



August 16, 2024
COMMISSION
REPORT

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

Pursuant to Arizona Revised Statute (A.R.S.) § 38-431.02, notice is hereby given to the members of the Arizona State Lottery Commission and to the general public that the Arizona State Lottery Commission will hold a meeting open to the public on **August 16, 2024, at 10:00 a.m.**, in the **Arizona Lottery Board Room, located at 4740 East University Drive, Phoenix, Arizona.** The Public may join the meeting in person and will have physical access to the Arizona Lottery Board Room fifteen (15) minutes before the start of the meeting. The Public may also join by telephone or Internet through **Google Hangouts Meet**.

The following are instructions for joining the meeting via Google Hangouts Meet:

Join the meeting online by entering the following link into your URL

meet.google.com/guc-uece-uyy

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 June 21, 2024, Public Meeting

Agency Reports

1. Executive Report – Presentation
2. Financial Report – Presentation
3. Retailer of the Quarter – Presentation
4. Retailer of the Year - Presentation
5. Marketing & Products Update- Presentation
6. 4th Quarter Products & Sales Review – No Presentation
7. New Games Introduction – No Presentation

New Business

1. Discussion and possible action on new instant scratch game profiles: *Barrett Jackson* #1467, *Arizona Treasure Hunt* #1470, *MONOPOLY™ 5X* #1471, *MONOPOLY™ 10X®* #1472, *MONOPOLY™ 20X* #1473, *MONOPOLY™ 50X* #1474, *MONOPOLY™ 100X* #1475, *Money Maker* #1476, and *MONOPOLY™ Promotional Game* #1477.

2. Discussion and possible action on new instant tab game profiles *Bold & Brave* #205, *Desert Wild* #206, *Red, White & Blue Jay* #207, *Let Freedom Ring* #208, *Lakeside* #209, *Whole Lotta Loot* #210, *Flowers in the Sun* #1111, *On the Green* #1112, *Fantabulous Fortune* #1113, *Haba Happy Day* #1114, *Afternoon Delights* #1115, and *Swish* #1116.
3. Discussion and possible action on new Fast Play™ game profiles: *Year of the Snake* #174, and *MONOPOLY™* #175.
4. Discussion and possible action on new promotion profiles: *\$500K Giveaway* #136, and *Crossword Craze* #137.

Call to the Public

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

Announcements

1. The next meeting will be held on **September 20, 2024, at 10:00 a.m.**

Adjournment

Materials

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

Notice

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

Dated this 8th day of August 2024

Alec Esteban Thomson
CEO & EDD

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

PUBLIC MEETING OF THE ARIZONA LOTTERY

Commission Minutes of June 21, 2024, Meeting

PRESIDING Chair Jeff Weintraub (In-Person)

COMMISSIONERS Shannon Scheel (In-Person) and Mario Aniles (Tele-Conference)

LOTTERY Alec Thomson; Executive Deputy Director, Russ Harben; Deputy Director of Operations & Chief Financial Officer, Mia Lemke, Chief People Officer, Todd Terrell; Deputy Director of Security & Regulatory, and Kome Akpolo; General Counsel (Teleconference)

Luanne Mansanares, Anna Hunt, Ray Ortega (In Person), Alexandra Adukeh, Valerie Aguilar, Shelby Alessi, Mary Cimaglio, Anjali Dang, Karla Henriksen, Holly Hichens, Susan Kalember, Ashley Lovett, Mia Marques, Vicki Nelson, Tiffany Paris, Jacob Rusywick, Lisa Schartz, Lynda Sellers, Sam Shipps, Brian Simons, Erin Stanley, Adam Tollefson, and Nicholas Wagner (Tele-Conference)

GUESTS Attorney General Representatives: Pamela Peiser (In-Person)

Legislative Liaisons: Jimmy Arwood (In-Person)

Scientific Games Representatives: Steve Smith (In-Person), Gabriel Reed and Topper Wilson (Tele-Conference)

Pollard Banknote Limited Representatives: John Papile, Travis Priest, and Jessica Velarde (Tele-Conference)

OH Partners: Anna Garza (Teleconference)

IGT – Nicholas Schell (Teleconference)

PUBLIC Mark Basedow (Teleconference)

Call to Order

1. **Call for Quorum:** Pursuant to the Public Notice dated June 12, 2024, the Public Meeting of the Arizona State Lottery Commission was called to order at 10:00 a.m. by Chair Jeff Weintraub. A quorum was present, with Chair Weintraub, Commissioner Scheel (In-Person), and Commissioner Aniles (Tele-Conference)
2. **Notice:** Notice was posted by Luanne Mansanares on June 12, 2024, at 3:30 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 17, 2024, Public Meeting minutes. Commissioner Scheel moved; Commissioner Aniles seconded. The vote was unanimous, with Chair Weintraub, Commissioner Scheel (In-Person), and Commissioner Aniles (Tele-Conference), all voting aye. The motion carried.

New Business

1. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new instant scratch game profiles: *Crossword* #1420, *Festive \$500s* #1464, *Blazing Heat/Black Ice* #1468, and *Blackjack Tripler* #1469.

In accordance with A.R.S. §5-554(C), Chair Weintraub entertained a motion to approve the orders and authorize the Agency to issue the orders regarding new instant scratch game profiles: #1420, #1464, #1468, and #1469. Commissioner Aniles moved; Commissioner Scheel seconded. The vote was unanimous, with Chair Weintraub, Commissioner Scheel (In-Person), and Commissioner Aniles (Tele-Conference), all voting aye. The motion carried.

2. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new instant tab game profile: *Catch A \$100* #204, There was no response.

In accordance with A.R.S. §5-554(C), Chair Weintraub entertained a motion to approve the order and authorize the Agency to issue the order regarding new instant tab game profile: #204. Commissioner Scheel moved; Commissioner Aniles seconded. The vote was unanimous, with Chair Weintraub, Commissioner Scheel (In-Person), and Commissioner Aniles (Tele-Conference), all voting aye. The motion carried.

3. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new Fast Play™ profiles: *Multiplier Mania Progressive* #169, *Lucky Gems Progressive* #171, and amended Fast Play™ game profiles: *Lucky 13* #167, and *Xtreme Multiplier Progressive* #172. There was no response.

In accordance with A.R.S. §5-554(C), Chair Weintraub entertained a motion to approve the order and authorize the Agency to issue the order regarding new Fast Play™ profiles: #169, #171, and amended Fast Play™ profiles: #167, and #172. Commissioner Scheel moved; Chair Weintraub seconded. The vote was unanimous, with Chair Weintraub, Commissioner Scheel (In-Person), and Commissioner Aniles (Tele-Conference), all voting aye. The motion carried.

4. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new promotion profile: *Lady Luck: Women in Country Music* #135. There was no response.

In accordance with A.R.S. §5-554(C), Chair Weintraub entertained a motion to approve the order and authorize the Agency to issue the order regarding new promotion profile: #135. Commissioner Schell moved; Commissioner Aniles seconded. The vote was unanimous, with Chair Weintraub, Commissioner Scheel (In-Person), and Commissioner Aniles (Tele-Conference), all voting aye. The motion carried.

10:05 am Commissioner Aniles had to leave the meeting.

10:05 am: Assistant Attorney General Pamela Peiser addressed the Commission and advised that since a quorum is no longer present, the Commission Meeting must cease.

Announcements

1. The Commission will not meet in July, and the next meeting will be held on August 16, 2024.

Adjournment

Chair Weintraub thanked everyone for coming. The meeting adjourned at 10:06 a.m.

Materials

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

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Agency Reports
Report to Arizona Lottery Commission
August 16, 2024

Executive Report – Presentation

Financial Report – Presentation

Retailer of the Quarter – Presentation

Retailer of the Year – Presentation

Marketing & Products Update – Presentation

4th Quarter Products & Sales Review – No Presentation

New Game Introductions – No Presentation

The following Scratchers games were introduced since the last commission meeting: *Double Bingo* #1441, *Lady Luck* #1453, *Loteria Grande* #1456, *Lucky 10* #1458, and *\$500,000 Gold Rush* #1459.

The following Fast Play games were introduced since the last commission meeting: *Lucky 13* #167 and *Touchdown Dollars* #168.

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 8/5/24
6/19/24	\$5	1419	Sunshine Slingo [®] Trio	3,044,820	96%
8/2/24	\$10	7101	\$50 or \$100 Scratch & Scan	420,000	2%
8/2/24	\$5	7102	Crossword Scratch & Scan	1,440,000	2%
8/2/24	\$5	7103	\$500 Loaded Scratch & Scan	1,440,000	1%
8/2/24	\$10	7104	Instant Jackpot/Triple Red 777 Scratch & Scan	480,000	2%

ATTACHMENT A

Dashboard Report August 2024

SERVING ARIZONA FOR 43 YEARS





5.39%

vs. Proj (FYTD)

Total Sales (FYTD)
\$1,528,240,999

0.76%

vs. PYTD

50.44%

vs. Proj (FYTD)

Draw Sales
\$479,238,564^{31.4%}
%Total Sales

9.35%

vs. PYTD

Draw Sales : From
7/1/2018 - To
6/30/2024
Fast Play Sales :
From 7/1/2018 - To
6/30/2024

-7.29%

vs. Proj (FYTD)

Instant Sales
\$1,049,002,435^{68.6%}
%Total Sales

-2.73%

vs. PYTD

80.61%

vs. Proj (FYTD)

Multi-State
\$321,477,118^{67.1%}
%Draw Sales

5.53%

vs. PYTD

-7.35%

vs. Proj (FYTD)

Scratchers Sales
\$1,033,139,695^{98.5%}
%Instant Sales

-2.81%

vs. PYTD

15.98%

vs. Proj (FYTD)

In-State
\$102,875,054^{21.5%}
%Draw Sales

21.15%

vs. PYTD

-12.26%

vs. Proj (FYTD)

Charitable Pulltab Sales
\$8,435,340^{0.8%}
%Instant Sales

-7.79%

vs. PYTD

-12.17%

vs. Proj (FYTD)

Quick Draw
\$2,955,116^{0.6%}
%Draw Sales

15.69%

vs. PYTD

Scratcher Sales :
From 7/1/2018 - To
6/30/2024
Pulltab Sales : From
7/2/2018 - To
6/28/2024

9.30%

vs. Proj (FYTD)

Age Rest. Pulltab Sales
\$5,514,000^{0.5%}
%Instant Sales

17.59%

vs. PYTD

7.07%

vs. Proj (FYTD)

Fast Play
\$51,931,276^{10.8%}
%Draw Sales

12.49%

vs. PYTD

10.23%

vs. Proj (FYTD)

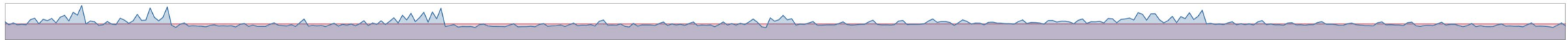
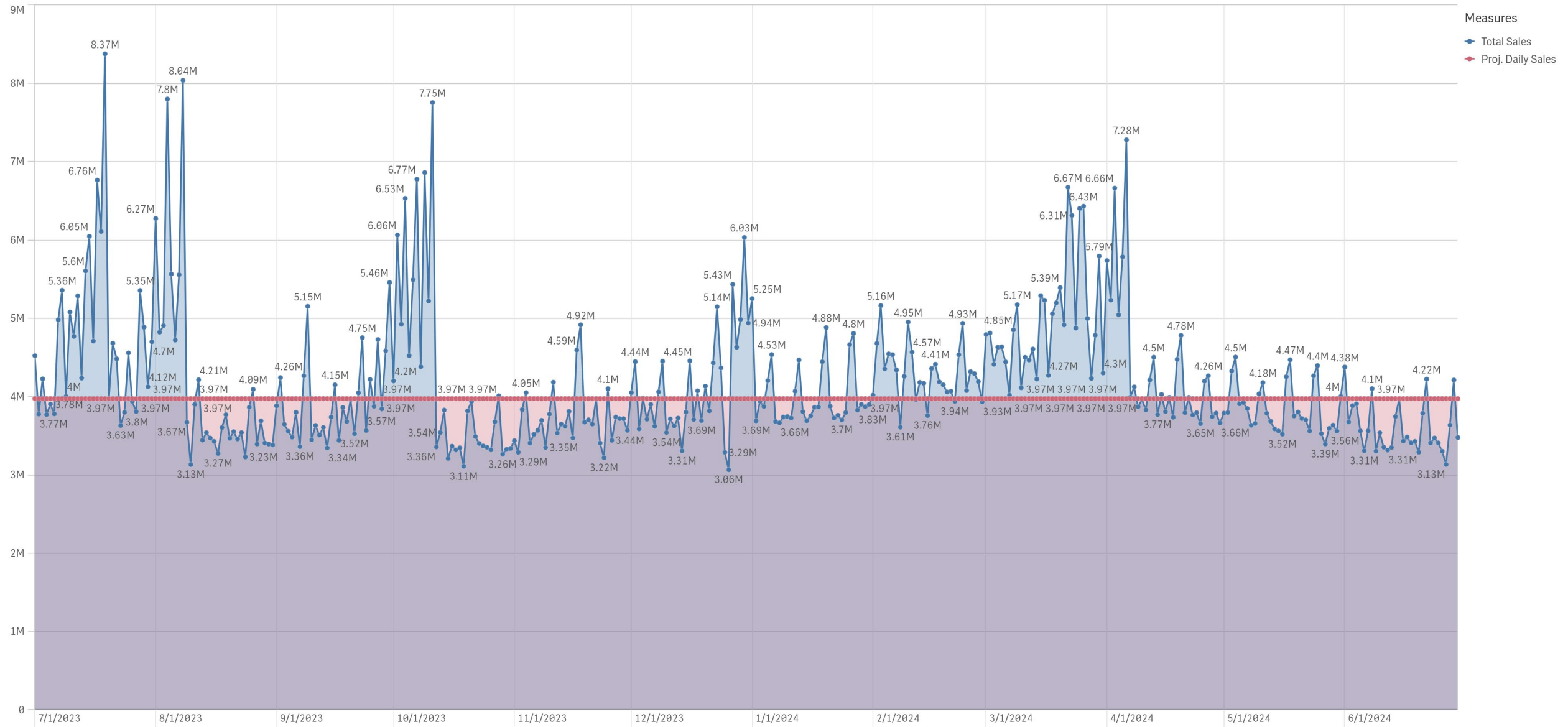
Other Pulltab Sales
\$1,913,400^{0.2%}
%Instant Sales

18.86%

vs. PYTD



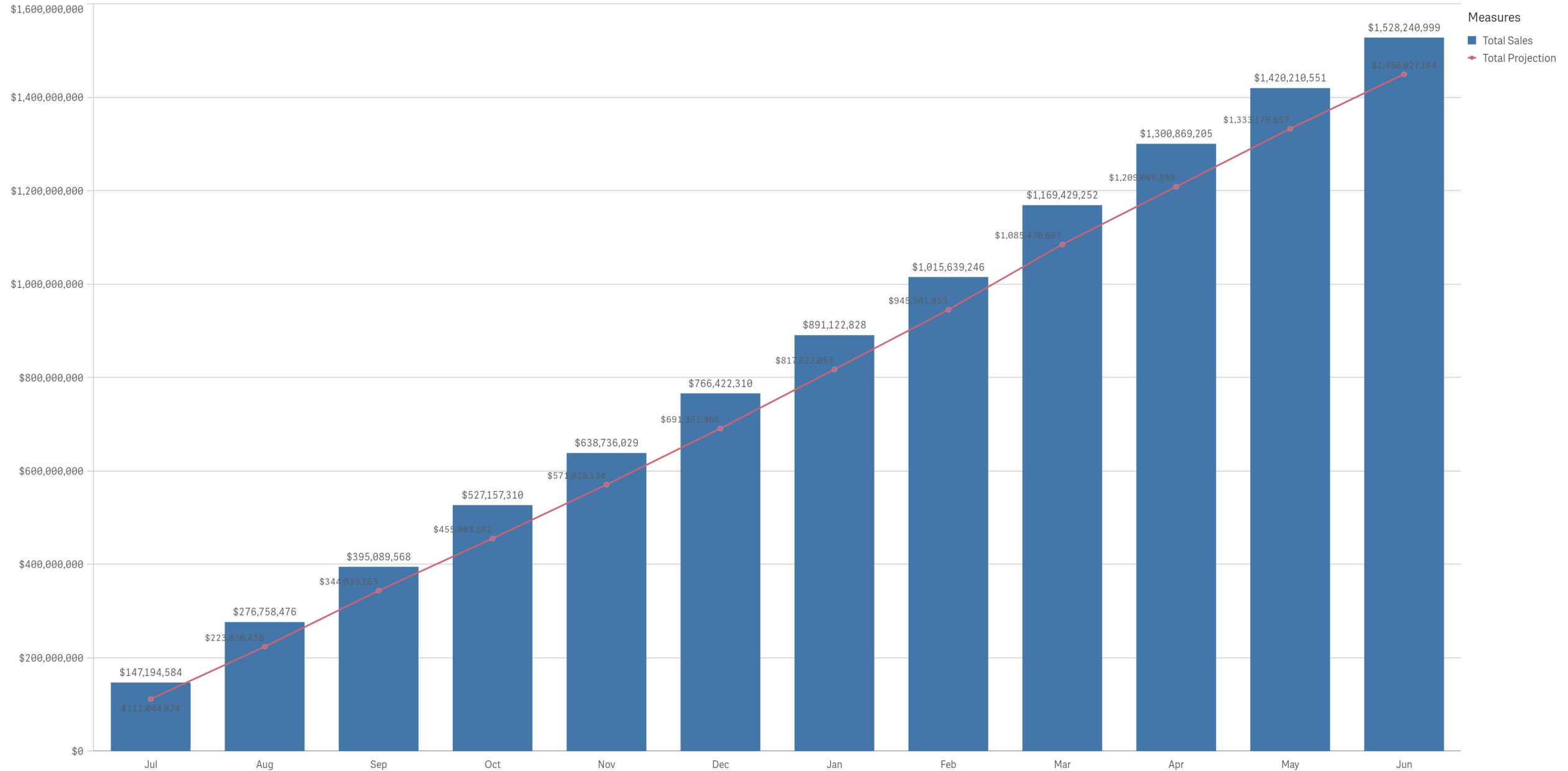
Daily Sales vs. Goal





YTD Sales vs. Projection

FY 2024 Total Sales vs. Projection

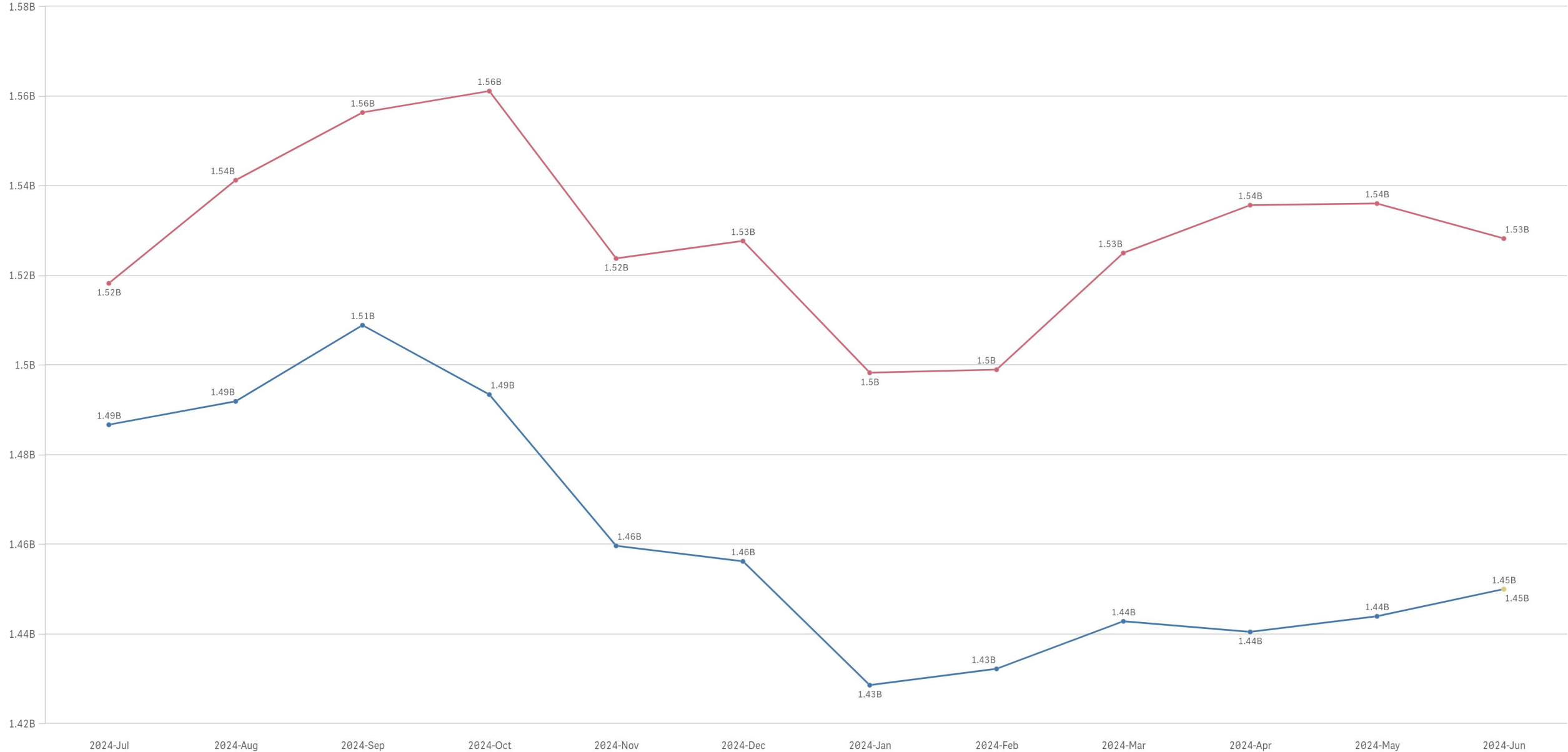




Rolling 12 Month Total Sales

Rolling 12 Month Sales

◆ Total Projection ◆ Current Year Projection ◆ Total Sales

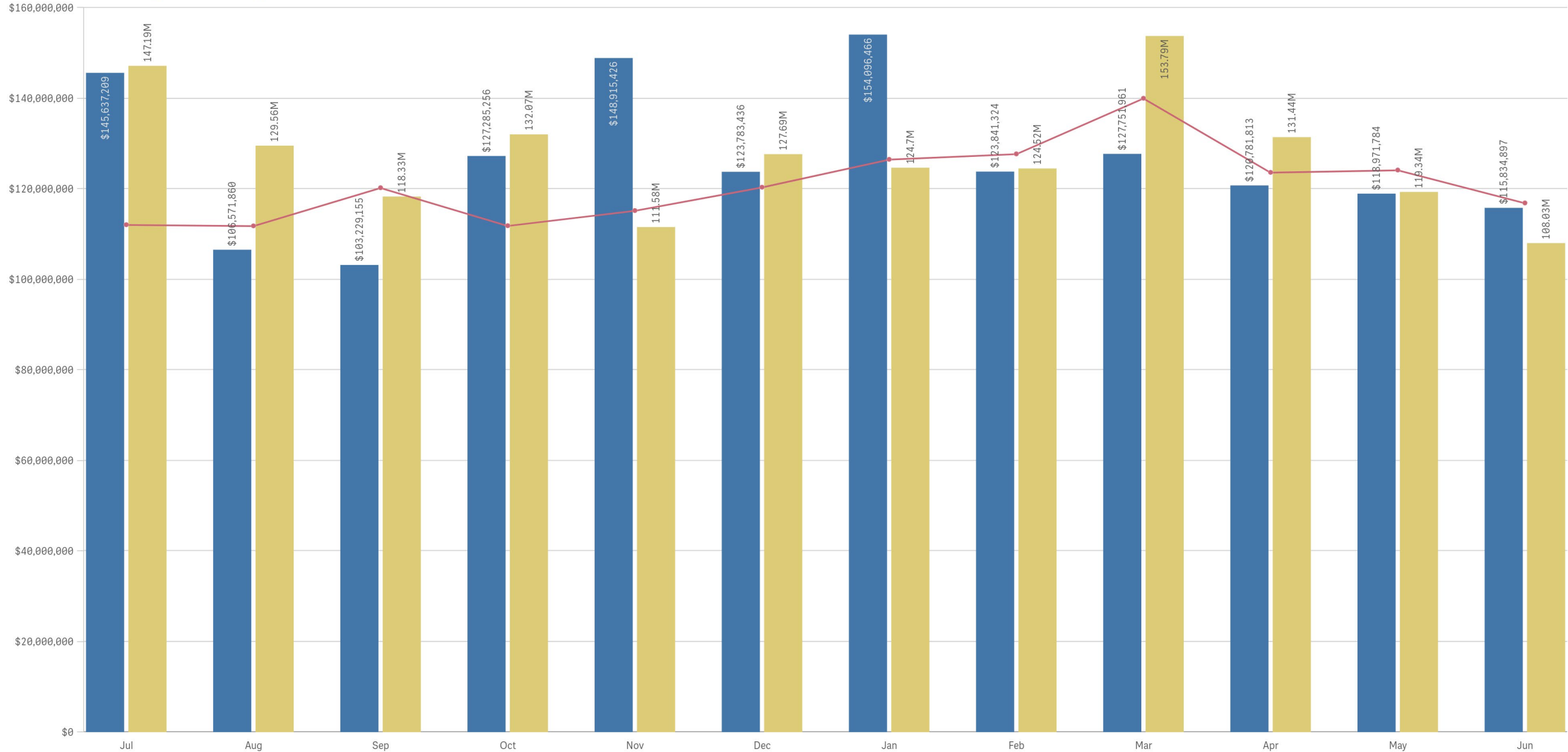




All Games

Sales FY 2023 vs. 2024 vs. Projection

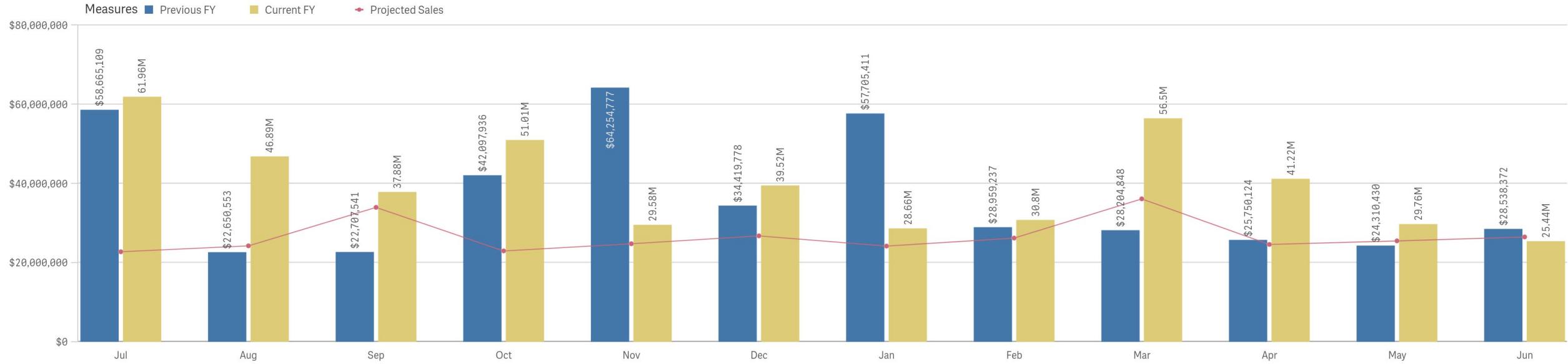
Measures ■ Previous FY ■ Current FY ◆ Projected Sales



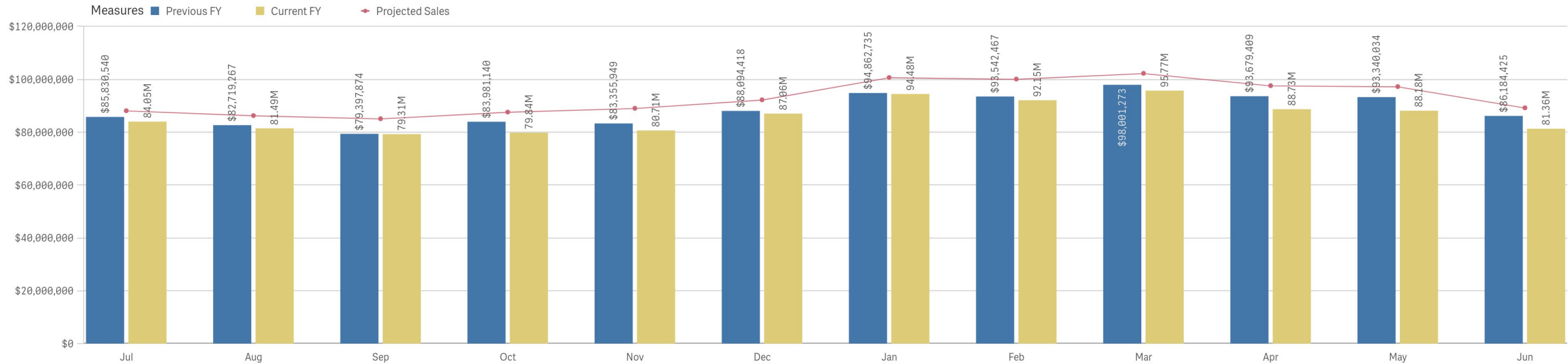


Draw and Instant Games

Draw Sales FY 2023 vs. 2024 vs. Projection



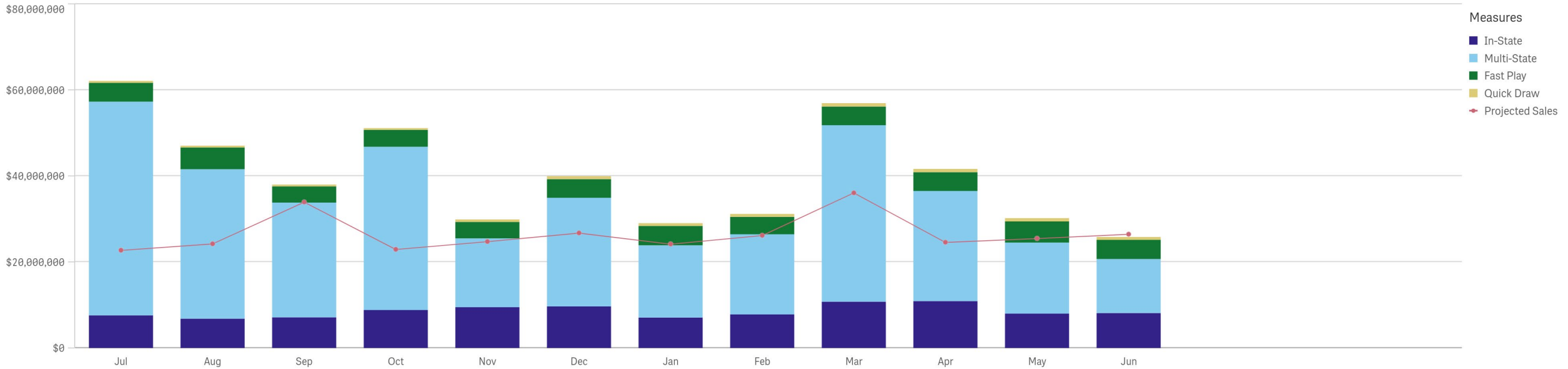
Instant Sales FY 2023 vs. 2024 vs. Projection



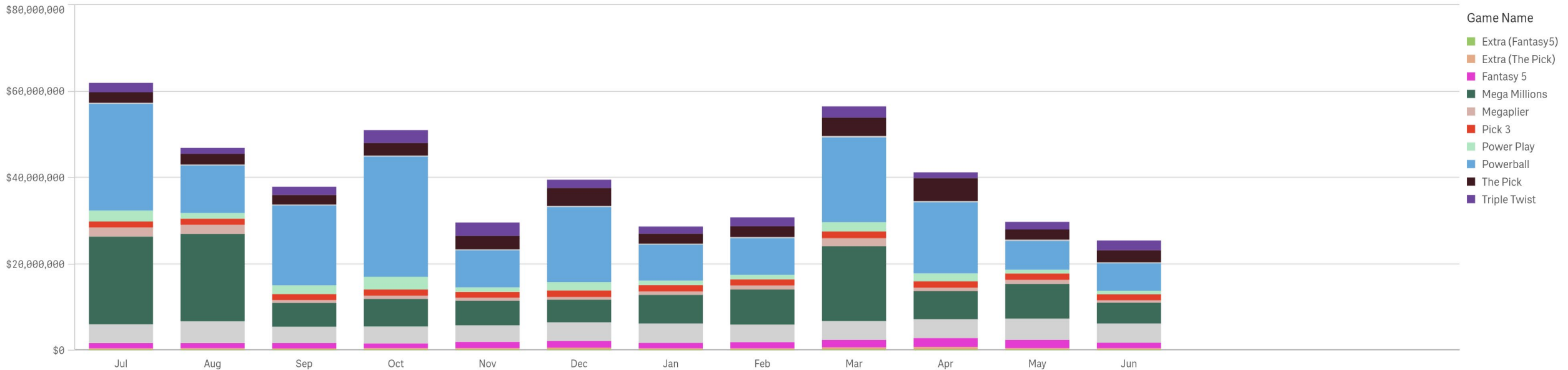


Draw Sales by Month

FY 2024 Draw Sales by Game Type



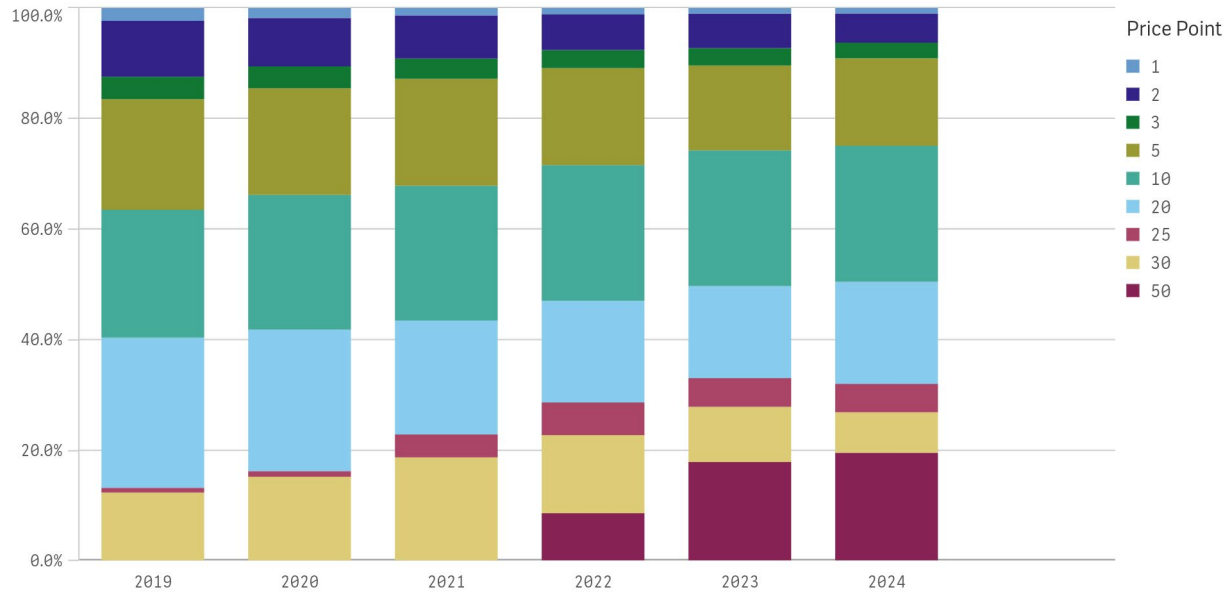
FY 2024 Draw Sales by Game



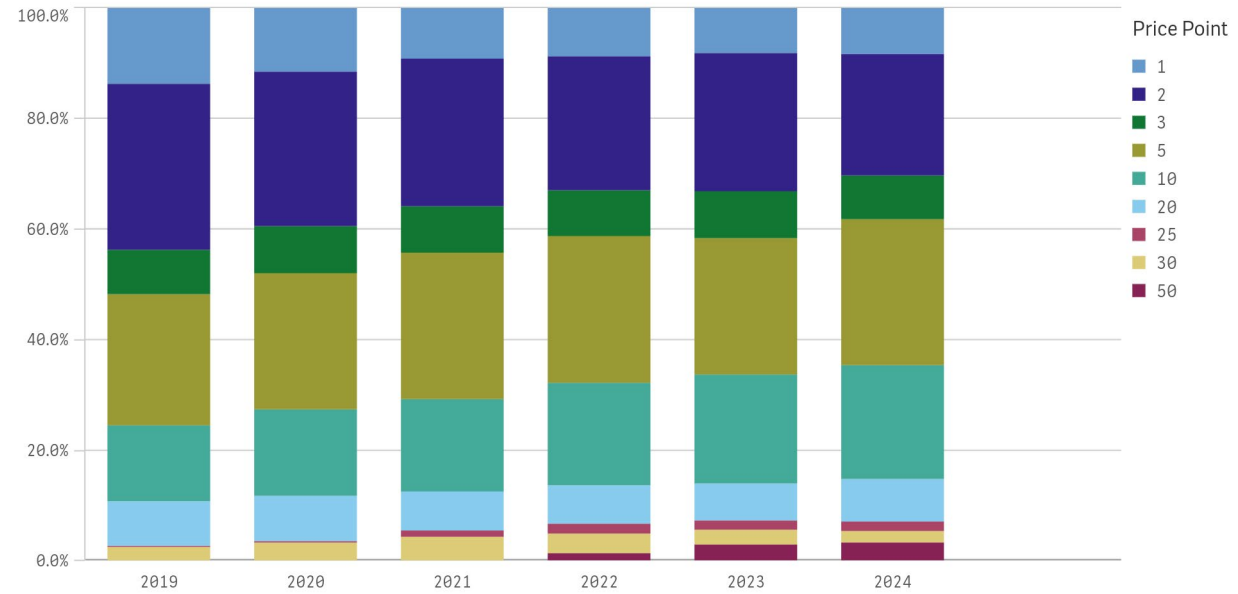


Sales by Price Point - Scratcher and Pull Tabs

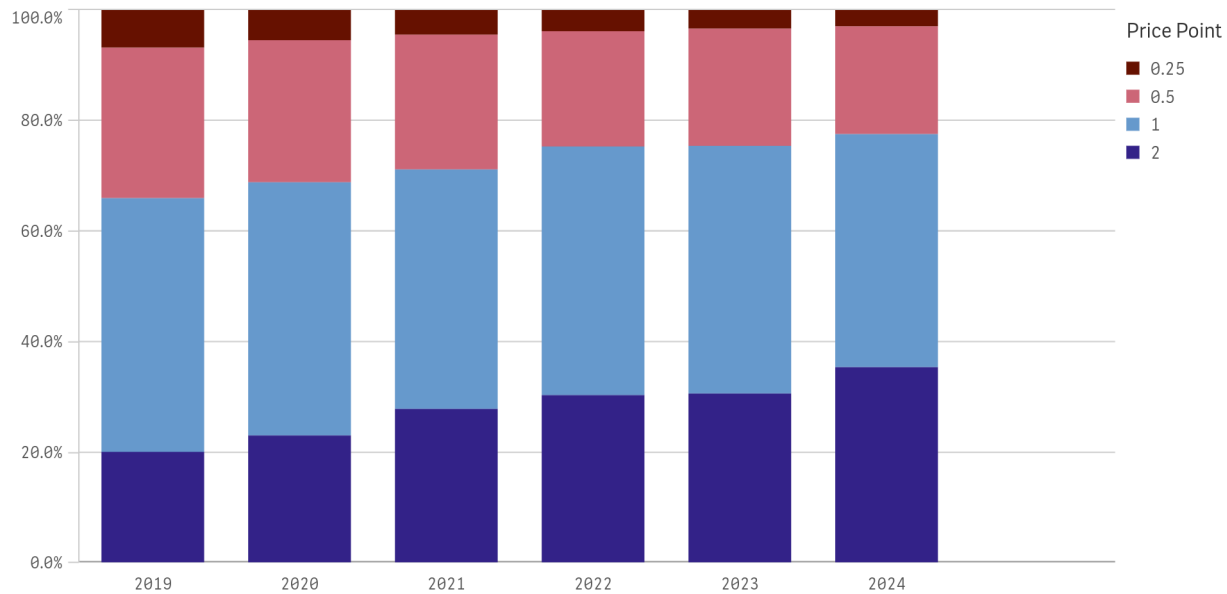
Based on Dollars Sold - Scratcher



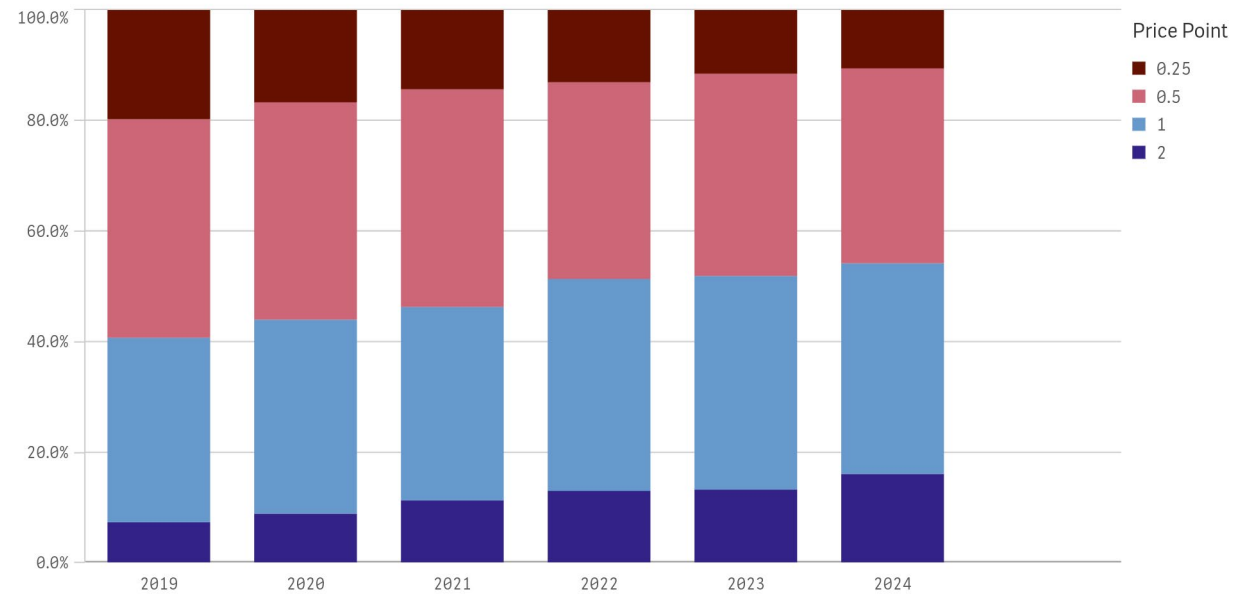
Based on Tickets Sold - Scratcher



Based on Dollars Sold - Pull Tabs

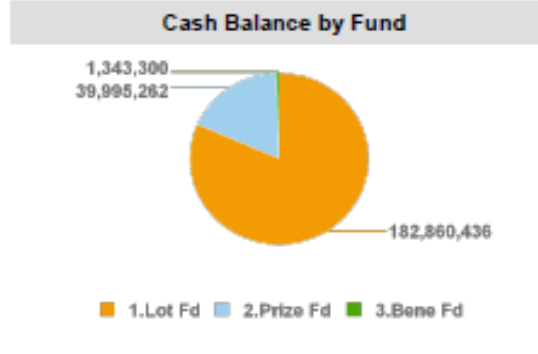
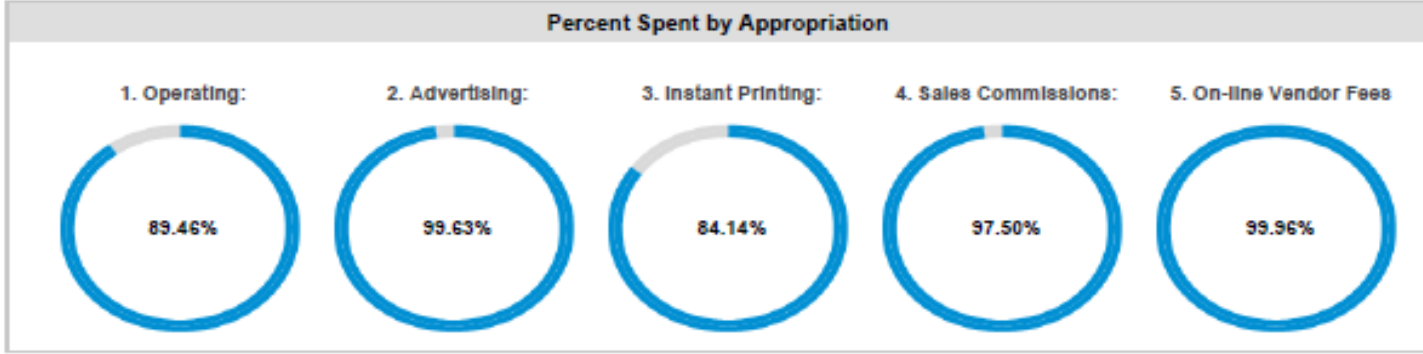
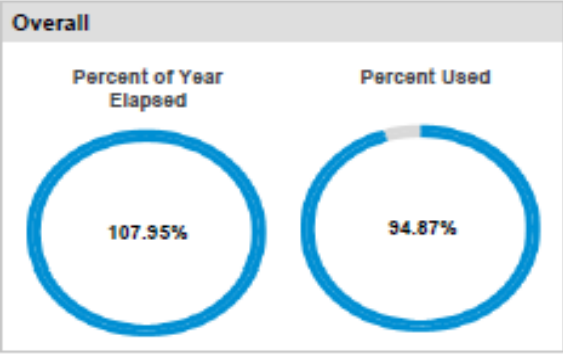


Based on Tickets Sold - Pull Tabs

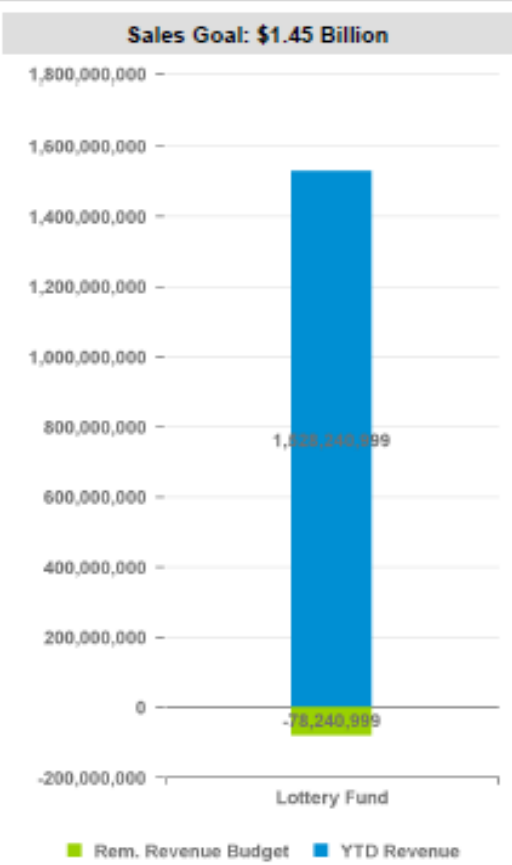




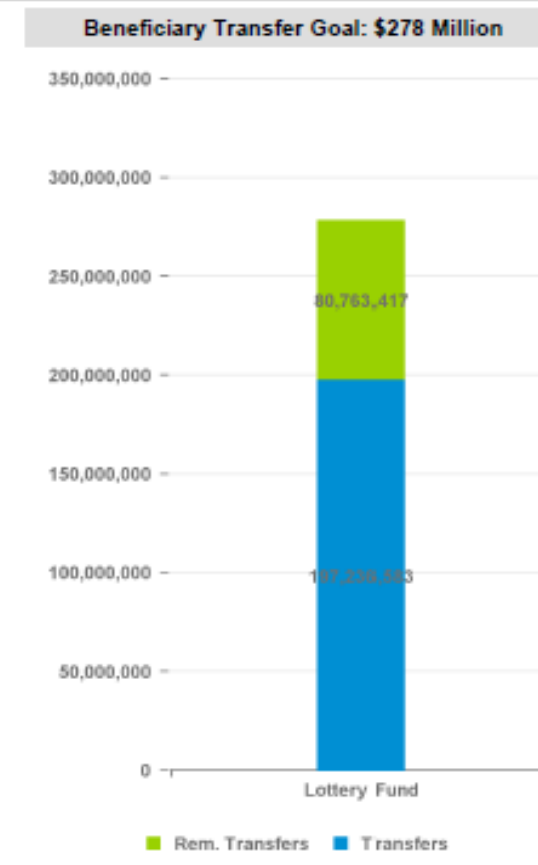
FY24 Year-to-date Financial Status



Budget by Appropriation Type and Object Class



Appropriation	Object Class	Budget	Expenditures	Encumbered	Remaining	% Used
1. Operating:	0000 - Appropriation Budget	10,475,200	-	-	10,475,200	
	6000 - Personal Services	-	4,708,586	-	-4,708,586	
	6100 - Employee Related Expenditures	-	1,743,753	-	-1,743,753	
	6200 - Professional And Outside Services	-	557,958	-	-557,958	
	6500 - Travel - In-State	-	-90,301	1,647	88,654	
	6600 - Travel - Out-Of-State	-	46,354	806	-47,160	
	7000 - Other Operating Expenditures	-	2,113,905	74,006	-2,187,911	
	8400 - Capital Equipment	-	68,325	4,123	-72,448	
	8500 - Non-Capital Equipment	-	57,322	-	-57,322	
	9100 - Transfers Out	-	84,761	-	-84,761	
Total:		10,475,200	8,280,883	80,582	1,103,868	89.48%
2. Advertising:	0000 - Appropriation Budget	15,500,000	-	-	15,500,000	
	7000 - Other Operating Expenditures	-	15,068,550	374,661	-15,443,211	
	Total:	15,500,000	15,068,550	374,661	68,789	99.83%
3. Instant Printing:	0000 - Appropriation Budget	37,764,088	-	-	37,764,088	
	6500 - Travel - In-State	-	-	-	-	
	7000 - Other Operating Expenditures	-	29,346,125	2,427,851	-31,773,977	
Total:	37,764,088	29,346,125	2,427,851	6,890,111	84.14%	
4. Sales Commissions:	0000 - Appropriation Budget	108,073,464	-	-	108,073,464	
	7000 - Other Operating Expenditures	-	103,880,856	1,485,992	-105,366,848	
	Total:	108,073,464	103,880,856	1,485,992	2,706,616	97.50%
5. On-line Vendor Fees:	0000 - Appropriation Budget	20,396,393	-	-	20,396,393	
	6200 - Professional And Outside Services	-	20,387,665	-	-20,387,665	
	Total:	20,396,393	20,387,665	-	8,728	99.98%
Grand Total:		182,208,146	177,973,868	4,388,087	8,888,200	



Arizona
Lottery

TM

ATTACHMENT B



Katie Hobbs
Governor

Alec Esteban Thomson
CEO & EDD

Arizona Lottery
FY2024 - Product Review
Quarter 4 Review - July 2023 through June 2024

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 fourth quarter of FY24 reached \$1,528,240,999 - an increase of 0.8% from the same period last fiscal year.

The Scratchers® contribution to total sales through the current fiscal quarter of the year represents 67.6%, a decrease from the previous fiscal year. The market share for draw games is 27.9% of total sales, an increase from the previous fiscal year. The market share for Fast Play games grew this year, representing 3.4% of total sales. Combined Pull-tab sales continue to represent roughly 1.0% of total sales, an increase from the previous fiscal year. These market shares and sales details can be visualized in Appendix B.

Scratchers Games

Sales for Scratchers through the current fiscal quarter have totaled \$1,033,139,695, a decrease of -2.8% from the previous year.

Based on validations, players have earned more than \$747 million in prizes. The prizes paid calculated against the sales revenues equate to an average payout of 72.27%.

Through the current fiscal quarter, 40 new games were introduced. Combined with the games carried forward, 105 games contributed to the sales revenues.

During this same period, 42 games were ended. Of these games' endings, four were because the last top prize was redeemed. The remaining games ended as part of the standard quarterly game-ending process because the games were out of inventory or the intended sales period had ended.

Price Point	\$1	\$2	\$3	\$5	\$10	\$20	\$25	\$30	\$50	Total
# New Games	3	7	4	11	10	1	1	2	1	40
Carried Forward	3	12	6	17	15	5	1	4	2	65

Scratchers Sales by Price Point

Through the fourth quarter of the fiscal year, the category of \$20+ games represents 50.4% of Scratchers sales and 14.7% of tickets sold. The \$5-\$10 games represent 40.5% of Scratchers sales and 47.0% of tickets sold. The \$1-\$3 games account for 9.1% of Scratchers sales and 38.2% 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 \$218 million in sales, representing 21.12% of total Scratchers sales. Regarding dollars sold, two of the Top 10 games are Crossword or Bingo-style games, representing four of the Top 10 games in terms of tickets sold.

Top 10 Games - Sales Revenue

Price	Game	Sales Revenue
\$20	1400 \$230 Million Cash Explosion	\$ 96,827,700
\$50	1360 500X	\$ 83,676,350
\$50	1401 SET FOR LIFE	\$ 71,738,650
\$50	1440 500X FORTUNE	\$ 45,684,300
\$20	1436 100X	\$ 44,194,900
\$25	1421 Triple Bonus Crossword	\$ 42,108,325
\$10	1416 Triple Red 7's	\$ 37,375,320
\$10	1411 Coffee House Crossword	\$ 36,684,640
\$30	1431 Millionaire Extraordinaire	\$ 31,090,230
\$20	1402 24K GOLD	\$ 29,628,640

Top 10 Games - Tickets Sold

Price	Game	Tickets Sold
\$2	1370 Crossword	7,694,307
\$5	1395 Secret Agent Crossword	5,021,286
\$20	1400 \$230 Million Cash Explosion	4,841,385
\$2	1394 Money Ball Bingo	3,807,257
\$10	1416 Triple Red 7`s	3,737,532
\$10	1411 Coffee House Crossword	3,668,464
\$1	1432 5X	3,110,758
\$2	1410 Red Hot 7s	3,109,360
\$5	1434 20X	2,983,989
\$5	1419 Sunshine Slingo Trio	2,900,154

Fast Play Games

Sales for Fast Play games through the fourth quarter of the fiscal year totaled \$51,931,276, a 12.5% increase over the previous year.

Nine new games were introduced through the fourth quarter. Combined with games carried forward, 30 games contributed to the sales revenues.

During this same period, ten games ended. Three 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	Total
# New Games	2	2	2	2	1	9
Carried Forward	4	5	6	4	2	21

Ten progressive games contributed to sales this year through the fourth quarter. Fast Play games with progressive top prizes sold \$31,428,958 through the fourth quarter of this fiscal year, an increase of 24.3% over the same period last year.

Top 3 Fast Play Games - Sales Revenue

Price	Game	Sales Revenue
\$ 20	142 MEGA MULTIPLIER PROGRESSIVE	\$ 10,452,400
\$ 20	144 DIAMOND MINE	\$ 6,723,580
\$ 10	156 LIGHTNING FAST CASH DOUBLE BONUS PROGRESSIVE	\$ 5,353,930

Top 3 Fast Play Games - Tickets Sold

Price	Game	Tickets
\$ 5	150 XTREME MULTIPLIER PROGRESSIVE	856,644
\$ 1	157 \$20 ON THE SPOT	683,096
\$ 2	154 LIGHTNING FAST CASH PROGRESSIVE	544,896

Draw Games

Total draw games sales through the fourth quarter reached \$427,307,288, an increase of 8.98% over the same period last year.

Draw Game - Multi-State Games

Powerball® - Sales through the fourth quarter of the fiscal year totaled \$193,784,040, an increase of 19.4% over the previous year. The highest jackpot reached in the fourth quarter of the fiscal year was \$1 billion on April 6, 2024.

Mega Millions® - Sales through the fourth quarter of the fiscal year totaled \$127,693,078, a decrease of -10.2% from the previous year. The highest jackpot reached in the fourth quarter of the fiscal year was \$560.0 million on June 4, 2024.

Draw Games - In-State Games

Triple Twist™ - Sales through the fourth quarter of the fiscal year totaled \$25,185,276, an increase of 42.2% over the previous year.

The Pick™ - Sales through the fourth quarter of the fiscal year totaled \$40,950,043, an increase of 27.7% over the previous year. The highest jackpot reached in the fourth quarter of the fiscal year was \$11.9 million on April 22, 2024.

Fantasy 5™ - Sales through the fourth quarter of the fiscal year totaled \$19,441,017, an increase of 3.3% over the previous year. The highest jackpot reached in the fourth quarter of the fiscal year was \$693 thousand on May 6, 2024.

Pick 3™ - Sales through the fourth quarter of the fiscal year totaled \$17,298,718, an increase of 6.% over the previous year.

Quick Draw Games

Sales through the fourth quarter of the fiscal year totaled \$2,955,116, an increase of 15.7% over the previous year.

One to Win™ - Sales through the fiscal year's fourth quarter totaled \$550,316.

5/10/45™ - Sales through the fiscal year's fourth quarter totaled \$933,418.

5 in a Line™ - Sales through the fiscal year's fourth quarter totaled \$168,204.

Lucky Links™ - Sales through the fiscal year's fourth quarter totaled \$160,709.

Two to Win™ - Sales through the fiscal year's fourth quarter totaled \$765,555.

Money Roll™ - Sales through the fiscal year's fourth quarter totaled \$171,154.

Hi-Lo™ - Sales through the fiscal year's fourth quarter totaled \$81,256.

Pick Your Bet™ - Sales through the fiscal year's fourth quarter totaled \$124,504.

FY2024 - Sales Department Review
Quarter 4 Review - July 2023 through June 2024

Vending Machine Sales (Appendix D)

Total vending machine sales through the fourth quarter of FY24 was \$807,695,388, an increase of 6.1% over FY23 sales of \$760,958,261. There are currently 2081 machines installed at retail locations compared to 1947 in FY23. The average sales per unit decreased to \$31,005 versus \$32,483 in FY23. FY24 sales from vending machines represented 53.4% of total sales, an increase from 50.7% in FY23.

Chain accounts represented 78.0% of total vending sales in the fourth quarter of FY24. QuikTrip leads all chain accounts with average machine sales of \$593,020. Followed by Fry's Food at \$586,837 and Safeway at \$574,783.

The new monthly out-of-stock goal for FY24 is 4.50%. We achieved that goal in two months of the quarter with averages of 4.73% in April, 4.38% in May, and 4.23% in June. The overall average for the fourth quarter of FY24 was 4.63%, down from 4.94% in FY23. The sales team will continue to focus on vending out-of-stocks in FY24.

Corporate Account Review (Appendix E)

- Major retail chains represent 46.9% of all Draw and Scratchers lottery accounts, down slightly from 47.8% in FY23.
- Convenience stores represent 33.8% of total accounts, while chain food stores represent 13.0%.
- Major retail chains comprise 72.8% of the total market share, with convenience and food stores accounting for 40.3% and 32.5%, respectively.
- Fry's food stores remain the leader with per-store average sales of \$1,542,251. Safeway follows at \$1,199,300, with Albertsons and QuikTrip at \$1,185,315 and \$1,022,701, respectively.
- Circle K accounts for 16.7% of the market share with 600 stores, followed by Fry's at 13.2% with 129 stores and QuikTrip at 9.8% with 145 stores.

Business Classification Review (Appendix G)

- Chain and independent convenience stores account for 54.9% of total Lottery accounts and 56.1% of the market share in sales. Chain and independent grocery stores account for 14.6% and 33.1% of the market share. Instant Tab retailers account for 7.6% of total lottery accounts and 1.% of the sales market share.
- FY24 comparison sales to FY23 show chain and independent convenience sales down 2.5%, while chain and independent grocery stores posted an increase of 6.%.
- The Instant Tab category is slightly up 2.8% in the fourth quarter when compared to the same period in FY23.

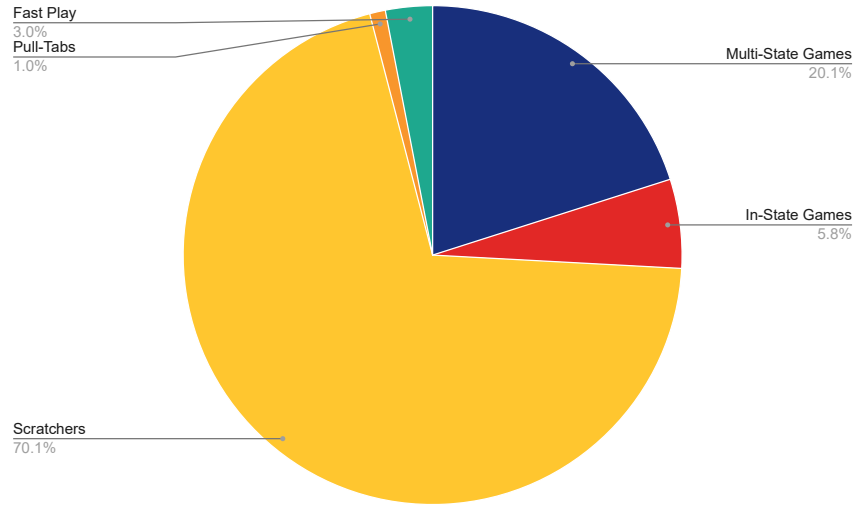
County Review (Appendix H)

- The estimated per capita weekly sales for the fourth quarter of FY24 was \$3.92, an increase from \$3.86 in FY23.
- Maricopa and Pima counties held a market share of 75.3% of total sales. Mohave, Pinal, and Yavapai counties' combined market share was 14.9%, and the remaining counties represented 9.7% of sales.
- Mohave County posted the highest weekly per capita sales at \$8.43, followed by La Paz County at \$7.99 and Greenlee and Cochise Counties at \$5.68 and \$5.2, respectively.

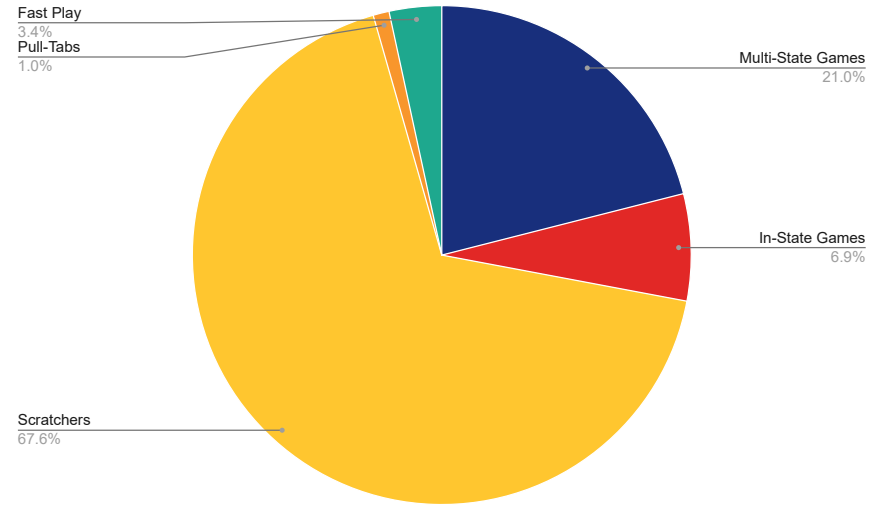
ARIZONA LOTTERY
QUARTERLY SALES BY PRODUCT
 Fiscal Year 2024 - July 2023 through June 2024

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	\$ 27,262,813	\$ 22,432,718	\$ 2,721,934	\$ 1,348,241	\$ 1,377,457	\$ 2,192,782	\$ 254,219	\$ 57,590,164	\$ 4,372,086	\$ 84,054,174	\$ 678,120	\$ 500,040	\$ 85,232,334	\$147,194,584	9.6%
August	\$ 12,355,807	\$ 22,391,614	\$ 2,739,975	\$ 1,353,252	\$ 1,390,590	\$ 1,396,042	\$ 210,415	\$ 41,837,695	\$ 5,053,954	\$ 81,487,423	\$ 610,260	\$ 574,560	\$ 82,672,243	\$129,563,892	8.5%
September	\$ 20,511,156	\$ 6,179,110	\$ 2,508,031	\$ 1,412,179	\$ 1,381,550	\$ 1,881,820	\$ 231,844	\$ 34,105,690	\$ 3,776,098	\$ 79,312,364	\$ 639,060	\$ 497,880	\$ 80,449,304	\$118,331,092	7.7%
1st Quarter	\$ 60,129,776	\$ 51,003,442	\$ 7,969,940	\$ 4,113,672	\$ 4,149,597	\$ 5,470,644	\$ 696,478	\$ 133,533,549	\$ 13,202,138	\$ 244,853,961	\$ 1,927,440	\$ 1,572,480	\$ 248,353,881	\$ 395,089,568	25.9%
October	\$ 30,813,800	\$ 7,143,522	\$ 3,229,536	\$ 1,233,678	\$ 1,425,172	\$ 2,999,186	\$ 238,724	\$ 47,083,618	\$ 3,931,245	\$ 79,837,399	\$ 671,160	\$ 544,320	\$ 81,052,879	\$132,067,742	8.6%
November	\$ 9,645,756	\$ 6,367,746	\$ 3,449,771	\$ 1,632,054	\$ 1,382,255	\$ 3,074,960	\$ 208,572	\$ 25,761,114	\$ 3,820,402	\$ 80,712,183	\$ 676,980	\$ 608,040	\$ 81,997,203	\$111,578,719	7.3%
December	\$ 19,382,834	\$ 5,862,790	\$ 4,577,187	\$ 1,712,288	\$ 1,505,452	\$ 1,937,762	\$ 212,678	\$ 35,190,991	\$ 4,332,015	\$ 87,055,795	\$ 637,680	\$ 469,800	\$ 88,163,275	\$127,686,281	8.4%
2nd Quarter	\$ 59,842,390	\$ 19,374,058	\$ 11,256,494	\$ 4,578,020	\$ 4,312,879	\$ 8,011,908	\$ 659,974	\$ 108,035,723	\$ 12,083,662	\$ 247,605,377	\$ 1,985,820	\$ 1,622,160	\$ 251,213,357	\$ 371,332,742	24.3%
January	\$ 9,383,777	\$ 7,409,570	\$ 2,585,011	\$ 1,428,447	\$ 1,476,385	\$ 1,658,908	\$ 223,909	\$ 24,166,007	\$ 4,498,115	\$ 94,482,996	\$ 817,920	\$ 735,480	\$ 96,036,396	\$124,700,518	8.2%
February	\$ 9,565,805	\$ 9,061,201	\$ 2,776,202	\$ 1,597,346	\$ 1,425,033	\$ 2,069,074	\$ 257,446	\$ 26,752,107	\$ 4,051,253	\$ 92,153,058	\$ 886,080	\$ 673,920	\$ 93,713,058	\$124,516,418	8.1%
March	\$ 21,828,526	\$ 19,197,574	\$ 4,751,219	\$ 1,937,631	\$ 1,545,327	\$ 2,584,192	\$ 315,431	\$ 52,159,900	\$ 4,341,850	\$ 95,767,496	\$ 777,720	\$ 743,040	\$ 97,288,256	\$153,790,006	10.1%
3rd Quarter	\$ 40,778,108	\$ 35,668,345	\$ 10,112,432	\$ 4,963,424	\$ 4,446,745	\$ 6,312,174	\$ 796,786	\$ 103,078,014	\$ 12,891,218	\$ 282,403,550	\$ 2,481,720	\$ 2,152,440	\$ 287,037,710	\$ 403,006,942	26.4%
April	\$ 18,305,778	\$ 7,288,972	\$ 5,875,030	\$ 2,262,793	\$ 1,494,892	\$ 1,333,546	\$ 287,577	\$ 36,848,588	\$ 4,370,420	\$ 88,732,765	\$ 796,980	\$ 691,200	\$ 90,220,945	\$131,439,953	8.6%
May	\$ 7,551,153	\$ 8,975,083	\$ 2,638,337	\$ 2,114,853	\$ 1,494,111	\$ 1,788,548	\$ 280,716	\$ 24,842,801	\$ 4,914,916	\$ 88,182,389	\$ 667,860	\$ 733,380	\$ 89,583,629	\$119,341,346	7.8%
June	\$ 7,176,835	\$ 5,383,178	\$ 3,097,810	\$ 1,408,255	\$ 1,400,494	\$ 2,268,456	\$ 233,585	\$ 20,968,613	\$ 4,468,922	\$ 81,361,653	\$ 575,520	\$ 655,740	\$ 82,592,913	\$108,030,448	7.1%
4th Quarter	\$ 33,033,766	\$ 21,647,233	\$ 11,611,177	\$ 5,785,901	\$ 4,389,497	\$ 5,390,550	\$ 801,878	\$ 82,660,002	\$ 13,754,258	\$ 258,276,807	\$ 2,040,360	\$ 2,080,320	\$ 262,397,487	\$ 358,811,747	23.5%
2024	\$ 193,784,040	\$ 127,693,078	\$ 40,950,043	\$ 19,441,017	\$ 17,298,718	\$ 25,185,276	\$ 2,955,116	\$ 427,307,288	\$ 51,931,276	\$ 1,033,139,696	\$ 8,435,340	\$ 7,427,400	\$ 1,049,002,438	\$1,528,240,999	
Mkt Share	12.7%	8.4%	2.7%	1.3%	1.1%	1.6%	0.2%	27.96%	3.40%	67.60%	0.55%	0.49%	68.64%		
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	\$9,151,620	\$6,295,320	\$1,078,436,471	\$1,516,700,587	
% of Change	19.4%	-10.2%	27.7%	3.3%	6.0%	42.2%	15.7%	9.0%	12.5%	-2.8%	-7.8%	18.0%	-2.7%	0.8%	

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

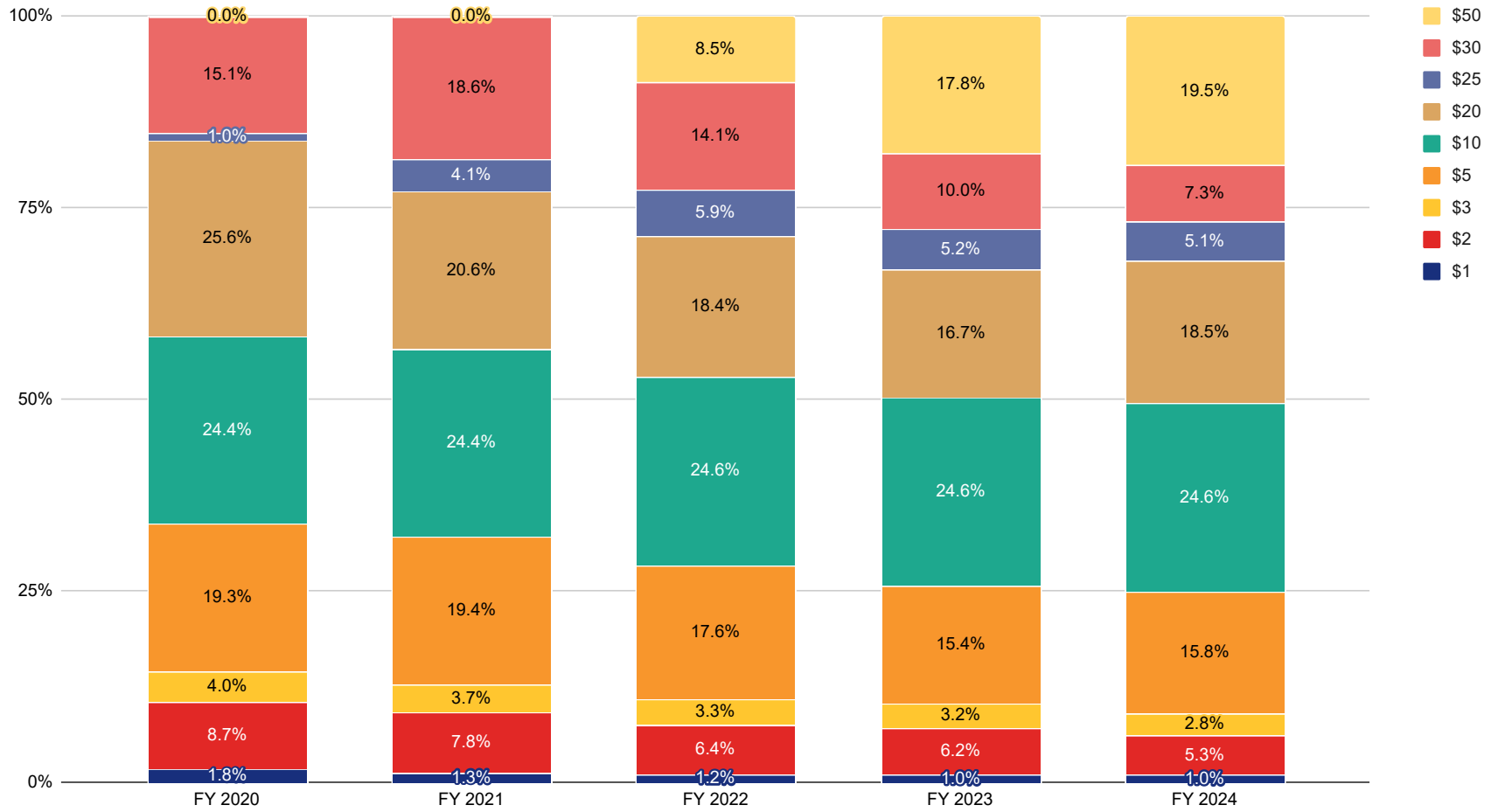


ARIZONA LOTTERY
QUARTERLY SALES BY PRODUCT
Fiscal Year 2024 - July 2023 through June 2024



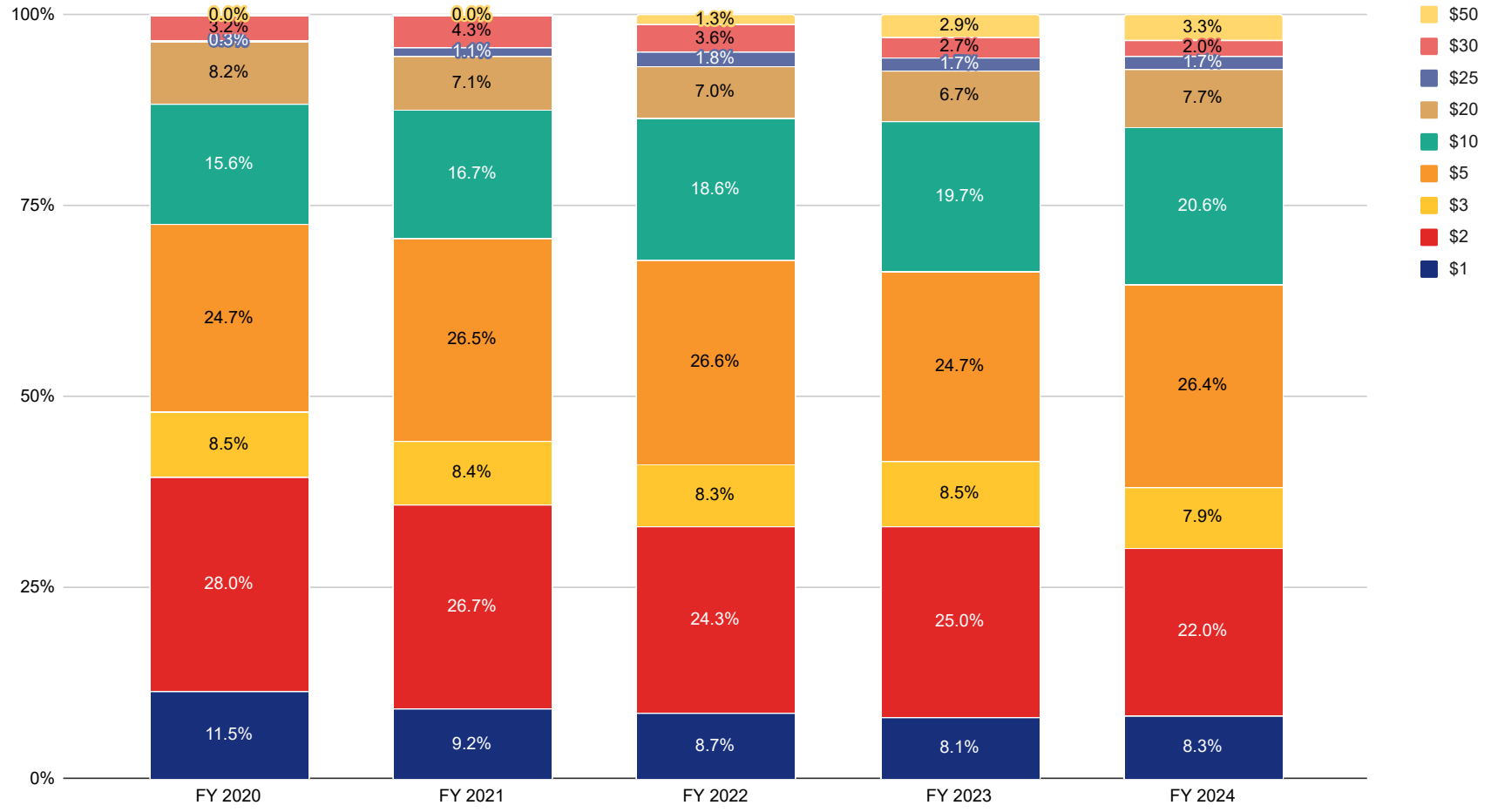
Arizona Lottery: 5 - Year Review by Price Point

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 2024**

	# 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	1598	1599	1603	\$ 20,635,797	\$ 16,095,308	\$ 13,759,286	\$ 46,031,693	\$ 45,609,830	\$ 44,094,022	\$ 66,667,490	\$ 61,705,138	\$ 57,853,308	\$ 186,225,936	\$ 41,719	\$ 38,590	\$ 36,091	4.43%	4.27%	4.15%	4.29%	
PCT-LP	170	176	187	\$ 2,013,196	\$ 1,423,584	\$ 1,337,623	\$ 2,252,404	\$ 2,130,053	\$ 2,152,908	\$ 4,265,600	\$ 3,553,637	\$ 3,490,531	\$ 11,309,768	\$ 25,092	\$ 20,191	\$ 18,666	7.11%	6.82%	6.79%	6.91%	
PCT-EX	162	174	186	\$ 510,716	\$ 477,517	\$ 368,039	n/a	n/a	n/a	\$ 510,716	\$ 477,517	\$ 368,039	\$ 1,356,272	\$ 3,153	\$ 2,744	\$ 1,979	n/a	n/a	n/a	n/a	
Total	1,930	1,949	1,976	\$ 23,159,709	\$ 17,996,409	\$ 15,464,948	\$ 48,284,097	\$ 47,739,883	\$ 46,246,930	\$ 71,443,806	\$ 65,736,292	\$ 61,711,878	\$ 198,891,976	\$ 37,018	\$ 33,728	\$ 31,231	4.69%	4.53%	4.43%	4.55%	
% of Lottery Sales				37.4%	38.4%	40.8%	57.4%	58.6%	58.3%	48.9%	51.2%	52.7%	50.8%								
2nd Quarter																					
PCT-HD	1605	1607	1611	\$ 17,343,046	\$ 11,601,940	\$ 14,856,529	\$ 45,145,774	\$ 46,666,388	\$ 57,599,940	\$ 62,488,820	\$ 58,268,328	\$ 72,456,469	\$ 193,213,617	\$ 38,934	\$ 36,259	\$ 44,976	4.25%	4.12%	5.36%	4.58%	
PCT-LP	186	185	191	\$ 1,630,462	\$ 1,036,746	\$ 1,484,013	\$ 2,198,752	\$ 2,255,512	\$ 3,037,541	\$ 3,829,214	\$ 3,292,258	\$ 4,521,554	\$ 11,643,026	\$ 20,587	\$ 17,796	\$ 23,673	6.07%	5.53%	7.55%	6.38%	
PCT-EX	197	213	230	\$ 479,764	\$ 343,099	\$ 458,967	n/a	n/a	n/a	\$ 479,764	\$ 343,099	\$ 458,967	\$ 1,281,830	\$ 2,435	\$ 1,611	\$ 1,996	n/a	n/a	n/a	n/a	
Total	1,988	2,005	2,032	\$ 19,453,272	\$ 12,981,785	\$ 16,799,509	\$ 47,344,526	\$ 48,921,900	\$ 60,637,481	\$ 66,797,798	\$ 61,903,685	\$ 77,436,990	\$ 206,138,473	\$ 33,601	\$ 30,875	\$ 38,109	4.44%	4.26%	5.59%	4.76%	
% of Lottery Sales				38.1%	43.9%	42.5%	59.3%	60.6%	69.7%	51.0%	56.1%	61.2%	56.1%								
3rd Quarter																					
PCT-HD	1610	1614	1615	\$ 10,764,200	\$ 11,975,751	\$ 20,590,260	\$ 48,560,850	\$ 49,296,175	\$ 53,983,681	\$ 59,325,050	\$ 61,271,926	\$ 74,573,941	\$ 195,170,917	\$ 36,848	\$ 37,963	\$ 46,176	4.63%	4.69%	4.58%	4.63%	
PCT-LP	193	195	196	\$ 976,489	\$ 1,180,975	\$ 2,175,108	\$ 2,500,345	\$ 2,617,819	\$ 2,919,714	\$ 3,476,834	\$ 3,798,794	\$ 5,094,822	\$ 12,370,450	\$ 18,015	\$ 19,481	\$ 25,994	5.45%	6.03%	6.36%	5.95%	
PCT-EX	250	259	263	\$ 413,002	\$ 451,803	\$ 694,482	n/a	n/a	n/a	\$ 413,002	\$ 451,803	\$ 694,482	\$ 1,559,287	\$ 1,652	\$ 1,744	\$ 2,641	n/a	n/a	n/a	n/a	
Total	2,053	2,068	2,074	\$ 12,153,691	\$ 13,608,529	\$ 23,459,850	\$ 51,061,195	\$ 51,913,994	\$ 56,903,395	\$ 63,214,886	\$ 65,522,523	\$ 80,363,245	\$ 209,100,654	\$ 30,791	\$ 31,684	\$ 38,748	4.71%	4.83%	4.77%	4.77%	
% of Lottery Sales				42.4%	44.2%	41.5%	54.0%	56.3%	59.4%	51.3%	53.3%	52.8%	52.5%								
4th Quarter																					
PCT-HD	1620	1618	1620	\$ 15,268,607	\$ 12,055,726	\$ 10,356,141	\$ 49,232,706	\$ 49,249,676	\$ 44,830,784	\$ 64,501,313	\$ 61,305,402	\$ 55,186,925	\$ 180,993,640	\$ 39,816	\$ 37,890	\$ 34,066	4.57%	4.18%	4.06%	4.27%	
PCT-LP	196	197	196	\$ 1,414,578	\$ 1,114,419	\$ 902,224	\$ 2,555,776	\$ 2,623,523	\$ 2,404,889	\$ 3,970,354	\$ 3,737,942	\$ 3,307,113	\$ 11,015,409	\$ 20,257	\$ 18,974	\$ 16,873	6.02%	6.05%	5.60%	5.89%	
PCT-EX	266	265	265	\$ 573,859	\$ 524,095	\$ 457,282	n/a	n/a	n/a	\$ 573,859	\$ 524,095	\$ 457,282	\$ 1,555,236	\$ 2,157	\$ 1,978	\$ 1,726	n/a	n/a	n/a	n/a	
Total	2,082	2,080	2,081	\$ 17,257,044	\$ 13,694,240	\$ 11,715,647	\$ 51,788,482	\$ 51,873,199	\$ 47,235,673	\$ 69,045,526	\$ 65,567,439	\$ 58,951,320	\$ 193,564,285	\$ 33,163	\$ 31,523	\$ 28,328	4.73%	4.38%	4.23%	4.45%	
% of Lottery Sales				41.9%	46.0%	46.1%	58.4%	58.8%	58.1%	53.1%	55.6%	55.2%	54.6%								
Total Vending				\$ 72,023,716	\$ 58,280,963	\$ 67,439,954	\$ 198,478,300	\$ 200,448,976	\$ 211,023,479	\$ 270,502,016	\$ 258,729,939	\$ 278,463,433	\$ 807,695,388								
Total Fiscal Year													\$ 1,512,378,259								
% of Total Sales													53.4%								

*Disclaimer: Number of machines may vary as offline machines may not be included at the time data was pulled. Accurate as of: 7/2/2024

Monthly Chain Vending Report

Chain	Retailer Name	# of Machines	Apr 2024 Sales	OOS%	Lost Sales	May 2024 Sales	OOS%	Lost Sales	Jun 2024 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	38	\$ 1,840,138	0.97%	\$ 17,167	\$ 1,838,321	0.81%	\$ 14,446	\$ 1,734,882	0.86%	\$ 14,214	\$ 21,766,505	1.31%	\$ 276,057	\$ 572,803	\$ 7,264.68	\$ 1,989	8027	ALBERTSONS
9968	Bashas	61	\$ 1,896,031	2.57%	\$ 48,698	\$ 1,910,948	2.30%	\$ 44,279	\$ 1,775,118	2.08%	\$ 36,262	\$ 22,962,015	2.57%	\$ 617,388	\$ 376,426	\$ 10,121.11	\$ 1,307	9968	Bashas
8821	Carioca	35	\$ 801,087	3.24%	\$ 23,376	\$ 834,212	3.04%	\$ 25,248	\$ 720,944	3.48%	\$ 24,494	\$ 9,393,512	2.92%	\$ 258,590	\$ 268,386	\$ 7,388.29	\$ 932	8821	Carioca
8037	Circle K	191	\$ 3,515,694	8.35%	\$ 303,170	\$ 3,487,907	8.26%	\$ 291,509	\$ 3,172,863	8.19%	\$ 258,331	\$ 40,135,951	8.64%	\$ 3,520,584	\$ 210,136	\$ 18,432.38	\$ 730	8037	Circle K
20001	Cobblestone	15	\$ 313,056	0.97%	\$ 2,830	\$ 297,523	0.84%	\$ 2,333	\$ 261,731	0.75%	\$ 2,023	\$ 3,320,223	0.87%	\$ 27,657	\$ 221,348	\$ 1,843.80	\$ 769	20001	Cobblestone
9964/9963	CVS	75	\$ 748,440	0.30%	\$ 2,585	\$ 705,979	0.37%	\$ 3,036	\$ 609,878	0.32%	\$ 2,511	\$ 8,569,312	0.30%	\$ 31,761	\$ 114,257	\$ 423.48	\$ 397	9964/9963	CVS
8030	El Super	6	\$ 176,860	2.10%	\$ 3,858	\$ 163,688	1.85%	\$ 3,459	\$ 156,820	1.50%	\$ 2,431	\$ 2,071,043	2.63%	\$ 55,447	\$ 345,174	\$ 9,241.17	\$ 1,199	8030	El Super
9958	Fast Market	6	\$ 138,950	3.85%	\$ 5,389	\$ 132,769	4.05%	\$ 5,888	\$ 113,078	2.76%	\$ 3,190	\$ 1,710,120	3.53%	\$ 63,103	\$ 285,020	\$ 10,517.17	\$ 990	9958	Fast Market
9968	Food City	45	\$ 979,885	2.92%	\$ 29,731	\$ 993,975	3.07%	\$ 30,210	\$ 944,340	2.67%	\$ 25,131	\$ 12,329,066	3.07%	\$ 399,679	\$ 273,979	\$ 8,881.76	\$ 951	9968	Bashas
8052	Frys Food	209	\$ 10,232,738	3.89%	\$ 332,694	\$ 10,249,257	2.84%	\$ 296,070	\$ 9,495,703	2.34%	\$ 227,324	\$ 122,648,973	3.07%	\$ 3,858,104	\$ 586,837	\$ 18,459.83	\$ 2,038	8052	Frys Food
8021	Jacksons	11	\$ 312,106	1.92%	\$ 6,362	\$ 316,777	1.68%	\$ 5,921	\$ 292,654	1.98%	\$ 5,980	\$ 3,891,796	2.90%	\$ 124,174	\$ 353,800	\$ 11,288.55	\$ 1,228	8021	Jacksons
8031	Los Altos Ranch Market	7	\$ 198,538	2.08%	\$ 4,275	\$ 218,213	2.25%	\$ 5,306	\$ 195,853	1.87%	\$ 3,853	\$ 2,211,601	4.22%	\$ 94,242	\$ 315,943	\$ 13,463.14	\$ 1,097	8031	Los Altos Ranch Market
9800	Loves	15	\$ 274,827	3.08%	\$ 8,327	\$ 309,870	2.83%	\$ 8,583	\$ 280,319	2.80%	\$ 8,331	\$ 3,316,178	3.28%	\$ 109,003	\$ 221,079	\$ 7,266.87	\$ 768	9800	Loves
9905	Maverik	15	\$ 316,400	4.19%	\$ 15,519	\$ 325,614	3.89%	\$ 14,175	\$ 282,874	3.58%	\$ 11,602	\$ 3,464,564	3.88%	\$ 145,172	\$ 230,971	\$ 9,678.13	\$ 802	9905	Maverik
9926	Pilot	21	\$ 320,265	4.71%	\$ 16,267	\$ 341,142	4.21%	\$ 15,091	\$ 311,374	4.20%	\$ 14,634	\$ 3,732,089	4.93%	\$ 198,040	\$ 177,719	\$ 9,430.48	\$ 617	9926	Pilot
9849	QuikTrip	144	\$ 7,129,484	9.43%	\$ 649,422	\$ 7,143,178	8.69%	\$ 636,954	\$ 6,362,656	8.18%	\$ 538,962	\$ 85,394,849	8.91%	\$ 7,781,041	\$ 593,020	\$ 54,035.01	\$ 2,059	9849	QuikTrip
8128	Safeway	128	\$ 6,118,389	2.85%	\$ 162,397	\$ 6,220,343	2.25%	\$ 140,764	\$ 5,811,294	2.43%	\$ 134,576	\$ 73,572,224	2.70%	\$ 2,000,358	\$ 574,783	\$ 15,627.80	\$ 1,996	8128	Safeway
9027	Smith's Food & Drug	4	\$ 191,842	3.38%	\$ 4,934	\$ 186,975	3.94%	\$ 6,031	\$ 164,004	4.01%	\$ 4,791	\$ 2,178,060	5.30%	\$ 86,291	\$ 544,515	\$ 21,572.75	\$ 1,891	9027	Smith's Food & Drug
9956	Speedway	28	\$ 166,455	10.35%	\$ 17,844	\$ 170,217	6.51%	\$ 12,441	\$ 150,679	5.28%	\$ 9,377	\$ 1,454,407	9.29%	\$ 123,902	\$ 51,943	\$ 4,425.07	\$ 180		
8025	Superpumper	13	\$ 373,931	2.19%	\$ 8,518	\$ 387,533	1.85%	\$ 7,499	\$ 339,985	2.20%	\$ 6,754	\$ 4,280,106	2.58%	\$ 116,257	\$ 329,239	\$ 8,942.85	\$ 1,143	8025	Superpumper
8004	Terribles	11	\$ 197,742	2.24%	\$ 5,418	\$ 185,630	1.87%	\$ 4,098	\$ 174,819	2.02%	\$ 3,988	\$ 2,331,293	2.47%	\$ 63,721	\$ 211,936	\$ 5,792.82	\$ 736	8004	Terribles
3	TA Truck Centers	9	\$ 148,079	7.36%	\$ 13,602	\$ 156,260	6.03%	\$ 12,535	\$ 139,119	5.50%	\$ 10,732	\$ 1,606,775	6.66%	\$ 135,219	\$ 178,531	\$ 15,024.34	\$ 620		
8022	Walmart NHM - HD	26	\$ 1,007,439	3.74%	\$ 38,133	\$ 1,031,918	4.31%	\$ 45,044	\$ 901,871	4.13%	\$ 38,697	\$ 11,994,445	5.70%	\$ 693,287	\$ 461,325	\$ 26,664.88	\$ 1,602	8022	Walmart NHM - HD
8022	Walmart Supercenter	137	\$ 2,468,624	6.04%	\$ 150,208	\$ 2,536,995	6.73%	\$ 166,368	\$ 2,371,154	6.55%	\$ 156,100	\$ 29,126,416	6.89%	\$ 1,949,184	\$ 212,602	\$ 14,227.62	\$ 738	8022	Walmart NHM - HD
9962	Winco	7	\$ 198,234	6.53%	\$ 12,432	\$ 205,763	6.11%	\$ 12,628	\$ 179,408	5.89%	\$ 10,828	\$ 2,465,244	6.56%	\$ 170,129	\$ 352,178	\$ 24,304.14	\$ 1,223	9962	Winco
	Corporate Total	1257	\$ 40,065,234	3.97%	\$ 1,883,156	\$ 40,351,007	3.62%	\$ 1,809,916	\$ 36,943,420	3.42%	\$ 1,555,116	\$ 475,926,767	4.25%	\$ 22,728,261	\$ 378,621	\$ 18,081.35	\$ 1,315		Corporate Total
	Independent & ASL Total	559	\$ 11,723,248	4.14%	\$ 514,699	\$ 11,522,192	3.90%	\$ 482,005	\$ 10,292,253	3.83%	\$ 426,010	\$ 134,023,988	4.06%	\$ 5,727,152	\$ 239,757	\$ 10,245.35	\$ 832		Independent Total
FY 24	Statewide Total	1816	\$ 51,788,482	4.73%	\$ 2,397,855	\$ 51,873,199	4.38%	\$ 2,291,921	\$ 47,235,673	4.23%	\$ 1,981,126	\$ 609,950,755	4.63%	\$ 28,625,542	\$ 335,876	\$ 15,762.96	\$ 1,166		Statewide Total
FY 23	Statewide Total	1766	\$ 53,230,971	4.85%	\$ 2,587,291	\$ 52,441,329	4.60%	\$ 2,416,144	\$ 49,921,177	4.69%	\$ 2,349,803	\$ 600,647,734	4.94%	\$ 30,028,299	\$ 344,408	\$ 18,343.55	\$ 1,196		Statewide Total

Corporate % to Total

77.4%

77.8%

78.2%

78.0%

Corporate % to Total Vending Sales

Highest Sales

Highest Lost Sales

Below OOS goal 4.5%

4.50%

ARIZONA LOTTERY
CORPORATE ACCOUNT REVIEW
Fiscal Year 2024
July 2023 through June 2024

	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%	\$ 3,435,215	0.7%	\$ 156,146	\$ 4,730,970	0.5%	\$ 215,044	\$ 8,166,185	0.5%	\$ 371,190	\$ 530,802
7-Eleven	8706	53	1.4%	\$ 4,762,379	1.0%	\$ 89,856	\$ 18,769,616	1.8%	\$ 354,144	\$ 23,531,995	1.6%	\$ 444,000	\$ 1,529,580
Carioca	8821	41	1.1%	\$ 5,667,151	1.2%	\$ 138,223	\$ 10,461,750	1.0%	\$ 255,165	\$ 16,128,901	1.1%	\$ 393,388	\$ 1,048,379
Circle K	8037	600	16.1%	\$ 75,907,029	15.8%	\$ 126,512	\$ 177,261,171	17.2%	\$ 295,435	\$ 253,168,200	16.7%	\$ 421,947	\$ 16,455,933
Cobblestone		15	0.4%	\$ 2,627,445	0.5%	\$ 175,163	\$ 3,384,264	0.3%	\$ 225,618	\$ 6,011,709	0.4%	\$ 400,781	\$ 390,761
Fast Market	9958	24	0.6%	\$ 4,103,461	0.9%	\$ 170,978	\$ 11,665,192	1.1%	\$ 486,050	\$ 15,768,653	1.0%	\$ 657,027	\$ 1,024,962
Fry's Gas	8052	102	2.7%	\$ 7,255,578	1.5%	\$ 71,133	\$ 24,217,281	2.3%	\$ 237,424	\$ 31,472,859	2.1%	\$ 308,557	\$ 2,045,736
Good 2 Go	8024	15	0.4%	\$ 1,081,842	0.2%	\$ 72,123	\$ 3,229,295	0.3%	\$ 215,286	\$ 4,311,137	0.3%	\$ 287,409	\$ 280,224
Jackson's Food Stores	8021	11	0.3%	\$ 2,874,083	0.6%	\$ 261,280	\$ 3,922,592	0.4%	\$ 356,599	\$ 6,796,675	0.4%	\$ 617,880	\$ 441,784
Loves	9800	15	0.4%	\$ 1,497,950	0.3%	\$ 99,863	\$ 3,313,811	0.3%	\$ 220,921	\$ 4,811,761	0.3%	\$ 320,784	\$ 312,764
Maverik	9905	27	0.7%	\$ 4,775,715	1.0%	\$ 176,878	\$ 9,291,668	0.9%	\$ 344,136	\$ 14,067,383	0.9%	\$ 521,014	\$ 914,380
Pilot Travel Centers	9926	21	0.6%	\$ 1,648,405	0.3%	\$ 78,495	\$ 3,719,342	0.4%	\$ 177,112	\$ 5,367,747	0.4%	\$ 255,607	\$ 348,904
QuikTrip	9849	145	3.9%	\$ 50,015,859	10.4%	\$ 344,937	\$ 98,275,721	9.5%	\$ 677,764	\$ 148,291,580	9.8%	\$ 1,022,701	\$ 9,638,953
Safeway Gas	8128	32	0.9%	\$ 3,624,732	0.8%	\$ 113,273	\$ 8,588,013	0.8%	\$ 268,375	\$ 12,212,745	0.8%	\$ 381,648	\$ 793,828
Shay's	8938	22	0.6%	\$ 2,469,399	0.5%	\$ 112,245	\$ 8,229,319	0.8%	\$ 374,060	\$ 10,698,718	0.7%	\$ 486,305	\$ 695,417
Smith's Gas	9027	3	0.1%	\$ 20,861	0.0%	\$ 6,954	\$ 50,277	0.0%	\$ 16,759	\$ 71,138	0.0%	\$ 23,713	\$ 4,624
Speedway	9956	78	2.1%	\$ 7,642,543	1.6%	\$ 97,981	\$ 24,276,927	2.3%	\$ 311,243	\$ 31,919,470	2.1%	\$ 409,224	\$ 2,074,766
Superpumper	8025	13	0.3%	\$ 3,058,576	0.6%	\$ 235,275	\$ 4,295,501	0.4%	\$ 330,423	\$ 7,354,077	0.5%	\$ 565,698	\$ 478,015
TA Truck Centers	3	9	0.2%	\$ 883,756	0.2%	\$ 98,195	\$ 1,655,599	0.2%	\$ 183,955	\$ 2,539,355	0.2%	\$ 282,151	\$ 165,058
Terribles	8004	10	0.3%	\$ 3,493,669	0.7%	\$ 349,367	\$ 3,127,832	0.3%	\$ 312,783	\$ 6,621,501	0.4%	\$ 662,150	\$ 430,398
Convenience Total		1,258	33.8%	\$186,845,648	39.0%	\$ 148,526	\$422,466,141	40.9%	\$ 335,824	\$609,311,789	40.3%	\$ 484,350	\$ 39,605,266
Albertsons	8027	30	0.8%	\$ 13,035,919	2.7%	\$ 434,531	\$ 22,523,541	2.2%	\$ 750,785	\$ 35,559,460	2.4%	\$ 1,185,315	\$ 2,311,365
Bashas'	9968	44	1.2%	\$ 14,297,651	3.0%	\$ 324,947	\$ 23,005,385	2.2%	\$ 522,850	\$ 37,303,036	2.5%	\$ 847,796	\$ 2,424,697
El Super	8030	6	0.2%	\$ 376,316	0.1%	\$ 62,719	\$ 2,088,716	0.2%	\$ 348,119	\$ 2,465,032	0.2%	\$ 410,839	\$ 160,227
Food City	9968	45	1.2%	\$ 2,860,277	0.6%	\$ 63,562	\$ 12,356,038	1.2%	\$ 274,579	\$ 15,216,315	1.0%	\$ 338,140	\$ 989,060
Fry's	8052	129	3.5%	\$ 69,399,062	14.5%	\$ 537,977	\$ 129,551,270	12.5%	\$ 1,004,273	\$ 198,950,332	13.2%	\$ 1,542,251	\$ 12,931,772
Los Altos Ranch Market	8026	7	0.2%	\$ 376,465	0.1%	\$ 53,781	\$ 2,203,431	0.2%	\$ 314,776	\$ 2,579,896	0.2%	\$ 368,557	\$ 167,693
Safeway	8128	105	2.8%	\$ 50,473,853	10.5%	\$ 480,703	\$ 75,452,617	7.3%	\$ 718,596	\$ 125,926,470	8.3%	\$ 1,199,300	\$ 8,185,221
Smith's	9027	4	0.1%	\$ 1,607,742	0.3%	\$ 401,936	\$ 2,279,236	0.2%	\$ 569,809	\$ 3,886,978	0.3%	\$ 971,745	\$ 252,654
Walmart NHM	8022	27	0.7%	\$ 5,961,484	1.2%	\$ 220,796	\$ 12,311,029	1.2%	\$ 455,964	\$ 18,272,513	1.2%	\$ 676,760	\$ 1,187,713
Walmart Supercenters	8022	81	2.2%	\$ 17,466,829	3.6%	\$ 215,640	\$ 29,762,855	2.9%	\$ 367,443	\$ 47,229,684	3.1%	\$ 583,083	\$ 3,069,929
Winco	9962	7	0.2%	\$ 1,467,324	0.3%	\$ 209,618	\$ 2,482,611	0.2%	\$ 354,659	\$ 3,949,935	0.3%	\$ 564,276	\$ 256,746
Food Store Total		485	13.0%	\$177,322,922	37.0%	\$ 365,614	\$314,016,729	30.4%	\$ 647,457	\$ 491,339,651	32.5%	\$ 1,013,071	\$ 31,937,077
Major Chains		1,743	46.9%	\$364,168,570	76.0%	\$ 208,932	\$736,482,870	71.3%	\$ 422,538	\$1,100,651,440	72.8%	\$ 631,470	\$ 71,542,344
All Stores*		3718		\$479,238,564		\$ 128,897	\$1,033,139,695		\$ 277,875	\$1,512,378,259		\$ 406,772	\$ 98,304,587

*Does not include Instant Tabs

**ARIZONA LOTTERY
BUSINESS CODE REVIEW
Fiscal Year 2024
July 2023 through June 2024**

Business Classification	Business Code	# of Accts	% of Accts	Draw Games			Scratchers			Instant Tab			Combined Total Sales					Commission Earned To Date
				Sales	Share	Per Store Average	Sales	Share	Per Store Average	Sales	Share	Per Store Average	FY2024 Sales	FY2023 Sales	% of change	Market Share	Per Store Average	
Full Product																		
Shopping Malls	01	2	0.1%	\$39,032	0.0%	19,516	\$22,752	0.0%	11,376	\$0	0.0%	0	\$61,784	\$226,795	-72.8%	0.0%	30,892	\$ 4,016
Smoke/Gift Shops	02	123	3.3%	\$2,684,825	0.6%	21,828	\$9,819,470	1.0%	79,833	\$0	0.0%	0	\$12,504,295	\$12,036,575	3.9%	0.8%	101,661	\$ 812,779
Chain Supermarkets	03	485	13.0%	\$177,066,079	36.9%	365,085	\$313,578,444	30.4%	646,553	\$0	0.0%	0	\$490,644,523	\$461,915,454	6.2%	32.1%	1,011,638	\$31,891,894
Independent Supermarkets	04	56	1.5%	\$4,563,051	1.0%	81,483	\$9,909,668	1.0%	176,958	\$0	0.0%	0	\$14,472,719	\$14,526,136	-0.4%	0.9%	258,441	\$ 940,727
Chain Convenience Stores	05	1070	28.8%	\$170,422,616	35.6%	159,273	\$380,002,355	36.8%	355,142	\$0	0.0%	0	\$550,424,971	\$573,365,387	-4.0%	36.0%	514,416	\$35,777,623
Independent Convenience	06	972	26.1%	\$81,956,969	17.1%	84,318	\$225,533,674	21.8%	232,031	\$0	0.0%	0	\$307,490,643	\$306,777,133	0.2%	20.1%	316,348	\$19,986,892
Liquor Stores	07	97	2.6%	\$2,907,944	0.6%	29,979	\$14,951,292	1.4%	154,137	\$0	0.0%	0	\$17,859,236	\$18,351,794	-2.7%	1.2%	184,116	\$ 1,160,850
Drug Store/Pharmacies	08	3	0.1%	\$70,304	0.0%	23,435	\$70,402	0.0%	23,467	\$0	0.0%	0	\$140,706	\$122,047	15.3%	0.0%	46,902	\$ 9,146
Independent Gas	09	15	0.4%	\$964,064	0.2%	64,271	\$3,489,489	0.3%	232,633	\$0	0.0%	0	\$4,453,553	\$5,437,390	-18.1%	0.3%	296,904	\$ 289,481
Truck Service Centers	10	54	1.5%	\$4,736,008	1.0%	87,704	\$9,711,398	0.9%	179,841	\$0	0.0%	0	\$14,447,406	\$14,183,032	1.9%	0.9%	267,545	\$ 939,081
Bars/Restaurants	11	184	4.9%	\$9,702,375	2.0%	52,730	\$10,482,155	1.0%	56,968	\$0	0.0%	0	\$20,184,530	\$18,578,418	8.6%	1.3%	109,699	\$ 1,311,994
Spec Non-Grocery/Misc	12	138	3.7%	\$6,279,068	1.3%	45,500	\$6,857,023	0.7%	49,689	\$0	0.0%	0	\$13,136,091	\$13,081,514	0.4%	0.9%	95,189	\$ 853,846
Chain Gas	13	136	3.7%	\$11,141,004	2.3%	81,919	\$33,293,856	3.2%	244,808	\$0	0.0%	0	\$44,434,860	\$41,979,600	5.8%	2.9%	326,727	\$ 2,888,266
Bowling Centers	14	3	0.1%	\$67,527	0.0%	22,509	\$156,019	0.0%	52,006	\$0	0.0%	0	\$223,546	\$222,093	0.7%	0.0%	74,515	\$ 14,530
Route Sales	19	82	2.2%	\$3,278,188	0.7%	39,978	\$7,564,769	0.7%	92,253	\$0	0.0%	0	\$10,842,957	\$9,305,101	16.5%	0.7%	132,231	\$ 704,792
Quick Card/ScanActiv	20	4	0.1%	\$626,242	0.1%	156,561	\$196,500	0.0%	49,125	\$0	0.0%	0	\$822,742	\$1,181,564	-30.4%	0.1%	205,686	\$ 53,478
ASL & Promotions	99	11	0.3%	\$2,733,268	0.6%	248,479	\$7,500,429	0.7%	681,857	\$50,760	0.3%	4,615	\$10,284,457	\$10,027,334	2.6%	0.7%	934,951	\$ 668,490
Full Product Sub Total		3435		\$479,238,564			\$1,033,139,69			\$50,760			\$1,512,429,019	\$1,501,317,367	0.7%			
Instant Tab																		
Age-Controlled Instant Tab	15	92	2.5%	\$0	0.0%	0	\$0	0.0%	0	\$5,494,560	34.6%	59,723	\$5,494,560	\$4,656,960	18.0%	0.4%	59,723	
Charitable Instant Tab	17	144	3.9%	\$0	0.0%	0	\$0	0.0%	0	\$8,435,340	53.2%	58,579	\$8,435,340	\$9,154,860	-7.9%	0.6%	58,579	
General Instant Tab	18	47	1.3%	\$0	0.0%	0	\$0	0.0%	0	\$1,882,080	11.9%	40,044	\$1,882,080	\$1,571,400	19.8%	0.1%	40,044	
Instant Tab Sub Total		283	7.6%	\$0			\$0			\$15,811,980			\$15,811,980	\$15,383,220	2.8%			
Total		3718	100%	\$479,238,564	100%	139,516	\$1,033,139,69	100%	300,768	15,862,740	100%	56,052	\$1,528,240,999	\$1,516,700,587	0.8%	100%	411,038	\$98,307,886

Summary Recap

Chain/Indpt Supermarkets	541	14.6%	181,629,130	37.9%	335,729	323,488,112	31.3%	597,945	0	0.0%	0	505,117,242	476,441,590	6.0%	33.1%	933,673	\$32,832,621
Total Convenience Stores	2,042	54.9%	252,379,585	52.7%	123,594	605,536,029	58.6%	296,541	0	0.0%	0	857,915,614	880,142,520	-2.5%	56.1%	420,135	\$55,764,515
Total Instant Tabs	283	7.6%	0	0.0%	0	0	0.0%	0	15,811,980	99.7%	55,873	15,811,980	15,383,220	2.8%	1.0%	55,873	\$ 1,027,779
Other Classifications	852	22.9%	45,229,849	9.4%	53,087	104,115,554	10.1%	122,201	50,760	0.3%	537,834	149,396,163	144,733,257	3.2%	9.8%	175,348	\$ 9,710,751
Total All Classifications	3,718	100%	479,238,564	100%	139,516	1,033,139,695	100%	300,768	15,862,740	100%	56,052	1,528,240,999	1,516,700,587	0.8%	100%	411,038	\$99,335,665

**ARIZONA LOTTERY
COUNTY SALES REVIEW
Fiscal Year 2024
July 2023 through June 2024**

County	# of % of		Draw Games			Scratchers			Instant Tabs			Combined Total Sales					2024 Estimated	
	Code	Accts	Accts	Sales	Market Share	Per Store Average	Sales	Market Share	Per Store Average	Sales	Market Share	Per Store Average	FY2024 Sales	FY2023 Sales	% of Change	Market Share	Per Store Average	Per Capita Wkly Sales
Apache	1	18	0.5%	770,959	0.2%	42,831	1,735,394	0.2%	96,411	9,540	0.1%	530	2,515,893	2,888,749	-12.91%	0.2%	139,772	\$0.75
Cochise	2	101	2.7%	8,665,574	1.8%	85,798	24,497,574	2.4%	242,550	331,740	2.1%	3,285	33,494,888	33,251,743	0.73%	2.2%	331,633	\$5.20
Coconino	3	122	3.3%	8,635,584	1.8%	70,783	17,080,137	1.7%	140,001	109,920	0.7%	901	25,825,641	24,809,922	4.09%	1.7%	211,686	\$3.43
Gila	4	47	1.3%	3,516,206	0.7%	74,813	9,012,706	0.9%	191,760	132,660	0.8%	2,823	12,661,572	12,761,860	-0.79%	0.8%	269,395	\$4.50
Graham	5	22	0.6%	1,489,532	0.3%	67,706	6,897,037	0.7%	313,502	18,900	0.1%	859	8,405,469	8,310,122	1.15%	0.6%	382,067	\$4.02
Greenlee	6	6	0.2%	409,309	0.1%	68,218	2,349,484	0.2%	391,581	23,100	0.1%	3,850	2,781,893	2,772,025	0.36%	0.2%	463,649	\$5.68
La Paz	15	42	1.1%	2,350,595	0.5%	55,967	4,393,870	0.4%	104,616	271,920	1.7%	6,474	7,016,385	7,490,289	-6.33%	0.5%	167,057	\$7.99
Maricopa	7	2102	56.5%	292,057,391	60.9%	138,943	662,960,074	64.2%	315,395	8,499,240	53.6%	4,043	963,516,705	960,339,297	0.33%	63.0%	458,381	\$4.01
Mohave	8	231	6.2%	44,808,778	9.3%	193,977	52,161,474	5.0%	225,807	2,309,940	14.6%	10,000	99,280,192	97,430,076	1.90%	6.5%	429,784	\$8.43
Navajo	9	68	1.8%	4,987,686	1.0%	73,348	11,177,405	1.1%	164,374	200,040	1.3%	2,942	16,365,131	16,755,993	-2.33%	1.1%	240,664	\$2.87
Pima	10	456	12.3%	59,073,198	12.3%	129,546	127,109,501	12.3%	278,749	1,448,580	9.1%	3,177	187,631,279	182,689,903	2.70%	12.3%	411,472	\$3.38
Pinal	11	170	4.6%	22,844,672	4.8%	134,380	52,748,508	5.1%	310,285	1,125,000	7.1%	6,618	76,718,180	78,342,353	-2.07%	5.0%	451,283	\$2.93
Santa Cruz	12	29	0.8%	3,284,394	0.7%	113,255	4,719,884	0.5%	162,755	0	0.0%	0	8,004,278	7,769,805	3.02%	0.5%	276,010	\$3.10
Yavapai	13	166	4.5%	17,171,157	3.6%	103,441	34,296,430	3.3%	206,605	754,440	4.8%	4,545	52,222,027	49,794,632	4.87%	3.4%	314,591	\$3.99
Yuma	14	135	3.6%	8,547,287	1.8%	63,313	22,000,217	2.1%	162,965	627,720	4.0%	4,650	31,175,224	30,310,554	2.85%	2.0%	230,928	\$2.76
Virtual	26	3	0.1%	626,242	0.1%	208,747	0	0.0%	0	0	0.0%	0	626,242	983,264	-36.31%	0.0%	208,747	
Total		3718	100%	479,238,564	100%	128,897	1,033,139,695	100%	277,875	15,862,740	100%	4,266	1,528,240,999	1,516,700,587	0.76%	100%	411,038	\$3.92

Summary Recap

Maricopa and Pima Counties	2558	68.8%	351,130,589	73.3%	137,268	790,069,575	76.5%	308,862	9,947,820	62.7%	13,577,225	1,151,147,984				75.3%	450,019	
Mohave, Pinal and Yavapai	567	15.3%	84,824,607	17.7%	149,602	139,206,412	13.5%	245,514	4,189,380	26.4%	23,668,986	228,220,399				14.9%	402,505	
All Other Counties	593	15.9%	43,283,368	9.0%	72,991	103,863,708	10.1%	175,150	1,725,540	10.9%	19,105,383	148,872,616				9.7%	251,050	

New Business Item #1
Instant Scratch Game Profiles
Report to Arizona Lottery Commission
August 16, 2024

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: *Barrett-Jackson* #1467, *Arizona Treasure Hunt* #1470, *MONOPOLY™ 5X* #1471, *MONOPOLY™ 10X®* #1472, *MONOPOLY™ 20X* #1473, *MONOPOLY™ 50X* #1474, *MONOPOLY™ 100X* #1475, *Money Maker* #1476, and *MONOPOLY™ Promotional Game* #1477.

Barrett-Jackson #1467. This \$5 game has a top prize of \$50,000 taxes paid and a Bidder Experience at Barrett Jackson's January 2026 Scottsdale Event. This game will be printed at a quantity of approximately 1.9 million tickets.

Arizona Treasure Hunt #1470. This \$3 game has a top prize of \$20,000. This game will be printed at a quantity of approximately 3 million tickets.

MONOPOLY™ 5X #1471. This \$1 game has a top prize of \$1,000. This game will be printed at a quantity of approximately 7.6 million tickets.

MONOPOLY™ 10X® #1472. This \$2 game has a top prize of \$10,000. This game will be printed at a quantity of approximately 3 million tickets.

MONOPOLY™ 20X #1473. This \$5 game has a top prize of \$50,000. This game will be printed at a quantity of approximately 3.6 million tickets.

MONOPOLY™ 50X #1474. This \$10 game has a top prize of \$100,000. This game will be printed at a quantity of approximately 3 million tickets.

MONOPOLY™ 100X #1475. This \$20 game has a top prize of \$500,000. This game will be printed at a quantity of approximately 3 million tickets.

Money Maker #1476. This \$10 game has a top prize of \$100,000. This game will be printed at a quantity of approximately 2 million tickets.

MONOPOLY™ Promotional Game #1477. This game is not for sale to the general public and will be used by the Arizona Lottery for promotional purposes only. This game will be printed at a quantity of approximately 25,000 tickets.

Attachments (Commissioners only)

PRIZE SYMBOLS:

In the CHANCE BONUS play area, one prize symbol appears directly to the right of the CHANCE BONUS play symbol. Prize symbol captions correspond with and verify each of the prize symbols as follows:






\$20 THYDOL	\$25 THYFIV	\$30 TRYDOL	\$40 FRYDOL	\$50 FTYDOL	\$100 ONEHUND
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In the Main Play Area, one prize symbol appears directly below each YOUR NUMBERS play symbol. Prize symbol captions correspond with and verify each of the prize symbols as follows:

\$5 FIVDOL	\$10 TENDOL	\$20 THYDOL	\$25 THYFIV	\$30 TRYDOL	\$40 FRYDOL	\$50 FTYDOL
\$100 ONEHUND	\$200 TWOHUND	\$500 FIVHUND	\$1,000 ONETHOU	\$10,000 TENTHOU	\$500,000 FVHNDTH	

HOW TO WIN:

A prize winner in the MONOPOLY™ 100X instant game is determined by removing the scratch off coating from the play area on the front of the ticket to reveal the seven WINNING NUMBERS play symbols, the twenty-five YOUR NUMBERS play symbols, the twenty-five prize symbols, the one COMMUNITY CHEST MULTIPLIER play symbol, and the one CHANCE BONUS play symbol and CHANCE BONUS prize symbol.

- In the Main Play Area, if any of the player’s YOUR NUMBERS play symbols matches any of the WINNING NUMBERS play symbols, the player wins the prize amount shown directly below that play symbol.
- In the Main Play Area, if any of the player’s YOUR NUMBERS play symbols is a “” play symbol, the player wins the prize amount shown directly below that play symbol.
- In the Main Play Area, if any of the player’s YOUR NUMBERS play symbols is a “” play symbol, the player wins two hundred dollars (\$200).
- In the Main Play Area, if any of the player’s YOUR NUMBERS play symbols matches any of the WINNING NUMBERS play symbols and the COMMUNITY CHEST MULTIPLIER play symbol is a “”, the player wins the prize amount shown directly below each matched play symbol.
- In the Main Play Area, if any of the player’s YOUR NUMBERS play symbols matches any of the WINNING NUMBERS play symbols and the COMMUNITY CHEST MULTIPLIER play symbol is a “”, the player wins 5 TIMES the prize amount shown directly below each matched play symbol.
- In the Main Play Area, if any of the player’s YOUR NUMBERS play symbols matches any of the WINNING NUMBERS play symbols and the COMMUNITY CHEST MULTIPLIER play symbol is a “”, the player wins 10 TIMES the prize amount shown directly below each matched play symbol.

- In the Main Play Area, if any of the player's YOUR NUMBERS play symbols matches any of the WINNING NUMBERS play symbols and the COMMUNITY CHEST MULTIPLIER play symbol is a “^{20X}_{THYX}”, the player wins 20 TIMES the prize amount shown directly below each matched play symbol.
- In the Main Play Area, if any of the player's YOUR NUMBERS play symbols matches any of the WINNING NUMBERS play symbols and the COMMUNITY CHEST MULTIPLIER play symbol is a “^{50X}_{FTYX}”, the player wins 50 TIMES the prize amount shown directly below each matched play symbol.
- In the Main Play Area, if any of the player's YOUR NUMBERS play symbols matches any of the WINNING NUMBERS play symbols and the COMMUNITY CHEST MULTIPLIER play symbol is a “^{100X}_{HUNX}”, the player wins 100 TIMES the prize amount shown directly below each matched play symbol.
- In the CHANCE BONUS play area, if the player reveals a “ ” play symbol, the player wins the prize amount shown directly to the right of that play symbol.

Neither the pack-ticket number (or any portion thereof) nor the validation number (or any portion thereof) are play symbols or prize symbols and are not usable or playable as such. A player may win up to twenty-five times on a ticket.

The prize symbols shown may be combined to produce the prize amounts that can be won according to the following prize structure:

PRIZE STRUCTURE:

<u>Prize Amount:</u>	<u>Estimated No. of Prizes in Game*</u>
\$20	= 433,500
\$25	= 204,000
\$30	= 102,000
\$40	= 93,840
\$50	= 85,425
\$100	= 57,630
\$200	= 25,500
\$500	= 8,925
\$1,000	= 255
\$10,000	= 16
\$500,000	= 10
Estimated Total Value of All Prizes*:	\$45,595,350
Estimated Prize Fund*:	74.50%
Estimated Overall Odds*:	1 in 3.03

*The number of prizes, total value of prizes, prize fund percent and overall odds in this game are based on a print quantity of 3,060,000 tickets. Should the print quantity be changed for production of this game, the ratio of prizes and total value of all prizes to print quantity will be proportionately maintained and the overall odds and prize payout percentage will remain the same.

Prizes subject to prior sales.

APPLICABLE RULES:

Arizona Administrative Code

Title 19, Chapter 3, Article 7. DESIGN AND OPERATION OF INSTANT GAMES

EFFECTIVE DATES

Order Issued by the Arizona Lottery

as Approved by the Arizona Lottery Commission

August 16, 2024

Alec Esteban Thomson, CEO & EDD

Date

Instant Ticket

GAME PROFILE

Instant Scratch Ticket: **Game 1476 – Money Maker**

Ticket Price: \$10

Playstyle:

Key Symbol or Symbols Match with one Multiplier feature; and Find

PLAY SYMBOLS:

In the scratch off play area located on the front of the ticket, three play symbols appear, each identified as “FAST BONUS.” The play symbol captions correspond with and verify the play symbols as follows:



In the scratch off play area located on the front of the ticket, hereinafter the “Main Play Area,” five play symbols appear in one horizontal row identified as “WINNING NUMBERS;” twenty play symbols appear in four horizontal rows of five play symbols each, identified as “YOUR NUMBERS.” The play symbol captions correspond with and verify the play symbols as follows:

WINNING NUMBERS Play Symbols:

1 ONE	2 TWO	3 THREE	4 FOUR	5 FIVE	6 SIX	7 SEVEN	8 EIGHT	9 NINE	11 ELVN	12 TMLV	13 THRTN	14 FORTN	15 FIFTN	16 SIXTN	17 SVNTN	18 EGHTN
19 NINTN	20 THNTY	21 THONE	22 THTWO	23 THTHR	24 THTFOR	25 THTFIV	26 THTSIX	27 THTSVN	28 THTEGT	29 THTNIN	30 THRTY	31 THONE	32 THTWO	33 THTHR	34 THTFOR	35 THTFIV
36 THTSIX	37 THTSVN	38 THTEGT	39 THTNIN	40 FORTY	41 FTONE	42 FTTWO	43 FTTHR	44 FTFOR	45 FTFIV	46 FTSIX	47 FTSVN	48 FTEGT	49 FTNIN	50 FIFTY		

YOUR NUMBERS Play Symbols:

1 ONE	2 TWO	3 THREE	4 FOUR	5 FIVE	6 SIX	7 SEVEN	8 EIGHT	9 NINE	11 ELVN	12 TMLV	13 THRTN	14 FORTN	15 FIFTN	16 SIXTN	17 SVNTN	18 EGHTN
19 NINTN	20 THNTY	21 THONE	22 THTWO	23 THTHR	24 THTFOR	25 THTFIV	26 THTSIX	27 THTSVN	28 THTEGT	29 THTNIN	30 THRTY	31 THONE	32 THTWO	33 THTHR	34 THTFOR	35 THTFIV
36 THTSIX	37 THTSVN	38 THTEGT	39 THTNIN	40 FORTY	41 FTONE	42 FTTWO	43 FTTHR	44 FTFOR	45 FTFIV	46 FTSIX	47 FTSVN	48 FTEGT	49 FTNIN	50 FIFTY	10X WIN10X	

PRIZE SYMBOLS:

In the Main Play Area, one prize symbol appears directly below each YOUR NUMBERS play symbol. Prize symbol captions correspond with and verify each of the prize symbols as follows:


\$5 FIVDOL	\$10 TENDOL	\$15 FTNDOL	\$25 TWYFIV	\$50 FTVDOL	\$100 ONEHUND
\$250 THUNFTY	\$500 FIVHUND	\$1,000 ONETHOU	\$10,000 TENTHOU	\$100,000 HUNTHOU	

In the FAST BONUS play areas, the following play symbols are also prize symbols.

\$10 WIN\$10	\$15 WIN\$15	\$25 WIN\$25	\$50 WIN\$50	\$100 WIN\$100
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HOW TO WIN:

A prize winner in the *Money Maker* instant game is determined by removing the scratch off coating from the play area on the front of the ticket to reveal the five WINNING NUMBERS play symbols, the twenty YOUR NUMBERS play symbols, the twenty prize symbols, and the three FAST BONUS play symbols.

- In the Main Play Area, if any of the player's YOUR NUMBERS play symbols matches any of the WINNING NUMBERS play symbols, the player wins the prize amount shown directly below that play symbol.
- In the Main Play Area, if any of the player's YOUR NUMBERS play symbols is a , the player wins ten times the prize amount shown directly below that play symbol.
- In the three FAST BONUS play areas, if the player reveals one of the following play symbols, the player wins that prize amount.

\$10 **\$15** **\$25** **\$50** **\$100**
WIN\$10 WIN\$15 WIN\$25 WIN\$50 WIN\$100

Neither the pack-ticket number (or any portion thereof) nor the validation number (or any portion thereof) are play symbols or prize symbols and are not usable or playable as such. A player may win up to twenty-three times on a ticket.

The prize symbols shown may be combined to produce the prize amounts that can be won according to the following prize structure:

PRIZE STRUCTURE:

<u>Prize Amount</u>	=	<u>Estimated No. of Prizes in Game*</u>
\$10	=	221,000
\$15	=	161,500
\$25	=	110,500
\$50	=	55,420
\$100	=	28,560
\$250	=	2,720
\$500	=	850
\$1,000	=	68
\$10,000	=	10
\$100,000	=	7

Estimated Total Value of All Prizes*: \$14,995,000

Estimated Prize Fund*: 73.50%

Estimated Overall Odds*: 1 in 3.51

*The number of prizes, total value of prizes, prize fund percent and overall odds in this game are based on a print quantity of 2,040,000 tickets. Should the print quantity be changed for production of this game, the ratio of prizes and total value of all prizes to print quantity will be proportionately maintained and the overall odds and prize payout percentage will remain the same.

Prizes subject to prior sales.

APPLICABLE RULES:

Arizona Administrative Code

Title 19, Chapter 3, Article 7. DESIGN AND OPERATION OF INSTANT GAMES

EFFECTIVE DATES

Order Issued by the Arizona Lottery

as Approved by the Arizona Lottery Commission

August 16, 2024

Alec Esteban Thomson, CEO & EDD

Date

New Business Item #2
Instant Tab Game Profiles
Report to Arizona Lottery Commission
August 16, 2024

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 *Bold & Brave* #205, *Desert Wild* #206, *Red, White & Blue Jay* #207, *Let Freedom Ring* #208, *Lakeside* #209, *Whole Lotta Loot* #210, *Flowers in the Sun* #1111, *On the Green* #1112, *Fantabulous Fortune* #1113, *Haba Happy Day* #1114, *Afternoon Delights* #1115, and *Swish* #1116.

***Bold & Brave* #205.** This \$.50 game has a top prize of \$150.

***Desert Wild* #206.** This \$.50 game has a top prize of \$150.

***Red, White & Blue Jay* #207.** This \$1.00 game has a top prize of \$250.

***Let Freedom Ring* #208.** This \$1.00 game has a top prize of 250.

***Lakeside* #209.** This \$1.00 game has a top prize of \$250.

***Whole Lotta Loot* #210.** This \$1.00 game has a top prize of \$250.

***Flowers in the Sun* #1111.** This \$.50 game has a top prize of \$150.

***On the Green* #1112.** This \$.50 game has a top prize of \$150.

***Fantabulous Fortune* #1113.** This \$1.00 game has a top prize of \$250.

***Haba Happy Day* #1114.** This \$1.00 game has a top prize of \$250.

***Afternoon Delights* #1115.** This \$1.00 game has a top prize of \$250.

***Swish* #1116.** This \$1.00 game has a top prize of \$250.

Attachments (Commissioners only)

New Business Item #3
Fast Play™ Game Profiles
Report to Arizona Lottery Commission
August 16, 2024

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

NEW GAME PROFILES

Attached for the Lottery Commission's action are new Fast Play game profiles: *Year of the Snake* #174 & MONOPOLY™ #175.

Year of the Snake #174. This \$1 seasonal game has a top prize of \$888. In this game, players match YOUR NUMBERS symbols to the WINNING NUMBERS symbols to win a prize.

MONOPOLY™ #175. This \$5 game features a licensed property and has a top prize of \$10,000. In this game, players match YOUR NUMBERS symbols to the WINNING NUMBERS symbols to win a prize. Players can also reveal three matching symbols to win a BONUS prize.

Attachments (Commissioners only)

New Business Item #4
Players Club Promotion Profiles #136 & 137
Report to Arizona Lottery Commission
August 16, 2024

This report has been provided to the Lottery Commission regarding the \$500K Giveaway & Crossword Craze Promotion Profiles. The Commission is requested to approve these Promotion Profiles.

NEW PROMOTION PROFILES

Attached for the Lottery Commission's action is new Promotion Profiles: \$500K Giveaway & Crossword Craze.

\$500K Giveaway Promotion Profile #136

Starting September 3, 2024 players will be able to enter winning and non-winning designated Instant Scratch game tickets for a chance to win \$500,000.

Crossword Craze Promotion Profile #137

Starting September 3, 2024 players will be able to enter winning and non-winning designated Instant Scratch game tickets for a chance to win a \$300 Scratchers® bundle.

Attachments (Commissioners only)