



January 15, 2026
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 **January 15, 2026, 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 November 20, 2025, Public Meeting

Agency Reports

1. Executive Report - Presentation
2. Financial Report - Presentation
3. FY26 2nd Quarter Product & Sales Review - No Presentation
4. New Games Introduction - No Presentation

New Business

1. Discussion and possible action on new Instant Scratch game profiles:
 - *Million Dollar Crossword* #1531
 - *Coffee Break* #1538
 - *Money Money Money* #1539
2. Discussion and possible action on new Fast Play™ game profiles:
 - *Stars and Stripes* #199
 - *Crossword Jackpot Progressive* #200

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, February 19, 2026, 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 January 2026

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 November 20, 2025, Meeting

PRESIDING Chair Jeff Weintraub (In Person)

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

LOTTERY Director Alec Thomson, Chief Operations Officer Todd Terrell, Chief Legal Officer Kome Akpolo, Chief Marketing Officer Chris Rogers, Chief Sales Officer Tonya Beenders, and Director of Finance Administration Andy Buckler (In Person).

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

Attorney General Representative Pam Peiser (Virtual) and Baker Tilly US, LLP Brian Hemmerle

PUBLIC

Call to Order

1. **Call for Quorum:** Pursuant to the Public Notice dated November 17, 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 Anna Hunt on November 17, 2025, at 9:00 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 October 16, 2025, Public Meeting Minutes. Commissioner Aniles moved; Commissioner Scheel seconded. The vote was unanimous, with all Commission Members present voting aye. The motion carried.

Agency Report

1. Executive Report – Presented by Alec Thomson
2. Financial Report – Presented by Andy Buckler
3. New Games Introduction – No Presentation

New Business

1. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new Instant Scratch game profiles:
 - *\$100,000 Route 66®* #1533
 - *Celebrate* #1534
 - *Instant Cash* #1535
 - *Sunny Money* #1536
 - *Jumbo Bucks* #1537

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 #1533, #1534, #1535, #1536, and #1537. Commissioner Newman moved; Commissioner Scheel 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 Fast Play™ game profiles:

- *Bakery Bucks* #197
- *Jumbo Bucks Progressive* #198

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 profiles #197 and #198. Commissioner Scheel moved; Commissioner Aniles 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 Instant Tab game profiles:

- *Mane Attraction* #1139
- *Sunny Brunch* #1140

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 #1139 and #1140. Commissioner Newman moved; Commissioner Scheel 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, January 15, 2026, 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 10:28 a.m.

Materials

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

Notice

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The Commission reserves the right to change the order of items on the agenda.

Agency Reports
 Report to Arizona Lottery Commission
 January 15, 2026

Executive Report - Presentation
Financial Report - Presentation
FY26 2nd Quarter Product & Sales Review - No Presentation
New Games Introduction - No Presentation

New Game Introductions.

The following Scratchers games were introduced since the last commission meeting: *Triple Cash Payout* #1515, *Bonus Card Bingo* #1517, *10X the Cash* #1518, *20X the Cash* #1519, *50X the Cash* #1520, *100X the Cash* #1521, *200X the Cash* #1522, *500X the Cash* #1523, and *2026* #1526.

The following Fast Play games were introduced since the last commission meeting: *Year of the Horse* #194 and *Four Leaf Loot* #195.

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

The following games were approved to end consistent with the Instant Scratch Game Ending Policy. Players have 180 days from the game-ending date to claim prizes.

Date Ended	Price Point	Game No.	Game Name	Beginning Inventory	% Sold through 1/5/26
1/6/26	\$2	1420	Crossword	7,554,150	95%
1/6/26	\$2	1454	Red Hot 7s	5,194,650	95%
1/6/26	\$2	1494	Lucky 13	1,732,500	89%
1/6/26	\$30	1431	Millionaire Extraordinaire	2,042,660	83%
1/6/26	\$2	1441	Double Bingo	6,381,600	73%
1/6/26	\$20	1459	\$500,000 Gold Rush	2,203,740	91%
1/6/26	\$10	1460	\$100 Grand Crossword	6,670,800	95%
1/6/26	\$10	1465	Triple Red 7's	5,739,540	90%
1/6/26	\$10	1482	\$100,000 Mega Cash	2,093,280	76%
1/6/26	\$5	1483	Loteria Grande	2,904,300	70%
1/6/26	\$5	1492	Instant Cash	2,223,960	80%
1/6/26	\$10	1495	NASCAR®	2,031,420	32%
1/6/26	\$1	1504	Happy Holidays	3,642,900	51%
1/6/26	\$2	1505	Winter Winnings	2,264,550	59%
1/6/26	\$5	1507	Candy Cane Cash	2,391,780	66%
1/6/26	\$20	1509	Cash Countdown	1,054,050	56%

Dashboard Report January 2026

SERVING ARIZONA FOR 44 YEARS





13.91%

vs. Proj (FYTD)

Total Sales (FYTD)
\$816,491,174

18.18%

vs. PYTD

39.44%

vs. Proj (FYTD)

Draw Sales
\$284,077,845^{34.8%}
%Total Sales

48.96%

vs. PYTD

Draw Sales : From
7/1/2020 - To
1/4/2026
Fast Play Sales :
From 7/1/2020 - To
1/4/2026

3.77%

vs. Proj (FYTD)

Instant Sales
\$532,413,329^{65.2%}
%Total Sales

6.44%

vs. PYTD

55.01%

vs. Proj (FYTD)

Multi-State
\$194,533,057^{68.5%}
%Draw Sales

67.84%

vs. PYTD

3.66%

vs. Proj (FYTD)

Scratchers Sales
\$522,307,386^{98.1%}
%Instant Sales

6.30%

vs. PYTD

19.93%

vs. Proj (FYTD)

In-State
\$57,551,257^{20.3%}
%Draw Sales

21.70%

vs. PYTD

Scratcher Sales :
From 7/1/2020 - To
1/4/2026
Pulltab Sales : From
7/1/2020 - To
1/2/2026

4.84%

vs. Proj (FYTD)

Charitable Pulltab Sales
\$4,608,153^{0.9%}
%Instant Sales

0.54%

vs. PYTD

9.81%

vs. Proj (FYTD)

Quick Draw
\$1,501,660^{0.5%}
%Draw Sales

11.57%

vs. PYTD

4.92%

vs. Proj (FYTD)

Age Rest. Pulltab Sales
\$3,725,880^{0.7%}
%Instant Sales

19.47%

vs. PYTD

5.59%

vs. Proj (FYTD)

Fast Play
\$30,491,871^{10.7%}
%Draw Sales

16.54%

vs. PYTD

42.95%

vs. Proj (FYTD)

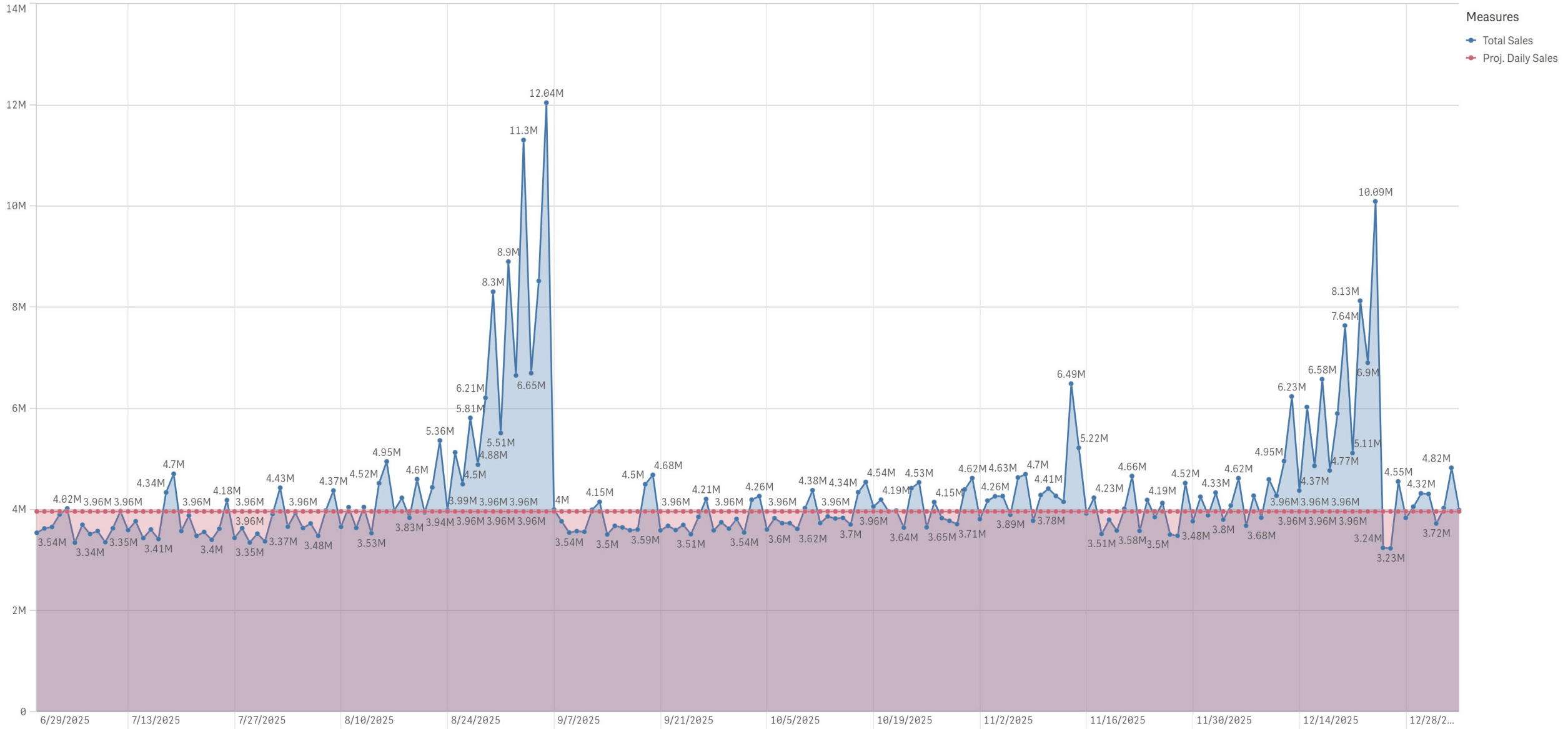
Other Pulltab Sales
\$1,771,910^{0.3%}
%Instant Sales

58.53%

vs. PYTD



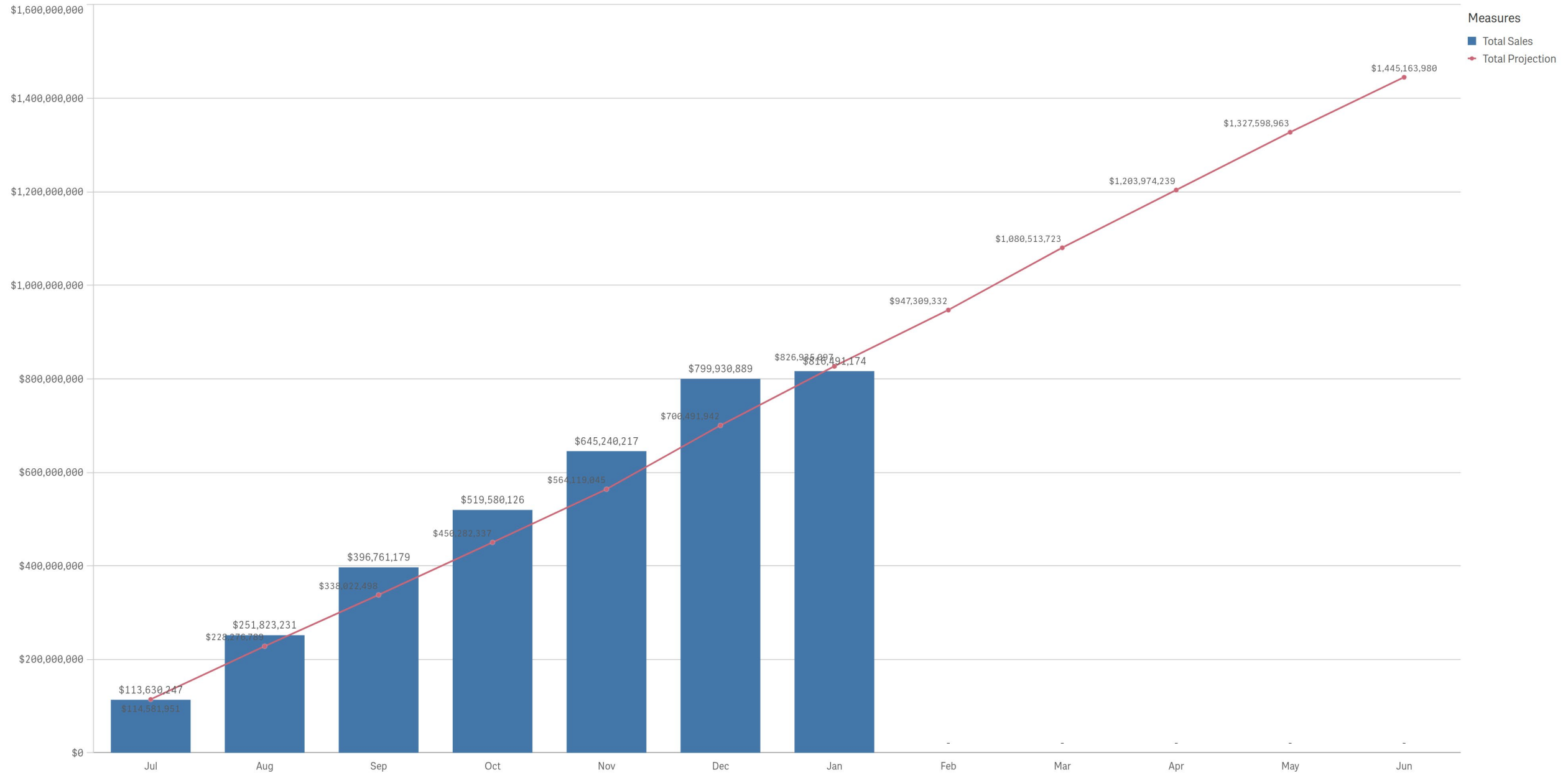
Daily Sales vs. Goal





YTD Sales vs. Projection

FY 2026 Total Sales vs. Projection

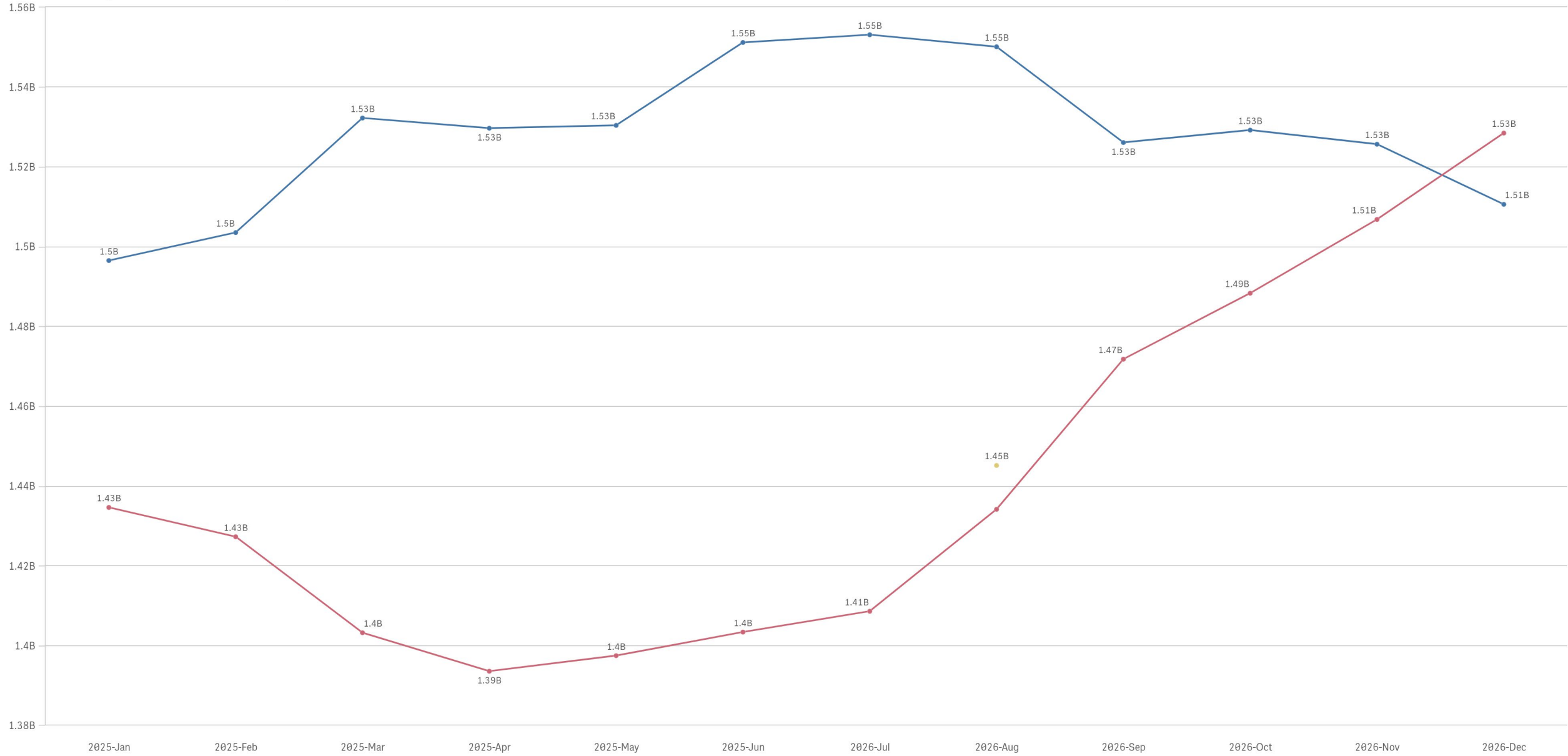




Rolling 12 Month Total Sales

Rolling 12 Month Sales

◆ Total Projection ◆ Current Year Projection ◆ Total Sales

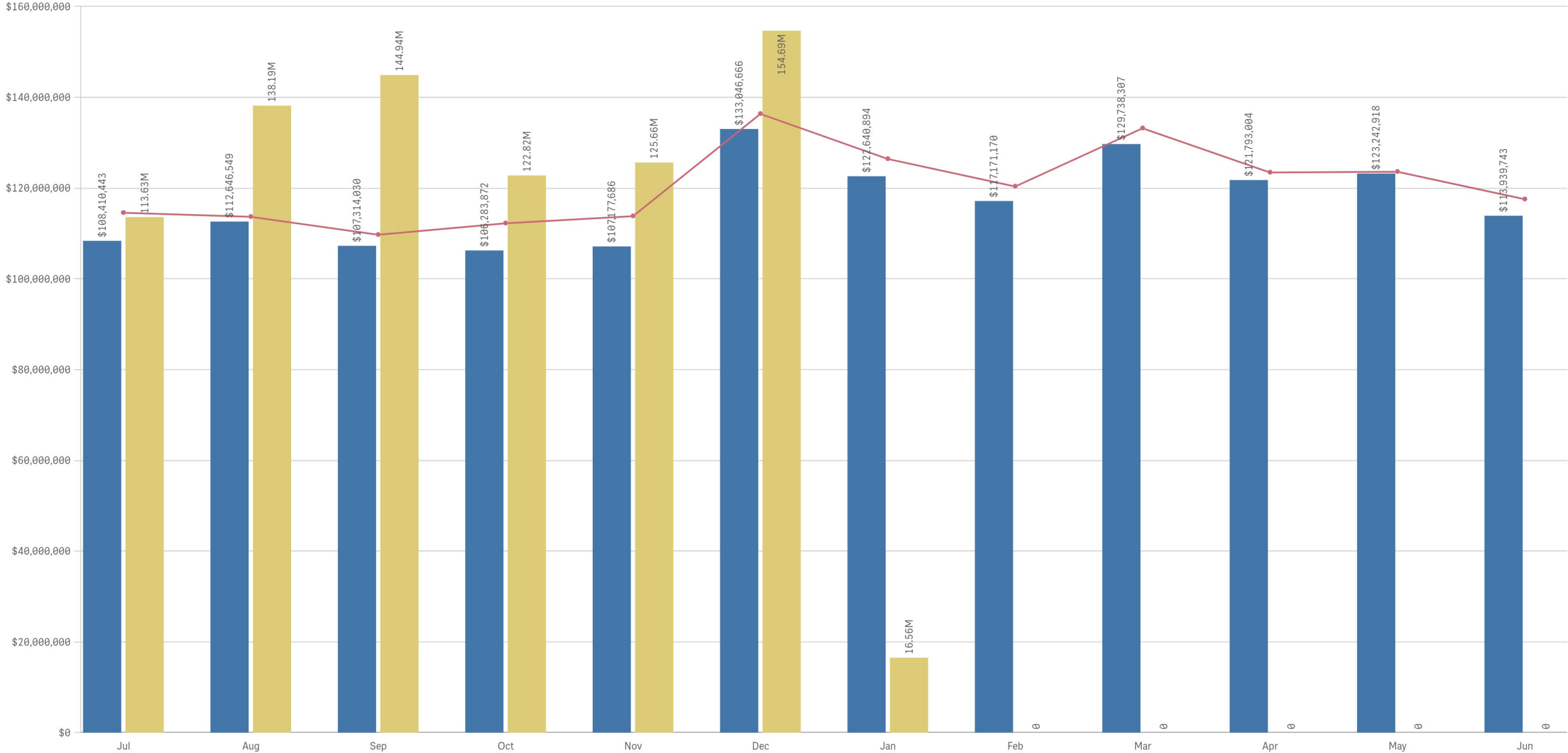




All Games

Sales FY 2025 vs. 2026 vs. Projection

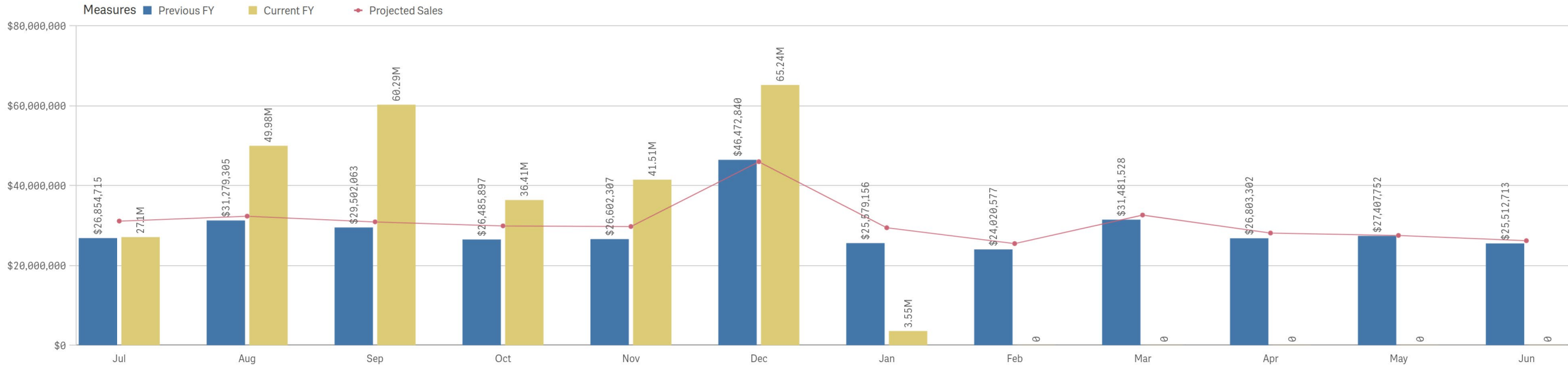
Measures ■ Previous FY ■ Current FY ◆ Projected Sales



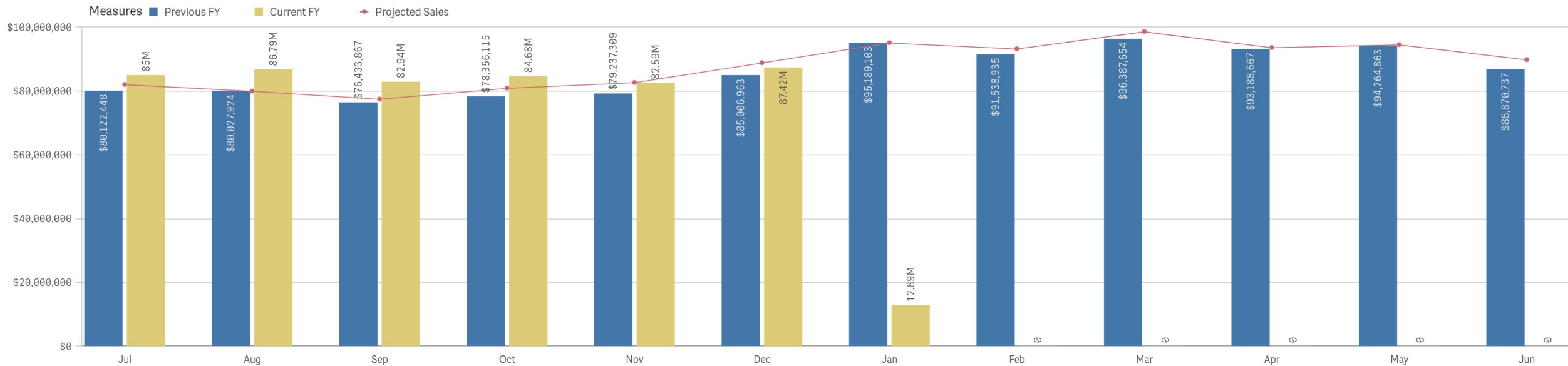


Draw and Instant Games

Draw Sales FY 2025 vs. 2026 vs. Projection



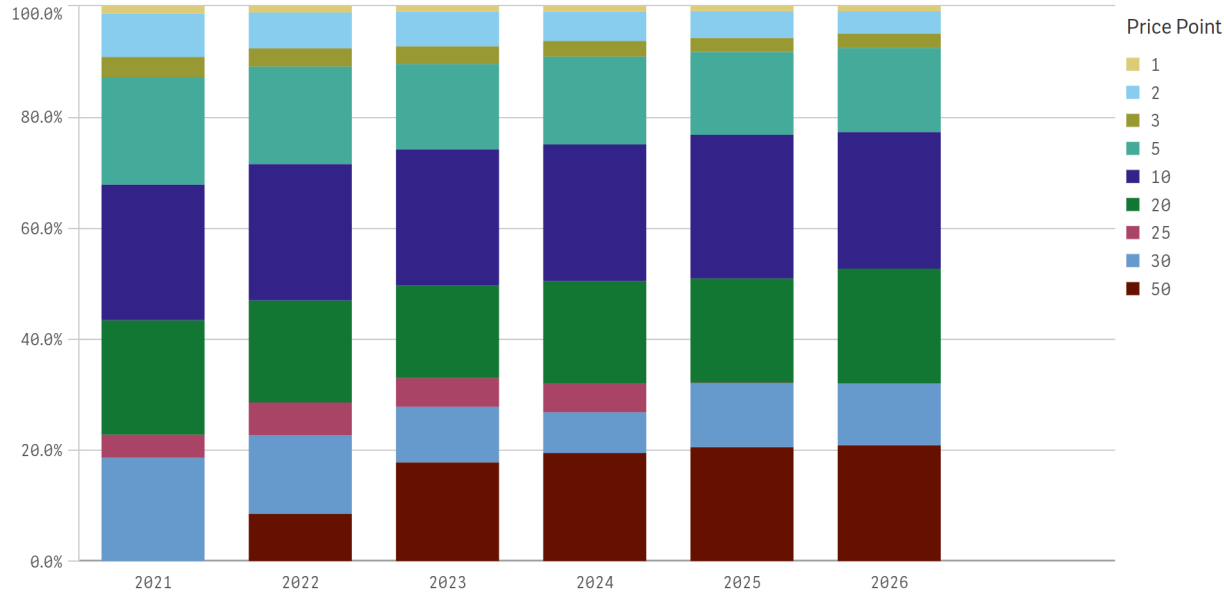
Instant Sales FY 2025 vs. 2026 vs. Projection



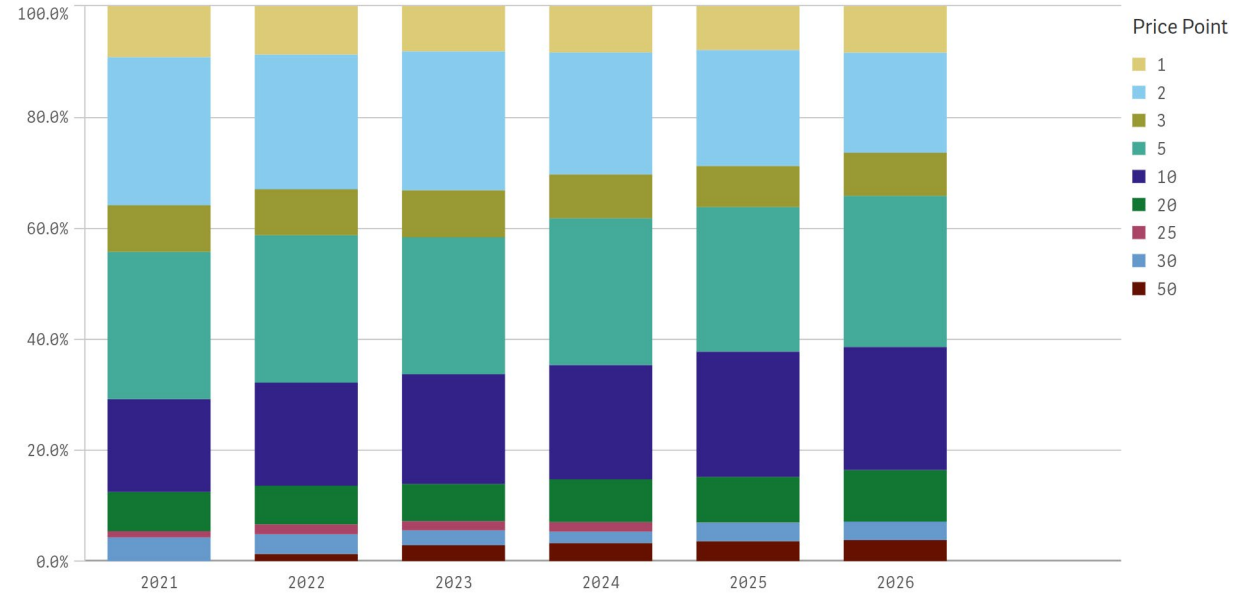


Sales by Price Point - Scratcher and Pull Tabs

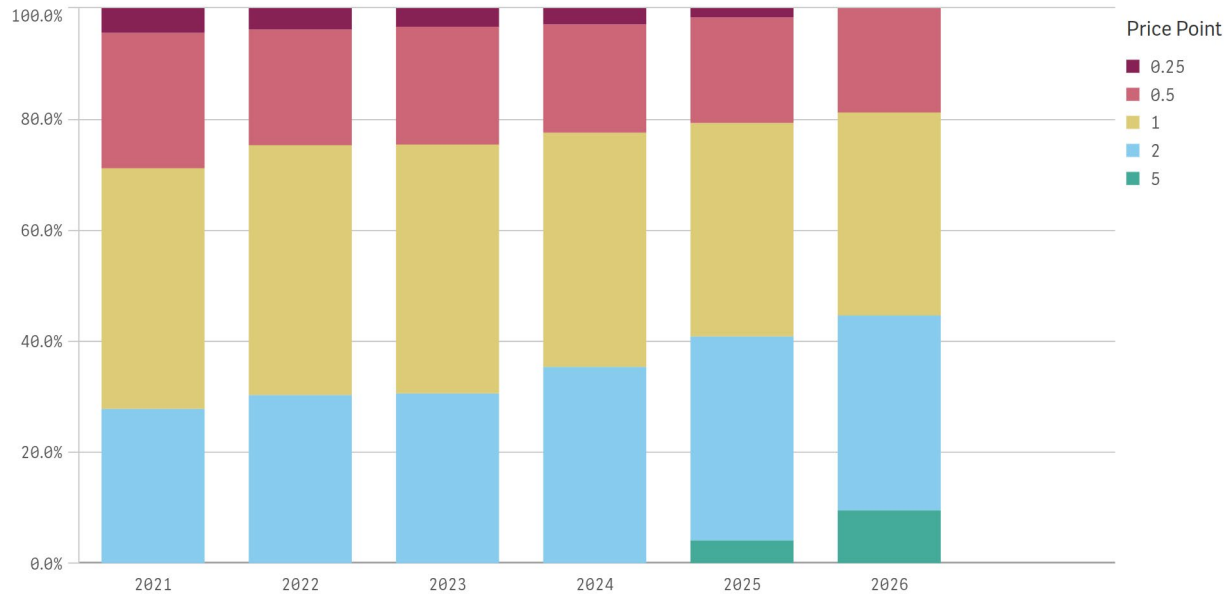
Based on Dollars Sold - Scratcher



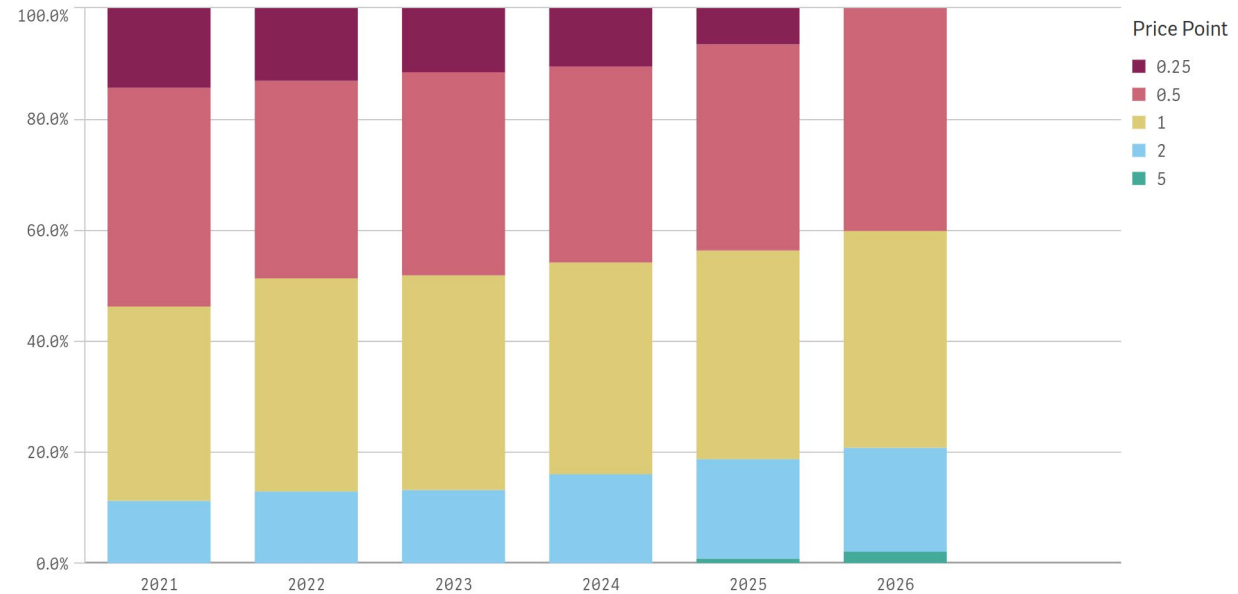
Based on Tickets Sold - Scratcher



Based on Dollars Sold - Pull Tabs

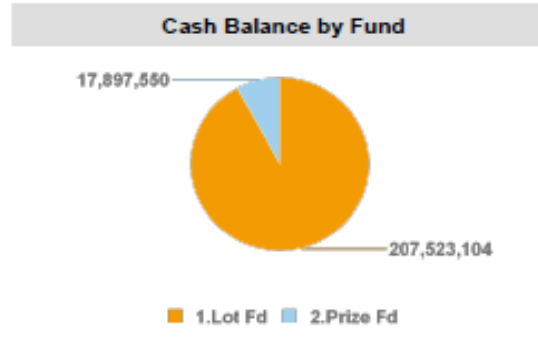
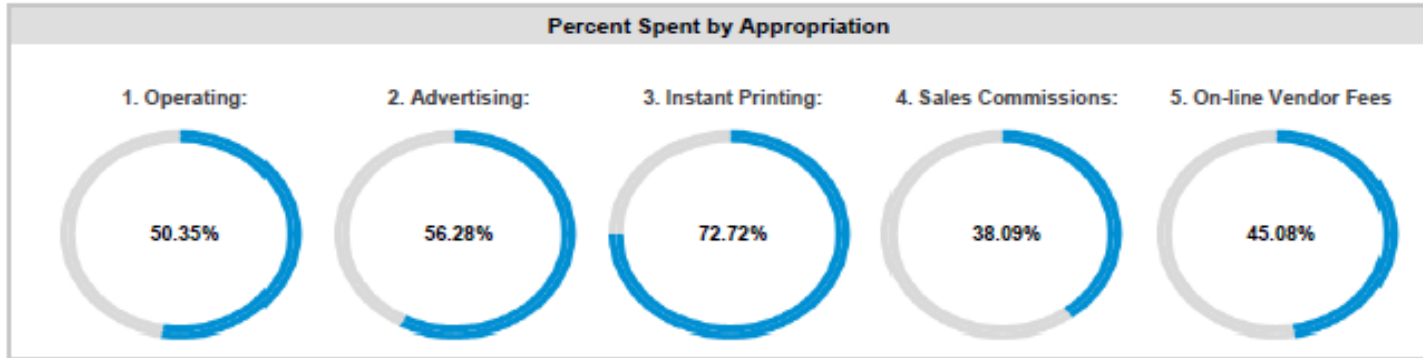
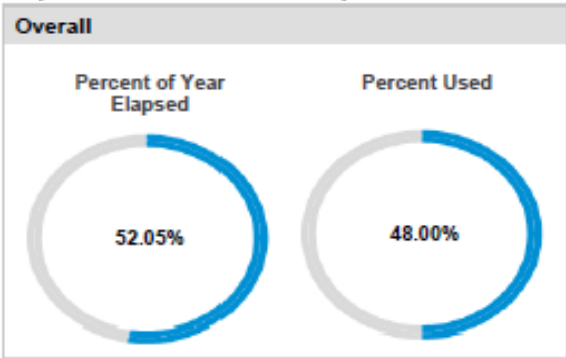


Based on Tickets Sold - Pull Tabs

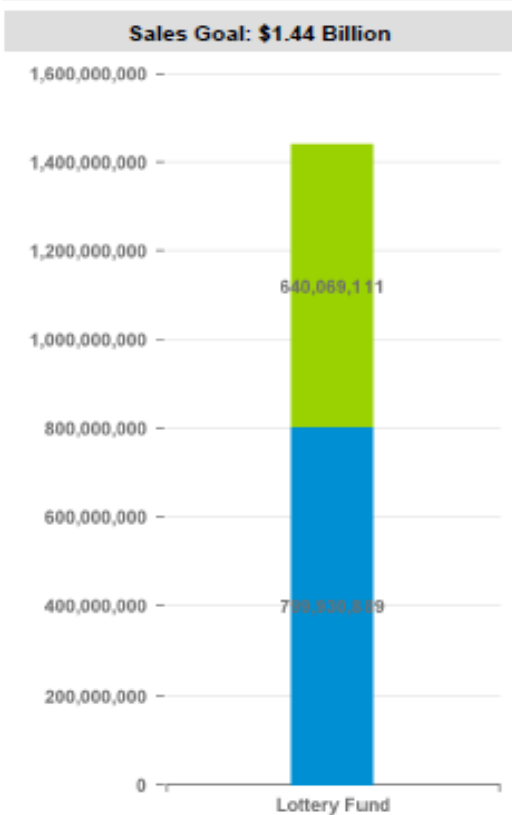




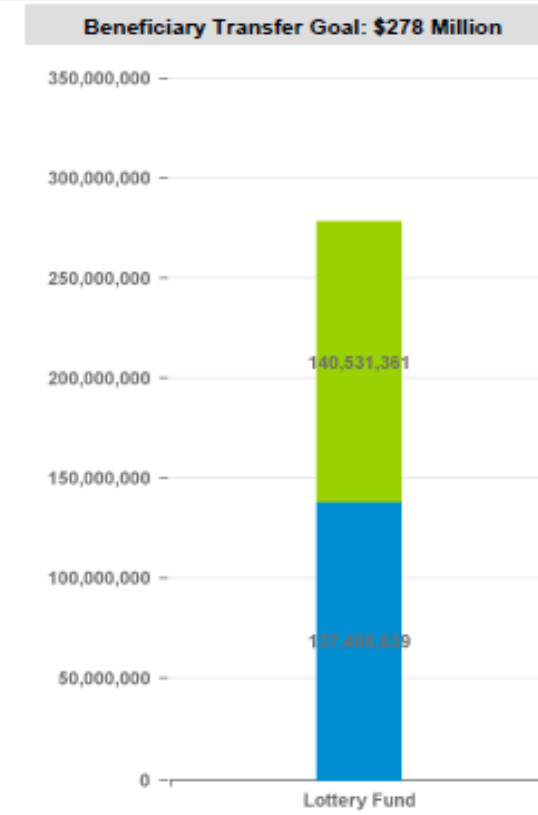
FY26 Year-to-date Financial Status



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	-	2,026,508	-	-2,026,508	
	6100 - Employee Related Expenditures	-	831,983	-	-831,983	
	6200 - Professional And Outside Services	-	371,385	392,053	-763,439	
	6500 - Travel - In-State	-	16,166	10,115	-26,282	
	6600 - Travel - Out-Of-State	-	18,927	3,000	-21,927	
	7000 - Other Operating Expenditures	-	646,971	591,750	-1,238,721	
	8500 - Non-Capital Equipment	-	4,713	108,226	-112,939	
	9100 - Transfers Out	-	41,046	49,387	-90,434	
Total:		10,153,900	3,957,699	1,154,532	5,041,669	50.35%
2. Advertising:	0000 - Appropriation Budget	15,500,000	-	-	15,500,000	
	7000 - Other Operating Expenditures	-	6,697,881	2,025,463	-8,723,343	
	Total:	15,500,000	6,697,881	2,025,463	6,776,657	56.28%
3. Instant Printing:	0000 - Appropriation Budget	40,643,600	-	-	40,643,600	
	7000 - Other Operating Expenditures	-	16,709,937	12,845,328	-29,555,265	
	Total:	40,643,600	16,709,937	12,845,328	11,088,335	72.72%
4. Sales Commissions:	0000 - Appropriation Budget	111,407,000	-	-	111,407,000	
	7000 - Other Operating Expenditures	-	42,433,937	-	-42,433,937	
	Total:	111,407,000	42,433,937	-	68,973,063	38.09%
5. On-line Vendor Fees:	0000 - Appropriation Budget	17,747,100	-	-	17,747,100	
	6200 - Professional And Outside Services	-	7,478,541	521,459	-8,000,000	
	Total:	17,747,100	7,478,541	521,459	9,747,100	45.08%
Grand Total:		195,451,600	77,277,395	16,546,782	101,626,823	



■ Rem. Revenue Budget ■ YTD Revenue

■ Rem. Transfers ■ Transfers

Arizona
Lottery

TM



Katie Hobbs
Governor

Alec Esteban Thomson
Executive Director

Arizona Lottery
FY2026 - Product Review

Quarter 2 Review - July 2025 through December 2025

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. The information contained in this report includes the following:

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

General Overview

Sales through the second quarter of FY26 reached \$799,912,689 - an increase of 18.5% from the same period last fiscal year.

There were three Multi-State jackpot runs and a single In-State jackpot run through the first half of the fiscal year that shifted the relative market shares of the different product lines. As a result, the Scratchers® market share of the total fiscal year sales through the second quarter represents 63.7%, a decrease over the previous fiscal year. The market share for draw games is 31.3% of total sales, an increase from the previous fiscal year. The market share for Fast Play shrunk this year, representing 3.7% of total sales. Combined Pull-tab sales represent roughly 1.2% of total sales, a decrease from the previous fiscal year. These market shares and sales details can be visualized in Appendix B."

Scratchers Games

Sales of Scratchers through the current fiscal quarter have totaled \$509,403,885, an increase of 6.3% over the previous year.

Based on validations, players have earned more than \$371 million in prizes. The prizes paid calculated against the sales revenues equate to an average payout of 72.8%.

Thirty new games were introduced through the current fiscal quarter. Combined with the games carried forward, 90 games contributed to the sales revenues.

During this same period, seven games ended. Of these game endings, two were because the last top prize was redeemed. The remaining games ended as part of the standard quarterly game-ending process because games were out of inventory or the intended sales period had ended.

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

Price Point	\$1	\$2	\$3	\$5	\$10	\$20	\$30	\$50	Total
# New Games	3	6	2	7	7	3	1	1	30
Carried Forward	2	7	6	14	17	5	5	4	60

Scratchers Sales by Price Point

Through the second quarter of the fiscal year, the category of \$50 games represents 20.9% of Scratchers sales and 3.8% of tickets sold. The \$20-\$30 games represent 31.8% of Scratchers sales and 12.7% of tickets sold. The \$5-\$10 games represent 39.8% of Scratchers sales and 49.4% of tickets sold. The \$1-\$3 games account for 7.5% of Scratchers sales and 34.2% of tickets sold.

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

Top 10 Scratchers

The Crossword and Bingo-style games remain strong, with more than \$79 million in sales, representing 15.6% of total Scratchers sales. Regarding dollars sold, three of the Top 10 games are Crossword or Bingo-style games, and they also represent four of the Top 10 games in terms of tickets sold. The \$50 game category represents three of the Top 10 games in sales and has settled more than \$106 million in sales.

Top 10 Games - Sales Revenue

Price	Game	Sales Revenue
\$50	1440 500X FORTUNE	\$41,673,900
\$50	1480 \$5,000,000 Luxe	\$41,360,800
\$20	1400 \$230 Million Cash Explosion®	\$35,707,580
\$20	1490 Loaded Cash Explosion®	\$28,411,080
\$30	1491 Million Dollar Crossword	\$27,435,360
\$50	1401 SET FOR LIFE	\$23,237,450
\$10	1460 \$100 Grand Crossword	\$22,333,870
\$20	1496 Strike It Rich	\$18,854,400
\$5	1478 Sunken Treasure Crossword	\$17,505,195
\$30	1502 Ultimate Riches	\$15,148,950

CASH EXPLOSION® is a registered trademark of the Ohio Lottery Commission.

Top 10 Games - Tickets Sold

Price	Game	Tickets Sold
\$5	1478 Sunken Treasure Crossword	3,501,039
\$2	1420 Crossword	3,262,280
\$10	1460 \$100 Grand Crossword	2,233,387
\$20	1400 \$230 Million Cash Explosion®	1,785,379
\$5	1492 Instant Cash	1,777,878
\$1	1504 Happy Holidays	1,740,051
\$1	1503 Taco Tripler	1,730,856
\$3	1498 Cosmic Cash Lines	1,658,505
\$2	1494 Lucky 13	1,534,460
\$5	1497 Loteria Grande	1,513,641

Fast Play Games

Sales for Fast Play games through the second quarter of the fiscal year totaled \$29,867,178, a 16.8% increase over the previous year.

Eight new games were introduced through the second quarter. Combined with games carried forward, 32 games contributed to the sales revenues.

During this same period, seven games ended. Two ended because the last top prize was redeemed, and the remaining games ended because the intended sales period had ended.

Price Point	\$1	\$2	\$5	\$10	\$20	\$30	Total
# New Games	2	3	0	2	1	0	8
Carried Forward	5	3	7	5	3	1	24

Ten progressive games contributed to sales this year through the second quarter. Fast Play games with progressive top prizes sold \$18,908,008 through the second quarter of this fiscal year, an increase of 16.8% over the same period last year.

Top 3 Fast Play Games - Sales Revenue

Price	Game	Sales Revenue
\$30	179 ARIZONA GOLD RUSH PROGRESSIVE	\$7,096,470
\$20	193 \$100, \$200 & \$500 BLOWOUT	\$2,853,620
\$20	169 MULTIPLIER MANIA PROGRESSIVE	\$2,708,620

Top 3 Fast Play Games - Tickets Sold

Price	Game	Tickets Sold
\$5	172 XTREME MULTIPLIER PROGRESSIVE	449,930
\$1	173 \$20 ON THE SPOT	350,015
\$30	179 ARIZONA GOLD RUSH PROGRESSIVE	236,549

Draw Games

Total draw games sales through the second quarter reached \$250,664,503, an increase of 55.1% from the same period last year.

Draw Games - Multi-State Games

Powerball® - Sales through the second quarter of the fiscal year totaled \$142,107,492, an increase of 197.6% from the previous year. The highest jackpot reached in the second quarter of the fiscal year was \$1.7 billion on December 24, 2025.

Mega Millions® - Sales through the second quarter of the fiscal year totaled \$50,497,105, a decrease of -23.7% from the previous year. The highest jackpot reached in the second quarter of the fiscal year was \$965 million on November 14, 2025.

Draw Games - In-State Games

Triple Twist™ - Sales through the second quarter of the fiscal year totaled \$10,722,596, an increase of 5.8% from the previous year. The highest jackpot reached in the second quarter of the fiscal year was \$1.47 million on November 30, 2025.

The Pick™ - Sales through the second quarter of the fiscal year totaled \$28,702,565, an increase of 48.1% from the previous year. The highest jackpot reached in the second quarter of the fiscal year was \$12.8 million on November 24, 2025.

Fantasy 5™ - Sales through the second quarter of the fiscal year totaled \$8,970,094, an increase of 4.5% from the previous year. The highest jackpot reached in the second quarter of the fiscal year was \$369 thousand on October 10, 2025.

Pick 3™ - Sales through the second quarter of the fiscal year totaled \$8,193,479, a decrease of -1.2% from the previous year.

Quick Draw Games

Sales through the second quarter of the fiscal year totaled \$1,471,172, an increase of 12.1% from the previous year.

One To Win™ - Sales through the fiscal year's second quarter totaled \$336,637.

5/10/45™ - Sales through the fiscal year's second quarter totaled \$465,414.

5 In-A-Line™ - Sales through the fiscal year's second quarter totaled \$100,640.

Lucky Links™ - Sales through the fiscal year's second quarter totaled \$51,972.

Two To Win™ - Sales through the fiscal year's second quarter totaled \$280,514.

Money Roll™ - Sales through the fiscal year's second quarter totaled \$60,557.

Hi-Lo™ - Sales through the fiscal year's second quarter totaled \$74,678.

Pick Your Bet™ - Sales through the fiscal year's second quarter totaled \$100,760.

FY2026 - Sales Review

Quarter 2 Review - July 2025 through December 2025

Vending Machine Sales (Appendix D)

Total vending machine sales through the second quarter of FY26 was \$446,024,756, an increase of 18.5% over FY25 sales of \$376,396,140. Currently, 2069 machines are installed at retail locations compared to 2081 in FY25. The average sales per unit increased to \$37,450 versus \$31,702 in FY25. FY26 sales from vending machines represented 56.46% of total sales, a decrease from 56.49% in FY25.

Chain accounts represented 78.9% of total vending sales in the second quarter of FY26. QuikTrip leads all chain accounts with average machine sales of \$296,689. Followed by Safeway at \$287,126 and ALBERTSONS at \$279,375.

The new monthly out-of-stock goal for FY26 is 4.90%. We achieved that goal in two months of the quarter with averages of 4.22% in October, 4.64% in November, and 6.61% in December. The overall average for the second quarter of FY26 was 5.15%, up from 4.62% in FY25. The top three chains with the most improved out-of-stock percentages include: Smith's Food & Drug improving by 2.3%, Circle K improving by 1.25%, and Walmart Supercenter improving by 0.97%. The sales team will continue to focus on vending out-of-stocks in FY26.

Corporate Account Review (Appendix E)

- Major retail chains represent 48.1% of all Draw and Scratchers lottery accounts, down slightly from 48.2% in FY25.
- Convenience stores represent 34.5% of total accounts, while chain food stores represent 13.7%.
- Major retail chains comprise 70.9% of the total market share, with convenience and food stores accounting for 38.2% and 32.6%, respectively. The top three most improved major chains include Fry's improving \$17,715,789, QuikTrip improving \$15,999,268 and Circle K improving \$13,437,701.
- Fry's Food Stores remain the leader with per-store average sales of \$769,583. Safeway follows at \$612,579, with Albertsons and QuikTrip at \$605,970 and \$518,636, respectively.
- Circle K accounts for 14.6% of the market share with 584 stores, followed by Fry's at 13.4% with 138 stores and QuikTrip at 10.2% with 155 stores.

Business Classification Review (Appendix G)

- Chain and independent convenience stores account for 54.4% of total Lottery accounts and 54.4% of the market share in sales. Chain and independent grocery stores account for 15.1% and 33.% of the market share. Instant Tab retailers account for 8.1% of total lottery accounts and 1.2% of the sales market share.
- FY26 comparison sales to FY25 show chain and independent convenience sales up 17.4%, while chain and independent grocery stores posted an increase of 17.8%.
- The Instant Tab category is up 17.3% in the second quarter compared to the same period in FY25.

County Review (Appendix H)

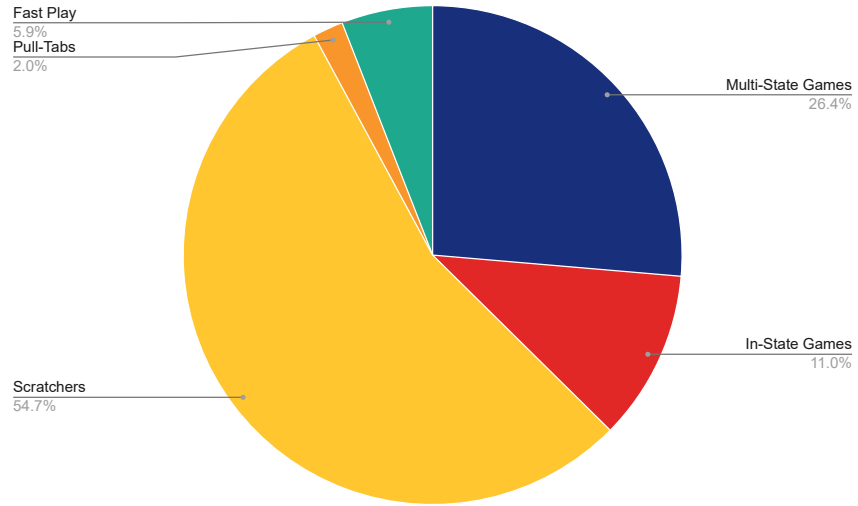
- The estimated per capita weekly sales for the second quarter of FY26 was \$4.00, an increase from \$3.46 in FY25.
- Maricopa and Pima counties held a market share of 75.5% of total sales. Mohave, Pinal, and Yavapai counties' combined market share was 15.0%, and the remaining counties represented 9.5% of sales.
- Mohave County posted the highest weekly per capita sales at \$8.93, followed by La Paz County at \$7.63 and Cochise and Gila Counties at \$5.20 and \$4.59, respectively.

ARIZONA LOTTERY
QUARTERLY SALES BY PRODUCT
 Fiscal Year 2026 - July 2025 through December 2025

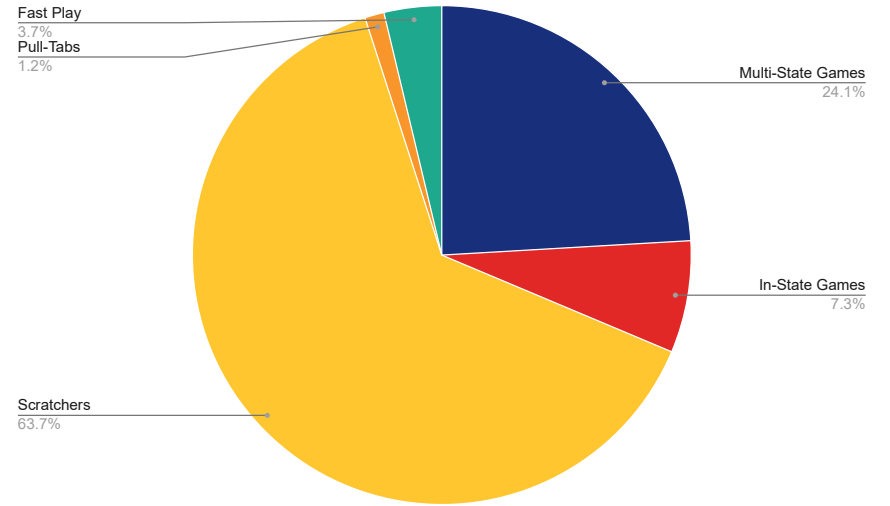
Month	Powerball	Mega Millions	The Pick	Fantasy 5	Pick 3	Triple Twist	Quick Draw	Total Draw Games	Fast Play	Scratchers	Charitable Pull-Tabs	General Pull-Tabs	Total Instant Games	Total	Market Share
July	\$ 9,884,063	\$ 4,986,185	\$ 2,760,571	\$ 1,368,238	\$ 1,355,670	\$ 1,958,580	\$ 232,114	\$ 22,545,421	\$ 4,557,189	\$ 85,003,664	\$ 751,698	\$ 772,275	\$ 86,527,637	\$113,630,247	14.2%
August	\$ 29,181,664	\$ 6,870,505	\$ 4,051,939	\$ 1,282,936	\$ 1,357,775	\$ 2,139,264	\$ 276,613	\$ 45,160,696	\$ 4,822,372	\$ 86,790,861	\$ 664,750	\$ 754,205	\$ 88,209,816	\$138,192,884	17.3%
September	\$ 36,153,064	\$ 9,085,870	\$ 5,946,489	\$ 1,536,962	\$ 1,308,100	\$ 1,318,666	\$ 241,398	\$ 55,590,549	\$ 4,699,899	\$ 82,934,455	\$ 765,475	\$ 940,870	\$ 84,640,800	\$144,931,248	18.1%
1st Quarter	\$ 75,218,791	\$ 20,942,560	\$ 12,758,999	\$ 4,188,136	\$ 4,021,545	\$ 5,416,510	\$ 750,125	\$ 123,296,666	\$ 14,079,460	\$ 254,728,980	\$ 2,181,923	\$ 2,467,350	\$ 259,378,253	\$ 396,754,379	49.6%
October	\$ 9,279,692	\$ 10,916,255	\$ 6,366,508	\$ 1,626,071	\$ 1,358,945	\$ 1,698,008	\$ 240,725	\$ 31,486,204	\$ 4,921,318	\$ 84,676,680	\$ 788,935	\$ 939,910	\$ 86,405,525	\$122,813,047	15.4%
November	\$ 13,189,084	\$ 11,427,215	\$ 6,113,920	\$ 1,545,075	\$ 1,327,848	\$ 2,277,504	\$ 228,069	\$ 36,108,715	\$ 5,402,916	\$ 82,585,333	\$ 683,368	\$ 876,860	\$ 84,145,561	\$125,657,192	15.7%
December	\$ 44,419,925	\$ 7,211,075	\$ 3,463,138	\$ 1,610,812	\$ 1,485,141	\$ 1,330,574	\$ 252,253	\$ 59,772,918	\$ 5,463,484	\$ 87,412,892	\$ 894,408	\$ 1,144,370	\$ 89,451,670	\$154,688,072	19.3%
2nd Quarter	\$ 66,888,701	\$ 29,554,545	\$ 15,943,566	\$ 4,781,958	\$ 4,171,934	\$ 5,306,086	\$ 721,047	\$ 127,367,837	\$ 15,787,718	\$ 254,674,905	\$ 2,366,710	\$ 2,961,140	\$ 260,002,755	\$ 403,158,310	50.4%
January														\$0	0.0%
February														\$0	0.0%
March														\$0	0.0%
3rd Quarter	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0.0%
April														\$0	0.0%
May														\$0	0.0%
June														\$0	0.0%
4th Quarter	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0.0%
2026	\$ 142,107,492	\$ 50,497,105	\$ 28,702,565	\$ 8,970,094	\$ 8,193,479	\$ 10,722,596	\$ 1,471,172	\$ 250,664,503	\$ 29,867,178	\$ 509,403,885	\$ 4,548,633	\$ 5,428,490	\$ 519,381,008	\$ 799,912,689	
Mkt Share													64.93%		
2025	\$47,743,654	\$66,181,074	\$19,383,076	\$8,581,344	\$8,294,248	\$10,135,240	\$1,312,546	\$161,631,182	\$25,565,945	\$479,184,626	\$4,420,413	\$4,077,080	\$245,081,732	\$432,278,859	
% of Change	197.6%	-23.7%	48.1%	4.5%	-1.2%	5.8%	12.1%	55.1%	16.8%	6.3%	2.9%	33.1%	111.9%	85.0%	

2026 % of Total	17.8%	6.3%	3.6%	1.1%	1.0%	1.3%	0.2%	31.3%	3.7%	63.7%	0.6%	0.7%	64.9%	100.0%	
2025 % of Total	11.0%	15.3%	4.5%	2.0%	1.9%	2.3%	0.3%	37.4%	5.9%	110.9%	1.0%	0.9%	56.7%	100.0%	

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

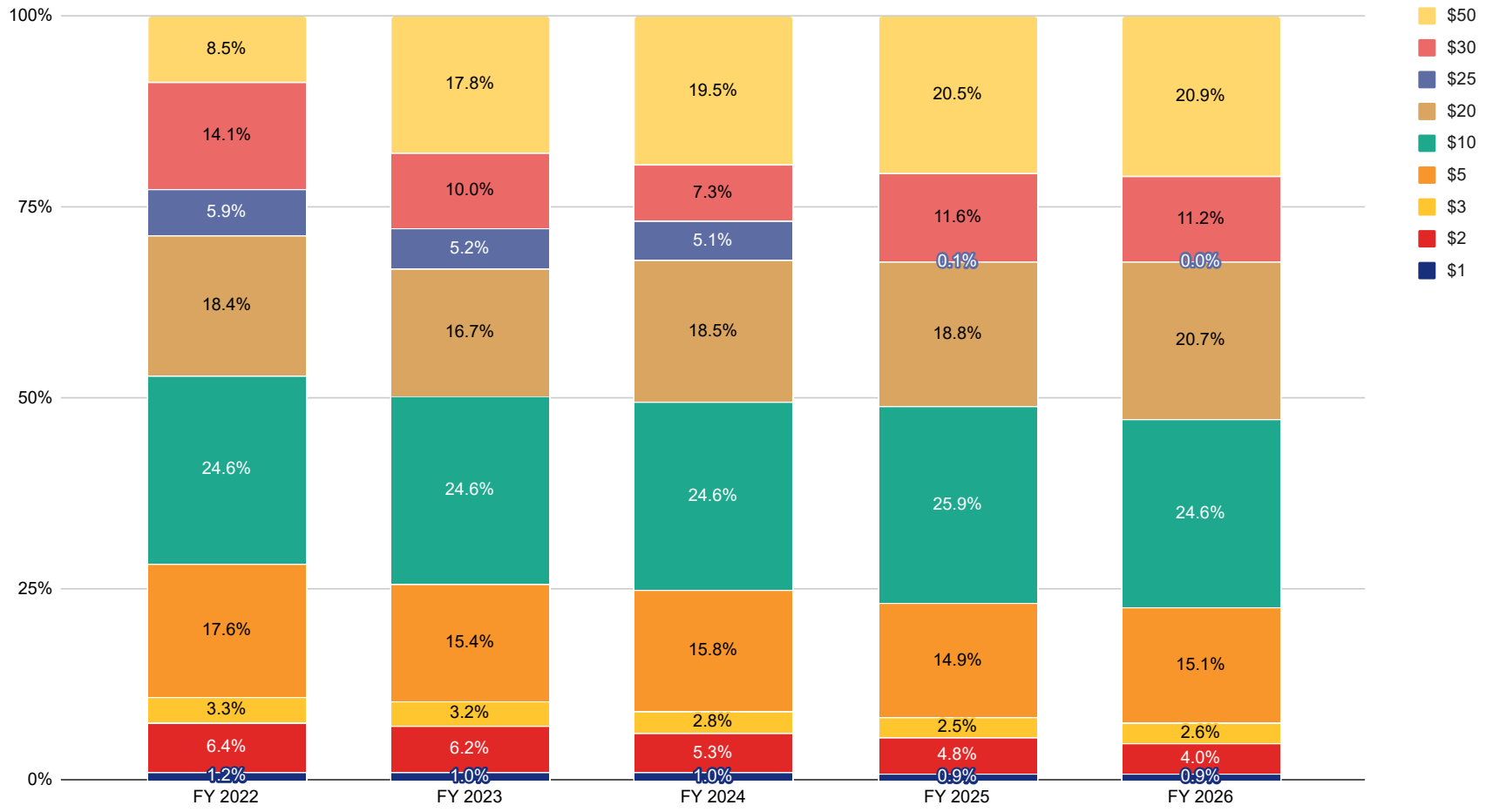


ARIZONA LOTTERY
QUARTERLY SALES BY PRODUCT
Fiscal Year 2026 - July 2025 through December 2025



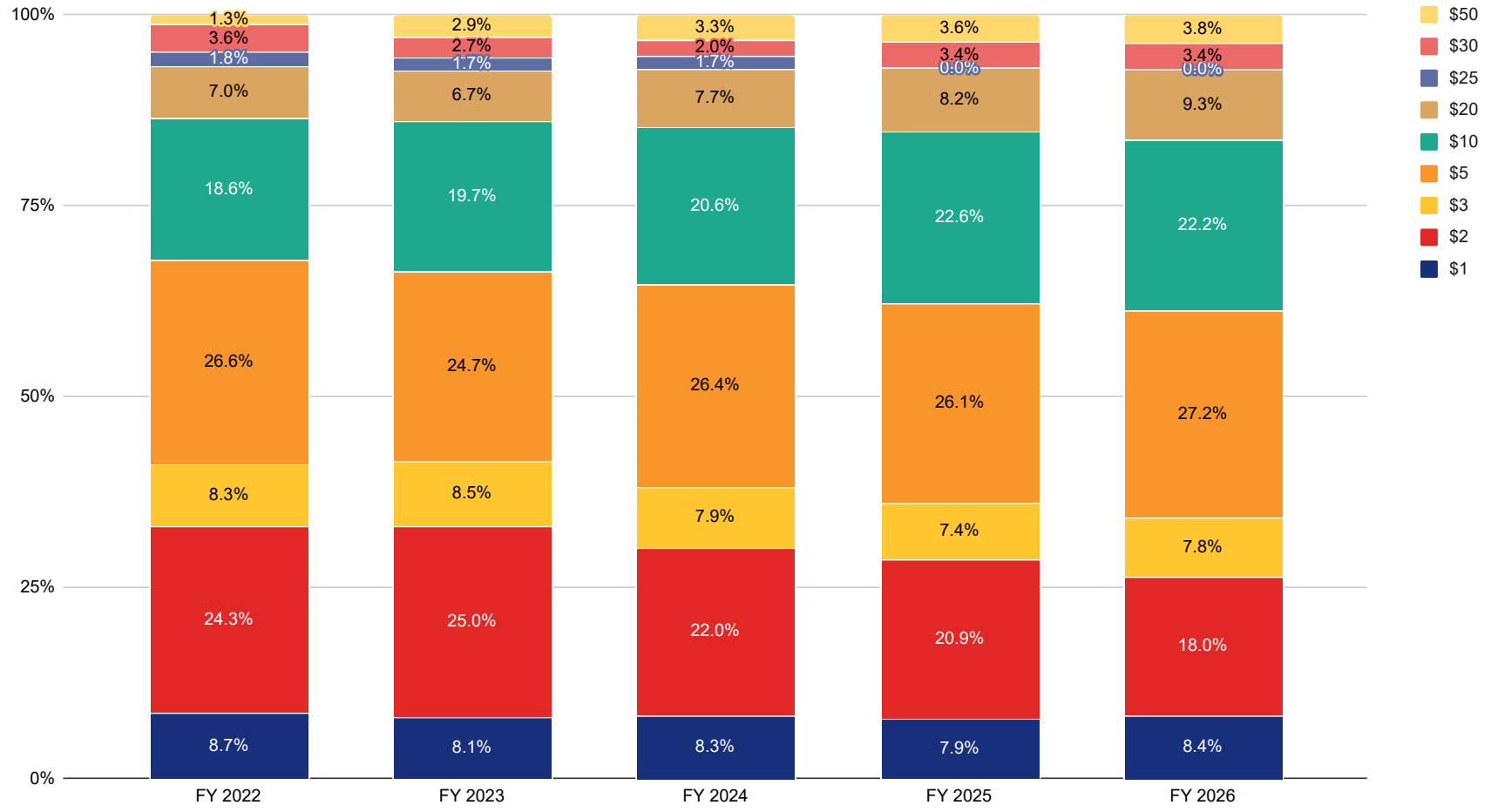
Arizona Lottery: 5 - Year Review by Price Point

based on Percent of Dollars Sold



Arizona Lottery: 5 - Year Review by Price Point

based on Percent of Tickets Sold



**Arizona Lottery
Vending Machine - FY 2026**

1st Quarter	# of Units*			Draw Sales*			Instant Sales*			Total Sales				Per Unit Average			Out of Stock Average			
	July	Aug	Sept	July	Aug	Sept	July	Aug	Sept	July	Aug	Sept	1st Qtr	July	Aug	Sept	July	Aug	Sept	1st Qtr
PCT-HD	1482	1481	1479	\$ 9,849,461	\$ 16,728,628	\$ 18,525,749	\$ 40,893,811	\$ 42,461,001	\$ 41,011,150	\$ 50,743,272	\$ 59,189,629	\$ 59,536,899	\$ 169,469,800	\$ 34,240	\$ 39,966	\$ 40,255	3.76%	3.86%	4.11%	3.91%
PCT-LP	196	196	194	\$ 1,069,841	\$ 2,034,660	\$ 1,927,027	\$ 2,485,026	\$ 2,588,954	\$ 2,386,256	\$ 3,554,867	\$ 4,623,614	\$ 4,313,283	\$ 12,491,764	\$ 18,137	\$ 23,590	\$ 22,233	5.11%	4.77%	4.68%	4.86%
PCT-EX	252	248	251	\$ 430,555	\$ 595,213	\$ 711,651	n/a	n/a	n/a	\$ 430,555	\$ 595,213	\$ 711,651	\$ 1,737,419	\$ 1,709	\$ 2,400	\$ 2,835	n/a	n/a	n/a	n/a
PCT-HDS	153	155	155	\$ 1,710,181	\$ 3,086,066	\$ 3,236,846	\$ 6,961,449	\$ 7,659,340	\$ 6,997,815	\$ 8,671,630	\$ 10,745,406	\$ 10,234,661	\$ 29,651,697	\$ 56,677	\$ 69,325	\$ 66,030	1.82%	3.66%	4.61%	3.36%
Total	2,083	2,080	2,079	\$ 13,060,038	\$ 22,444,567	\$ 21,164,427	\$ 50,340,286	\$ 52,709,295	\$ 50,395,221	\$ 63,400,324	\$ 75,153,862	\$ 74,796,494	\$ 213,350,680	\$ 30,437	\$ 36,132	\$ 35,977	3.74%	3.94%	4.21%	3.97%
% of Lottery Sales				48.2%	44.9%	35.1%	59.2%	60.7%	60.8%	56.6%	54.9%	52.2%	54.4%							
2nd Quarter	Oct	Nov	Dec	Oct	Nov	Dec	Oct	Nov	Dec	Oct	Nov	Dec	2nd Qtr	Oct	Nov	Dec	Oct	Nov	Dec	2nd Qtr
PCT-HD	1488	1464	1471	\$ 13,353,931	\$ 15,292,176	\$ 21,323,347	\$ 42,287,160	\$ 41,542,182	\$ 51,893,545	\$ 55,641,091	\$ 56,834,358	\$ 73,216,892	\$ 185,692,341	\$ 37,393	\$ 38,821	\$ 49,774	3.96%	4.36%	6.13%	4.82%
PCT-LP	194	193	193	\$ 1,195,155	\$ 1,314,667	\$ 1,969,154	\$ 2,437,495	\$ 2,341,712	\$ 3,019,227	\$ 3,632,650	\$ 3,656,379	\$ 4,988,381	\$ 12,277,410	\$ 18,725	\$ 18,945	\$ 25,847	5.15%	6.29%	9.23%	6.89%
PCT-EX	247	247	250	\$ 512,995	\$ 566,308	\$ 742,693	n/a	n/a	n/a	\$ 512,995	\$ 566,308	\$ 742,693	\$ 1,821,996	\$ 2,077	\$ 2,293	\$ 2,971	n/a	n/a	n/a	n/a
PCT-HDS	157	155	155	\$ 2,394,354	\$ 2,791,596	\$ 3,899,705	\$ 7,286,873	\$ 7,242,082	\$ 9,267,719	\$ 9,681,227	\$ 10,033,678	\$ 13,167,424	\$ 32,882,329	\$ 61,664	\$ 64,733	\$ 84,951	5.55%	5.19%	7.86%	6.20%
Total	2,086	2,059	2,069	\$ 17,456,435	\$ 19,964,747	\$ 27,934,899	\$ 52,011,528	\$ 51,125,976	\$ 64,180,491	\$ 69,467,963	\$ 71,090,723	\$ 92,115,390	\$ 232,674,076	\$ 33,302	\$ 34,527	\$ 44,522	4.22%	4.64%	6.61%	5.15%
% of Lottery Sales				47.9%	48.1%	42.8%	61.4%	61.9%	73.4%	57.4%	57.3%	60.3%	58.5%							
3rd Quarter	Jan	Feb	Mar	Jan	Feb	Mar	Jan	Feb	Mar	Jan	Feb	Mar	3rd Qtr	Jan	Feb	Mar	Jan	Feb	Mar	3rd Qtr
PCT-HD																				
PCT-LP																				
PCT-EX																				
PCT-HDS																				
Total																				
% of Lottery Sales																				
4th Quarter	Apr	May	June	Apr	May	June	Apr	May	June	Apr	May	June	4th Qtr	Apr	May	June	Apr	May	June	4th Qtr
PCT-HD																				
PCT-LP																				
PCT-EX																				
PCT-HDS																				
Total																				
% of Lottery Sales																				
Total Vending				\$ 30,516,473	\$ 42,409,314	\$ 49,099,326	\$ 102,351,814	\$ 103,835,271	\$ 114,575,712	\$ 132,868,287	\$ 146,244,585	\$ 166,911,884	\$ 446,024,756							
Total Fiscal Year													\$ 789,935,566							
% of Total Sales													56.5%							

*Disclaimer: Number of machines may vary as offline machines may not be included at the time data was pulled. Accurate as of: 1/6/2026

Monthly Chain Vending Report

Chain	Retailer Name	# of Machines	Oct 2025 Sales	OOS%	Lost Sales	Nov 2025 Sales	OOS%	Lost Sales	Dec 2025 Sales	OOS%	Lost Sales	YTD Sales	YTD OOS Avg	YTD Total Lost Sales	YTD Sales Per Machine Average	YTD Lost Sales Per Machine	Avg Month Bin Sales	Chain	Retailer Name
8027	ALBERTSONS	39	\$ 1,736,926	2.53%	\$ 41,180	\$ 1,718,009	3.14%	\$ 51,743	\$ 2,194,113	5.48%	\$ 115,489	\$ 10,895,634	2.97%	\$ 313,451	\$ 279,375	\$ 8,037.21	\$ 970	8027	ALBERTSONS
9968	Bashas	59	\$ 1,780,287	1.27%	\$ 22,453	\$ 1,710,661	1.44%	\$ 24,438	\$ 2,238,793	2.81%	\$ 62,605	\$ 11,080,699	1.65%	\$ 185,126	\$ 187,808	\$ 3,137.73	\$ 652	9968	Bashas
8821	Carioca	38	\$ 897,027	2.34%	\$ 23,763	\$ 889,301	2.66%	\$ 27,941	\$ 1,100,307	3.41%	\$ 43,430	\$ 5,445,151	2.59%	\$ 163,685	\$ 143,293	\$ 4,307.50	\$ 498	8821	Carioca
8037	Circle K	196	\$ 3,775,733	7.18%	\$ 287,442	\$ 3,724,665	7.78%	\$ 302,576	\$ 4,806,958	10.05%	\$ 515,455	\$ 22,768,076	7.70%	\$ 1,885,629	\$ 116,164	\$ 9,620.56	\$ 403	8037	Circle K
20001	Cobblestone	15	\$ 337,669	0.32%	\$ 1,048	\$ 312,468	0.32%	\$ 879	\$ 440,985	0.81%	\$ 3,133	\$ 2,046,758	0.45%	\$ 8,519	\$ 136,451	\$ 567.93	\$ 474	20001	Cobblestone
9964/9963	CVS	35	\$ 670,875	0.88%	\$ 7,673	\$ 485,392	1.48%	\$ 7,948	\$ 698,601	3.44%	\$ 24,949	\$ 3,967,466	1.32%	\$ 59,160	\$ 113,356	\$ 1,690.29	\$ 394	9964/9963	CVS
8030	El Super	6	\$ 192,616	2.12%	\$ 3,747	\$ 196,576	2.50%	\$ 4,602	\$ 202,664	2.69%	\$ 5,011	\$ 1,137,879	2.16%	\$ 22,868	\$ 189,647	\$ 3,811.33	\$ 658	8030	El Super
9958	Fast Market	6	\$ 158,244	3.54%	\$ 5,289	\$ 140,628	3.96%	\$ 5,539	\$ 189,349	6.19%	\$ 11,062	\$ 916,037	4.06%	\$ 36,233	\$ 152,673	\$ 6,038.83	\$ 530	9958	Fast Market
9968	Food City	59	\$ 988,768	1.46%	\$ 13,976	\$ 1,009,579	1.84%	\$ 17,903	\$ 1,178,166	2.57%	\$ 29,882	\$ 6,124,722	1.73%	\$ 102,760	\$ 136,105	\$ 2,283.56	\$ 473	9968	Bashas
8052	Frys Food	235	\$ 10,337,667	4.37%	\$ 473,261	\$ 10,456,319	4.17%	\$ 451,734	\$ 13,459,806	7.01%	\$ 971,915	\$ 64,849,977	4.09%	\$ 2,872,392	\$ 275,957	\$ 12,222.94	\$ 968	8052	Frys Food
8021	Jacksons	10	\$ 313,850	2.64%	\$ 7,891	\$ 315,928	2.77%	\$ 8,845	\$ 373,240	3.67%	\$ 13,399	\$ 1,973,640	2.83%	\$ 56,696	\$ 197,364	\$ 5,669.60	\$ 685	8021	Jacksons
8031	Los Altos Ranch Market	7	\$ 253,544	0.85%	\$ 2,159	\$ 257,075	0.49%	\$ 1,291	\$ 306,286	0.95%	\$ 2,831	\$ 1,646,879	0.60%	\$ 10,008	\$ 235,268	\$ 1,429.71	\$ 817	8031	Los Altos Ranch Market
9800	Loves	17	\$ 261,205	2.31%	\$ 5,974	\$ 266,874	2.58%	\$ 6,351	\$ 313,294	4.38%	\$ 10,333	\$ 1,647,826	2.55%	\$ 38,697	\$ 96,931	\$ 2,276.29	\$ 337	9800	Loves
9905	Maverik	18	\$ 414,688	5.91%	\$ 30,205	\$ 426,021	6.42%	\$ 34,573	\$ 525,313	9.69%	\$ 65,358	\$ 2,637,809	6.68%	\$ 225,009	\$ 146,545	\$ 12,500.50	\$ 509	9905	Maverik
9926	Pilot	22	\$ 385,746	5.68%	\$ 24,348	\$ 378,030	5.25%	\$ 21,780	\$ 416,259	7.57%	\$ 30,879	\$ 2,245,305	5.62%	\$ 138,034	\$ 102,059	\$ 6,274.27	\$ 354	9926	Pilot
9849	QuikTrip	154	\$ 7,492,926	7.57%	\$ 585,173	\$ 7,255,098	7.79%	\$ 574,500	\$ 9,125,357	11.03%	\$ 1,037,378	\$ 45,690,093	8.44%	\$ 3,990,917	\$ 296,689	\$ 25,915.05	\$ 1,030	9849	QuikTrip
8128	Safeway	132	\$ 5,965,650	3.26%	\$ 206,569	\$ 5,942,329	3.46%	\$ 213,329	\$ 7,617,844	6.19%	\$ 488,369	\$ 37,900,692	3.61%	\$ 1,452,676	\$ 287,126	\$ 11,005.12	\$ 997	8128	Safeway
9027	Smith's Food & Drug	6	\$ 172,695	1.15%	\$ 1,917	\$ 164,012	1.12%	\$ 1,744	\$ 223,580	2.47%	\$ 6,093	\$ 1,088,507	2.04%	\$ 23,761	\$ 181,418	\$ 3,960.17	\$ 630	9027	Smith's Food & Drug
9956	Speedway	24	\$ 163,015	6.37%	\$ 12,191	\$ 155,084	7.72%	\$ 14,772	\$ 174,182	9.22%	\$ 18,931	\$ 982,164	7.17%	\$ 82,179	\$ 40,924	\$ 3,424.13	\$ 142		
8025	Superpumper	13	\$ 373,160	2.02%	\$ 9,671	\$ 352,893	2.09%	\$ 9,181	\$ 526,238	4.48%	\$ 26,093	\$ 2,322,673	2.39%	\$ 69,320	\$ 178,667	\$ 5,332.31	\$ 620	8025	Superpumper
8004	Terribles	11	\$ 165,475	1.92%	\$ 3,607	\$ 184,047	2.18%	\$ 4,634	\$ 223,975	2.79%	\$ 7,880	\$ 1,127,566	2.24%	\$ 31,049	\$ 102,506	\$ 2,822.64	\$ 356	8004	Terribles
3	TA Truck Centers	9	\$ 156,486	2.63%	\$ 6,678	\$ 142,051	3.34%	\$ 7,450	\$ 164,445	5.92%	\$ 11,065	\$ 864,568	3.75%	\$ 44,996	\$ 96,063	\$ 4,999.56	\$ 334		
8022	Walmart NHM - HD	26	\$ 1,015,786	4.36%	\$ 45,710	\$ 1,008,143	4.92%	\$ 49,173	\$ 1,214,723	6.37%	\$ 77,993	\$ 6,180,796	4.31%	\$ 277,242	\$ 237,723	\$ 10,663.15	\$ 825	8022	Walmart NHM - HD
8022	Walmart Supercenter	26	\$ 2,517,574	5.37%	\$ 147,346	\$ 2,440,391	6.59%	\$ 164,694	\$ 3,200,008	9.95%	\$ 314,482	\$ 15,832,285	6.04%	\$ 1,006,791	\$ 111,495	\$ 7,090.08	\$ 387	8022	Walmart NHM - HD
9962	Winco	9	\$ 277,789	7.00%	\$ 20,414	\$ 268,475	8.09%	\$ 22,802	\$ 334,538	11.90%	\$ 38,702	\$ 1,586,912	7.96%	\$ 133,391	\$ 176,324	\$ 14,821.22	\$ 612	9962	Winco
	Corporate Total	1274	\$ 40,805,401	3.40%	\$ 1,989,685	\$ 40,200,049	3.77%	\$ 2,030,422	\$ 51,249,044	5.64%	\$ 3,932,707	\$ 252,960,114	3.80%	\$ 13,097,198	\$ 198,556	\$ 10,280.38	\$ 689		Corporate Total
	Independent & ASL Total	545	\$ 11,206,127	3.37%	\$ 428,750	\$ 10,925,927	3.76%	\$ 459,384	\$ 12,931,447	4.62%	\$ 679,484	\$ 67,802,683	3.65%	\$ 2,797,701	\$ 124,409	\$ 5,133.40	\$ 432		Independent Total
FY 24	Statewide Total	1819	\$ 52,011,528	4.22%	\$ 2,418,435	\$ 51,125,976	4.64%	\$ 2,489,806	\$ 64,180,491	6.61%	\$ 4,612,191	\$ 320,762,797	4.56%	\$ 16,028,290	\$ 176,340	\$ 8,811.59	\$ 612		Statewide Total
FY 23	Statewide Total	1814	\$ 47,029,747	4.00%	\$ 1,854,185	\$ 46,396,278	4.18%	\$ 1,983,063	\$ 58,888,855	5.69%	\$ 3,556,841	\$ 293,303,841	4.37%	\$ 12,890,509	\$ 344,408	\$ 18,343.55	\$ 1,196		Statewide Total

Corporate % to Total

78.5%

78.6%

79.9%

78.9%

Corporate % to Total Vending Sales

Highest Sales

Highest Lost Sales

Below OOS goal 4.9%

4.90%

ARIZONA LOTTERY
CORPORATE ACCOUNT REVIEW
Fiscal Year 2026
July 2025 through December 2025

	Chain #	# of Accts	% of Accts	Draw Games			Scratchers			Draw and Scratchers Combined			Commission Earned To Date
				Sales	Market Share	Per Store Average	Sales	Market Share	Per Store Average	Sales	Market Share	Per Store Average	
4 Sons	9290/9814	22	0.6%	\$ 1,720,870	0.6%	\$ 78,221	\$ 2,074,493	0.4%	\$ 94,295	\$ 3,795,363	0.5%	\$ 172,517	\$ 246,699
7-Eleven	8706	64	1.7%	\$ 2,868,196	1.0%	\$ 44,816	\$ 8,406,750	1.7%	\$ 131,355	\$ 11,274,946	1.4%	\$ 176,171	\$ 732,871
Carioca	8821	43	1.2%	\$ 3,652,703	1.3%	\$ 84,947	\$ 5,741,357	1.1%	\$ 133,520	\$ 9,394,060	1.2%	\$ 218,467	\$ 610,614
Circle K	8037	584	15.8%	\$ 36,444,039	13.0%	\$ 62,404	\$ 78,940,389	15.5%	\$ 135,172	\$ 115,384,428	14.6%	\$ 197,576	\$ 7,499,988
Cobblestone		15	0.4%	\$ 1,675,438	0.6%	\$ 111,696	\$ 2,080,487	0.4%	\$ 138,699	\$ 3,755,925	0.5%	\$ 250,395	\$ 244,135
Fast Market	9958	22	0.6%	\$ 1,961,392	0.7%	\$ 89,154	\$ 4,440,119	0.9%	\$ 201,824	\$ 6,401,511	0.8%	\$ 290,978	\$ 416,098
Fry's Gas	8052	104	2.8%	\$ 4,112,400	1.5%	\$ 39,542	\$ 11,338,556	2.2%	\$ 109,025	\$ 15,450,956	2.0%	\$ 148,567	\$ 1,004,312
Good 2 Go	8024	15	0.4%	\$ 574,891	0.2%	\$ 38,326	\$ 1,522,514	0.3%	\$ 101,501	\$ 2,097,405	0.3%	\$ 139,827	\$ 136,331
Jackson's Food Stores	8021	11	0.3%	\$ 1,645,813	0.6%	\$ 149,619	\$ 1,933,717	0.4%	\$ 175,792	\$ 3,579,530	0.5%	\$ 325,412	\$ 232,669
Loves	9800	17	0.5%	\$ 918,094	0.3%	\$ 54,006	\$ 1,658,773	0.3%	\$ 97,575	\$ 2,576,867	0.3%	\$ 151,580	\$ 167,496
Maverik	9905	29	0.8%	\$ 4,035,506	1.4%	\$ 139,155	\$ 5,332,580	1.0%	\$ 183,882	\$ 9,368,086	1.2%	\$ 323,037	\$ 608,926
Pilot Travel Centers	9926	22	0.6%	\$ 1,068,956	0.4%	\$ 48,589	\$ 2,227,201	0.4%	\$ 101,236	\$ 3,296,157	0.4%	\$ 149,825	\$ 214,250
QuikTrip	9849	155	4.2%	\$ 30,182,434	10.8%	\$ 194,725	\$ 50,206,142	9.9%	\$ 323,911	\$ 80,388,576	10.2%	\$ 518,636	\$ 5,225,257
Safeway Gas	8128	34	0.9%	\$ 2,127,734	0.8%	\$ 62,580	\$ 4,471,132	0.9%	\$ 131,504	\$ 6,598,866	0.8%	\$ 194,084	\$ 428,926
Shay's	8938	22	0.6%	\$ 1,512,199	0.5%	\$ 68,736	\$ 3,989,063	0.8%	\$ 181,321	\$ 5,501,262	0.7%	\$ 250,057	\$ 357,582
Smith's Gas	9027	4	0.1%	\$ 12,496	0.0%	\$ 3,124	\$ 51,527	0.0%	\$ 12,882	\$ 64,023	0.0%	\$ 16,006	\$ 4,161
Speedway	9956	78	2.1%	\$ 4,099,074	1.5%	\$ 52,552	\$ 10,178,526	2.0%	\$ 130,494	\$ 14,277,600	1.8%	\$ 183,046	\$ 928,044
Superpumper	8025	13	0.4%	\$ 1,845,745	0.7%	\$ 141,980	\$ 2,261,497	0.4%	\$ 173,961	\$ 4,107,242	0.5%	\$ 315,942	\$ 266,971
TA Truck Centers	3	9	0.2%	\$ 488,155	0.2%	\$ 54,239	\$ 918,849	0.2%	\$ 102,094	\$ 1,407,004	0.2%	\$ 156,334	\$ 91,455
Terribles	8004	10	0.3%	\$ 1,900,990	0.7%	\$ 190,099	\$ 1,509,582	0.3%	\$ 150,958	\$ 3,410,572	0.4%	\$ 341,057	\$ 221,687
Convenience Total		1,273	34.5%	\$102,847,125	36.7%	\$ 80,791	\$199,283,254	39.1%	\$ 156,546	\$302,130,379	38.2%	\$ 237,337	\$ 19,638,475
Albertsons	8027	30	0.8%	\$ 7,431,616	2.6%	\$ 247,721	\$ 10,747,494	2.1%	\$ 358,250	\$ 18,179,110	2.3%	\$ 605,970	\$ 1,181,642
Bashas'	9968	43	1.2%	\$ 7,259,720	2.6%	\$ 168,831	\$ 10,675,098	2.1%	\$ 248,258	\$ 17,934,818	2.3%	\$ 417,089	\$ 1,165,763
El Super	8030	6	0.2%	\$ 229,966	0.1%	\$ 38,328	\$ 1,174,230	0.2%	\$ 195,705	\$ 1,404,196	0.2%	\$ 234,033	\$ 91,273
Food City	9968	46	1.2%	\$ 1,569,141	0.6%	\$ 34,112	\$ 6,020,545	1.2%	\$ 130,881	\$ 7,589,686	1.0%	\$ 164,993	\$ 493,330
Fry's	8052	138	3.7%	\$ 40,130,121	14.3%	\$ 290,798	\$ 66,072,357	13.0%	\$ 478,785	\$ 106,202,478	13.4%	\$ 769,583	\$ 6,903,161
Los Altos Ranch Market	8026	7	0.2%	\$ 364,652	0.1%	\$ 52,093	\$ 1,798,776	0.4%	\$ 256,968	\$ 2,163,428	0.3%	\$ 309,061	\$ 140,623
Safeway	8128	106	2.9%	\$ 28,434,507	10.1%	\$ 268,250	\$ 36,498,886	7.2%	\$ 344,329	\$ 64,933,393	8.2%	\$ 612,579	\$ 4,220,671
Smith's	9027	4	0.1%	\$ 840,150	0.3%	\$ 210,038	\$ 1,104,419	0.2%	\$ 276,105	\$ 1,944,569	0.2%	\$ 486,142	\$ 126,397
Walmart NHM	8022	27	0.7%	\$ 3,160,901	1.1%	\$ 117,070	\$ 6,008,922	1.2%	\$ 222,553	\$ 9,169,823	1.2%	\$ 339,623	\$ 596,038
Walmart Supercenters	8022	88	2.4%	\$ 10,067,445	3.6%	\$ 114,403	\$ 15,761,832	3.1%	\$ 179,112	\$ 25,829,277	3.3%	\$ 293,515	\$ 1,678,903
Winco	9962	9	0.2%	\$ 975,257	0.3%	\$ 108,362	\$ 1,515,533	0.3%	\$ 168,393	\$ 2,490,790	0.3%	\$ 276,754	\$ 161,901
Food Store Total		504	13.7%	\$100,463,476	35.8%	\$ 199,332	\$157,378,092	30.9%	\$ 312,258	\$ 257,841,568	32.6%	\$ 511,590	\$ 16,759,702
Major Chains		1,777	48.1%	\$203,310,601	72.5%	\$ 114,412	\$356,661,346	70.0%	\$ 200,710	\$ 559,971,947	70.9%	\$ 315,122	\$ 36,398,177
All Stores*		3692		\$280,531,681		\$ 75,984	\$509,422,085		\$ 137,980	\$ 789,953,766		\$ 213,964	\$ 51,346,995

*Does not include Instant Tabs

ARIZONA LOTTERY
BUSINESS CODE REVIEW
Fiscal Year 2026
July 2025 through December 2025

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	FY2026 Sales	FY2025 Sales	% of change	Market Share	Per Store Average	
Full Product																		
Smoke/Gift Shops	02	110	3.0%	\$1,318,061	0.5%	11,982	\$3,992,135	0.8%	36,292	\$0	0.0%	0	\$5,310,196	\$5,864,337	-9.4%	0.7%	48,275	\$ 345,163
Chain Supermarkets	03	507	13.7%	\$100,349,651	35.8%	197,928	\$157,290,992	30.9%	310,239	\$0	0.0%	0	\$257,640,643	\$217,912,200	18.2%	32.2%	508,167	\$16,746,642
Independent Supermarkets	04	52	1.4%	\$2,317,721	0.8%	44,572	\$4,242,667	0.8%	81,590	\$0	0.0%	0	\$6,560,388	\$6,288,360	4.3%	0.8%	126,161	\$ 426,425
Chain Convenience Stores	05	1075	29.1%	\$92,970,050	33.1%	86,484	\$177,683,088	34.9%	165,287	\$0	0.0%	0	\$270,653,138	\$230,336,267	17.5%	33.8%	251,770	\$17,592,454
Independent Convenience	06	935	25.3%	\$52,201,369	18.6%	55,830	\$112,265,570	22.0%	120,070	\$0	0.0%	0	\$164,466,939	\$140,385,804	17.2%	20.6%	175,900	\$10,690,351
Liquor Stores	07	99	2.7%	\$1,510,631	0.5%	15,259	\$6,953,462	1.4%	70,237	\$0	0.0%	0	\$8,464,093	\$8,320,700	1.7%	1.1%	85,496	\$ 550,166
Drug Store/Pharmacies	08	3	0.1%	\$35,916	0.0%	11,972	\$36,986	0.0%	12,329	\$0	0.0%	0	\$72,902	\$72,972	-0.1%	0.0%	24,301	\$ 4,739
Independent Gas	09	13	0.4%	\$493,242	0.2%	37,942	\$1,436,437	0.3%	110,495	\$0	0.0%	0	\$1,929,679	\$1,974,960	-2.3%	0.2%	148,437	\$ 125,429
Truck Service Centers	10	56	1.5%	\$2,854,620	1.0%	50,975	\$5,342,275	1.0%	95,398	\$0	0.0%	0	\$8,196,895	\$6,541,429	25.3%	1.0%	146,373	\$ 532,798
Bars/Restaurants	11	164	4.4%	\$4,798,643	1.7%	29,260	\$5,043,117	1.0%	30,751	\$0	0.0%	0	\$9,841,760	\$8,786,782	12.0%	1.2%	60,011	\$ 639,714
Spec Non-Grocery/Misc	12	154	4.2%	\$12,142,251	4.3%	78,846	\$11,389,137	2.2%	73,955	\$0	0.0%	0	\$23,531,388	\$9,136,863	157.5%	2.9%	152,801	\$ 1,529,540
Chain Gas	13	144	3.9%	\$6,470,088	2.3%	44,931	\$16,215,621	3.2%	112,608	\$0	0.0%	0	\$22,685,709	\$20,723,089	9.5%	2.8%	157,540	\$ 1,474,571
Bowling Centers	14	3	0.1%	\$53,383	0.0%	17,794	\$87,973	0.0%	29,324	\$0	0.0%	0	\$141,356	\$102,478	37.9%	0.0%	47,119	\$ 9,188
Route Sales	19	72	1.9%	\$1,695,697	0.6%	23,551	\$3,636,964	0.7%	50,513	\$0	0.0%	0	\$5,332,661	\$4,923,356	8.3%	0.7%	74,065	\$ 346,623
Quick Card/ScanActiv	20	0	0.0%	\$0	0.0%	-	\$0	0.0%	-	\$0	0.0%	-	\$0	\$115,788	-100.0%	0.0%	-	\$ -
ASL & Promotions	99	11	0.3%	\$1,320,358	0.5%	120,033	\$3,805,661	0.7%	345,969	\$66,605	0.7%	6,055	\$5,192,624	\$4,947,303	5.0%	0.6%	472,057	\$ 337,521
Full Product Sub Total		3398		\$280,531,681			\$509,422,085			\$66,605			\$790,020,371	\$666,432,688	18.5%			
Instant Tab																		
Age-Controlled Instant Tab	15	100	2.7%	\$0	0.0%	0	\$0	0.0%	0	\$3,633,675	36.4%	36,337	\$3,633,675	\$2,970,750	22.3%	0.5%	36,337	
Charitable Instant Tab	17	136	3.7%	\$0	0.0%	0	\$0	0.0%	0	\$4,548,633	45.6%	33,446	\$4,548,633	\$4,420,413	2.9%	0.6%	33,446	
General Instant Tab	18	62	1.7%	\$0	0.0%	0	\$0	0.0%	0	\$1,728,210	17.3%	27,874	\$1,728,210	\$1,055,395	63.8%	0.2%	27,874	
Instant Tab Sub Total		298	8.1%	\$0			\$0			\$9,910,518			\$9,910,518	\$8,446,558	17.3%			
Total		3696	100%	\$280,531,681	100%	82,558	\$509,422,085	100%	149,918	\$9,977,123	100%	33,480	\$799,930,889	\$674,879,246	18.5%	100%	216,432	\$51,351,324

Summary Recap

Chain/Indpt Supermarkets	559	15.1%	102,667,372	36.6%	183,663	161,533,659	31.7%	288,969	0	0.0%	0	264,201,031	224,200,560	17.8%	33.0%	472,632	\$17,173,067
Total Convenience Stores	2,010	54.4%	145,171,419	51.7%	72,225	289,948,658	56.9%	144,253	0	0.0%	0	435,120,077	370,722,071	17.4%	54.4%	216,478	\$28,282,805
Total Instant Tabs	298	8.1%	0	0.0%	0	0	0.0%	0	9,910,518	99.3%	33,257	9,910,518	8,446,558	17.3%	1.2%	33,257	\$ 644,184
Other Classifications	829	22.4%	32,692,890	11.7%	39,437	57,939,768	11.4%	69,891	66,605	0.7%	571,525	90,699,263	71,510,057	26.8%	11.3%	109,408	\$ 5,895,452
Total All Classifications	3,696	100%	280,531,681	100%	82,558	509,422,085	100%	149,918	\$9,977,123	100%	33,480	799,930,889	674,879,246	18.5%	100%	216,432	\$51,995,508

**ARIZONA LOTTERY
COUNTY SALES REVIEW
Fiscal Year 2026
July 2025 through December 2025**

County	# of % of		Draw Games			Scratchers			Instant Tabs			Combined Total Sales					2026 Estimated	
	Code	Accts	Accts	Sales	Market Share	Per Store Average	Sales	Market Share	Per Store Average	Sales	Market Share	Per Store Average	FY2026 Sales	FY2025 Sales	% of Change	Market Share	Per Store Average	Per Capita Wkly Sales
Apache	1	17	0.5%	\$460,068	0.2%	\$27,063	\$977,419	0.2%	\$57,495	\$5,525	0.1%	\$325	\$1,443,012	\$1,282,316	12.53%	0.2%	\$84,883	\$0.86
Cochise	2	105	2.8%	\$5,065,446	1.8%	\$48,242	\$11,781,437	2.3%	\$112,204	\$275,798	2.8%	\$2,627	\$17,122,681	\$15,223,081	12.48%	2.1%	\$163,073	\$5.20
Coconino	3	114	3.1%	\$4,951,811	1.8%	\$43,437	\$8,617,924	1.7%	\$75,596	\$238,025	2.4%	\$2,088	\$13,807,760	\$11,809,485	16.92%	1.7%	\$121,121	\$3.65
Gila	4	44	1.2%	\$1,955,775	0.7%	\$44,449	\$4,466,022	0.9%	\$101,501	\$38,843	0.4%	\$883	\$6,460,640	\$5,672,018	13.90%	0.8%	\$146,833	\$4.59
Graham	5	23	0.6%	\$891,158	0.3%	\$38,746	\$3,216,630	0.6%	\$139,853	\$16,693	0.2%	\$726	\$4,124,481	\$3,797,889	8.60%	0.5%	\$179,325	\$3.88
Greenlee	6	9	0.2%	\$227,691	0.1%	\$25,299	\$878,357	0.2%	\$97,595	\$7,200	0.1%	\$800	\$1,113,248	\$1,052,567	5.77%	0.1%	\$123,694	\$4.54
La Paz	15	40	1.1%	\$1,189,310	0.4%	\$29,733	\$2,048,192	0.4%	\$51,205	\$167,080	1.7%	\$4,177	\$3,404,582	\$2,827,206	20.42%	0.4%	\$85,115	\$7.63
Maricopa	7	2067	55.9%	\$174,251,991	62.1%	\$84,302	\$329,520,807	64.7%	\$159,420	\$5,093,930	51.1%	\$2,464	\$508,866,728	\$426,959,480	19.18%	63.6%	\$246,186	\$4.14
Mohave	8	226	6.1%	\$25,397,320	9.1%	\$112,378	\$26,405,615	5.2%	\$116,839	\$1,430,328	14.3%	\$6,329	\$53,233,263	\$42,027,000	26.66%	6.7%	\$235,545	\$8.93
Navajo	9	70	1.9%	\$3,001,999	1.1%	\$42,886	\$5,669,233	1.1%	\$80,989	\$158,973	1.6%	\$2,271	\$8,830,205	\$7,643,348	15.53%	1.1%	\$126,146	\$3.09
Pima	10	463	12.5%	\$33,442,870	11.9%	\$72,231	\$61,096,517	12.0%	\$131,958	\$776,845	7.8%	\$1,678	\$95,316,232	\$82,227,481	15.92%	11.9%	\$205,867	\$3.36
Pinal	11	186	5.0%	\$12,941,914	4.6%	\$69,580	\$25,397,537	5.0%	\$136,546	\$818,308	8.2%	\$4,400	\$39,157,759	\$32,773,879	19.48%	4.9%	\$210,526	\$2.78
Santa Cruz	12	27	0.7%	\$1,922,411	0.7%	\$71,200	\$2,383,735	0.5%	\$88,286	\$0	0.0%	\$0	\$4,306,146	\$3,724,043	15.63%	0.5%	\$159,487	\$3.22
Yavapai	13	173	4.7%	\$9,887,262	3.5%	\$57,152	\$16,865,169	3.3%	\$97,487	\$603,898	6.1%	\$3,491	\$27,356,329	\$23,804,197	14.92%	3.4%	\$158,129	\$4.13
Yuma	14	132	3.6%	\$4,944,655	1.8%	\$37,460	\$10,097,491	2.0%	\$76,496	\$345,680	3.5%	\$2,619	\$15,387,826	\$13,953,269	10.28%	1.9%	\$116,574	\$2.63
Virtual	26	0	0.0%	\$0	0.0%	-	\$0	0.0%	-	\$0	0.0%	-	\$0	\$101,988	-100.00%	0.0%	-	-
Total		3696	100%	\$280,531,681	100%	\$75,901	\$509,422,085	100%	\$137,831	\$9,977,123	100%	\$2,699	\$799,930,889	\$674,879,246	18.53%	100%	\$216,432	\$4.00

Summary Recap

Maricopa and Pima Counties	2530	68.5%	\$207,694,861	74.0%	\$82,093	\$390,617,324	76.7%	\$154,394	\$5,870,775	58.8%	\$7,929,606	\$604,182,960				75.5%	\$238,807	
Mohave, Pinal and Yavapai	585	15.8%	\$48,226,496	17.2%	\$82,438	\$68,668,321	13.5%	\$117,382	\$2,852,533	28.6%	\$16,593,072	\$119,747,350				15.0%	\$204,696	
All Other Counties	581	15.7%	\$24,610,324	8.8%	\$42,359	\$50,136,440	9.8%	\$86,293	\$1,253,815	12.6%	\$14,292,166	\$76,000,579				9.5%	\$130,810	

New Business Item #1
Instant Scratch Game Profiles
Report to Arizona Lottery Commission
January 15, 2026

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: *Million Dollar Crossword #1531*, *Coffee Break #1538*, and *Money Money Money #1539*.

Million Dollar Crossword #1531. 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 2.2 million tickets.

Coffee Break #1538. This \$5 game has a top prize of \$50,000. This game will be printed at a quantity of approximately 2 million tickets.

Money Money Money #1539. This \$10 game has a top prize of \$100,000. This game will be printed at a quantity of approximately 1.9 million tickets.

Attachments (Commissioners only)

New Business Item #2
Fast Play™ Game Profiles
Report to Arizona Lottery Commission
January 15, 2026

This report has been provided to the Lottery Commission regarding the 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 PROFILES

Attached for the Lottery Commission's action are new Fast Play game profiles: *Stars and Stripes* #199 and *Crossword Jackpot Progressive* #200.

***Stars and Stripes* #199.** This \$1 game has a top prize of \$1,776. In this game, players match their YOUR NUMBERS symbols to the WINNING NUMBERS symbol to win a prize.

***Crossword Jackpot Progressive* #200.** This \$10 game has a progressive top prize starting at \$50,000. In this game, players match YOUR LETTERS to symbols in the PUZZLE to complete words and win the corresponding prize in the PRIZE LEGEND.

Attachments (Commissioners only)