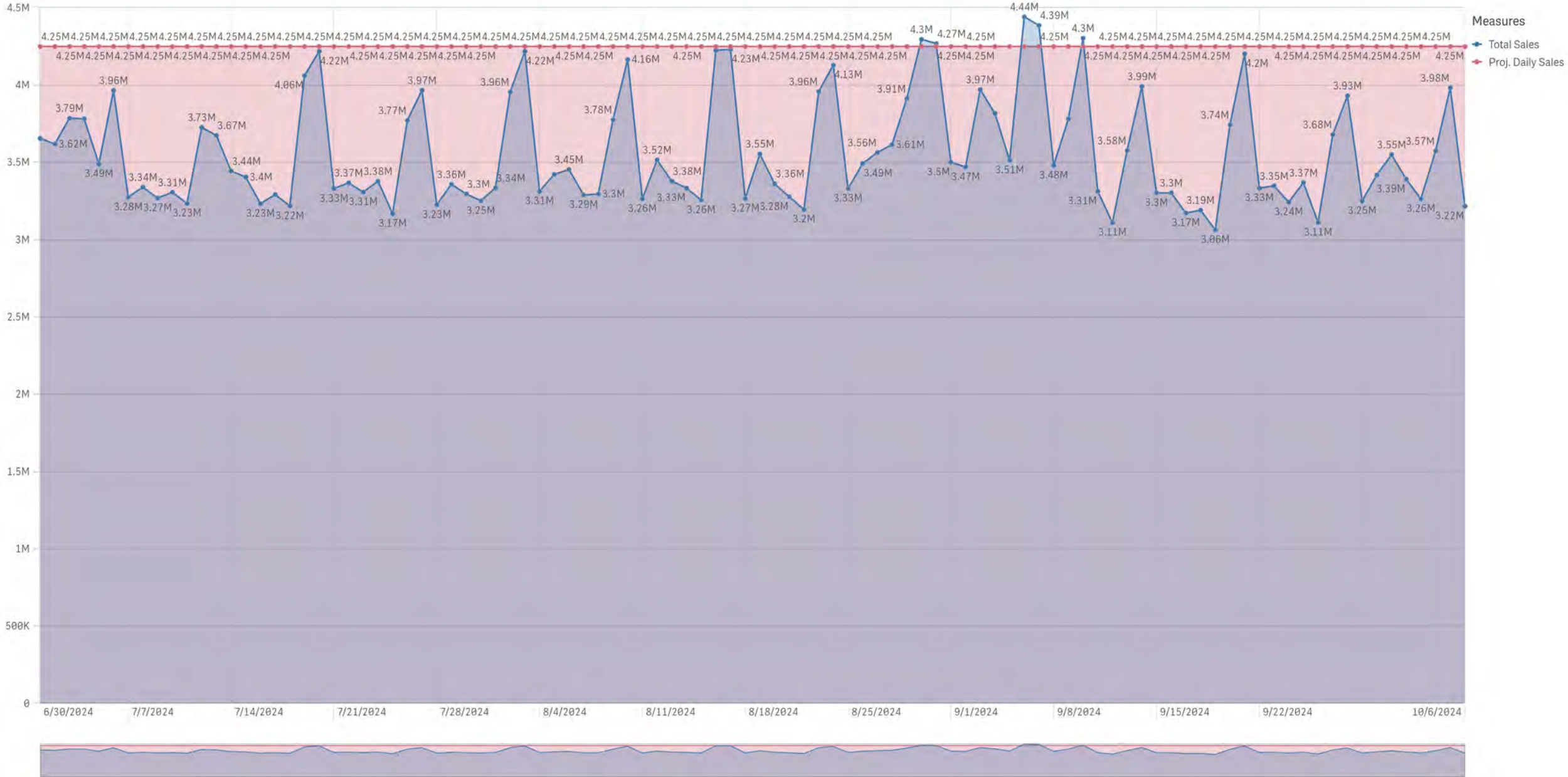
vs. PYTD

vs. Proj (FYTD)

vs. PYTD



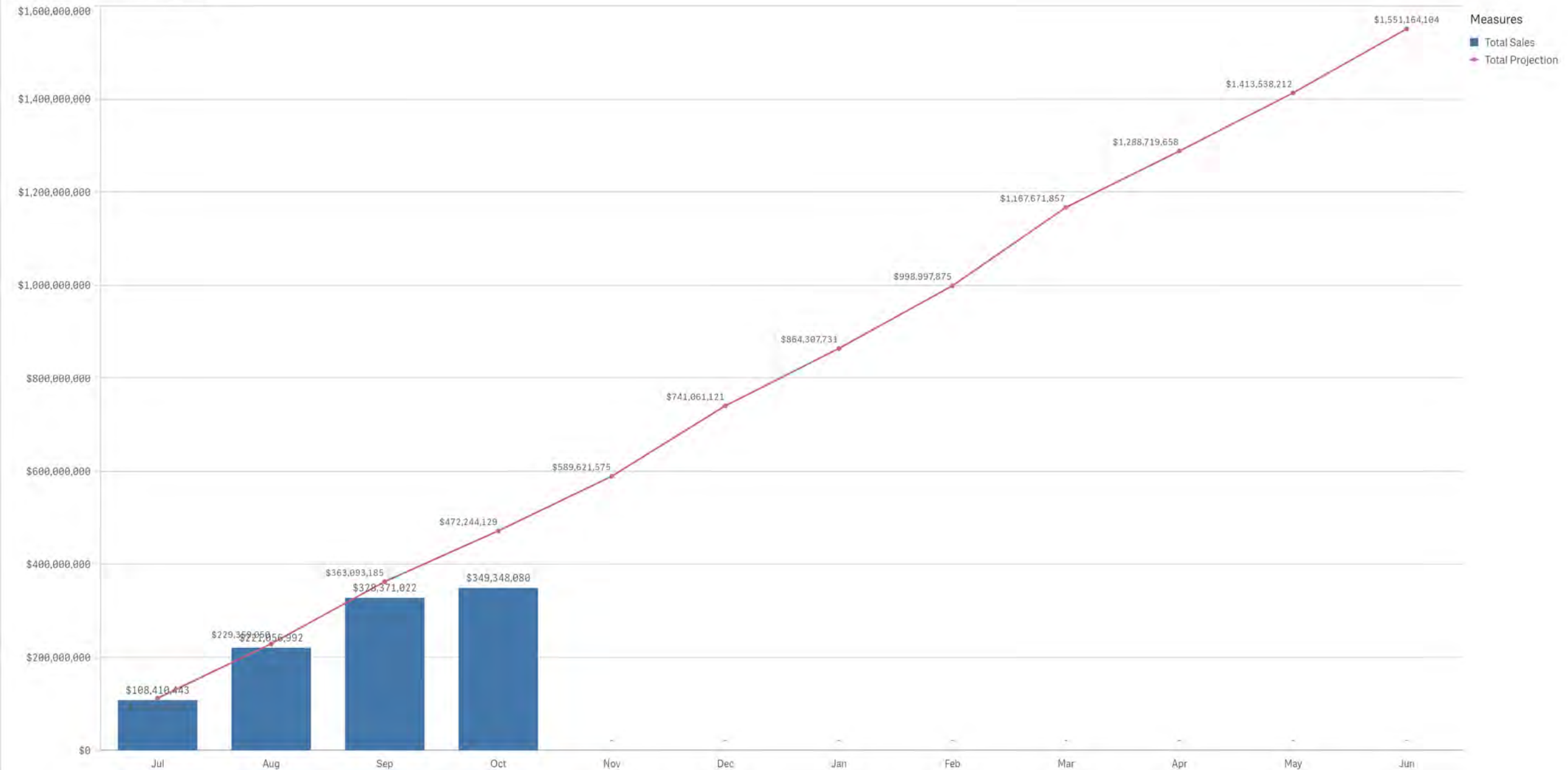
Daily Sales vs. Goal





YTD Sales vs. Projection

FY 2025 Total Sales vs. Projection

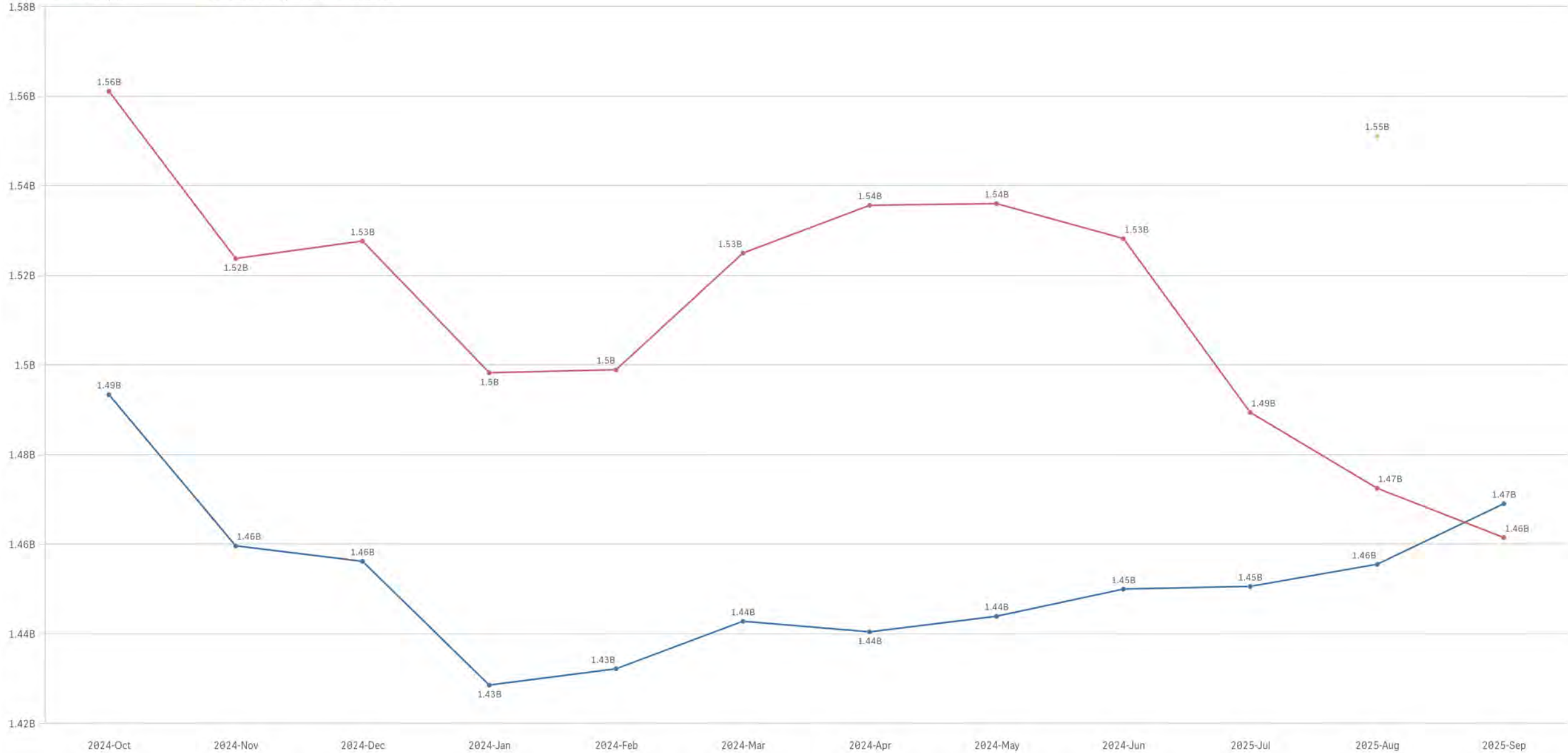




Rolling 12 Month Total Sales

Rolling 12 Month Sales

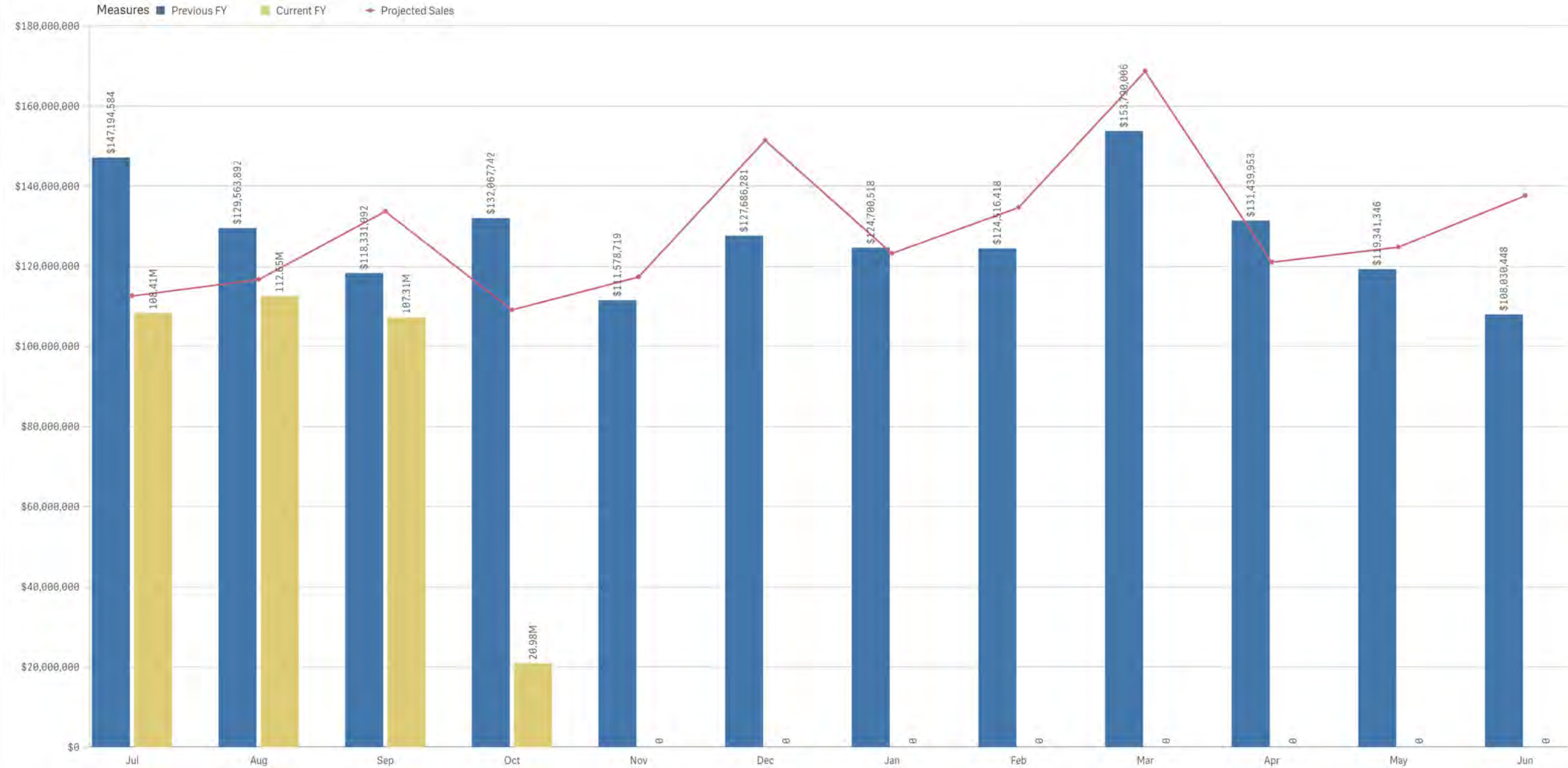
◆ Total Projection ◆ Current Year Projection ◆ Total Sales





All Games

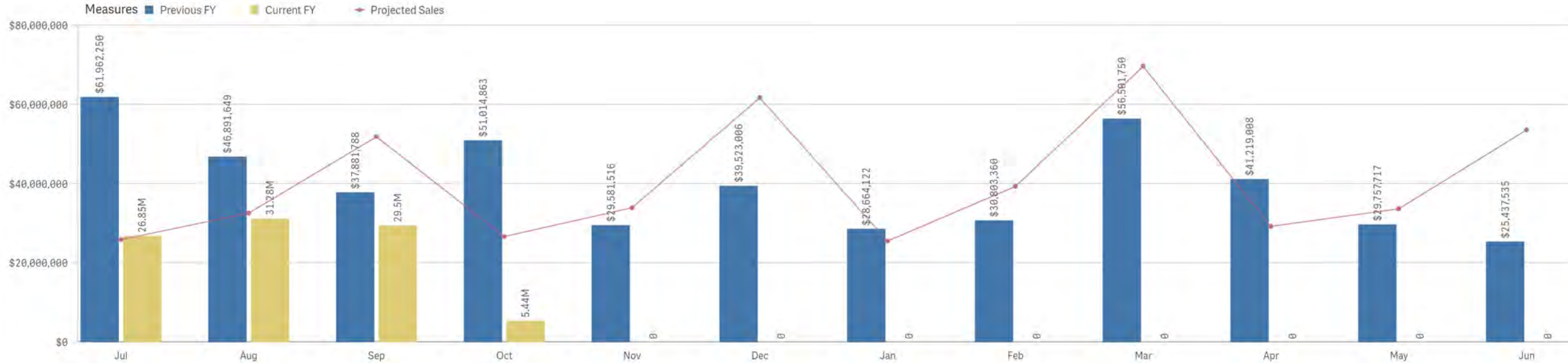
Sales FY 2024 vs. 2025 vs. Projection



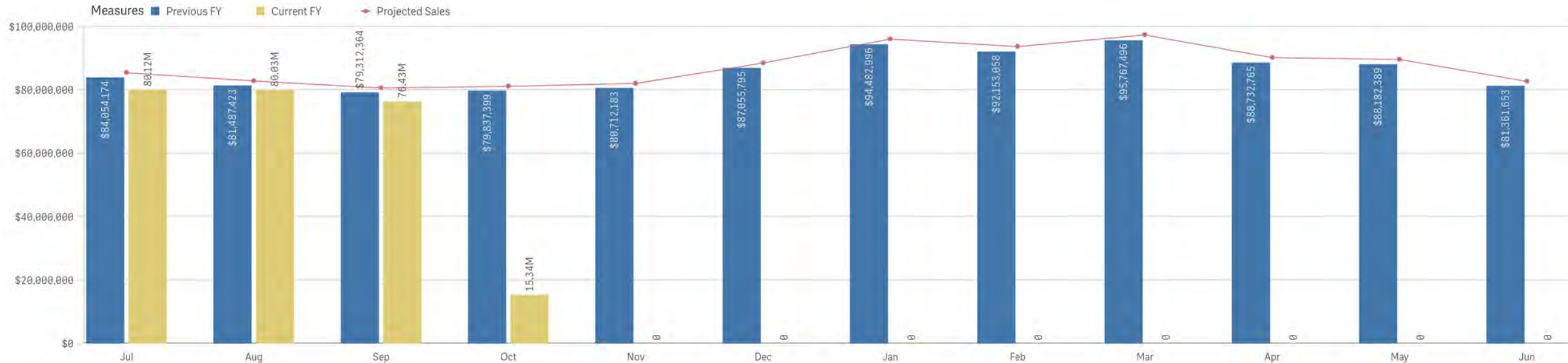


Draw and Instant Games

Draw Sales FY 2024 vs. 2025 vs. Projection



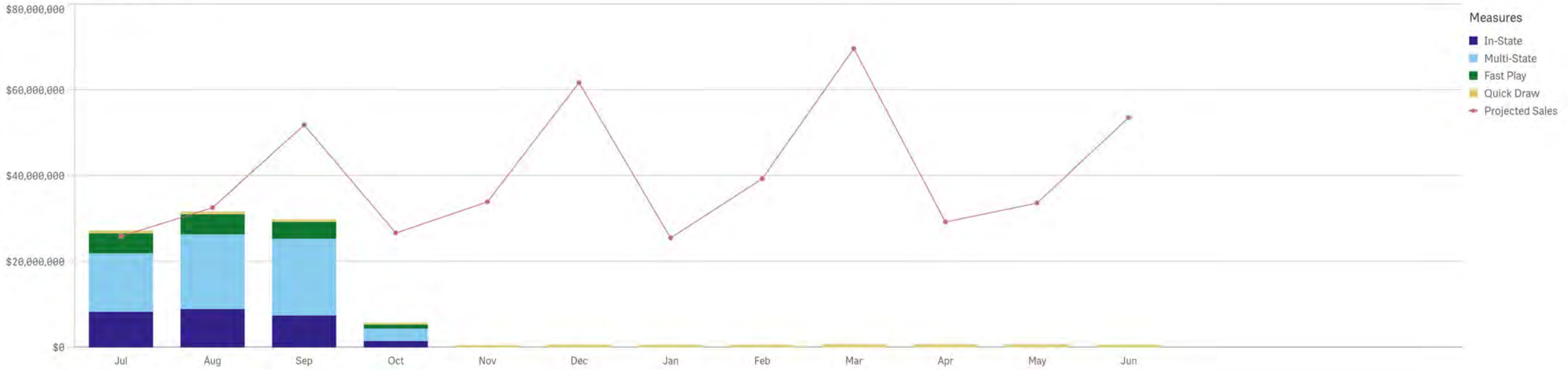
Instant Sales FY 2024 vs. 2025 vs. Projection





Draw Sales by Month

FY 2025 Draw Sales by Game Type



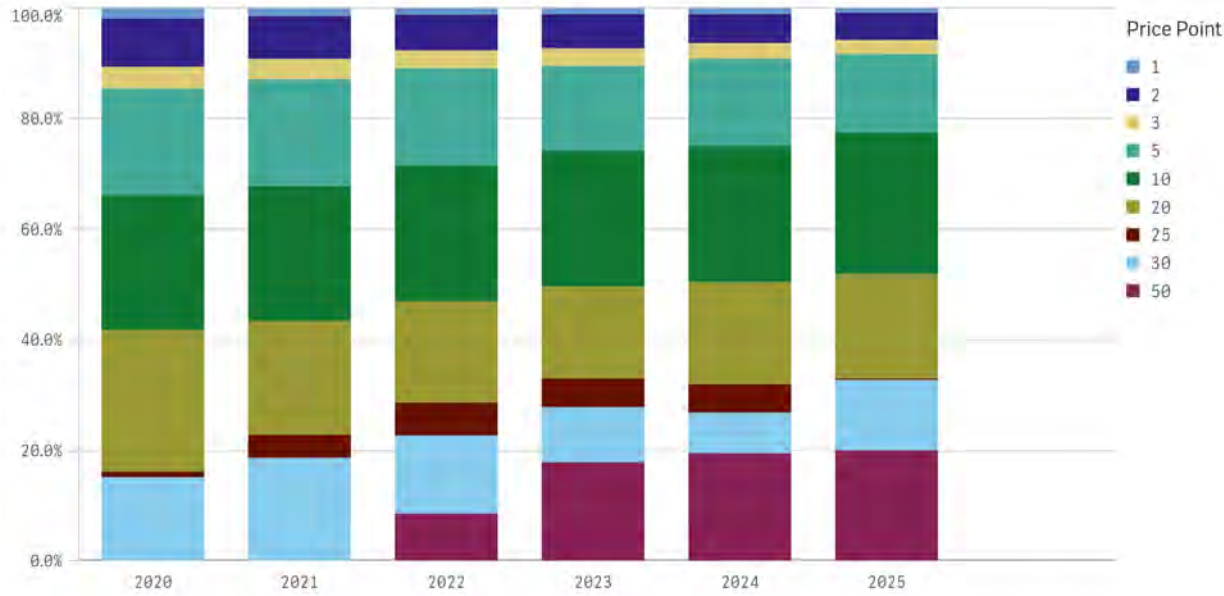
FY 2025 Draw Sales by Game



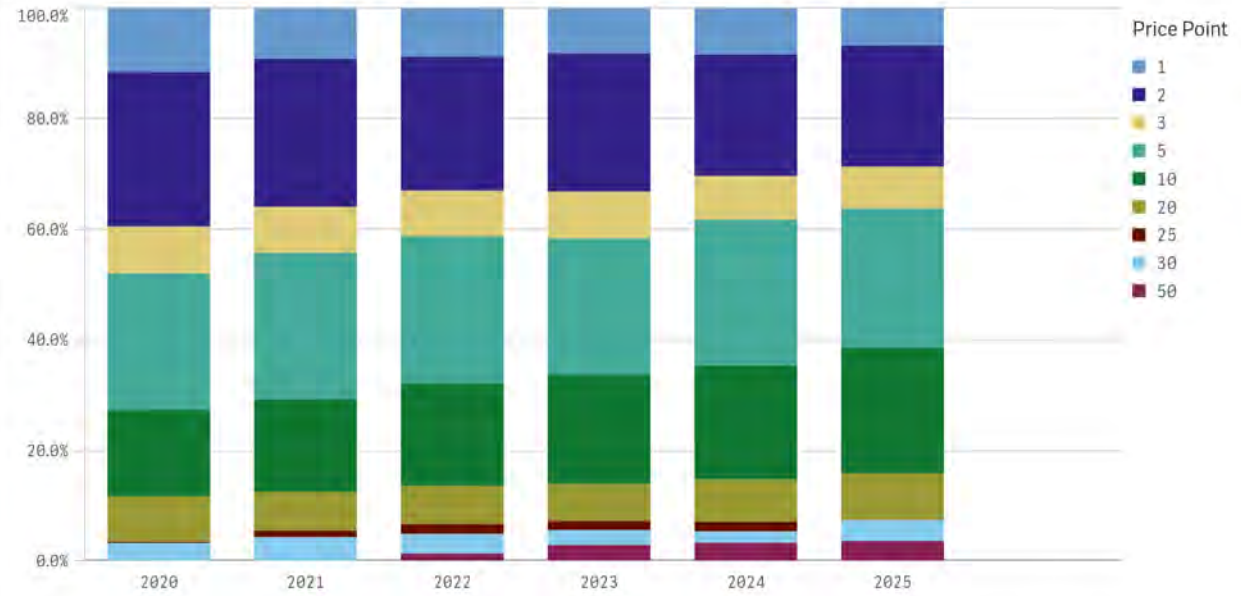


Sales by Price Point - Scratcher and Pull Tabs

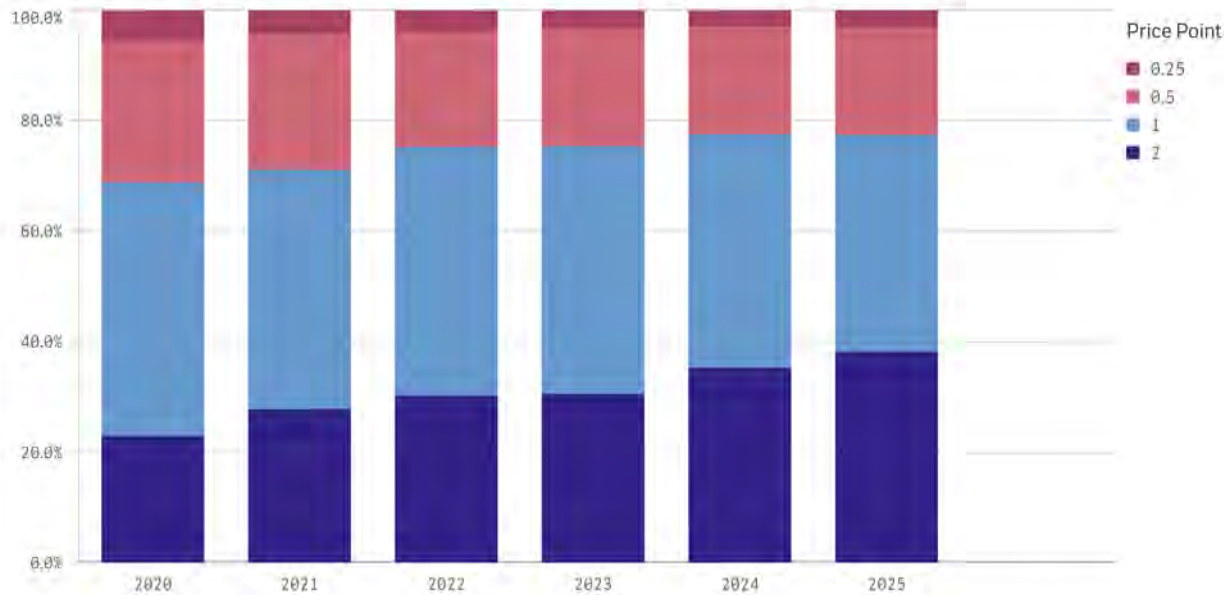
Based on Dollars Sold - Scratcher



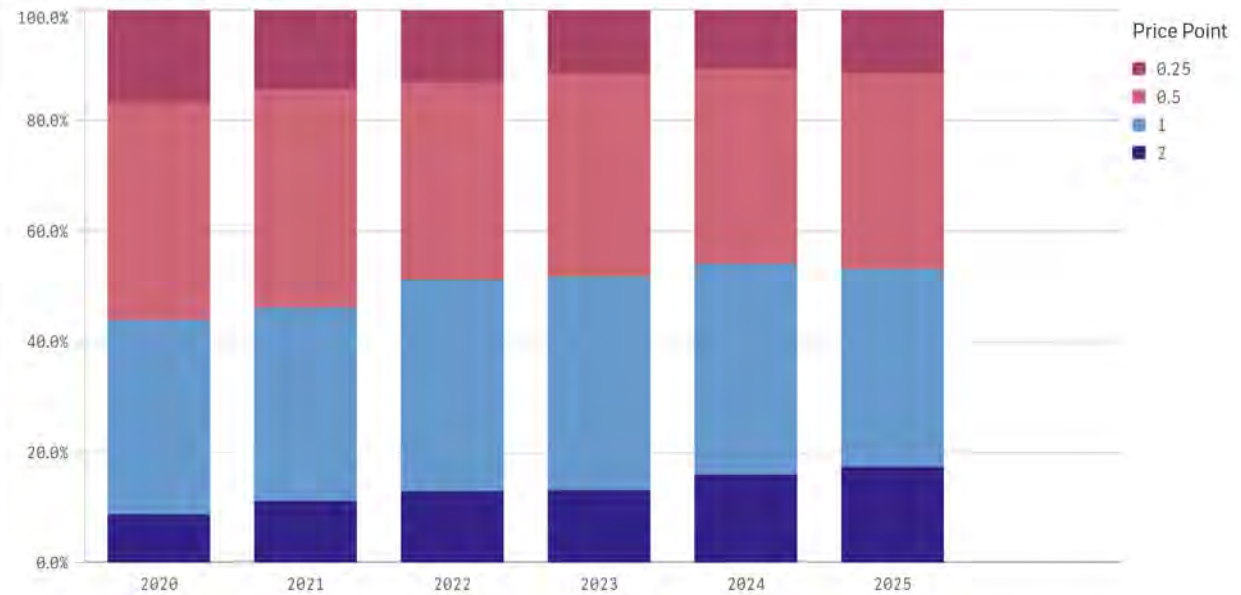
Based on Tickets Sold - Scratcher



Based on Dollars Sold - Pull Tabs

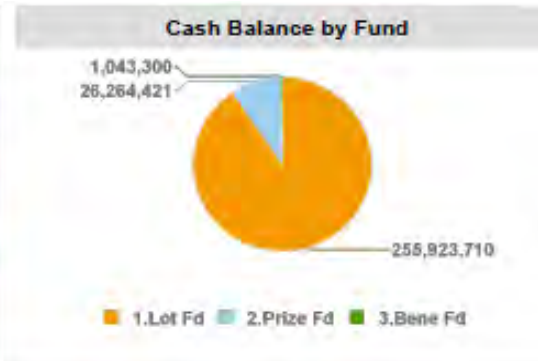
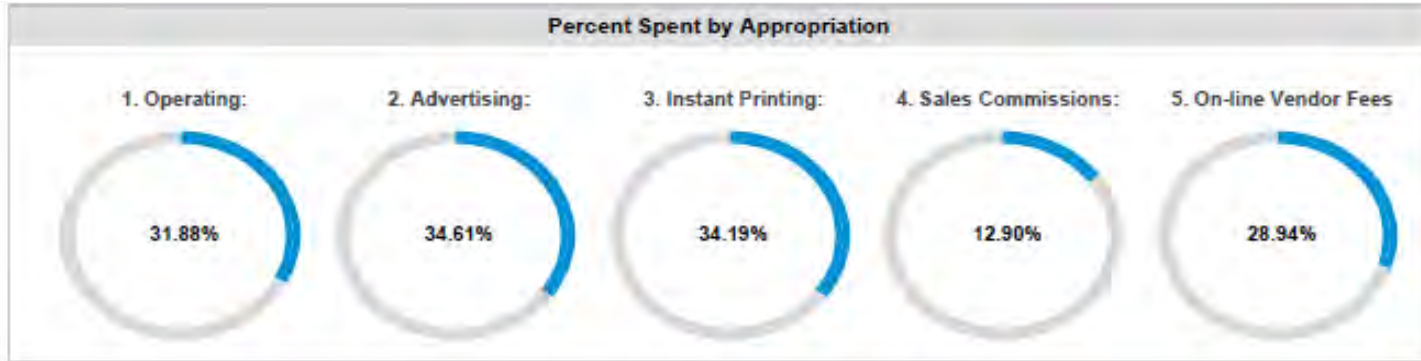
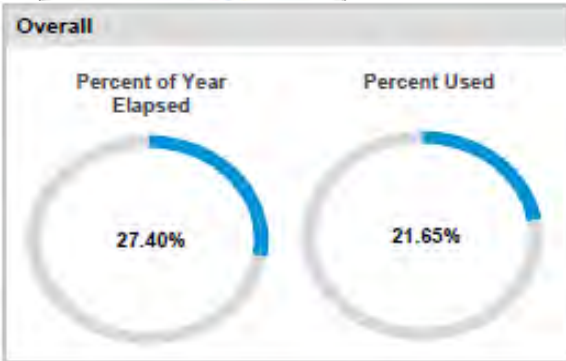


Based on Tickets Sold - Pull Tabs

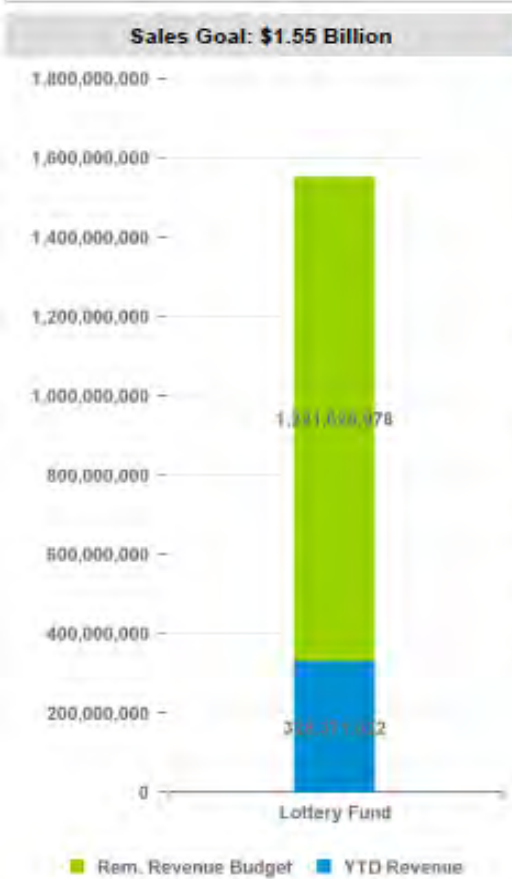




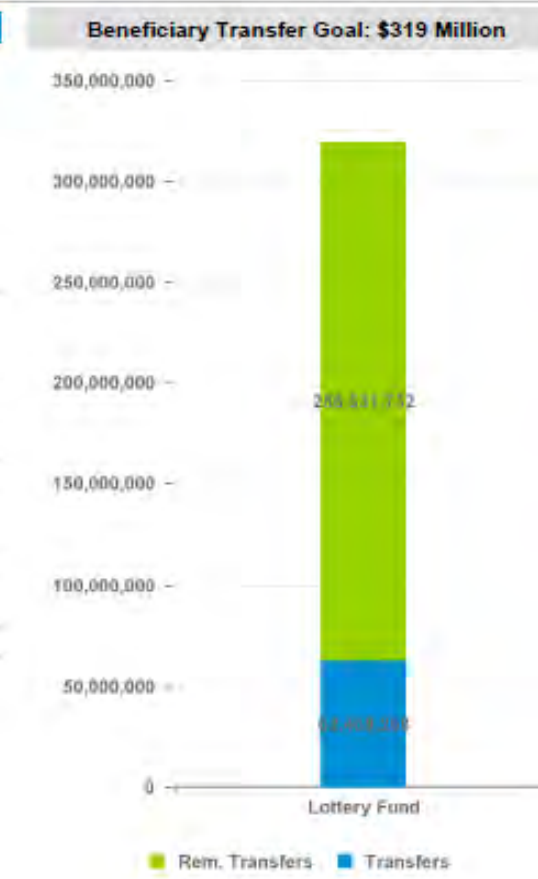
FY25 Year-to-date Financial Status



Budget by Appropriation Type and Object Class



Appropriation	Object Class	Budget	Expenditures	Encumbered	Remaining	% Used
1. Operating:	0000 - Appropriation Budget	10,195,900	-	-	10,195,900	
	6000 - Personal Services	-	1,033,576	-	-1,033,576	
	6100 - Employee Related Expenditures	-	401,001	-	-401,001	
	6200 - Professional And Outside Services	-	202,781	410,120	-612,901	
	6500 - Travel - In-State	-	6,138	16,012	-22,150	
	6600 - Travel - Out-Of-State	-	9,660	4,000	-13,660	
	7000 - Other Operating Expenditures	-	301,266	777,244	-1,078,510	
	8500 - Non-Capital Equipment	-	4,246	127	-4,373	
	9100 - Transfers Out	-	46,955	37,807	-84,761	
	Total:		10,195,900	2,005,623	1,245,309	6,944,968
2. Advertising:	0000 - Appropriation Budget	15,500,000	-	-	15,500,000	
	7000 - Other Operating Expenditures	-	2,800,634	2,564,003	-5,364,637	
	Total:	15,500,000	2,800,634	2,564,003	10,135,363	34.61%
3. Instant Printing:	0000 - Appropriation Budget	42,399,600	-	-	42,399,600	
	7000 - Other Operating Expenditures	-	4,230,909	10,267,294	-14,498,203	
	Total:	42,399,600	4,230,909	10,267,294	27,901,397	34.19%
4. Sales Commissions:	0000 - Appropriation Budget	112,871,100	-	-	112,871,100	
	7000 - Other Operating Expenditures	-	14,561,814	-	-14,561,814	
	Total:	112,871,100	14,561,814	-	98,309,286	12.90%
5. On-line Vendor Fees:	0000 - Appropriation Budget	20,729,900	-	-	20,729,900	
	6200 - Professional And Outside Services	-	2,920,327	3,079,673	-6,000,000	
	Total:	20,729,900	2,920,327	3,079,673	14,729,900	28.94%
Grand Total:		201,696,500	26,519,307	17,156,279	158,020,914	



Arizona
Lottery

TM

ATTACHMENT B



Katie Hobbs
Governor

Alec Esteban Thomson
Executive Director

Arizona Lottery
FY2025 - Product Review
Quarter 1 Review - July 2024 through September 2024

As part of a quarterly review process, we report to the agency on the performance of the individual Lottery Products, including draw, instant, Fast Play, and Lucky Lounge games. The information contained in this report includes the following:

- General overview through the current quarter of the fiscal year
- A top-line review of the sales performance of each product
- A summary review by price point for the instant games
- A top-down look at the top performing instant games by revenue and tickets
- A review of new game introductions and game endings

General Overview

Sales through the first quarter of FY25 reached \$328,371,022 - a decrease of -16.9% from the same period last fiscal year.

The Scratchers® contribution to total sales through the current fiscal quarter of the year represents 72.%, an increase from the previous fiscal year. The market share for draw games is 22.6% of total sales, a decrease from the previous fiscal year. The market share for Fast Play games grew this year, representing 4.1% of total sales. Combined Pull-tab sales continue to represent roughly 1.3% of total sales, an increase from the previous fiscal year. These market shares and sales details can be visualized in Appendix B.

Scratchers Games

Sales for Scratchers through the current fiscal quarter have totaled \$236,584,239, a decrease of -3.4% from the previous year.

Based on validations, players have earned more than \$172 million in prizes. The prizes paid calculated against the sales revenues equate to an average payout of 72.89%.

Eight new games were introduced during the current fiscal quarter. Combined with the games carried forward, 76 games contributed to sales revenues. During this period, no games ended.

Price Point	\$1	\$2	\$3	\$5	\$10	\$20	\$25	\$30	\$50	Total
# New Games	0	2	0	2	2	1	0	1	0	8
Carried Forward	4	11	4	18	18	5	1	4	3	68

Scratchers Sales by Price Point

Through the first quarter of the fiscal year, the category of \$20+ games represents 52.0% of Scratchers sales and 15.9% of tickets sold. The \$5-\$10 games represent 39.8% of Scratchers sales and 48.0% of tickets sold. The \$1-\$3 games account for 8.2% of Scratchers sales and 36.1% of tickets sold.

The charts in Appendix C show a breakdown across all price points for the most recent five years.

Top 10 Scratchers

The Crossword and Bingo-style games remain strong, with more than \$55 million in sales, representing 23.1% of total Scratchers sales. Regarding dollars sold, three of the Top 10 games are Crossword or Bingo-style games, representing four of the Top 10 games in terms of tickets sold.

Top 10 Games - Sales Revenue

Price	Game	Sales Revenue
\$50	1440 500X FORTUNE	\$ 24,597,300
\$20	1400 \$230 Million Cash Explosion	\$ 23,097,240
\$30	1455 Million Dollar Crossword	\$ 15,377,520
\$50	1401 SET FOR LIFE	\$ 14,756,600
\$10	1443 Cash Craze Crossword	\$ 14,233,540
\$10	1442 Triple Red 7's	\$ 10,376,390
\$30	1431 Millionaire Extraordinaire	\$ 8,313,780
\$50	1360 500X	\$ 8,056,400
\$10	1451 Spicy Hot Cash	\$ 7,415,150
\$5	1444 Cactus Crossword	\$ 7,126,710

Top 10 Games - Tickets Sold

Price	Game	Tickets Sold
\$1	1448 Money Bags	1,576,925
\$5	1444 Cactus Crossword	1,425,342
\$10	1443 Cash Craze Crossword	1,423,354
\$2	1370 Crossword	1,413,094
\$2	1410 Red Hot 7s	1,256,656
\$20	1400 \$230 Million Cash Explosion	1,154,862
\$5	1452 Cash Plus	1,146,334
\$3	1439 Bonus Word Crossword	1,123,244
\$2	1446 Double Dollars	1,093,326
\$10	1442 Triple Red 7`s	1,037,639

Fast Play Games

Sales for Fast Play games through the first quarter of the fiscal year totaled \$13,326,397, a 0.9% increase over the previous year.

Three new games were introduced through the first quarter. Combined with games carried forward, 23 games contributed to the sales revenues.

During this same period, two games ended. One ended because the last top prize was sold, and the remaining game ended because the intended sales period had ended.

Price Point	\$1	\$2	\$5	\$10	\$20	Total
# New Games	1	1	0	0	1	3
Carried Forward	2	5	6	5	2	20

Eight progressive games contributed to sales this year through the first quarter. Fast Play games with progressive top prizes sold \$8,685,023 through the first quarter of this fiscal year, an increase of 0.2% over the same period last year.

Top 3 Fast Play Games - Sales Revenue

Price	Game	Sales Revenue
\$ 20	166 CASINO ROYALE SLOTS PROGRESSIVE	\$ 2,583,140
\$ 10	163 TRIPLE RED 7'S PROGRESSIVE	\$ 2,018,730
\$ 20	144 DIAMOND MINE	\$ 1,594,780

Top 3 Fast Play Games - Tickets Sold

Price	Game	Tickets
\$ 10	163 TRIPLE RED 7'S PROGRESSIVE	201,873
\$ 1	167 LUCKY 13	198,611
\$ 5	150 XTREME MULTIPLIER PROGRESSIVE	190,333

Draw Games

Total draw games sales through the first quarter reached \$74,309,686, a decrease of -44.35% from the same period last year.

Draw Game - Multi-State Games

Powerball® - Sales through the first quarter of the fiscal year totaled \$22,137,383 - a decrease of -63.2% from the previous year. The highest jackpot reached in the first quarter of the fiscal year was \$212 million on August 12, 2024.

Mega Millions® - Sales through the first quarter of the fiscal year totaled \$26,727,442, a decrease of -47.6% from the previous year. The highest jackpot reached in the first quarter of the fiscal year was \$800.0 million on September 10, 2024.

Draw Games - In-State Games

Triple Twist™ - Sales through the first quarter of the fiscal year totaled \$4,902,964, a decrease of -10.4% from the previous year. The highest jackpot reached in the first quarter of the fiscal year was \$1.74 million on July 14, 2024.

The Pick™ - Sales through the first quarter of the fiscal year totaled \$11,744,396, an increase of 47.4% over the previous year. The highest jackpot reached in the first quarter of the fiscal year was \$7.8 million on September 7, 2024.

Fantasy 5™ - Sales through the first quarter of the fiscal year totaled \$4,038,346, a decrease of -1.8% from the previous year. The highest jackpot reached in the first quarter of the fiscal year was \$241 thousand on August 23, 2024.

Pick 3™ —Sales through the first quarter of the fiscal year totaled \$4,142,008, a decrease of -0.2% from the previous year.

Quick Draw Games

Sales through the first quarter of the fiscal year totaled \$617,147, a decrease of -11.4% from the previous year.

One To Win™ - Sales through the fiscal year's first quarter totaled \$96,852.

5/10/45™ - Sales through the fiscal year's first quarter totaled \$199,843.

5 In--Line™ - Sales through the fiscal year's first quarter totaled \$33,735.

Lucky Links™ - Sales through the fiscal year's first quarter totaled \$35,967.

Two To Win™ - Sales through the fiscal year's first quarter totaled \$144,633.

Money Roll™ - Sales through the fiscal year's first quarter totaled \$48,372.

Hi-Lo™ - Sales through the fiscal year's first quarter totaled \$25,599.

Pick Your Bet™ - Sales through the fiscal year's first quarter totaled \$32,146.

FY2025 - Product Review
Quarter 1 Review - July 2024 through September 2024

Vending Machine Sales (Appendix D)

Total vending machine sales through the first quarter of FY25 was \$178,507,279, a decrease of -10.2% from FY24 sales of \$198,891,976. There are currently 2071 machines installed at retail locations compared to 1976 in FY24. The average sales per unit decreased to \$28,723 versus \$33,992 in FY24. FY25 sales from vending machines represented 55.1% of total sales, an increase from 50.8% in FY24.

Chain accounts represented 78.2% of total vending sales in the first quarter of FY25. Safeway leads all chain accounts with average machine sales of \$134,255. Followed by Fry's Food at \$133,141 and ALBERTSONS at \$132,998.

The new monthly out-of-stock goal for FY25 is 4.50%. We achieved that goal in three months of the quarter with averages of 4.23% in July, 4.0% in August, and 4.12% in September. The overall average for the first quarter of FY25 was 4.12%, down from 4.55% in FY24. The sales team will continue to focus on vending out-of-stocks in FY25.

Corporate Account Review (Appendix E)

- Major retail chains represent 48.8% of all Draw and Scratchers lottery accounts, down slightly from 49.8% in FY24.
- Convenience stores represent 35.1% of total accounts, while chain food stores represent 13.7%.
- Major retail chains comprise 71.7% of the total market share, with convenience and food stores accounting for 38.9% and 32.8%, respectively.
- Fry's food stores remain the leader with per-store average sales of \$337,834. Safeway follows at \$257,294, with Albertsons and QuikTrip at \$253,336 and \$211,009, respectively.
- Circle K accounts for 15.6% of the market share with 584 stores, followed by Fry's at 13.3% with 128 stores and QuikTrip at 9.6% with 147 stores.

Business Classification Review (Appendix G)

- Chain and independent convenience stores account for 55.1% of total Lottery accounts and 55.2% of the market share in sales. Chain and independent grocery stores account for 15.2% and 33.3% of the market share. Instant Tab retailers account for 7% of total lottery accounts and 1.3% of the sales market share.
 - FY25 comparison sales to FY24 show chain and independent convenience sales down 18.6%, while chain and independent grocery stores posted a decrease of 16.4%.
 - The Instant Tab category is slightly up 18.4% in the first quarter when compared to the same period in FY24.

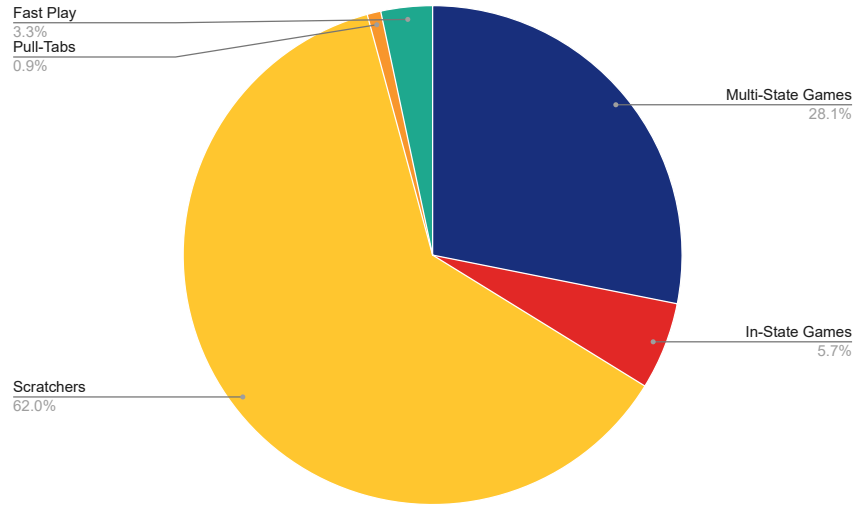
County Review (Appendix H)

- The estimated per capita weekly sales for the first quarter of FY25 was \$3.42, a decrease from \$4.12 in FY24.
- Maricopa and Pima counties held a market share of 75.3% of total sales. Mohave, Pinal, and Yavapai counties' combined market share was 14.7%, and the remaining counties represented 10.1% of sales.
- Mohave County posted the highest weekly per capita sales at \$7.22, followed by La Paz County at \$6.34 and Cochise and Greenlee Counties at \$4.64 and \$4.49, respectively.

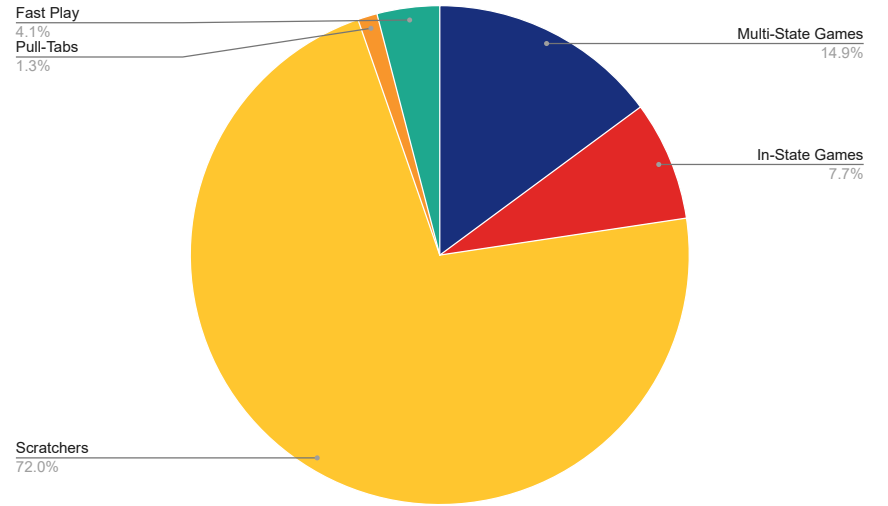
ARIZONA LOTTERY
QUARTERLY SALES BY PRODUCT
 Fiscal Year 2025 - July 2024 through September 2024

Month	Powerball	Mega Millions	The Pick	Fantasy 5	Pick 3	Triple Twist	Quick Draw	Total Draw Games	Fast Play	Scratchers	Charitable Pull-Tabs	General Pull-Tabs	Total Instant Games	Total	Market Share
July	\$ 6,701,880	\$ 6,934,402	\$ 3,917,005	\$ 1,256,710	\$ 1,377,450	\$ 1,774,082	\$ 207,029	\$ 22,168,558	\$ 4,686,157	\$ 80,122,448	\$ 741,540	\$ 691,740	\$ 81,555,728	\$108,410,443	33.0%
August	\$ 6,775,386	\$ 10,602,714	\$ 4,842,720	\$ 1,401,613	\$ 1,412,021	\$ 1,343,498	\$ 210,709	\$ 26,588,661	\$ 4,690,644	\$ 80,027,924	\$ 688,920	\$ 650,400	\$ 81,367,244	\$112,646,549	34.3%
September	\$ 8,660,117	\$ 9,190,326	\$ 2,984,671	\$ 1,380,023	\$ 1,352,537	\$ 1,785,384	\$ 199,409	\$ 25,552,467	\$ 3,949,596	\$ 76,433,867	\$ 728,700	\$ 649,400	\$ 77,811,967	\$107,314,030	32.7%
1st Quarter	\$ 22,137,383	\$ 26,727,442	\$ 11,744,396	\$ 4,038,346	\$ 4,142,008	\$ 4,902,964	\$ 617,147	\$ 74,309,686	\$ 13,326,397	\$ 236,584,239	\$ 2,159,160	\$ 1,991,540	\$ 240,734,939	\$ 328,371,022	100.0%
October														\$0	0.0%
November														\$0	0.0%
December														\$0	0.0%
2nd Quarter	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0.0%
January														\$0	0.0%
February														\$0	0.0%
March														\$0	0.0%
3rd Quarter	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0.0%
April														\$0	0.0%
May														\$0	0.0%
June														\$0	0.0%
4th Quarter	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0.0%
2025	\$ 22,137,383	\$ 26,727,442	\$ 11,744,396	\$ 4,038,346	\$ 4,142,008	\$ 4,902,964	\$ 617,147	\$ 74,309,686	\$ 13,326,397	\$ 236,584,239	\$ 2,159,160	\$ 1,991,540	\$ 240,734,939	\$ 328,371,022	
Mkt Share	6.7%	8.1%	3.6%	1.2%	1.3%	1.5%	0.2%	22.63%	4.06%	72.05%	0.66%	0.61%	73.31%		
2024	\$60,129,776	\$51,003,442	\$7,969,940	\$4,113,672	\$4,149,597	\$5,470,644	\$696,478	\$133,533,549	\$13,202,138	\$244,853,961	\$1,927,440	\$1,572,480	\$248,353,881	\$395,089,568	
% of Change	-63.2%	-47.6%	47.4%	-1.8%	-0.2%	-10.4%	-11.4%	-44.4%	0.9%	-3.4%	12.0%	26.6%	-3.1%	-16.9%	

ARIZONA LOTTERY
QUARTERLY SALES BY PRODUCT
Fiscal Year 2024 - July 2023 through September 2023

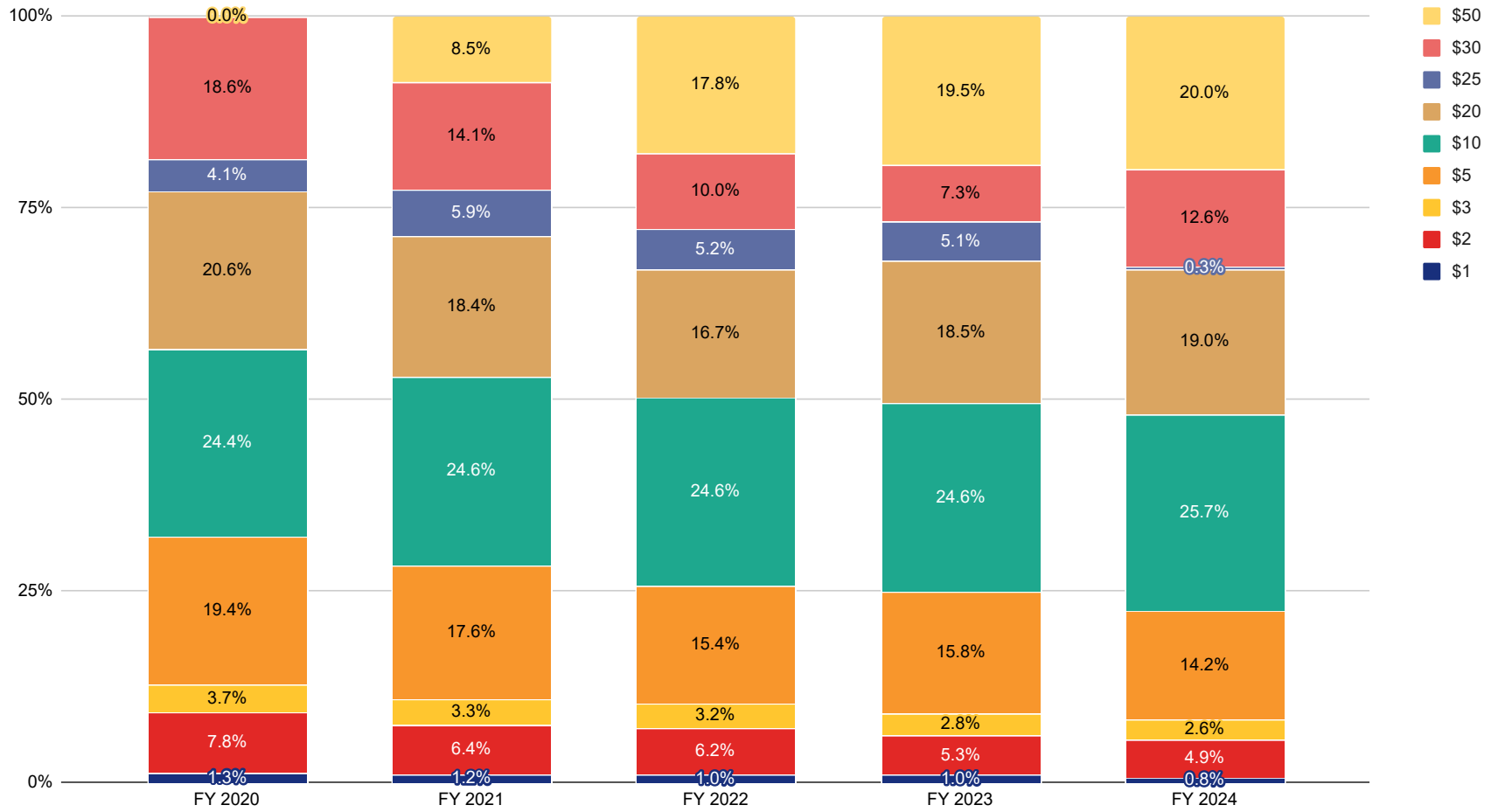


ARIZONA LOTTERY
QUARTERLY SALES BY PRODUCT
Fiscal Year 2025 - July 2024 through September 2024



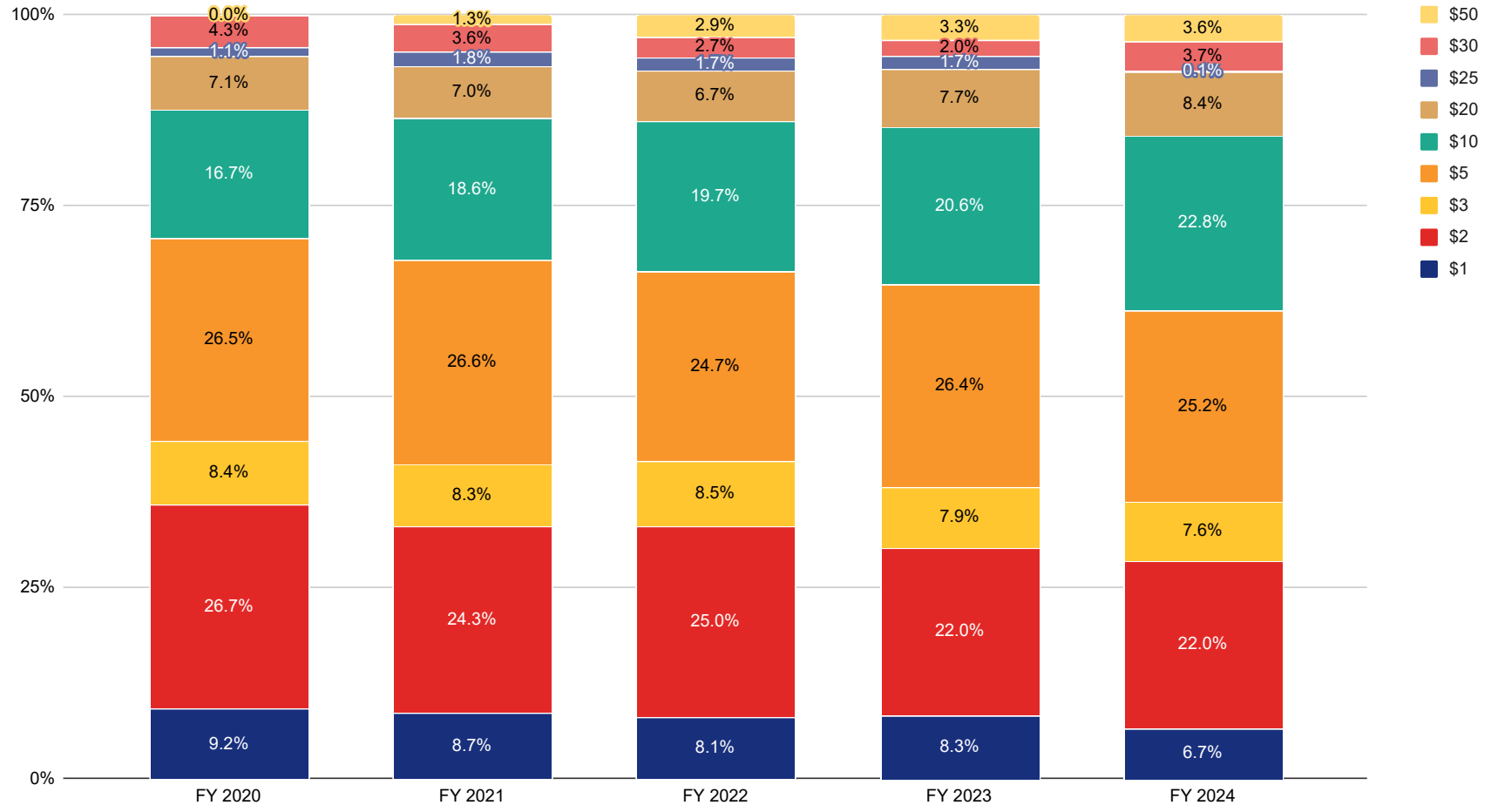
Arizona Lottery: 5 - Year Review by Price Point

based on Percent of Dollars Sold



Arizona Lottery: 5 - Year Review by Price Point

based on Percent of Tickets Sold



**Arizona Lottery
Vending Machine - FY 2025**

1st Quarter	# of Units*			Draw Sales*			Instant Sales*			Total Sales				Per Unit Average			Out of Stock Average			
	July	Aug	Sept	July	Aug	Sept	July	Aug	Sept	July	Aug	Sept	1st Qtr	July	Aug	Sept	July	Aug	Sept	1st Qtr
PCT-HD	1616	1609	1608	\$ 10,671,681	\$ 12,460,672	\$ 11,518,649	\$ 44,224,888	\$ 45,130,553	\$ 42,745,091	\$ 54,896,569	\$ 57,591,225	\$ 54,263,740	\$ 166,751,534	\$ 33,971	\$ 35,793	\$ 33,746	4.07%	3.89%	3.97%	3.98%
PCT-LP	194	194	195	\$ 989,778	\$ 1,203,476	\$ 1,105,261	\$ 2,356,900	\$ 2,354,896	\$ 2,263,256	\$ 3,346,678	\$ 3,558,372	\$ 3,368,517	\$ 10,273,567	\$ 17,251	\$ 18,342	\$ 17,274	5.63%	4.96%	5.35%	5.32%
PCT-EX	267	263	268	\$ 435,629	\$ 462,355	\$ 460,114	n/a	n/a	n/a	\$ 435,629	\$ 462,355	\$ 460,114	\$ 1,358,098	\$ 1,632	\$ 1,758	\$ 1,717	n/a	n/a	n/a	n/a
PCT-HDS	0	1	1	\$ -	\$ 4,005	\$ 6,698	\$ -	\$ 61,293	\$ 52,084	\$ -	\$ 65,298	\$ 58,782	\$ 124,080	\$ -	\$ 65,298	\$ 58,782	-	0.31%	0.56%	0.44%
Total	2,077	2,067	2,071	\$ 12,097,088	\$ 14,130,508	\$ 13,084,024	\$ 46,581,788	\$ 47,546,742	\$ 45,060,431	\$ 58,678,876	\$ 61,677,250	\$ 58,151,153	\$ 178,507,279	\$ 28,252	\$ 29,839	\$ 28,079	4.23%	4.00%	4.12%	4.12%
% of Lottery Sales				45.0%	45.2%	44.3%	58.1%	59.4%	59.0%	54.9%	55.4%	54.9%	55.1%							
2nd Quarter	Oct	Nov	Dec	Oct	Nov	Dec	Oct	Nov	Dec	Oct	Nov	Dec	2nd Qtr	Oct	Nov	Dec	Oct	Nov	Dec	2nd Qtr
PCT-HD																				
PCT-LP																				
PCT-EX																				
PCT-HDS																				
Total																				
% of Lottery Sales																				
3rd Quarter	Jan	Feb	Mar	Jan	Feb	Mar	Jan	Feb	Mar	Jan	Feb	Mar	3rd Qtr	Jan	Feb	Mar	Jan	Feb	Mar	3rd Qtr
PCT-HD																				
PCT-LP																				
PCT-EX																				
PCT-HDS																				
Total																				
% of Lottery Sales																				
4th Quarter	Apr	May	June	Apr	May	June	Apr	May	June	Apr	May	June	4th Qtr	Apr	May	June	Apr	May	June	4th Qtr
PCT-HD																				
PCT-LP																				
PCT-EX																				
PCT-HDS																				
Total																				
% of Lottery Sales																				
Total Vending				\$ 12,097,088	\$ 14,130,508	\$ 13,084,024	\$ 46,581,788	\$ 47,546,742	\$ 45,060,431	\$ 58,678,876	\$ 61,677,250	\$ 58,151,153	\$ 178,507,279							
Total Fiscal Year													\$ 324,220,322							
% of Total Sales													55.1%							

*Disclaimer: Number of machines may vary as offline machines may not be included at the time data was pulled. Accurate as of: 7/2/2024

Monthly Chain Vending Report

Chain	Retailer Name	# of Machines	Jul 2024 Sales	OOS%	Lost Sales	Aug 2024 Sales	OOS%	Lost Sales	Sep 2024 Sales	OOS%	Lost Sales	YTD Sales	YTD OOS Avg	YTD Total Lost Sales	YTD Sales Per Machine Average	YTD Lost Sales Per Machine	Avg Month Bin Sales	Chain	Retailer Name
8027	ALBERTSONS	38	\$ 1,729,407	0.76%	\$ 12,527	\$ 1,721,555	0.89%	\$ 15,009	\$ 1,602,961	0.94%	\$ 15,103	\$ 5,053,923	0.88%	\$ 42,639	\$ 132,998	\$ 1,122.08	\$ 462	8027	ALBERTSONS
9968	Bashas	61	\$ 1,766,647	2.08%	\$ 36,350	\$ 1,816,594	2.09%	\$ 37,725	\$ 1,725,335	1.96%	\$ 32,102	\$ 5,308,576	2.04%	\$ 106,177	\$ 87,026	\$ 1,740.61	\$ 302	9968	Bashas
8821	Carioca	35	\$ 724,996	2.68%	\$ 20,288	\$ 760,247	2.62%	\$ 19,200	\$ 710,695	2.51%	\$ 19,449	\$ 2,195,938	2.60%	\$ 58,937	\$ 62,741	\$ 1,683.91	\$ 218	8821	Carioca
8037	Circle K	191	\$ 3,085,785	8.53%	\$ 267,998	\$ 3,201,940	8.81%	\$ 288,246	\$ 2,958,597	9.01%	\$ 276,001	\$ 9,246,322	8.78%	\$ 832,245	\$ 48,410	\$ 4,357.30	\$ 168	8037	Circle K
20001	Cobblestone	15	\$ 248,108	0.77%	\$ 1,802	\$ 253,640	0.80%	\$ 2,146	\$ 248,567	0.63%	\$ 1,598	\$ 750,315	0.73%	\$ 5,546	\$ 50,021	\$ 369.73	\$ 174	20001	Cobblestone
9964/9963	CVS	72	\$ 625,446	0.22%	\$ 1,307	\$ 670,166	0.13%	\$ 740	\$ 607,365	0.20%	\$ 1,382	\$ 1,902,977	0.18%	\$ 3,429	\$ 26,430	\$ 47.63	\$ 92	9964/9963	CVS
8030	El Super	6	\$ 162,791	1.83%	\$ 3,479	\$ 166,840	1.48%	\$ 2,574	\$ 175,223	1.99%	\$ 3,346	\$ 504,854	1.77%	\$ 9,399	\$ 84,142	\$ 1,566.50	\$ 292	8030	El Super
9958	Fast Market	6	\$ 114,816	2.32%	\$ 2,971	\$ 118,007	2.37%	\$ 2,766	\$ 111,458	2.69%	\$ 2,920	\$ 344,281	2.46%	\$ 8,657	\$ 57,380	\$ 1,442.83	\$ 199	9958	Fast Market
9968	Food City	61	\$ 934,393	2.75%	\$ 26,289	\$ 966,989	2.72%	\$ 27,042	\$ 944,896	2.65%	\$ 25,717	\$ 2,846,278	2.71%	\$ 79,048	\$ 63,251	\$ 1,756.62	\$ 220	9968	Bashas
8052	Frys Food	209	\$ 9,381,251	1.95%	\$ 187,300	\$ 9,483,044	1.54%	\$ 146,094	\$ 8,962,242	1.81%	\$ 163,174	\$ 27,826,537	1.77%	\$ 496,568	\$ 133,141	\$ 2,375.92	\$ 462	8052	Frys Food
8021	Jacksons	11	\$ 286,046	1.50%	\$ 4,477	\$ 301,299	2.15%	\$ 6,838	\$ 274,738	2.28%	\$ 6,103	\$ 862,083	1.98%	\$ 17,418	\$ 78,371	\$ 1,583.45	\$ 272	8021	Jacksons
8031	Los Altos Ranch Market	7	\$ 202,627	0.67%	\$ 1,422	\$ 220,554	0.43%	\$ 943	\$ 221,131	0.34%	\$ 761	\$ 644,312	0.48%	\$ 3,126	\$ 92,045	\$ 446.57	\$ 320	8031	Los Altos Ranch Market
9800	Loves	14	\$ 252,810	2.54%	\$ 6,082	\$ 228,497	2.66%	\$ 5,609	\$ 218,885	3.18%	\$ 6,374	\$ 700,192	2.79%	\$ 18,065	\$ 50,014	\$ 1,290.36	\$ 174	9800	Loves
9905	Maverik	16	\$ 291,729	3.89%	\$ 12,622	\$ 307,400	3.71%	\$ 12,099	\$ 300,148	4.33%	\$ 12,188	\$ 899,277	3.98%	\$ 36,909	\$ 56,205	\$ 2,306.81	\$ 195	9905	Maverik
9926	Pilot	21	\$ 304,281	4.39%	\$ 14,744	\$ 302,545	4.40%	\$ 14,936	\$ 273,243	4.23%	\$ 13,340	\$ 880,069	4.34%	\$ 43,020	\$ 41,908	\$ 2,048.57	\$ 146	9926	Pilot
9849	QuikTrip	146	\$ 6,193,773	8.23%	\$ 506,647	\$ 6,302,375	7.94%	\$ 510,083	\$ 6,075,099	7.70%	\$ 478,066	\$ 18,571,247	7.96%	\$ 1,494,796	\$ 127,200	\$ 10,238.33	\$ 442	9849	QuikTrip
8128	Safeway	128	\$ 5,735,721	2.34%	\$ 122,031	\$ 5,850,596	2.41%	\$ 137,895	\$ 5,598,321	2.56%	\$ 140,590	\$ 17,184,638	2.44%	\$ 400,516	\$ 134,255	\$ 3,129.03	\$ 466	8128	Safeway
9027	Smith's Food & Drug	4	\$ 168,301	3.40%	\$ 4,969	\$ 163,614	3.56%	\$ 5,319	\$ 159,153	5.55%	\$ 6,470	\$ 491,068	4.17%	\$ 16,758	\$ 122,767	\$ 4,189.50	\$ 426	9027	Smith's Food & Drug
9956	Speedway	28	\$ 141,932	5.68%	\$ 7,494	\$ 166,820	5.70%	\$ 10,137	\$ 151,266	6.12%	\$ 8,950	\$ 460,018	5.82%	\$ 26,581	\$ 16,429	\$ 949.32	\$ 57		
8025	Superpumper	13	\$ 302,087	1.27%	\$ 4,134	\$ 327,762	1.79%	\$ 5,966	\$ 323,196	1.49%	\$ 5,248	\$ 953,035	1.52%	\$ 15,348	\$ 73,310	\$ 1,180.62	\$ 255	8025	Superpumper
8004	Terribles	11	\$ 166,718	1.67%	\$ 3,192	\$ 163,718	1.66%	\$ 2,941	\$ 153,782	1.40%	\$ 2,433	\$ 484,218	1.58%	\$ 8,566	\$ 44,020	\$ 778.73	\$ 153	8004	Terribles
3	TA Truck Centers	9	\$ 139,602	5.87%	\$ 11,160	\$ 134,458	3.87%	\$ 7,044	\$ 134,652	3.60%	\$ 7,334	\$ 408,712	4.45%	\$ 25,538	\$ 45,412	\$ 2,837.53	\$ 158		
8022	Walmart NHM - HD	26	\$ 910,927	4.02%	\$ 36,743	\$ 941,654	4.43%	\$ 41,619	\$ 872,335	4.81%	\$ 40,791	\$ 2,724,916	4.42%	\$ 119,153	\$ 104,804	\$ 4,582.81	\$ 364	8022	Walmart NHM - HD
8022	Walmart Supercenter	26	\$ 2,344,622	6.64%	\$ 151,253	\$ 2,371,108	5.73%	\$ 145,362	\$ 2,304,406	5.78%	\$ 139,395	\$ 7,020,136	6.05%	\$ 436,010	\$ 51,619	\$ 3,205.98	\$ 179	8022	Walmart NHM - HD
9962	Winco	7	\$ 196,971	6.48%	\$ 12,368	\$ 188,635	5.85%	\$ 10,764	\$ 181,850	5.62%	\$ 10,110	\$ 567,456	5.98%	\$ 33,242	\$ 81,065	\$ 4,748.86	\$ 281	9962	Winco
	Corporate Total	1255	\$ 36,411,787	3.30%	\$ 1,459,649	\$ 37,130,047	3.19%	\$ 1,459,097	\$ 35,289,544	3.34%	\$ 1,418,945	\$ 108,831,378	3.27%	\$ 4,304,449	\$ 86,718	\$ 3,429.84	\$ 301		Corporate Total
	Independent & ASL Total	549	\$ 10,170,001	3.95%	\$ 398,486	\$ 10,416,695	3.53%	\$ 392,419	\$ 9,770,887	3.66%	\$ 367,824	\$ 30,357,583	3.71%	\$ 1,158,729	\$ 55,296	\$ 2,110.62	\$ 192		Independent Total
FY 24	Statewide Total	1804	\$ 46,581,788	4.23%	\$ 1,858,135	\$ 47,546,742	4.00%	\$ 1,851,516	\$ 45,060,431	4.12%	\$ 1,786,769	\$ 139,188,961	4.12%	\$ 5,496,420	\$ 77,156	\$ 3,046.80	\$ 268		Statewide Total
FY 23	Statewide Total	1790	\$ 48,284,097	4.69%	\$ 2,238,962	\$ 47,739,883	4.53%	\$ 2,147,230	\$ 46,246,930	4.43%	\$ 1,998,544	\$ 142,270,910	4.55%	\$ 6,384,736	\$ 344,408	\$ 18,343.55	\$ 1,196		Statewide Total

Corporate % to Total

78.2%

78.1%

78.3%

78.2%

Corporate % to Total Vending Sales

Highest Sales

Highest Lost Sales

Below OOS goal 4.5%

4.50%

**ARIZONA LOTTERY
CORPORATE ACCOUNT REVIEW
Fiscal Year 2025
July 2024 through September 2024**

	Chain #	# of Accts	% of Accts	Draw Games			Scratchers			Draw and Scratchers Combined			Commission Earned To Date
				Sales	Market Share	Per Store Average	Sales	Market Share	Per Store Average	Sales	Market Share	Per Store Average	
4 Sons	9290/9814	22	0.6%	\$ 513,181	0.6%	\$ 23,326	\$ 978,007	0.4%	\$ 44,455	\$ 1,491,188	0.5%	\$ 67,781	\$ 96,927
7-Eleven	8706	52	1.5%	\$ 794,756	0.9%	\$ 15,284	\$ 4,191,275	1.8%	\$ 80,601	\$ 4,986,031	1.5%	\$ 95,885	\$ 324,092
Carioca	8821	41	1.2%	\$ 1,055,181	1.2%	\$ 25,736	\$ 2,427,233	1.0%	\$ 59,201	\$ 3,482,414	1.1%	\$ 84,937	\$ 226,357
Circle K	8037	584	16.5%	\$ 12,189,899	13.9%	\$ 20,873	\$ 38,448,004	16.3%	\$ 65,836	\$ 50,637,903	15.6%	\$ 86,709	\$ 3,291,464
Cobblestone		15	0.4%	\$ 483,015	0.6%	\$ 32,201	\$ 776,378	0.3%	\$ 51,759	\$ 1,259,393	0.4%	\$ 83,960	\$ 81,861
Fast Market	9958	24	0.7%	\$ 654,775	0.7%	\$ 27,282	\$ 2,468,636	1.0%	\$ 102,860	\$ 3,123,411	1.0%	\$ 130,142	\$ 203,022
Fry's Gas	8052	102	2.9%	\$ 1,244,056	1.4%	\$ 12,197	\$ 5,759,543	2.4%	\$ 56,466	\$ 7,003,599	2.2%	\$ 68,663	\$ 455,234
Good 2 Go	8024	15	0.4%	\$ 196,234	0.2%	\$ 13,082	\$ 816,750	0.3%	\$ 54,450	\$ 1,012,984	0.3%	\$ 67,532	\$ 65,844
Jackson's Food Stores	8021	11	0.3%	\$ 479,184	0.5%	\$ 43,562	\$ 852,764	0.4%	\$ 77,524	\$ 1,331,948	0.4%	\$ 121,086	\$ 86,577
Loves	9800	15	0.4%	\$ 266,090	0.3%	\$ 17,739	\$ 698,334	0.3%	\$ 46,556	\$ 964,424	0.3%	\$ 64,295	\$ 62,688
Maverik	9905	27	0.8%	\$ 862,625	1.0%	\$ 31,949	\$ 2,266,632	1.0%	\$ 83,949	\$ 3,129,257	1.0%	\$ 115,898	\$ 203,402
Pilot Travel Centers	9926	21	0.6%	\$ 294,702	0.3%	\$ 14,033	\$ 896,630	0.4%	\$ 42,697	\$ 1,191,332	0.4%	\$ 56,730	\$ 77,437
QuikTrip	9849	147	4.2%	\$ 9,474,080	10.8%	\$ 64,450	\$ 21,544,255	9.1%	\$ 146,560	\$ 31,018,335	9.6%	\$ 211,009	\$ 2,016,192
Safeway Gas	8128	32	0.9%	\$ 667,761	0.8%	\$ 20,868	\$ 2,366,332	1.0%	\$ 73,948	\$ 3,034,093	0.9%	\$ 94,815	\$ 197,216
Shay's	8938	22	0.6%	\$ 456,042	0.5%	\$ 20,729	\$ 1,880,158	0.8%	\$ 85,462	\$ 2,336,200	0.7%	\$ 106,191	\$ 151,853
Smith's Gas	9027	4	0.1%	\$ 4,458	0.0%	\$ 1,115	\$ 26,824	0.0%	\$ 6,706	\$ 31,282	0.0%	\$ 7,821	\$ 2,033
Speedway	9956	78	2.2%	\$ 1,326,195	1.5%	\$ 17,003	\$ 5,463,806	2.3%	\$ 70,049	\$ 6,790,001	2.1%	\$ 87,051	\$ 441,350
Superpumper	8025	13	0.4%	\$ 513,879	0.6%	\$ 39,529	\$ 975,126	0.4%	\$ 75,010	\$ 1,489,005	0.5%	\$ 114,539	\$ 96,785
TA Truck Centers	3	9	0.3%	\$ 156,928	0.2%	\$ 17,436	\$ 438,482	0.2%	\$ 48,720	\$ 595,410	0.2%	\$ 66,157	\$ 38,702
Terribles	8004	10	0.3%	\$ 545,743	0.6%	\$ 54,574	\$ 682,144	0.3%	\$ 68,214	\$ 1,227,887	0.4%	\$ 122,789	\$ 79,813
Convenience Total		1,244	35.1%	\$32,178,784	36.7%	\$ 25,867	\$93,957,313	39.7%	\$ 75,528	\$126,136,097	38.9%	\$ 101,396	\$ 8,198,846
Albertsons	8027	30	0.8%	\$ 2,378,039	2.7%	\$ 79,268	\$ 5,222,033	2.2%	\$ 174,068	\$ 7,600,072	2.3%	\$ 253,336	\$ 494,005
Bashas'	9968	44	1.2%	\$ 2,448,142	2.8%	\$ 55,640	\$ 5,319,641	2.2%	\$ 120,901	\$ 7,767,783	2.4%	\$ 176,541	\$ 504,906
El Super	8030	6	0.2%	\$ 77,887	0.1%	\$ 12,981	\$ 503,287	0.2%	\$ 83,881	\$ 581,174	0.2%	\$ 96,862	\$ 37,776
Food City	9968	45	1.3%	\$ 499,365	0.6%	\$ 11,097	\$ 2,877,033	1.2%	\$ 63,934	\$ 3,376,398	1.0%	\$ 75,031	\$ 219,466
Fry's	8052	128	3.6%	\$ 12,930,894	14.8%	\$ 101,021	\$ 30,312,100	12.8%	\$ 236,813	\$ 43,242,794	13.3%	\$ 337,834	\$ 2,810,782
Los Altos Ranch Market	8026	7	0.2%	\$ 85,053	0.1%	\$ 12,150	\$ 677,658	0.3%	\$ 96,808	\$ 762,711	0.2%	\$ 108,959	\$ 49,576
Safeway	8128	105	3.0%	\$ 9,345,627	10.7%	\$ 89,006	\$ 17,670,293	7.5%	\$ 168,289	\$ 27,015,920	8.3%	\$ 257,294	\$ 1,756,035
Smith's	9027	4	0.1%	\$ 276,469	0.3%	\$ 69,117	\$ 526,463	0.2%	\$ 131,616	\$ 802,932	0.2%	\$ 200,733	\$ 52,191
Walmart NHM	8022	27	0.8%	\$ 1,076,888	1.2%	\$ 39,885	\$ 2,742,406	1.2%	\$ 101,571	\$ 3,819,294	1.2%	\$ 141,455	\$ 248,254
Walmart Supercenters	8022	81	2.3%	\$ 3,429,696	3.9%	\$ 42,342	\$ 7,148,866	3.0%	\$ 88,258	\$ 10,578,562	3.3%	\$ 130,600	\$ 687,607
Winco	9962	7	0.2%	\$ 280,378	0.3%	\$ 40,054	\$ 579,324	0.2%	\$ 82,761	\$ 859,702	0.3%	\$ 122,815	\$ 55,881
Food Store Total		484	13.7%	\$32,828,238	37.5%	\$ 67,827	\$73,579,104	31.1%	\$ 152,023	\$ 106,407,342	32.8%	\$ 219,850	\$ 6,916,477
Major Chains		1,728	48.8%	\$65,007,022	74.2%	\$ 37,620	\$167,536,417	70.8%	\$ 96,954	\$ 232,543,439	71.7%	\$ 134,574	\$ 15,115,324
All Stores*		3540		\$87,636,083		\$ 24,756	\$236,584,239		\$ 66,832	\$ 324,220,322		\$ 91,588	\$ 21,074,321

*Does not include Instant Tabs

**ARIZONA LOTTERY
COUNTY SALES REVIEW
Fiscal Year 2025
July 2024 through September 2024**

County	# of		Draw Games			Scratchers			Instant Tabs			Combined Total Sales					2025 Estimated	
	Code	% of Accts	Sales	Market Share	Per Store Average	Sales	Market Share	Per Store Average	Sales	Market Share	Per Store Average	FY2024 Sales	FY2023 Sales	% of Change	Market Share	Per Store Average	Per Capita Wkly Sales	
Apache	1	18	0.5%	160,663	0.2%	8,926	462,512	0.2%	25,695	10,620	0.3%	590	633,795	721,901	-12.20%	0.2%	35,211	\$0.76
Cochise	2	97	2.7%	1,610,660	1.8%	16,605	5,757,397	2.4%	59,355	93,720	2.3%	966	7,461,777	8,775,138	-14.97%	2.3%	76,926	\$4.64
Coconino	3	111	3.1%	1,722,738	2.0%	15,520	4,411,489	1.9%	39,743	43,320	1.0%	390	6,177,547	7,362,264	-16.09%	1.9%	55,654	\$3.28
Gila	4	45	1.3%	644,236	0.7%	14,316	2,214,280	0.9%	49,206	18,280	0.4%	406	2,876,796	3,434,473	-16.24%	0.9%	63,929	\$4.09
Graham	5	22	0.6%	262,013	0.3%	11,910	1,622,556	0.7%	73,753	3,720	0.1%	169	1,888,289	2,091,364	-9.71%	0.6%	85,831	\$3.61
Greenlee	6	6	0.2%	74,096	0.1%	12,349	491,138	0.2%	81,856	12,780	0.3%	2,130	578,014	682,625	-15.32%	0.2%	96,336	\$4.72
La Paz	15	37	1.0%	326,512	0.4%	8,825	855,768	0.4%	23,129	84,900	2.0%	2,295	1,267,180	1,635,242	-22.51%	0.4%	34,248	\$5.77
Maricopa	7	1974	55.8%	54,240,813	61.9%	27,478	150,669,474	63.7%	76,327	2,137,800	51.5%	1,083	207,048,087	246,603,822	-16.04%	63.1%	104,888	\$3.45
Mohave	8	222	6.3%	7,507,633	8.6%	33,818	12,285,177	5.2%	55,339	584,120	14.1%	2,631	20,376,930	27,323,062	-25.42%	6.2%	91,788	\$6.92
Navajo	9	67	1.9%	988,325	1.1%	14,751	2,827,770	1.2%	42,206	88,700	2.1%	1,324	3,904,795	4,785,905	-18.41%	1.2%	58,281	\$2.74
Pima	10	447	12.6%	10,656,050	12.2%	23,839	29,062,935	12.3%	65,018	405,200	9.8%	906	40,124,185	48,683,308	-17.58%	12.2%	89,763	\$2.89
Pinal	11	170	4.8%	3,952,735	4.5%	23,251	11,624,066	4.9%	68,377	244,960	5.9%	1,441	15,821,761	19,668,783	-19.56%	4.8%	93,069	\$2.42
Santa Cruz	12	25	0.7%	675,646	0.8%	27,026	1,076,137	0.5%	43,045	0	0.0%	0	1,751,783	2,064,578	-15.15%	0.5%	70,071	\$2.71
Yavapai	13	167	4.7%	3,254,823	3.7%	19,490	8,388,722	3.5%	50,232	253,880	6.1%	1,520	11,897,425	13,762,850	-13.55%	3.6%	71,242	\$3.63
Yuma	14	130	3.7%	1,517,592	1.7%	11,674	4,834,818	2.0%	37,191	168,700	4.1%	1,298	6,521,110	7,268,453	-10.28%	2.0%	50,162	\$2.31
Virtual	26	2	0.1%	41,548	0.0%	20,774	0	0.0%	0	0	0.0%	0	41,548	225,800	-81.60%	0.0%	20,774	
Total		3540	100%	87,636,083	100%	24,756	236,584,239	100%	66,832	4,150,700	100%	1,173	328,371,022	395,089,568	-16.89%	100%	92,760	\$3.37

Summary Recap

Maricopa and Pima Counties	2421	68.4%	64,896,863	74.1%	26,806	179,732,409	76.0%	74,239	2,543,000	61.3%	3,434,042	247,172,272				75.3%	102,095	
Mohave, Pinal and Yavapai	559	15.8%	14,715,191	16.8%	26,324	32,297,965	13.7%	57,778	1,082,960	26.1%	6,449,551	48,096,116				14.6%	86,040	
All Other Counties	560	15.8%	8,024,029	9.2%	14,329	24,553,865	10.4%	43,846	524,740	12.6%	5,731,056	33,102,634				10.1%	59,112	

New Business Item #1
Vote for Commission Chair and Vice-Chair
Report to Arizona Lottery Commission
October 18, 2024

Pursuant to Arizona Revised Statute §5-552(A) the commission members are required to elect a new Commission Chair. In addition, the commission members may elect a Vice-Chair. The Chair and/or Vice-Chair may serve more than one term. The term of office will be annually, (November 1, 2024, through November 01, 2025).

The Commission is requested to take this action at the meeting.

New Business Item #2
Instant Scratch Game Profiles
Report to Arizona Lottery Commission
October 18, 2024

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: *\$5,000,000 Luxe #1480*, *\$100,000 Mega Cash #1482*, and *Rock Out #1484*.

\$5,000,000 Luxe #1480. This \$50 game has a top prize of \$5,000,000 (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 5 million tickets.

\$100,000 Mega Cash #1482. This \$10 game has a top prize of \$100,000. This game will be printed at a quantity of approximately 2 million tickets.

Rock Out #1484. This \$2 game has a top prize of \$10,000. This game will be printed at a quantity of approximately 2.2 million tickets.

Attachments (Commissioners only)

New Business Item #3
Players Club Promotion Profile #139
Report to Arizona Lottery Commission
October 18, 2024

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 PROFILES

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

\$500K Giveaway Promotion Profile #139

Starting December 2, 2024 players will be able to enter winning and non-winning designated Instant Scratch tickets for a chance to win a cash prize of \$500,000.

Attachments (Commissioners only)