



August 18, 2023
COMMISSION
REPORT

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NOTICE OF PUBLIC MEETING AND EXECUTIVE SESSION OF THE ARIZONA STATE LOTTERY COMMISSION

Pursuant to Arizona Revised Statute (A.R.S.) § 38-431.02, notice is hereby given to the members of the Arizona State Lottery Commission and to the general public that the Arizona State Lottery Commission will hold a meeting open to the public on **August 18, 2023, at 10:00 a.m.**, in the **Arizona Lottery Board Room, located at 4740 East University Drive, Phoenix, Arizona.** The public is welcome to join the meeting in person, via telephone, or Internet through **Google Hangouts Meet**. The following are instructions on joining the meeting via Google Hangouts Meet:

Join the meeting online by entering the following link into your URL
meet.google.com/guc-uece-uyy

OR

Join the meeting US Toll Free by phone at 406-686-2820 when prompted, enter Access Code 846 044 593 **followed by the pound key (#)**

If you are having problems with connecting, please contact 480-921-4493.

Pursuant to A.R.S. § 38-431.02(B), further notice is hereby given to the Arizona State Lottery Commission and members of the public that the Arizona State Lottery Commission may vote to go into Executive Session, which will not be open to the public, for the purpose of obtaining legal advice pursuant to A.R.S. § 38-431.03(A)(3) regarding any of the agenda items. The Commission may also vote on any item listed on the agenda. All members of the Commission will be participating by means of telephonic communication.

Call to Order

1. Call for Quorum
2. Call for Notice
3. Approval of Minutes for June 16, 2023, Public Meeting

Agency Reports

1. Director's Presentation
2. Retailer of the Year - Presentation
3. Financial Report – Presentation
4. 4th Quarter Products & Sales Review – No Presentation
5. New Games Introduction – No Presentation

New Business

1. Discussion and possible action on new instant scratch game profiles: *Millionaire Extraordinaire* #1431, *Six Figures* #1437, *Double Bingo* #1441, *Triple Red 7's* #1442, and *Unlock the Loot* #1445.
2. Discussion and possible action on new instant tab game profiles: *Eagle's Nest* #191, *American Jackpot* #192, *Cash Treasure* #193, *Deep Dive Dollars* #1096, *My Sweet Riches* #1097, *Desert Delights* #1098, *Wild 1's* #1099, and *Casino Cash* #1100.

3. Discussion and possible action on new Fast Play™ game profile: *Windfall Willie Doubler #162*.

Call to the Public

Consideration and discussion of comments from the public. Members of the public wishing to address the Commission need not request permission in advance and will be given approximately five minutes for their comments and requests. Action taken as a result of public comment will be limited to directing staff to study the matter or rescheduling the matter for further consideration at a later date to comply with A.R.S. § 38-431.02.

Announcements

1. The next Commission meeting will be held on **September 15, 2023, at 10:00 a.m.**

Adjournment

Materials

A copy of the agenda and background material provided to Commission members, which is not exempt by law from public inspection, is available for public inspection at least 24 hours in advance of the meeting at the Lottery Office located at 4740 East University Drive, Phoenix, Arizona.

Notice

Any amendments or additions to the agenda will be made available at least 24 hours prior to the meeting.

Dated this 10th day of August 2023

Alec Esteban Thomson
Executive Director

Persons with a disability may request a reasonable accommodation by calling (480) 921-4486. Requests should be made as early as possible to allow time to arrange the accommodation.
The Commission reserves the right to change the order of items on the agenda.

PUBLIC MEETING OF THE ARIZONA LOTTERY

Commission Minutes of June 16, 2023, Meeting

- PRESIDING** Chair Jeff Weintraub (In-Person)
- COMMISSIONERS** Tereza Fritz (In-Person) Todd Newman, Tim Baumgarten, and Julie Katsel (Teleconference)
- LOTTERY** Executive Director; Alec Esteban Thomson, Russ Harben; Deputy Director of Operations & Chief Financial Officer, Todd Terrell; Deputy Director of Security and Investigations, and Christopher Rogers; Deputy Director of Products & Marketing (In-Person)
- Luanne Mansanares, Orion Steen, John Gilliland, Stacey Henderson, and Anthony Calles (In Person) Alexandra Adukeh, Shelby Alessi, Cassandra Bierworth, Tim Brennan, Mary Cimaglio, Anjali Dang, Seana Gorski, Karla Henriksen, Michael Jennings, Susan Kalember, Mia Lemke, Vicki Nelson, Robin Peters, Lisa Schartz, Lynda Sellers, Kathleen Syms, Adam Tollefson, Nicholas Wagner, Kevin Williams, and Steven Wood.
(Teleconference)
- GUESTS** Attorney General Representative: Pam Peiser (Teleconference)
- Scientific Games Representatives: Topper Wilson, Hanna Balamut, and Gabriel Reed (Teleconference)
- Pollard Banknote Limited Representatives: Jessica Velardi Anna Garza, Jessica Guffey, and John Papile
- Owens Harkey Representatives: Noelle Hobaica (Teleconference)
- PUBLIC** Christabel Agbathfah, Ropajadao Sacirarve, Kekeli Menasah, Tetteh Erie, Richiola Gyimah, and Javon Jennings (In-Person), and Kweku Sapara-Grant 933-xxx-xx42 (Teleconference)

Call to Order

1. **Call for Quorum:** Pursuant to the Public Notice dated June 7, 2023, the Public Meeting of the Arizona State Lottery Commission was called to order at 10:03 a.m. by Chair Jeff Weintraub. A quorum was present, with Chair Weintraub, and Commissioner Fritz (Appearing in-person), Vice Chair Newman, Commissioner Baumgarten, and Commissioner Katsel joined virtually.
2. **Notice:** Notice was posted by Luanne Mansanares on June 8, 2023, at 4:00 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 May 19, 2023, Public Meeting minutes. Commissioner Katsel moved; Commissioner Newman seconded. The vote was unanimous, with Chair Weintraub, Vice Chair Newman, Commissioner Katsel, Commissioner Baumgarten, and Commissioner Fritz all voting aye. The motion carried.

Agency Reports

1. **Director's Presentation:** Executive Director Alec Esteban Thomson introduced newly appointed Commissioner Tereza Fritz, and John Gilliland presented information on the Gives Back Beneficiary of the Month.
2. **Retailer of the Quarter** – Presented by Stacey Henderson
3. **Financial Report** - Presented by Russ Harben.
4. **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: *5X* #1432, *10X* #1433, *20X* #1434, *50X* #1435, *100X* #1436, *Cash Blast* #1438, and *Bonus Word Crossword* #1439. There was no response from the public.

In accordance with A.R.S. §5-554(C), Chair Weintraub entertained a motion to approve the orders and authorize the Director to issue the orders regarding new instant scratch game profiles: #1432, #1433, #1434, #1435, #1436, #1438 and #1439. Vice Chair Newman moved; Commissioner Katsel seconded. The vote was unanimous, with Chair Weintraub, Vice Chair Newman, Commissioner Katsel, Commissioner Baumgarten, and Commissioner Fritz all voting aye. The motion carried.

2. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new Fast Play™ game profile: *Year of the Dragon* #161. There was no response from the public.

In accordance with A.R.S. §5-554(C), Chair Weintraub entertained a motion to approve the order and authorize the Director to issue the order regarding new Fast Play™ game profile: #161. Commissioner Baumgarten moved; Commissioner Katsel seconded. The vote was unanimous, with Chair Weintraub, Vice Chair Newman, Commissioner Katsel, Commissioner Baumgarten, and Commissioner Fritz all voting aye. The motion carried.

3. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new promotion game profile: *2023 "Powerball First Millionaire of the Year®"* #129. There was no response from the public.

In accordance with A.R.S. §5-554(C), Chair Weintraub entertained a motion to approve the order and authorize the Director to issue the order regarding new promotion game profile: #129. Vice Chair Newman moved; Commissioner Baumgarten seconded. The vote was unanimous, with Chair Weintraub, Vice Chair Newman, Commissioner Katsel, Commissioner Baumgarten, and Commissioner Fritz all voting aye. The motion carried.

Call to the Public

Chair Weintraub invited members of the public to speak before the Commission.

A member of the public stated: "Yes. Is there a way that we can update the Fantasy 5?"

Luanne Mansanares requested that the member of the public please introduce himself by stating his first and last name for the record.

The member of the public apologized and stated his name as Javon Jennings.

Mr. Javon Jennings's addressed the Commission requesting that the Arizona Lottery update the Fantasy 5 game by allowing the jackpots to roll faster with the potential to have larger jackpots. Mr. Jennings gave examples of Georgia and North Carolina's Fantasy 5 jackpots and how quickly they rolled. He stated that by updating the game with different parameters and proper promotions the game would work.

Chair Weintraub asked if a member of the Arizona Lottery would like to answer the question. Executive Director Alec Esteban Thomson informed the Commission that the Arizona Lottery could do an internal analysis, obtain information from other states, and study the information. This is something that the Arizona Lottery products team can do.

Chair Weintraub informed Mr. Jennings that the Arizona Lottery products team will study this internally and provide Mr. Jennings with a response.

Luanne Mansanares asked Mr. Jennings if he would like to provide his contact information now, or if he would like to go onto the website and provide the information digitally.

Mr. Jennings provided Ms. Mansanares with the information in person.

Chair Weintraub asked if any other members of the public would like to speak before the Commission. There was no response.

Announcements

The next Commission meeting will be held in person on August 18, 2023, at 10:00 a.m.

Chair Weintraub asked if there were any other announcements. There was no response.

Adjournment

Chair Weintraub stated with nothing remaining on the agenda; we are adjourned. The meeting adjourned at 10:30 am.

Materials

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Agency Reports
 Report to Arizona Lottery Commission
 August 18, 2023

Director’s Presentation

Retailer of the Year- Presentation

Financial Report – Presentation

4th 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: *Universal Monsters* #1412, *Joker’s Wild* #1413, *Win \$100,000* #1414, *Money Madness* #1415, *Triple Red 7’s* #1416, and *Fruit Explosion* #1417.

The following Fast Play game was introduced since the last commission meeting: *Cauldron Cash* #158.

More information on these games are 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 8/6/23
6/27/23	\$30	1275	One Million Now	2,895,140	92%
6/27/23	\$10	1343	Deluxe Crossword	6,802,740	70%
6/27/23	\$3	1344	Extra Crossword	6,391,900	76%
6/27/23	\$5	1362	Bingo Twist	4,151,880	64%
6/27/23	\$1	1365	Hit \$50	3,387,900	62%
6/27/23	\$5	1367	Hit \$500	3,032,340	66%
6/27/23	\$10	1372	Crossword Mania	4,611,660	96%
6/27/23	\$2	1386	Cash Craze	2,035,800	83%

ATTACHMENT A

Dashboard Report August 2023

SERVING ARIZONA FOR 42 YEARS



-0.24%

vs. Proj (FYTD)

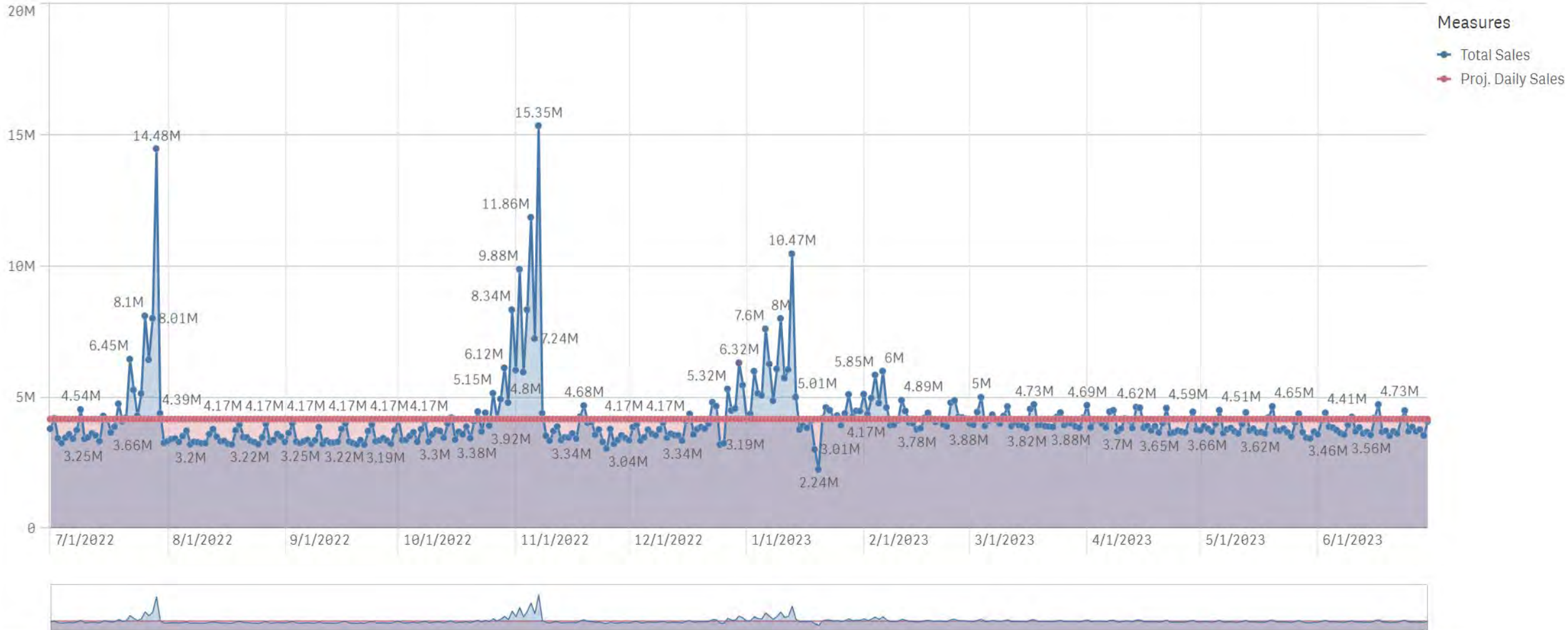
Total Sales (FYTD)
\$1,516,700,587

10.84%

vs. PYTD

4.74%	Draw Sales \$438,264,116 ^{28.9%} <small>%Total Sales</small>	40.85%	<p>2023</p> <p>Draw Sales : From 7/1/2017 - To 6/30/2023</p> <p>Fast Play Sales : From 2/11/2018 - To 6/30/2023</p> <p>Scratcher Sales : From 7/1/2017 - To 6/30/2023</p> <p>Pulltab Sales : From 7/2/2017 - To 6/30/2023</p>	-2.13%	Instant Sales \$1,078,436,471 ^{71.1%} <small>%Total Sales</small>	2.01%
vs. Proj (FYTD)		vs. PYTD		vs. Proj (FYTD)		vs. PYTD
6.08%	Multi-State \$304,627,922 ^{69.5%} <small>%Draw Sales</small>	71.38%		-2.13%	Scratchers Sales \$1,062,989,531 ^{89.6%} <small>%Scratcher Sales</small>	1.90%
vs. Proj (FYTD)		vs. PYTD		vs. Proj (FYTD)		vs. PYTD
1.36%	In-State \$84,918,483 ^{19.4%} <small>%Draw Sales</small>	-0.83%		-1.65%	Charitable Pulltab Sales \$9,147,840 ^{0.8%} <small>%Instant Sales</small>	6.93%
vs. Proj (FYTD)		vs. PYTD	vs. Proj (FYTD)		vs. PYTD	
2.33%	Quick Draw \$2,554,244 ^{0.6%} <small>%Draw Sales</small>	45.90%	-2.17%	Age Rest. Pulltab Sales \$4,689,360 ^{0.4%} <small>%Instant Sales</small>	10.91%	
		vs. PYTD	vs. Proj (FYTD)		vs. PYTD	
	Fast Play \$46,163,467 ^{10.5%} <small>%Draw Sales</small>	0.30%	-1.30%	Other Pulltab Sales \$1,605,960 ^{0.1%} <small>%Instant Sales</small>	25.38%	
vs. Proj (FYTD)		vs. PYTD	vs. Proj (FYTD)		vs. PYTD	

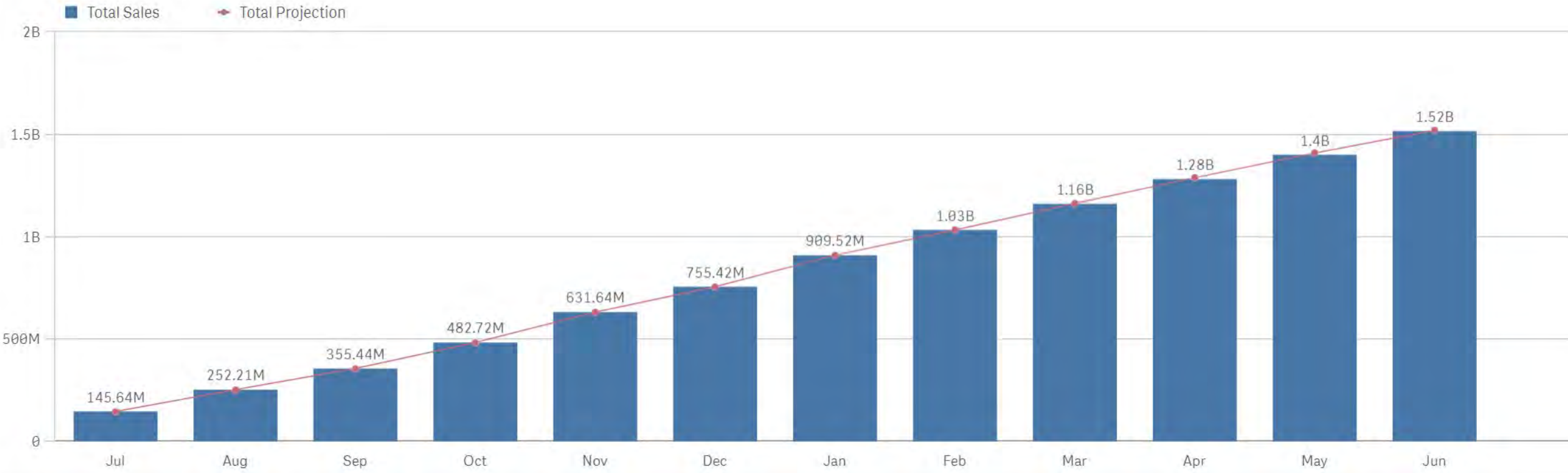
Daily Sales vs Goal





YTD Sales vs. Projection

FY 2023 Total Sales vs. Projection

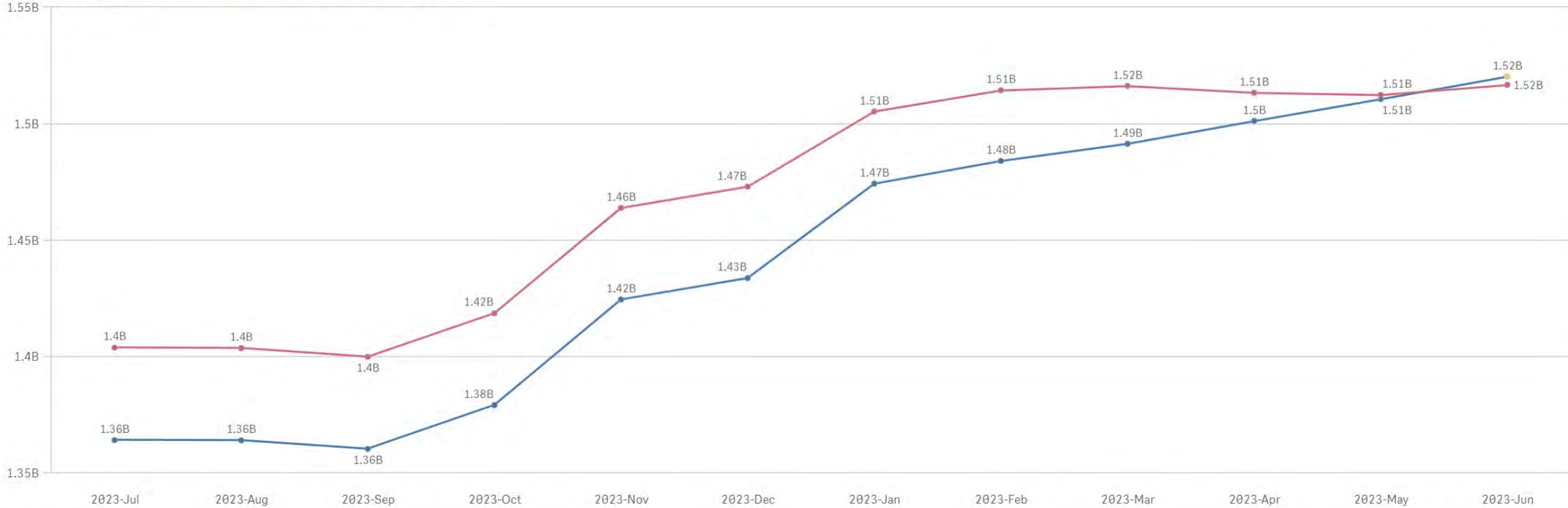




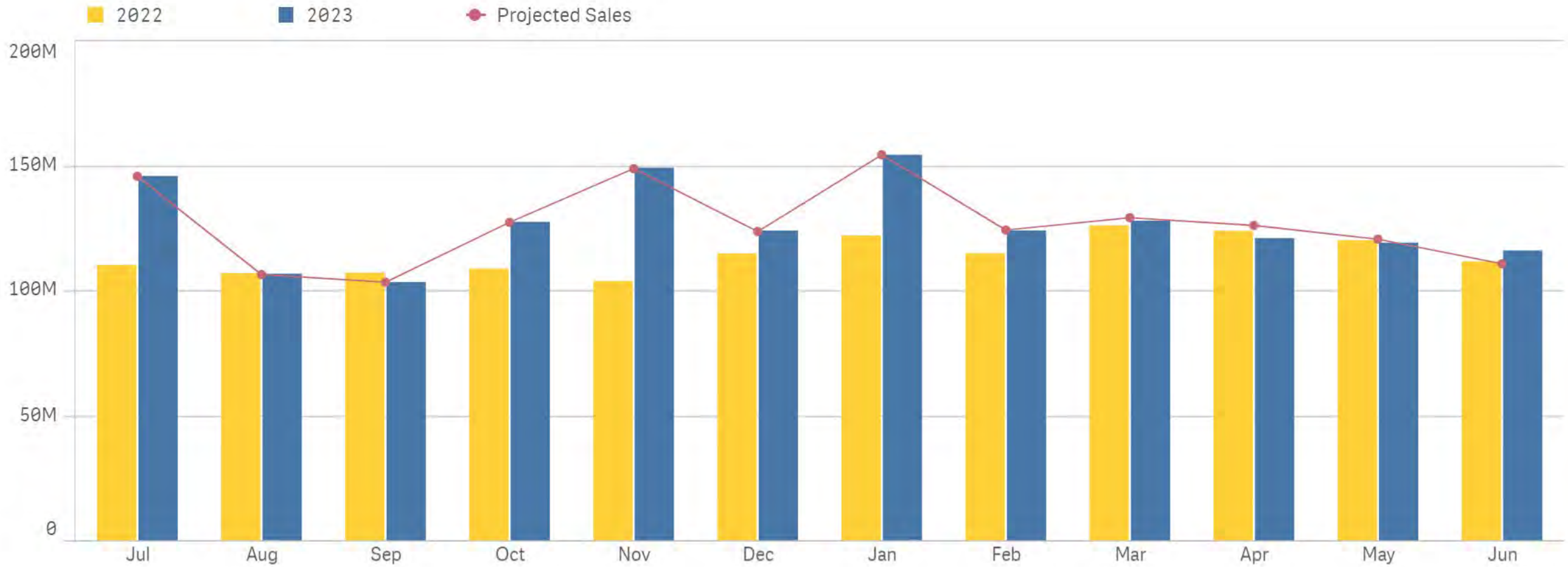
Rolling 12 Month Total Sales

Rolling 12 Month Sales

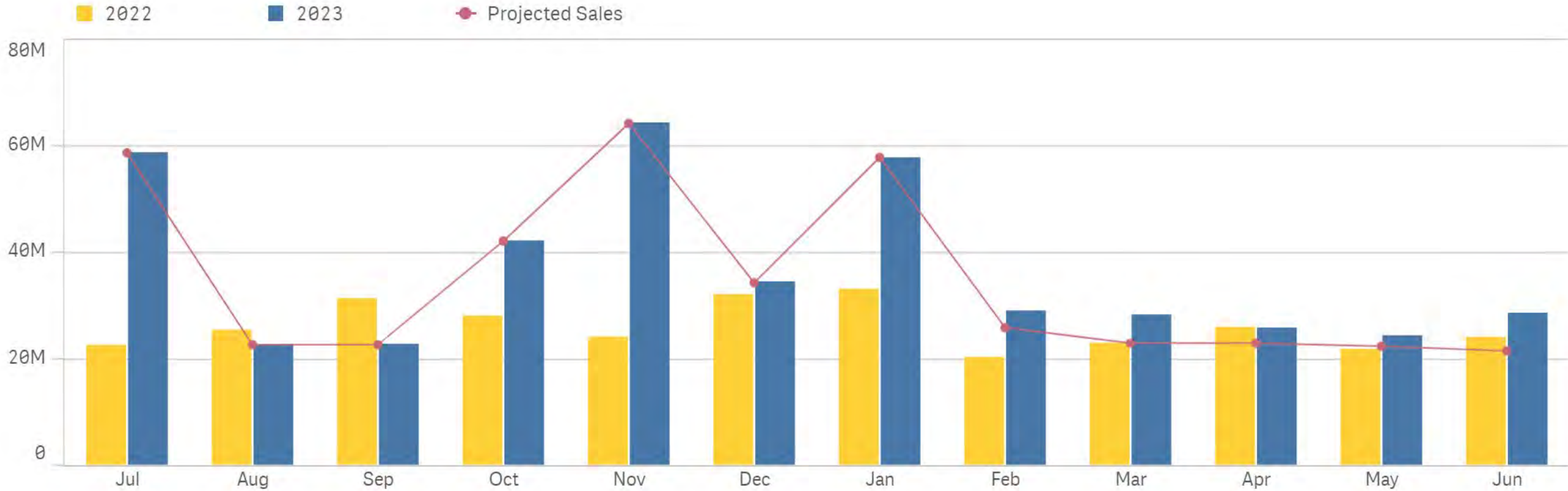
◆ Total Projection ◆ Current Year Projection ◆ Total Sales



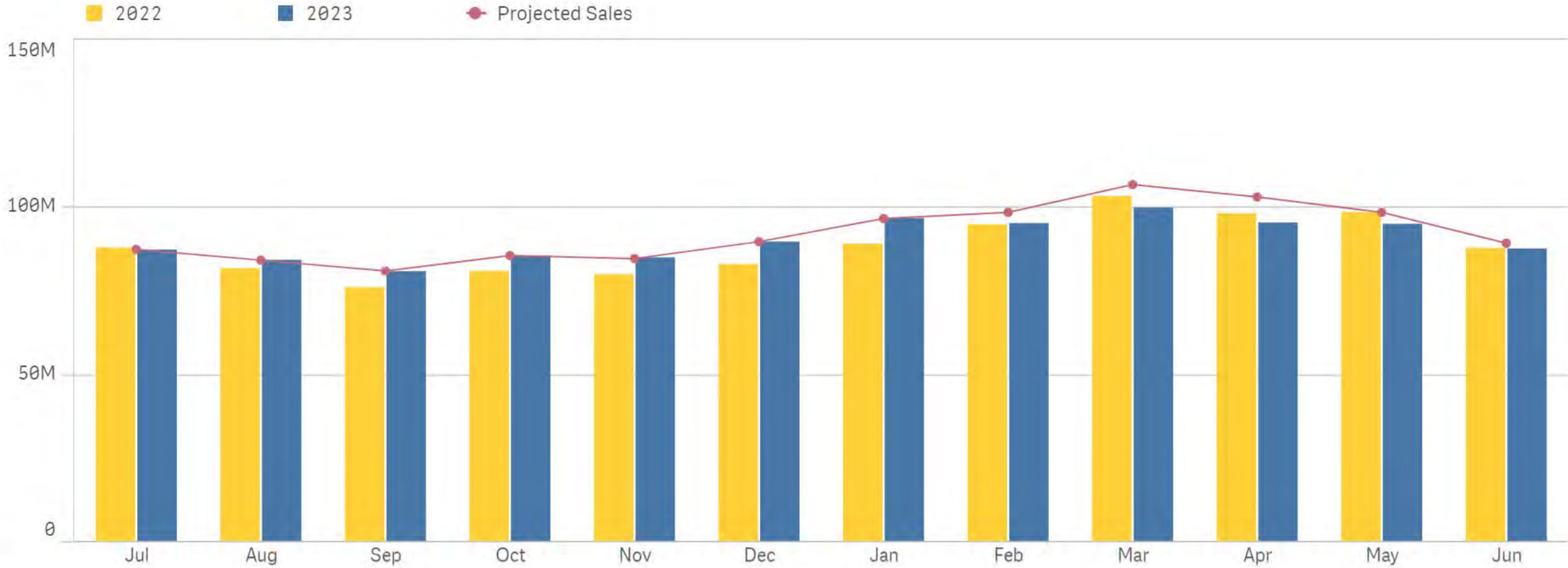
Total Sales FY 2022 vs. 2023 vs. Projection



Draw Sales FY 2022 vs. 2023 vs. Projection



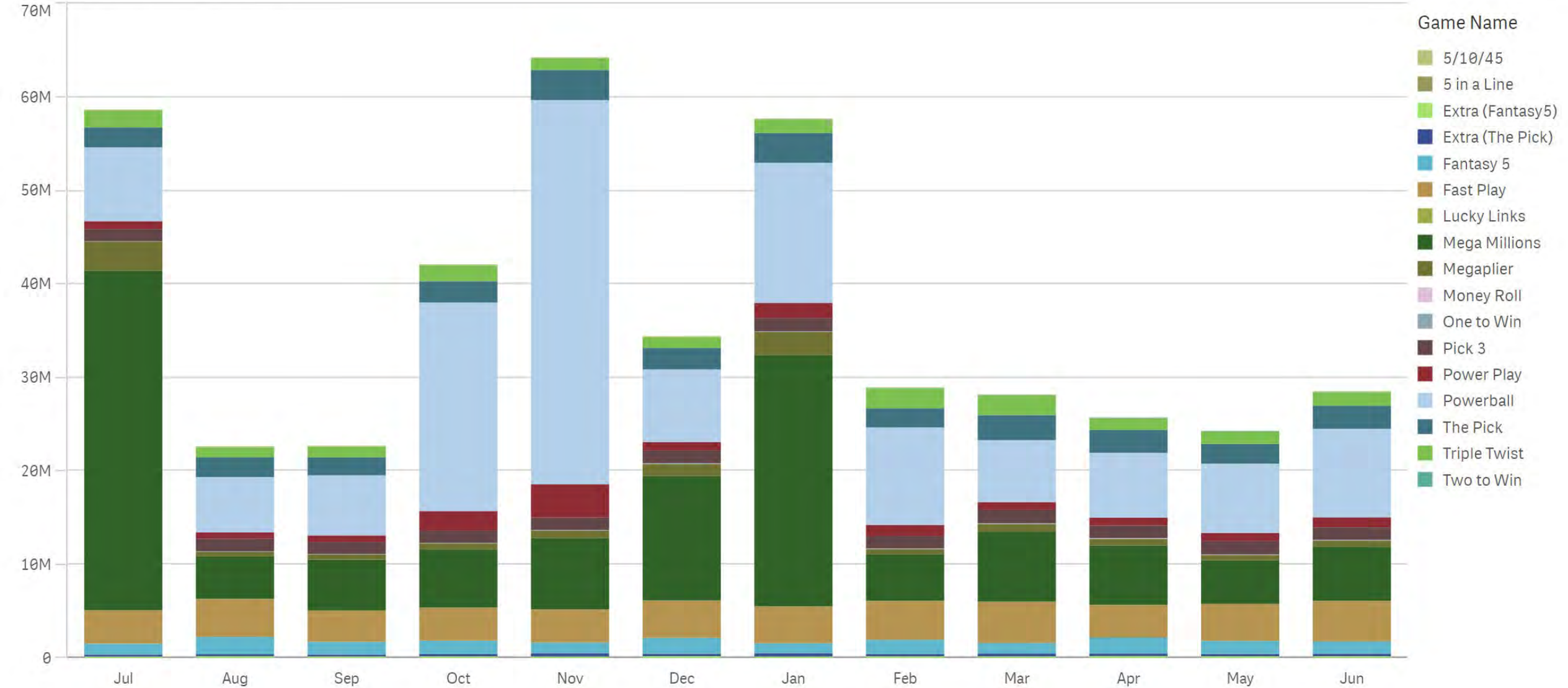
Instant Sales FY 2022 vs. 2023 vs. Projection



FY 2023 Draw Sales by month



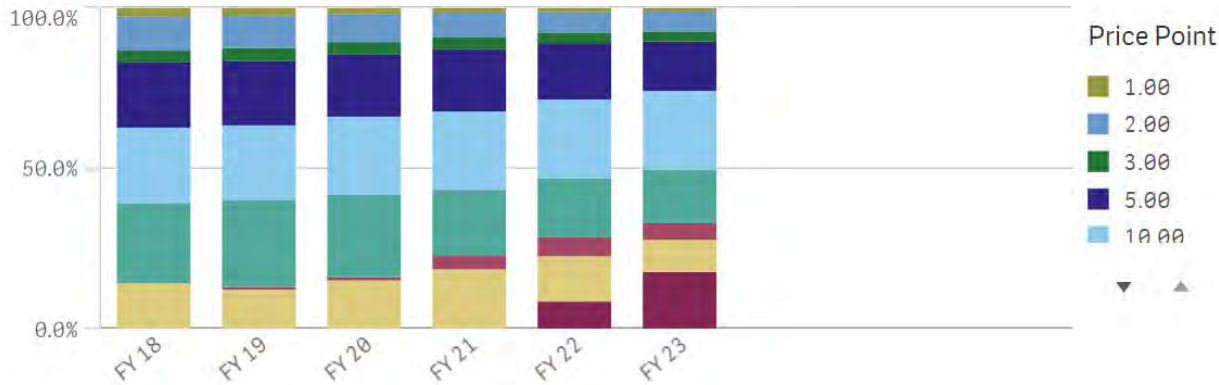
FY 2023 Draw Sales by Game



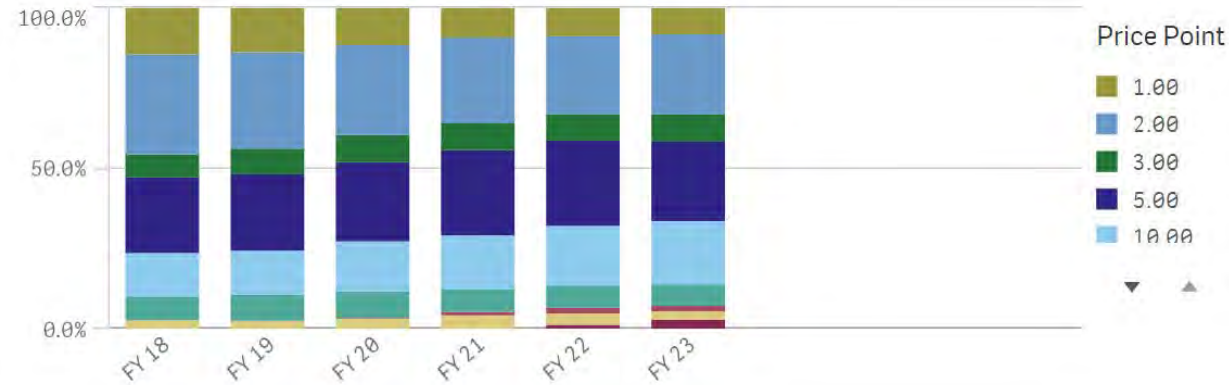


Scratcher Sales by Price Point

Based on Dollars Sold



Based on Tickets Sold



Based on Dollars Sold

	FY 19	FY 20	FY 21	FY 22	FY 23
Totals	\$750,278,323	\$848,409,616	\$1,109,833,567	\$1,043,163,134	\$1,062,989,531
1.00	\$17,327,856	\$15,243,692	\$14,836,696	\$12,025,050	\$10,754,616
2.00	\$76,045,580	\$74,204,632	\$86,605,472	\$67,053,928	\$66,225,952
3.00	\$30,416,967	\$33,795,897	\$40,770,039	\$34,325,706	\$33,645,018
5.00	\$150,294,810	\$163,624,105	\$214,810,495	\$183,329,755	\$163,422,570
10.00	\$173,763,390	\$207,204,520	\$271,076,850	\$256,301,440	\$261,194,770
20.00	\$204,007,420	\$217,273,740	\$228,944,840	\$192,016,600	\$177,090,260
25.00	\$6,504,400	\$8,628,650	\$45,939,625	\$61,671,325	\$55,168,325
30.00	\$91,917,900	\$128,434,380	\$206,849,550	\$147,402,630	\$106,327,170

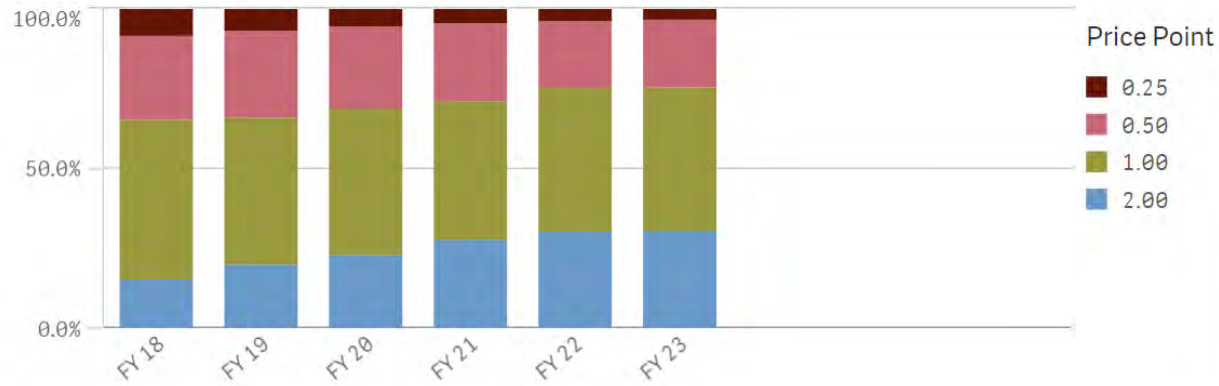
Based on Tickets Sold

	FY 19	FY 20	FY 21	FY 22	FY 23
Totals	126,449,413	132,546,559	161,979,041	138,051,849	132,275,291
1.00	17,327,856	15,243,692	14,836,696	12,025,050	10,754,616
2.00	38,022,790	37,102,316	43,302,736	33,526,964	33,112,976
3.00	10,138,989	11,265,299	13,590,013	11,441,902	11,215,006
5.00	30,058,962	32,724,821	42,962,099	36,665,951	32,684,514
10.00	17,376,339	20,720,452	27,107,685	25,630,144	26,119,477
20.00	10,200,371	10,863,687	11,447,242	9,600,830	8,854,513
25.00	260,176	345,146	1,837,585	2,466,853	2,206,733
30.00	3,063,930	4,281,146	6,894,985	4,913,421	3,544,239

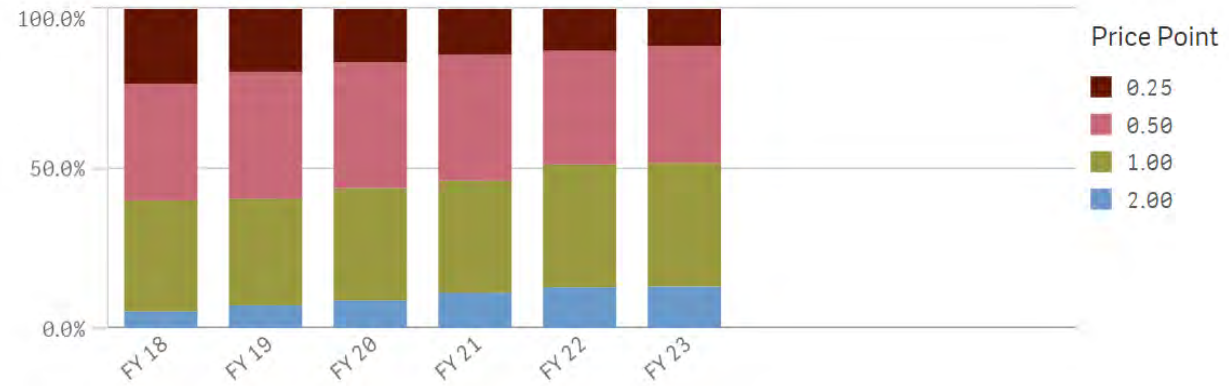


Pull Tab Sales by Price Point

Based on Dollars Sold



Based on Tickets Sold



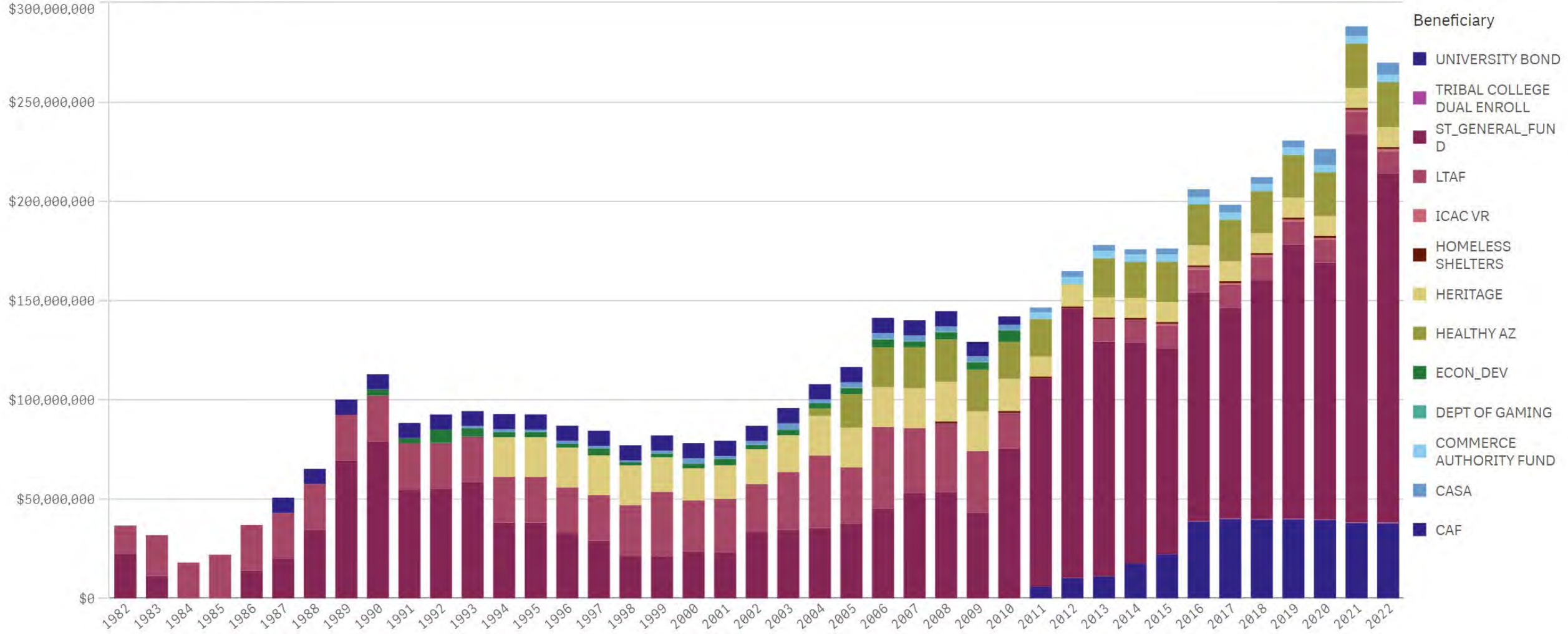
Based on Dollars Sold

Pr... P... ▲	FY 19	FY 20	FY 21	FY 22	FY 23
Totals	\$9,913,704	\$8,052,108	\$11,994,834	\$14,055,474	\$15,446,940
0.25	\$673,764	\$438,438	\$532,824	\$538,914	\$516,780
0.50	\$2,699,880	\$2,069,850	\$2,926,590	\$2,933,580	\$3,278,640
1.00	\$4,556,220	\$3,691,860	\$5,201,460	\$6,325,620	\$6,928,080
2.00	\$1,983,840	\$1,851,960	\$3,333,960	\$4,257,360	\$4,723,440

Based on Tickets Sold

Pr... P... ▲	FY 19	FY 20	FY 21	FY 22	FY 23
Totals	13,642,956	10,511,292	14,852,916	16,477,116	17,914,200
0.25	2,695,056	1,753,752	2,131,296	2,155,656	2,067,120
0.50	5,399,760	4,139,700	5,853,180	5,867,160	6,557,280
1.00	4,556,220	3,691,860	5,201,460	6,325,620	6,928,080
2.00	991,920	925,980	1,666,980	2,128,680	2,361,720

Transfer Amount by Beneficiary





Draw Game Monthly Sales

Monthly Sales Report (FY 2023)

Month	POWERBALL	MEGA MILLIONS	TOTAL MULTI-STATE DRAW GAMES	THE PICK	FANTASY 5	PICK 3	TRIPLE TWIST	TOTAL IN-STATE DRAW GAMES	QUICK DRAW	TOTAL DRAW GAMES
Jul	\$8,735,275	\$39,432,494	\$48,167,769	\$2,351,982	\$1,304,028	\$1,306,893	\$1,808,248	\$6,771,151	\$178,661	\$58,665,109
Aug	\$6,591,949	\$5,029,864	\$11,621,813	\$2,346,454	\$2,033,785	\$1,353,693	\$1,053,398	\$6,787,330	\$196,232	\$22,650,553
Sep	\$7,121,776	\$6,008,210	\$13,129,986	\$2,131,560	\$1,524,983	\$1,282,314	\$1,142,388	\$6,081,245	\$168,210	\$22,707,541
Oct	\$24,390,310	\$6,868,210	\$31,258,520	\$2,510,242	\$1,603,840	\$1,326,070	\$1,715,738	\$7,155,890	\$165,667	\$42,097,936
Nov	\$44,634,095	\$8,431,817	\$53,065,912	\$3,572,498	\$1,289,389	\$1,342,610	\$1,274,416	\$7,478,913	\$175,321	\$64,254,777
Dec	\$8,644,403	\$14,595,764	\$23,240,167	\$2,549,897	\$1,876,346	\$1,386,677	\$1,169,166	\$6,982,086	\$207,338	\$34,419,778
Jan	\$16,605,276	\$29,356,730	\$45,962,006	\$3,534,983	\$1,217,123	\$1,414,444	\$1,449,798	\$7,616,348	\$204,715	\$57,705,411
Feb	\$11,602,390	\$5,524,857	\$17,127,247	\$2,283,846	\$1,704,419	\$1,346,778	\$2,132,928	\$7,467,971	\$219,829	\$28,959,237
Mar	\$7,434,820	\$8,310,866	\$15,745,686	\$2,977,063	\$1,296,244	\$1,439,262	\$2,105,356	\$7,817,925	\$245,914	\$28,204,848
Apr	\$7,771,543	\$7,059,067	\$14,830,610	\$2,718,161	\$1,917,682	\$1,355,128	\$1,193,022	\$7,183,993	\$268,615	\$25,750,124
May	\$8,286,140	\$5,207,884	\$13,494,024	\$2,348,061	\$1,570,842	\$1,431,731	\$1,252,128	\$6,602,762	\$269,402	\$24,310,430
Jun	\$10,536,969	\$6,447,213	\$16,984,182	\$2,738,885	\$1,487,519	\$1,332,451	\$1,414,014	\$6,972,869	\$254,340	\$28,538,372



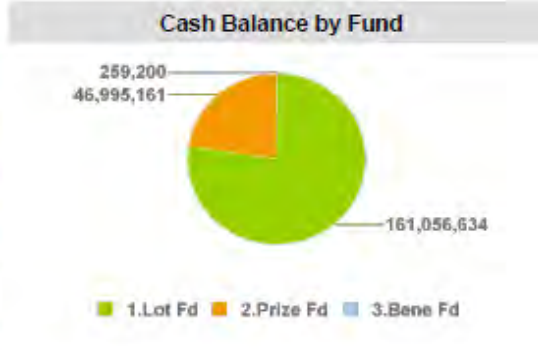
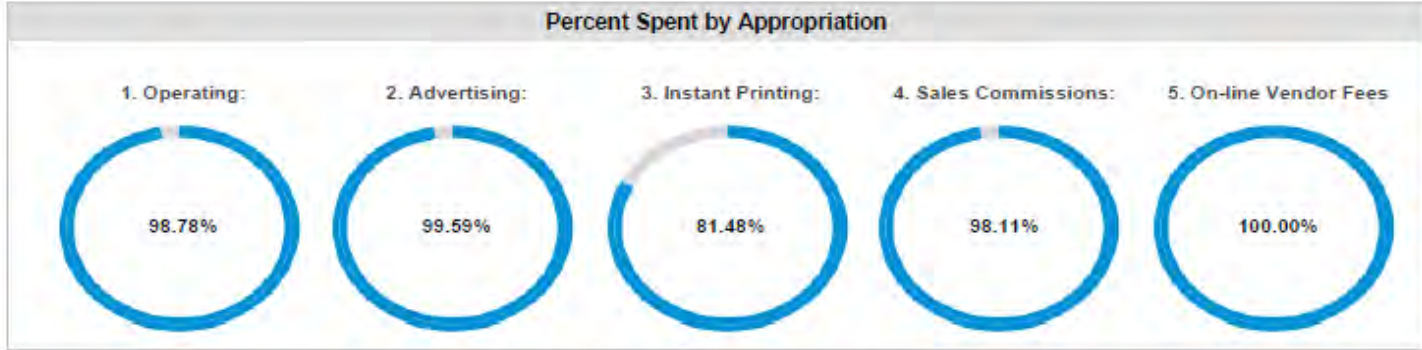
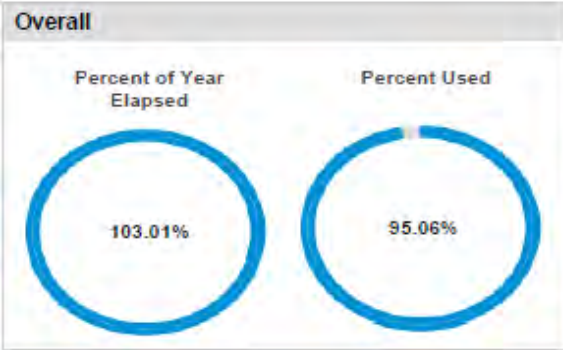
Instant Game Monthly Sales

Instant Sales Report (FY 2023)

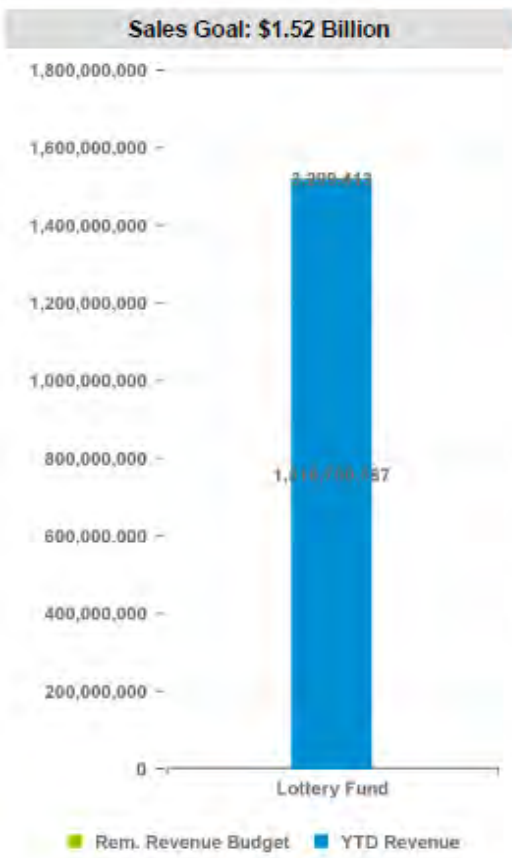
Month	SCRATCHERS	CHARITABLE PULL-TABS	AGE-RESTRICTED PULL-TABS	TOTAL INSTANT SALES CURRENT FY	TOTAL INSTANT SALES PREVIOUS FY	% of Change
Jul	\$85,830,540	\$725,760	\$292,680	\$86,972,100	\$87,567,671	-0.7%
Aug	\$82,719,267	\$732,240	\$363,960	\$83,921,307	\$81,430,467	3.1%
Sep	\$79,397,874	\$714,960	\$304,560	\$80,521,614	\$75,720,197	6.3%
Oct	\$83,981,140	\$710,460	\$355,320	\$85,187,320	\$80,573,893	5.7%
Nov	\$83,355,949	\$742,020	\$407,160	\$84,660,649	\$79,592,943	6.4%
Dec	\$88,094,418	\$694,680	\$395,280	\$89,363,658	\$82,643,454	8.1%
Jan	\$94,862,735	\$933,240	\$465,480	\$96,391,055	\$88,749,211	8.6%
Feb	\$93,542,467	\$773,700	\$452,520	\$94,882,087	\$94,521,006	0.4%
Mar	\$98,001,273	\$902,160	\$500,040	\$99,547,113	\$102,981,838	-3.3%
Apr	\$93,679,409	\$811,200	\$403,920	\$95,031,689	\$97,816,671	-2.8%
May	\$93,340,034	\$759,720	\$406,080	\$94,661,354	\$98,156,659	-3.6%
Jun	\$86,184,425	\$647,700	\$342,360	\$87,296,525	\$87,464,598	-0.2%



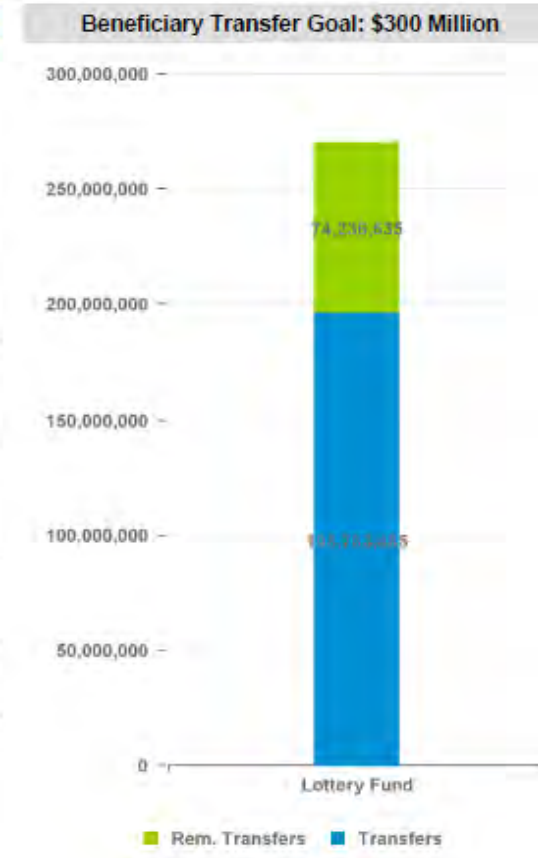
FY23 Year-to-date Financial Status



Budget by Appropriation Type and Object Class



Appropriation	Object Class	Budget	Expenditures	Encumbered	Remaining	% Used
1. Operating:	0000 - Appropriation Budget	10,468,900	-	-	10,468,900	
	6000 - Personal Services	-	4,859,196	-	-4,859,196	
	6100 - Employee Related Expenditures	-	1,931,373	-	-1,931,373	
	6200 - Professional And Outside Services	-	580,801	64,247	-645,048	
	6500 - Travel - In-State	-	35,783	10,979	-46,762	
	6600 - Travel - Out-Of-State	-	45,798	-	-45,798	
	7000 - Other Operating Expenditures	-	2,114,151	213,152	-2,327,304	
	8100 - Capital Outlay	-	-	-	-	
	8400 - Capital Equipment	-	12,855	-	-12,855	
	8500 - Non-Capital Equipment	-	165,972	225,662	-391,634	
9100 - Transfers Out	-	81,890	-	-81,890		
Total:		10,468,900	9,827,619	514,040	127,241	98.78%
2. Advertising:	0000 - Appropriation Budget	15,500,000	-	-	15,500,000	
	7000 - Other Operating Expenditures	-	13,956,746	1,430,140	-15,386,886	
	9100 - Transfers Out	-	50,000	-	-50,000	
Total:		15,500,000	14,006,746	1,430,140	63,114	99.59%
3. Instant Printing:	0000 - Appropriation Budget	39,075,838	-	-	39,075,838	
	7000 - Other Operating Expenditures	-	27,416,491	4,421,520	-31,838,011	
	8400 - Capital Equipment	-	-	-	-	
Total:		39,075,838	27,416,491	4,421,520	7,237,827	81.48%
4. Sales Commissions:	0000 - Appropriation Budget	107,696,858	-	-	107,696,858	
	7000 - Other Operating Expenditures	-	102,196,349	3,467,000	-105,663,349	
Total:		107,696,858	102,196,349	3,467,000	2,033,509	98.11%
5. On-line Vendor Fees:	0000 - Appropriation Budget	18,764,736	-	-	18,764,736	
	6200 - Professional And Outside Services	-	18,388,613	376,100	-18,764,713	
Total:		18,764,736	18,388,613	376,100	23	100.00%
Grand Total:		191,506,332	171,835,818	10,208,800	9,461,714	



Rem. Revenue Budget YTD Revenue

Rem. Transfers Transfers

Arizona
Lottery

TM

ATTACHMENT B

FY23 4th Quarter Product and Sales Report

The first section of this report focuses on individual product performance and is provided by the Products team. In the second section, Raynie Hosto, Deputy Director of Customer Service & Sales, has provided information on retailer sales and rankings in several different categories. Staff is available to answer any questions the Commission may have.



Katie Hobbs
Governor

Alec Esteban Thomson
Executive Director

Arizona Lottery
FY2023 Year-End – Product Review

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

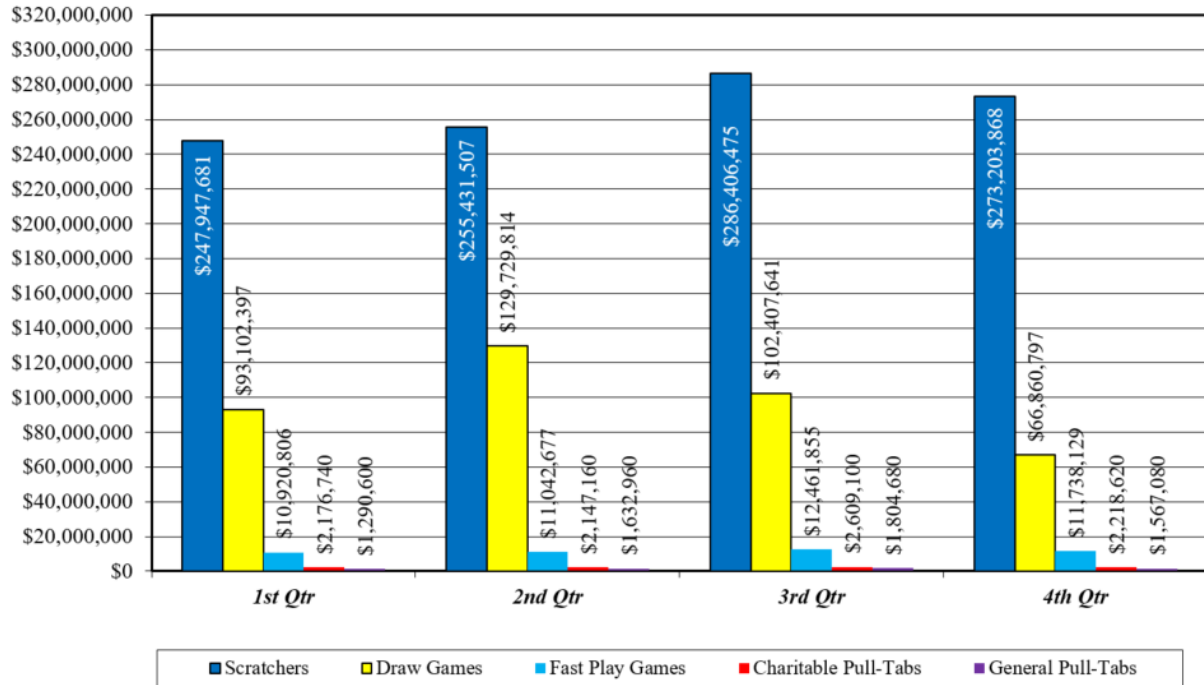
- General overview of the fiscal year
- A top line review of sales performance of each product
- A summary review by price point for the instant games
- A top down look at the top performing instant games by revenue and tickets
- A review of new game introductions and game endings

General Overview

Sales for FY23 reached \$1,516,700,587, an increase of 10.8% above the previous fiscal year. The breakdown by product is as follows:

	<u>1st Quarter</u>	<u>2nd Quarter</u>	<u>3rd Quarter</u>	<u>4th Quarter</u>	<u>Total</u>	<u>Mkt Share</u>
Scratchers^{®1}	\$247,947,681	\$255,431,507	\$286,406,475	\$273,203,868	\$1,062,989,531	70.09%
Draw Games	\$93,102,397	\$129,729,814	\$102,407,641	\$66,860,797	\$392,100,649	25.85%
Fast Play Games	\$10,920,806	\$11,042,677	\$12,461,855	\$11,738,129	\$46,163,467	3.04%
Charitable Pull-Tabs	\$2,176,740	\$2,147,160	\$2,609,100	\$2,218,620	\$9,151,620	0.60%
General Pull-Tabs	\$1,290,600	\$1,632,960	\$1,804,680	\$1,567,080	\$6,295,320	0.42%
Total	\$355,438,224	\$399,984,118	\$405,689,751	\$355,588,494	\$1,516,700,587	

¹ Scratchers[®] is a registered service mark of the California Lottery.



As indicated in the above chart, the Scratchers contribution to total sales exceeded the draw games in each quarter of the year and represented 70.09% of total sales. The market share for draw games is 25.85% of total sales, an increase from the last fiscal year. Fast Play games represent 3.04% of total sales and pull-tabs represent 1.02% of total sales. Sales detail by product is provided in Attachments A and B.

Charitable Pull-Tabs

The charitable pull-tab games program has 147 organizations currently licensed and selling tickets. Sales for this fiscal year reached \$9,151,620, an increase of 6.97% over the previous year.

General Pull-Tabs

The general pull-tab games program has 131 licensed retailers selling tickets. Sales for this fiscal year reached \$6,295,320, an increase of 14.46% over the previous year.

Scratchers Games

Sales for Scratchers this fiscal year reached \$1,062,989,531, an increase of 1.90% above the last fiscal year.

Based on validations, players have earned more than \$761 million in prizes. The prizes paid calculated against the sales revenues equate to an average payout of 71.67%.

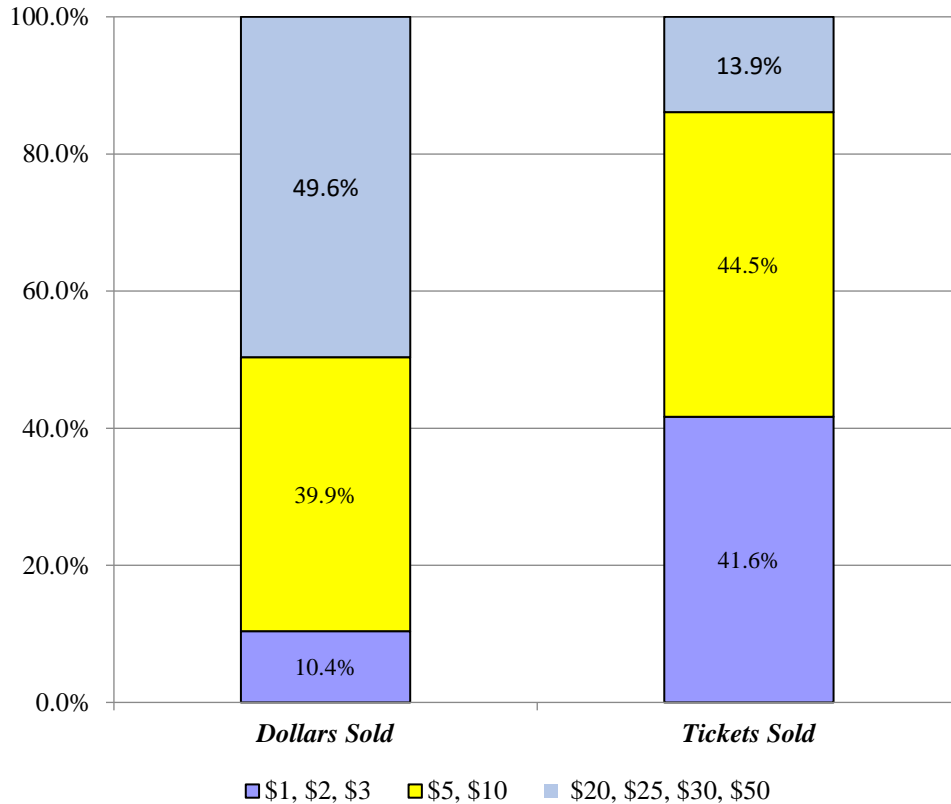
A total of 53 new games were introduced this fiscal year. Combined with the games carried forward, a total of 114 games contributed to the sales revenue for the year.

Price Point	\$1	\$2	\$3	\$5	\$10	\$20	\$25	\$30	\$50	Total
# New Games	4	10	4	15	14	3	1	1	1	53
Carried Forward	4	12	5	17	12	4	2	4	1	61

During this same period, 48 games were ended. 6 games were ended because the last top prize had been redeemed. The remaining games were ended as part of the standard game ending process, because either the games were out of inventory or the intended sales period had ended.

Sales by Price Point

The second \$50 ticket was launched in February 2023. Through the end of the fiscal year, the new category of \$20+ games represents 49.65% of Scratchers sales and 13.9% of tickets sold. The \$5-\$10 games represent 39.95% of Scratchers sales and 44.46% of tickets sold, the highest of the categories. The \$1-\$3 games account for 10.41% of the Scratchers revenue and 41.64% of tickets sold. The chart below shows the breakdown of tickets and dollars for FY23. The charts on Attachment C show a comparable breakdown across all price points for the most recent five years.



Top 10 Games

The Crossword and Bingo style games continue to be strong with more than \$230.1 million in sales, representing 21.65% of total Scratchers sales. In terms of dollars sold, two of the top ten games are Crossword and Bingo style games and represent five of the top ten games in terms of tickets sold. The \$20 spotlight game, *\$215 Million Cash Explosion* (#1290) represented 7.01% of total Scratchers sales for the year.

The table below identifies the top ten games in terms of sales revenue generated and total tickets sold through the end of the fiscal year.

Top 10 games in sales revenue			Top 10 games in tickets sold		
	<u>Game</u>	<u>Sales Revenue</u>		<u>Game</u>	<u>Tickets Sold</u>
\$50	1360 500X	\$143,055,600	\$2	1331 Crossword	6,480,150
\$20	1290 \$215 Million Cash Explosion	\$74,506,080	\$5	1340 Wild Cherry Crossword	4,568,243
\$50	1401 SET FOR LIFE	\$46,105,250	\$10	1372 Crossword Mania	4,408,705
\$30	1354 Ultimate Riches	\$45,872,760	\$20	1290 \$215 Million Cash Explosion	3,725,304
\$20	1380 100X The Cash	\$45,559,580	\$2	1333 Wild Bingo	3,614,792
\$10	1372 Crossword Mania	\$44,087,050	\$1	1387 5X	3,206,274
\$25	1391 Triple Bonus Crossword	\$31,072,050	\$10	1382 Triple Red 7's	3,024,920
\$10	1382 Triple Red 7's	\$30,249,200	\$5	1373 Flaming Hot Slingo Trio	2,931,769
\$30	1381 Cash	\$28,586,550	\$50	1360 500X	2,861,112
\$20	1364 \$100 or \$200	\$24,090,800	\$5	1384 Bullseye Bingo	2,841,511

Fast Play Games

Sales for Fast Play games for FY23 totaled \$46,163,467, a 0.3% increase over the previous year.



Six new Fast Play games were launched in the fourth quarter of FY23, and no games were ended. The current portfolio includes 20 games, eight of which have progressive jackpots. Combined with games carried forward from the previous fiscal year, a total of 30 games contributed to the FY23 sales.

Price Point	\$1	\$2	\$5	\$10	\$20	Total
# New Games	4	3	5	1	1	14
Carried Forward	3	4	4	3	2	16

Draw Games

Total draw games sales for the year reached \$392,100,649, an increase of 47.89% over the previous year.

Draw Games – Multi-State Games

Powerball – Sales for the year totaled \$162,354,946, an increase of 38.17% over the previous year. The highest jackpot reached in the fourth quarter of the fiscal year was \$251 million on April 19, 2023. The highest jackpot for the fiscal year was \$1.9 billion on November 7, 2022.

Mega Millions – Sales for the year totaled \$142,272,976, an increase of 136.16% from the previous year. The highest jackpot reached in the fourth quarter of the fiscal year was \$476 million on April 14, 2023. The highest jackpot for the fiscal year was \$1.35 billion on January 13, 2023.

Draw Games – In-State Games

Triple Twist™ – Sales for the year totaled \$17,710,600, a decrease of 2.2% from the previous year. The highest jackpot reached in the fourth quarter of the fiscal year was \$365,000 on May 8, 2023. The highest jackpot for the fiscal year was \$1.53 million on March 15, 2023.

The Pick™ – Sales for the year totaled \$32,063,632, a decrease of 3.29% from the previous year. The highest jackpot reached in the fourth quarter of the fiscal year was \$3.2 million on April 15, 2023. The highest jackpot reached in the fiscal year was \$6.9 million on November 21, 2022.

Fantasy 5™ – Sales for the year totaled \$18,826,200, an increase of 7.04% over the previous year. The highest jackpot reached in the fourth quarter of the fiscal year was \$418,000 on April 29, 2023. The highest jackpot reached in the fiscal year was \$471,000 on August 30, 2022.

Pick 3™ – Sales for the year totaled \$16,318,051, a decrease of 2.77% from the previous year.

Quick Draw™ Games

Since this new game category's inception in November 2021, with two additional games launched in January 2023, total Quick Draw sales reached \$2,554,244 through the fourth quarter of the fiscal year.

One To Win™ – Sales through the fourth quarter of the year totaled \$705,807.

5/10/45™ – Sales through the fourth quarter of the year totaled \$1,036,547.

Lucky Links™ – Sales through the fourth quarter of the year totaled \$212,922.

5 In-A-Line™ – Sales through the fourth quarter of the year totaled \$194,457.

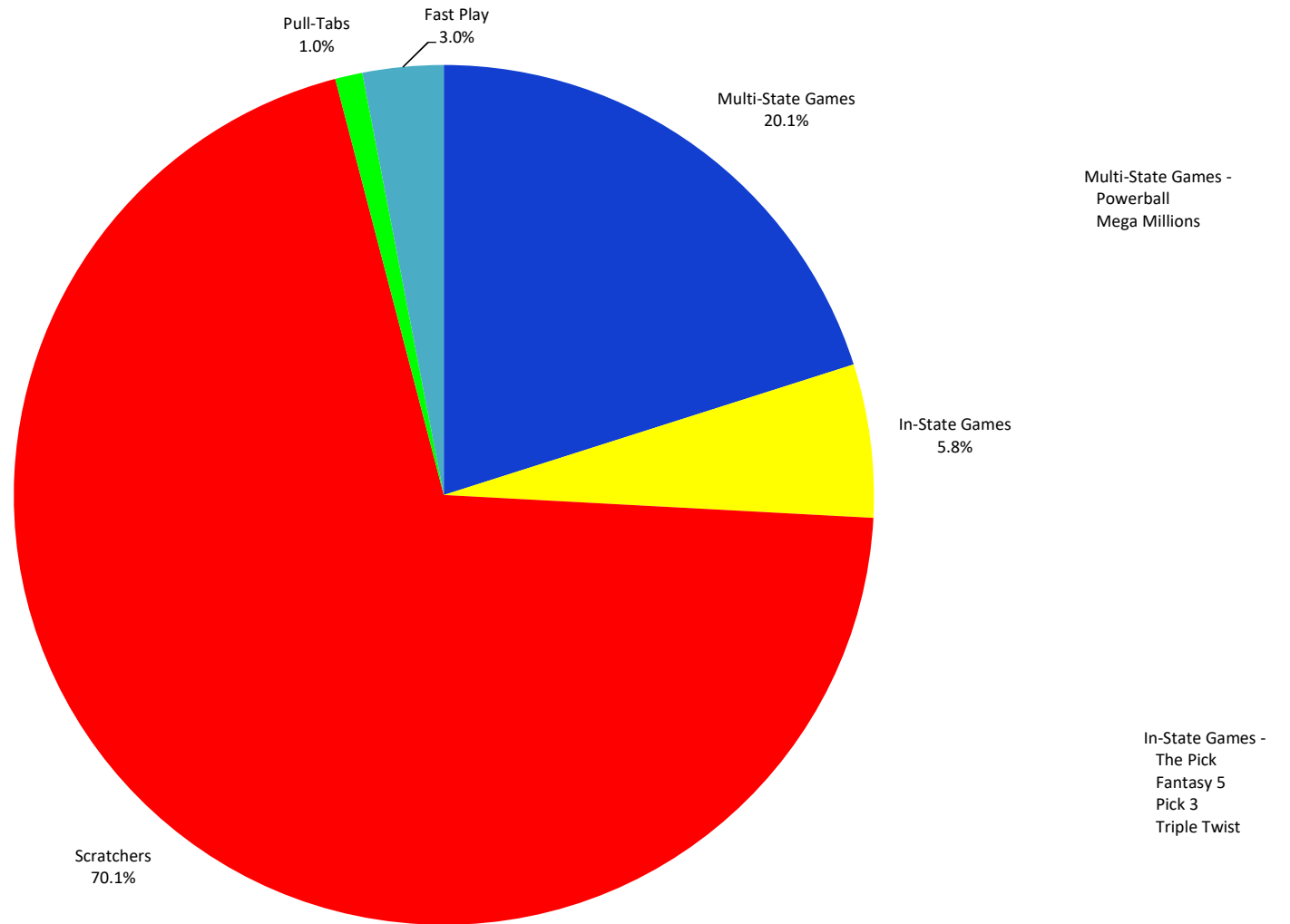
Two to Win™ – Sales through the fourth quarter of the year totaled \$283,022.

Money Roll™ – Sales through the fourth quarter of the year totaled \$121,489.

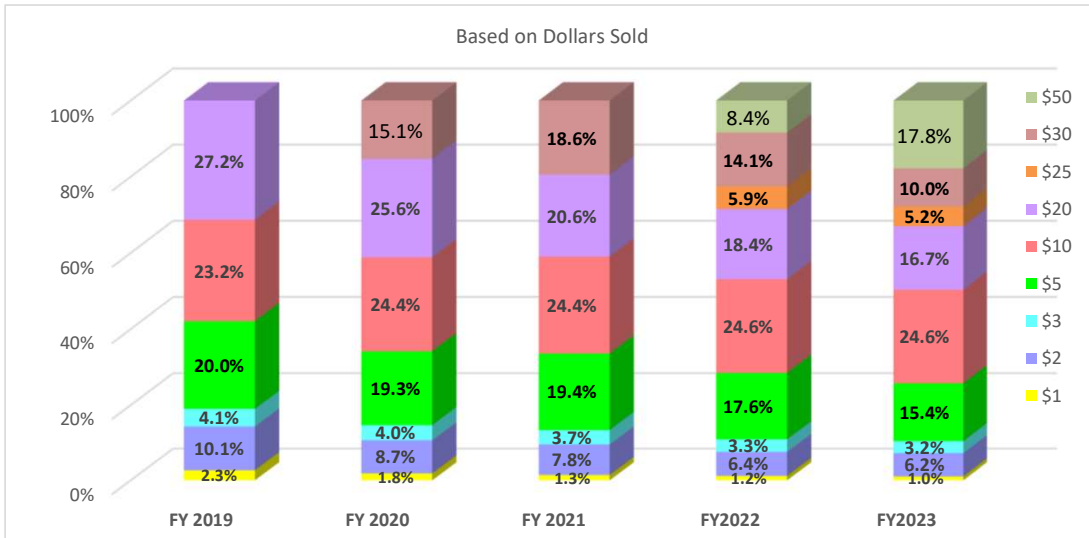
ARIZONA LOTTERY
QUARTERLY SALES BY PRODUCT
Fiscal Year 2023 - July 2022 through June 2023

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	\$8,735,275	\$39,432,494	\$2,351,982	\$1,304,028	\$1,306,893	\$1,808,248	\$178,661	\$55,117,581	\$3,547,528	\$85,830,540	\$725,760	\$415,800	\$86,972,100	\$145,637,209	9.6%
August	\$6,591,949	\$5,029,864	\$2,346,454	\$2,033,785	\$1,353,693	\$1,053,398	\$196,232	\$18,605,375	\$4,045,178	\$82,719,267	\$732,240	\$469,800	\$83,921,307	\$106,571,860	7.0%
September	\$7,121,776	\$6,008,210	\$2,131,560	\$1,524,983	\$1,282,314	\$1,142,388	\$168,210	\$19,379,441	\$3,328,100	\$79,397,874	\$714,960	\$408,780	\$80,521,614	\$103,229,155	6.8%
1st Quarter	\$22,449,000	\$50,470,568	\$6,829,996	\$4,862,796	\$3,942,900	\$4,004,034	\$543,103	\$93,102,397	\$10,920,806	\$247,947,681	\$2,172,960	\$1,294,380	\$251,415,021	\$355,438,224	23.4%
October	\$24,390,310	\$6,868,210	\$2,510,242	\$1,603,840	\$1,326,070	\$1,715,738	\$165,667	\$38,580,077	\$3,517,859	\$83,981,140	\$710,460	\$495,720	\$85,187,320	\$127,285,256	8.4%
November	\$44,634,095	\$8,431,817	\$3,572,498	\$1,289,389	\$1,342,610	\$1,274,416	\$175,321	\$60,720,146	\$3,534,631	\$83,355,949	\$742,020	\$562,680	\$84,660,649	\$148,915,426	9.8%
December	\$8,644,403	\$14,595,764	\$2,549,897	\$1,876,346	\$1,386,677	\$1,169,166	\$207,338	\$30,429,591	\$3,990,187	\$88,094,418	\$694,680	\$574,560	\$89,363,658	\$123,783,436	8.2%
2nd Quarter	\$77,668,808	\$29,895,791	\$8,632,637	\$4,769,575	\$4,055,357	\$4,159,320	\$548,326	\$129,729,814	\$11,042,677	\$255,431,507	\$2,147,160	\$1,632,960	\$259,211,627	\$399,984,118	26.4%
January	\$16,605,276	\$29,356,730	\$3,534,983	\$1,217,123	\$1,414,444	\$1,449,798	\$204,715	\$53,783,069	\$3,922,342	\$94,862,735	\$933,240	\$595,080	\$96,391,055	\$154,096,466	10.2%
February	\$11,602,390	\$5,524,857	\$2,283,846	\$1,704,419	\$1,346,778	\$2,132,928	\$219,829	\$24,815,047	\$4,144,190	\$93,542,467	\$773,700	\$565,920	\$94,882,087	\$123,841,324	8.2%
March	\$7,434,820	\$8,310,866	\$2,977,063	\$1,296,244	\$1,439,262	\$2,105,356	\$245,914	\$23,809,525	\$4,395,323	\$98,001,273	\$902,160	\$643,680	\$99,547,113	\$127,751,961	8.4%
3rd Quarter	\$35,642,486	\$43,192,453	\$8,795,892	\$4,217,786	\$4,200,484	\$5,688,082	\$670,458	\$102,407,641	\$12,461,855	\$286,406,475	\$2,609,100	\$1,804,680	\$290,820,255	\$405,689,751	26.7%
April	\$7,771,543	\$7,059,067	\$2,718,161	\$1,917,682	\$1,355,128	\$1,193,022	\$268,615	\$22,283,218	\$3,466,906	\$93,679,409	\$811,200	\$541,080	\$95,031,689	\$120,781,813	8.0%
May	\$8,286,140	\$5,207,884	\$2,348,061	\$1,570,842	\$1,431,731	\$1,252,128	\$269,402	\$20,366,188	\$3,944,242	\$93,340,034	\$759,720	\$561,600	\$94,661,354	\$118,971,784	7.8%
June	\$10,536,969	\$6,447,213	\$2,738,885	\$1,487,519	\$1,332,451	\$1,414,014	\$254,340	\$24,211,391	\$4,326,981	\$86,184,425	\$647,700	\$464,400	\$87,296,525	\$115,834,897	7.6%
4th Quarter	\$26,594,652	\$18,714,164	\$7,805,107	\$4,976,043	\$4,119,310	\$3,859,164	\$792,357	\$66,860,797	\$11,738,129	\$273,203,868	\$2,218,620	\$1,567,080	\$276,989,568	\$355,588,494	23.4%
2023	\$162,354,946	\$142,272,976	\$32,063,632	\$18,826,200	\$16,318,051	\$17,710,600	\$2,554,244	\$392,100,649	\$46,163,467	\$1,062,989,531	\$9,147,840	\$6,299,100	\$1,078,436,471	\$1,516,700,587	
Mkt Share	10.7%	9.4%	2.1%	1.2%	1.1%	1.2%	0.2%	25.85%	3.04%	70.09%	0.60%	0.42%	71.10%		
2022	\$117,499,953	\$60,245,415	\$33,154,035	\$17,588,706	\$16,782,279	\$18,108,076	\$1,750,650	\$265,129,114	\$46,023,213	\$1,043,163,134	\$8,555,334	\$5,500,140	\$1,057,218,608	\$1,368,370,935	
% of Change	38.2%	136.2%	-3.3%	7.0%	-2.8%	-2.2%	45.9%	47.9%	0.3%	1.9%	6.9%	14.5%	2.0%	10.8%	

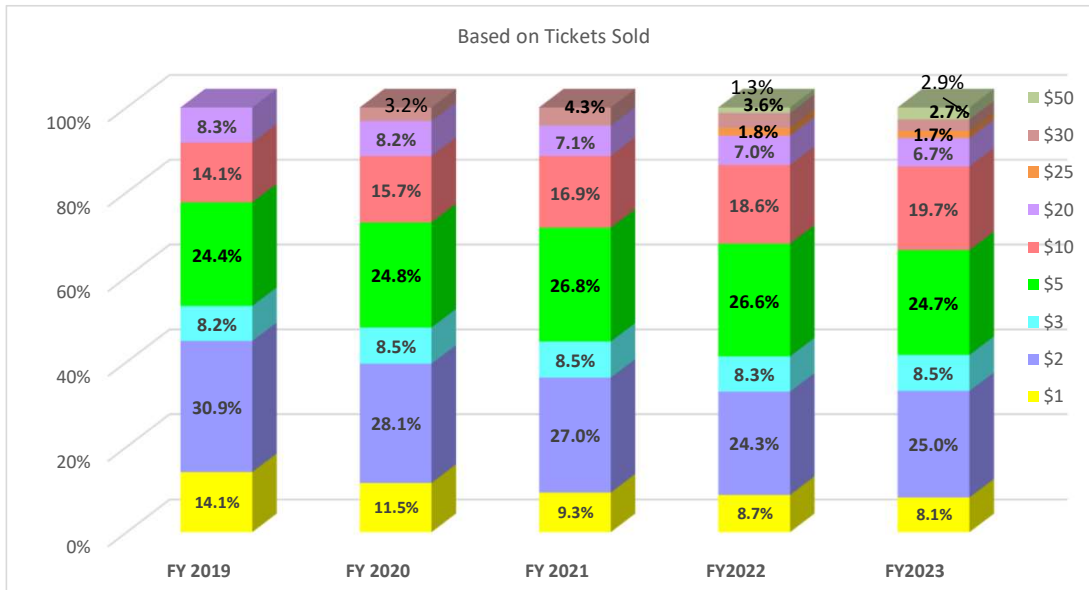
ARIZONA LOTTERY
QUARTERLY SALES BY PRODUCT
Fiscal Year 2023 - July 2022 through June 2023



Arizona Lottery 5-Year Review by Price Point



	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023
\$1	\$17,327,856	\$15,243,692	\$14,836,696	\$12,025,050	\$10,754,616
\$2	\$76,045,580	\$74,204,632	\$86,605,472	\$67,053,928	\$66,225,952
\$3	\$30,416,967	\$33,795,897	\$40,770,039	\$34,325,706	\$33,645,018
\$5	\$150,294,810	\$163,624,105	\$214,810,495	\$183,329,755	\$163,422,570
\$10	\$173,763,390	\$207,204,520	\$271,076,850	\$256,301,440	\$261,194,770
\$20	\$204,007,420	\$217,273,740	\$228,944,840	\$192,016,600	\$177,090,260
\$25	\$6,504,400	\$8,628,650	\$45,939,625	\$61,671,325	\$55,168,325
\$30	\$91,917,900	\$128,434,380	\$206,849,550	\$147,402,630	\$106,327,170
\$50				\$89,036,700	\$189,160,850
Total	\$750,278,323	\$848,409,616	\$1,109,833,567	\$1,043,163,134	\$1,062,989,531



	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023
\$1	17,327,856	15,243,692	14,836,696	12,025,050	10,754,616
\$2	38,022,790	37,102,316	43,302,736	33,526,964	33,112,976
\$3	10,138,989	11,265,299	13,590,013	11,441,902	11,215,006
\$5	30,058,962	32,724,821	42,962,099	36,665,951	32,684,514
\$10	17,376,339	20,720,452	27,107,685	25,630,144	26,119,477
\$20	10,200,371	10,863,687	11,447,242	9,600,830	8,854,513
\$25				2,466,853	2,206,733
\$30		4,281,146	6,894,985	4,913,421	3,544,239
\$50				1,780,734	3,783,217
Total	123,125,307	132,201,413	160,141,456	138,051,849	132,275,291

Interoffice Memorandum

Date: August 1, 2023
To: Alec Estaban Thomson, Executive Director
From: Raynie Hosto, Deputy Director Customer Service and Sales
Subject: FY 2023 – Fourth Quarter Sales Review

Vending Machine Sales (Chart E)

Total vending machine sales through the fourth quarter of FY23 were \$760,862,783, a 16.9% increase over FY22 sales of \$650,643,959. There are currently 1,947 machines installed at retail locations compared to 1,834 in FY22. The average sales per unit increased to \$32,031 versus \$30,403 in FY22. FY23 sales from vending machines represented 50.7% of total sales, an increase from 48.0% in FY22.

Chain accounts represented 77.4% of total vending sales in FY23 compared to 76.6% in FY22. QuikTrip leads all chain accounts with average machine sales of \$625,553. Fry's follows at \$614,658, with Safeway at \$601,352 and Albertsons at \$562,481.

The out-of-stock average for the fourth quarter of FY23 was 4.71% which was below our annual goal of 4.90% and a decrease from 5.49% in FY22. Out of stocks will remain a primary focus for the territory managers and corporate accounts in the new fiscal year.

Corporate Account Review (Chart F)

- Major retail chains represent 48.0% of all Draw and Scratchers lottery accounts. Convenience stores represent 34.2% of total accounts, while chain food stores represent 13.9%.
- Major retail chains comprise 72.5% of the total market share, with convenience stores and food stores accounting for 41.7% and 30.8%, respectively. These numbers have remained consistent through FY23.
- Fry's food stores remain the leader with per-store average sales of \$1,502,695. Safeway follows at \$1,139,462 with Albertsons and QuikTrip at \$1,128,034 and \$1,047,293, respectively. FY23 is the first year that Safeway and Albertsons have obtained over \$1 million in per store average sales.
- Circle K accounts for 18.5% of the market share with 605 stores, followed by Fry's at 12.7% with 127 stores and QuikTrip at 9.6% with 138 stores.

Business Classification Review (Charts G and H)

- Chain and independent convenience stores account for 55.8% of total Lottery accounts and 58.0% of the market share in sales. Chain and independent grocery stores account for 15.3% and account for 31.4% of the market share. Instant Tab retailers account for 7.6% of total lottery accounts and 1.0% of the sales market share.
- FY23 comparison sales to FY22 show chain and independent convenience sales up 6.5%, while chain and independent grocery stores posted an increase of 18.9%. These increases are mainly due to several large jackpots during the fiscal year.
- The Instant Tab category posted an 10.0% increase in FY23 compared to FY22.

County Review (Charts I and J)

- The estimated per capita weekly sales for FY23 was \$3.88, an increase from \$3.50 in FY22.
- Mohave County continues to post the highest weekly per capita sales at \$8.60, followed by La Paz County at \$6.78, Greenlee County at \$5.55, and Cochise at \$5.07
- Maricopa and Pima counties held a market share of 75.4% of total sales. Mohave, Pinal, and Yavapai counties' combined market share was 14.9%, and the remaining counties represented 9.8% of sales. These numbers have remained consistent through FY23.
- Mohave County had the highest total sales increase in FY23 of 20.93% compared to FY22 sales.

**Arizona Lottery
Vending Machine - FY 2023**

		# 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
1st Quarter	PCT-HD	1534	1542	1539	\$ 16,912,348	\$ 7,624,669	\$ 8,041,945	\$ 45,265,223	\$ 43,861,895	\$ 42,492,679	\$ 62,177,571	\$ 51,486,564	\$ 50,534,624	\$ 164,198,759	\$ 40,533	\$ 33,389	\$ 32,836	5.01%	4.95%	4.62%	4.86%
	PCT-LP	168	168	170	\$ 1,096,970	\$ 517,818	\$ 535,085	\$ 1,966,135	\$ 1,889,035	\$ 1,841,474	\$ 3,063,105	\$ 2,406,853	\$ 2,376,559	\$ 7,846,517	\$ 18,233	\$ 14,327	\$ 13,980	5.80%	6.09%	5.89%	5.93%
	PCT-EX	122	131	139	\$ 426,566	\$ 276,262	\$ 273,212	n/a	n/a	n/a	\$ 426,566	\$ 276,262	\$ 273,212	\$ 976,040	\$ 3,496	\$ 2,109	\$ 1,966	n/a	n/a	n/a	n/a
	Total	1,824	1,841	1,848	\$ 18,435,884	\$ 8,418,749	\$ 8,850,242	\$ 47,231,358	\$ 45,750,930	\$ 44,334,153	\$ 65,667,242	\$ 54,169,679	\$ 53,184,395	\$ 173,021,316	\$ 36,002	\$ 29,424	\$ 28,779	5.09%	5.07%	4.75%	4.97%
% of Lottery Sales					31.4%	37.2%	39.0%	55.0%	55.3%	55.8%	45.4%	51.4%	52.1%	49.2%							
2nd Quarter	PCT-HD	1,546	1,561	1,563	\$ 13,710,343	\$ 18,350,829	\$ 12,232,883	\$ 45,337,733	\$ 46,210,513	\$ 54,618,295	\$ 59,048,076	\$ 64,561,342	\$ 66,851,178	\$ 190,460,596	\$ 38,194	\$ 41,359	\$ 42,771	4.65%	4.73%	5.44%	4.94%
	PCT-LP	172	153	157	\$ 804,077	\$ 1,126,025	\$ 747,415	\$ 1,978,880	\$ 1,850,473	\$ 2,341,784	\$ 2,782,957	\$ 2,976,498	\$ 3,089,199	\$ 8,848,654	\$ 16,180	\$ 19,454	\$ 19,676	5.59%	5.93%	7.59%	6.37%
	PCT-EX	143	145	155	\$ 368,015	\$ 502,407	\$ 352,567	n/a	n/a	n/a	\$ 368,015	\$ 502,407	\$ 352,567	\$ 1,222,989	\$ 2,574	\$ 3,465	\$ 2,275	n/a	n/a	n/a	#DIV/0!
	Total	1,861	1,859	1,875	\$ 14,882,435	\$ 19,979,261	\$ 13,332,865	\$ 47,316,613	\$ 48,060,986	\$ 56,960,079	\$ 62,199,048	\$ 68,040,247	\$ 70,292,944	\$ 200,532,239	\$ 33,422	\$ 36,600	\$ 37,490	4.75%	4.84%	5.63%	5.07%
% of Lottery Sales					35.4%	31.1%	38.7%	56.3%	57.7%	64.7%	49.3%	46.1%	57.4%	50.6%							
3rd Quarter	PCT-HD	1561	1575	1585	\$ 18,225,013	\$ 10,603,718	\$ 10,783,257	\$ 47,109,340	\$ 48,208,828	\$ 53,781,320	\$ 65,334,353	\$ 58,812,546	\$ 64,564,577	\$ 188,711,476	\$ 41,854.17	\$ 37,341	\$ 40,735	5.01%	4.88%	5.17%	5.02%
	PCT-LP	156	157	159	\$ 1,089,520	\$ 642,609	\$ 635,386	\$ 1,913,062	\$ 2,037,078	\$ 2,255,032	\$ 3,002,582	\$ 2,679,687	\$ 2,890,418	\$ 8,572,687	\$ 19,247	\$ 17,068	\$ 18,179	5.53%	5.28%	5.52%	5.44%
	PCT-EX	155	165	168	\$ 482,653	\$ 356,083	\$ 374,506	n/a	n/a	n/a	\$ 482,653	\$ 356,083	\$ 374,506	\$ 1,213,242	\$ 3,114	\$ 2,158	\$ 2,229	n/a	n/a	n/a	#DIV/0!
	Total	1872	1897	1912	\$ 19,797,186	\$ 11,602,410	\$ 11,793,149	\$ 49,022,402	\$ 50,245,906	\$ 56,036,352	\$ 68,819,588	\$ 61,848,316	\$ 67,829,501	\$ 198,497,405	\$ 36,763	\$ 32,603	\$ 35,476	5.06%	4.92%	5.20%	5.06%
% of Lottery Sales					34.3%	40.1%	41.8%	51.7%	53.7%	57.2%	45.1%	50.5%	53.7%	49.5%							
4th Quarter	PCT-HD	1588	1586	1596	\$ 9,598,251	\$ 9,313,198	\$ 11,212,562	\$ 51,072,511	\$ 50,272,042	\$ 47,737,178	\$ 60,670,762	\$ 59,585,240	\$ 58,949,740	\$ 179,205,742	\$ 38,206	\$ 37,570	\$ 36,936	4.81%	4.46%	4.48%	4.58%
	PCT-LP	163	168	170	\$ 584,569	\$ 575,848	\$ 873,372	\$ 2,158,460	\$ 2,169,287	\$ 2,183,999	\$ 2,743,029	\$ 2,745,135	\$ 3,057,371	\$ 8,545,535	\$ 16,828	\$ 16,340	\$ 17,985	5.23%	5.88%	6.57%	5.89%
	PCT-EX	178	183	181	\$ 357,374	\$ 346,788	\$ 356,384	n/a	n/a	n/a	\$ 357,374	\$ 346,788	\$ 356,384	\$ 1,060,546	\$ 2,008	\$ 1,895	\$ 1,969	n/a	n/a	n/a	n/a
	Total	1929	1937	1947	\$ 10,540,194	\$ 10,235,834	\$ 12,442,318	\$ 53,230,971	\$ 52,441,329	\$ 49,921,177	\$ 63,771,165	\$ 62,677,163	\$ 62,363,495	\$ 188,811,823	\$ 57,042	\$ 32,358	\$ 32,031	4.85%	4.60%	4.69%	4.71%
% of Lottery Sales					40.9%	42.1%	43.6%	56.8%	56.2%	57.9%	53.4%	53.3%	54.4%	53.7%							
Total Vending					\$ 63,655,699	\$ 50,236,254	\$ 46,418,574	\$ 196,801,344	\$ 196,499,151	\$ 207,251,761	\$ 260,457,043	\$ 246,735,405	\$ 253,670,335	\$ 760,862,783							
Total Fiscal Year														\$ 1,501,253,087							
% of Total Sales														50.7%							

Monthly Chain Vending Report

Chain	Retailer Name	# of Machines	YTD Sales	YTD OOS Avg	YTD Total Lost Sales	YTD Sales Per Machine Average	YTD Lost Sales Per Machine	Avg Month Bin Sales
8027	ALBERTSONS	38	\$ 21,374,289	1.69%	\$ 279,279	\$ 562,481	\$ 7,349.45	\$ 1,953
9968	Bashas	61	\$ 23,822,652	2.50%	\$ 615,919	\$ 390,535	\$ 10,097.04	\$ 1,356
8821	Carioca	32	\$ 10,528,234	2.74%	\$ 277,335	\$ 329,007	\$ 8,666.73	\$ 1,142
8037	Circle K	196	\$ 35,065,346	9.13%	\$ 3,243,063	\$ 178,905	\$ 16,546.24	\$ 621
20001	Cobblestone	13	\$ 3,766,913	1.00%	\$ 27,815	\$ 289,763	\$ 2,139.60	\$ 1,006
9964/9963	CVS	82	\$ 7,368,382	0.32%	\$ 25,205	\$ 89,858	\$ 307.38	\$ 312
8030	El Super	6	\$ 1,896,457	3.80%	\$ 76,961	\$ 316,076	\$ 12,826.89	\$ 1,097
9958	Fast Market	6	\$ 1,876,657	4.80%	\$ 87,752	\$ 312,776	\$ 14,625.40	\$ 1,086
9968	Food City	45	\$ 13,141,256	2.99%	\$ 414,806	\$ 292,028	\$ 9,217.90	\$ 1,014
8052	Frys Food	204	\$ 125,390,135	3.52%	\$ 4,577,140	\$ 614,658	\$ 22,436.96	\$ 2,134
8021	Jacksons	11	\$ 4,397,747	3.66%	\$ 258,673	\$ 399,795	\$ 23,515.75	\$ 1,388
8031	Los Altos Ranch Market	7	\$ 2,286,874	4.39%	\$ 103,859	\$ 326,696	\$ 14,836.99	\$ 1,134
9800	Loves	13	\$ 3,045,330	4.70%	\$ 12,027,640	\$ 234,256	\$ 925,203.09	\$ 813
9905	Maverik	12	\$ 2,448,087	3.82%	\$ 99,579	\$ 204,007	\$ 8,298.26	\$ 708
9926	Pilot	19	\$ 3,894,210	7.91%	\$ 310,855	\$ 204,958	\$ 16,360.81	\$ 712
9849	QuikTrip	138	\$ 86,326,370	9.52%	\$ 8,485,040	\$ 625,553	\$ 61,485.79	\$ 2,172
8128	Safeway	118	\$ 70,959,562	2.61%	\$ 1,861,695	\$ 601,352	\$ 15,777.08	\$ 2,088
9027	Smith's Food & Drug	4	\$ 2,214,178	5.23%	\$ 102,670	\$ 553,545	\$ 25,667.49	\$ 1,922
8025	Superpumper	13	\$ 4,440,588	3.06%	\$ 156,415	\$ 341,584	\$ 12,031.89	\$ 1,186
8004	Terribles	10	\$ 2,219,537	2.54%	\$ 52,527	\$ 221,954	\$ 5,252.66	\$ 771
8022	Walmart NHM - HD	26	\$ 12,103,480	7.18%	\$ 866,261	\$ 465,518	\$ 33,317.75	\$ 1,616
8022	Walmart Supercenter	139	\$ 23,977,060	6.30%	\$ 1,463,897	\$ 172,497	\$ 10,531.64	\$ 599
9962	Winco	7	\$ 2,414,286	6.45%	\$ 169,703	\$ 344,898	\$ 24,243.26	\$ 1,198
	Corporate Total	1205	\$ 464,957,630	5.17%	\$ 35,414,387	\$ 385,857	\$ 29,389.53	\$ 1,340
	Independent & ASL Total	561	\$ 136,191,297	4.53%	\$ 7,846,676	\$ 242,765	\$ 13,986.95	\$ 843
FY 23	Statewide Total	1766	\$ 600,647,734	4.94%	\$ 31,991,160	\$ 340,118	\$ 18,115.04	\$ 1,181
	FY22 Totals	1691	\$ 541,148,103	5.47%	\$ 30,214,941	\$ 320,017	\$ 17,868.09	\$ 1,111

Corporate % to Total

77.4%

Corporate % to Total Vending Sales

Highest Sales
 Highest Lost Sales
 Below OOS goal 4.9%

**ARIZONA LOTTERY
CORPORATE ACCOUNT REVIEW
Fiscal Year 2023
July 2022 through June 2023**

	Chain #	# of Accts	% of Accts	Total Draw Games			Scratchers			All Products 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%	\$ 3,545,709	0.8%	\$161,169	\$ 5,287,930	0.5%	\$240,360	\$8,833,639	0.6%	\$401,529	\$574,187
7-Eleven	8706	54	1.5%	\$ 4,989,137	1.1%	\$92,391	\$ 19,561,470	1.8%	\$362,249	\$24,550,607	1.6%	\$454,641	\$1,595,789
Carioca	8821	38	1.1%	\$ 5,691,871	1.3%	\$149,786	\$ 11,468,468	1.1%	\$301,802	\$17,160,339	1.1%	\$451,588	\$1,115,422
Circle K	8037	605	16.8%	\$ 73,589,348	16.8%	\$121,635	\$ 203,689,153	19.2%	\$336,676	\$277,278,501	18.5%	\$458,312	\$18,023,103
Cobblestone		15	0.4%	\$ 2,233,828	0.5%	\$148,922	\$ 3,410,481	0.3%	\$227,365	\$5,644,309	0.4%	\$376,287	\$366,880
Fast Market	9958	24	0.7%	\$ 4,092,245	0.9%	\$170,510	\$ 11,912,924	1.1%	\$496,372	\$16,005,169	1.1%	\$666,882	\$1,040,336
Fry's Gas	8052	100	2.8%	\$ 6,810,444	1.6%	\$68,104	\$ 23,257,404	2.2%	\$232,574	\$30,067,848	2.0%	\$300,678	\$1,954,410
Good 2 Go	8024	15	0.4%	\$ 1,049,390	0.2%	\$69,959	\$ 3,490,125	0.3%	\$232,675	\$4,539,515	0.3%	\$302,634	\$295,068
Jackson's Food Stores	8021	11	0.3%	\$ 2,850,517	0.7%	\$259,138	\$ 4,436,753	0.4%	\$403,341	\$7,287,270	0.5%	\$662,479	\$473,673
Loves	9800	13	0.4%	\$ 1,306,757	0.3%	\$100,520	\$ 3,087,714	0.3%	\$237,516	\$4,394,471	0.3%	\$338,036	\$285,641
Maverik	9905	25	0.7%	\$ 4,107,600	0.9%	\$164,304	\$ 8,684,665	0.8%	\$347,387	\$12,792,265	0.9%	\$511,691	\$831,497
Pilot Travel Centers	9926	19	0.5%	\$ 1,723,958	0.4%	\$90,735	\$ 3,914,180	0.4%	\$206,009	\$5,638,138	0.4%	\$296,744	\$366,479
QuikTrip	9849	138	3.8%	\$ 46,261,070	10.6%	\$335,225	\$ 98,265,425	9.2%	\$712,068	\$144,526,495	9.6%	\$1,047,293	\$9,394,222
Safeway Gas	8128	32	0.9%	\$ 3,290,364	0.8%	\$102,824	\$ 7,927,570	0.7%	\$247,737	\$11,217,934	0.7%	\$350,560	\$729,166
Shay's	8938	21	0.6%	\$ 2,432,815	0.6%	\$115,848	\$ 7,922,056	0.7%	\$377,241	\$10,354,871	0.7%	\$493,089	\$673,067
Speedway	9956	78	2.2%	\$ 7,205,498	1.6%	\$92,378	\$ 25,039,332	2.4%	\$321,017	\$32,244,830	2.1%	\$413,395	\$2,095,914
Superpumper	8025	13	0.4%	\$ 2,994,557	0.7%	\$230,351	\$ 4,463,707	0.4%	\$343,362	\$7,458,264	0.5%	\$573,713	\$484,787
Terribles	8004	10	0.3%	\$ 3,573,793	0.8%	\$357,379	\$ 3,013,386	0.3%	\$301,339	\$6,587,179	0.4%	\$658,718	\$428,167
Convenience Total		1,233	34.2%	\$177,748,901	40.6%	\$144,160	\$448,832,743	42.2%	\$364,017	\$626,581,644	41.7%	\$508,177	\$40,727,807
Albertsons	8027	30	0.8%	\$ 11,851,067	2.7%	\$395,036	\$ 21,989,940	2.1%	\$732,998	\$33,841,007	2.3%	\$1,128,034	\$2,199,665
Bashas'	8011	45	1.2%	\$ 13,239,932	3.0%	\$294,221	\$ 23,750,384	2.2%	\$527,786	\$36,990,316	2.5%	\$822,007	\$2,404,371
El Super	8030	6	0.2%	\$ 307,308	0.1%	\$51,218	\$ 1,936,372	0.2%	\$322,729	\$2,243,680	0.1%	\$373,947	\$145,839
Food City		45	1.2%	\$ 2,627,786	0.6%	\$58,395	\$ 13,165,955	1.2%	\$292,577	\$15,793,741	1.1%	\$350,972	\$1,026,593
Fry's	8052	127	3.5%	\$ 61,960,842	14.1%	\$487,881	\$ 128,881,360	12.1%	\$1,014,814	\$190,842,202	12.7%	\$1,502,695	\$12,404,743
Los Altos Ranch Market	8026	7	0.2%	\$ 360,037	0.1%	\$51,434	\$ 2,317,207	0.2%	\$331,030	\$2,677,244	0.2%	\$382,463	\$174,021
Safeway	8128	104	2.9%	\$ 44,973,440	10.3%	\$432,437	\$ 73,530,574	6.9%	\$707,025	\$118,504,014	7.9%	\$1,139,462	\$7,702,761
Walmart	8022	108	3.0%	\$ 14,853,855	3.4%	\$137,536	\$ 36,477,543	3.4%	\$337,755	\$51,331,398	3.4%	\$475,291	\$3,336,541
Costco	9955	17	0.5%	\$ -	0.0%	\$0	\$ 2,805,380	0.3%	\$165,022	\$2,805,380	0.2%	\$165,022	\$182,350
Winco	9962	7	0.2%	\$ 1,259,845	0.3%	\$179,978	\$ 2,408,814	0.2%	\$344,116	\$3,668,659	0.2%	\$524,094	\$238,463
Smith's	9027	4	0.1%	\$1,492,181	0.3%	\$373,045	\$2,344,989	0.2%	\$586,247	\$3,837,170	0.3%	\$959,293	\$249,416
Food Store Total		500	13.9%	\$152,926,293	34.9%	\$305,853	\$309,608,518	29.1%	\$619,217	\$462,534,811	30.8%	\$925,070	\$30,064,763
Major Chains		1,733	48.0%	\$330,675,194	75.5%	\$190,811	\$758,441,261	71.3%	\$437,646	\$1,089,116,455	72.5%	\$628,457	\$70,792,570
All Stores*		3609		\$438,264,116		\$121,436	\$1,062,989,531		\$294,539	\$1,501,253,647		\$415,975	\$97,581,487

*Does not include Instant Tabs

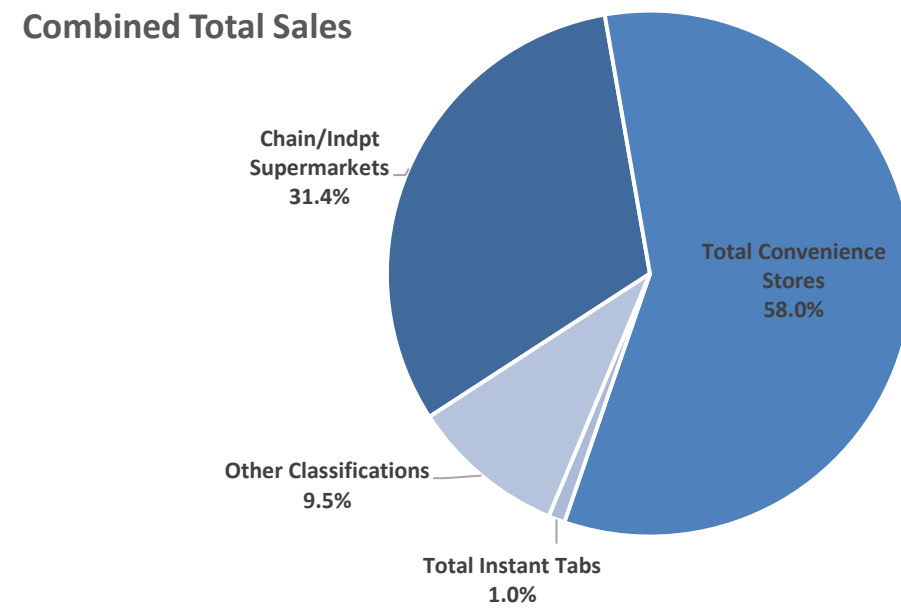
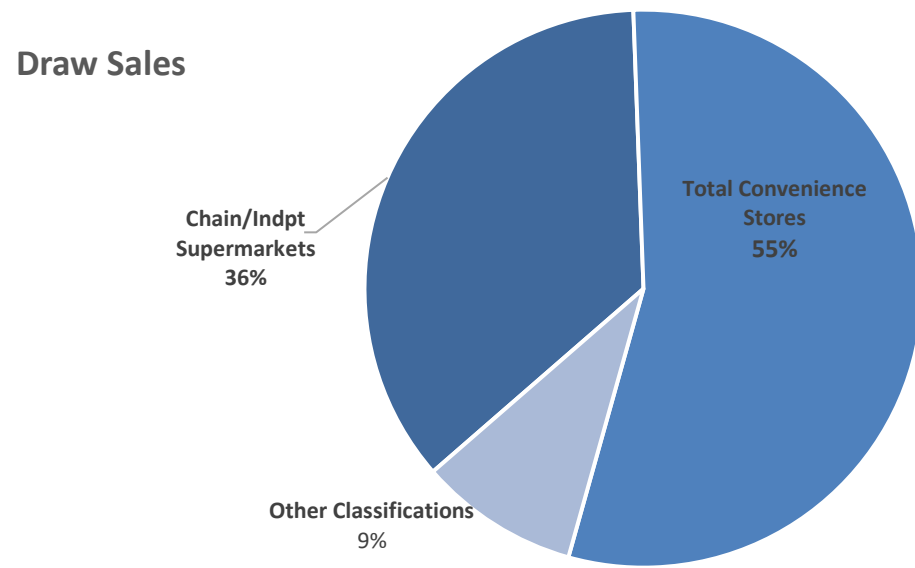
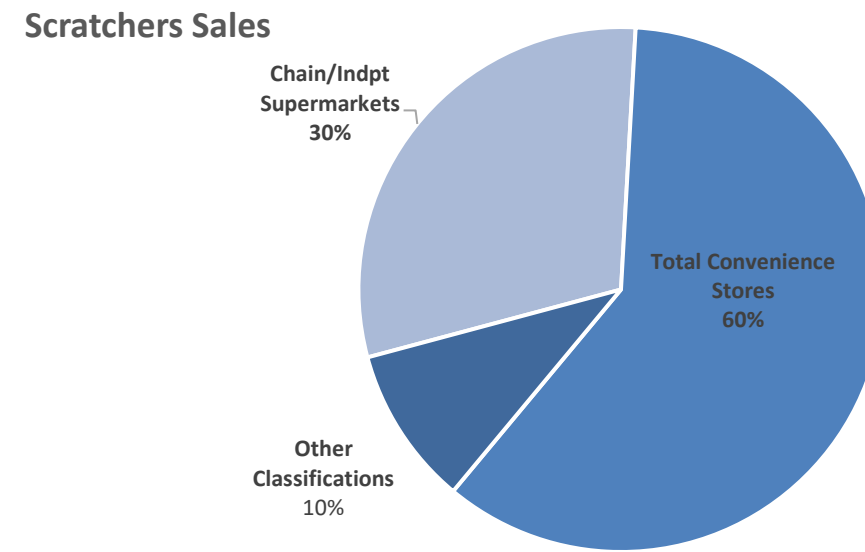
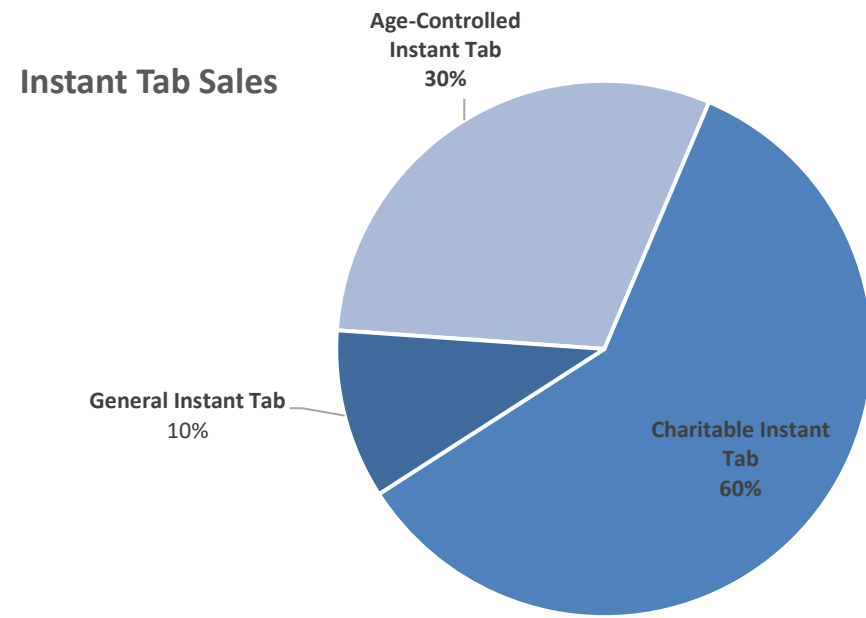
**ARIZONA LOTTERY
BUSINESS CODE REVIEW
Fiscal Year 2023
July 2022 through June 2023**

Business Classification	Business Code	# of Accts	% of Accts	Draw Games			Scratchers			Instant Tab			Combined Total Sales					Commission Earned To Date
				Sales	Market Share	Per Store Average	Sales	Market Share	Per Store Average	Sales	Market Share	Per Store Average	FY2023 Sales	FY2022 Sales	% of change	Market Share	Per Store Average	
Full Product																		
Shopping Malls	01	3	0.1%	129,605	0.0%	43,202	97,190	0.0%	32,397		0.0%	0	226,795	191,847	18.2%	0.0%	75,598	\$ 14,742
Smoke/Gift Shops	02	103	2.9%	2,322,525	0.5%	22,549	9,806,488	0.9%	95,209		0.0%	0	12,129,013	11,559,526	4.9%	0.8%	117,757	\$ 788,386
Chain Supermarkets	03	503	13.9%	152,699,383	34.8%	303,577	309,216,071	29.1%	614,744		0.0%	0	461,915,454	388,157,331	19.0%	30.5%	918,321	\$ 30,024,505
Independent Supermarkets	04	50	1.4%	4,227,432	1.0%	84,549	10,298,704	1.0%	205,974		0.0%	0	14,526,136	12,431,074	16.9%	1.0%	290,523	\$ 944,199
Chain Convenience Stores	05	1073	29.7%	163,472,462	37.3%	152,351	409,892,925	38.6%	382,006		0.0%	0	573,365,387	544,388,776	5.3%	37.8%	534,357	\$ 37,268,750
Independent Convenience	06	941	26.1%	77,231,806	17.6%	82,074	229,545,327	21.6%	243,938		0.0%	0	306,777,133	282,292,543	8.7%	20.2%	326,012	\$ 19,940,514
Liquor Stores	07	100	2.8%	2,641,648	0.6%	26,416	15,617,708	1.5%	156,177		0.0%	0	18,259,356	17,513,182	4.3%	1.2%	182,594	\$ 1,186,858
Drug Store/Pharmacies	08	3	0.1%	57,658	0.0%	19,219	64,389	0.0%	21,463		0.0%	0	122,047	95,303	28.1%	0.0%	40,682	\$ 7,933
independent Gas	09	21	0.6%	1,317,840	0.3%	62,754	4,119,550	0.4%	196,169		0.0%	0	5,437,390	5,500,501	-1.1%	0.4%	258,923	\$ 353,430
Truck Service Centers	10	48	1.3%	4,560,329	1.0%	95,007	9,622,703	0.9%	200,473		0.0%	0	14,183,032	13,518,658	4.9%	0.9%	295,480	\$ 921,897
Bars/Restaurants	11	140	3.9%	7,445,247	1.7%	53,180	10,300,944	1.0%	73,578		0.0%	0	17,746,191	13,849,199	28.1%	1.2%	126,759	\$ 1,153,502
Spec Non-Grocery/Misc	12	123	3.4%	5,925,455	1.4%	48,174	7,988,286	0.8%	64,945		0.0%	0	13,913,741	12,995,104	7.1%	0.9%	113,120	\$ 904,393
Chain Gas	13	134	3.7%	10,345,937	2.4%	77,208	31,633,663	3.0%	236,072		0.0%	0	41,979,600	37,931,030	10.7%	2.8%	313,281	\$ 2,728,674
Bowling Centers	14	3	0.1%	55,926	0.0%	18,642	166,167	0.0%	55,389		0.0%	0	222,093	253,677	-12.5%	0.0%	74,031	\$ 14,436
Route Sales	19	82	2.3%	2,560,764	0.6%		6,744,337	0.6%					9,305,101	5,545,187	67.8%	0.6%	0	\$ 604,832
Quick Card/ScanActiv	20	3	0.1%	983,264	0.2%	327,755	198,300	0.0%	66,100		0.0%	0	1,181,564	758,566	55.8%	0.1%	393,855	\$ 76,802
ASL & Promotions	99	5	0.1%	2,286,835	0.5%	457,367	7,676,779	0.7%	1,535,356	63,720	0.4%	12,744	10,027,334	7,399,837	35.5%	0.7%	2,005,467	\$ 651,777
Full Product Sub Total		3335		438,264,116			1,062,989,531			63,720			1,501,317,367	1,354,381,341	10.8%			
Instant Tab																		
Age-Controlled Instant Tab	15	82	2.3%	0	0.0%	0	0	0.0%	0	4,656,960	30.1%	56,792	4,656,960	4,191,180	11.1%	0.3%	56,792	
Charitable Instant Tab	17	144	4.0%	0	0.0%	0	0	0.0%	0	9,154,860	59.3%	63,575	9,154,860	8,610,414	6.3%	0.6%	63,575	
General Instant Tab	18	48	1.3%	0	0.0%	0	0	0.0%	0	1,571,400	10.2%	32,738	1,571,400	1,188,000	32.3%	0.1%	32,738	
Instant Tab Sub Total		274	7.6%	0			0			15,383,220			15,383,220	13,989,594	10.0%			
Total		3609	100%	438,264,116	100%	131,414	1,062,989,531	100%	318,737	15,446,940	100%	56,376	1,516,700,587	1,368,370,935	10.8%	100%	420,255	\$ 97,585,629

Summary Recap

Chain/Indpt Supermarkets		553	15.3%	156,926,815	35.8%	283,774	319,514,775	30.1%	577,784	0	0.0%	0	476,441,590	400,588,405	18.9%	31.4%	861,558	\$ 30,968,703
Total Convenience Stores		2,014	55.8%	240,704,268	54.9%	119,516	639,438,252	60.2%	317,497	0	0.0%	0	880,142,520	826,681,319	6.5%	58.0%	437,012	\$ 57,209,264
Total Instant Tabs		274	7.6%	0	0.0%	0	0	0.0%	0	15,383,220	99.6%	56,143	15,383,220	13,989,594	10.0%	1.0%	56,143	\$ 1,316,880
Other Classifications		768	21.3%	40,633,033	9.3%	52,908	104,036,504	9.8%	135,464	63,720	0.4%	687,278	144,733,257	127,111,617	13.9%	9.5%	188,455	\$ 9,407,662
Total All Classifications		3,609	100%	438,264,116	100%	131,414	1,062,989,531	100%	318,737	15,446,940	100%	56,376	1,516,700,587	1,368,370,935	10.8%	100%	420,255	\$ 98,902,509

**ARIZONA LOTTERY
BUSINESS CODE REVIEW
Fiscal Year 2023
July 2022 through June 2023**



**ARIZONA LOTTERY
COUNTY SALES REVIEW
Fiscal Year 2023
July 2022 through June 2023**

County	Code	# of Accts	% of Accts	Draw Games			Scratchers			Instant Tabs			All Products Combined				2023 Estimated Per Capita Wkly Sales
				Sales	Market Share	Per Store Average	Sales	Market Share	Per Store Average	Sales	Market Share	Per Store Average	FY2023 Sales	FY2022 Sales	% of Change	Market Share	
Apache	1	19	0.5%	763,481	0.2%	40,183	2,079,728	0.2%	109,459	45,540	0.3%	26,141,512	2,888,749	2,661,140	8.55%	0.2%	\$0.77
Cochise	2	89	2.5%	7,694,952	1.8%	86,460	24,886,853	2.3%	279,628	374,100	2.4%	21,306,774	32,955,905	30,556,183	7.85%	2.2%	\$5.07
Coconino	3	113	3.1%	7,624,312	1.7%	67,472	17,114,510	1.6%	151,456	71,100	0.5%	4,087,002	24,809,922	23,631,202	4.99%	1.6%	\$3.28
Gila	4	50	1.4%	3,161,167	0.7%	63,223	9,577,679	0.9%	191,554	72,000	0.5%	9,982,078	12,810,846	12,496,798	2.51%	0.8%	\$4.52
Graham	5	21	0.6%	1,290,275	0.3%	61,442	6,977,307	0.7%	332,253	42,540	0.3%	14,449,443	8,310,122	8,149,004	1.98%	0.5%	\$3.94
Greenlee	6	6	0.2%	376,000	0.1%	62,667	2,393,265	0.2%	398,878	2,760	0.0%	3,217,045	2,772,025	2,517,966	10.09%	0.2%	\$5.55
La Paz	15	43	1.2%	2,369,655	0.5%	55,108	4,776,354	0.4%	111,078	344,280	2.2%	63,674,066	7,490,289	7,004,361	6.94%	0.5%	\$6.78
Maricopa	7	2038	56.5%	265,421,461	60.6%	130,236	687,082,654	64.6%	337,136	8,005,740	51.8%	13,219,084	960,509,855	864,765,883	11.07%	63.3%	\$3.97
Mohave	8	223	6.2%	43,357,498	9.9%	194,428	52,119,098	4.9%	233,718	1,953,480	12.6%	19,746,070	97,430,076	80,566,334	20.93%	6.4%	\$8.60
Navajo	9	70	1.9%	4,497,370	1.0%	64,248	12,033,503	1.1%	171,907	225,120	1.5%	21,937,714	16,755,993	16,125,675	3.91%	1.1%	\$2.87
Pima	10	457	12.7%	53,788,037	12.3%	117,698	127,410,902	12.0%	278,798	1,602,840	10.4%	13,059,916	182,801,779	169,030,337	8.15%	12.1%	\$3.29
Pinal	11	166	4.6%	20,907,627	4.8%	125,950	56,001,986	5.3%	337,361	1,432,740	9.3%	30,032,989	78,342,353	70,038,636	11.86%	5.2%	\$3.05
Santa Cruz	12	24	0.7%	2,987,664	0.7%	124,486	4,782,141	0.4%	199,256	0	0.0%	0	7,769,805	7,453,172	4.25%	0.5%	\$3.20
Yavapai	13	160	4.4%	14,941,463	3.4%	93,384	33,984,427	3.2%	212,403	634,860	4.1%	18,621,761	49,560,750	44,872,833	10.45%	3.3%	\$3.94
Yuma	14	127	3.5%	8,099,890	1.8%	63,779	21,570,824	2.0%	169,849	639,840	4.1%	34,620,089	30,310,554	27,742,845	9.26%	2.0%	\$2.67
Virtual	26	3	0.1%	983,264	0.2%	327,755	198,300	0.0%	66,100	0	0.0%	0	1,181,564	758,566	55.76%	0.1%	#DIV/0!
Total		3609	100%	438,264,116	100%	121,436	1,062,989,531	100%	294,539	15,446,940	100%	15,446,940	1,516,700,587	1,368,370,935	10.84%	100%	\$3.88

Summary Recap

Maricopa and Pima Counties	2495	69.1%	319,209,498	72.8%	127,940	814,493,556	76.6%	326,450	9,608,580	62.2%	13,192,264	1,143,311,634					75.4%
Mohave, Pinal and Yavapai	549	15.2%	79,206,588	18.1%	144,274	142,105,511	13.4%	258,844	4,021,080	26.0%	22,249,350	225,333,179					14.9%
All Other Counties	565	15.7%	39,848,030	9.1%	70,527	106,390,464	10.0%	188,302	1,817,280	11.8%	19,987,152	148,055,774					9.8%

**ARIZONA LOTTERY
COUNTY SALES REVIEW
Fiscal Year 2023
July 2022 through March 2023**

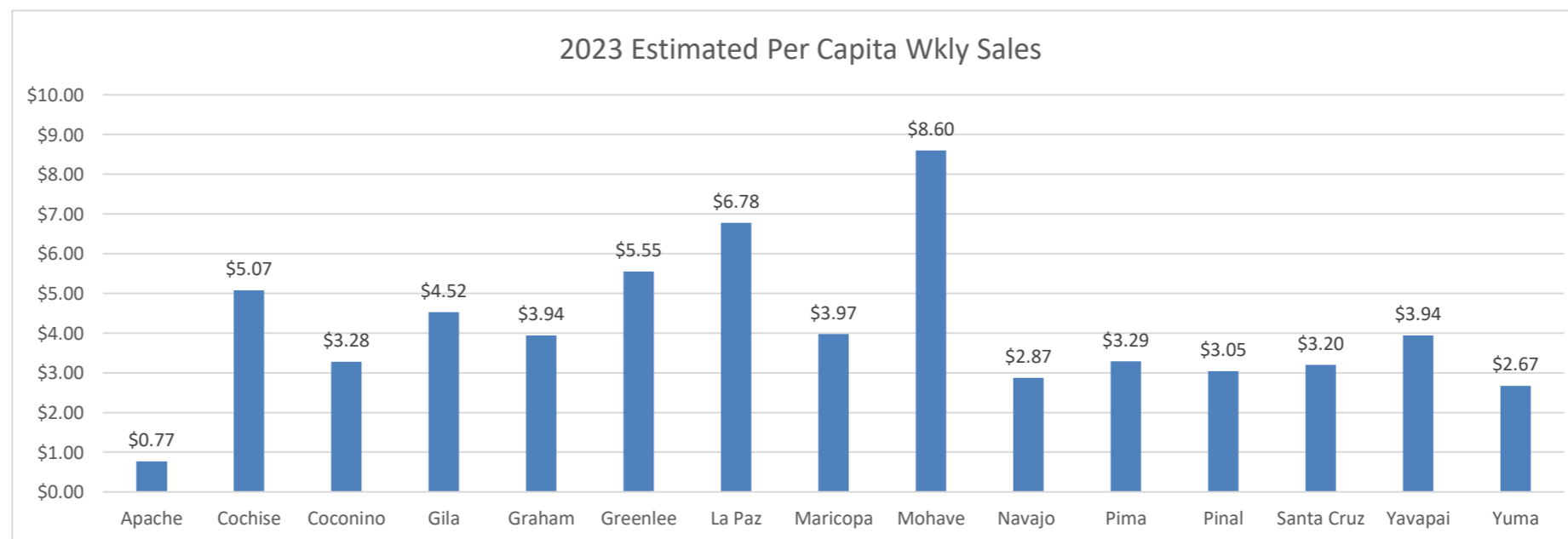
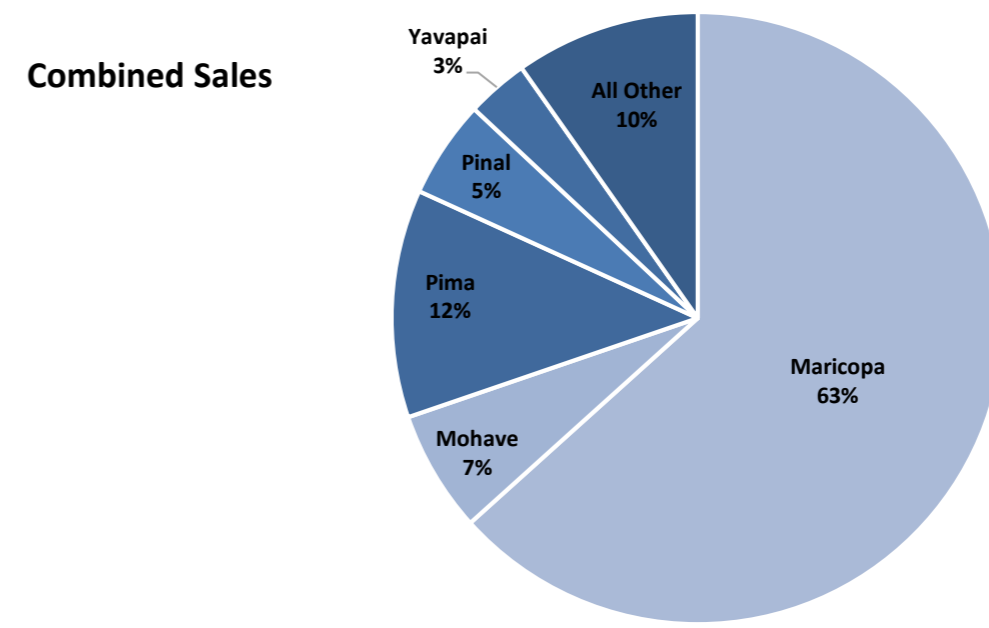
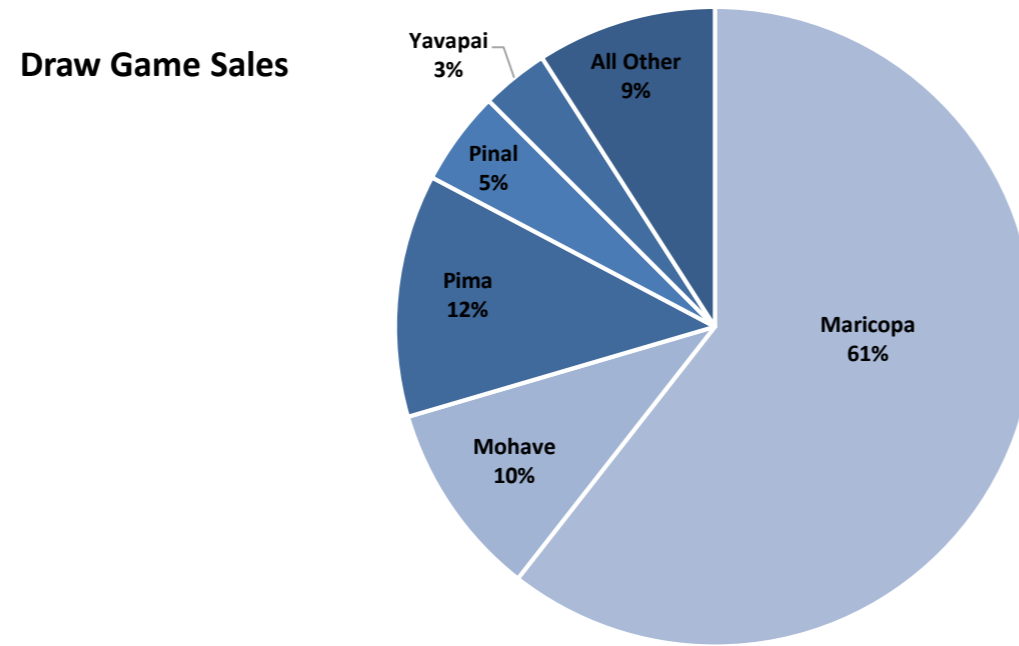
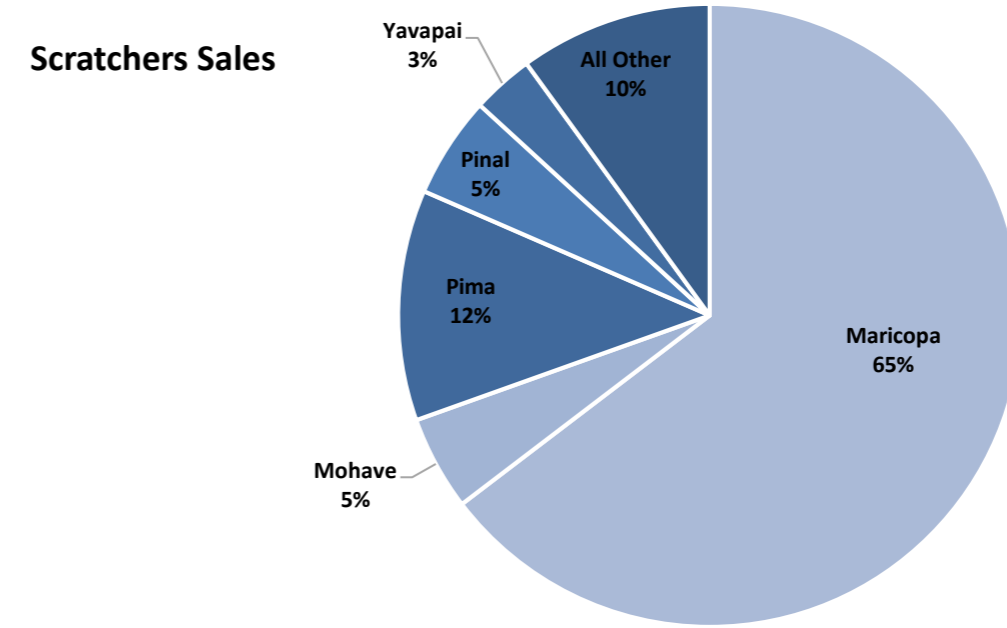
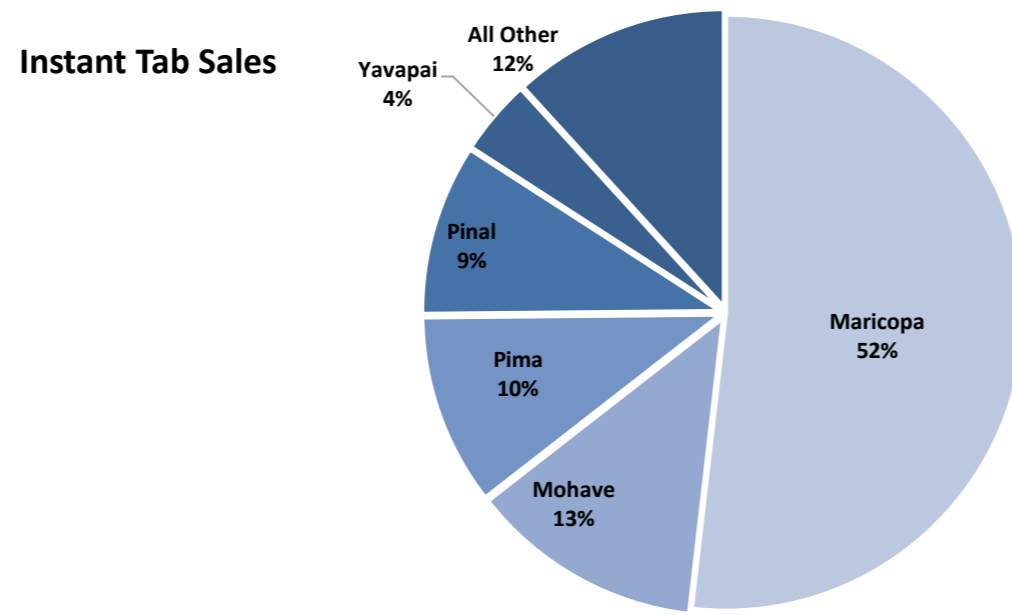


Chart J

New Business Item #1
Instant Scratch Game Profiles
Report to Arizona Lottery Commission
August 18, 2023

This report has been provided to the Lottery Commission regarding game profiles planned for Arizona Lottery instant scratch games. The Commission is requested to approve 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: *Millionaire Extraordinaire* #1431, *Six Figures* #1437, *Double Bingo* #1441, *Triple Red 7's* #1442, and *Unlock the Loot* #1445.

Millionaire Extraordinaire #1431. This \$30 game has a top prize of \$1,000,000 (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 2 million tickets.

Six Figures #1437. This \$10 game has a top prize of \$100,000. This game will be printed at a quantity of approximately 2 million tickets.

Double Bingo #1441. This \$2 game has a top prize of \$10,000. This game will be printed at a quantity of approximately 6.2 million tickets.

Triple Red 7's #1442. This \$10 game has a top prize of \$100,000. This game will be printed at a quantity of approximately 3.7 million tickets.

Unlock the Loot #1445. This \$3 game has a top prize of \$20,000. This game will be printed at a quantity of approximately 2.5 million tickets.

Attachments (Commissioners only)

New Business Item #2
Instant Tab Game Profiles
Report to Arizona Lottery Commission
August 18, 2023

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: *Eagle's Nest* #191, *American Jackpot* #192, *Cash Treasure* #193, *Deep Dive Dollars* #1096, *My Sweet Riches* #1097, *Desert Delights* #1098, *Wild I's* #1099, and *Casino Cash* #1100.

Eagle's Nest #191. This 50¢ game has a top prize of \$150.

American Jackpot #192. This 50¢ game has a top prize of \$150.

Cash Treasure #193. This 50¢ game has a top prize of \$150.

Deep Dive Dollars #1096. This \$1.00 game has a top prize of \$250.

My Sweet Riches #1097. This \$1.00 game has a top prize of \$250.

Desert Delights #1098. This \$1.00 game has a top prize of \$250.

Wild I's #1099. This \$1.00 game has a top prize of \$250.

Casino Cash #1100. This \$1.00 game has a top prize of \$250.

Attachments (Commissioners only)

New Business Item #3
Fast Play™ Game Profile
Report to Arizona Lottery Commission
August 18, 2023

This report has been provided to the Lottery Commission regarding game profiles planned for Arizona Lottery Fast Play games. The Commission is requested to approve 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: *Windfall Willie Doubler #162*.

Windfall Willie Doubler #162. This \$10 Fast Play game has a top prize of \$25,000. In this game, players match YOUR NUMBERS symbols to the WINNING NUMBERS symbols to win a prize. If the matching YOUR NUMBERS symbol is on a “diamond,” the player wins double the prize shown.

Attachments (Commissioners only)