

June 20, 2025 COMMISSION REPORT

Table of Contents

Notice of Public Meeting and Executive Session	3
Commission Minutes of May 16, 2025, Meeting	
Agency Reports	8
Executive Report – Presentation	
Fast Play - Game Rules Updates: Bulk Ticket Purchases	
Financial Report – Presentation	
Marketing & Products Update – Presentation	
New Game Introduction – No Presentation	10
New Business Item #1	11
Instant Scratch Game Profiles	
New Business Item #2	12
Fast Play Game Profiles	12
New Business Item #3	14
Players Club Promotion Profiles	

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 **June 20, 2025, at 10:00 a.m.**, in the **Arizona Lottery Board Room, located at 4740 East University Drive, Phoenix, Arizona.** <u>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**.</u>

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

<u>OR</u>

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 May 16, 2025, Public Meeting

Agency Reports

- 1. Executive Report Presentation
- 2. Fast Play Game Rules Updates: Bulk Ticket Purchases
- 3. Financial Report Presentation
- 4. Marketing & Products Update Presentation
- 5. New Games Introduction No Presentation

New Business

- 1. Discussion and possible action on new instant scratch game profiles:
 - Happy Holidays #1504
 - One Word Crossword #1506
 - Candy Cane Cash #1507
 - *Triple Red 7's* #1508
 - Cash Countdown #1509
 - *Crossword* #1510
 - \$100 Grand Crossword #1514
 - Promotional Game #1516
 - and amended game profile *Retro Slingo*® #1511.

- 2. Discussion and possible action on new Fast Play game profiles:
 - Fast Cash Bingo #189
 - Snowflake Doubler #190
 - Merry Money Match #191
 - Triple Red 7's Progressive #192
 - and amended game profiles:
 - Fat Wallet, #143
 - Diamond Mine #144
 - SPACE INVADERSTM Cash Invasion #149
 - Sevens #153
 - Windfall Willie Doubler #162
 - Triple Red 7's Progressive #163
 - Casino Royale Slots #166
 - Multiplier Mania Progressive #169
 - Lucky Gems Progressive #171
 - Xtreme Multiplier Progressive #172
 - \$20 on the Spot #173
 - Year of the Snake #174
 - MONOPOLY #175
 - Lots O' Loot #176
 - PAC-MAN #177
 - Cash Connect #178
 - Arizona Gold Rush #179
 - Big Bankroll #180
 - Double Win #181
 - Money Vault Progressive #182
 - Double Money Vault Progressive #183
 - Triple Money Vault Progressive #184
 - Sunny Money #185
 - JURRASSIC WORLD #186
 - Match For Cash #187
 - and Ghostly Green #188.
- 3. Discussion and possible action on promotion profile:
 - \$1 Million Mega Market Giveaway #145.

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 virtual on July 18, 2025, at 10:00 a.m. The public will have physical access to the meeting room located at 4740 E. University Dr., Phoenix, AZ 85034, beginning 15 minutes prior to the meeting and through the duration of both virtual and in-person public sessions.

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 16th day of June 2025

Alec Esteban Thomson Executive Director

Persons with disabilities may request reasonable accommodation by calling (480) 921-4423. Requests should be made as early as possible to allow time to arrange the accommodation. *The Commission reserves the right to change the order of items on the agenda.*

PUBLIC MEETING OF THE ARIZONA LOTTERY

Commission Minutes of May 16, 2025, Meeting

PRESIDING Chair Jeff Weintraub (Virtual)

COMMISSIONERS Tereza Fritz, Shannon Scheel, and Mario Aniles, (Virtual)

LOTTERY

Executive Director Alec Thomson; Deputy Director of Operations and Chief Financial Officer Russ Harben; Chief Marketing Officer Chris Rogers (In-Person) General Counsel Kome Akpolo; and Legislative Liaison Jimmy Arwood (Virtual)

Luanne Mansanares, Anna Hunt, and Jacob Ortega (In Person)

Attorney General Representative Pamela Peiser (In Person)

PUBLIC

Call to Order

1. Call for Quorum: Pursuant to the Public Notice dated May 13, 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 Chair Weintraub, Commissioner Scheel, and Commissioner Fritz (Virtual).

Commissioner Aniles joined at 10:24 a.m. (Virtual).

- 2. **Notice:** Notice was posted by Anna Hunt on May 13, 2025, at 10:55 a.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 April 18, 2025, Public Meeting Minutes. Commissioner Fritz moved; Commissioner Scheel seconded. The vote was unanimous, with all Commission Members present voting aye. The motion carried. Commissioner Aniles was not present for this vote.

Agency Report

- 1. Executive Report Executive Director Alec Thomson presented the Executive Report; Legislative Liaison Jimmy Arwood provided a Legislative update
- 2. Financial Report Presented by Russ Harben
- 3. Marketing & Products Update Presentation by Chris Rogers
- 4. New Games Introduction No Presentation

New Business

4. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new instant scratch game profiles: *Winter Winnings* #1505, *Retro Slingo*® #1511, *Cash King* #1512, and amended game profile *NASCAR*® #1495. 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 #1505, #1511, #1512, and amended game profile #1495. Commissioner Aniles moved; Commissioner

Scheel seconded. The vote was unanimous, with all Commission Members present voting aye. The motion carried.

5. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new instant tab game profiles: Cozy Cash Cabin #213, Cash Encounter #214, Aerial Cash #215, Flight to Fortune #216, Feline Good #1128, Java Jackpot #1129, Autumn's Best #1130, Green Thumb #1131, Arizona Sunsets #1132, and Snow Rider Riches #1133. 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: #213, #214, #215, #216, #1128, #1129, #1130, #1131, #1132, and #1133. Commissioner Fritz 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 June 20, 2025, at 10:00 a.m. The public will have physical access to the meeting room located at 4740 E. University Dr., Phoenix, AZ 85034, beginning 15 minutes prior to the meeting and throughout the duration of both virtual and inperson public sessions. This will provide anyone without access to the virtual meeting an opportunity to participate in the June commission meeting.

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

Persons with disabilities may request a 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.*

Agency Reports

Report to Arizona Lottery Commission June 20, 2025

Executive Report - Presentation

Fast Play - Game Rules Updates: Bulk Ticket Purchases

Financial Report - Presentation

Marketing & Products Update - Presentation

New Game Introductions - No Presentation

New Game Introductions.

The following Scratchers games were introduced since the last commission meeting: *Million Dollar Crossword* #1491, *Ka Pow* #1493, *Cosmic Cash Lines* #1498, and *Jurassic Park* #1500.

The following Fast Play games were introduced since the last commission meeting: *Sunny Money* #185 and *Jurassic World* #186.

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 6/9/25
6/3/25	\$50	1360	500X	8,439,030	80%
6/3/25	\$30	1381	Cash	3,021,860	66%
6/3/25	\$3	1439	Bonus Word Crossword	5,026,300	86%
6/3/25	\$3	1445	Unlock the Loot	2,569,100	84%
6/3/25	\$5	1447	Catan	2,140,920	83%
6/3/25	\$10	1450	Bonus Bucks	2,094,420	64%
6/3/25	\$10	1451	Spicy Hot Cash	2,093,460	84%
6/3/25	\$10	1453	Lady Luck	2,203,800	85%
6/3/25	\$5	1467	Barrett-Jackson	2,011,560	66%

Fast Play - Game Updates: Bulk Ticket Purchases

Report to Arizona Lottery Commission June 20, 2025

Prohibition of Bulk Ticket Purchases:

- **Purchase Restriction:** A "bulk ticket transaction" occurs when any individual, group, or entity purchases, in aggregate, Fast Play tickets exceeding \$50,000 within a twenty-four (24) hour period. This rule applies regardless of whether the purchase:
 - (a) occurs in a single transaction or multiple transactions; or
 - (b) is made at a single retail location or multiple retail locations. Any such transaction is subject to this restriction. Additionally, the purchase of Fast Play tickets by multiple individuals acting in concert shall be deemed a bulk ticket transaction.
- **Denial of Prize Payment:** Pursuant to A.R.S. § 5-554(B)(3), the Lottery holds sole and absolute authority to deny the award of any prize for violations of applicable laws, regulations, or game rules, including, but not limited to, restrictions pertaining to bulk ticket purchases.
- Investigation and Determination: The Lottery reserves the right to investigate any purchase patterns it deems suspicious or indicative of bulk ticket purchases. The Lottery's determination as to whether a violation of this rule has occurred shall be final and binding. The Lottery may consider factors such as, but not limited to, video surveillance, purchase records, and witness statements in its investigation.
- **Definition of "Acting in Concert":** For the purposes of this rule, "acting in concert" includes, but is not limited to, individuals or entities coordinating their purchases, sharing funds for purchases, or acting on behalf of a common interest or strategy to exceed the stated purchase limitation.

ATTACHMENT A

Dashboard Report June 2025

SERVING ARIZONA FOR 43 YEARS





Dashboard

-8.80%

Total Sales (FYTD)

\$1,293,273,428

Draw Sales: From

Scratcher Sales: From 7/1/2019 - To

6/1/2025 Pulltab Sales: From 7/1/2019 - To 5/30/2025

-9.22%

vs. PYTD

vs. Proj (FYTD)

vs. Proj (FYTD)

-25.24%

Draw Sales \$323,127,232^{25.0%}
*Total Sales

-28.97%

vs. PYTD

-39.70%

-12.63%

-3.45%

7/1/2019 - To 6/1/2025 Fast Play Sales:

-1.60%

vs. Proj (FYTD)

Instant Sales \$970.146.196^{75.0%}

Scratchers Sales

\$952.923.948 %Instant Sales

Charitable Pulltab Sales

\$8.819.033% Instant Sales

vs. PYTD

-0.22%

12.20%

23.01%

vs. PYTD

vs. PYTD

0.05%

-34.61%

vs. Proj (FYTD)

-11.93%

vs. Proj (FYTD)

-0.17%

vs. Proj (FYTD)

1.92%

Fast Play \$50.802.545^{15.7%} vs. Proj (FYTD)

In-State

\$83,026,456^{25,7%}
**Draw Sales

Quick Draw

\$2.635,428 Draw Sales

Multi-State \$186,662,803 Traw Sales

vs. PYTD

vs. PYTD

vs. PYTD

vs. PYTD

6.67%

From 7/1/2019 - To 6/1/2025

-1.86%

vs. Proj (FYTD)

vs. Proj (FYTD)

10.03%

20.53%

vs. Proj (FYTD)

24.66%

Age Rest. Pulltab Sales \$6.184,970 (Instant Sales

vs. PYTD

27.22%

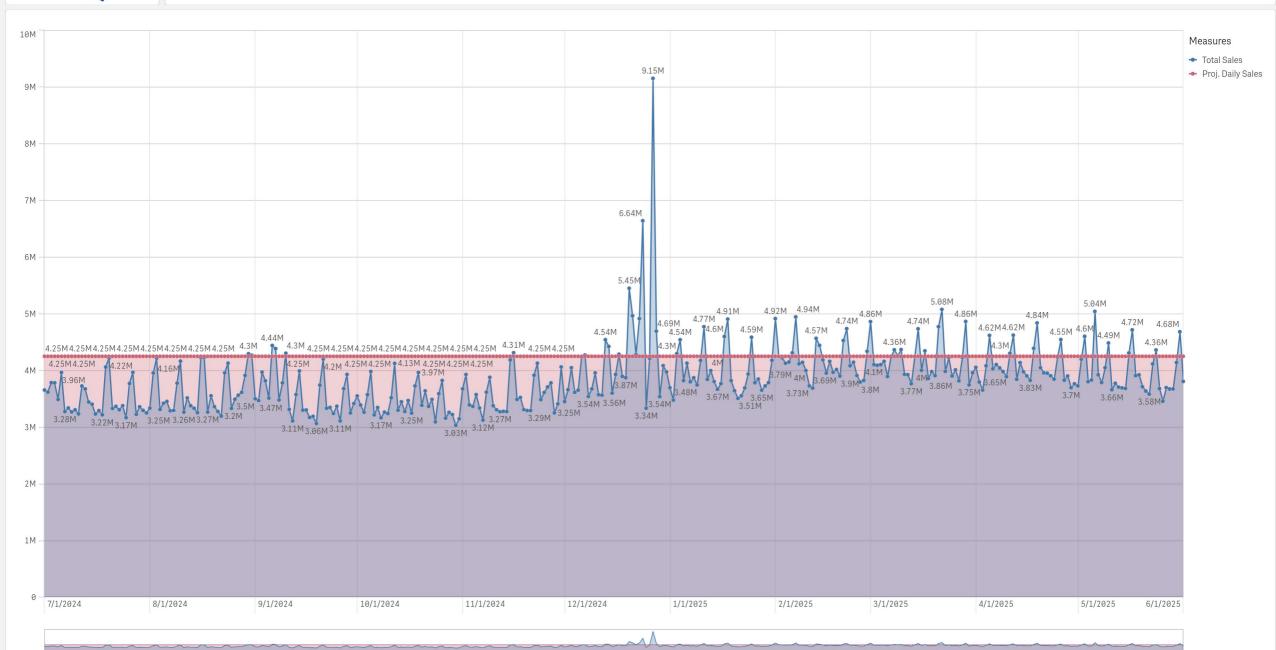
vs. Proj (FYTD)

\$2.218.245 (Instant Sales

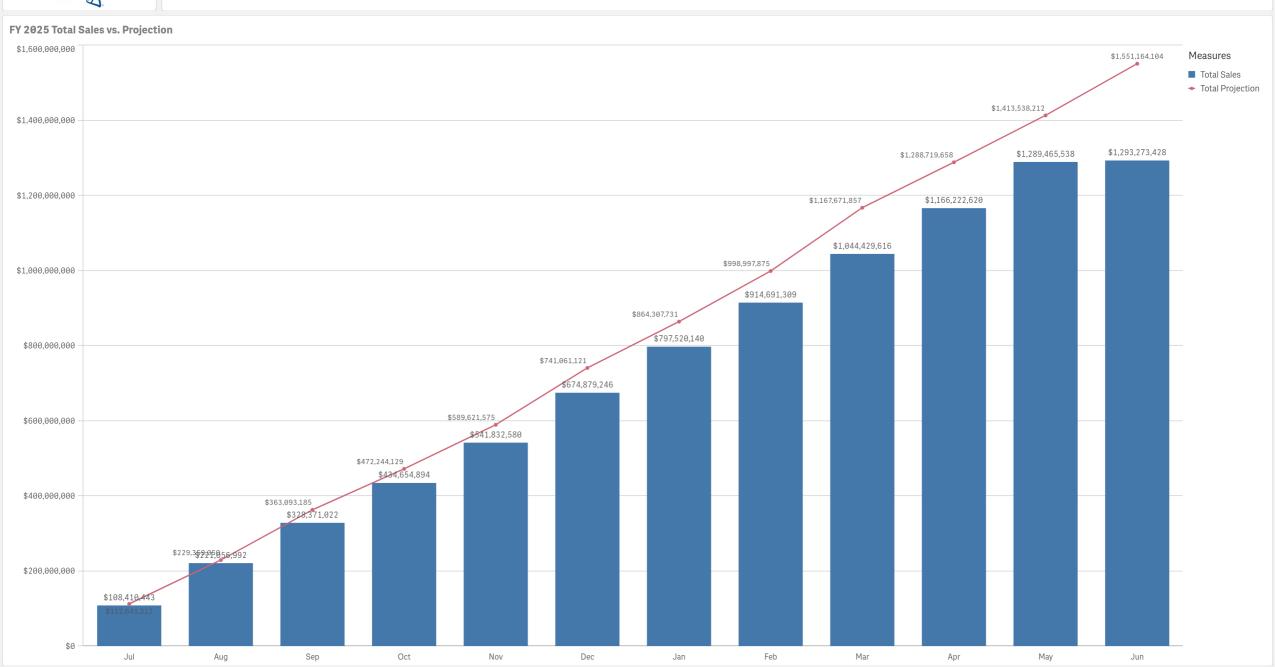
Other Pulltab Sales

vs. PYTD

Daily Sales vs. Goal

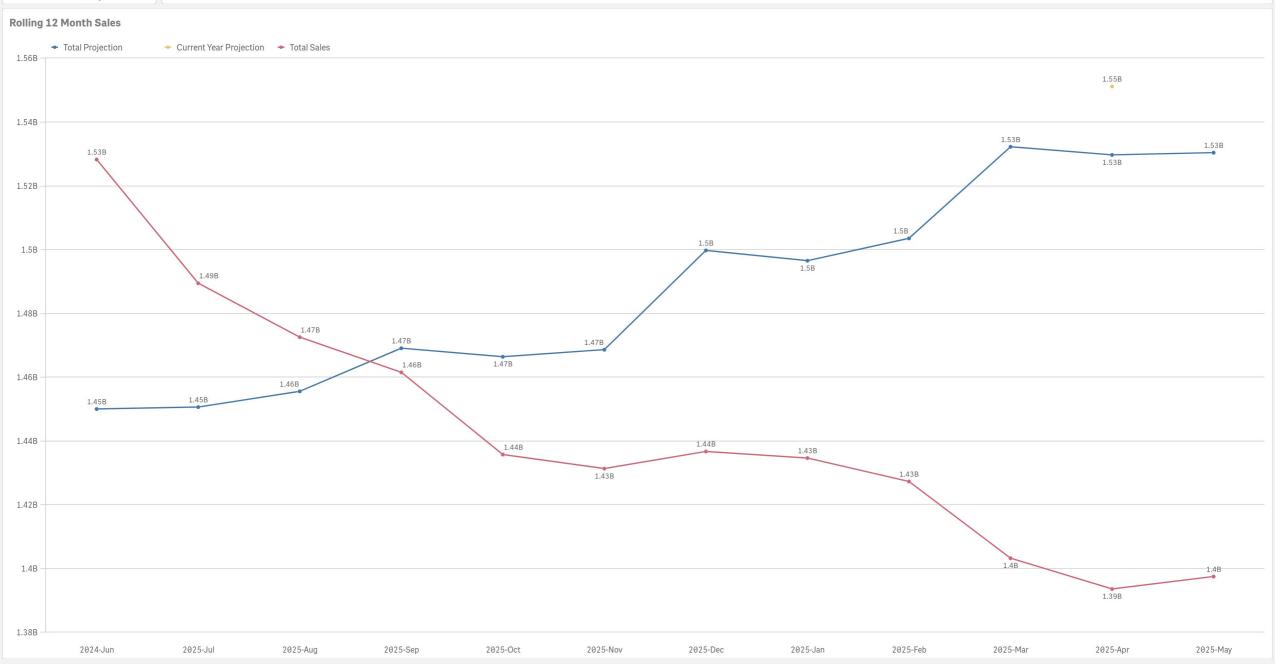


YTD Sales vs. Projection

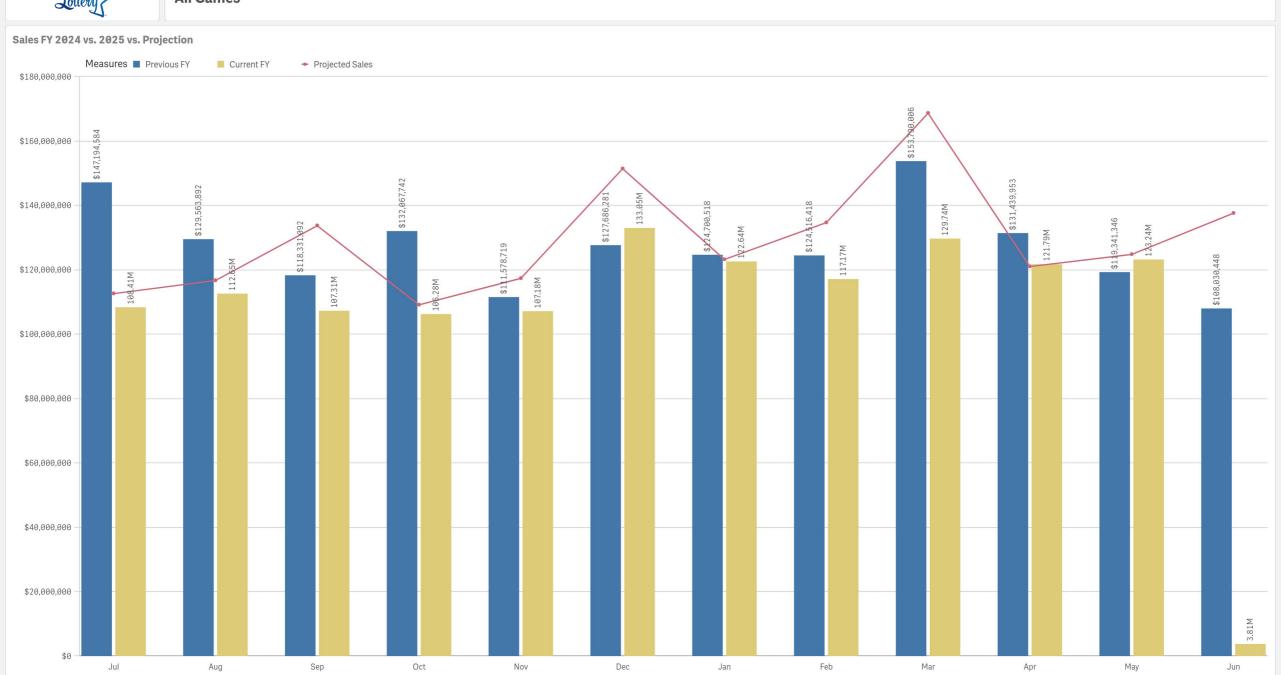




Rolling 12 Month Total Sales

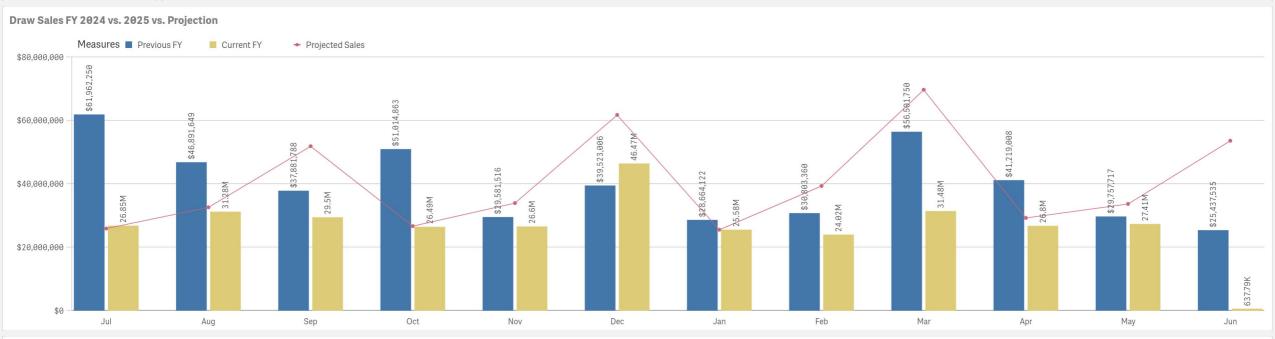


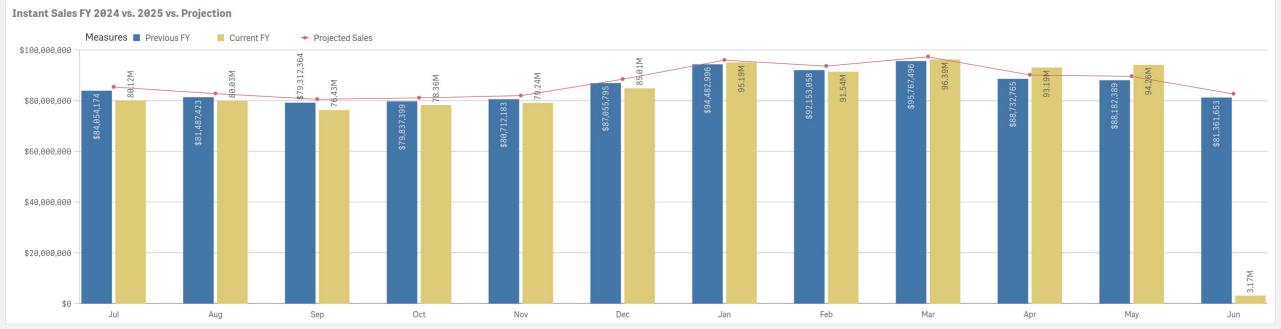
All Games





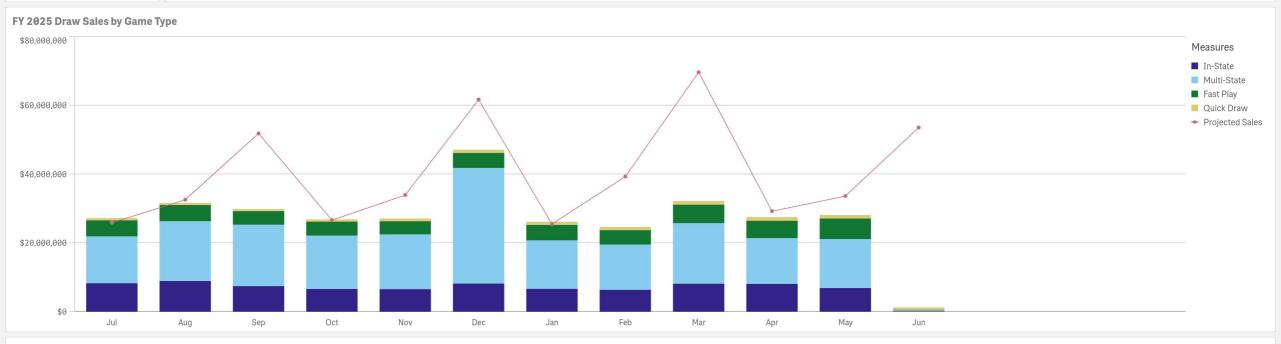
Draw and Instant Games

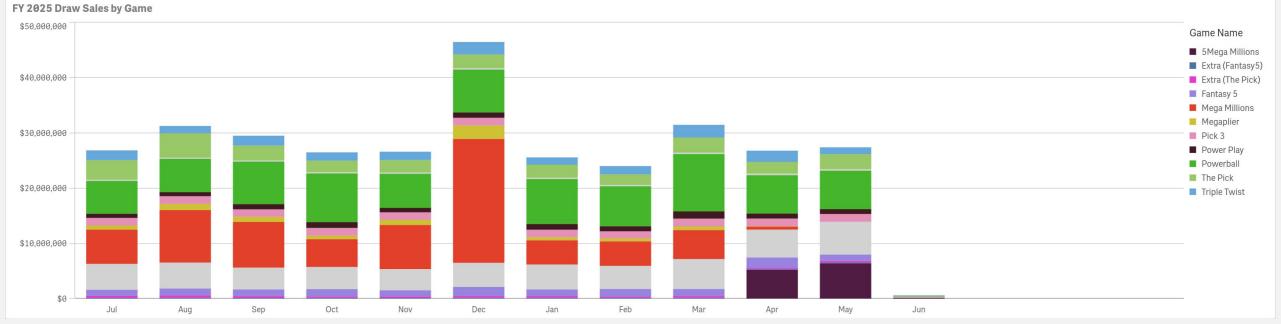






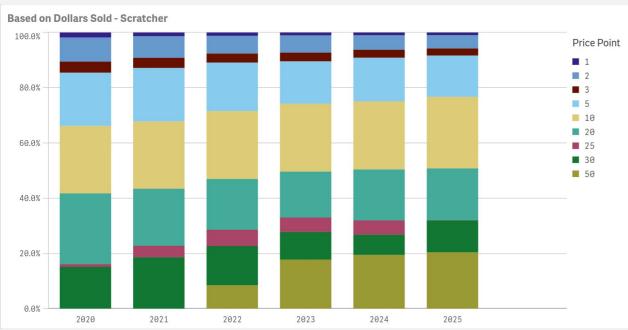
Draw Sales by Month

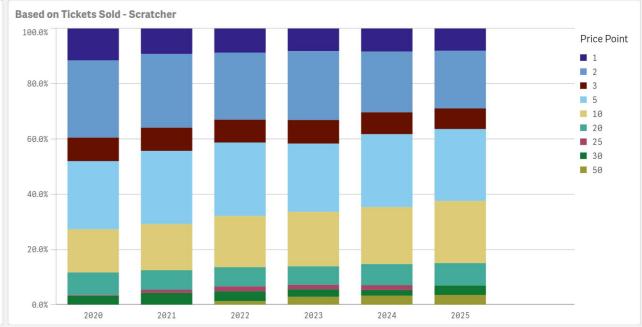


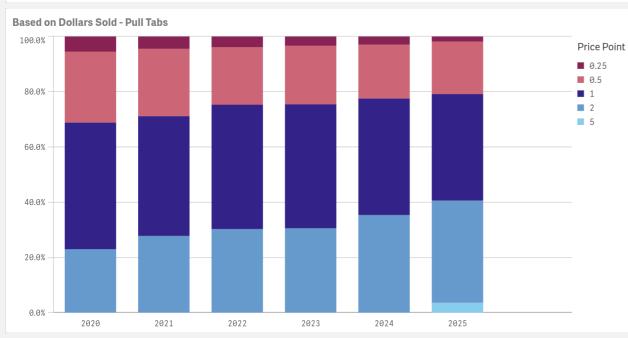


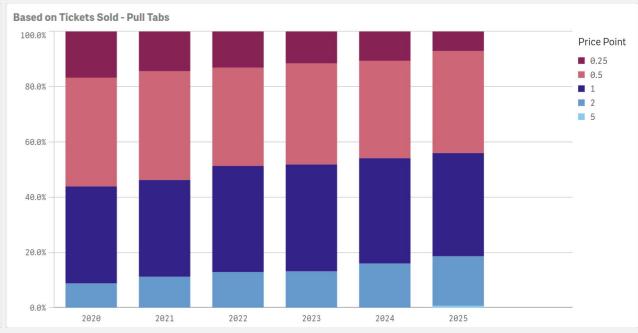


Sales by Price Point - Scratcher and Pull Tabs



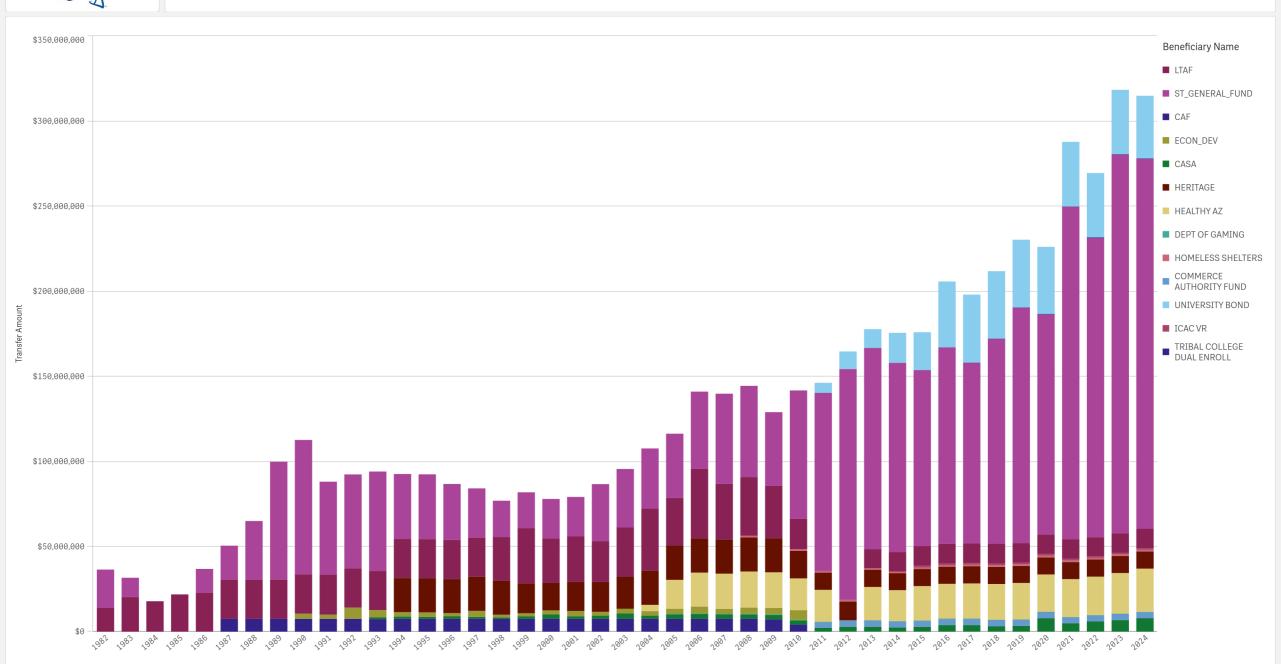






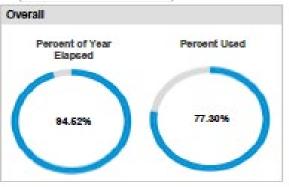


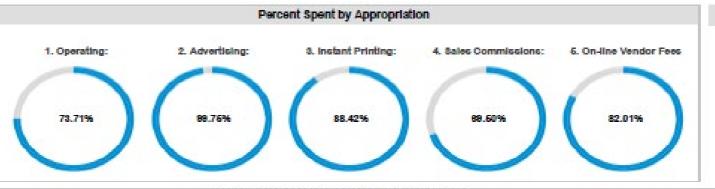
Transfer Amount by Beneficiary

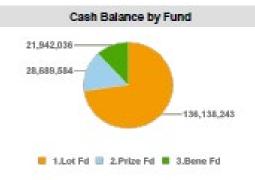




FY25 Year-to-date Financial Status



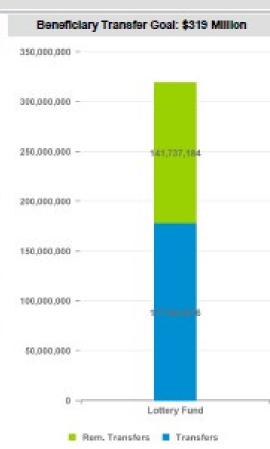




Budget by Appropriation Type and Object Class

58le8 G00	al: \$1.55 Billion
- 000,000,000	
- 000,000,000	
400,000,000 -	260,537,342
200,000,000 -	
- 000,000,000	
- 000,000,000	
- 090,090,099	1,300,000,0058
400,000,000 -	
200,000,000 -	
0	Lottery Fund

Appropriation	Object Class	Budget	Expenditures	Encumbered	Remaining	% Used
I. Operating:	0000 - Appropriation Budget	10,195,900	-	5-2	10,195,900	
	6000 - Personal Services	23223	3,809,818		-3,809,818	
	6100 - Employee Related Expenditures	20.500	1,431,970	500000	-1,431,970	
	6200 - Professional And Outside Services	0-3	598,376	84,290	-882,888	
	6500 - Travel - In-State	1,23	28,183	848	-27,030	
	6800 - Travel - Out-Of-State	0.40	38,239	4,000	-40,239	
	7000 - Other Operating Expenditures	5000	1,057,717	380,844	-1,418,361	
	8500 - Non-Capital Equipment	0.50	8,310	127	-8,437	
	9100 - Transfers Out.	5-3	96,685		-08,685	
2. Advertising:	Total:	10,195,900	7,065,298	449,909	2,680,694	73.71
	0000 - Appropriation Budget	15,500,000	7-3	131	15,500,000	
	7000 - Other Operating Expenditures		12,335,208	3,125,784	-15,460,990	
	Total:	15,500,000	12,335,206	3,125,784	39,010	99.75
. Instant Printing:	0000 - Appropriation Budget	42,399,600	-		42,399,600	
	7000 - Other Operating Expenditures	-	27,300,297	10,182,426	-37,401,723	
	Total:	42,399,800	27,309,297	10,182,426	4,907,877	88.42
4. Sales Commissions:	0000 - Appropriation Budget	112,871,100			112,871,100	
	7000 - Other Operating Expenditures	7.0002400 <u>1</u>	78,440,055		-78,440,955	
	Total:	112,871,100	78,440,955	19	34,430,145	69.50
5. On-line Vendor Fees:	0000 - Appropriation Budget	20,729,900	100000000000000000000000000000000000000	2	20,729,900	
	6200 - Professional And Outside Services	3,23	12,552,346	4,447,654	-17,000,000	
	Total:	20,729,900	12,552,348	4,447,654	3,729,900	82.01
	Grand Total:	201,698,500	137,703,102	18,205,772	45,787,625	



Arizona
Collery

New Business Item #1

Instant Scratch Game Profiles Report to Arizona Lottery Commission June 20, 2025

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

NEW GAME PROFILES

Attached for the Lottery Commission's action is new instant scratch game profiles: *Happy Holidays* #1504, *One Word Crossword* #1506, *Candy Cane Cash* #1507, *Triple Red 7's* #1508, *Cash Countdown* #1509, *Crossword* #1510, \$100 Grand Crossword #1514, and *Promotional Game* #1516.

<u>Happy Holidays #1504.</u> This \$1 game has a top prize of \$500. This game will be printed at a quantity of approximately 3.6 million tickets.

One Word Crossword #1506. This \$3 game has a top prize of \$20,000. This game will be printed at a quantity of approximately 5.8 million tickets.

<u>Candy Cane Cash #1507.</u> This \$5 game has a top prize of \$50,000. This game will be printed at a quantity of approximately 2.2 million tickets.

<u>Triple Red 7's #1508.</u> This \$10 game has a top prize of \$100,000. This game will be printed at a quantity of approximately 5.7 million tickets.

<u>Cash Countdown #1509.</u> This \$20 game has a top prize of \$250,000. This game will be printed at a quantity of approximately 1 million tickets.

<u>Crossword #1510.</u> This \$2 game has a top prize of \$10,000. This game will be printed at a quantity of approximately 7.6 million tickets.

<u>\$100 Grand Crossword #1514.</u> This \$10 game has a top prize of \$100,000. This game will be printed at a quantity of approximately 6.3 million tickets.

Promotional Game #1516. This game is not for sale to the general public and will be used by the Arizona Lottery for promotional purposes only. This game will be printed at a quantity of approximately 25,000 tickets.

AMENDED GAME PROFILE

Attached for the Lottery Commission's action is amended instant scratch game profile: *Retro Slingo*[®] #1511.

<u>Retro Slingo[®] #1511.</u> A play symbol in the JUKEBOX BONUS play symbol set was removed to avoid player confusion with another symbol. Additionally, two new plays symbols were added to the JUKEBOX BONUS symbol set.

Attachments (Commissioners only)

New Business Item #2

Fast Play Game Profiles
Report to Arizona Lottery Commission
June 20, 2025

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: Fast Cash Bingo #189, Snowflake Doubler #190, Merry Money Match #191 and Triple Red 7's Progressive #192.

<u>Fast Cash Bingo</u> #189. This \$2 game has a top prize of \$5,000. In this game, players match their CALLER'S NUMBERS to the PLAYER'S CARD to complete horizontal, vertical or diagonal lines to win the corresponding prizes in the prize LEGEND.

Snowflake Doubler #190. This \$2 game has a top prize of \$500. In this game, players match their YOUR SYMBOLS to the WINNING SYMBOLS to win a prize.

<u>Merry Money Match</u> #191. This \$10 game has a top prize of \$1,000. In this game, players match YOUR NUMBERS symbols to the WINNING NUMBERS symbol to win a prize.

<u>Triple Red 7's Progressive #192.</u> This \$10 game has a progressive top prize starting at \$30,000. In this game, players match three identical symbols to win a prize.

AMENDED GAME PROFILES

Attached for the Lottery Commission's action are amended Fast Play game profiles: Fat Wallet #143, Diamond Mine #144, SPACE INVADERSTM Cash Invasion #149, Sevens #153, Windfall Willie Doubler #162, Triple Red 7's Progressive #163, Casino Royale Slots #166, Multiplier Mania Progressive #169, Lucky Gems Progressive #171, Xtreme Multiplier Progressive #172, \$20 on the Spot #173, Year of the Snake #174, MONOPOLY #175, Lots O' Loot #176, PAC-MAN #177, Cash Connect #178, Arizona Gold Rush #179, Big Bankroll #180, Double Win #181, Money Vault Progressive #182, Double Money Vault Progressive #183, Triple Money Vault Progressive #184, Sunny Money #185, JURASSIC WORLD #186, Match For Cash #187, and Ghostly Green #188.

Fat Wallet #143. Revision to "Purchase Conditions and Characteristics."

Diamond Mine #144. Revision to "Purchase Conditions and Characteristics."

SPACE INVADERSTM Cash Invasion #149. Revision to "Purchase Conditions and Characteristics."

Sevens #153. Revision to "Purchase Conditions and Characteristics."

Windfall Willie Doubler #162. Revision to "Purchase Conditions and Characteristics."

Triple Red 7's Progressive #163. Revision to "Purchase Conditions and Characteristics."

Casino Royale Slots #166. Revision to "Purchase Conditions and Characteristics."

Multiplier Mania Progressive #169. Revision to "Purchase Conditions and Characteristics."

<u>Lucky Gems Progressive #171.</u> Revision to "Purchase Conditions and Characteristics."

<u>Xtreme Multiplier Progressive #172.</u> Revision to "Purchase Conditions and Characteristics."

\$20 on the Spot #173. Revision to "Purchase Conditions and Characteristics."

Year of the Snake #174. Revision to "Purchase Conditions and Characteristics."

MONOPOLY #175. Revision to "Purchase Conditions and Characteristics."

Lots O' Loot #176. Revision to "Purchase Conditions and Characteristics."

PAC-MAN #177. Revision to "Purchase Conditions and Characteristics."

Cash Connect #178. Revision to "Purchase Conditions and Characteristics."

Arizona Gold Rush #179. Revision to "Purchase Conditions and Characteristics."

Big Bankroll #180. Revision to "Purchase Conditions and Characteristics."

Double Win #181. Revision to "Purchase Conditions and Characteristics."

Money Vault Progressive #182. Revision to "Purchase Conditions and Characteristics."

Double Money Vault Progressive #183. Revision to "Purchase Conditions and Characteristics."

Triple Money Vault Progressive #184. Revision to "Purchase Conditions and Characteristics."

Sunny Money #185. Revision to "Purchase Conditions and Characteristics."

JURASSIC WORLD #186. Revision to "Purchase Conditions and Characteristics."

Match For Cash #187. Revision to "Purchase Conditions and Characteristics."

Ghostly Green #188. Revision to "Purchase Conditions and Characteristics."

Attachments (Commissioners only)

New Business Item #3

Players Club Promotion Profiles #145 Report to Arizona Lottery Commission June 20, 2025

This report has been provided to the Lottery Commission regarding the \$1 Million Mega Market Giveaway Promotion Profile. The Commission is requested to approve this Promotion Profile.

NEW PROMOTION PROFILE

Attached for the Lottery Commission's action is the Promotion Profile: \$1 Million Mega Market Giveaway.

\$1 Million Mega Market Giveaway Promotion Profile #145

Starting August 1, 2025 players will be able to enter winning and non-winning eligible Scratchers® game tickets for a chance to win a trip for two to Las Vegas where they will compete for cash prizes up to \$1,000,000.

Attachments (Commissioners only)