



May 16, 2025
COMMISSION
REPORT

Table of Contents

Notice of Public Meeting and Executive Session	3
Commission Minutes of April 18, 2025, Meeting.....	5
Agency Reports	8
Executive Report – Presentation	8
Financial Report – Presentation	8
Marketing & Products Update – Presentation	8
New Game Introduction – No Presentation	8
New Business Item #1	10
Instant Scratch Game Profiles	10
New Business Item #2	12
Instant Tab Game Profiles	12

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 **May 16, 2025, 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 April 18, 2025, Public Meeting

Agency Reports

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

New Business

1. Discussion and possible action on new instant scratch game profiles: *Winter Winnings* #1505, *Retro Slingo*® #1511, *Cash King* #1512, and amended game profile *NASCAR*® #1495.
2. Discussion and possible action on new instant tab game profiles: *Cozy Cash Cabin* #213, *Cash Encounter* #214, *Aerial Cash* #215, *Flight to Fortune* #216, *Feline Good* #1128, *Java Jackpot* #1129, *Autumn's Best* #1130, *Green Thumb* #1131, *Arizona Sunsets* #1132, and *Snow Rider Riches* #1133.

Call to the Public

Consideration and discussion of comments from the public. Members of the Public wishing to address the Commission need not request permission in advance and will be given approximately five minutes for their comments and requests. Action taken as a result of public comment will be

limited to directing staff to study the matter or rescheduling the matter for further consideration later to comply with A.R.S. § 38-431.02.

Announcements

The next meeting is scheduled to be virtual on June 20, 2025, at 10:00 a.m. The public will have physical access to the meeting room located at 4740 E. University Dr., Phoenix, AZ 85034, beginning 15 minutes prior to the meeting and through the duration of both virtual and in-person public sessions.

Adjournment

Materials

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

Notice

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

Dated this 12th day of May 2025

Alec Esteban Thomson
Executive Director

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

PUBLIC MEETING OF THE ARIZONA LOTTERY

Commission Minutes of April 18, 2025, Meeting

PRESIDING Chair Jeff Weintraub (In Person)

COMMISSIONERS Tereza Fritz, Shannon Scheel, Mario Aniles, and Todd Newman (In Person)

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

Luanne Mansanares, Anna Hunt, Tonya Beenders, Virginia Pothier, Julio Mendoza, Jacob Rusywick, and Susan Kalember (In Person)

Attorney General Representative Pamela Peiser (In Person)

PUBLIC

Call to Order

1. **Call for Quorum:** Pursuant to the Public Notice dated April 15, 2025, the Public Meeting of the Arizona State Lottery Commission was called to order at 10:00 a.m. by Chair Jeff Weintraub. A quorum was present, with Chair Weintraub, Commissioner Scheel, Commissioner Newman, and Commissioner Aniles (In Person). Commissioner Fritz arrived at 10:02 a.m. (In Person).
2. **Notice:** Notice was posted by Anna Hunt on April 15, 2025, at 11:15 a.m., at the Arizona State Lottery, located at 4740 E. University Dr., Phoenix, Arizona.
3. **Approval of Minutes:** Chair Weintraub entertained a motion to approve the March 21, 2025, Public Meeting Minutes, Commissioner Newman moved; Commissioner Scheel seconded. The vote was unanimous, with all Commission Members present voting aye. The motion carried. Commissioner Fritz was not present for this vote.
Chair Weintraub entertained a motion to approve the April 10, 2025, Public Meeting minutes. Commissioner Scheel moved; Commissioner Aniles seconded. The vote was unanimous, with all Commission Members present voting aye. The motion carried. Commissioner Fritz was not present for this vote.

Agency Report

1. Executive Report - Executive Director Alec Thomson presented the Executive Report; Legislative Liaison Jimmy Arwood provided a Legislative update
2. Retailer Spotlight – Presentation by Tonya Beenders
3. Recognition Awards – Presentation by Virginia Pothier, Tonya Beenders, Todd Terrell, and Chris Rogers.
4. Financial Report – Presented by Russ Harben
5. Marketing & Products Update – Presentation by Chris Rogers

6. Sales Update – Presentation by Tonya Beenders
7. 3rd Quarter Product & Sales Review - No Presentation
8. 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: *NASCAR®* #1495 and *Loteria Grande* #1497. There was no response. In accordance with A.R.S. §5-554(C), Chair Weintraub entertained a motion to approve the orders and authorize the Director to issue the orders regarding new instant scratch game profiles #1495 and #1497. Commissioner Scheel moved; Commissioner Aniles seconded. The vote was unanimous, with all Commission Members present voting aye. The motion carried.
2. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new Fast Play™ game profiles: *Match For Cash* #187 and *Ghostly Green* #188. There was no response. In accordance with A.R.S. §5-554(C), Chair Weintraub entertained a motion to approve the orders and authorize the Director to issue the orders regarding new Fast Play™ game profiles: #187 and #188. Commissioner Aniles moved; Commissioner Newman seconded. The vote was unanimous, with all Commission Members present voting aye. The motion carried.
3. Chair Weintraub asked if any members of the public wanted to address the Commission regarding promotion profile: *JURASSIC WORLD* #144. There was no response. In accordance with A.R.S. §5-554(C), Chair Weintraub entertained a motion to approve the orders and authorize the Director to issue the orders regarding promotion profile: #144. Commissioner Scheel moved; Commissioner Aniles seconded. The vote was unanimous, with all Commission Members present voting aye. The motion carried.

Call to the Public

Chair Weintraub invited members of the public to speak before the commission. There was no response.

Announcements

The next meeting is scheduled to be held on May 16, 2025, at 10:00 a.m. The public will have physical access to the meeting room located at 4740 E. University Dr., Phoenix, AZ 85034, beginning 15 minutes prior to the meeting and throughout the duration of both virtual and in-person public sessions. This will provide anyone without access to the virtual meeting an opportunity to participate in the May commission meeting.

Adjournment

The meeting adjourned at 10:49 a.m.

Materials

A copy of the agenda and background material provided to Commission members, which is not

exempt by law from public inspection, is available for public inspection at least 24 hours in advance of the meeting at the Lottery Office located at 4740 East University Drive, Phoenix, Arizona.

Notice

Persons with disabilities may request a reasonable accommodation by calling (480) 921-4486. 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.

Agency Reports
Report to Arizona Lottery Commission
May 16, 2025

Executive Report - Presentation

Financial Report – Presentation

Marketing & Products Update – Presentation

New Game Introductions - No Presentation

New Game Introductions.

The following Scratchers games were introduced since the last commission meeting: *Easy \$100s* #1487, *State Forty Eight* #1488, and *Money* #1489.

The following Fast Play games were introduced since the last commission meeting: *Money Vault Progressive* #182, *Double Money Vault Progressive* #183, and *Triple Money Vault Progressive* #184.

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

The following game was 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 5/5/25
4/15/25	\$2	1472	MONOPOLY™ 10X®	3,067,500	62%

ATTACHMENT A

Dashboard Report

May 2025

SERVING ARIZONA FOR 43 YEARS





Dashboard

-9.37%

vs. Proj (FYTD)

Total Sales (FYTD)

\$1,182,555,609

-10.23%

vs. PYTD

-25.63%

vs. Proj (FYTD)

Draw Sales

\$298,300,504^{25.2%}
%Total Sales

-30.37%

vs. PYTD

Draw Sales : From
7/1/2019 - To
5/4/2025
Fast Play Sales :
From 7/1/2019 - To
5/4/2025

-2.16%

vs. Proj (FYTD)

Instant Sales

\$884,255,105^{74.8%}
%Total Sales

-0.52%

vs. PYTD

-34.80%

vs. Proj (FYTD)

Multi-State

\$173,704,429^{58.2%}
%Draw Sales

-41.05%

vs. PYTD

-2.43%

vs. Proj (FYTD)

Scratchers Sales

\$868,483,427^{98.2%}
%Instant Sales

-0.80%

vs. PYTD

-11.83%

vs. Proj (FYTD)

In-State

\$76,757,214^{25.7%}
%Draw Sales

-12.74%

vs. PYTD

Scratcher Sales :
From 7/1/2019 - To
5/4/2025
Pulltab Sales : From
7/1/2019 - To
5/2/2025

9.51%

vs. Proj (FYTD)

Charitable Pulltab Sales

\$8,107,793^{0.9%}
%Instant Sales

11.92%

vs. PYTD

0.17%

vs. Proj (FYTD)

Quick Draw

\$2,399,953^{0.8%}
%Draw Sales

-3.57%

vs. PYTD

21.54%

vs. Proj (FYTD)

Age Rest. Pulltab Sales

\$5,624,140^{0.6%}
%Instant Sales

23.34%

vs. PYTD

0.51%

vs. Proj (FYTD)

Fast Play

\$45,438,908^{15.2%}
%Draw Sales

5.08%

vs. PYTD

26.57%

vs. Proj (FYTD)

Other Pulltab Sales

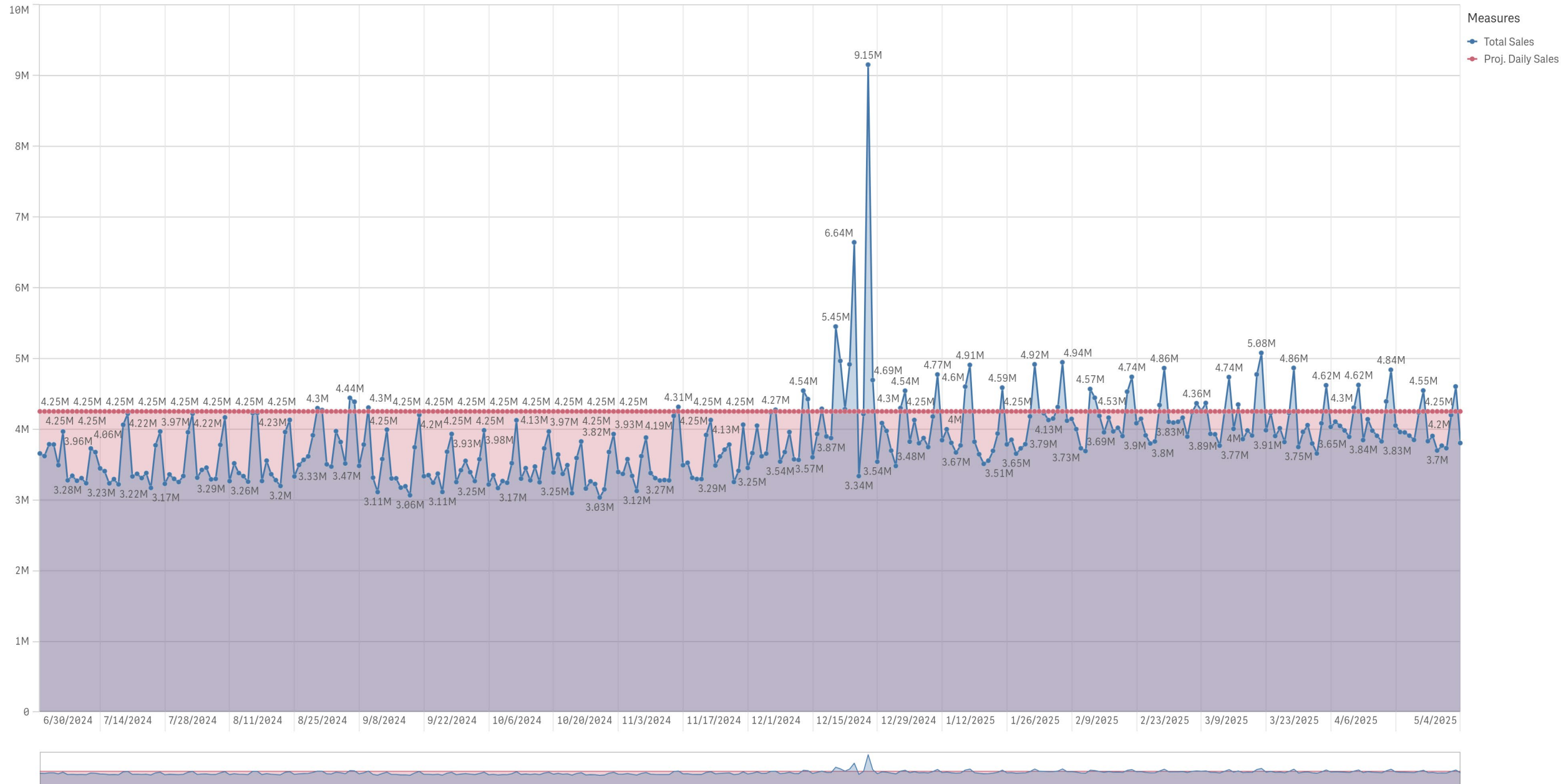
\$2,039,745^{0.2%}
%Instant Sales

28.83%

vs. PYTD



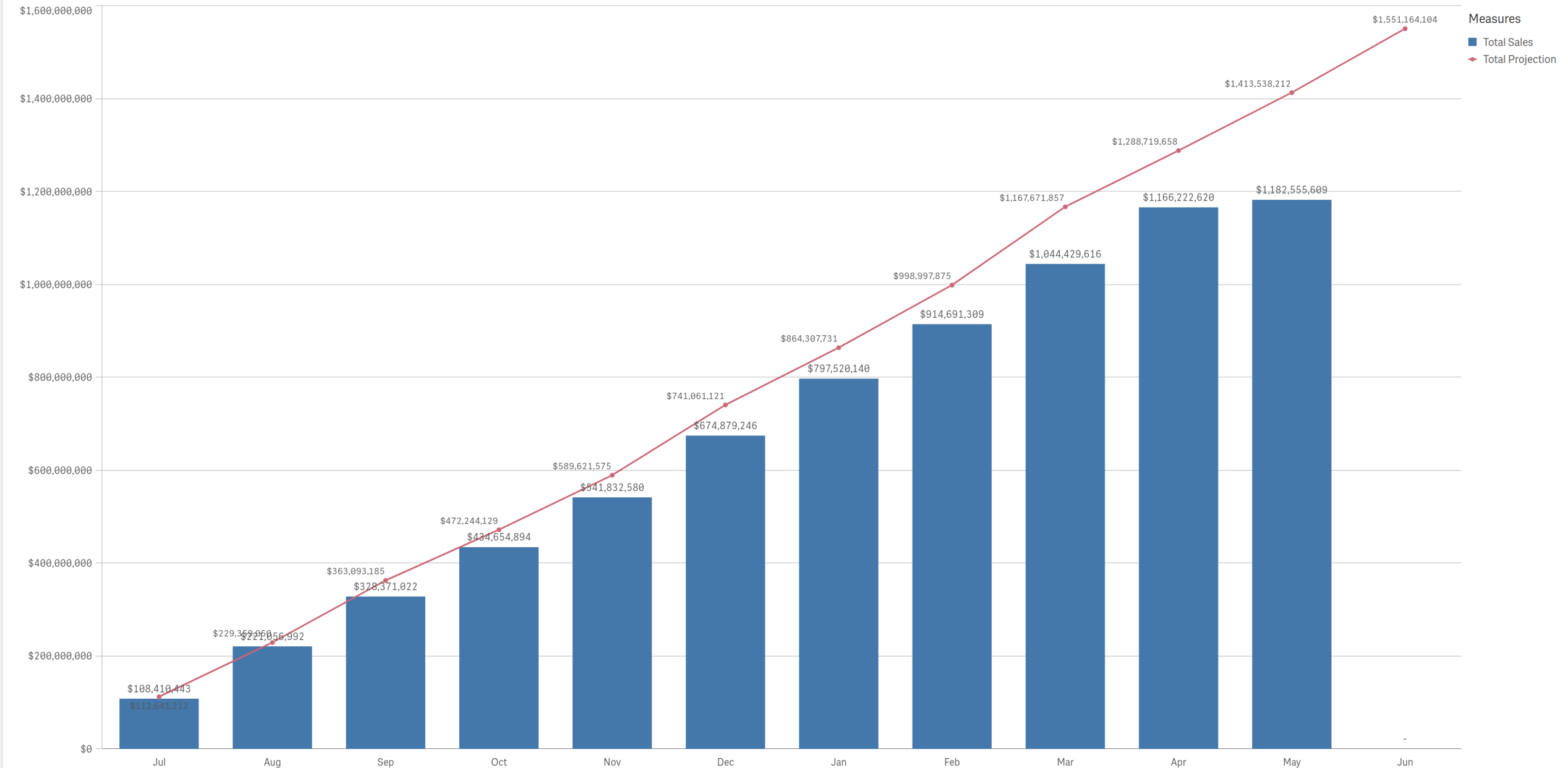
Daily Sales vs. Goal





YTD Sales vs. Projection

FY 2025 Total Sales vs. Projection

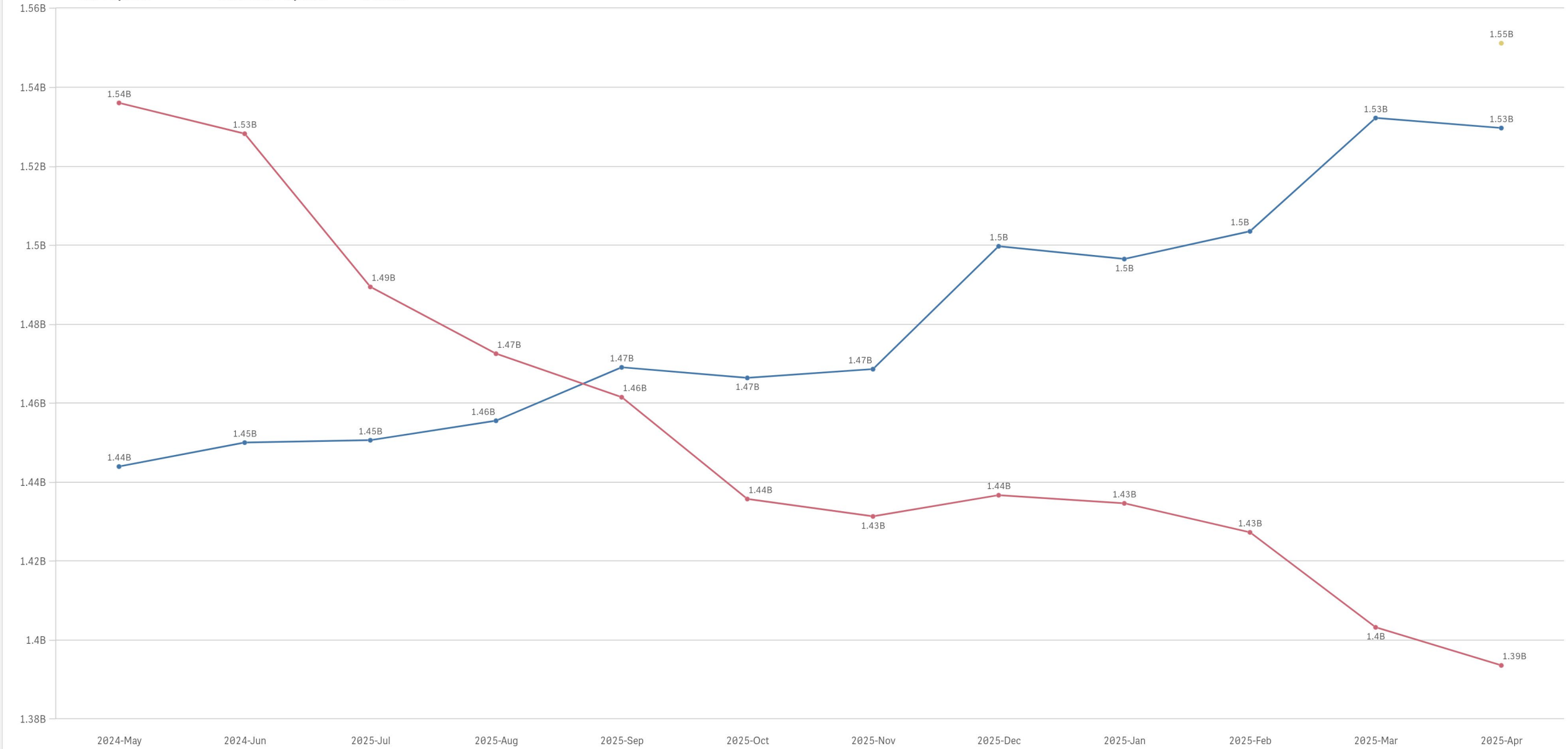




Rolling 12 Month Total Sales

Rolling 12 Month Sales

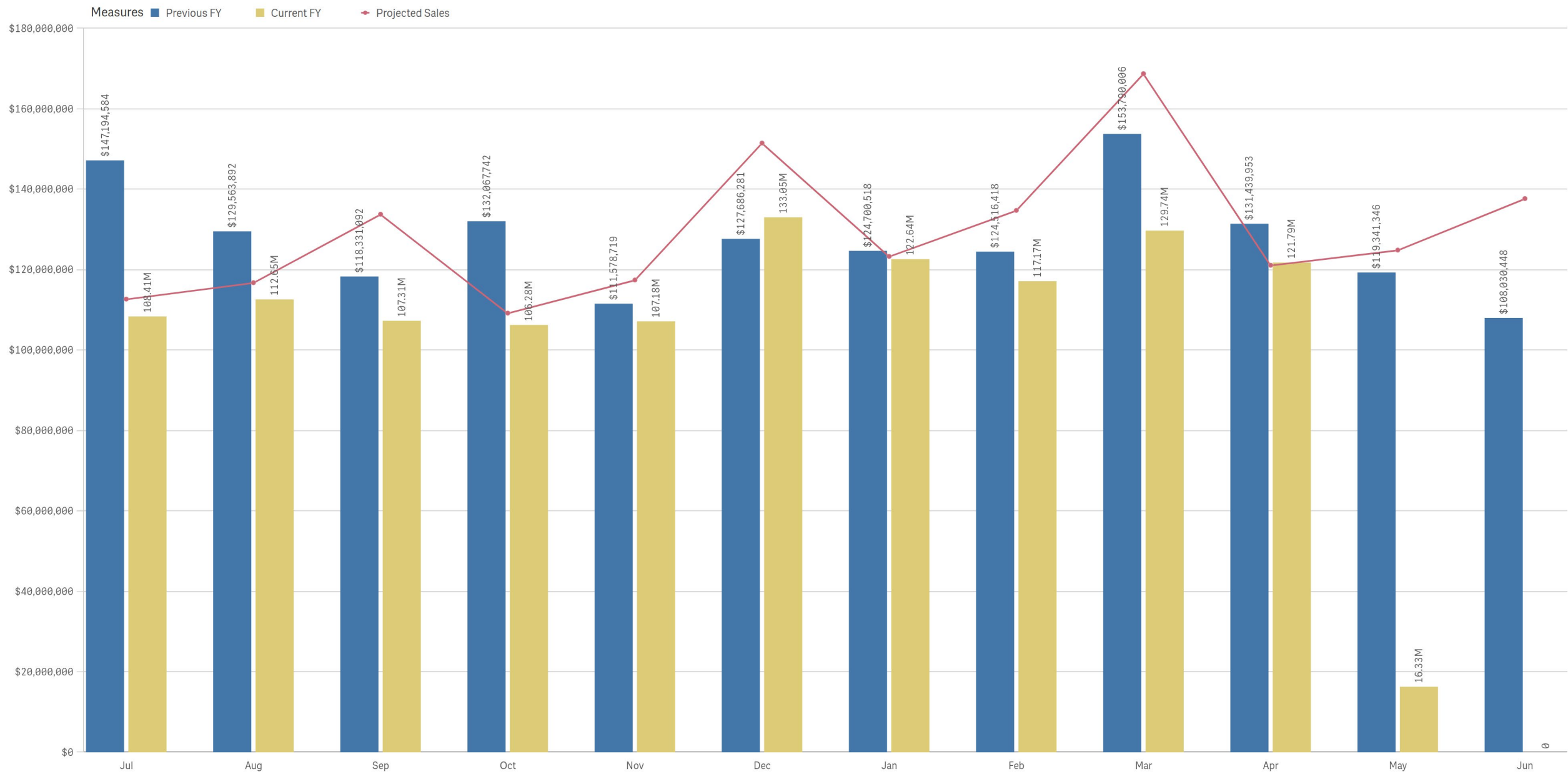
◆ Total Projection ◆ Current Year Projection ◆ Total Sales





All Games

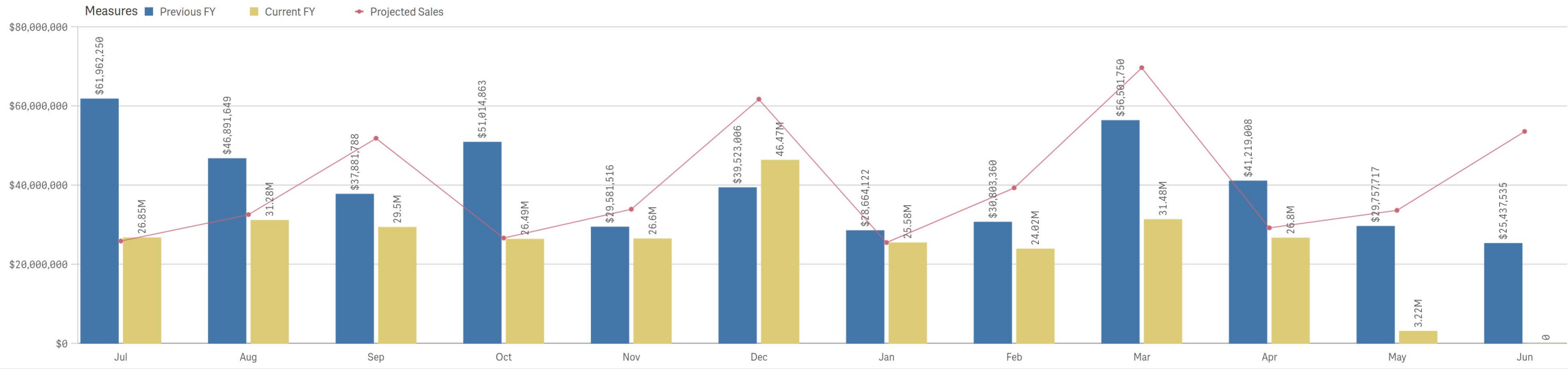
Sales FY 2024 vs. 2025 vs. Projection



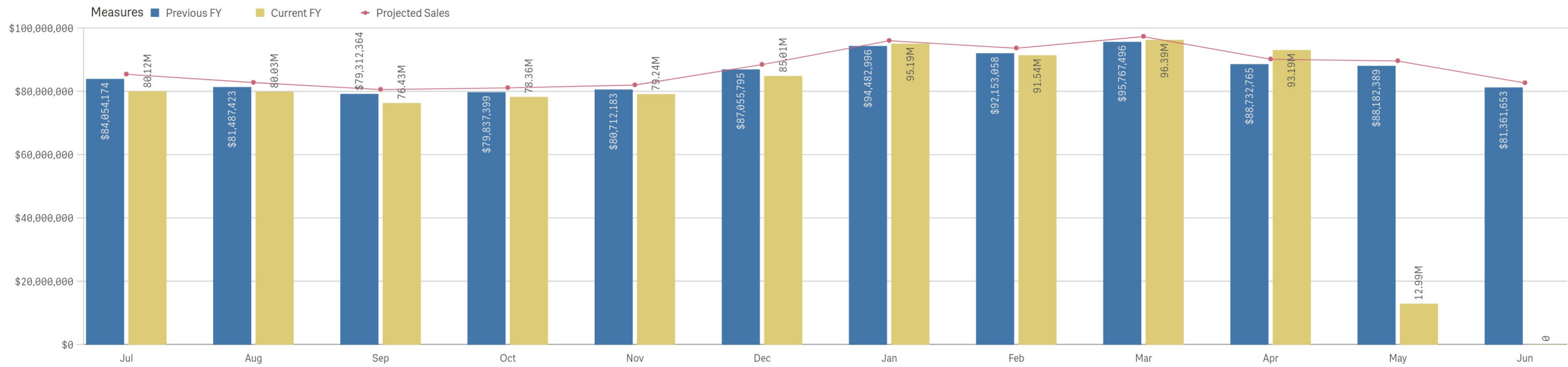


Draw and Instant Games

Draw Sales FY 2024 vs. 2025 vs. Projection



Instant Sales FY 2024 vs. 2025 vs. Projection





The chart displays monthly sales data from July to June. The stacked bars show the composition of sales by region and game type, while the red line represents the total projected sales. The Y-axis is scaled in millions of dollars.

Month	In-State	Multi-State	Fast Play	Quick Draw	Projected Sales
Jul	8,000,000	14,000,000	4,000,000	1,000,000	27,000,000
Aug	9,000,000	17,000,000	5,000,000	1,000,000	32,000,000
Sep	7,000,000	18,000,000	4,000,000	1,000,000	51,000,000
Oct	6,000,000	15,000,000	4,000,000	1,000,000	26,000,000
Nov	6,000,000	16,000,000	4,000,000	1,000,000	34,000,000
Dec	8,000,000	34,000,000	4,000,000	1,000,000	62,000,000
Jan	6,000,000	14,000,000	4,000,000	1,000,000	25,000,000
Feb	6,000,000	13,000,000	5,000,000	1,000,000	39,000,000
Mar	8,000,000	18,000,000	6,000,000	1,000,000	70,000,000
Apr	8,000,000	13,000,000	5,000,000	1,000,000	29,000,000
May	1,000,000	1,000,000	1,000,000	1,000,000	34,000,000
Jun	0	0	0	1,000,000	53,000,000

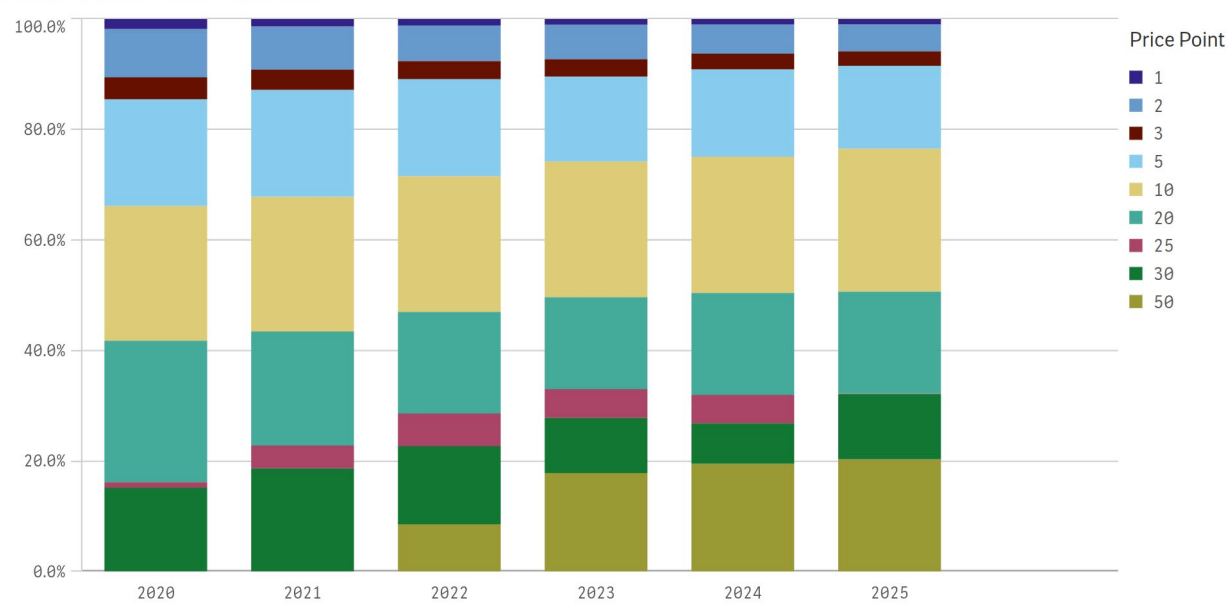
The following table provides estimated values for each game segment across the months shown in the chart.

Month	5 Mega Millions	Extra (Fantasy 5)	Extra (The Pick)	Fantasy 5	Mega Millions	Megaplier	Pick 3	Power Play	Powerball	The Pick	Triple Twist
Jul	\$1,000,000	\$0	\$1,000,000	\$1,000,000	\$6,000,000	\$1,000,000	\$5,000,000	\$0	\$5,000,000	\$4,000,000	\$1,000,000
Aug	\$1,000,000	\$0	\$1,000,000	\$1,000,000	\$9,000,000	\$1,000,000	\$5,000,000	\$0	\$6,000,000	\$4,000,000	\$1,000,000
Sep	\$1,000,000	\$0	\$1,000,000	\$1,000,000	\$8,000,000	\$1,000,000	\$5,000,000	\$0	\$7,000,000	\$3,000,000	\$1,000,000
Oct	\$1,000,000	\$0	\$1,000,000	\$1,000,000	\$5,000,000	\$1,000,000	\$5,000,000	\$0	\$8,000,000	\$2,000,000	\$1,000,000
Nov	\$1,000,000	\$0	\$1,000,000	\$1,000,000	\$8,000,000	\$1,000,000	\$5,000,000	\$0	\$6,000,000	\$2,000,000	\$1,000,000
Dec	\$1,000,000	\$0	\$1,000,000	\$1,000,000	\$22,000,000	\$1,000,000	\$5,000,000	\$0	\$8,000,000	\$2,000,000	\$2,000,000
Jan	\$1,000,000	\$0	\$1,000,000	\$1,000,000	\$4,000,000	\$1,000,000	\$5,000,000	\$0	\$7,000,000	\$2,000,000	\$1,000,000
Feb	\$1,000,000	\$0	\$1,000,000	\$1,000,000	\$4,000,000	\$1,000,000	\$5,000,000	\$0	\$7,000,000	\$2,000,000	\$1,000,000
Mar	\$1,000,000	\$0	\$1,000,000	\$1,000,000	\$5,000,000	\$1,000,000	\$5,000,000	\$0	\$10,000,000	\$3,000,000	\$2,000,000
Apr	\$5,000,000	\$0	\$1,000,000	\$1,000,000	\$1,000,000	\$0	\$7,000,000	\$0	\$7,000,000	\$2,000,000	\$2,000,000
May	\$1,000,000	\$0	\$1,000,000	\$0	\$0	\$0	\$0	\$0	\$1,000,000	\$1,000,000	\$0

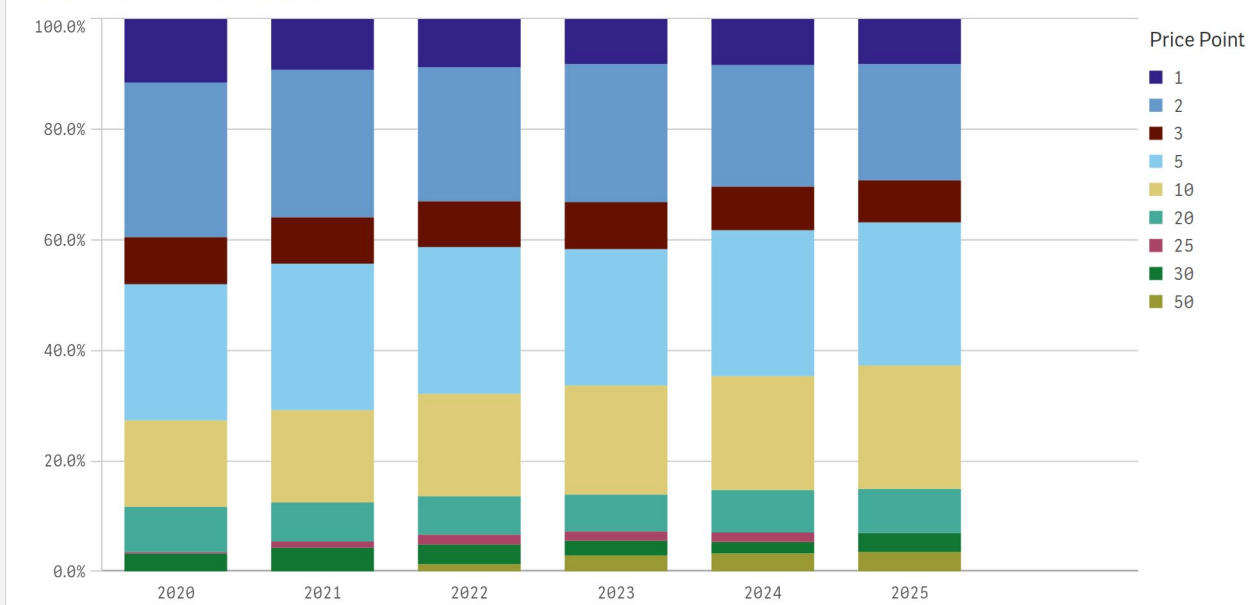


Sales by Price Point - Scratcher and Pull Tabs

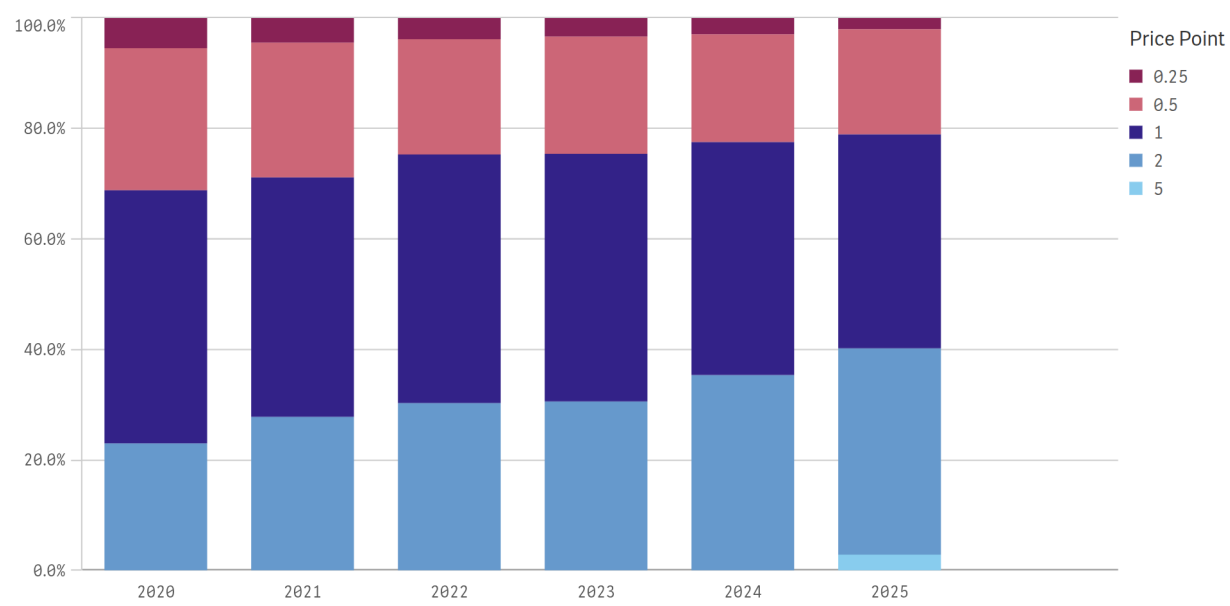
Based on Dollars Sold - Scratcher



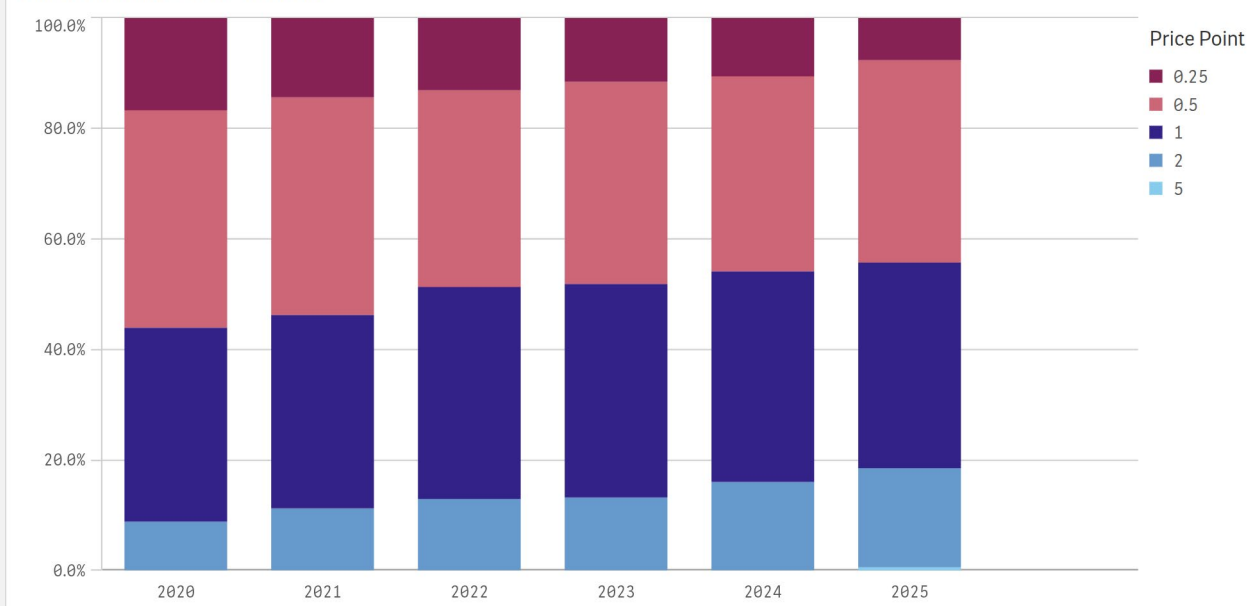
Based on Tickets Sold - Scratcher



Based on Dollars Sold - Pull Tabs

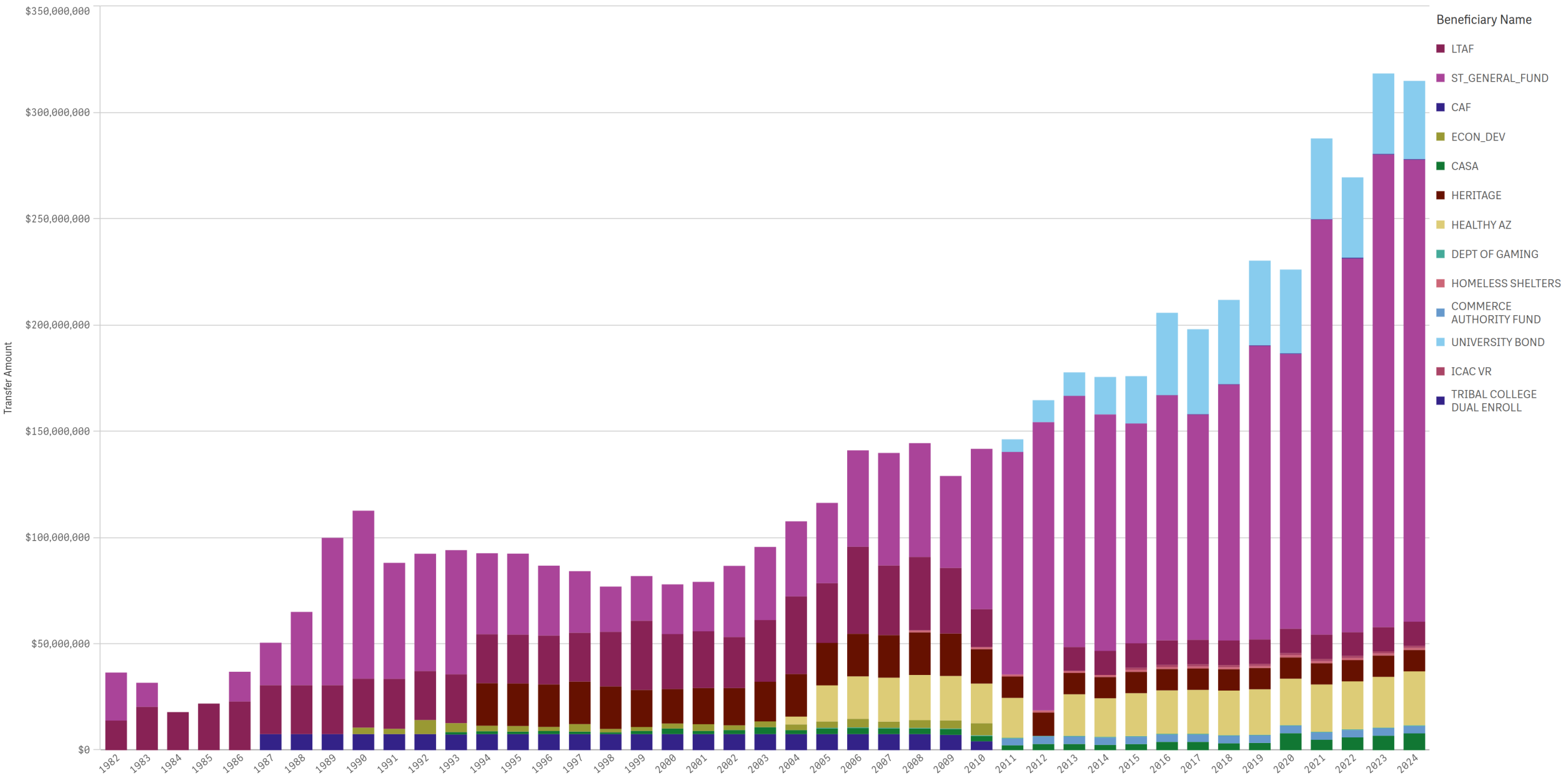


Based on Tickets Sold - Pull Tabs





Transfer Amount by Beneficiary





FY25 Year-to-date Financial Status

Overall

Percent of Year Elapsed

83.84%

Percent Used

69.47%

Percent Spent by Appropriation

1. Operating:

65.53%

2. Advertising:

99.63%

3. Instant Printing:

83.91%

4. Sales Commissions:

62.38%

5. On-line Vendor Fees

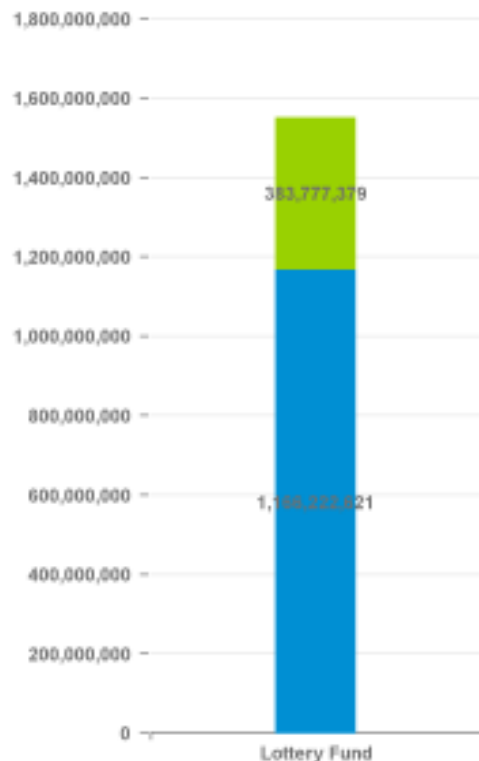
57.89%

Cash Balance by Fund



Budget by Appropriation Type and Object Class

Sales Goal: \$1.55 Billion



Rem. Revenue Budget YTD Revenue

Appropriation	Object Class	Budget	Expenditures	Enoumbered	Remaining	% Used
1. Operating:	0000 - Appropriation Budget	10,195,900	-	-	10,195,900	
	6000 - Personal Services	-	3,332,607	-	-3,332,607	
	6100 - Employee Related Expenditures	-	1,280,545	-	-1,280,545	
	6200 - Professional And Outside Services	-	580,386	102,280	-682,666	
	6500 - Travel - In-State	-	21,117	5,305	-26,423	
	6600 - Travel - Out-Of-State	-	29,552	4,000	-33,552	
	7000 - Other Operating Expenditures	-	979,617	241,283	-1,220,901	
	8500 - Non-Capital Equipment	-	8,310	127	-8,437	
	9100 - Transfers Out	-	96,685	-	-96,685	
Total:		10,195,900	8,328,818	362,888	3,614,088	85.63%
2. Advertising:	0000 - Appropriation Budget	15,500,000	-	-	15,500,000	
	7000 - Other Operating Expenditures	-	11,597,861	3,844,129	-15,441,990	
Total:		15,500,000	11,597,861	3,844,129	-15,441,990	99.63%
3. Instant Printing:	0000 - Appropriation Budget	42,399,600	-	-	42,399,600	
	7000 - Other Operating Expenditures	-	24,685,952	10,889,818	-35,575,770	
Total:		42,399,600	24,685,952	10,889,818	-35,575,770	83.91%
4. Sales Commissions:	0000 - Appropriation Budget	112,871,100	-	-	112,871,100	
	7000 - Other Operating Expenditures	-	70,411,896	-	-70,411,896	
Total:		112,871,100	70,411,896	-	-70,411,896	62.38%
5. On-line Vendor Fees:	0000 - Appropriation Budget	20,729,900	-	-	20,729,900	
	6200 - Professional And Outside Services	-	11,646,675	353,325	-12,000,000	
	Total:	20,729,900	11,646,675	353,325	-12,000,000	57.89%
Grand Total:		201,896,600	124,871,202	16,440,288	81,685,030	

Beneficiary Transfer Goal: \$319 Million



Rem. Transfers Transfers



New Business Item #1
Instant Scratch Game Profiles
Report to Arizona Lottery Commission
May 16, 2025

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

NEW GAME PROFILES

Attached for the Lottery Commission's action is new instant scratch game profiles: *Winter Winnings* #1505, *Retro Slingo*® #1511, and *Cash King* #1512.

Winter Winnings #1505. This \$2 game has a top prize of \$10,000. This game will be printed at a quantity of approximately 2.1 million tickets.

Retro Slingo® #1511. This \$5 game has a top prize of \$50,000. This game will be printed at a quantity of approximately 3 million tickets.

Cash King #1512. This \$10 game has a top prize of \$100,000. This game will be printed at a quantity of approximately 2 million tickets.

AMENDED GAME PROFILE

Attached for the Lottery Commission's action is amended instant scratch game profile: *NASCAR*® #1495.

NASCAR® #1495. Several play symbols were revised in order to avoid player confusion with the ticket artwork. In the Prize Structure section, the \$100,000 top prize was updated to include a Daytona Prize Pack.

Attachments (Commissioners only)

New Business Item #2
Instant Tab Game Profiles
Report to Arizona Lottery Commission
May 16, 2025

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: *Cozy Cash Cabin* #213, *Cash Encounter* #214, *Aerial Cash* #215, *Flight to Fortune* #216, *Feline Good* #1128, *Java Jackpot* #1129, *Autumn's Best* #1130, *Green Thumb* #1131, *Arizona Sunsets* #1132, and *Snow Rider Riches* #1133.

Cozy Cash Cabin #213. This \$1.00 game has a top prize of \$250.

Cash Encounter #214. This \$1.00 game has a top prize of \$250.

Aerial Cash #215. This \$1.00 game has a top prize of \$250.

Flight to Fortune #216. This \$1.00 game has a top prize of \$250.

Feline Good #1128. This \$1.00 game has a top prize of \$250.

Java Jackpot #1129. This \$1.00 game has a top prize of \$250.

Autumn's Best #1130. This \$1.00 game has a top prize of \$250.

Green Thumb #1131. This \$1.00 game has a top prize of \$250.

Arizona Sunsets #1132. This \$2.00 game has a top prize of \$400.

Snow Rider Riches #1133. This \$2.00 game has a top prize of \$400.

Attachments (Commissioners only)