



November 15, 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 **November 15, 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 October 18, 2024, Public Meeting

Agency Reports

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

New Business

1. Discussion and possible action on new instant scratch game profiles: *Loteria Grande* #1483, *\$100,000 Max* #1485, *Bank On It* #1486, and *Easy \$100s* #1487.
2. Discussion and possible action on new promotion profile: *MONOPOLY Multiplier* #140.

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 **December 20, 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 6th day of November 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 October 18, 2024, Meeting

PRESIDING Chair Jeff Weintraub (In-Person)

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

LOTTERY Deputy Director of Operations & Chief Financial Officer; Russ Harben, Mia Lemke; Chief People Officer, May Mgbolu; Chief of Staff (In-Person)

Luanne Mansanares, Cydeni Carter, Mary Cimaglio, Valerie Aguilar, Virginia Pothier, Ray Ortega, and Anna Hunt (In Person)

Alexandra Adukeh, Shelby Alessi, Cassandra Bierworth, Tim Brennan, Kyle Burt, Anjali Dang, Holly Hichens, Susan Kalember, Ashley Lovett, Mia Marquez, Vicki Nelson, Lisa Schartz, Lynda Sellers, Brian Simons, Adam Tollefson, Nicholas Wagner, and Jennifer Wenger (Tele-Conference)

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

Scientific Games Representative: Steve Smith (In-Person), Hannah Balamut (Tele-Conference)

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

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

IGT Representative: Nicholas Schell (Teleconference)

PUBLIC Quinn Harben (In-Person), and Mark Basedow (Tele-Conference)

Call to Order

1. **Call for Quorum:** Pursuant to the Public Notice dated October 9, 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, and Commissioner Aniles (In-Person)
2. **Notice:** Notice was posted by Luanne Mansanares on October 10, 2024, 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 20, 2024, Public Meeting minutes. Vice Chair Newman moved; Commissioner Fritz seconded. The vote was unanimous, with all Commission Members voting aye. The motion carried.

Agency Report

1. Executive Report: Deputy Director of Operations & Chief Financial Officer; Russ Harben introduced new executive team member May Mgbolu, and Cydeni Carter presented information on the Givesback Beneficiary of the Month.
2. Financial Report – Presented by Russ Harben.
3. 1st Quarter Products & Sales Review – No Presentation
4. New Games Introduction – No Presentation

New Business

1. Chair Weintraub opened the floor for nominations for Commission Chair. Commissioner Scheel nominated Jeff Weintraub for Chair. There were no other nominations for Chair. There was no discussion. Chair Weintraub entered a motion to elect Jeff Weintraub as Commission Chair. Commissioner Aniles moved, Scheel second. The vote was unanimous with all Commission members voting aye. The motion carried.
2. Chair Weintraub opened the floor for nominations for Commission Vice-Chair. Commissioner Aniles nominated Commissioner Newman for Vice-Chair. There were no other nominations for Chair. There was no discussion. Chair Weintraub entered a motion to elect Commissioner Newman as Vice-Chair. Chair Weintraub moved, Scheel second. The vote was unanimous with all Commission members voting aye. The motion carried.
3. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new instant scratch game profiles: *\$5,000,000 Luxe #1480*, *\$100,000 Mega Cash #1482*, and *Rock Out #1484*. 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: #1480, #1482, and #1484. Vice Chair Newman moved; Commissioner Fritz seconded. The vote was unanimous, with all Commission Members voting aye. The motion carried.
4. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new promotion profile: *\$500K Giveaway #139*. 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: #139. Commissioner Newman moved; Commissioner Fritz seconded. The vote was unanimous, with all Commission Members 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, November 15, 2024 at 10:00 a.m.

Adjournment

The meeting adjourned at 10:23 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 15, 2024

Executive Report – Presentation

Financial Report – Presentation

Marketing & Products Update –Presentation

New Game Introductions – No Presentation

New Game Introductions

The following Scratchers games were introduced since the last commission meeting: *\$100 Grand Crossword* #1460, *Barrett-Jackson* #1467, and *Blazing Heat/Black Ice* #1468.

The following Fast Play game was introduced since the last commission meeting: *Lucky Gems Progressive* #171.

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 11/4/24
10/16/24	\$20	1402	24K Gold	2,116,560	91%
10/22/24	\$2	1410	Red Hot 7s	5,007,150	94%
10/22/24	\$5	1449	It's All Cash	2,263,860	94%

ATTACHMENT A

Dashboard Report November 2024

SERVING ARIZONA FOR 43 YEARS





-7.92%

Total Sales (FYTD)
\$445,654,708

-17.12%

vs. Proj (FYTD)

vs. PYTD

-17.05%

Draw Sales
\$116,583,483 ^{26.2%}_{%Total Sales}

-41.90%

Draw Sales : From
7/1/2019 - To
11/3/2024
Fast Play Sales :
From 7/1/2019 - To
11/3/2024

-4.18%

Instant Sales
\$329,071,225 ^{73.8%}_{%Total Sales}

-2.37%

vs. Proj (FYTD)

vs. PYTD

vs. Proj (FYTD)

vs. PYTD

-26.86%

Multi-State
\$65,797,711 ^{56.4%}_{%Draw Sales}

-56.31%

-4.46%

Scratchers Sales
\$323,407,085 ^{59.3%}_{%Instant Sales}

-2.64%

vs. Proj (FYTD)

vs. PYTD

vs. Proj (FYTD)

vs. PYTD

2.66%

In-State
\$32,143,644 ^{27.6%}_{%Draw Sales}

1.97%

Scratcher Sales :
From 7/1/2019 - To
11/3/2024
Pulltab Sales : From
7/1/2019 - To
11/1/2024

8.72%

Charitable Pulltab Sales
\$2,948,940 ^{0.9%}_{%Instant Sales}

11.33%

vs. Proj (FYTD)

vs. PYTD

vs. Proj (FYTD)

vs. PYTD

-6.12%

Quick Draw
\$868,072 ^{0.7%}_{%Draw Sales}

-9.39%

25.16%

Age Rest. Pulltab Sales
\$2,003,720 ^{0.6%}_{%Instant Sales}

22.46%

vs. Proj (FYTD)

vs. PYTD

vs. Proj (FYTD)

vs. PYTD

-3.07%

Fast Play
\$17,774,056 ^{15.2%}_{%Draw Sales}

1.22%

15.81%

Other Pulltab Sales
\$711,480 ^{0.2%}_{%Instant Sales}

18.91%

vs. Proj (FYTD)

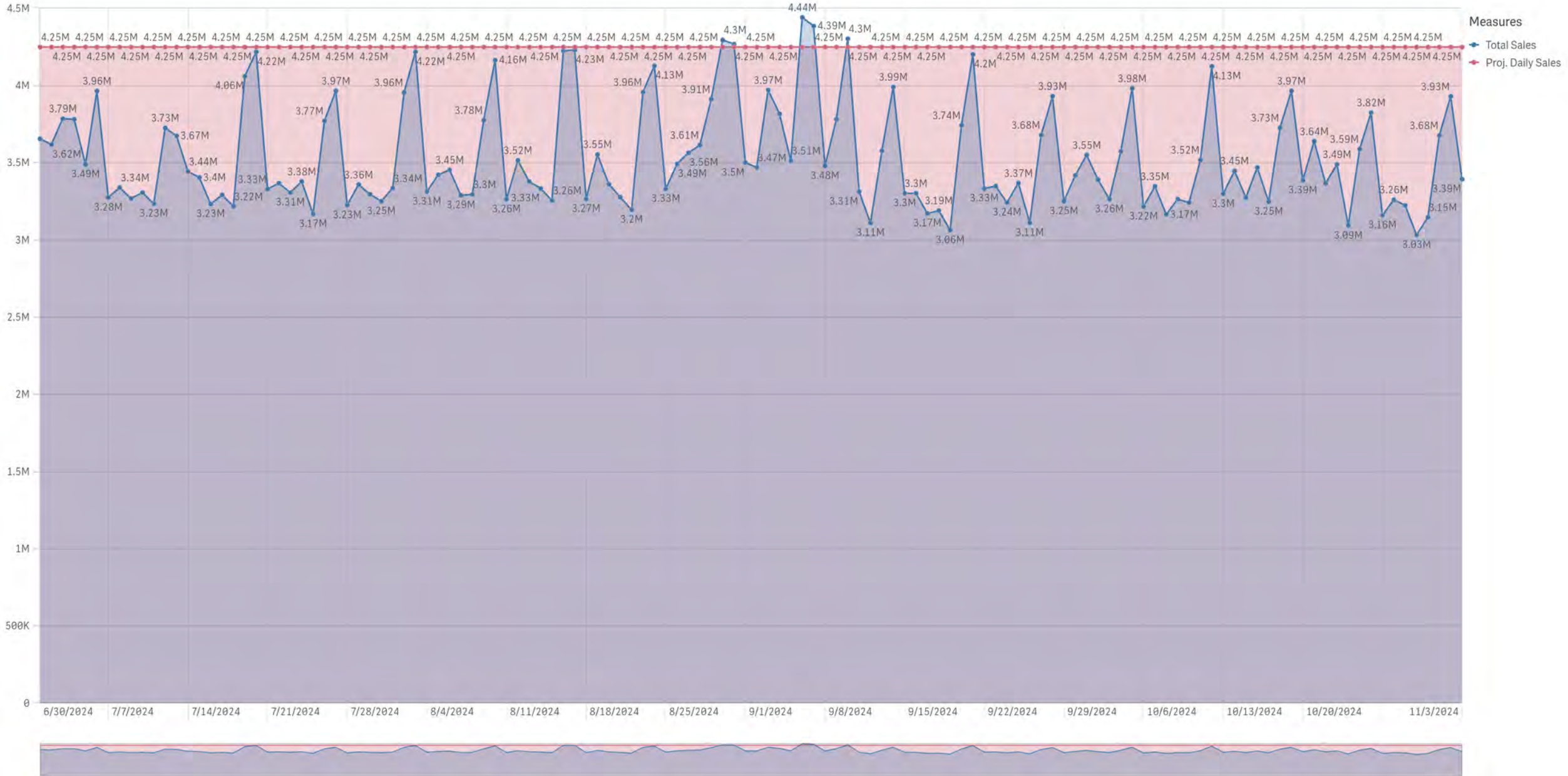
vs. PYTD

vs. Proj (FYTD)

vs. PYTD



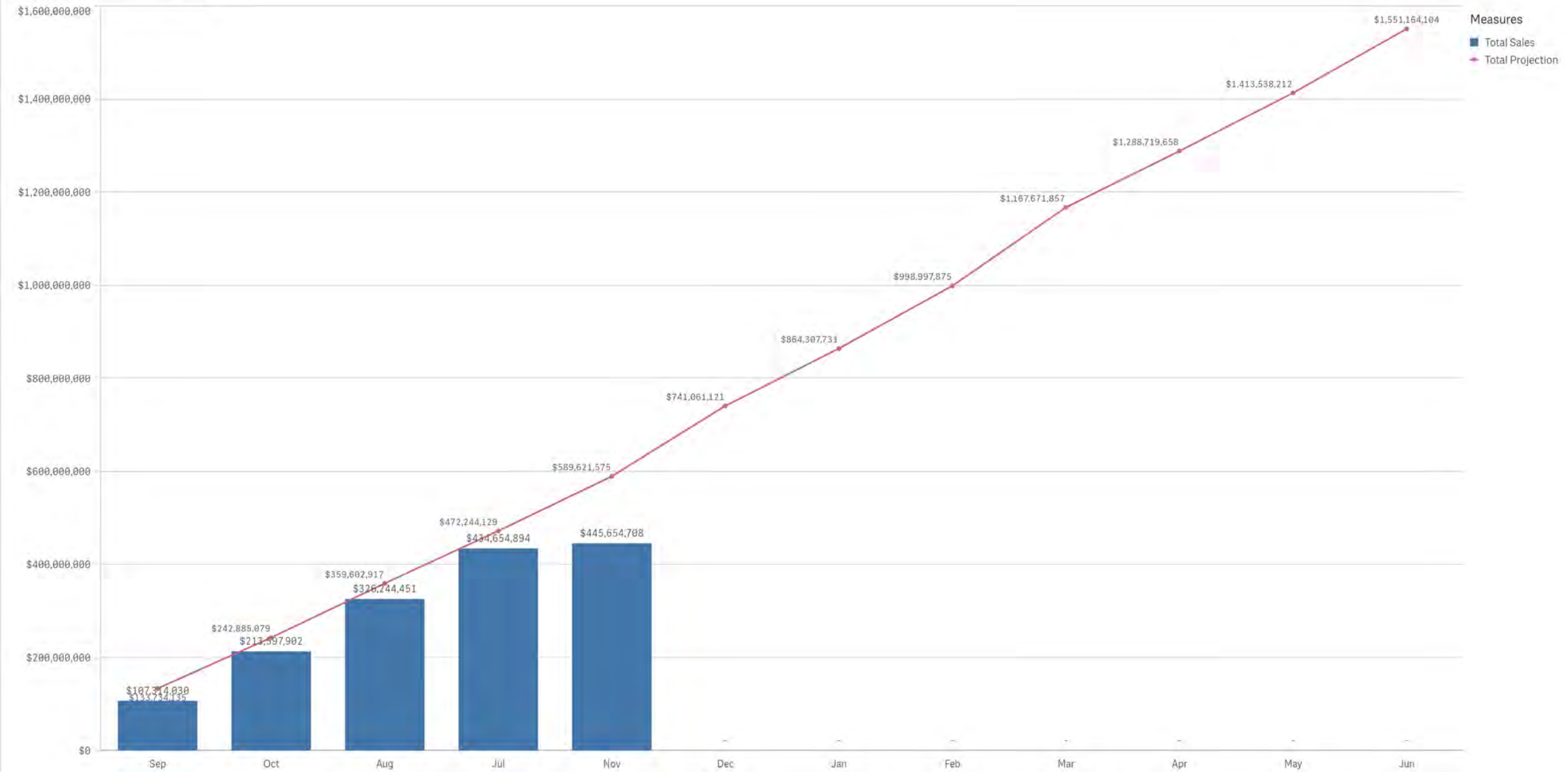
Daily Sales vs. Goal





YTD Sales vs. Projection

FY 2025 Total Sales vs. Projection

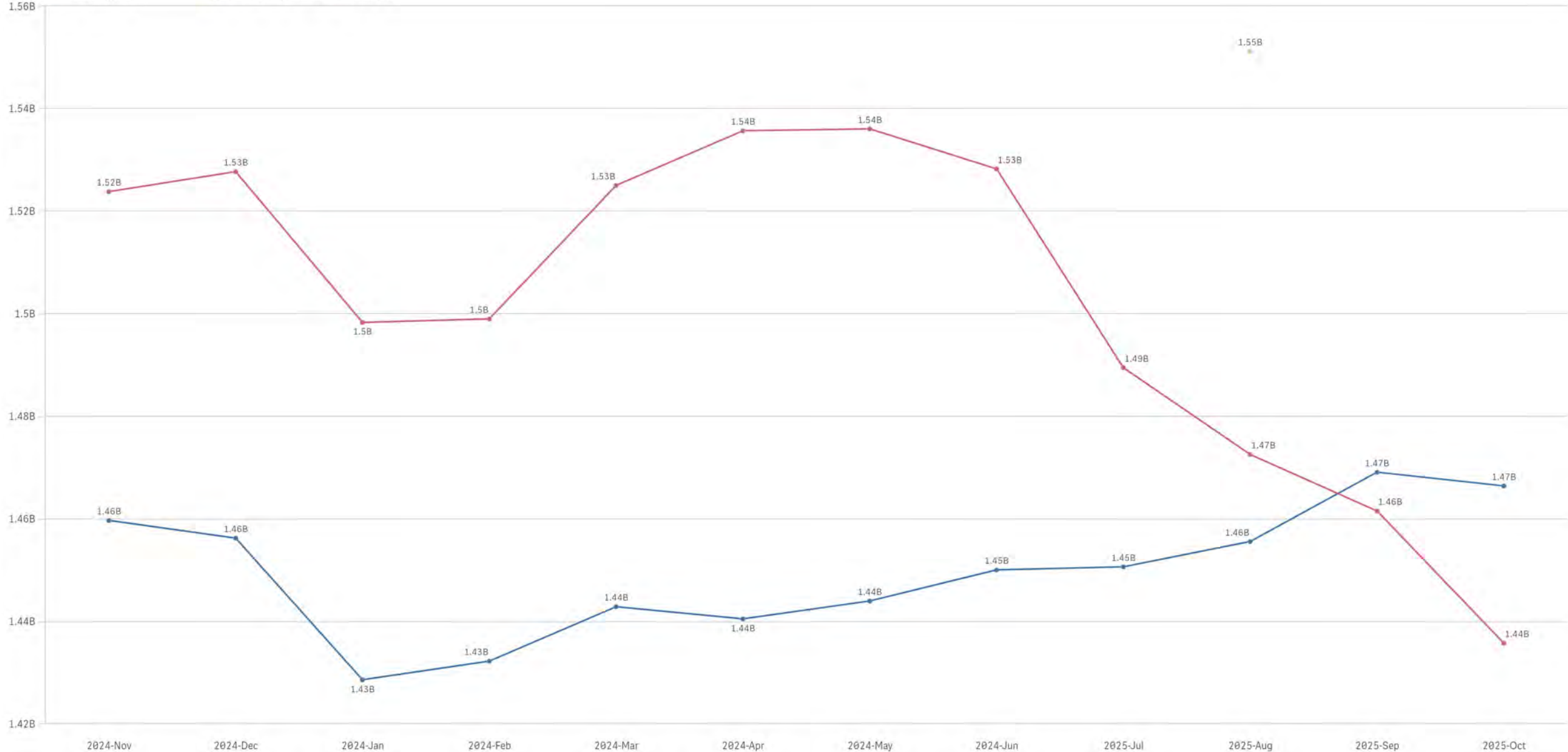




Rolling 12 Month Total Sales

Rolling 12 Month Sales

◆ Total Projection ◆ Current Year Projection ◆ Total Sales

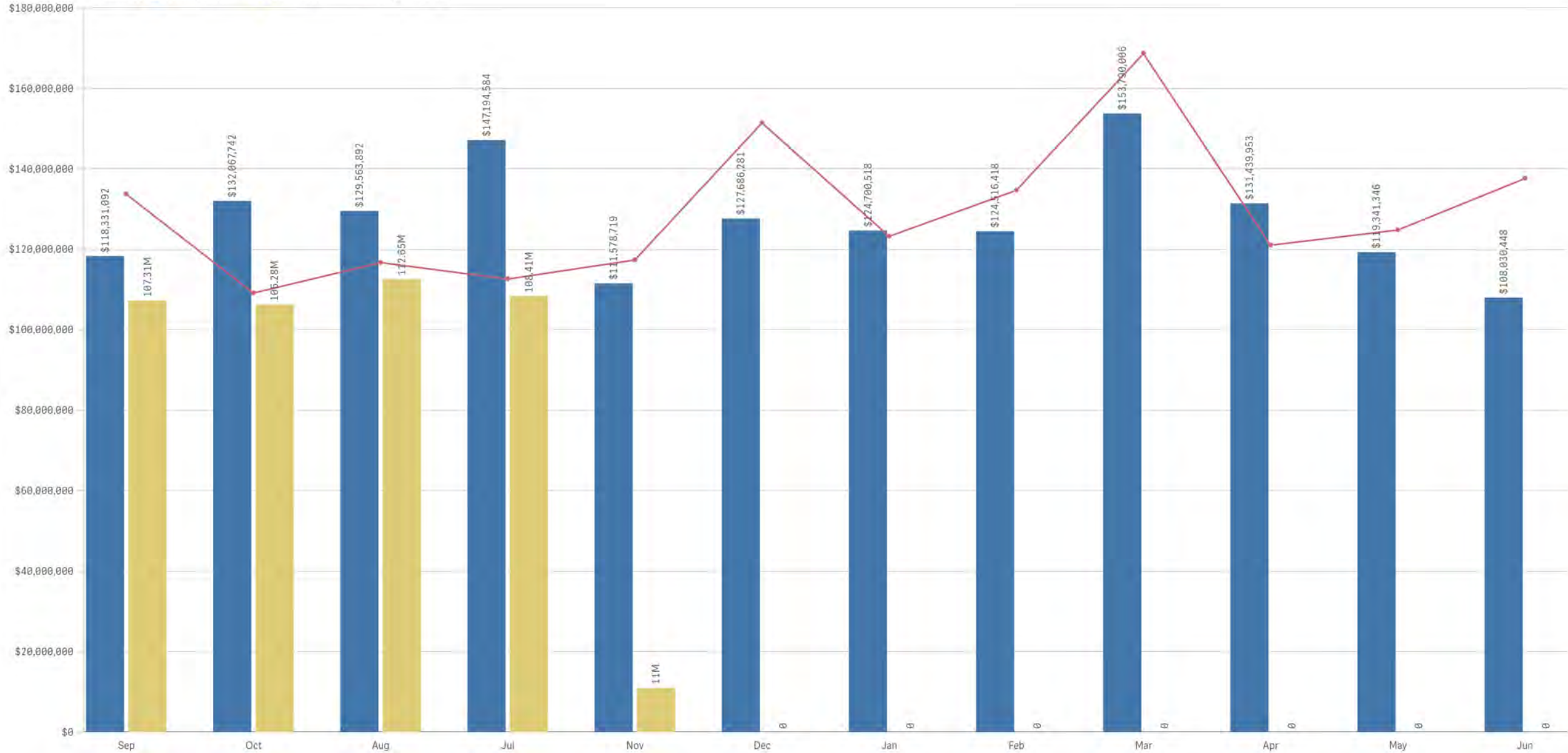




All Games

Sales FY 2024 vs. 2025 vs. Projection

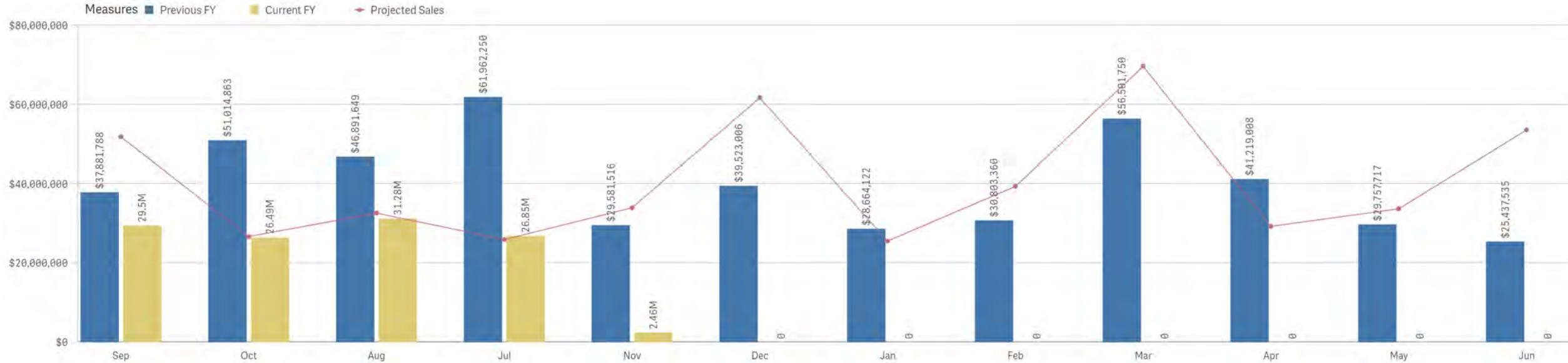
Measures ■ Previous FY ■ Current FY ◆ Projected Sales



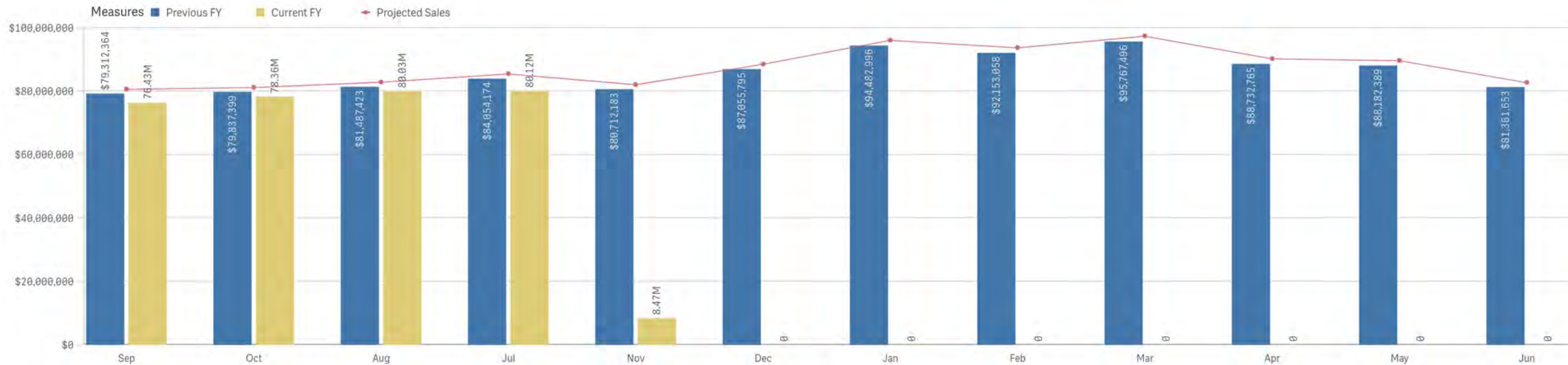


Draw and Instant Games

Draw Sales FY 2024 vs. 2025 vs. Projection



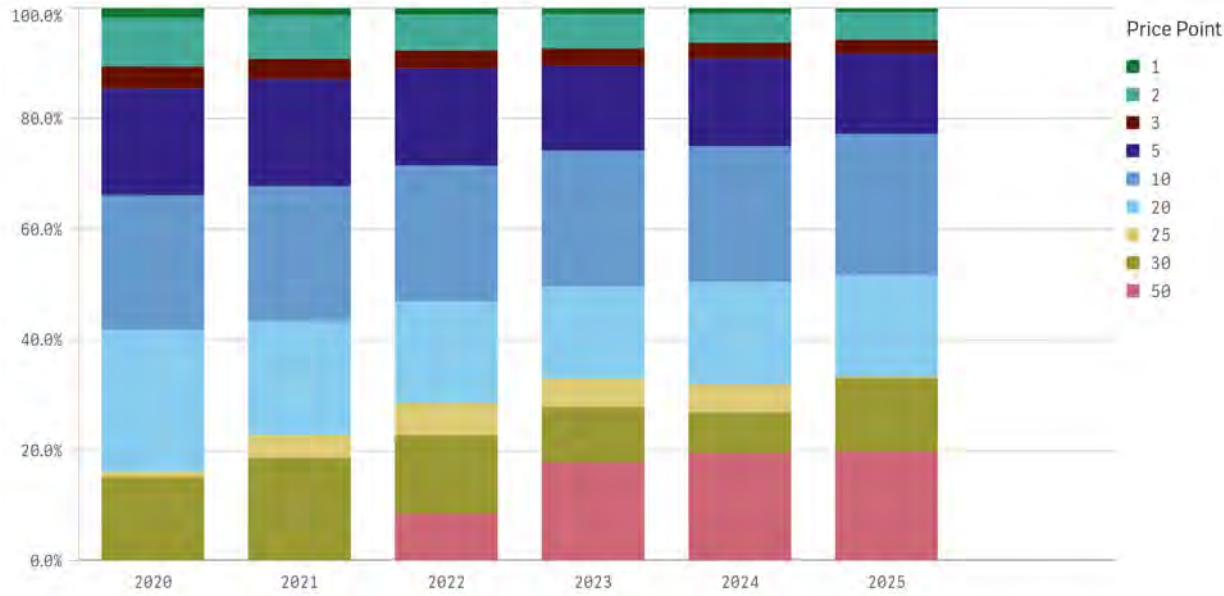
Instant Sales FY 2024 vs. 2025 vs. Projection



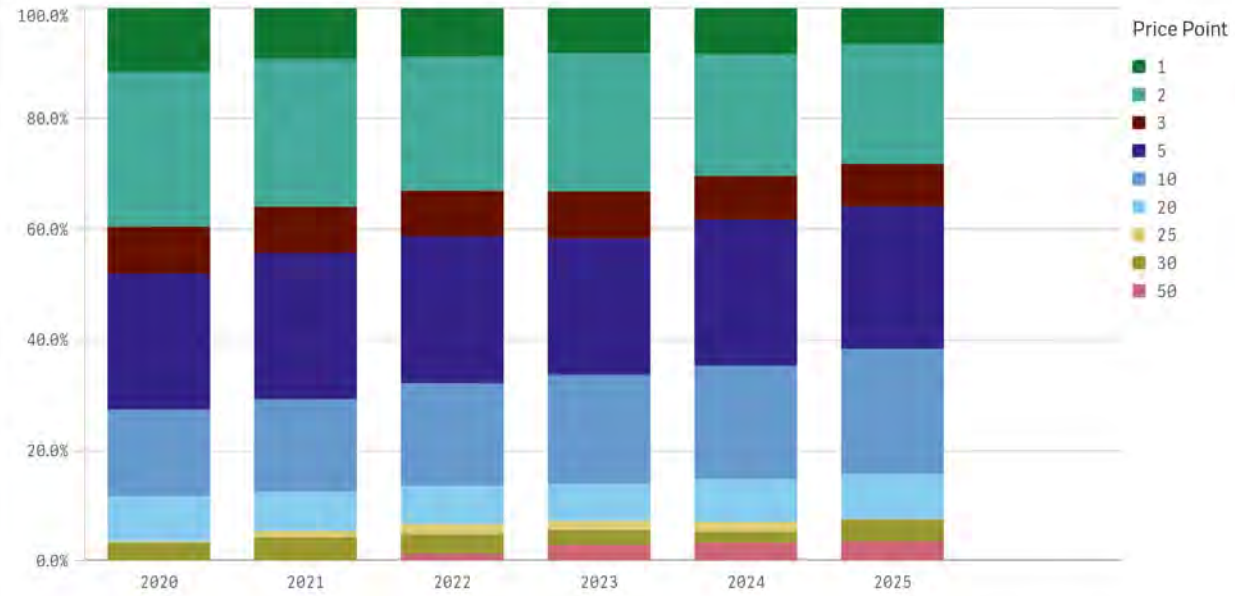


Sales by Price Point - Scratcher and Pull Tabs

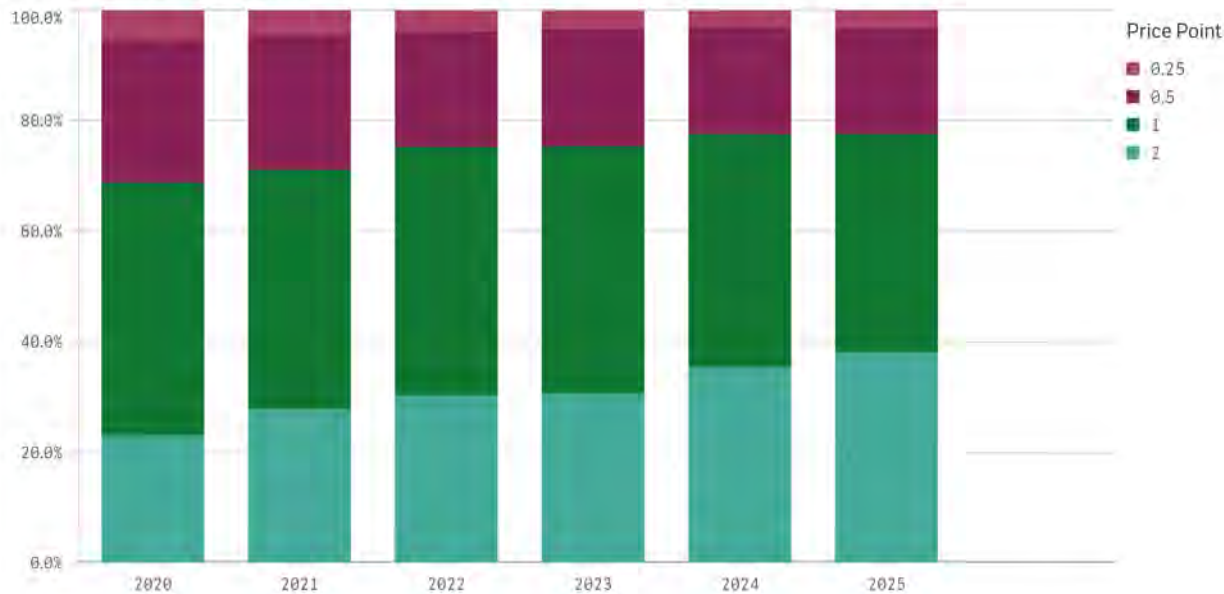
Based on Dollars Sold - Scratcher



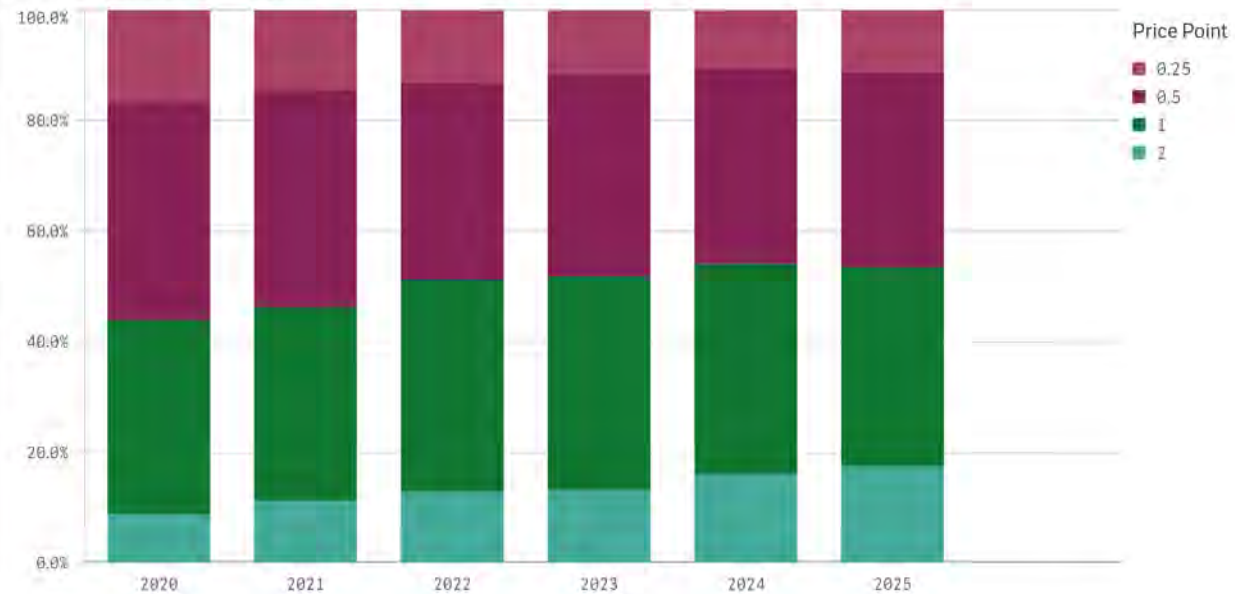
Based on Tickets Sold - Scratcher



Based on Dollars Sold - Pull Tabs

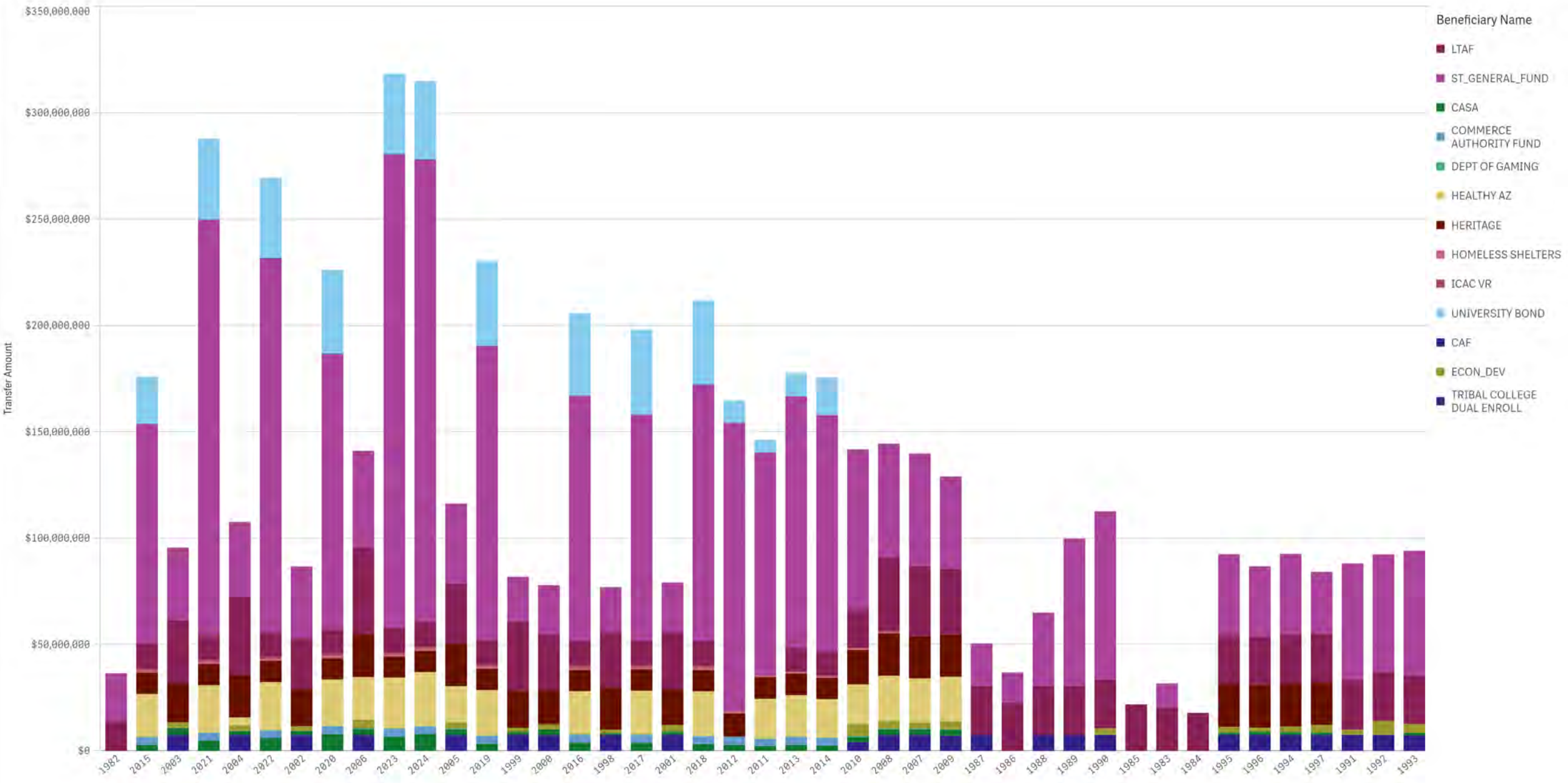


Based on Tickets Sold - Pull Tabs



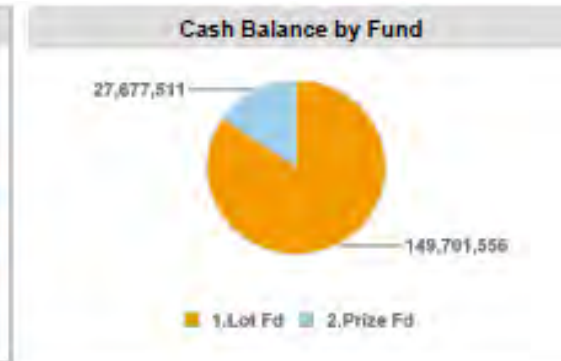
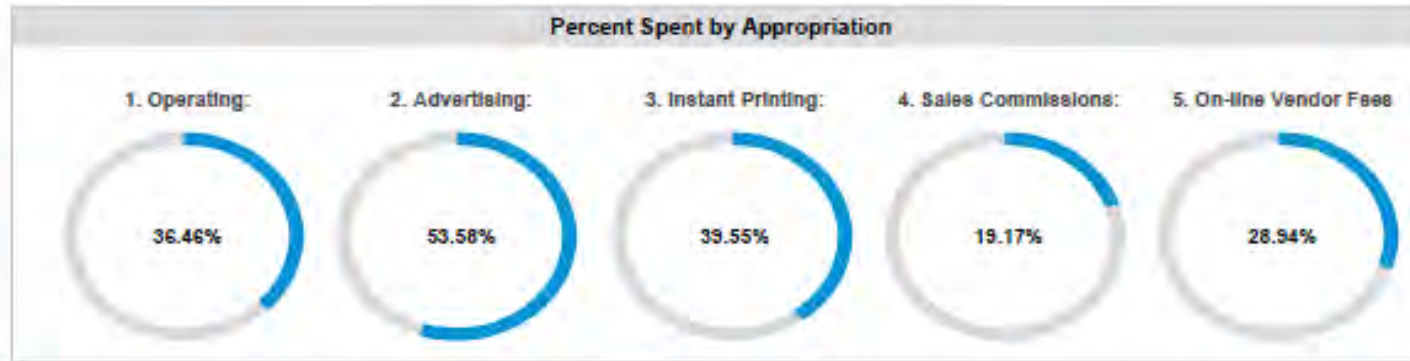
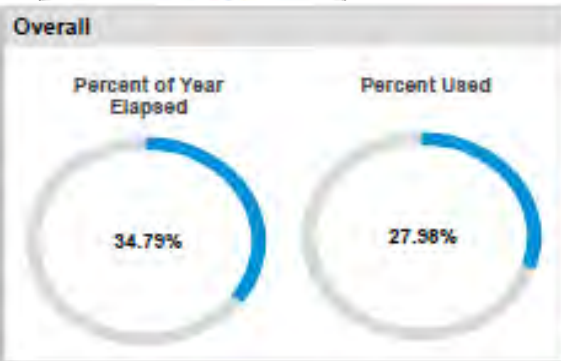


Transfer Amount by Beneficiary

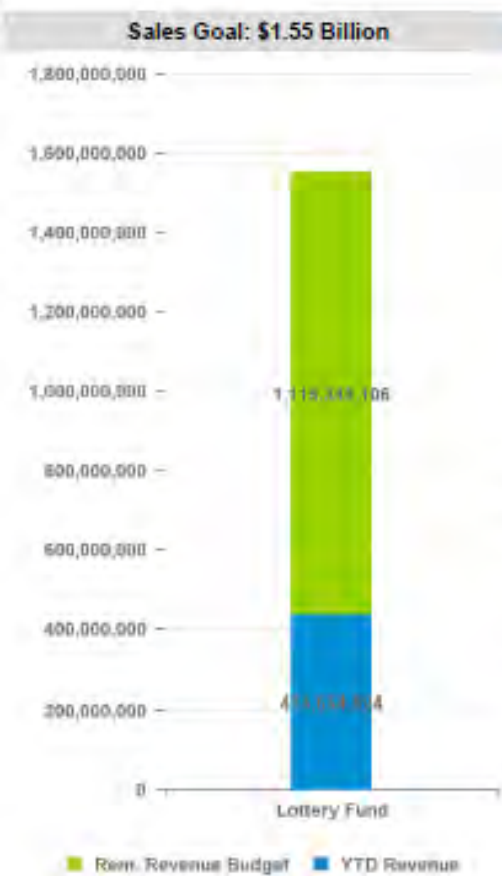




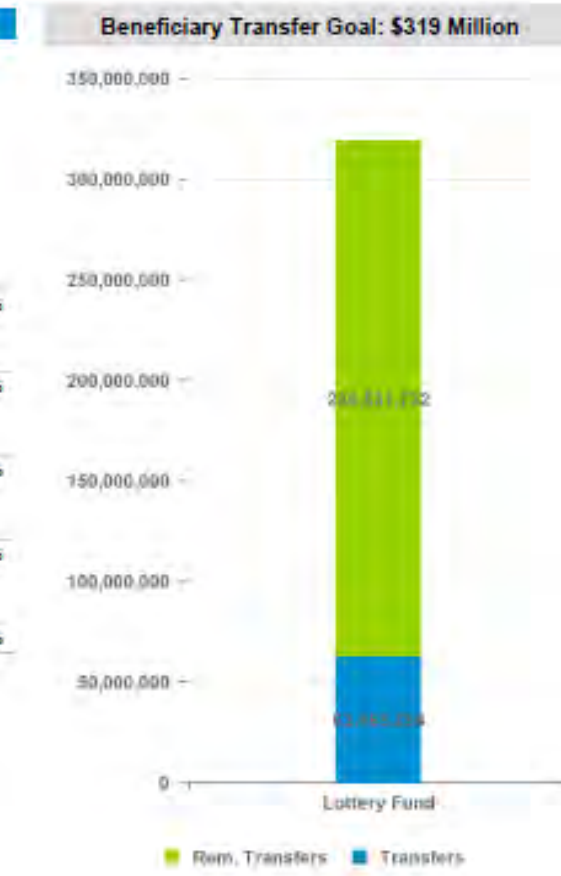
FY25 Year-to-date Financial Status



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	-	1,342,649	-	-1,342,649	
	6100 - Employee Related Expenditures	-	518,096	-	-518,096	
	6200 - Professional And Outside Services	-	249,331	363,570	-612,901	
	6500 - Travel - In-State	-	8,855	14,120	-22,976	
	6600 - Travel - Out-Of-State	-	21,049	4,000	-25,049	
	7000 - Other Operating Expenditures	-	469,852	636,808	-1,106,660	
	8500 - Non-Capital Equipment	-	4,246	127	-4,373	
	9100 - Transfers Out	-	46,955	37,807	-84,761	
Total:		10,195,900	2,881,034	1,068,432	8,478,434	38.48%
2. Advertising:	0000 - Appropriation Budget	15,500,000	-	-	15,500,000	
	7000 - Other Operating Expenditures	-	3,978,222	4,326,121	-8,304,343	
	Total:	15,500,000	3,978,222	4,326,121	7,186,857	53.58%
3. Instant Printing:	0000 - Appropriation Budget	42,399,600	-	-	42,399,600	
	7000 - Other Operating Expenditures	-	5,318,997	11,450,088	-16,769,085	
	Total:	42,399,600	5,318,997	11,450,088	26,830,516	39.55%
4. Sales Commissions:	0000 - Appropriation Budget	112,871,100	-	-	112,871,100	
	7000 - Other Operating Expenditures	-	21,635,602	-	-21,635,602	
	Total:	112,871,100	21,635,602	-	91,235,498	19.17%
6. On-line Vendor Fees:	0000 - Appropriation Budget	20,729,900	-	-	20,729,900	
	6200 - Professional And Outside Services	-	3,946,339	2,053,651	-6,000,000	
	Total:	20,729,900	3,946,339	2,053,651	14,728,900	28.94%
Grand Total:		201,888,500	37,640,186	18,888,301	145,270,004	



Arizona
Lottery

TM

New Business Item #1
Instant Scratch Game Profiles
Report to Arizona Lottery Commission
November 15, 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: *Loteria Grande* #1483, *\$100,000 Max* #1485, *Bank On It* #1486, and *Easy \$100s* #1487.

Loteria Grande #1483. This \$5 game has a top prize of \$50,000. This game will be printed at a quantity of approximately 2.8 million tickets.

\$100,000 Max #1485. This \$10 game has a top prize of \$100,000. This game will be printed at a quantity of approximately 2 million tickets.

Bank On It #1486. This \$10 game has a top prize of \$100,000. This game will be printed at a quantity of approximately 2 million tickets.

Easy \$100s #1487. 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 #2
Players Club Promotion Profile #140
Report to Arizona Lottery Commission
November 15, 2024

This report has been provided to the Lottery Commission regarding the MONOPOLY Multiplier 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: MONOPOLY Multiplier.

MONOPOLY Multiplier Promotion Profile #140

Starting December 2, 2024 players will be able to enter winning and non-winning designated Instant Scratch or Fast Play™ tickets for a chance to win a \$50,000 cash prize or the Grand Prize of \$100,000 plus \$1,000,000 in a 30-year annuity.

Attachments (Commissioners only)