



September 20, 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 **September 20, 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](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 (#)

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 August 16, 2024, Public Meeting

**Agency Reports**

1. Executive Report – Presentation
2. Financial Report – Presentation
3. New Games Introduction – No Presentation

**New Business**

1. Discussion and possible action on new instant scratch game profiles: *Sunken Treasure Crossword* #1478, *Sizzling Red Hot 7's* #1479, and *Loaded Cash Explosion®* #1490.
2. Discussion and possible action on new Fast Play™ game profile *Lots O' Loot* #176, and amended Fast Play™ game profile *MONOPOLY™* #175.
3. Discussion and possible action on new promotion profile: *Hawaiian Holiday Giveaway* #138.

## **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 **October 18, 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 12th day of September 2024

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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 August 16, 2024, Meeting

- PRESIDING** Chair Jeff Weintraub (In-Person)
- COMMISSIONERS** Todd Newman, Tereza Fritz, Shannon Scheel (In-Person), and Mario Aniles (Tele-Conference)
- LOTTERY** Deputy Director of Operations & Chief Financial Officer, Chris Rogers; Chief Marketing Officer, Mia Lemke; Chief People Officer, and Tonya Beenders; Chief Sales Officer
- Luanne Mansanares, Anna Hunt, Ray Ortega, Valerie Agular, Sean Rodriguez, Mary Cimaglio, Stacey Henderson, Cydeni Carter,(In Person), Debra Andrego, Cassandra Bierworth, Kyle Burt, Anthony Calles, Anjali Dang, Michael Dooley, Greg England, Karla Henriksen, Wyeth Hines, Michael Jennings, Delijah Jones, Susan Kalember, Ashley Lovett, Mia Marquez, Vicki Nelson, Lisa Schartz, Lynda Sellers, Brian Simons, Orion Steen, Adam Tollefson, Art Uthaisri, Nicholas Wagner, and Jennifer Wenger (Tele-Conference)
- GUESTS** Attorney General Representatives: Marjorie Becklund (Tele-Conference)
- Scientific Games Representatives: Steve Wood Hannah Balamut (Tele-Conference)
- Pollard Banknote Limited Representatives: John Papile, Travis Priest, and Jessica Velarde (Tele-Conference)
- OH Partners: Melina Kiser (Teleconference)
- IGT – Nicholas Schell (Teleconference)
- PUBLIC** Paul Senseman and Todd last name unknown, (In Person), and Mark Basedow (Tele-Conference)

### Call to Order

1. **Call for Quorum:** Pursuant to the Public Notice dated August 8, 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 (Tele-Conference)
2. **Notice:** Notice was posted by Luanne Mansanares on August 8, 2024, at 1:00 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 June 21, 2024, Public Meeting minutes. 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.

### **Agency Report**

1. Executive Report – Russ Harben introduced the new Chief Sales Officer, Tonya Beenders, and Cydeni Carter presented information on the Givesback Beneficiary of the Month.
2. Financial Report – Presented by Russ Harben.
3. Retailer of the Quarter – Presented by Stacey Henderson.
4. Retailer of the Year – Presented by Michael Jennings
5. Marketing & Products Update – Presented by Chris Rogers
6. 4<sup>th</sup> Quarter Products & Sales Review – No Presentation
7. 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: *Barrett Jackson* # 1467, *Arizona Treasure Hunt* #1470, *MONOPOLY™ 5X* #1471, *MONOPOLY™ 10X* #1472, *MONOPOLY™ 20X* #1473, *MONOPOLY™ 50X* #1474, *MONOPOLY™ 100X* #1475, *Money Maker* #1476, and *MONOPOLY™ Promotional Game* #1477.

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: #1467, #1470, #1471, #1472, #1473, #1474, #1475, #1476, and #1477.

Vice Chair Newman moved; Commissioner Aniles 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 instant tab game profiles: *Bold & Brave* #205, *Desert Wild* #206, *Red, White & Blue Jay* #207, *Let Freedom Ring* #208, *Lakeside* #209, *Whole Lotta Loot* # 210, *Flowers in the Sun* #1111, *On the Green* #1112, *Fantabulous Fortune* #1113, *Haba Happy Day* #1114, *Afternoon Delights* #1115, and *Swish* #1116, 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 instant tab game profile: #205, #206, #207, #208 #209, #210, #1111, #1112, #1113, #1114, #1115, and #1116. 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.

3. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new Fast Play™ profiles: *Year of the Snake* #174, and *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™ profiles: #174, and #175. 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.

4. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new promotion profiles: *500K Giveaway* #136, and *Crossword Craze* #137. 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 profiles: #136, and #137. Commissioner 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.

### **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, September 20, 2024 at 10:00 a.m.

### **Adjournment**

The meeting adjourned at 10:44 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  
September 20, 2024

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**Executive Report – Presentation**

**Financial Report – Presentation**

**New Game Introductions – No Presentation**

New Game Introductions.

The following Scratchers games were introduced since the last commission meeting: *Red Hot 7s* #1454, *Hit the Jackpot* #1457, and *Instant Millions* #1466.

The following Fast Play game was introduced since the last commission meeting: *Multiplier Mania Progressive* #169.

More information on these games is available by visiting the Scratchers and Fast Play sections at [ArizonaLottery.com](http://ArizonaLottery.com)

No games have ended since the last commission meeting.



# **ATTACHMENT A**

# Dashboard Report September 2024

SERVING ARIZONA FOR 43 YEARS





-5.05%

vs. Proj (FYTD)

Total Sales (FYTD)  
\$251,636,277

-18.03%

vs. PYTD

-5.99%

vs. Proj (FYTD)

Draw Sales  
\$68,057,821 <sup>27.0%</sup><sub>%Total Sales</sub>

-41.81%

vs. PYTD

Draw Sales : From  
7/1/2019 - To  
9/8/2024  
Fast Play Sales :  
From 7/1/2019 - To  
9/8/2024

-4.70%

vs. Proj (FYTD)

Instant Sales  
\$183,578,456 <sup>73.0%</sup><sub>%Total Sales</sub>

-3.39%

vs. PYTD

-16.18%

vs. Proj (FYTD)

Multi-State  
\$37,421,170 <sup>55.0%</sup><sub>%Draw Sales</sub>

-58.19%

vs. PYTD

-4.97%

vs. Proj (FYTD)

Scratchers Sales  
\$180,487,216 <sup>98.3%</sup><sub>%Instant Sales</sub>

-3.66%

vs. PYTD

21.05%

vs. Proj (FYTD)

In-State  
\$19,747,612 <sup>29.0%</sup><sub>%Draw Sales</sub>

19.67%

vs. PYTD

Scratcher Sales :  
From 7/1/2019 - To  
9/8/2024  
Pulltab Sales : From  
7/1/2019 - To  
9/6/2024

7.57%

vs. Proj (FYTD)

Charitable Pulltab Sales  
\$1,596,420 <sup>0.9%</sup><sub>%Instant Sales</sub>

8.49%

vs. PYTD

-9.17%

vs. Proj (FYTD)

Quick Draw  
\$462,484 <sup>0.7%</sup><sub>%Draw Sales</sub>

-11.11%

vs. PYTD

28.58%

vs. Proj (FYTD)

Age Rest. Pulltab Sales  
\$1,138,860 <sup>0.6%</sup><sub>%Instant Sales</sub>

31.98%

vs. PYTD

-4.54%

vs. Proj (FYTD)

Fast Play  
\$10,426,555 <sup>15.3%</sup><sub>%Draw Sales</sub>

0.01%

vs. PYTD

3.93%

vs. Proj (FYTD)

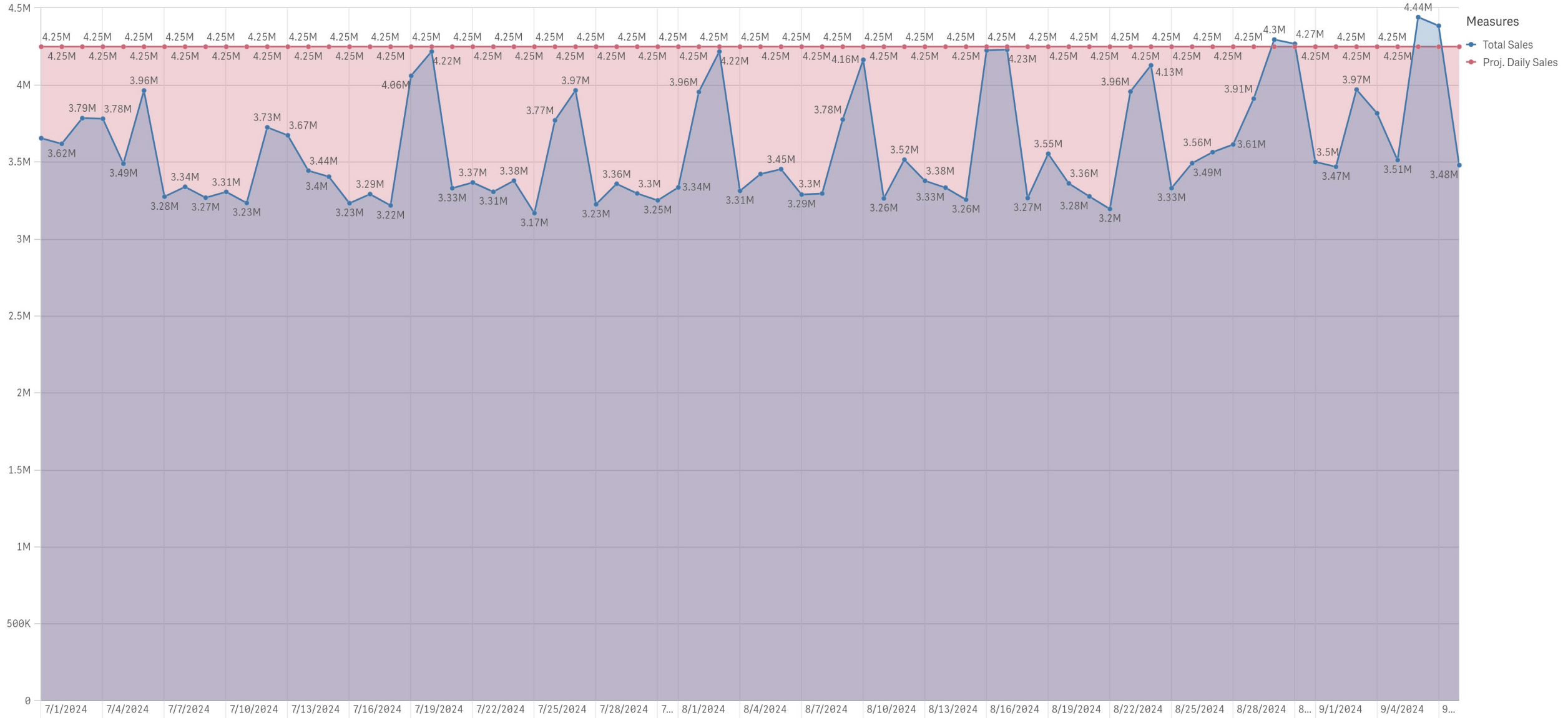
Other Pulltab Sales  
\$355,960 <sup>0.2%</sup><sub>%Instant Sales</sub>

-0.12%

vs. PYTD



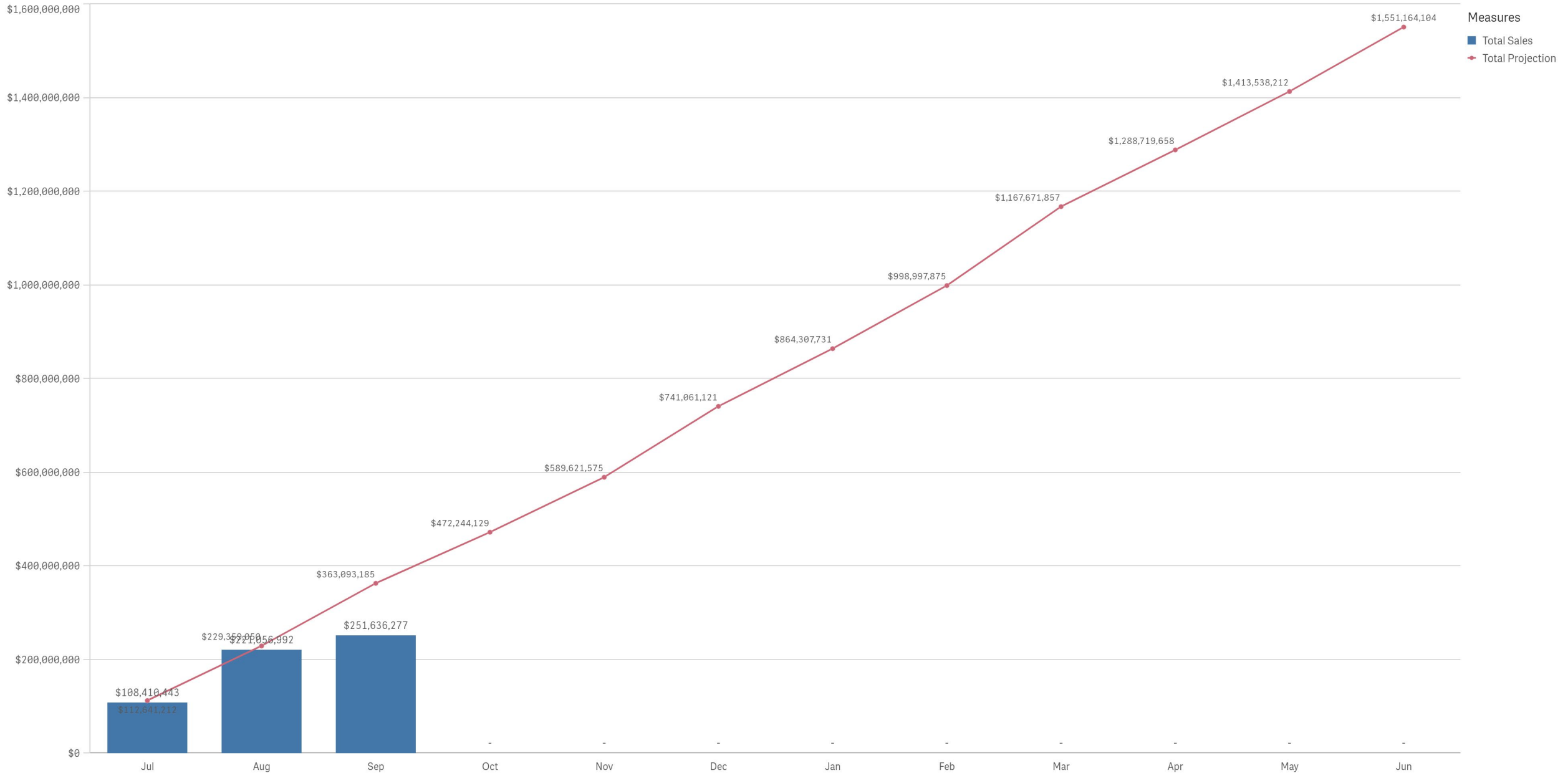
# Daily Sales vs. Goal





# YTD Sales vs. Projection

FY 2025 Total Sales vs. Projection

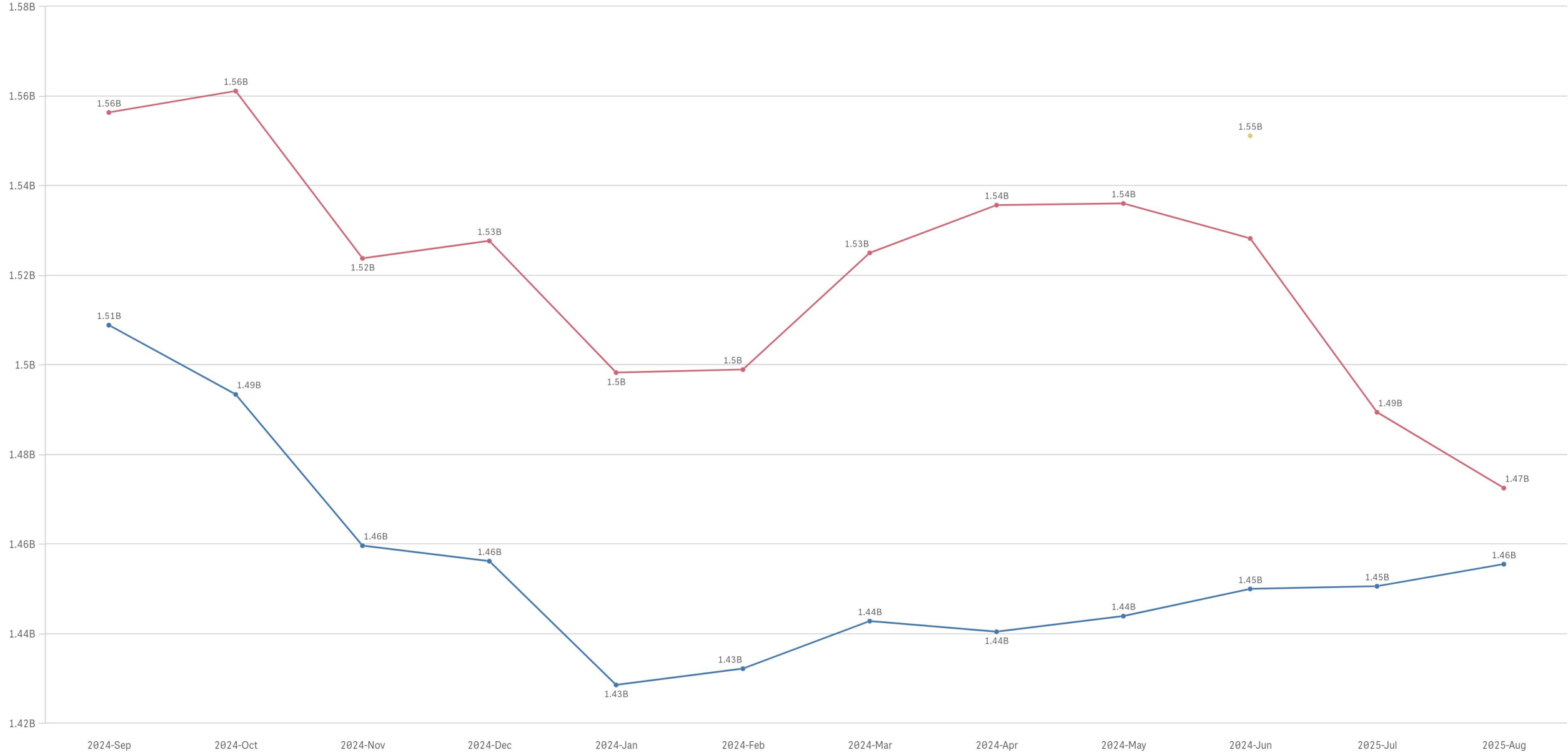




# Rolling 12 Month Total Sales

Rolling 12 Month Sales

◆ Total Projection    ◆ Current Year Projection    ◆ Total Sales

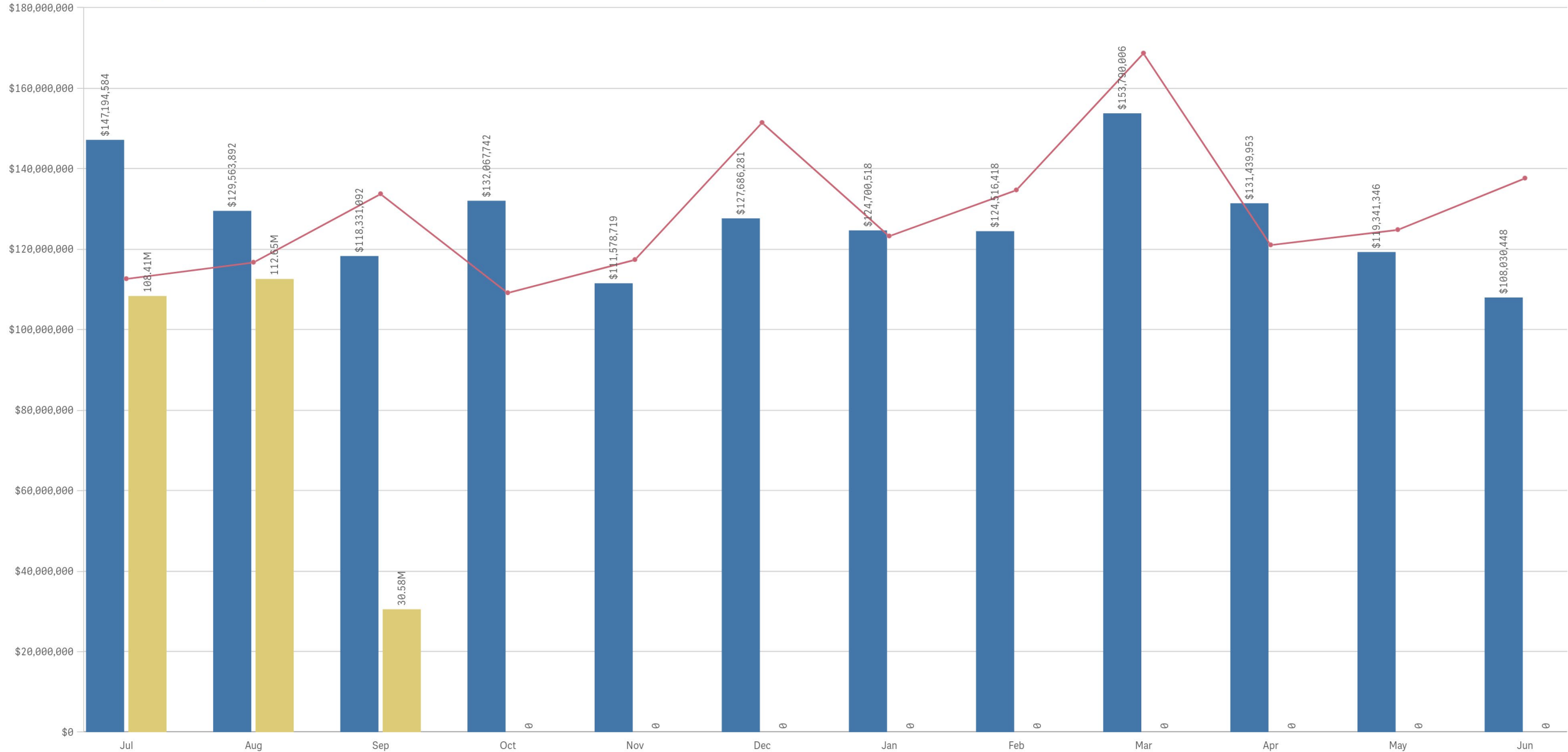




# All Games

Sales FY 2024 vs. 2025 vs. Projection

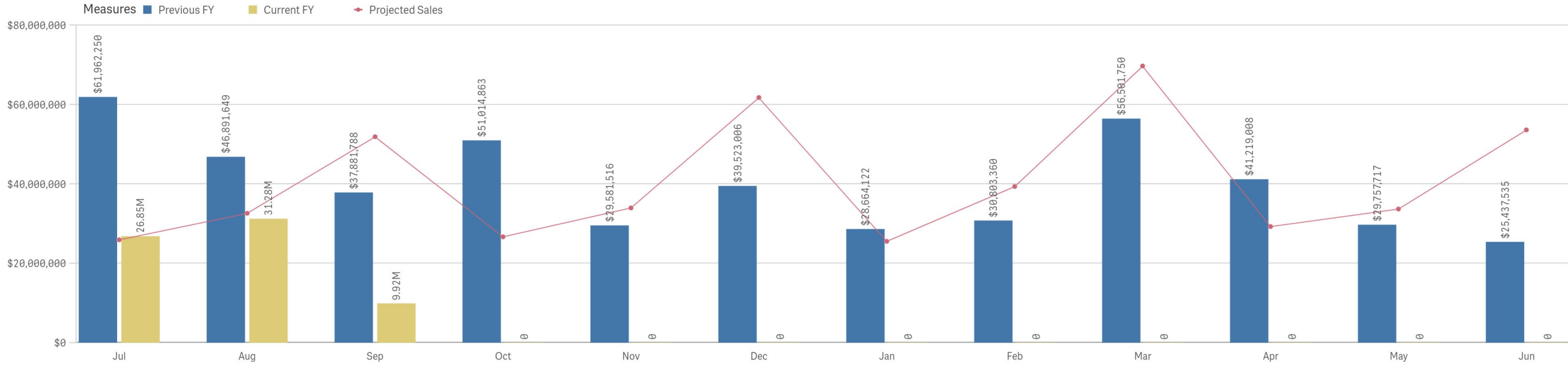
Measures Previous FY Current FY Projected Sales



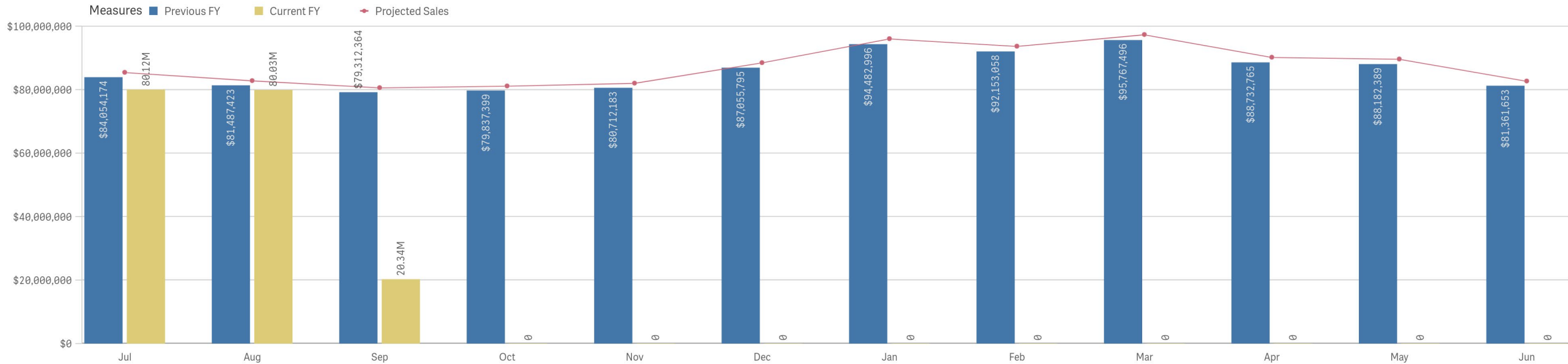


# Draw and Instant Games

### Draw Sales FY 2024 vs. 2025 vs. Projection



### Instant Sales FY 2024 vs. 2025 vs. Projection

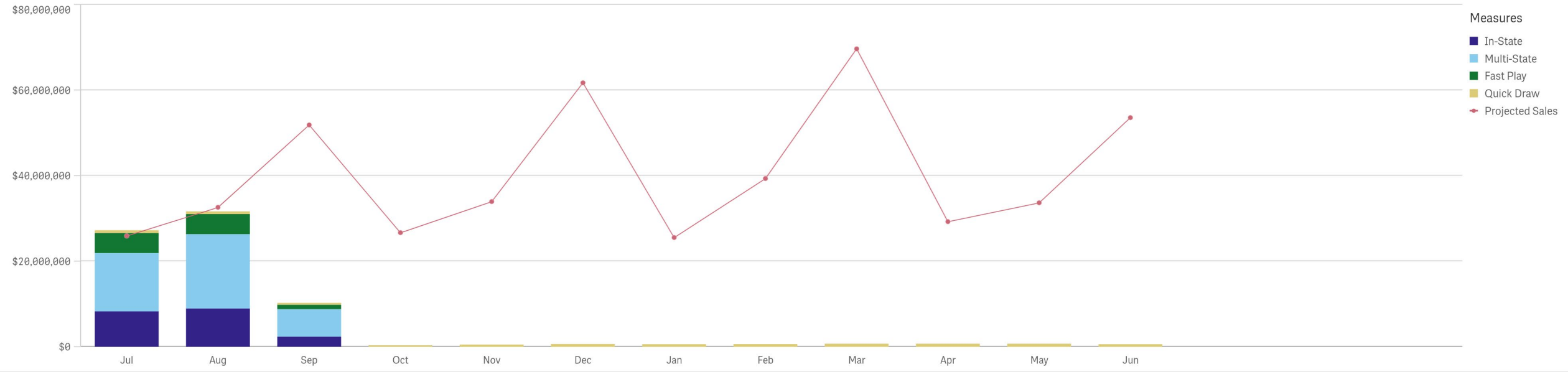




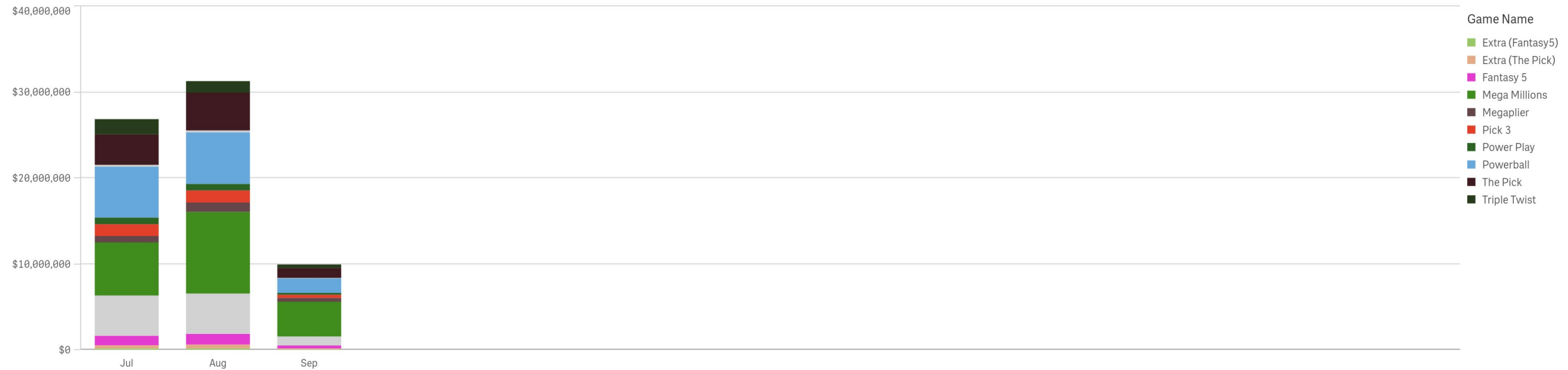


# Draw Sales by Month

FY 2025 Draw Sales by Game Type



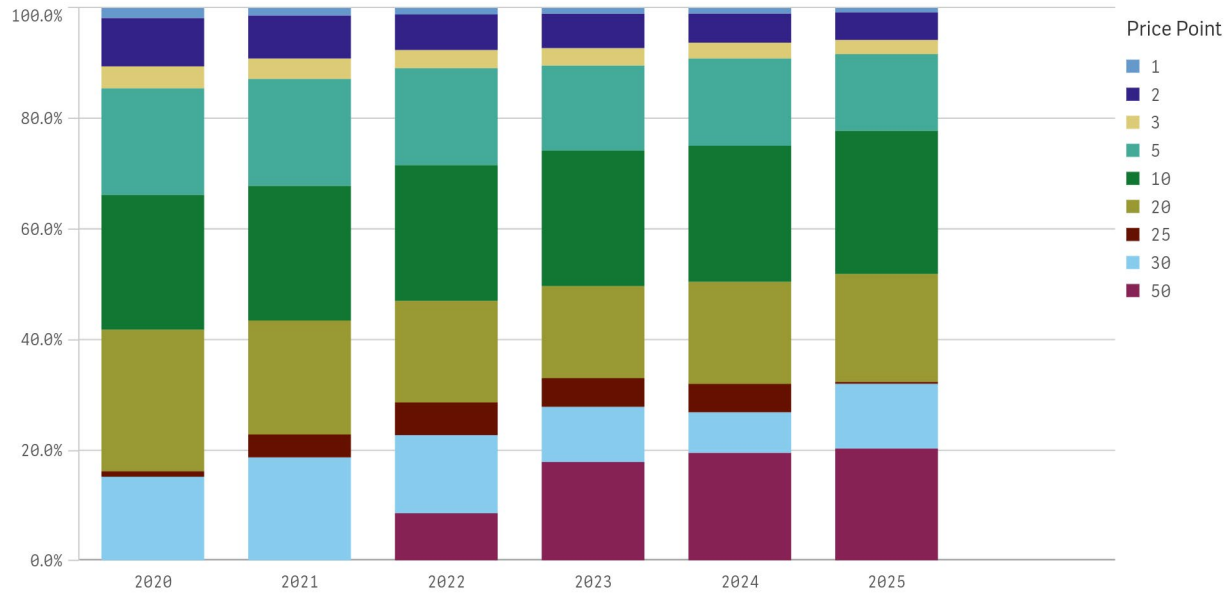
FY 2025 Draw Sales by Game



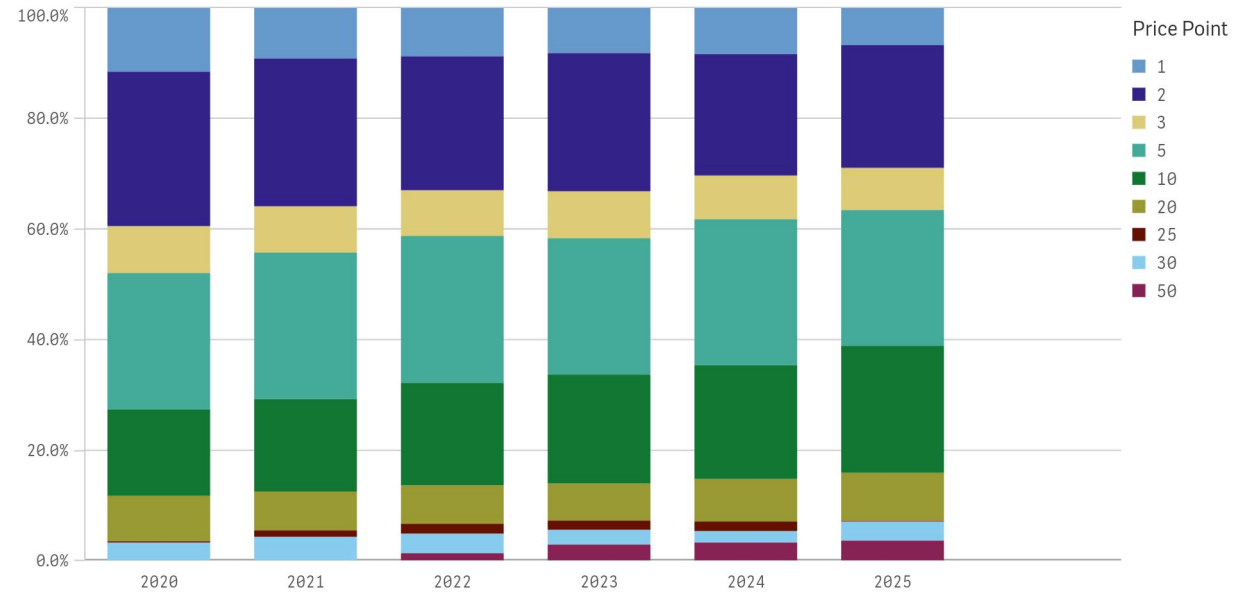


# Sales by Price Point - Scratcher and Pull Tabs

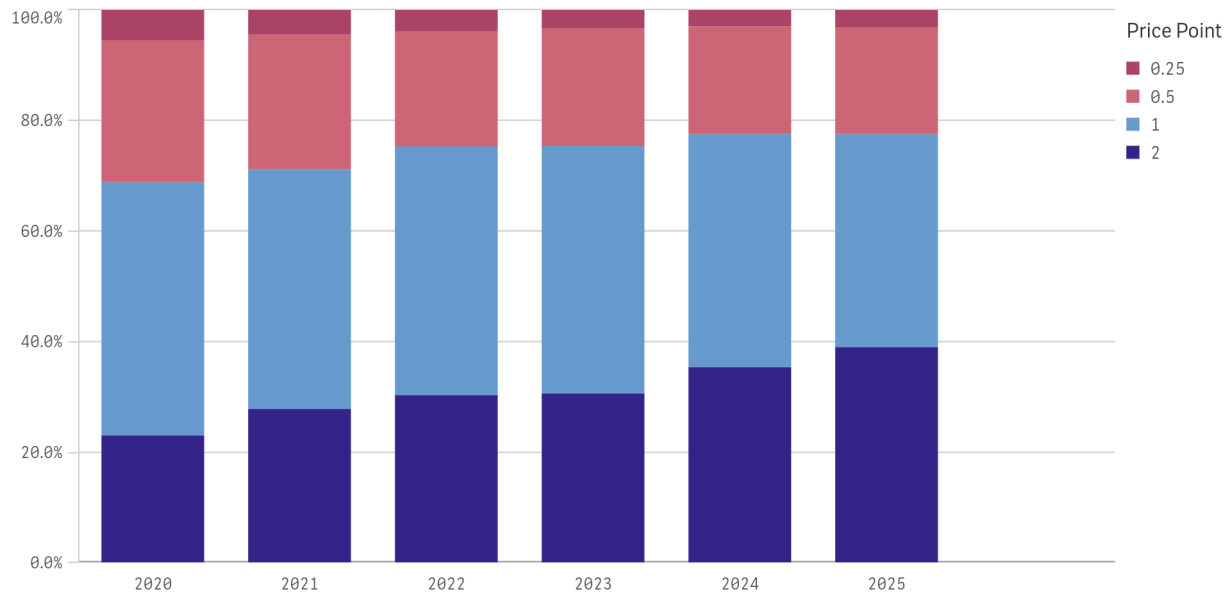
### Based on Dollars Sold - Scratcher



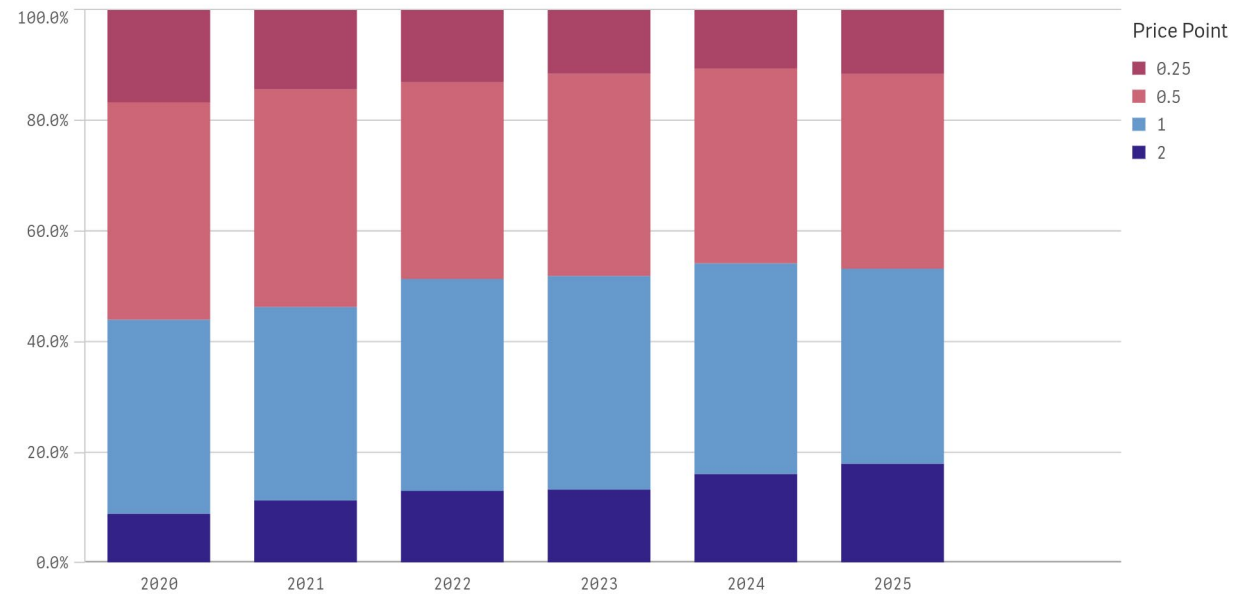
### Based on Tickets Sold - Scratcher



### Based on Dollars Sold - Pull Tabs

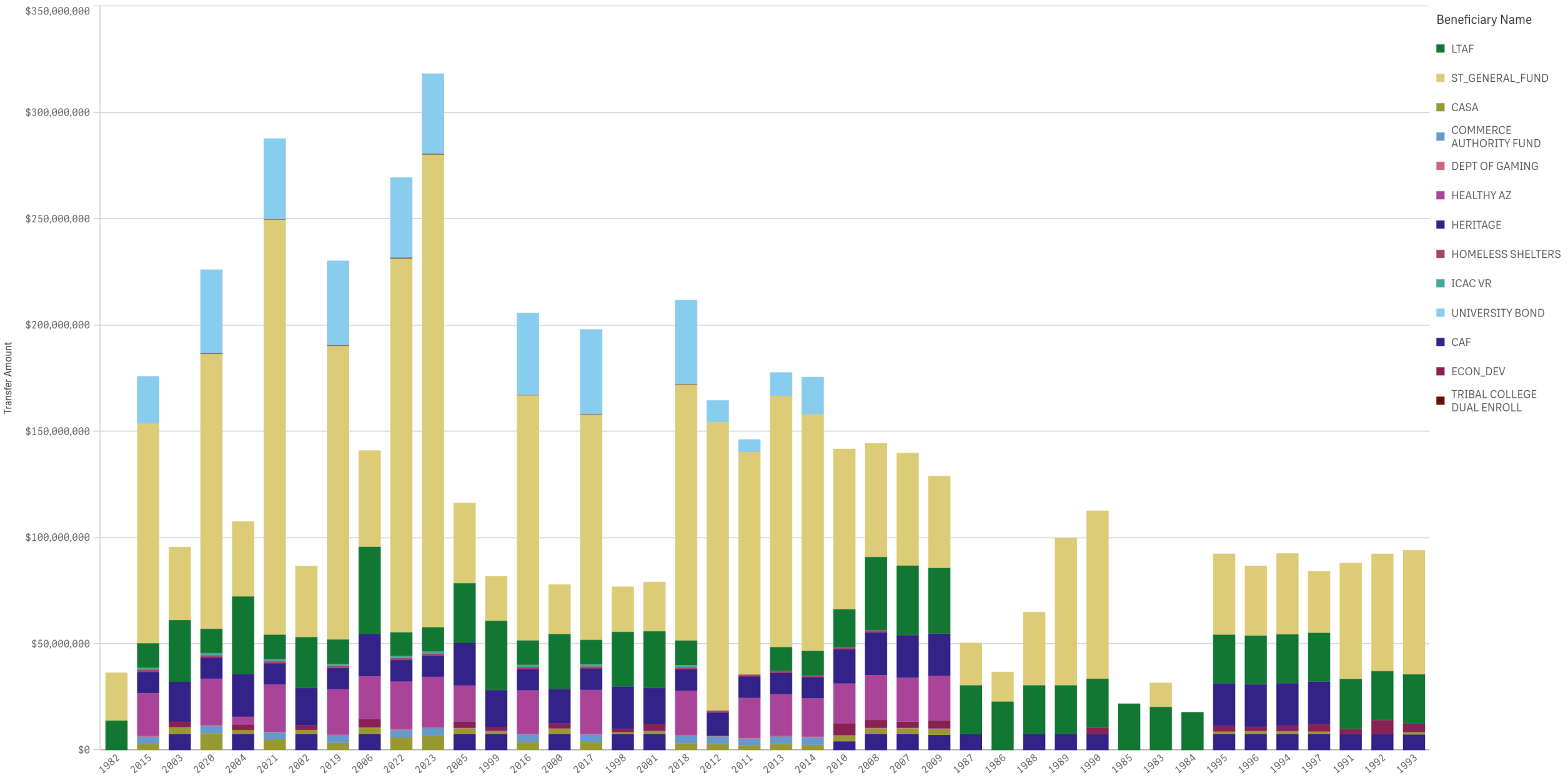


### Based on Tickets Sold - Pull Tabs



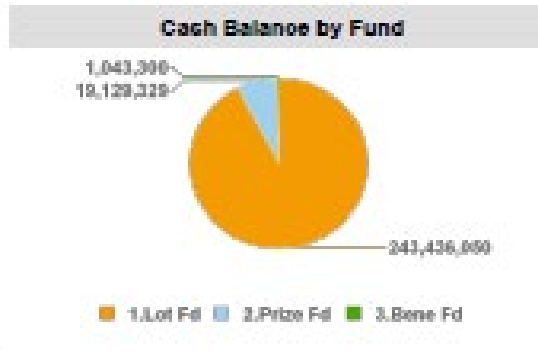
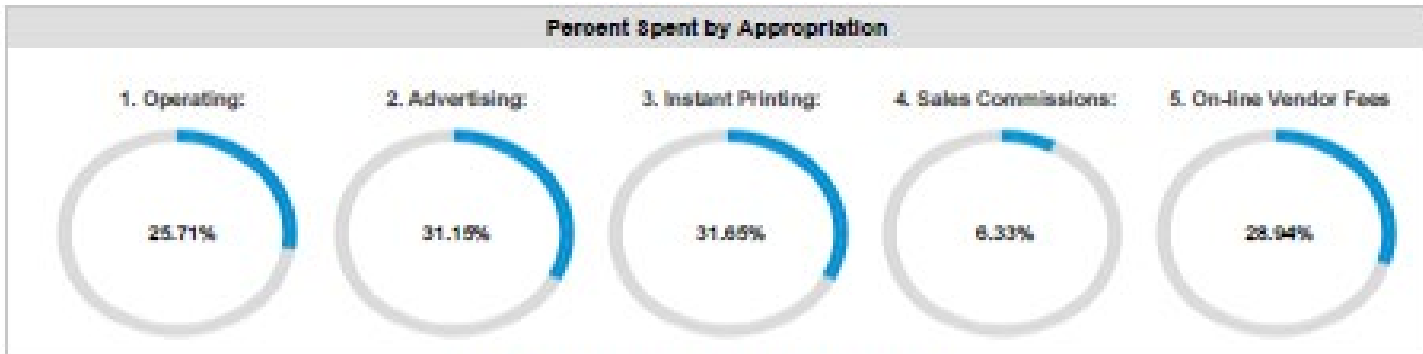
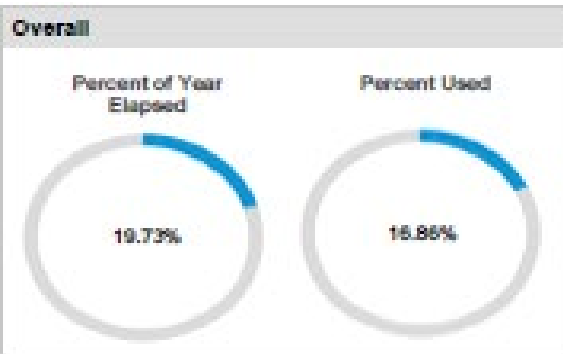


# Transfer Amount by Beneficiary

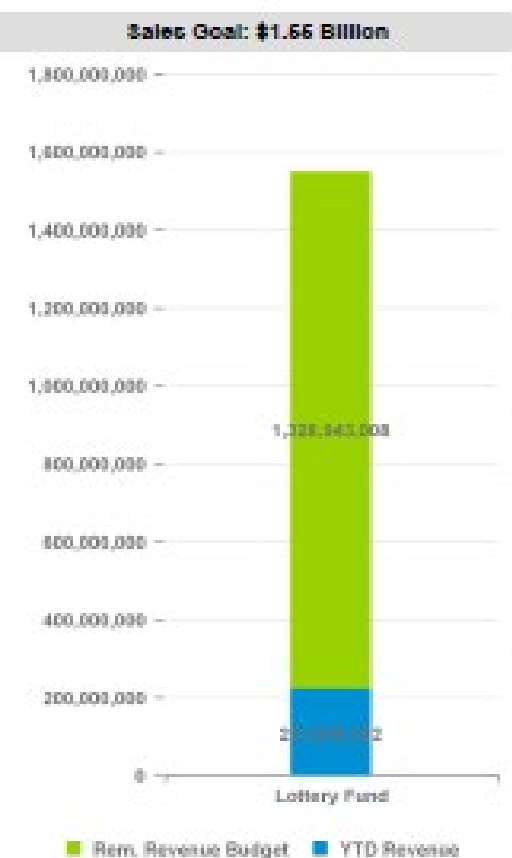




# FY25 Year-to-date Financial Status



## 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	-	739,568	-	-739,568	
	6100 - Employee Related Expenditures	-	288,633	-	-288,633	
	6200 - Professional And Outside Services	-	118,741	425,160	-641,901	
	6500 - Travel - In-State	-	2,633	17,952	-20,585	
	6500 - Travel - Out-Of-State	-	5,164	4,000	-10,164	
	7000 - Other Operating Expenditures	-	146,120	789,040	-933,160	
	8500 - Non-Capital Equipment	-	4,248	127	-4,373	
	9100 - Transfers Out	-	14,569	70,172	-64,761	
<b>Total:</b>		<b>10,195,900</b>	<b>1,314,715</b>	<b>1,308,491</b>	<b>7,874,738</b>	<b>25.71%</b>
2. Advertising:	0000 - Appropriation Budget	15,500,000	-	-	15,500,000	
	7000 - Other Operating Expenditures	-	1,442,202	3,395,068	-4,838,270	
	<b>Total:</b>	<b>15,500,000</b>	<b>1,442,202</b>	<b>3,395,068</b>	<b>10,671,730</b>	<b>31.15%</b>
3. Instant Printing:	0000 - Appropriation Budget	42,399,600	-	-	42,399,600	
	7000 - Other Operating Expenditures	-	1,567,171	11,850,762	-13,417,934	
	<b>Total:</b>	<b>42,399,600</b>	<b>1,567,171</b>	<b>11,850,762</b>	<b>28,981,668</b>	<b>31.65%</b>
4. Sales Commissions:	0000 - Appropriation Budget	112,871,100	-	-	112,871,100	
	7000 - Other Operating Expenditures	-	7,146,785	-	-7,146,785	
	<b>Total:</b>	<b>112,871,100</b>	<b>7,146,785</b>	<b>-</b>	<b>105,724,315</b>	<b>6.33%</b>
5. On-line Vendor Fees:	0000 - Appropriation Budget	20,728,900	-	-	20,728,900	
	6200 - Professional And Outside Services	-	1,814,480	4,185,550	-6,000,000	
	<b>Total:</b>	<b>20,728,900</b>	<b>1,814,480</b>	<b>4,185,550</b>	<b>14,728,900</b>	<b>28.94%</b>
<b>Grand Total:</b>		<b>201,896,500</b>	<b>13,285,322</b>	<b>28,728,832</b>	<b>167,682,346</b>	



Arizona  
Lottery

TM

**New Business Item #1**  
Instant Scratch Game Profiles  
Report to Arizona Lottery Commission  
September 20, 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 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: *Sunken Treasure Crossword* #1478, *Sizzling Red Hot 7's* #1479, and *Loaded Cash Explosion*<sup>®</sup> #1490.

***Sunken Treasure Crossword* #1478.** This \$5 game has a top prize of \$50,000. This game will be printed at a quantity of approximately 7.6 million tickets.

***Sizzling Red Hot 7's* #1479.** This \$5 game has a top prize of \$50,000. This game will be printed at a quantity of approximately 2.8 million tickets.

***Loaded Cash Explosion*<sup>®</sup> #1490.** This \$20 game has a top prize of \$2,500,000 (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 10.8 million tickets.

Attachments (Commissioners only)

**New Business Item #2**  
Fast Play™ Game Profiles  
Report to Arizona Lottery Commission  
September 20, 2024

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This report has been provided to the Lottery Commission regarding game profiles planned for the Arizona Lottery. 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 PROFILE**

Attached for the Lottery Commission's action is new Fast Play game profile: *Lots O' Loot #176*.

**Lots O' Loot #176.** This \$1 game has a top prize of \$1,700. In this game, players match YOUR NUMBERS symbols to the WINNING NUMBERS symbols to win a prize.

**AMENDED GAME PROFILE**

Attached for the Lottery Commission's action is amended Fast Play game profile: *MONOPOLY™#175*.

**MONOPOLY™#175.** Additional Bonus Game play symbols were added to provide more variety in gameplay.

Attachments (Commissioners only)

**New Business Item #3**  
Players Club Promotion Profile #138  
Report to Arizona Lottery Commission  
September 20, 2024

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This report has been provided to the Lottery Commission regarding the Hawaiian Holiday 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: Hawaiian Holiday Giveaway.

**Hawaiian Holiday Giveaway Promotion Profile #138**

Starting October 1, 2024 players will be able to enter winning and non-winning designated Instant Scratch and Fast Play game tickets for a chance to win a six-night trip to the Island of Hawaii that includes private dining events, island excursions and a chance to win up to \$10,000 in cash prizes.

Attachments (Commissioners only)