



September 18, 2025
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 18, 2025, 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 August 15, 2025, 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:
 - *Bonus Card Bingo* #1517
 - *Circle K™ Cash & Gas* #1524
 - *Frida Kahlo® Viva la Vida* #1525
 - *Blazing Red Hot 7's* #1529
 - *Promotional Game* #1532
2. Discussion and possible action on new Instant Tab game profiles:
 - *Be Kind Rewind* #1134
 - *Dragon's Lair* #1135
 - *Tropical Getaway* #1136
 - *Birdies & Beer* #1137
3. Discussion and possible action on new Fast Play™ game profile:

- *Four Leaf Loot #195*

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 later to comply with A.R.S. § 38-431.02.

Announcements

The next meeting is scheduled to be **In Person on Thursday, October 16, 2025, at 10:00 a.m.** Members of the public may access the meeting room located at 4740 E. University Dr., Phoenix, AZ 85034. The meeting room will be open 15 minutes prior to the start of the meeting and will remain accessible for the full duration of all public sessions, whether virtual or in person.

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 2025

Alec Esteban Thomson
Executive Director

Persons with disabilities may request reasonable accommodation by calling (480) 921-4423. 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 15, 2025, Meeting

PRESIDING Chair Jeff Weintraub (In Person)

COMMISSIONERS Chair Jeff Weintraub, Todd Newman, Tereza Fritz, Shannon Scheel, and Mario Aniles (In Person)

LOTTERY Chief of Staff May Mgbolu (In Person)
Chief Marketing Officer Chris Rogers, Chief Operations Officer Todd Terrell, Chief Legal Officer Kome Akpolo, and Chief Sales Officer Tonya Beenders (In Person)

Anna Hunt, Victoria Chavarria, Luanne Mansanares, Mary Cimaglio, Cydeni Carter and Orion Steen (In Person)

Attorney General Representative Pamela Peiser, and Legislative Liaison Jimmy Arwood (In Person)

PUBLIC

Call to Order

1. **Call for Quorum:** Pursuant to the Public Notice dated August 11, 2025, 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 Vice Chair Newman, Commissioner Scheel, Commissioner Fritz, and Commissioner Aniles (In Person).
2. **Notice:** Notice was posted by Lisa Schartz on August 11, 2025, at 9:30 a.m., at the Arizona State Lottery, located at 4740 E. University Dr., Phoenix, Arizona.
3. **Approval of Minutes:** Chair Jeff Weintraub entertained a motion to approve the July 18, 2025, Public Meeting Minutes. Commissioner Newman moved; Commissioner Aniles seconded. Commissioner Newman, Aniles, Scheel, and Fritz voting aye, Chair Weintraub abstained from voting due to his absence at this meeting. The motion carried.

Agency Report

1. Executive Report – Presented by May Mgbolu, Jimmy Arwood, Mary Cimaglio, and Cydeni Carter
2. Retailer Spotlight – Presented by Tonya Beenders
3. Recognition Awards – Presented by Chris Rogers and Tonya Beenders
4. Marketing & Products Update – Presented by Chris Rogers
5. Financial Report – Presented by May Mgbolu
6. 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:

- *10X the Cash* #1518
- *20X the Cash* #1519
- *50X the Cash* #1520
- *100X the Cash* #1521
- *200X the Cash* #1522
- *500X the Cash* #1523

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 Director to issue the orders regarding new Instant Scratch game profiles #1518, #1519, #1520, #1521, #1522, and #1523. Commissioner Aniles moved; Commissioner Newman seconded. The vote was unanimous, with all Commission Members present 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 profile:
 - *Bet on America* #217
 - *Firecracker Fortune* #218
 - *Watch 'Em Spin* #219
 - *Tropical Gold* #220
 - *Serve and Protect* #221
 - *Jackpot 777* #222

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 Director to issue the orders regarding new Instant Tab game profiles: #217, #218, #219, #220, #221, and #222. Commissioner Scheel moved; Commissioner Fritz seconded. The vote was unanimous, with all Commission Members present voting aye. The motion carried.

3. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new Fast Play game profile:
 - *Year of the Horse* #194

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 Director to issue the orders regarding new Fast Play game profile: #194. Commissioner Newman moved; Commissioner Fritz seconded. The vote was unanimous, with all Commission Members present voting aye. The motion carried.

4. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new promotion profile:
 - *Merry Millions* #147

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 Director to issue the orders regarding new promotion profile: #147. Commissioner Scheel moved; Commissioner Newman seconded. The vote was unanimous, with all Commission Members present voting aye. The motion carried.

Call to the Public

Chair Weintraub invited members of the public to speak before the commission. There was no

response.

Announcements

The next meeting is scheduled to be virtual on Thursday, September 18, 2025, at 10:00 a.m. Members of the public may access the meeting room located at 4740 E. University Dr., Phoenix, AZ 85034. The meeting room will be open 15 minutes prior to the start of the meeting and will remain accessible for the full duration of all public sessions, whether virtual or in person.

Adjournment

The meeting adjourned at 10:33 a.m.

Materials

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Agency Reports
Report to Arizona Lottery Commission
September 18, 2025

Executive Report – Presentation
Financial Report - Presentation
New Game Introduction – No Presentation

New Game Introductions.

The following Scratchers games were introduced since the last commission meeting: *Ultimate Riches* #1502, *Retro Slingo*® #1511, and *Cash King* #1512.

The following Fast Play™ game was introduced since the last commission meeting: *Fast Cash Bingo* #189.

More information on these games is available by visiting the Scratchers and Fast Play™ sections 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 9/8/25
8/27/25	\$5	1500	JURASSIC PARK	2,004,660	66%

PUBLIC MEETING OF THE ARIZONA LOTTERY

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COMMISSIONERS Chair Jeff Weintraub, Todd Newman, Tereza Fritz, Shannon Scheel, and Mario Aniles (In Person)

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New Business

1. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new Instant Scratch game profiles:

ATTACHMENT A

Dashboard Report September 2025

SERVING ARIZONA FOR 44 YEARS





21.45%

vs. Proj (FYTD)

Total Sales (FYTD)
\$317,231,563

24.20%

vs. PYTD

59.76%

vs. Proj (FYTD)

Draw Sales
\$116,143,660^{36.6%}
%Total Sales

67.41%

vs. PYTD

Draw Sales : From
7/1/2020 - To
9/9/2025
Fast Play Sales :
From 7/1/2020 - To
9/9/2025

6.68%

vs. Proj (FYTD)

Instant Sales
\$201,087,903^{63.4%}
%Total Sales

8.09%

vs. PYTD

105.64%

vs. Proj (FYTD)

Multi-State
\$85,128,681^{73.3%}
%Draw Sales

121.93%

vs. PYTD

6.75%

vs. Proj (FYTD)

Scratchers Sales
\$197,622,548^{98.3%}
%Instant Sales

8.08%

vs. PYTD

2.14%

vs. Proj (FYTD)

In-State
\$19,636,699^{16.9%}
%Draw Sales

-1.79%

vs. PYTD

Scratcher Sales :
From 7/1/2020 - To
9/9/2025
Pulltab Sales : From
7/1/2020 - To
9/9/2025

0.63%

vs. Proj (FYTD)

Charitable Pulltab Sales
\$1,636,740^{0.8%}
%Instant Sales

-0.26%

vs. PYTD

20.33%

vs. Proj (FYTD)

Quick Draw
\$588,158^{0.5%}
%Draw Sales

25.52%

vs. PYTD

1.41%

vs. Proj (FYTD)

Age Rest. Pulltab Sales
\$1,314,365^{0.7%}
%Instant Sales

11.15%

vs. PYTD

-6.90%

vs. Proj (FYTD)

Fast Play
\$10,790,122^{9.3%}
%Draw Sales

2.22%

vs. PYTD

15.82%

vs. Proj (FYTD)

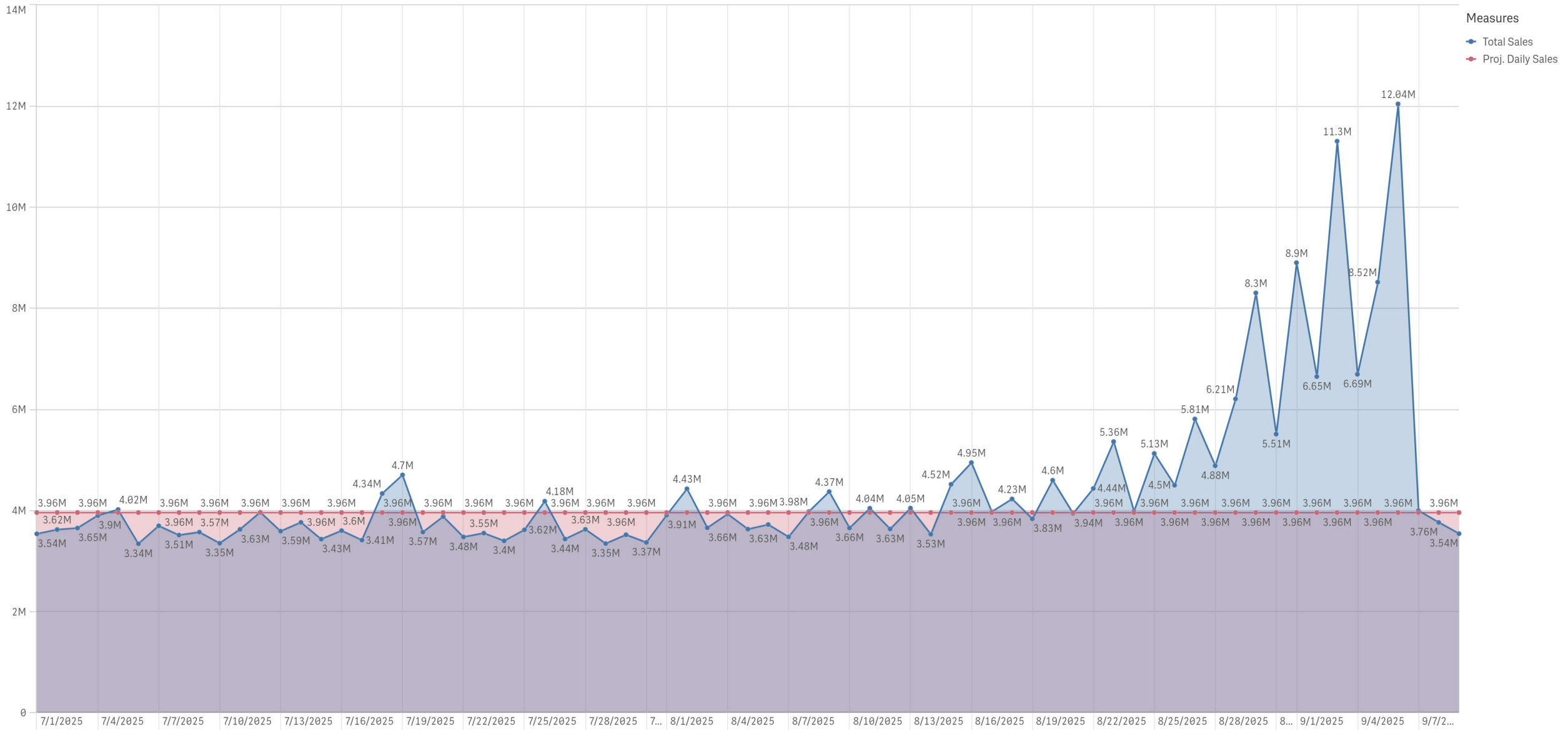
Other Pulltab Sales
\$514,250^{0.3%}
%Instant Sales

37.48%

vs. PYTD



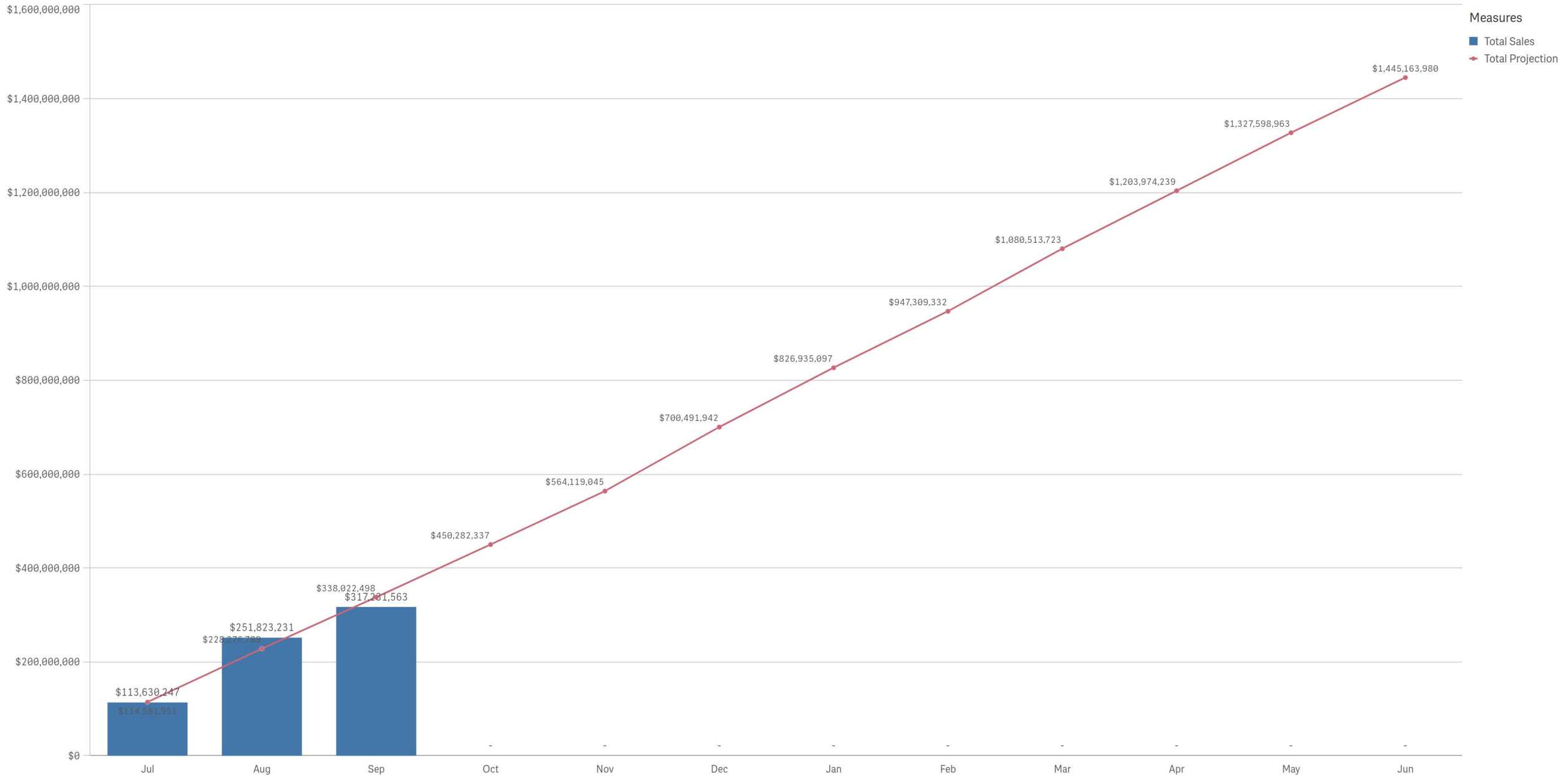
Daily Sales vs. Goal





YTD Sales vs. Projection

FY 2026 Total Sales vs. Projection

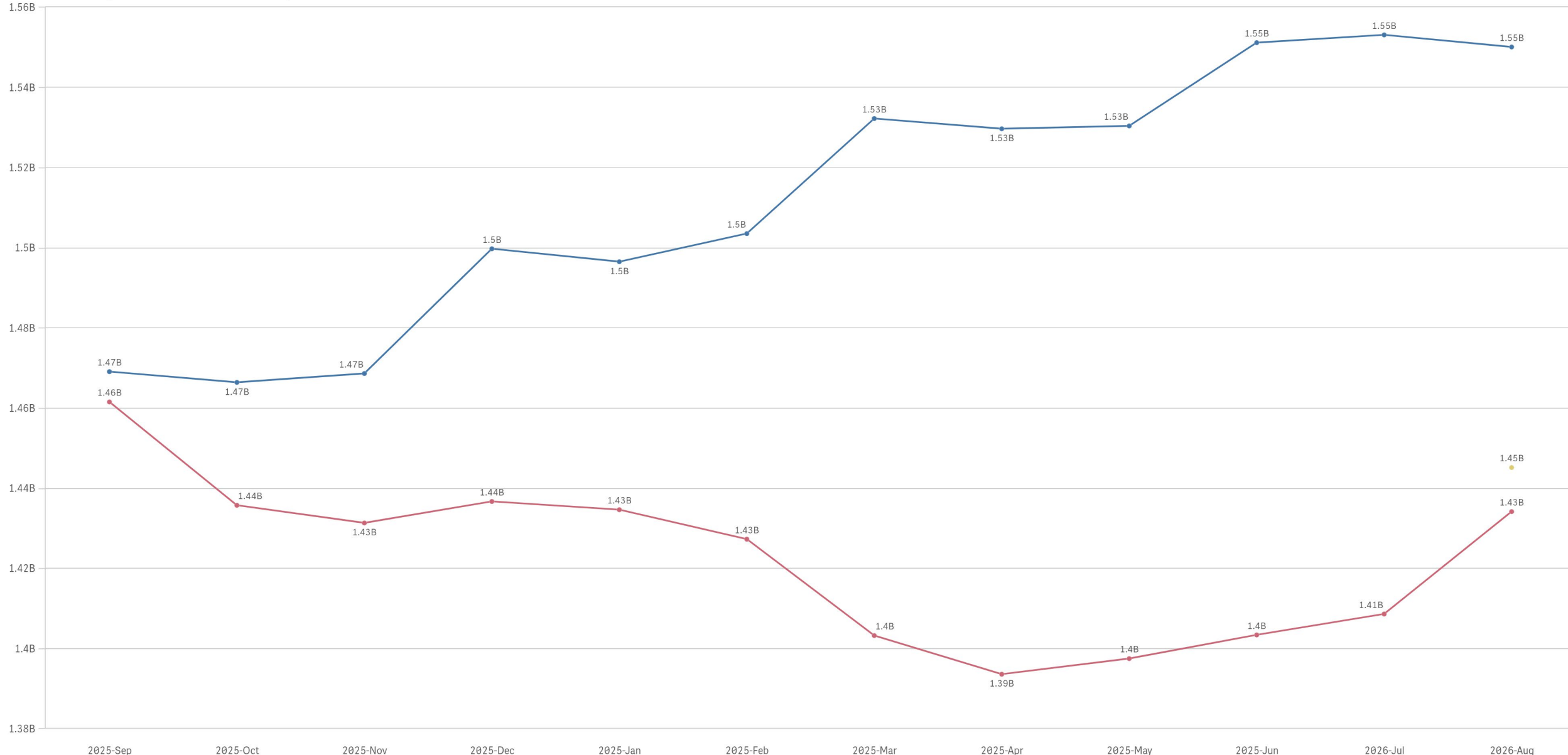




Rolling 12 Month Total Sales

Rolling 12 Month Sales

◆ Total Projection ◆ Current Year Projection ◆ Total Sales

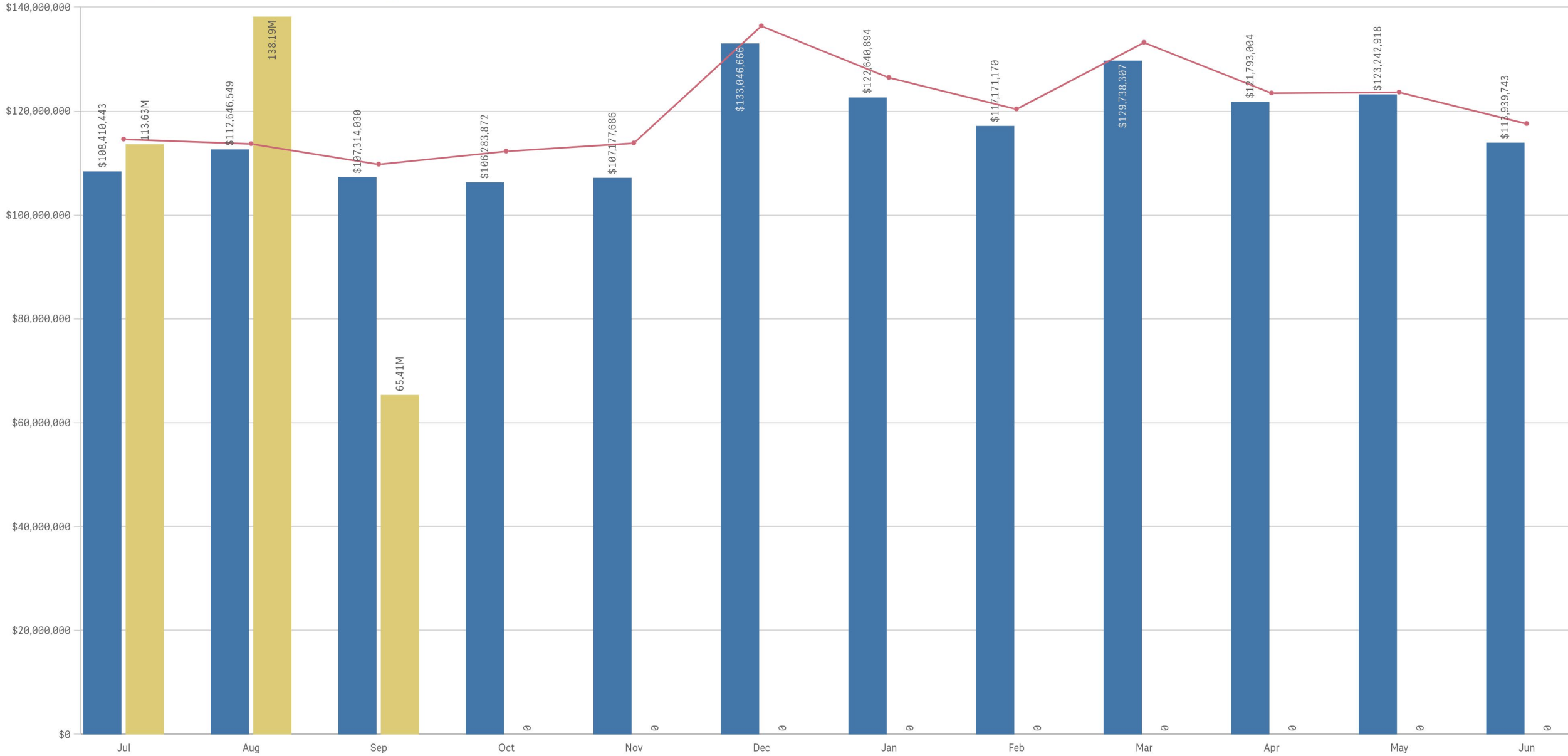




All Games

Sales FY 2025 vs. 2026 vs. Projection

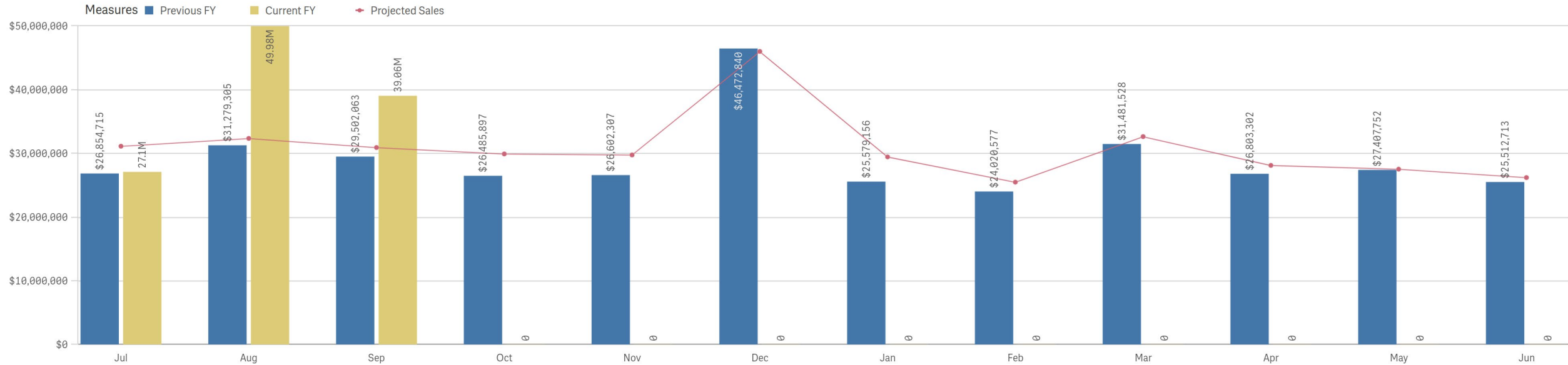
Measures ■ Previous FY ■ Current FY ◆ Projected Sales



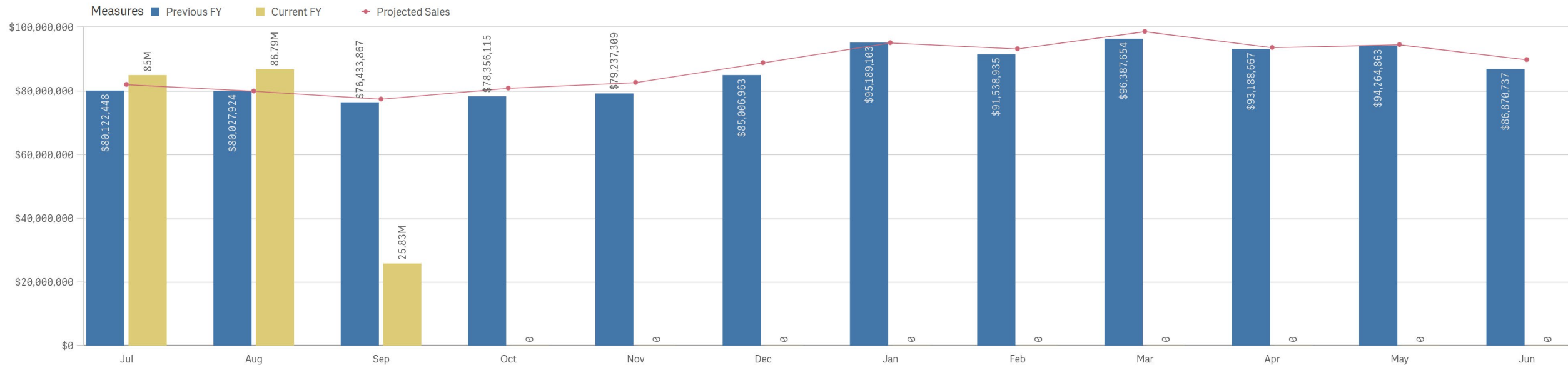


Draw and Instant Games

Draw Sales FY 2025 vs. 2026 vs. Projection



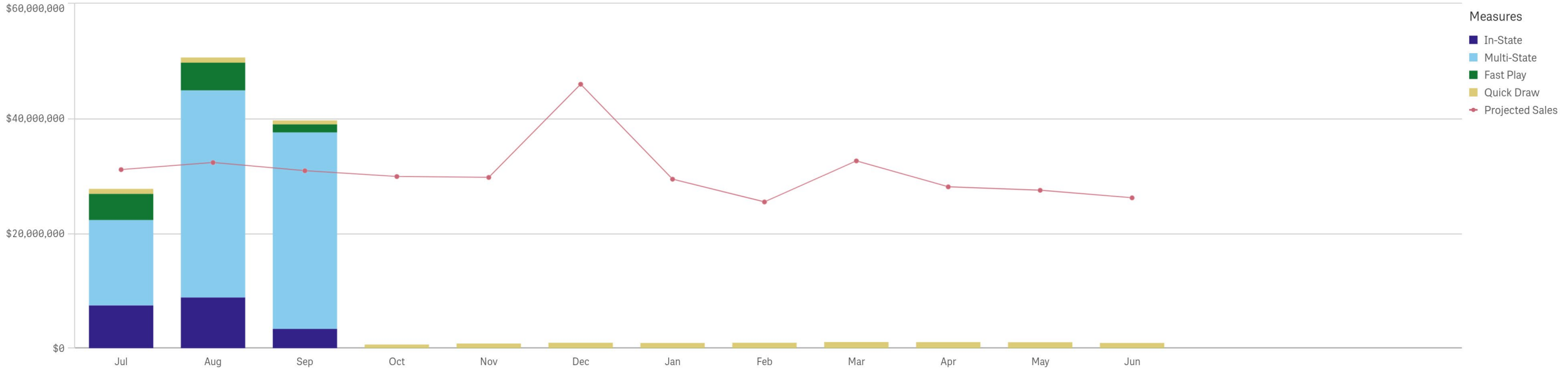
Instant Sales FY 2025 vs. 2026 vs. Projection



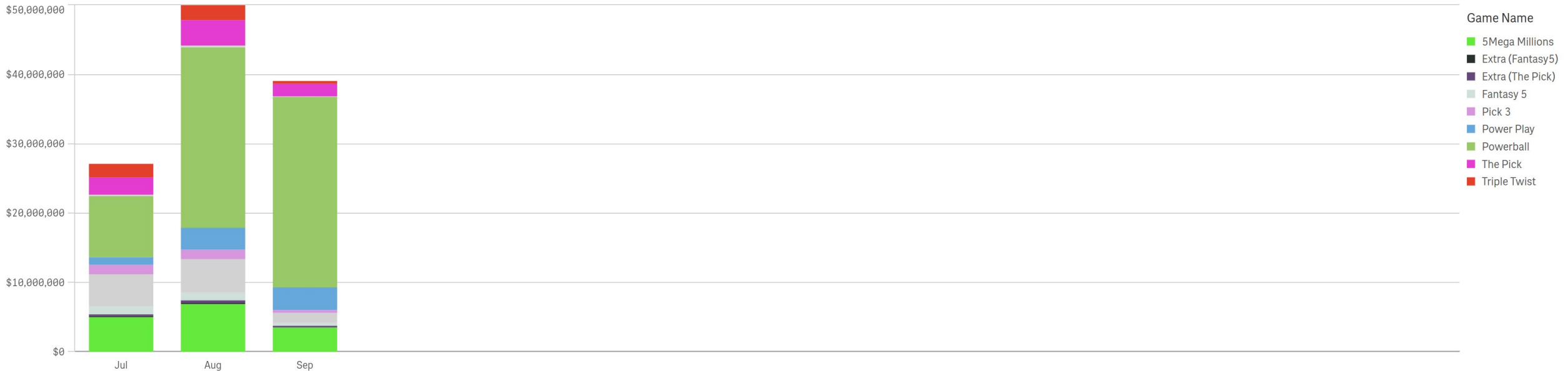


Draw Sales by Month

FY 2026 Draw Sales by Game Type



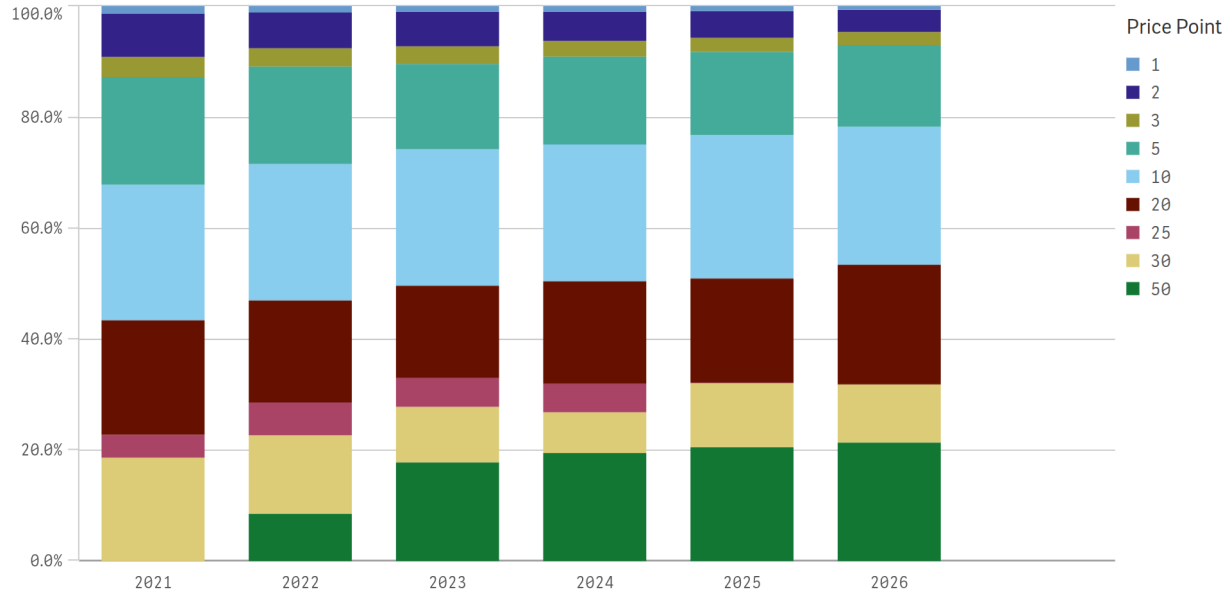
FY 2026 Draw Sales by Game



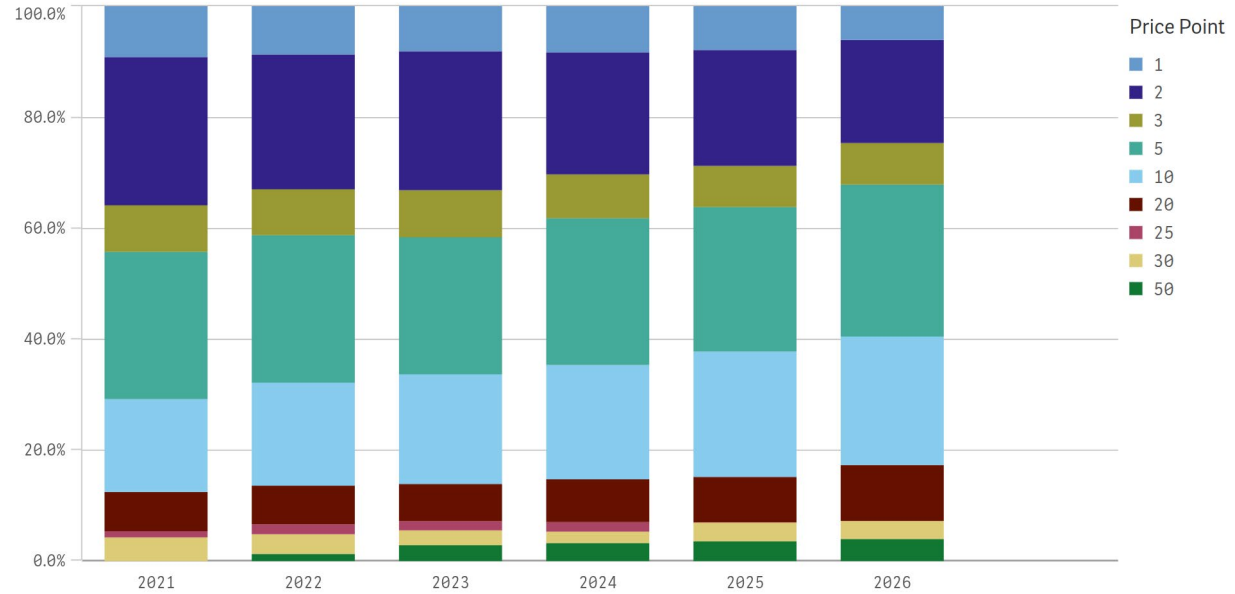


Sales by Price Point - Scratcher and Pull Tabs

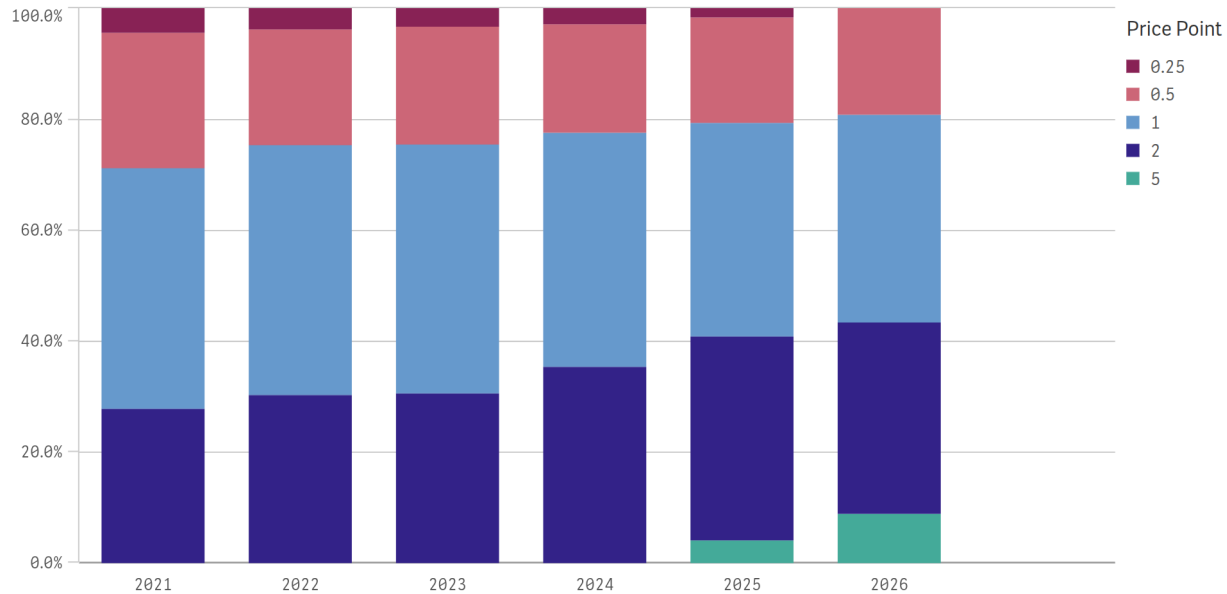
Based on Dollars Sold - Scratcher



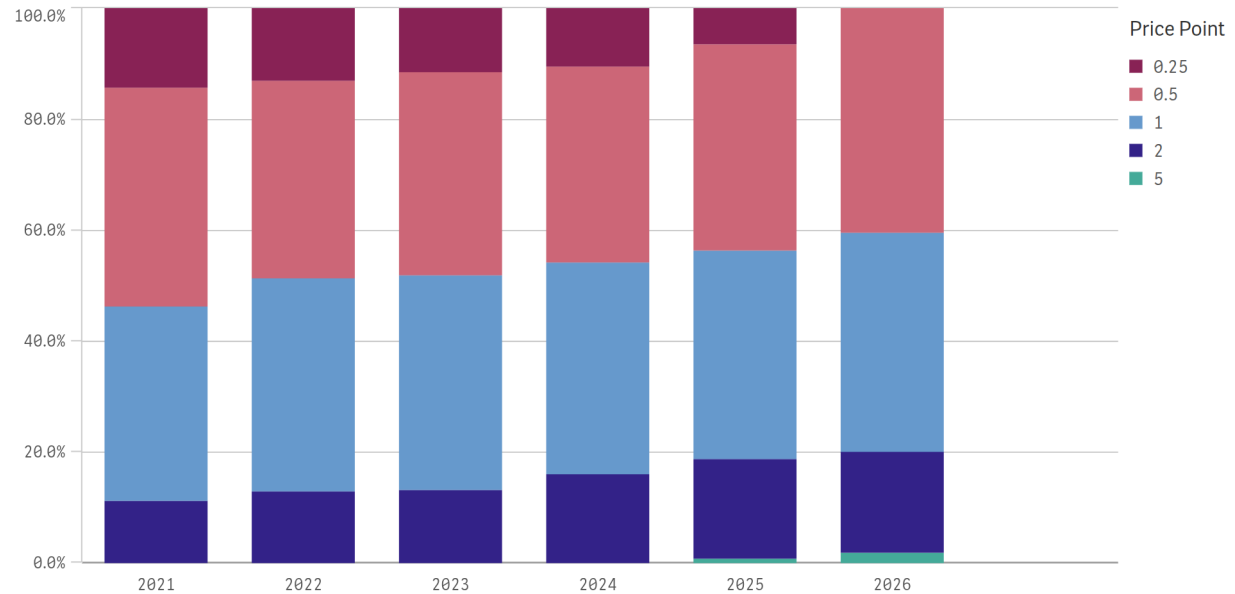
Based on Tickets Sold - Scratcher



Based on Dollars Sold - Pull Tabs

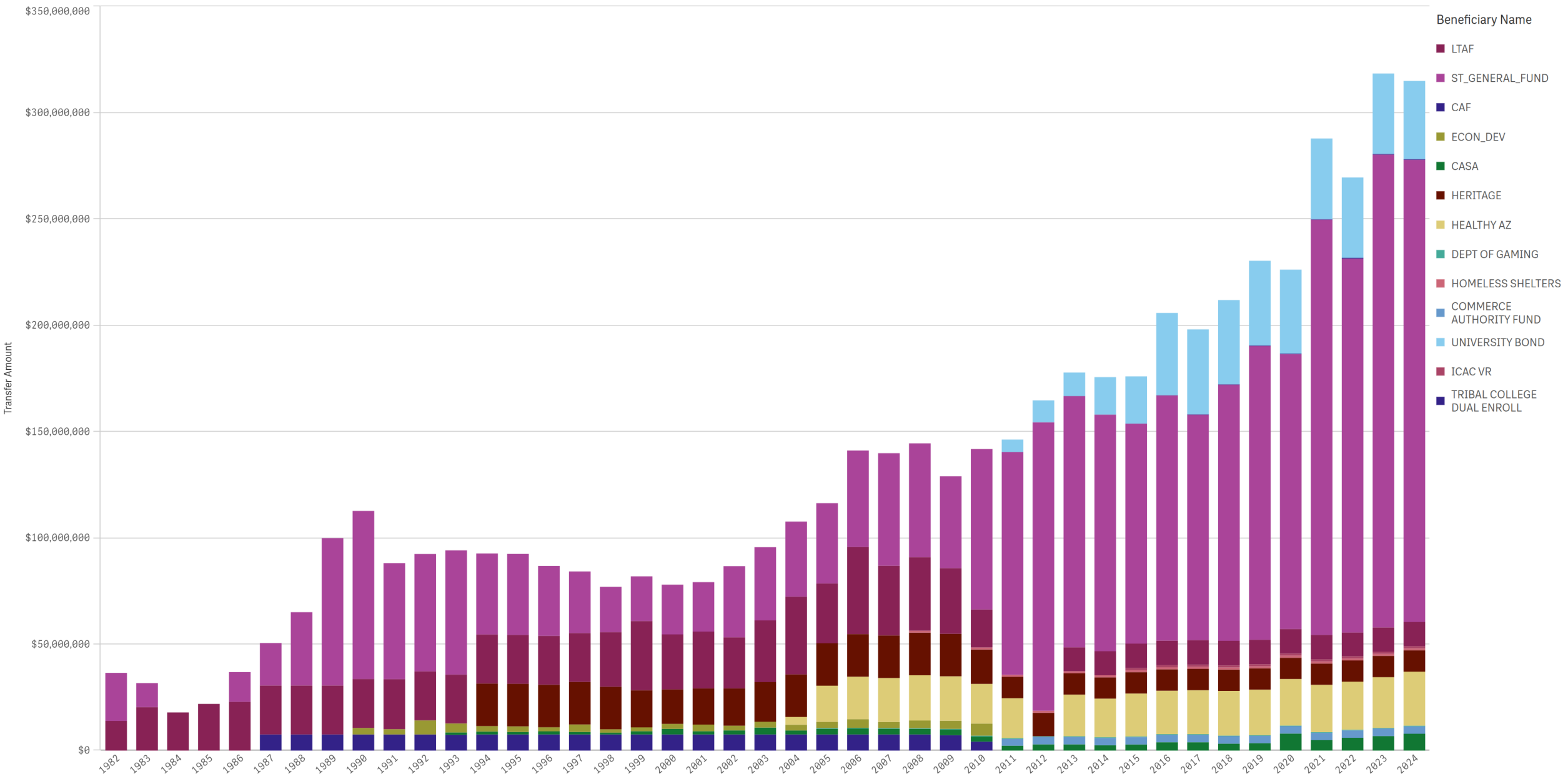


Based on Tickets Sold - Pull Tabs



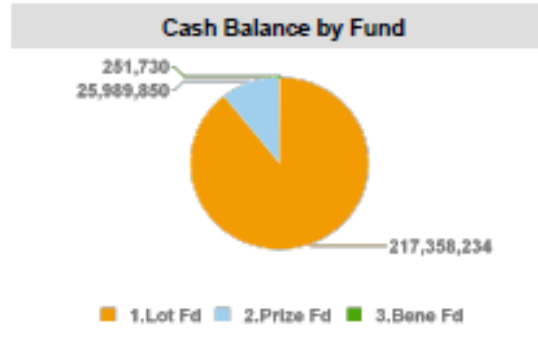
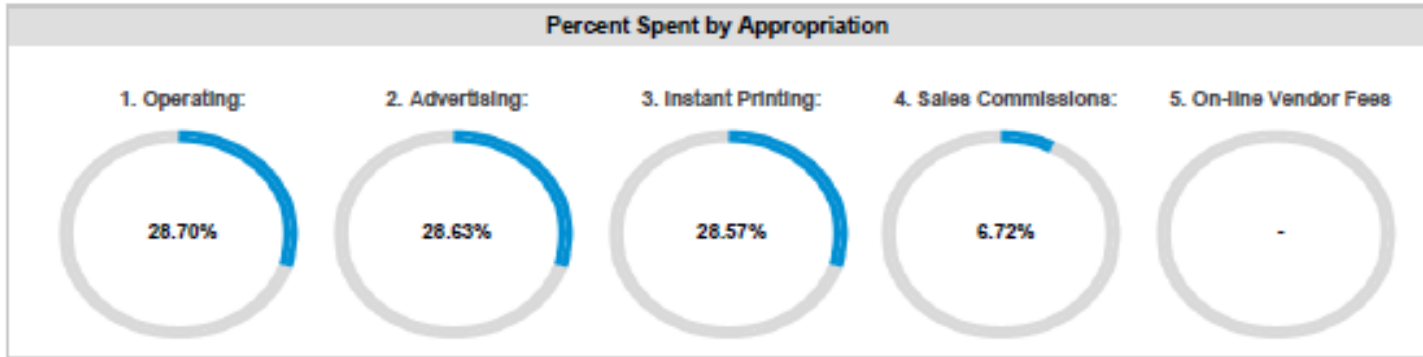
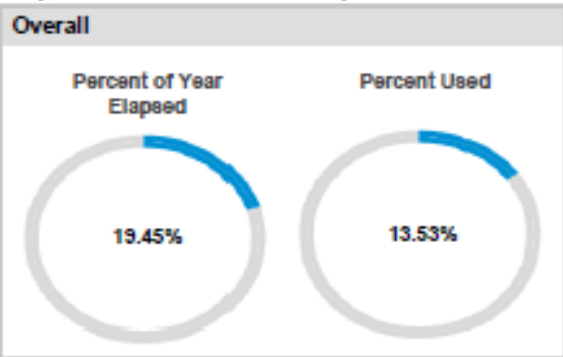


Transfer Amount by Beneficiary

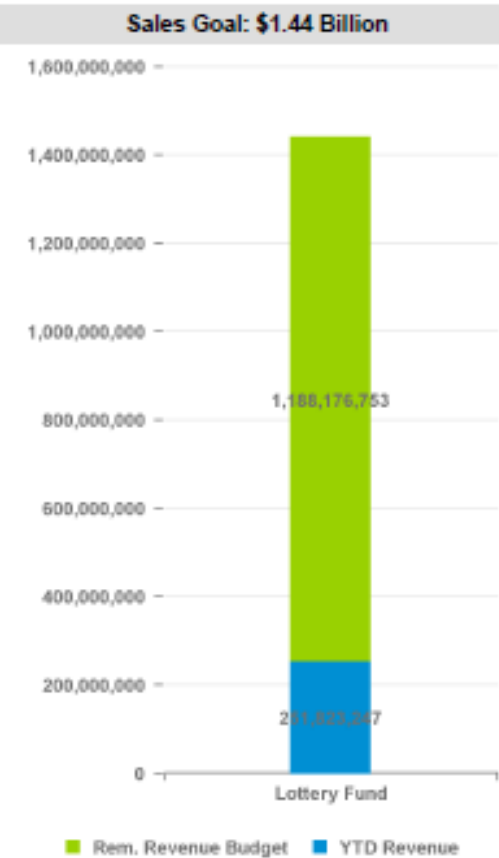




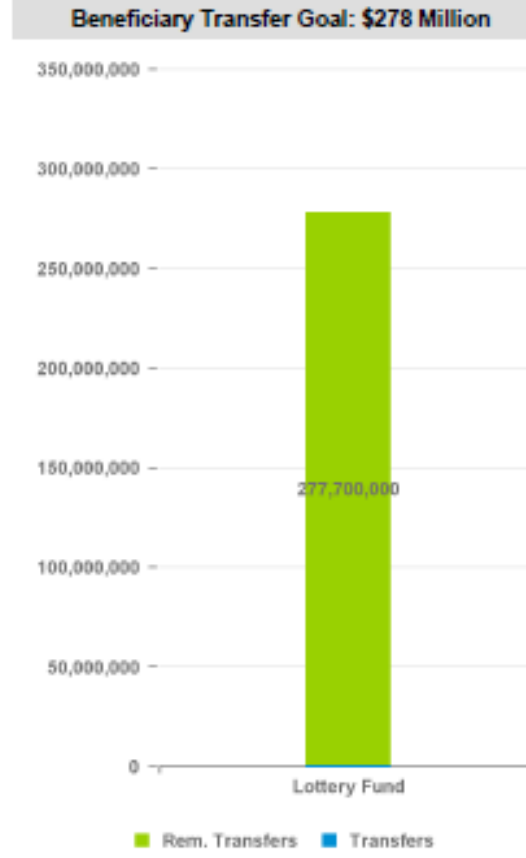
FY26 Year-to-date Financial Status



Budget by Appropriation Type and Object Class



Appropriation	Object Class	Budget	Expenditures	Encumbered	Remaining	% Used
1. Operating:	0000 - Appropriation Budget	10,153,900	-	-	10,153,900	
	6000 - Personal Services	-	742,769	-	-742,769	
	6100 - Employee Related Expenditures	-	314,490	-	-314,490	
	6200 - Professional And Outside Services	-	115,090	636,562	-751,652	
	6500 - Travel - In-State	-	2,079	18,349	-20,428	
	6600 - Travel - Out-Of-State	-	9,915	3,000	-12,915	
	7000 - Other Operating Expenditures	-	284,275	749,369	-1,033,644	
	8500 - Non-Capital Equipment	-	1,977	733	-2,709	
	9100 - Transfers Out	-	12,222	23,212	-35,434	
Total:		10,163,800	1,482,818	1,431,226	7,238,868	28.70%
2. Advertising:	0000 - Appropriation Budget	15,500,000	-	-	15,500,000	
	7000 - Other Operating Expenditures	-	368,437	4,069,016	-4,437,453	
	Total:	15,500,000	368,437	4,069,016	11,062,547	28.63%
3. Instant Printing:	0000 - Appropriation Budget	40,643,600	-	-	40,643,600	
	7000 - Other Operating Expenditures	-	2,541,398	9,069,674	-11,611,072	
	Total:	40,643,600	2,541,398	9,069,674	28,032,628	28.57%
4. Sales Commissions:	0000 - Appropriation Budget	111,407,000	-	-	111,407,000	
	7000 - Other Operating Expenditures	-	7,487,445	-	-7,487,445	
	Total:	111,407,000	7,487,445	-	103,919,555	6.72%
5. On-line Vendor Fees:	0000 - Appropriation Budget	17,747,100	-	-	17,747,100	
	Total:	17,747,100	-	-	17,747,100	-
Grand Total:		186,461,800	11,880,095	14,688,818	188,001,689	



Arizona
Lottery

TM

ATTACHMENT B

New Business Item #1
Instant Scratch Game Profiles
Report to Arizona Lottery Commission
September 18, 2025

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: *Bonus Card Bingo* #1517, *Circle K™ Cash & Gas* #1524, *Frida Kahlo® Viva la Vida* #1525, *Blazing Red Hot 7's* #1529, and *Promotional Game* #1532.

Bonus Card Bingo #1517. This \$3 game has a top prize of \$20,000. This game will be printed at a quantity of approximately 2.7 million tickets.

Circle K™ Cash & Gas #1524. This \$2 game has a top prize of \$10,000. This game will be sold exclusively at Circle K stores, and includes a redeemable barcode for up to \$0.99 off a gallon of gas. This game will be printed at a quantity of approximately 1 million tickets.

Frida Kahlo® Viva la Vida #1525. This \$2 game has a top prize of \$10,000. This game will be printed at a quantity of approximately 1.6 million tickets.

Blazing Red Hot 7's #1529. This \$5 game has a top prize of \$50,000. This game will be printed at a quantity of approximately 2.8 million tickets.

Promotional Game #1532. This game is not for sale to the general public and will be used by the Arizona Lottery for promotional purposes only. This game will be printed at a quantity of approximately 25,000 tickets.

Attachments (Commissioners only)

New Business Item #2
Instant Tab Game Profiles
Report to Arizona Lottery Commission
September 18, 2025

This report has been provided to the Lottery Commission regarding game profiles planned for Arizona Lottery instant tab games. The Commission is requested to approve these game profiles. After Commission approval, staff will commence with plans for printing and distribution of these games.

NEW GAME PROFILES

Attached for the Lottery Commission's action are new instant tab game profiles: *Be Kind Rewind* #1134, *Dragon's Lair* #1135, *Tropical Getaway* #1136, and *Birdies & Beer* #1137.

Be Kind Rewind #1134. This \$0.50 game has a top prize of \$150.

Dragon's Lair #1135. This \$0.50 game has a top prize of \$150.

Tropical Getaway #1136. This \$0.50 game has a top prize of \$150.

Birdies & Beer #1137. This \$0.50 game has a top prize of \$150.

Attachments (Commissioners only)

New Business Item #3
Fast Play™ Game Profile
Report to Arizona Lottery Commission
September 18, 2025

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

NEW GAME PROFILE

Attached for the Lottery Commission's action is new Fast Play™ game profile: *Four Leaf Loot #195*.

Four Leaf Loot #195. This \$1 game has a top prize of \$1,700. In this game, players match YOUR NUMBERS symbols to the WINNING NUMBERS symbol to win a prize.

Attachments (Commissioners only)