



June 21, 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 **June 21, 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](https://meet.google.com/guc-uece-uyy)

**OR**

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

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

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

**Call to Order**

1. Call for Quorum
2. Call for Notice
3. Approval of Minutes for May 17, 2024, Public Meeting

**Agency Reports**

1. Executive Report – Presentation
2. Financial Report – Presentation
3. Products & Marketing Update- Presentation
4. New Games Introduction – No Presentation

**New Business**

1. Discussion and possible action on new instant scratch game profiles: *Crossword* #1420, *Festive \$500s* #1464, *Blazing Heat/Black Ice* #1468, and *Blackjack Tripler* #1469.
2. Discussion and possible action on new instant tab game profiles *Catch A \$100* #204.
3. Discussion and possible action on new Fast Play™ game profiles: *Multiplier Mania Progressive* #169, *Lucky Gems Progressive* # 171, and amended Fast Play™ game profiles: *Lucky 13* #167 and *Xtreme Multiplier Progressive* #172.

4. Discussion and possible action on new promotion profile: *Lady Luck: Women in Country Music* #135.

### **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. There will be no Commission meeting in July. The next meeting will be held on **August 16, 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 12th day of June 2024

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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 May 17, 2024, Meeting

**PRESIDING** Chair Jeff Weintraub (Teleconference)

**COMMISSIONERS** Shannon Scheel and Mario Aniles (In-Person)

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

Luanne Mansanares, Anna Hunt, Anjali Dang, Adam Tollefson, Susan Kalember, Mary Cimaglio, Tiffany Paris, Mia Lemke, Ashley Lovett, Holly Hichens, Shelby Alessi, Valerie Aguilar, (In Person) Debra Andrego, Cassandra Bierworth, Ann Lopez, Mia Marquez, Vicki Nelson, Ray Ortega, Jacob Rusywick, Lynda Sellers, Sam Shipps, Erin Stanley, and Steven Wood. (Teleconference)

**GUESTS** Attorney General Representatives: Lena Kaukbrenner (Teleconference)

Legislative Liaisons: Jimmy Arwood, (In-Person)

Arizona Department of Gaming: Elise Mikkelsen and Jackie Johnson (In-Person)

Scientific Games Representatives: Steve Smith, Gabriel Reed (In-Person), Topper Wilson, and Hannah Balamut (Teleconference)

Pollard Banknote Limited Representatives: Travis Priest, Jessica Velarde (In-Person), and John Papile (Teleconference)

OH Partners: Anna Garza, and Melina Kiser (Teleconference)

## PUBLIC

### Call to Order

1. **Call for Quorum:** Pursuant to the Public Notice dated May 09, 2024, the Public Meeting of the Arizona State Lottery Commission was called to order at 10:06 a.m. by Chair Jeff Weintraub. A quorum was present, with Chair Weintraub (Teleconference), Commissioner Aniles, and Commissioner Scheel (In-Person)
2. **Notice:** Notice was posted by Luanne Mansanares on May 09, 2024, at 2:00 p.m., at the Arizona State Lottery, located at 4740 E. University Dr., Phoenix, Arizona.
3. **Approval of Minutes:** Chair Weintraub entertained a motion to approve the April 19, 2024, Public Meeting minutes. Commissioner Aniles moved; Commissioner Scheel seconded. The vote was unanimous, with Chair Weintraub (Teleconference), Commissioner Aniles, and Commissioner Scheel (In-Person) all voting aye. The motion

carried.

## **Agency Reports**

1. **Executive Report**—Executive Deputy Director Alec Thomson introduced the Gives Back Beneficiary of the Month, the Arizona Department of Gaming. Elise Mikkelsen and Jackie Johnson shared a presentation. Jimmy Arwood provided a Legislative update.
2. **Financial Report** – Presented by Russ Harben
3. **New Games Introduction** – No Presentation

## **New Business**

1. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new instant scratch game profiles: *Happy Holidays #1461, Milk and Cookies Cash*.  
(Luanne Mansanares clarified the game name as Milk and Cookie, not Cookie(s) indicating the name was singular.  
Chair Weintraub repeated all the game names. *Happy Holidays #1461, Milk and Cookie Cash #1462, Corner Cash Crossword #1463, and Instant Millions #1466*. 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 Agency to issue the orders regarding new instant scratch game profiles: #1461, #1462, #1463, and #1466. Commissioner Aniles moved; Commissioner Scheel seconded. The vote was unanimous, with Chair Weintraub (Teleconference), Commissioner Aniles, and Commissioner Scheel (In-Person) 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 profiles: *I Heart my Bartender #200, Treasure Tide #201, Starlight Wonders #202, Fireball & Firework #203, Cash Encounter #1107, Lady Luck #1108, Cash Blast #1109, and Wildly Wonderful #1110*. 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 profiles: #200, #201, #202, #203, #1107, #1108, #1109 and #1110. Commissioner Aniles moved; Commissioner Scheel seconded. The vote was unanimous, with Chair Weintraub (Teleconference), Commissioner Aniles, and Commissioner Scheel (In-Person) 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: *Secret Santa #170, Xtreme Multiplier Progressive #172, and \$20 on the Spot #173*. 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:

#170, #172, and #173. Commissioner Aniles moved; Commissioner Scheel seconded. The vote was unanimous, with Chair Weintraub (Teleconference), Commissioner Aniles, and Commissioner Scheel (In-Person) 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: *\$500k Giveaway #134*. 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: #134. Commissioner Aniles moved; Commissioner Scheel seconded. The vote was unanimous, with Chair Weintraub (Teleconference), Commissioner Aniles, and Commissioner Scheel (In-Person) all 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**

1. On May 17, 2024, members of the Arizona Lottery Commission may attend the following social function, wherein a quorum of the board may be present. The Board will not consider, discuss, or vote upon any board business at this function, which is solely a social gathering for Arizona Lottery employees and invited guests. It is not open to the public.
  - a. FUNCTION: [Arizona Lottery employee appreciation and awards luncheon, 11:30 a.m. – 1:30 p.m., at 4740 E. University Drive, Phoenix, Arizona 85034.] *This social function is for Arizona Lottery employees and invited guests*
  - b. Arizona Lottery Commissioner Orientation Training: [At approximately 1:30 pm, at 4740 E. University Drive, Phoenix, Arizona 85034.] Lottery Commissioners will be provided with background information on Lottery operations. *The Board will not consider, discuss, or vote upon any board business at this function.*
2. The next Commission meeting will be held on **June 21, 2024, at 10:00 a.m.**

### **Adjournment**

Chair Weintraub stated with nothing remaining on the agenda, we are adjourned. The meeting adjourned at 10:52 a.m.

### **Materials**

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

**Notice**

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**Agency Reports**  
 Report to Arizona Lottery Commission  
 June 21, 2024

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**Executive Report – Presentation**

**Financial Report – Presentation**

**Marketing & Products Update - Presentation**

**New Game Introductions – No Presentation**

The following Scratchers games were introduced since the last commission meeting: *Double Dollars* #1446, *Spicy Hot Cash* #1451, *Cash Plus* #1452, and *Million Dollar Crossword* #1455.

More information on these games is available by visiting the Scratchers section at [ArizonaLottery.com](http://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.

<b>Date Ended</b>	<b>Price Point</b>	<b>Game No.</b>	<b>Game Name</b>	<b>Beginning Inventory</b>	<b>% Sold through 6/10/24</b>
6/4/24	\$30	1354	Ultimate Riches	3,967,500	54%
6/4/24	\$3	1397	Lucky Hunt	2,923,500	69%
6/4/24	\$5	1399	Lady Luck	2,923,260	93%
6/4/24	\$5	1408	Bingo Star	3,646,020	58%
6/4/24	\$2	1409	Cash Drop	2,056,350	88%
6/4/24	\$2	1415	Money Madness	2,255,100	60%
6/4/24	\$10	1416	Triple Red 7's	3,855,420	97%
6/4/24	\$5	1425	Arizona Adventure	2,140,080	58%
6/4/24	\$1	1432	5X	3,985,500	77%

# **ATTACHMENT A**

# Dashboard Report June 2024

SERVING ARIZONA FOR 42 YEARS





6.51%

vs. Proj (FYTD)

Total Sales (FYTD)  
\$1,428,261,052

1.40%

vs. PYTD

55.09%

vs. Proj (FYTD)

Draw Sales  
\$455,724,930<sup>31.9%</sup>  
%Total Sales

10.74%

vs. PYTD

Draw Sales : From  
7/1/2018 - To  
6/2/2024  
Fast Play Sales :  
From 7/1/2018 - To  
6/2/2024

-7.12%

vs. Proj (FYTD)

Instant Sales  
\$972,536,122<sup>68.1%</sup>  
%Total Sales

-2.46%

vs. PYTD

89.00%

vs. Proj (FYTD)

Multi-State  
\$309,966,533<sup>68.0%</sup>  
%Draw Sales

7.40%

vs. PYTD

-7.16%

vs. Proj (FYTD)

Scratchers Sales  
\$957,904,642<sup>98.5%</sup>  
%Instant Sales

-2.52%

vs. PYTD

15.94%

vs. Proj (FYTD)

In-State  
\$95,260,353<sup>20.9%</sup>  
%Draw Sales

21.46%

vs. PYTD

Scratcher Sales :  
From 7/1/2018 - To  
6/2/2024  
Pulltab Sales : From  
7/2/2018 - To  
5/31/2024

-12.42%

vs. Proj (FYTD)

Charitable Pulltab Sales  
\$7,859,820<sup>0.8%</sup>  
%Instant Sales

-7.97%

vs. PYTD

-11.58%

vs. Proj (FYTD)

Quick Draw  
\$2,737,160<sup>0.6%</sup>  
%Draw Sales

17.84%

vs. PYTD

6.57%

vs. Proj (FYTD)

Age Rest. Pulltab Sales  
\$5,028,060<sup>0.5%</sup>  
%Instant Sales

14.87%

vs. PYTD

7.14%

vs. Proj (FYTD)

Fast Play  
\$47,760,884<sup>10.5%</sup>  
%Draw Sales

13.33%

vs. PYTD

8.20%

vs. Proj (FYTD)

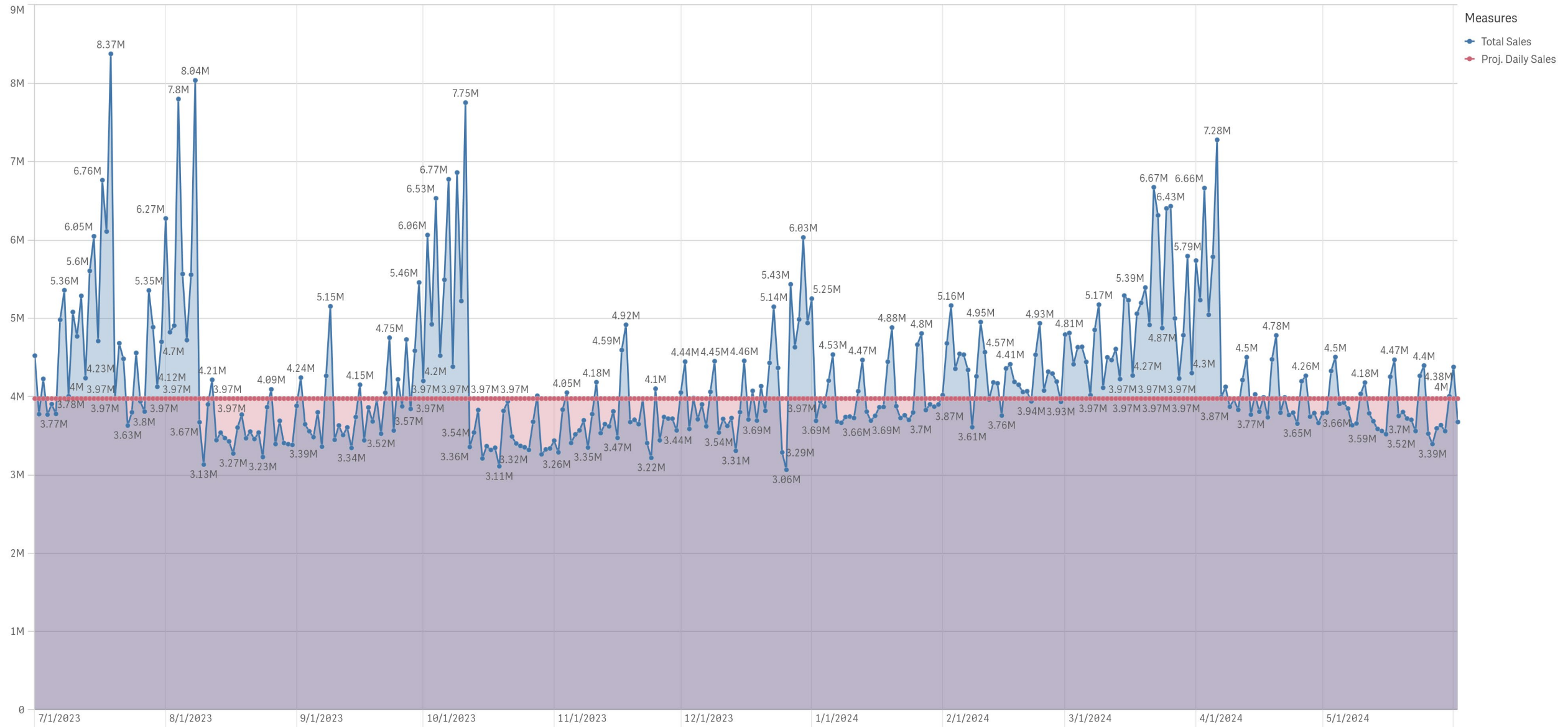
Other Pulltab Sales  
\$1,743,600<sup>0.2%</sup>  
%Instant Sales

16.36%

vs. PYTD



# Daily Sales vs. Goal

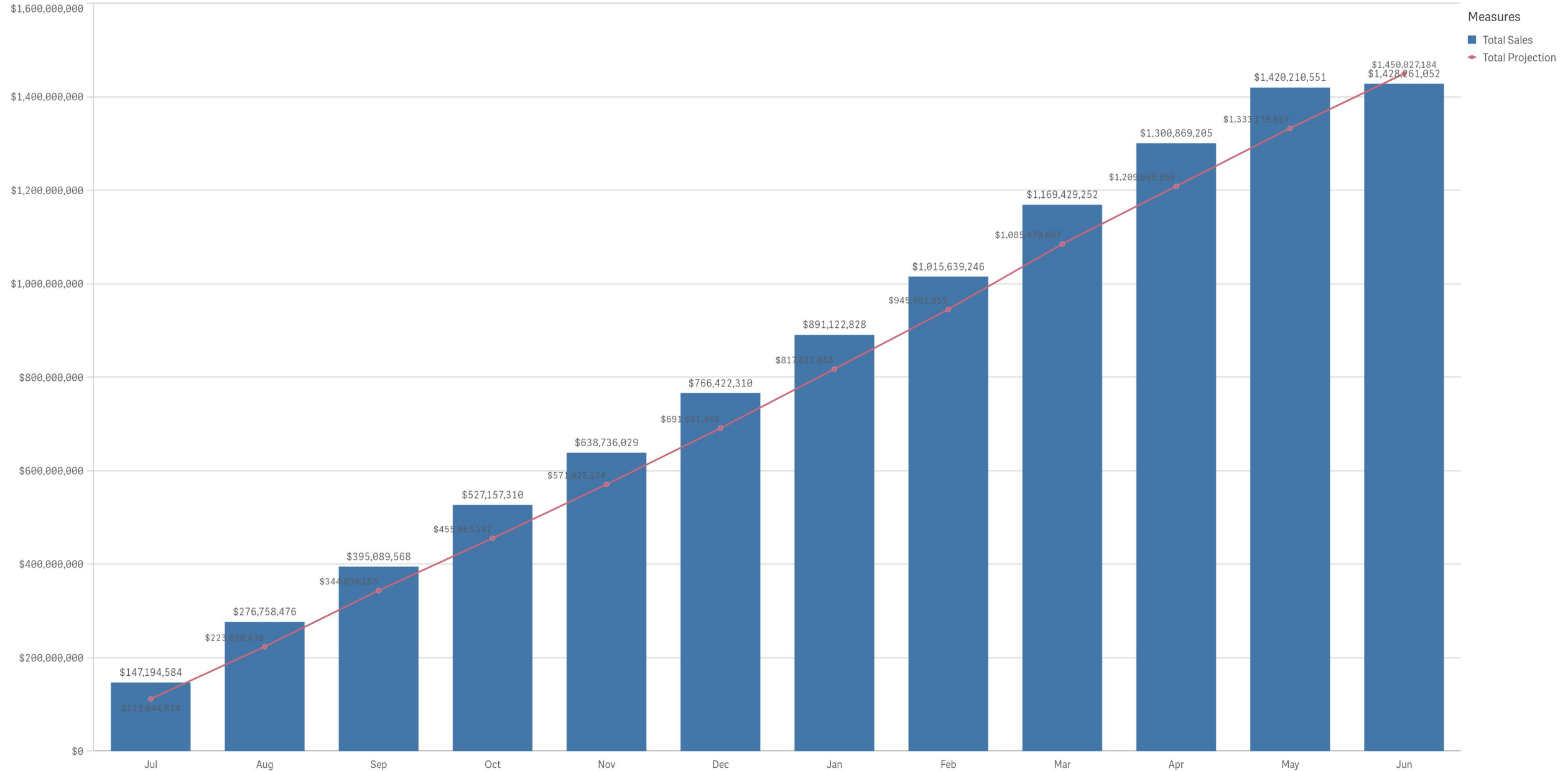


Measures  
- Total Sales  
- Proj. Daily Sales



# YTD Sales vs. Projection

## FY 2024 Total Sales vs. Projection

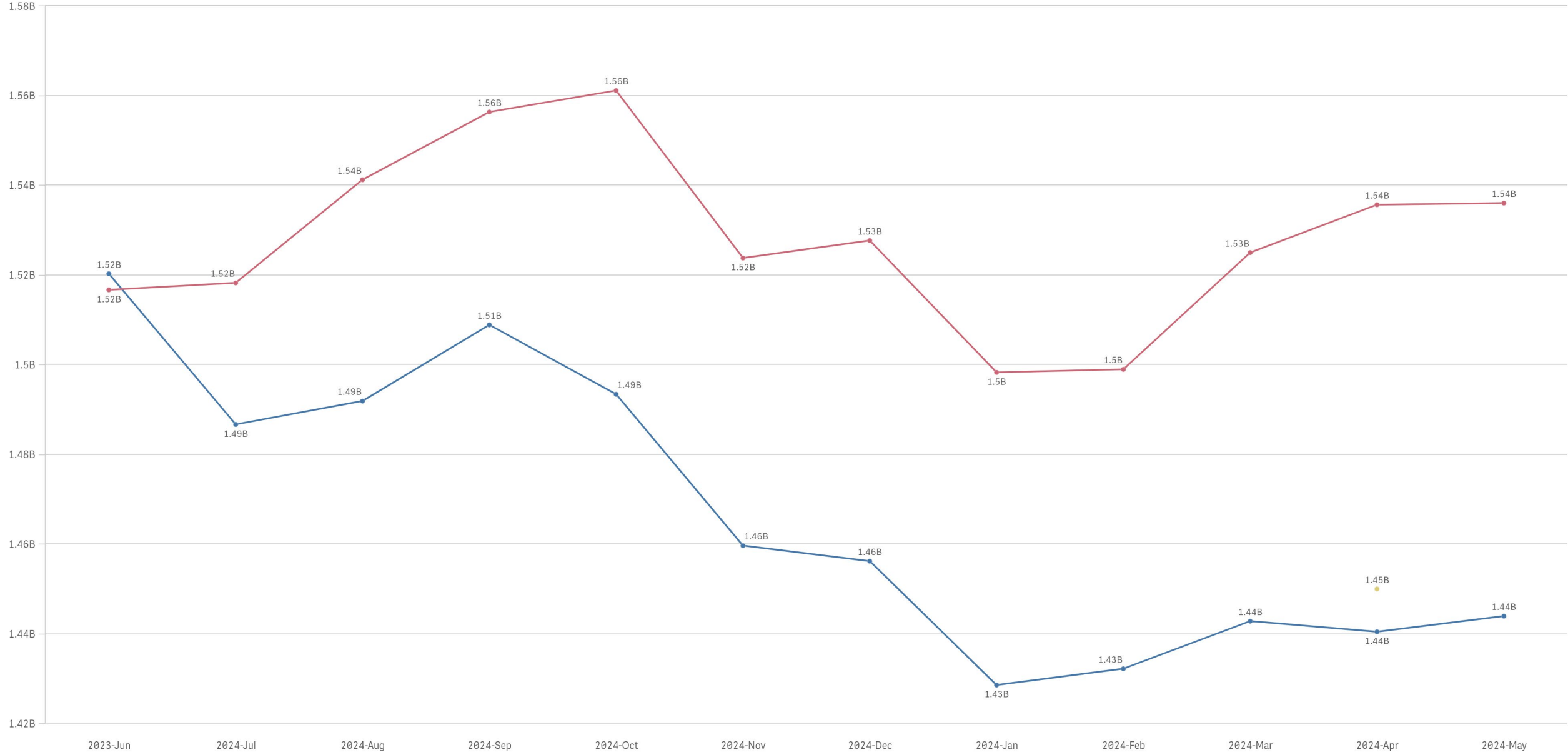




# Rolling 12 Month Total Sales

Rolling 12 Month Sales

◆ Total Projection    ◆ Current Year Projection    ◆ Total Sales

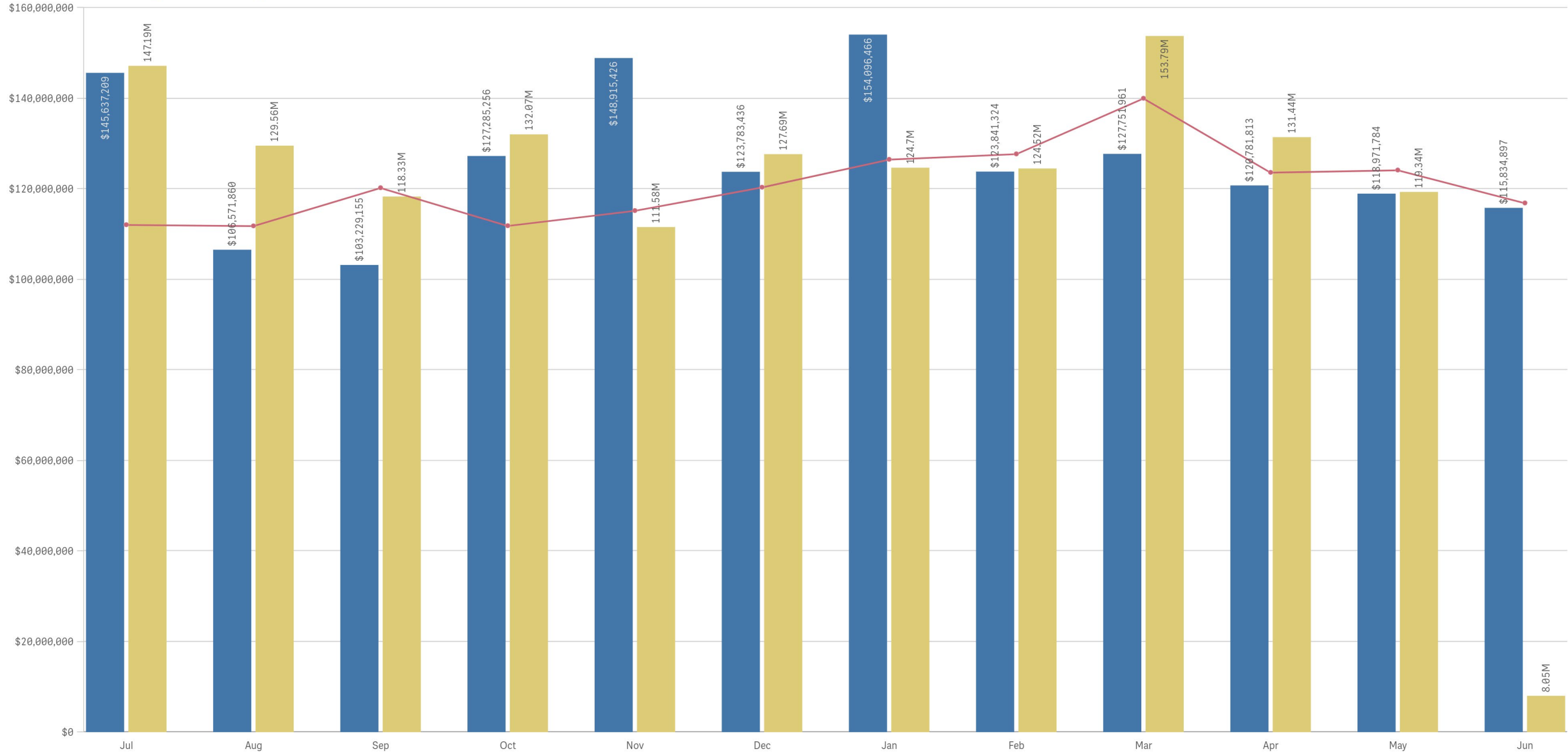




# All Games

### Sales FY 2023 vs. 2024 vs. Projection

Measures ■ Previous FY ■ Current FY ◆ Projected Sales

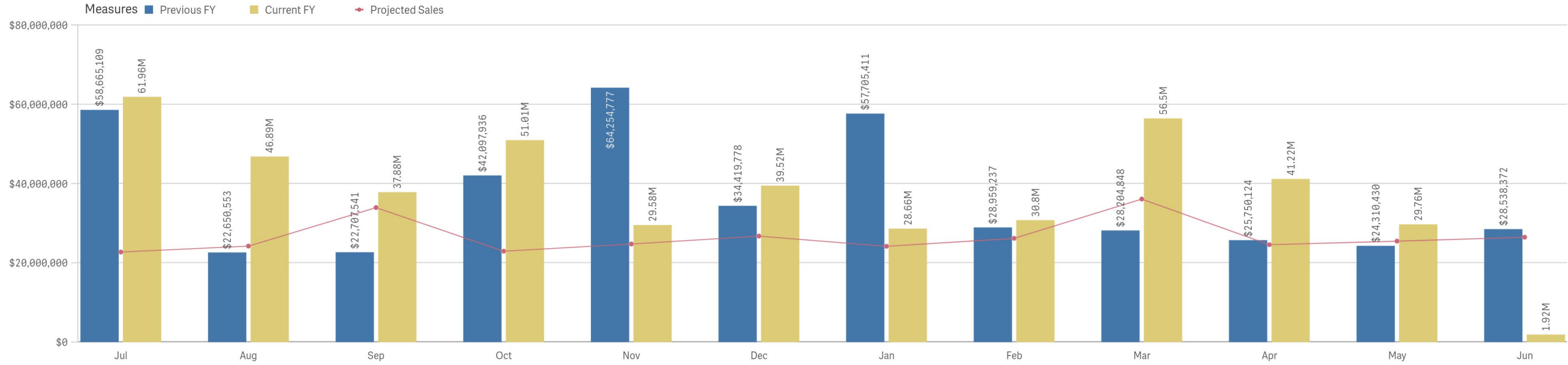




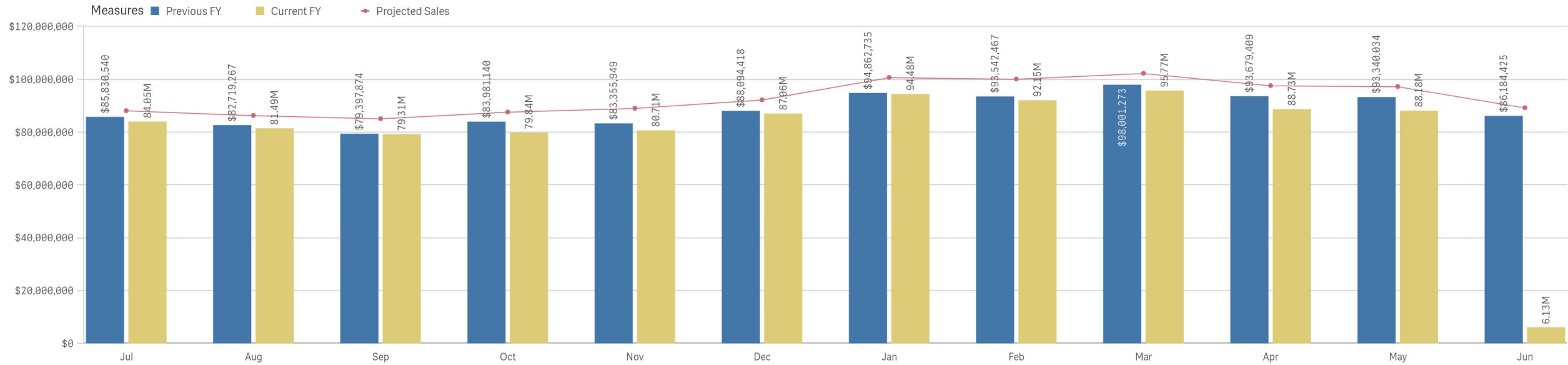


# Draw and Instant Games

### Draw Sales FY 2023 vs. 2024 vs. Projection



### Instant Sales FY 2023 vs. 2024 vs. Projection

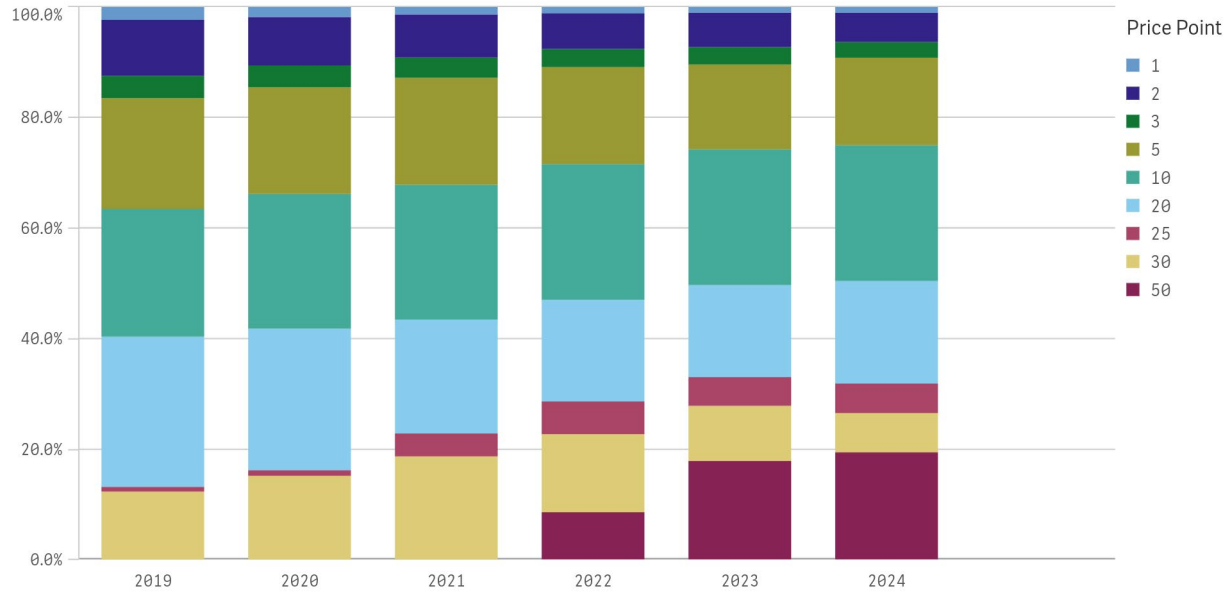




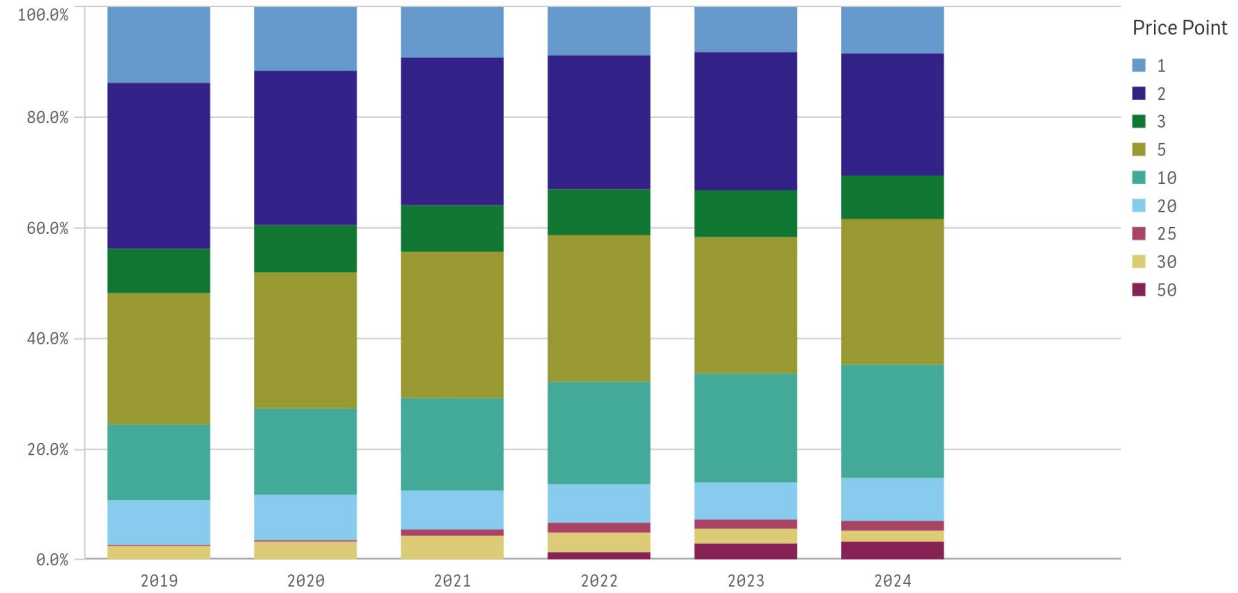


# Sales by Price Point - Scratcher and Pull Tabs

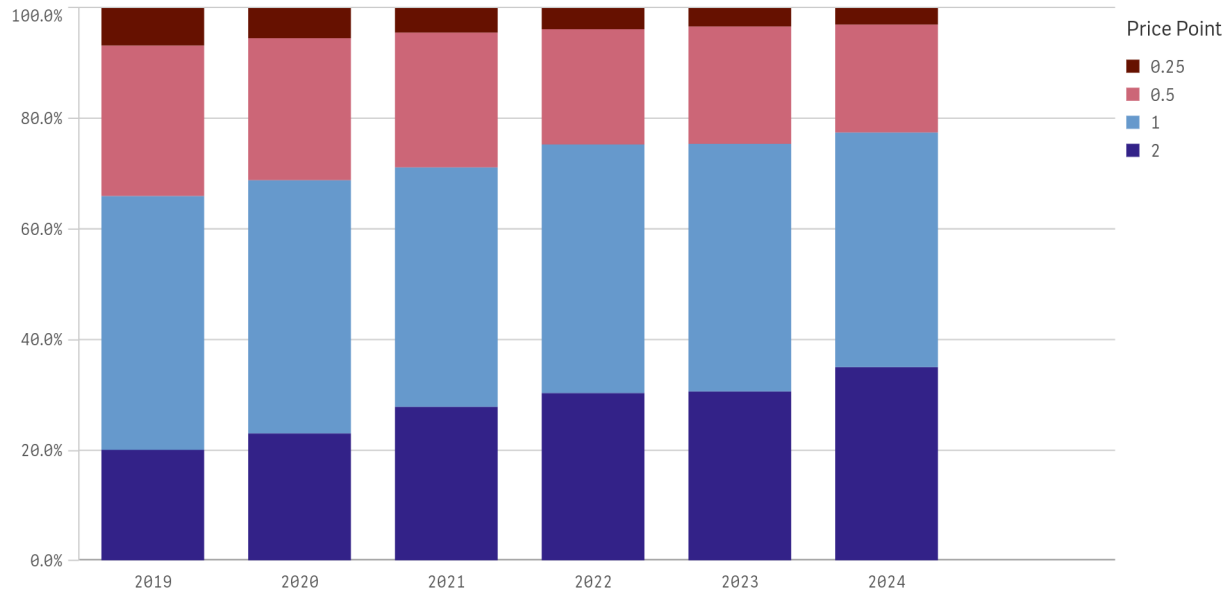
### Based on Dollars Sold - Scratcher



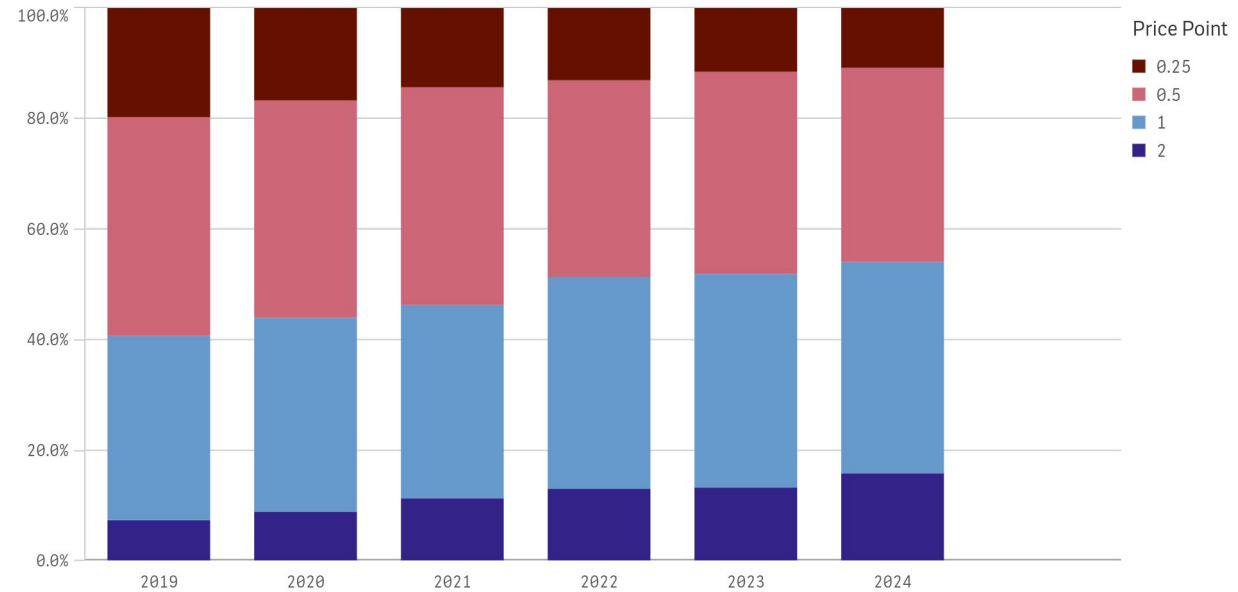
### Based on Tickets Sold - Scratcher



### Based on Dollars Sold - Pull Tabs

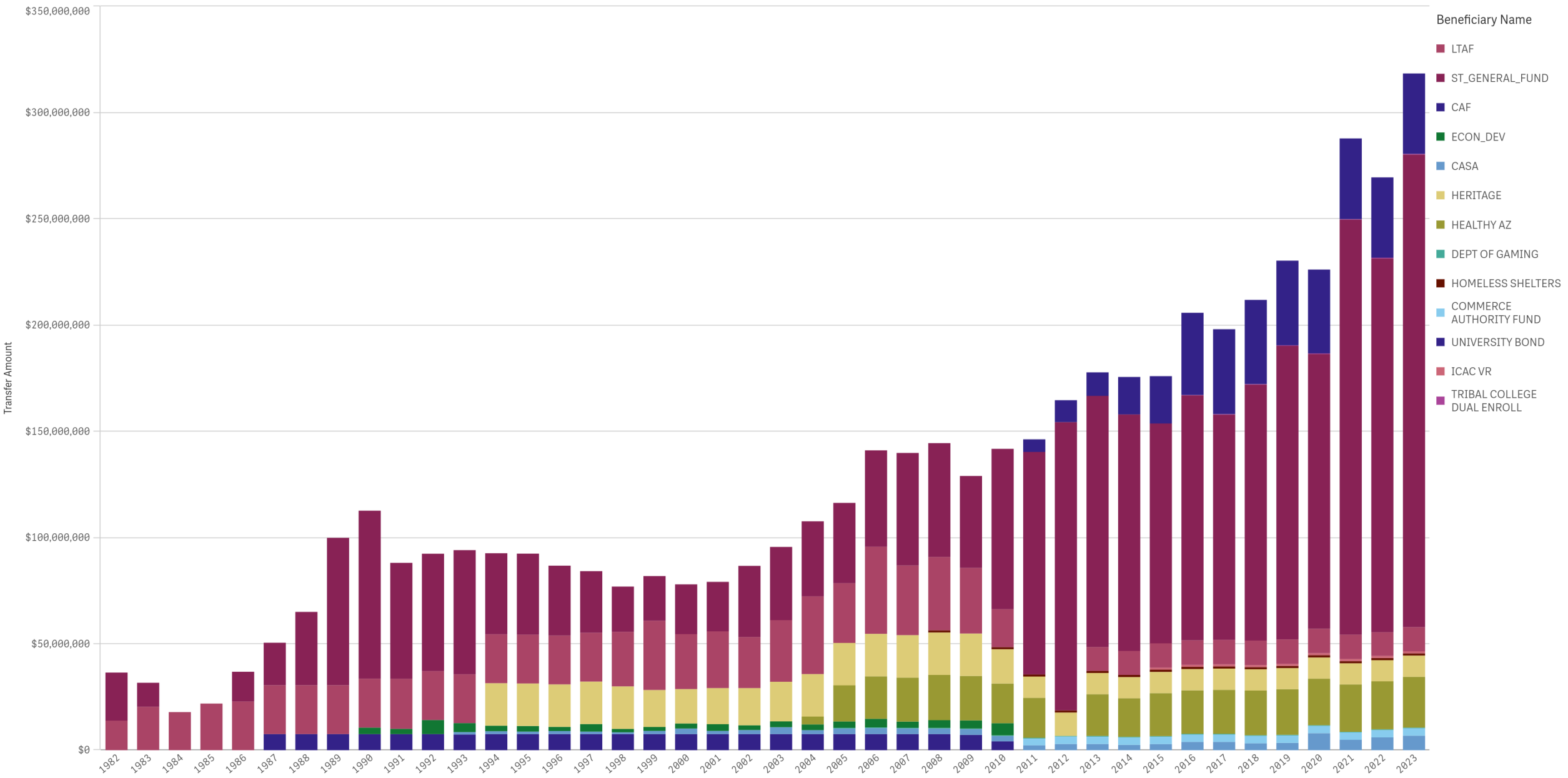


### Based on Tickets Sold - Pull Tabs



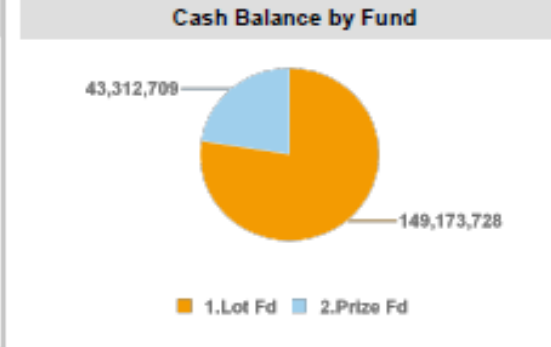
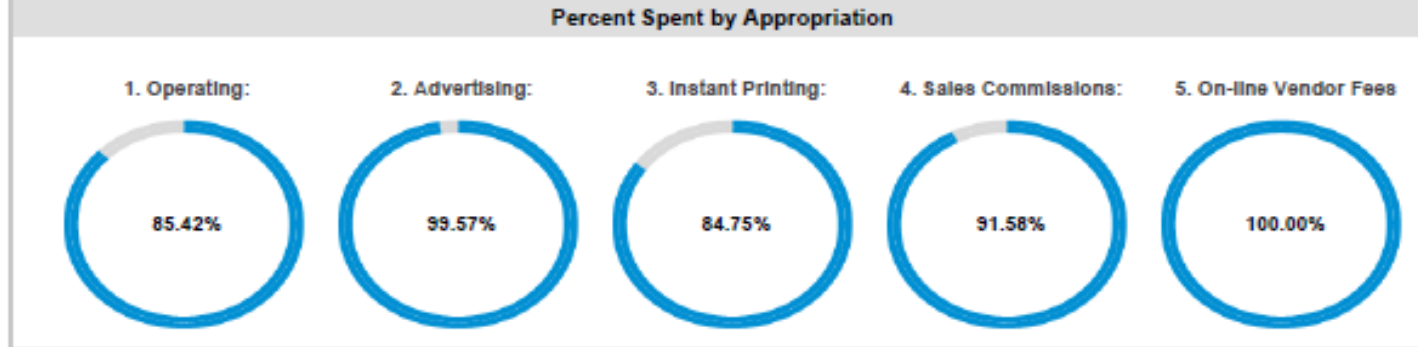
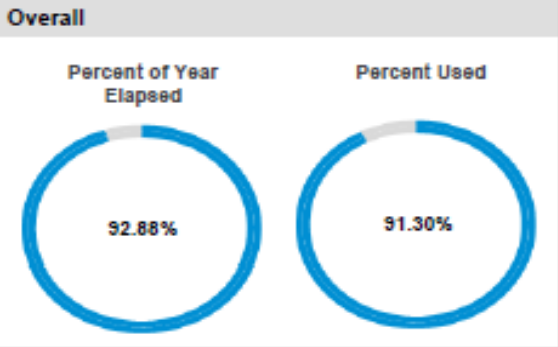


# Transfer Amount by Beneficiary

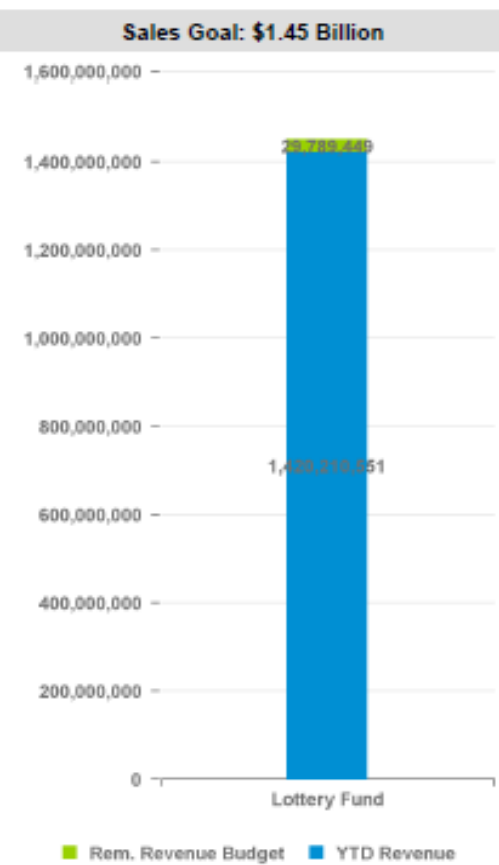




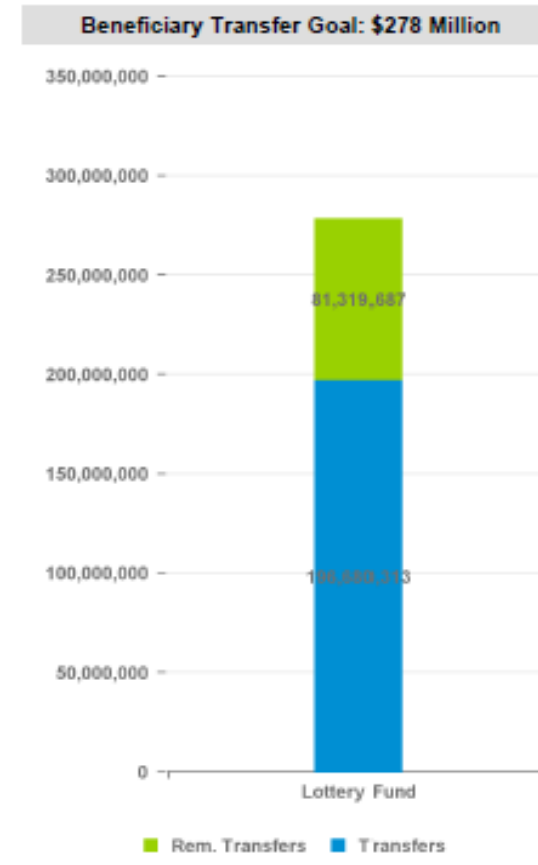
# FY24 Year-to-date Financial Status



## 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	-	4,317,543	-	-4,317,543	
	6100 - Employee Related Expenditures	-	1,612,409	-	-1,612,409	
	6200 - Professional And Outside Services	-	507,305	101,030	-608,335	
	6500 - Travel - In-State	-	28,136	1,724	-29,859	
	6600 - Travel - Out-Of-State	-	43,399	7,628	-51,027	
	7000 - Other Operating Expenditures	-	1,302,874	809,849	-2,112,722	
	8400 - Capital Equipment	-	-	73,504	-73,504	
	8500 - Non-Capital Equipment	-	19,743	37,629	-57,372	
	9100 - Transfers Out	-	84,761	-	-84,761	
<b>Total:</b>		<b>10,475,200</b>	<b>7,818,170</b>	<b>1,031,382</b>	<b>1,627,888</b>	<b>85.42%</b>
2. Advertising:	0000 - Appropriation Budget	15,500,000	-	-	15,500,000	
	7000 - Other Operating Expenditures	-	12,220,703	3,212,309	-15,433,012	
	<b>Total:</b>	<b>15,500,000</b>	<b>12,220,703</b>	<b>3,212,309</b>	<b>68,888</b>	<b>99.57%</b>
3. Instant Printing:	0000 - Appropriation Budget	37,965,000	-	-	37,965,000	
	6500 - Travel - In-State	-	-	-	-	
	7000 - Other Operating Expenditures	-	23,479,181	8,696,867	-32,175,048	
<b>Total:</b>	<b>37,965,000</b>	<b>23,479,181</b>	<b>8,696,867</b>	<b>6,788,862</b>	<b>84.75%</b>	
4. Sales Commissions:	0000 - Appropriation Budget	97,086,500	-	-	97,086,500	
	7000 - Other Operating Expenditures	-	87,424,212	1,485,992	-88,910,204	
	<b>Total:</b>	<b>97,086,500</b>	<b>87,424,212</b>	<b>1,485,992</b>	<b>8,178,288</b>	<b>91.58%</b>
5. On-line Vendor Fees:	0000 - Appropriation Budget	17,753,633	-	-	17,753,633	
	6200 - Professional And Outside Services	-	17,633,767	119,233	-17,753,000	
	<b>Total:</b>	<b>17,753,633</b>	<b>17,633,767</b>	<b>119,233</b>	<b>833</b>	<b>100.00%</b>
<b>Grand Total:</b>		<b>178,780,333</b>	<b>148,874,032</b>	<b>14,646,783</b>	<b>16,680,638</b>	



Rem. Revenue Budget (Green) YTD Revenue (Blue)

Rem. Transfers (Green) Transfers (Blue)

Arizona  
Lottery

TM

**New Business Item #1**  
Instant Scratch Game Profiles  
Report to Arizona Lottery Commission  
June 21, 2024

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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: *Crossword* #1420, *Festive \$500s* #1464, *Blazing Heat/Black Ice* #1468, and *Blackjack Tripler* #1469.

**Crossword #1420.** This \$2 game has a top prize of \$10,000. This game will be printed at a quantity of approximately 7.6 million tickets.

**Festive \$500s #1464.** This \$5 game has a top prize of \$50,000. This game will be printed at a quantity of approximately 2 million tickets.

**Blazing Heat/Black Ice #1468.** This \$10 game has a top prize of \$100,000. This game will be printed at a quantity of approximately 2 million tickets.

**Blackjack Tripler #1469.** This \$5 game has a top prize of \$50,000. This game will be printed at a quantity of approximately 2.1 million tickets.

Attachments (Commissioners only)

**New Business Item #2**  
Instant Tab Game Profiles  
Report to Arizona Lottery Commission  
June 21, 2024

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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 this game profile. After Commission approval, staff will commence with plans for printing and distribution of this game.

**NEW GAME PROFILE**

Attached for the Lottery Commission's action is new instant tab game profile: *Catch A \$100 #204*.

**Catch A \$100 #204**. This \$5.00 game has a top prize of \$100.

Attachments (Commissioners only)



**New Business Item #3**  
Fast Play™ Game Profiles  
Report to Arizona Lottery Commission  
June 21, 2024

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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: *Multiplier Mania Progressive #169* & *Lucky Gems Progressive #171*.

**Multiplier Mania Progressive #169.** This \$20 game has a progressive top prize that starts at \$200,000. In this game, players match YOUR NUMBERS symbols to the WINNING NUMBERS symbols to win a prize. The prize is then multiplied by the MULTIPLIER BONUS for that row.

**Lucky Gems Progressive #171.** This \$2 game has a progressive top prize that starts at \$5,000. In this game, players match YOUR NUMBERS symbols to the LUCKY NUMBERS symbol to win a prize.

**AMENDED GAME PROFILES**

Attached for the Lottery Commission's action are amended Fast Play game profiles: *Lucky 13 #167* & *Xtreme Multiplier Progressive #172*.

**Lucky 13 #167.** Font for Lucky 13 symbol was updated by vendor.

**Xtreme Multiplier Progressive #172.** Amended to reflect updated prize structure.

Attachments (Commissioners only)

**New Business Item #4**  
Players Club Promotion Profile #135  
Report to Arizona Lottery Commission  
June 21, 2024

---

This report has been provided to the Lottery Commission regarding the Lady Luck: Women in Country Music Promotion Profile. The Commission is requested to approve this Promotion Profile.

**NEW PROMOTION PROFILE**

Attached for the Lottery Commission's action is new Promotion Profile Lady Luck: Women in Country Music.

**Lady Luck: Women in Country Music Promotion Profile #135**

Starting July 2, 2024 players will be able to enter winning and non-winning designated Instant Scratch game tickets for a chance to win a three-night travel package for two to Pigeon Forge, TN valued at \$18,258 that includes a private concert with Martina McBride and a chance to win a \$500,000 Grand Prize.

Attachments (Commissioners only)