



October 20, 2023
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 **October 20, 2023, at 10:00 a.m.**, in the **Arizona Lottery Board Room, located at 4740 East University Drive, Phoenix, Arizona.** The public is welcome to join the meeting in person, via telephone, or Internet through **Google Hangouts Meet**. The following are instructions on 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 (#)**

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. All members of the Commission will be participating by means of telephonic communication.

Call to Order

1. Call for Quorum
2. Call for Notice
3. Approval of Minutes for September 15, 2023, Public Meeting

Agency Reports

1. Executive Report – Presentation
2. Financial Report – Presentation
3. Retailer of the Quarter – Presentation
4. 1st Quarter Products & Sales Review – No Presentation
5. New Games Introduction – No Presentation

New Business

1. Discussion and possible action on new instant scratch game profiles: *500X Fortune* #1440 and *Cactus Crossword* #1444.
2. Discussion and possible action on new Quick Draw™ game profiles: *Hi-Lo* #20, and *Pick Your Bet* #23.
3. Discussion and possible action on new promotion game profile: *Money Multiplier* #131.

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 Arizona Lottery will temporarily close the Phoenix Lobby for skylight renovations from October 23rd to November 3rd. The office will continue to serve our players through the walk-up window.
2. The next Commission meeting will be held on **November 17, 2023, 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 October 2023

Alec Esteban Thomson
CEO & EDD

Persons with a disability 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.

PUBLIC MEETING OF THE ARIZONA LOTTERY
Commission Minutes of September 15, 2023, Meeting

PRESIDING Chair Jeff Weintraub (In-Person)

COMMISSIONERS Todd Newman, and Tereza Fritz (In-Person)

LOTTERY Russ Harben; Deputy Director of Operations & Chief Financial Officer, Todd Terrell; Deputy Director of Security and Investigations, Mia Lemke, Human Resources, Christopher Rogers; Deputy Director of Products & Marketing, Kome Akpolo; General Counsel, and Raynie Hosto; Deputy Director of Customer Service & Sales (In-Person)

Luanne Mansanares, and Jacob Rusywick, (In Person); Alexandra Adukeh, Tim Brennan, Anjali Dang, Christine Dix, Russ Harben, Karla Henriksen, Susan Kalember, Ashley Lovett, Mia Marquez, Cheyenne Mcmurtry, Vicki Nelson, Heather Petaishiski, Robin Peters, Juan Sanchez, Lynda Sellers, Sam Shipps, Orion Steen, Kathleen Syms, Cheryl Taylor, Adam Tollefson, Art Uthaisri, Nicholas Wagner, Jennifer Wenger, Kevin Williams, and Steven Wood (Teleconference)

GUESTS Attorney General Representative: Pam Peiser (In Person)

Scientific Games Representatives: Topper Wilson, Hanna Balamut, and Gabriel Reed (Teleconference)

Pollard Banknote Limited Representatives: Wes Brown Jessica Velardi, Travis Priest, and John Papile

Owens Harkey Representatives: Hannah Balamut, Jessica Guffey (Teleconference)

IGT- Nicholas Schell (Tele Conference)

PUBLIC Javon Jennings (In-Person), and Melina Kiser (Tele Conference)

Call to Order

1. **Call for Quorum:** Pursuant to the Public Notice dated September 06, 2023, 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, Vice Chair Newman, and Commissioner Fritz (appearing in person).
2. **Notice:** Notice was posted by Luanne Mansanares on September 07, 2023, at 1:00 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 August 18, 2023, Public Meeting minutes. Vice Chair Newman moved; Commissioner Fritz seconded. The vote was unanimous, with Chair Weintraub, Vice Chair Newman, and Commissioner Fritz all voting aye. The motion carried.

Agency Reports

1. **Director's Presentation:** Christopher Rogers presented information on the Gives Back Beneficiary of the Month.
2. **Financial Report** – Presented by Russ Harben
3. **Products & Marketing Update** – Presented by Christopher Rogers
4. **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: *Arizona Adventure* #1425, *Cash Craze Crossword* #1443, and *Double Dollars* #1446. There was no response from the public.

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: #1425, #1443, and #1446. Vice Chair Newman moved; Commissioner Fritz seconded. The vote was unanimous, with Chair Weintraub, Vice Chair Newman, and Commissioner Fritz all voting aye. The motion carried.

2. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new promotion profile: *Winning Wonderland* #136. *Luanne Mansanares informed the Chair it should be #130.* Chair Weintraub corrected the information by repeating “Winning Wonderland #130” and asking if any members of the public wanted to address the Commission regarding the game profile. There was no response from the public.

In accordance with A.R.S. §5-554(C), Chair Weintraub entertained a motion to approve the order and authorize the Director to issue the order regarding new promotion profile: #130. Vice Chair Newman moved; Commissioner Frtiz seconded. The vote was unanimous, with Chair Weintraub, Vice Chair Newman, and Commissioner Fritz 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

The next Commission meeting will be held in person on October 20, 2023, at 10:00 a.m. Chair Weintraub asked if there were any other announcements. There was no response.

Adjournment

Chair Weintraub stated with nothing remaining on the agenda, we are adjourned. The meeting adjourned at 10:32 a.m.

Materials

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Agency Reports
 Report to Arizona Lottery Commission
 October 20, 2023

Director’s Presentation

Financial Report – Presentation

Retailer of the Quarter – Presentation

1st Quarter Products & Sales Review – No Presentation

New Game Introductions – No Presentation

New Game Introductions

The following Scratchers games were introduced since the last commission meeting: *Holiday Cash* #1426, *Snow Much Fun* #1427, *Naughty or Nice Crossword* #1428, *Snow Globe Cash* #1429, *25 Days of Winning* #1430, and *100X* #1436.

The following Fast Play games were introduced since the last commission meeting: *Reindeer Riches* #159 and *Christmas Cactus Cash* #160.

More information on these games are 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 10/9/23
10/3/23	\$30	1316	Millionaire Maker	3,651,140	85%
10/3/23	\$5	1340	Wild Cherry Crossword	9,841,560	86%
10/3/23	\$2	1366	Hit \$100	2,425,650	76%
10/3/23	\$10	1368	Hit \$1,000	2,449,380	75%
10/3/23	\$2	1369	Triple 3	2,414,250	94%
10/3/23	\$10	1382	Triple Red 7s	3,853,560	92%
10/3/23	\$1	1387	5X	3,956,700	90%
10/3/23	\$2	1388	10X	2,953,650	82%
10/3/23	\$5	1389	20X	3,311,460	91%
10/3/23	\$10	1390	50X	3,132,120	88%
10/3/23	\$25	1391	Triple Bonus Crossword	1,951,416	86%

ATTACHMENT A

Dashboard Report October 2023

SERVING ARIZONA FOR 42 YEARS



14.85%

vs. Proj (FYTD)

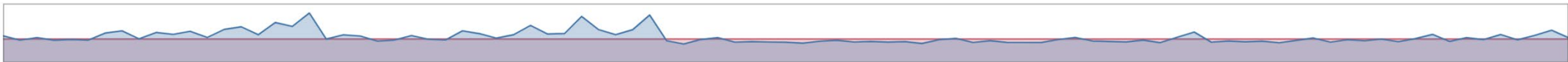
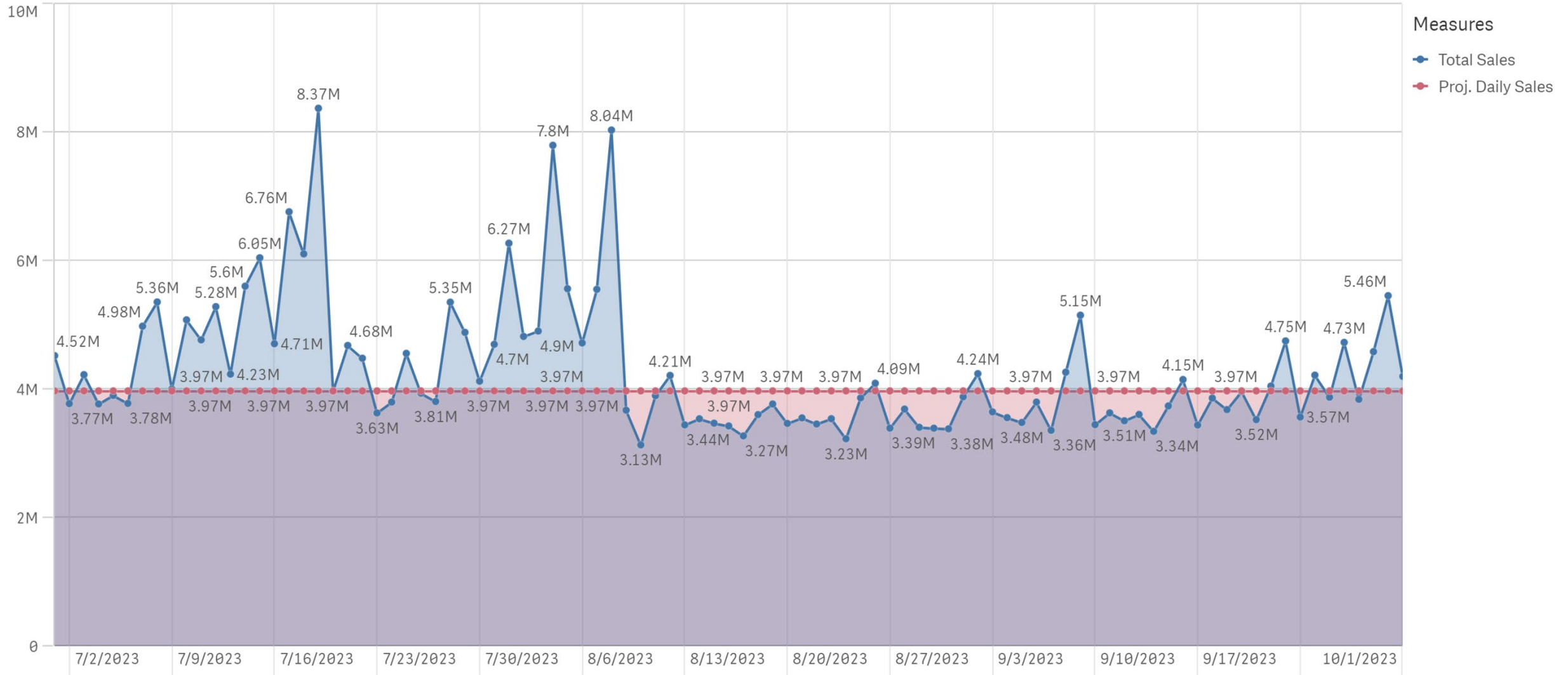
Total Sales (FYTD)
\$399,287,721

11.04%

vs. PYTD

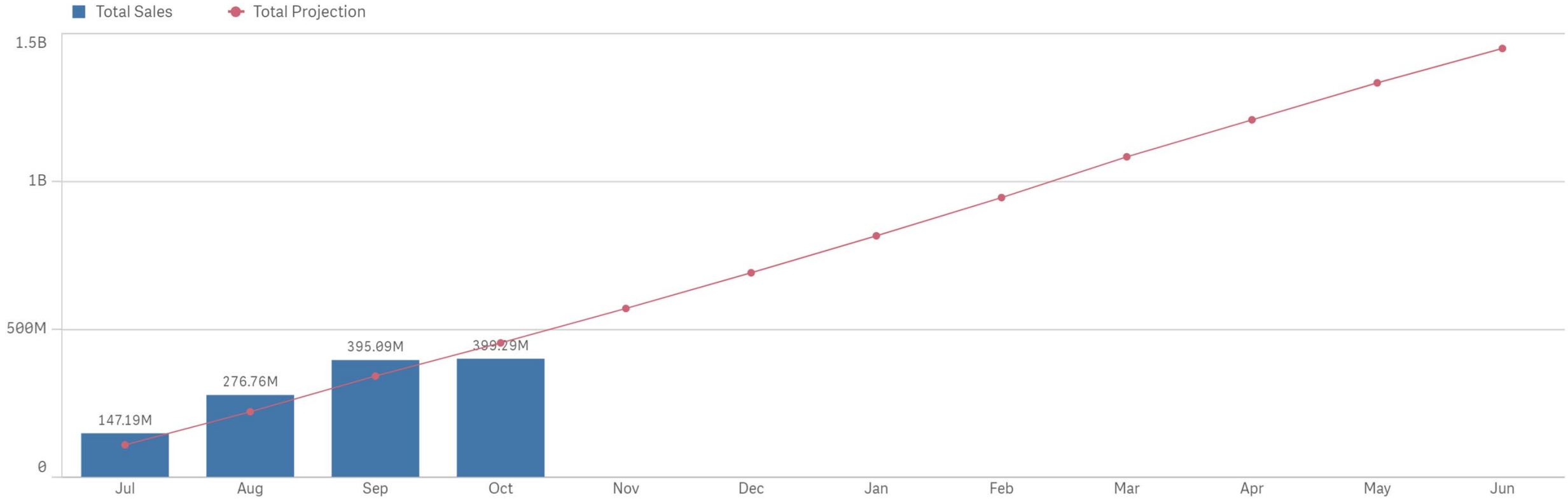
81.32%	Draw Sales \$148,145,940 ^{37.1%} <small>%Total Sales</small>	41.09%	Draw Sales : From 7/1/2018 - To 10/1/2023 Fast Play Sales : From 7/1/2018 - To 10/1/2023	-5.57%	Instant Sales \$251,141,781 ^{62.9%} <small>%Total Sales</small>	-1.35%	
vs. Proj (FYTD)		vs. PYTD				vs. PYTD	
129.53%	Multi-State \$112,211,936 ^{75.7%} <small>%Draw Sales</small>	52.60%			-5.56%	Scratchers Sales \$247,641,861 ^{61.8%} <small>%Instant Sales</small>	-1.38%
vs. Proj (FYTD)		vs. PYTD			vs. Proj (FYTD)		vs. PYTD
2.25%	In-State \$21,914,196 ^{14.8%} <small>%Draw Sales</small>	10.24%		Pulltab Sales : From 7/2/2018 - To 9/29/2023 Scratcher Sales : From 7/1/2018 - To 10/1/2023	-16.55%	Charitable Pulltab Sales \$1,927,440 ^{0.8%} <small>%Instant Sales</small>	-11.30%
vs. Proj (FYTD)		vs. PYTD			vs. Proj (FYTD)		vs. PYTD
-8.71%	Quick Draw \$703,799 ^{0.5%} <small>%Draw Sales</small>	28.06%			6.41%	Age Rest. Pulltab Sales \$1,117,800 ^{0.4%} <small>%Instant Sales</small>	16.29%
vs. Proj (FYTD)					vs. Proj (FYTD)		vs. PYTD
25.47%	Fast Play \$13,316,009 ^{0.8%} <small>%Draw Sales</small>	20.57%			26.07%	Other Pulltab Sales \$454,680 ^{0.2%} <small>%Instant Sales</small>	38.03%
vs. Proj (FYTD)		vs. PYTD				vs. PYTD	

Daily Sales vs Goal



YTD Sales vs. Projection

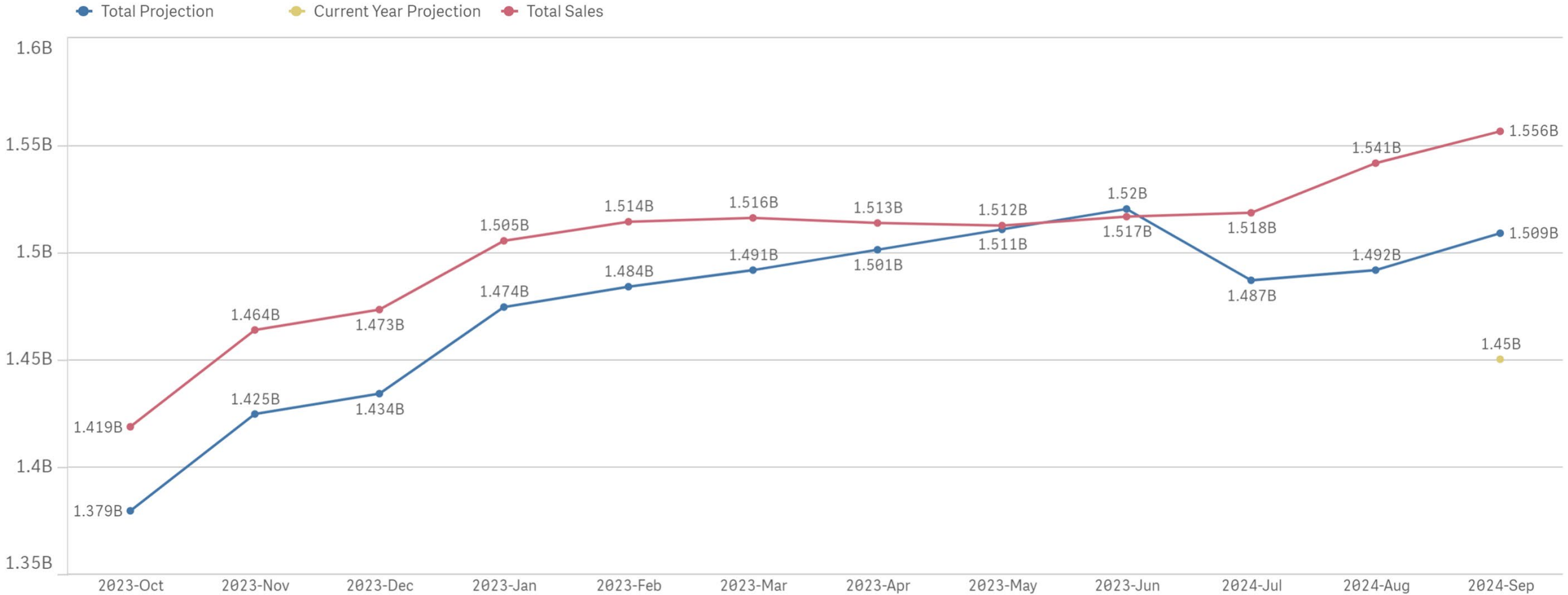
FY 2024 Total Sales vs. Projection



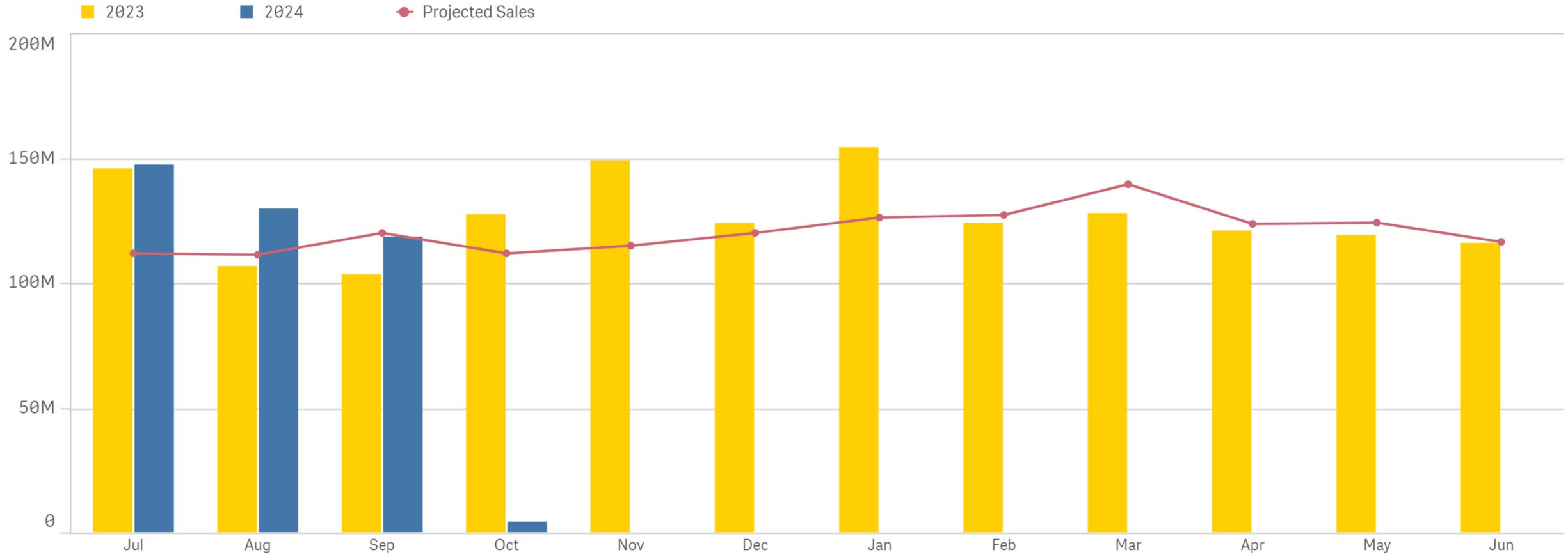


Rolling 12 Month Total Sales

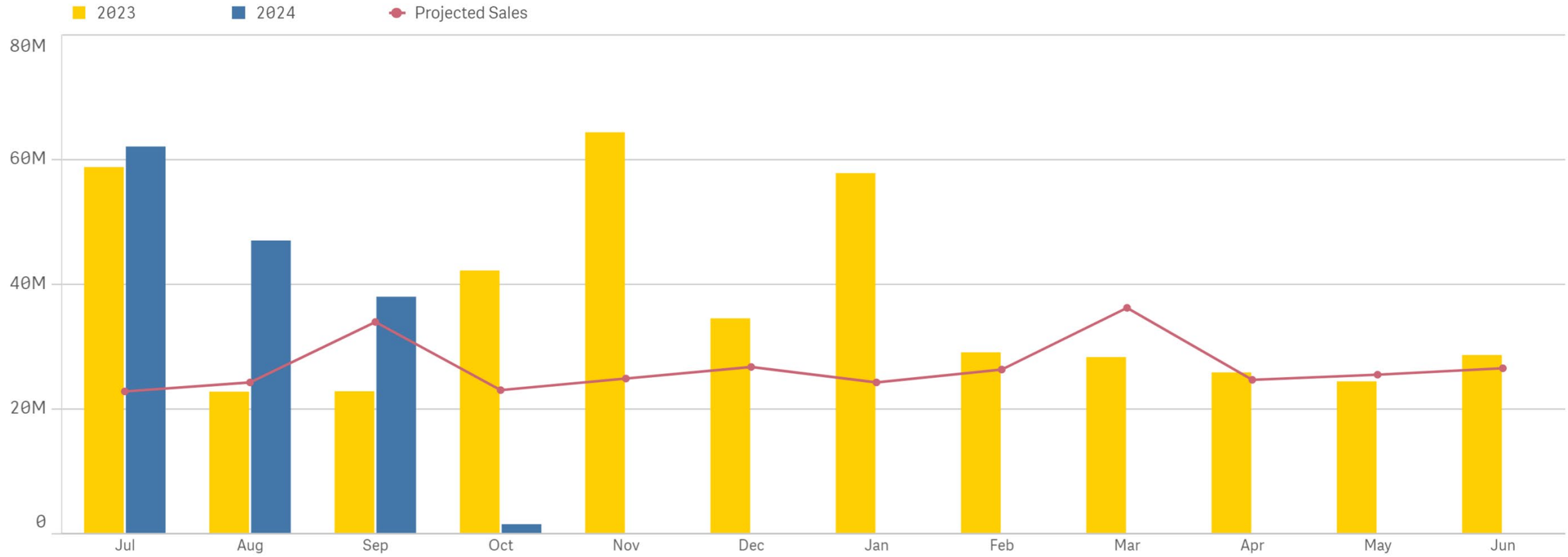
Rolling 12 Month Sales



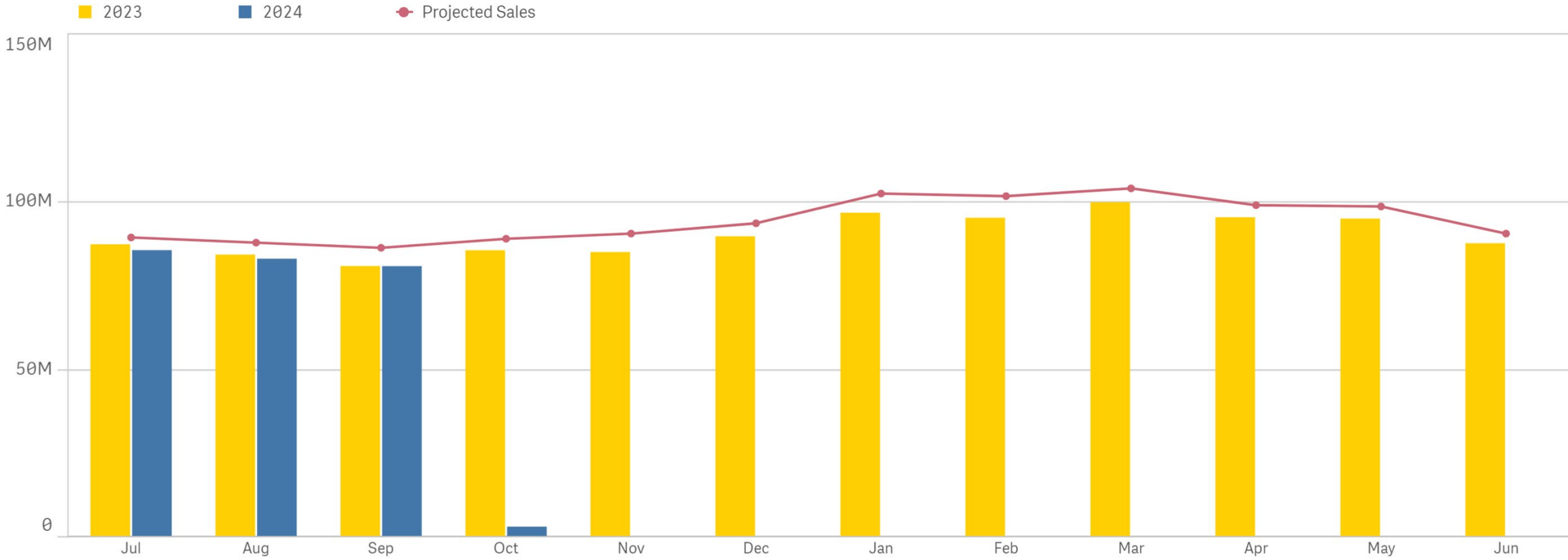
Total Sales FY 2023 vs. 2024 vs. Projection



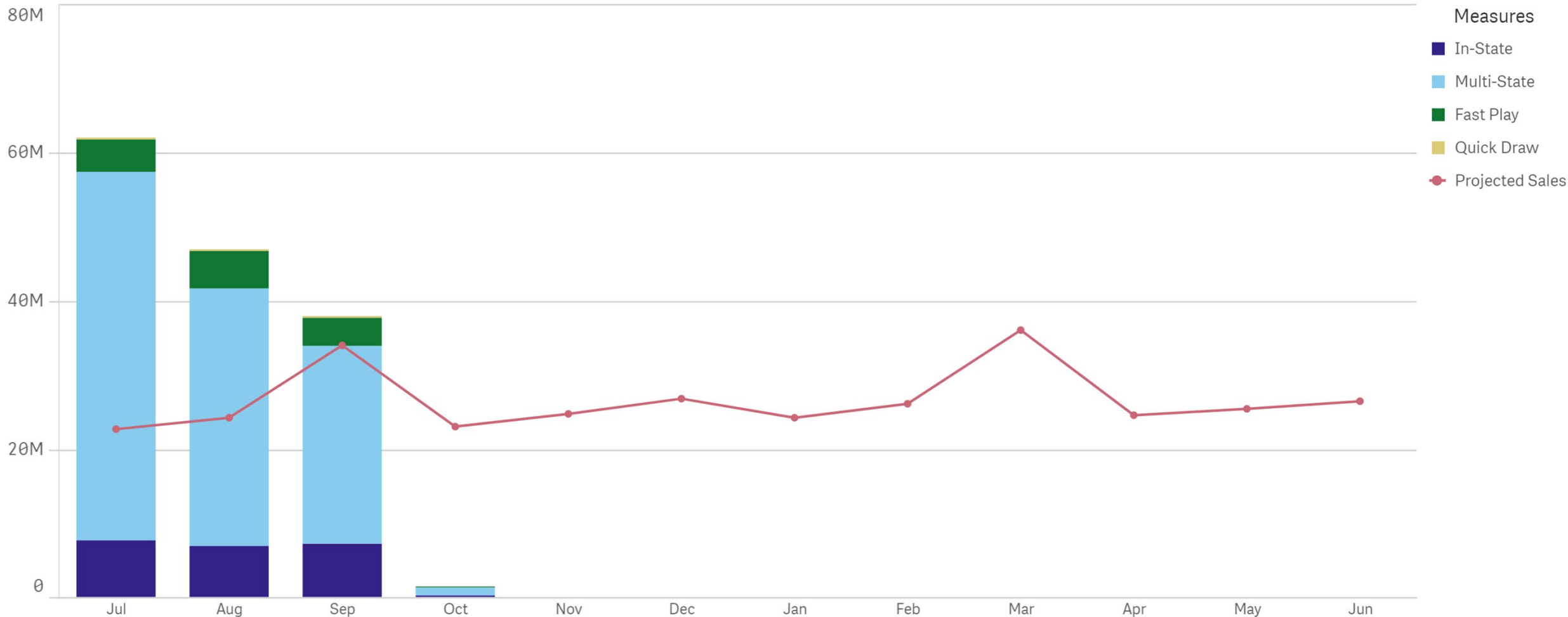
Draw Sales FY 2023 vs. 2024 vs. Projection



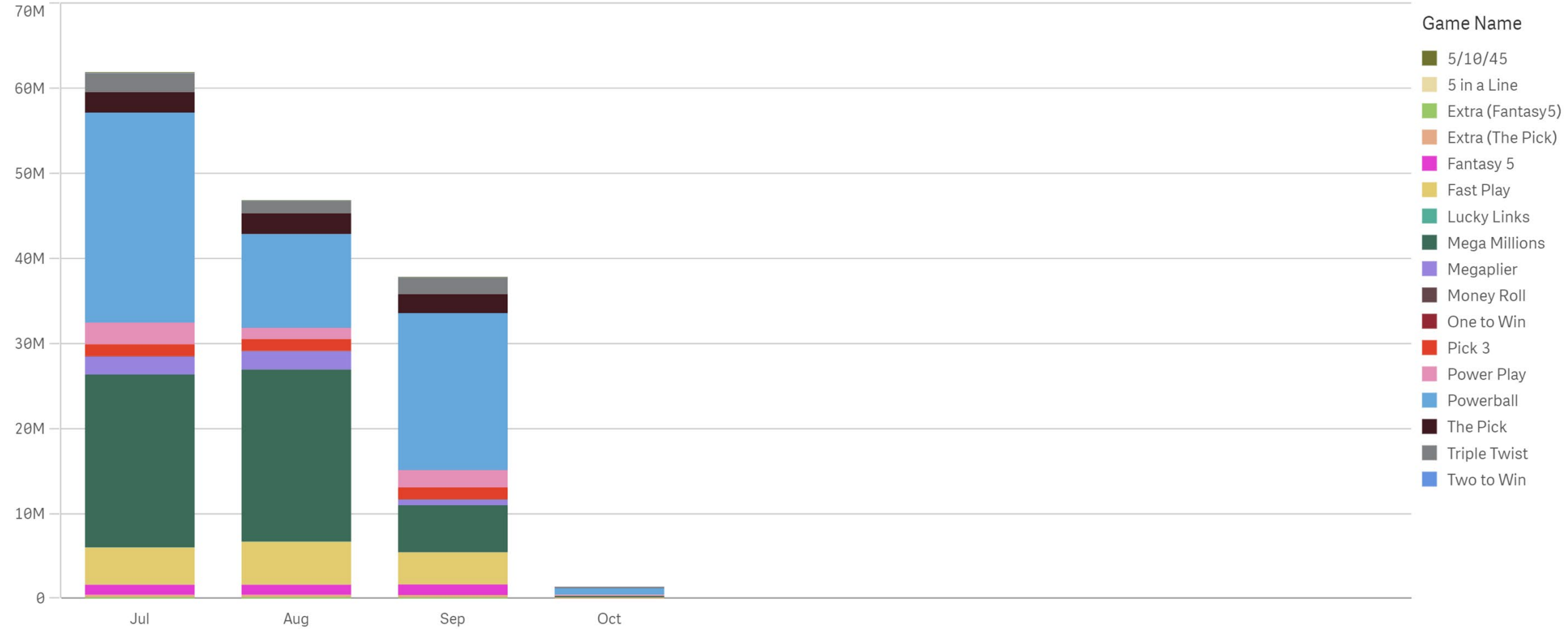
Instant Sales FY 2023 vs. 2024 vs. Projection



FY 2024 Draw Sales by month



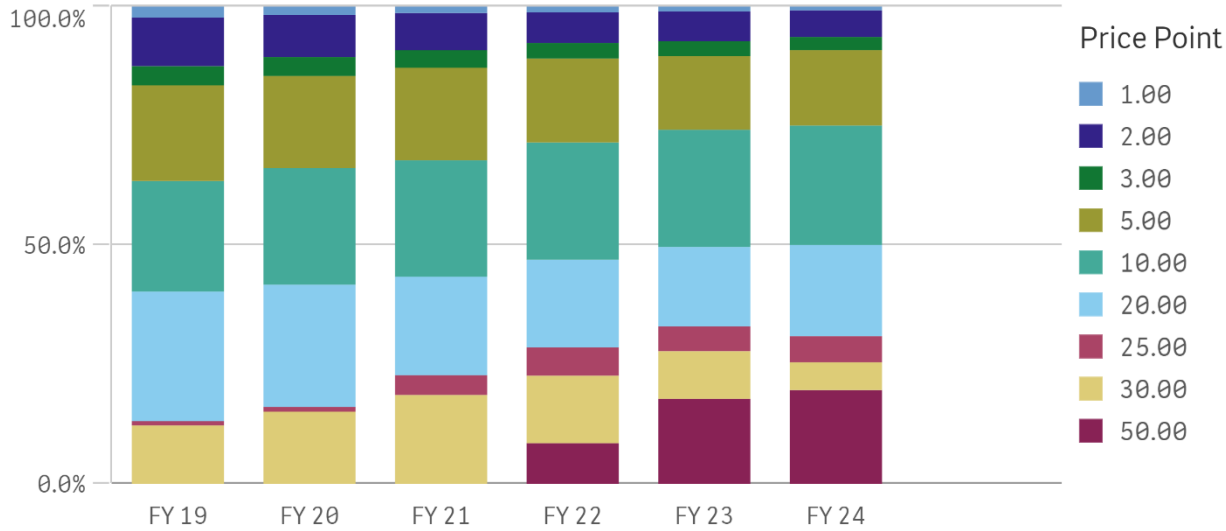
FY 2024 Draw Sales by Game



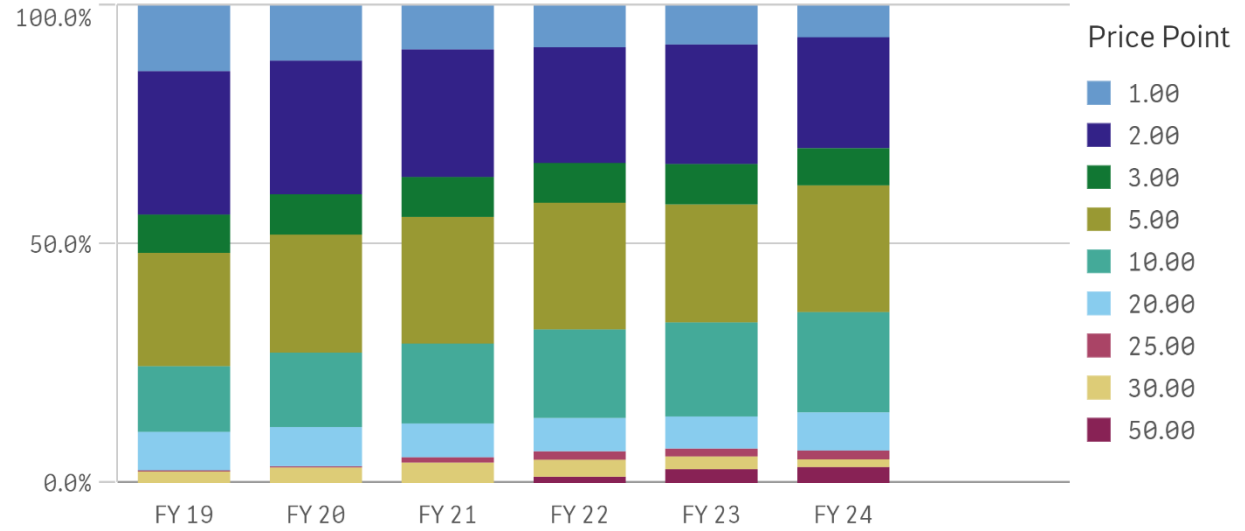


Scratcher Sales by Price Point

Based on Dollars Sold

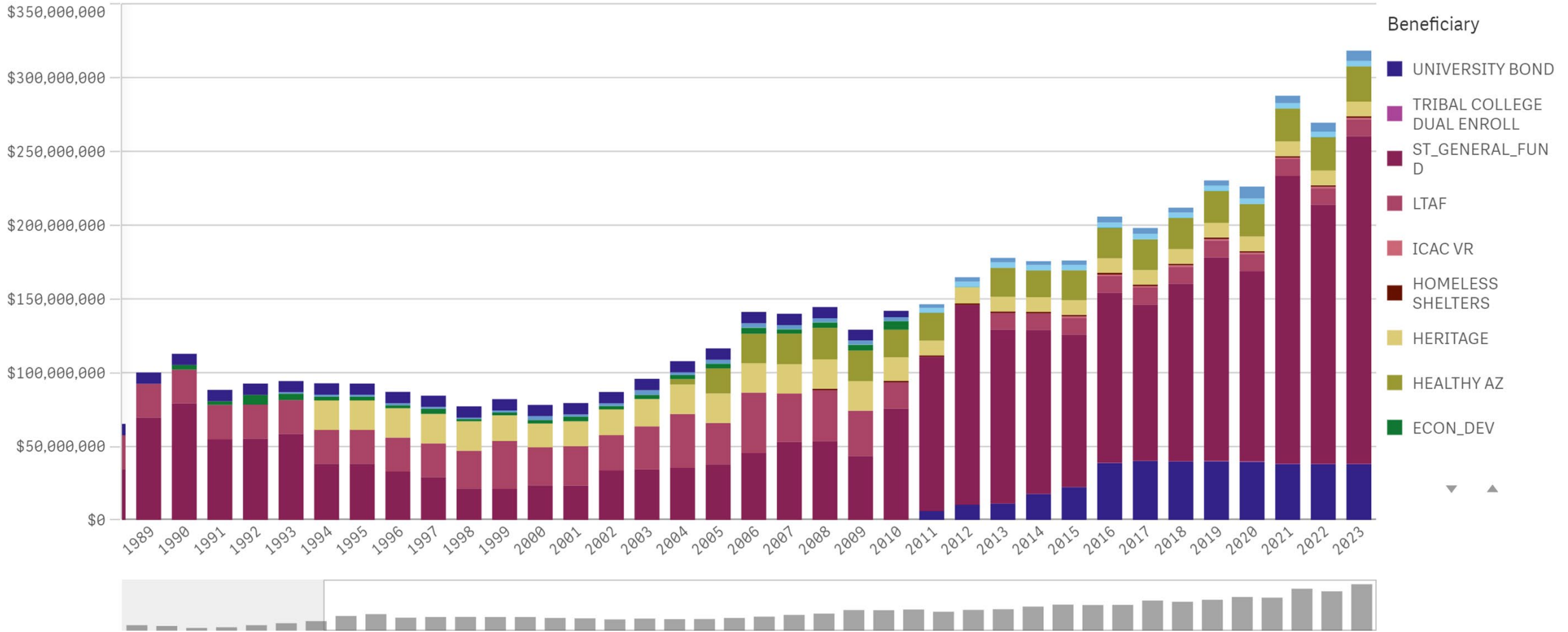


Based on Tickets Sold



Price Point	FY 20	FY 21	FY 22	FY 23	FY 24	Price Point	FY 20	FY 21	FY 22	FY 23	FY 24
1.00	\$15,243,692	\$14,836,696	\$12,025,050	\$10,754,616	\$1,949,564	1.00	15,243,692	14,836,696	12,025,050	10,754,616	1,949,564
2.00	\$74,204,632	\$86,605,472	\$67,053,928	\$66,225,952	\$13,706,238	2.00	37,102,316	43,302,736	33,526,964	33,112,976	6,853,119
3.00	\$33,795,897	\$40,770,039	\$34,325,706	\$33,645,018	\$6,907,794	3.00	11,265,299	13,590,013	11,441,902	11,215,006	2,302,598
5.00	\$163,624,105	\$214,810,495	\$183,329,755	\$163,422,570	\$39,143,630	5.00	32,724,821	42,962,099	36,665,951	32,684,514	7,828,726
10.00	\$207,204,520	\$271,076,850	\$256,301,440	\$261,194,770	\$61,933,830	10.00	20,720,452	27,107,685	25,630,144	26,119,477	6,193,383
20.00	\$217,273,740	\$228,944,840	\$192,016,600	\$177,090,260	\$47,313,840	20.00	10,863,687	11,447,242	9,600,830	8,854,513	2,365,692
25.00	\$8,628,650	\$45,939,625	\$61,671,325	\$55,168,325	\$13,550,675	25.00	345,146	1,837,585	2,466,853	2,206,733	542,027
30.00	\$128,434,380	\$206,849,550	\$147,402,630	\$106,327,170	\$14,441,190	30.00	4,281,146	6,894,985	4,913,421	3,544,239	481,373
50.00	\$0	\$0	\$89,036,700	\$189,160,850	\$48,695,100	50.00	0	0	1,780,734	3,783,217	973,902

Transfer Amount by Beneficiary



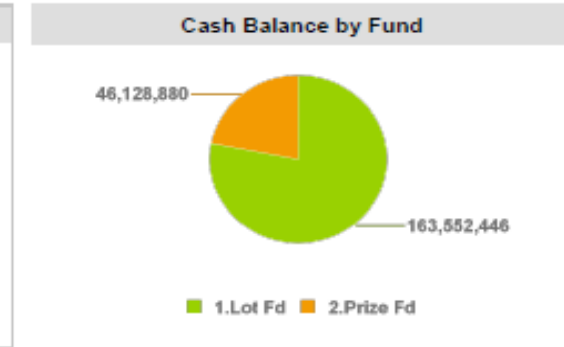
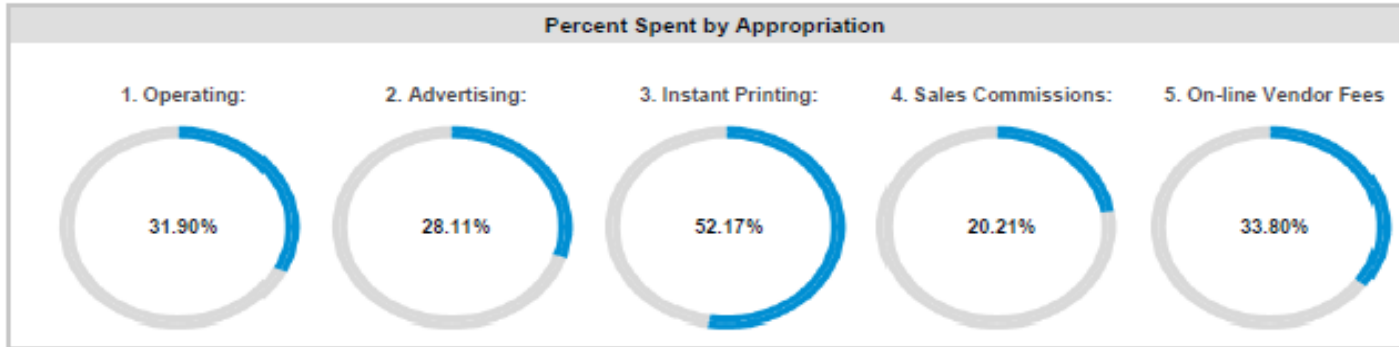
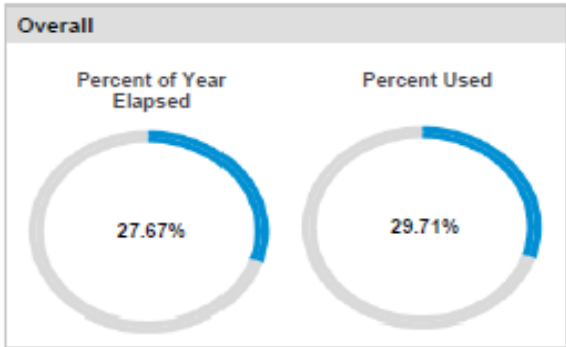


Instant Game Monthly Sales

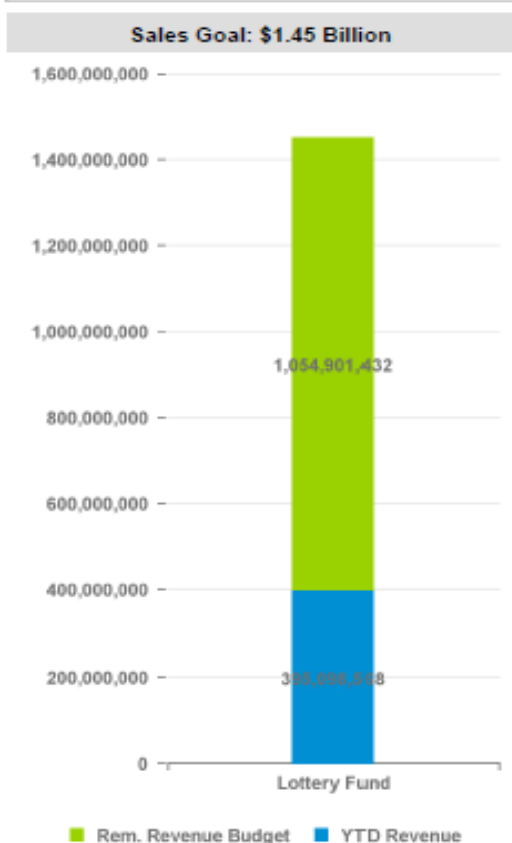
Month	SCRATCHERS	CHARITABLE PULL-TABS	AGE-RESTRICTED PULL-TABS	TOTAL INSTANT SALES CURRENT FY	TOTAL INSTANT SALES PREVIOUS FY	% of Change
Jul	\$84,054,174	\$678,120	\$338,040	\$85,232,334	\$86,972,100	-2.0%
Aug	\$81,487,423	\$610,260	\$442,800	\$82,672,243	\$83,921,307	-1.5%
Sep	\$79,312,364	\$639,060	\$336,960	\$80,449,304	\$80,521,614	-0.1%
Oct	\$2,787,900	\$0	\$0	\$2,787,900	\$85,187,320	-96.7%
Nov	\$0	\$0	\$0	\$0	\$84,660,649	-100.0%
Dec	\$0	\$0	\$0	\$0	\$89,363,658	-100.0%
Jan	\$0	\$0	\$0	\$0	\$96,391,055	-100.0%
Feb	\$0	\$0	\$0	\$0	\$94,882,087	-100.0%
Mar	\$0	\$0	\$0	\$0	\$99,547,113	-100.0%
Apr	\$0	\$0	\$0	\$0	\$95,031,689	-100.0%
May	\$0	\$0	\$0	\$0	\$94,661,354	-100.0%
Jun	\$0	\$0	\$0	\$0	\$87,296,525	-100.0%



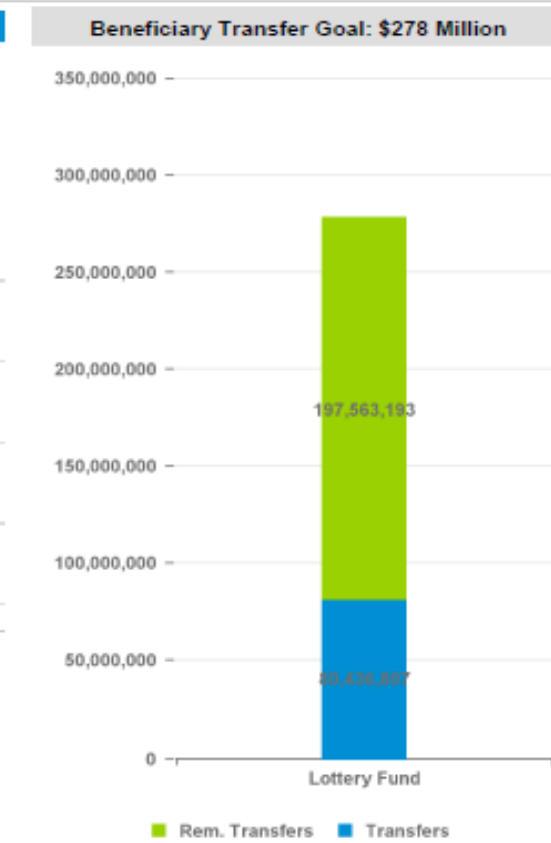
FY24 Year-to-date Financial Status



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	-	1,061,650	-	-1,061,650	
	6100 - Employee Related Expenditures	-	409,473	-	-409,473	
	6200 - Professional And Outside Services	-	104,105	443,835	-547,940	
	6500 - Travel - In-State	-	5,841	1,865	-7,726	
	6600 - Travel - Out-Of-State	-	11,785	18,365	-30,150	
	7000 - Other Operating Expenditures	-	303,894	888,589	-1,192,483	
	8500 - Non-Capital Equipment	-	3,903	3,500	-7,403	
	9100 - Transfers Out	-	35,156	49,806	-84,962	
Total:		10,475,200	1,935,806	1,405,979	7,133,415	31.90%
2. Advertising:	0000 - Appropriation Budget	15,500,000	-	-	15,500,000	
	7000 - Other Operating Expenditures	-	2,026,225	2,330,737	-4,356,962	
	Total:	15,500,000	2,026,225	2,330,737	11,143,038	28.11%
3. Instant Printing:	0000 - Appropriation Budget	37,965,000	-	-	37,965,000	
	7000 - Other Operating Expenditures	-	3,343,716	16,462,848	-19,806,564	
	Total:	37,965,000	3,343,716	16,462,848	18,158,437	52.17%
4. Sales Commissions:	0000 - Appropriation Budget	97,086,500	-	-	97,086,500	
	7000 - Other Operating Expenditures	-	18,163,233	1,455,455	-19,618,688	
	Total:	97,086,500	18,163,233	1,455,455	77,467,812	20.21%
5. On-line Vendor Fees:	0000 - Appropriation Budget	17,753,633	-	-	17,753,633	
	6200 - Professional And Outside Services	-	4,731,040	1,268,960	-6,000,000	
	Total:	17,753,633	4,731,040	1,268,960	11,753,633	33.80%
Grand Total:		178,780,333	30,200,019	22,923,980	125,656,334	



Arizona
Lottery

TM

ATTACHMENT B

FY24 1st Quarter Product and Sales Report

The first section of this report focuses on individual product performance and is provided by the Products team. In the second section, Raynie Hosto, Deputy Director of Customer Service & Sales, has provided information on retailer sales and rankings in several different categories. Staff is available to answer any questions the Commission may have.



Katie Hobbs
Governor

Alec Thomson
CEO & EDD

Arizona Lottery
FY2024 – Product Review
1st Quarter Review – July 2023 through September 2023

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 games. The information contained in this report includes the following:

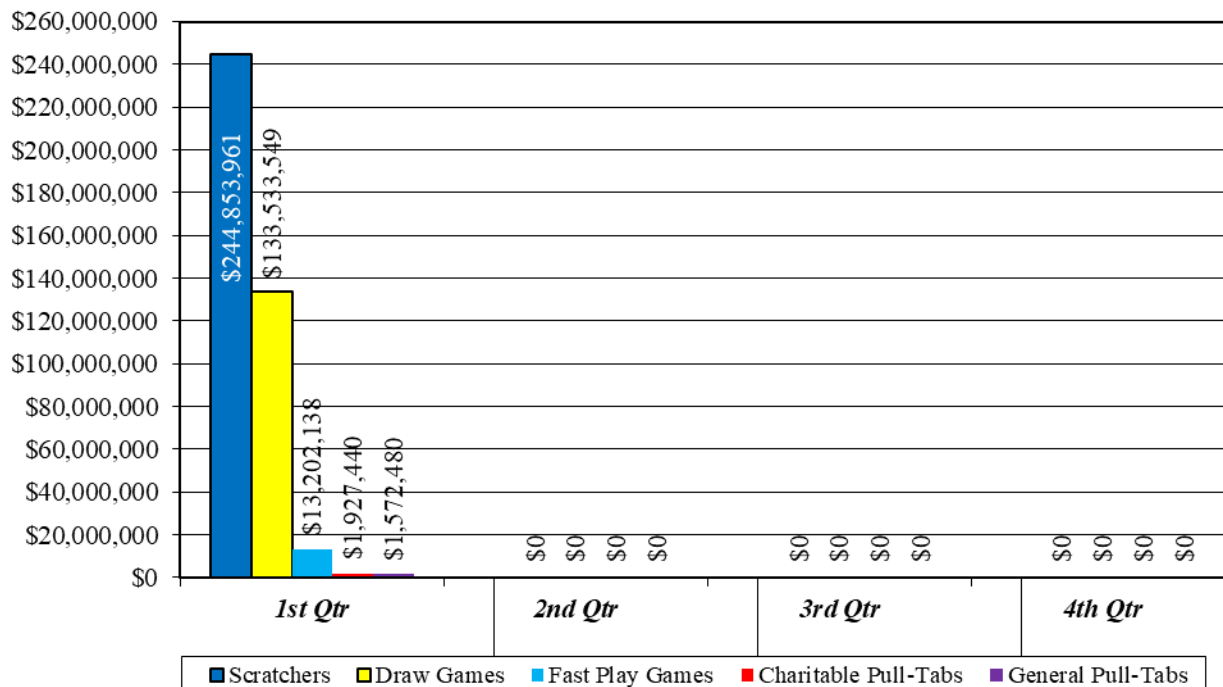
- General overview of the first quarter
- A top line review of sales performance of each product
- A summary review by price point for the instant games
- A top down look at the top performing instant games by revenue and tickets
- A review of new game introductions and game endings

General Overview

Sales for the first quarter of FY24 reached \$395,089,568, an increase of 11.2% from the same period last fiscal year. The breakdown by product is as follows:

	<u>FY23</u>		<u>FY24</u>	
	<u>1st Quarter</u>	<u>1st Quarter</u>	<u>1st Quarter</u>	<u>Mkt Share</u>
<i>Scratchers^{®1}</i>	\$247,947,681	69.76%	\$244,853,961	61.97%
<i>Draw Games</i>	\$93,102,397	26.19%	\$133,533,549	33.80%
<i>Fast Play Games</i>	\$10,920,806	3.07%	\$13,202,138	3.34%
<i>Charitable Pull-Tabs</i>	\$2,176,740	0.61%	\$1,927,440	0.49%
<i>General Pull-Tabs</i>	\$1,290,600	0.36%	\$1,572,480	0.40%
<i>Total</i>	\$355,438,224	100%	\$395,089,568	100%

¹ Scratchers[®] is a registered service mark of the California Lottery.



As indicated in the chart above, the Scratchers contribution to total sales in the first quarter of the year represented 61.97%. The market share for draw games is 33.8% of total sales, an increase over the same quarter last fiscal year. Fast Play games represent 3.34% of total sales and pull-tabs represent 0.89% of total sales. Sales detail by product is provided in Attachments A and B.

Charitable Pull-Tabs

The charitable pull-tab games program has 146 organizations currently licensed and selling tickets. Sales for the first quarter of the fiscal year reached \$1,927,440, a decrease of 11.45% over the previous year.

General Pull-Tabs

The general pull-tab games program has 128 licensed retailers selling tickets. Sales for the first quarter of the fiscal year were \$1,572,480, an increase of 21.84%.

Scratchers Games

Sales for Scratchers through the first quarter of the fiscal year totaled \$244,853,961, a decrease of 1.25% from the previous year.

Based on validations, players have earned more than \$175 million in prizes. The prizes paid calculated against the sales revenues equate to an average payout of 71.64%.

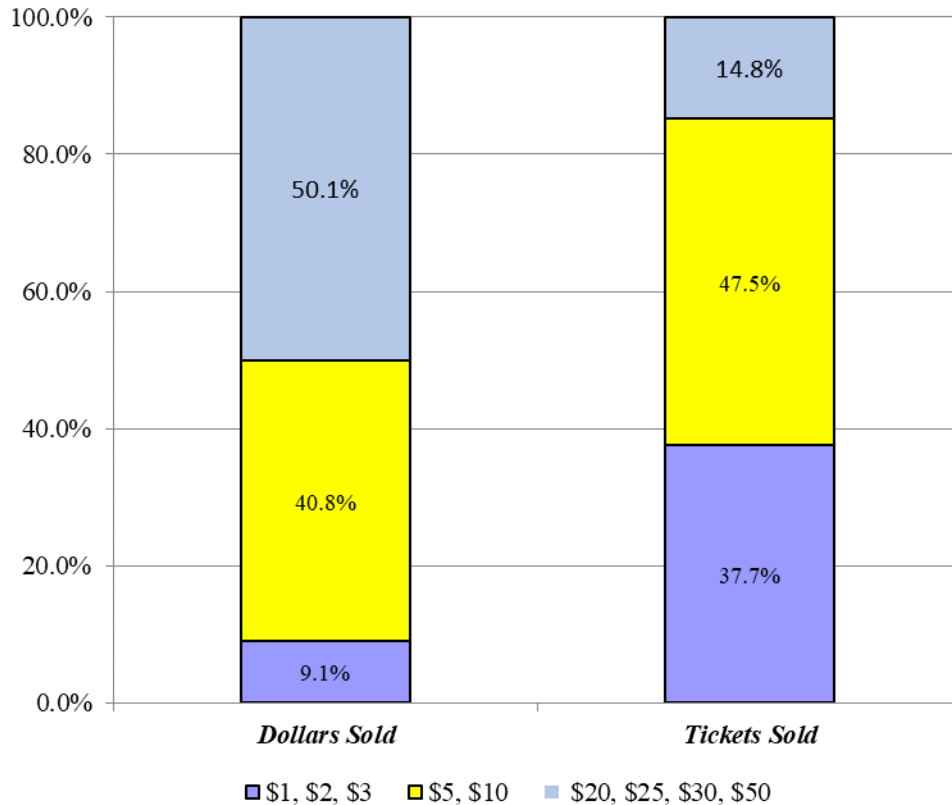
A total of 8 new games were introduced in the first quarter. Combined with the games carried forward, 73 games contributed to the sales revenue.

Price Point	\$1	\$2	\$3	\$5	\$10	\$20	\$25	\$30	\$50	Total
# New Games	0	2	1	2	2	0	1	0	0	8
Carried Forward	3	12	6	17	15	5	1	4	2	65

During this same period, no games were ended. One game reached out of inventory status but remained in market.

Sales by price point

For the first quarter of the fiscal year, the category of \$20+ games represents 50.07% of Scratchers sales and 14.8% of tickets sold. The \$5-\$10 games represent 40.8% of Scratchers sales and 47.5% of tickets sold, the highest of the category. The \$1-\$3 games account for 9.1% of the Scratchers revenue and 37.7% of tickets sold. The chart below shows the breakdown of tickets and dollars for FY24. The charts on Attachment C show a comparable breakdown across all price points for the most recent five years.



Top 10 games

The Crossword and Bingo style games continue to be strong with more than \$52 million in sales, representing 21.78% of total Scratchers sales. In terms of dollars sold, three of the top ten games are Crossword or Bingo style games; they also represent six of the top ten games in terms of tickets sold. The \$20 spotlight game, *\$230 Million Cash Explosion* (#1400) had sales totaling more than \$22.9 million, representing 9.4% of total Scratchers sales.

The table below identifies the top 10 games in terms of sales revenue generated and total tickets sold through the first quarter.

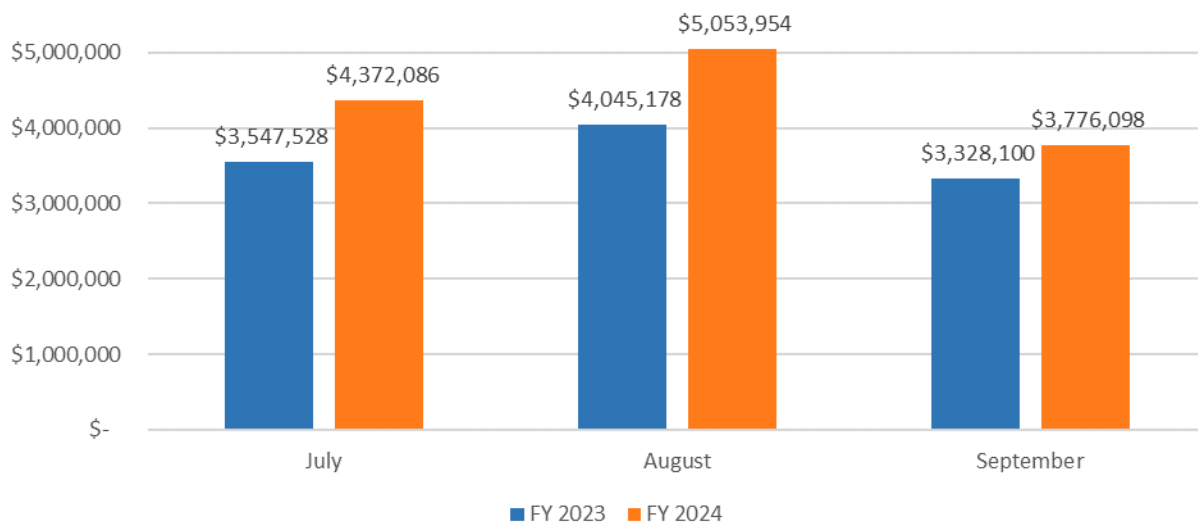
Top 10 games in sales revenue		
	<u>Game</u>	<u>Sales Revenue</u>
\$50	1360 500X	\$ 28,070,000
\$20	1400 \$230 Million Cash Explosion	\$ 22,991,420
\$50	1401 SET FOR LIFE	\$ 20,082,400
\$20	1402 24K GOLD	\$ 15,008,800
\$10	1411 Coffee House Crossword	\$ 14,575,820
\$25	1391 Triple Bonus Crossword	\$ 10,763,725
\$30	1381 Cash	\$ 7,985,520
\$5	1395 Secret Agent Crossword	\$ 7,797,175
\$10	1407 Mystery Multiplier	\$ 6,986,630
\$10	1406 \$10,000 Blowout	\$ 5,795,690

Top 10 games in tickets sold		
	<u>Game</u>	<u>Tickets Sold</u>
\$2	1370 Crossword	1,945,318
\$1	1405 Wild Cherry Doubler	1,572,156
\$5	1395 Secret Agent Crossword	1,559,435
\$10	1411 Coffee House Crossword	1,457,582
\$2	1361 Red Hot 7s	1,203,998
\$20	1400 \$230 Million Cash Explosion	1,149,571
\$3	1392 One Word Crossword	1,080,709
\$5	1408 Bingo Star	1,041,903
\$2	1394 Money Ball Bingo	961,795
\$5	1403 \$50,000 Lucky Dog	848,766

Fast Play Games

For the first quarter of the fiscal year, sales for Fast Play games totaled \$13,202,138 a 20.9% increase from the previous year.

Q1 FY 2023 vs FY 2024 Monthly Fast Play Sales



One new Fast Play game launched in the first quarter of FY24, and one game ended. The current portfolio includes 21 games, eight of which have progressive jackpots. Combined with games carried forward from the previous fiscal year, 22 games contributed to the FY24 sales.

Price Point	\$1	\$2	\$5	\$10	\$20	Total
# New Games	1	0	0	0	0	1
Carried Forward	4	5	6	4	2	21

Draw Games

Total draw games sales for the first quarter reached \$133,533,549, an increase of 43.43% over the same period last year.

Draw Games – Multi-State Games

Powerball – Sales through the first quarter of the year totaled \$60,129,776, an increase of 167.8% over the previous year. The highest jackpot reached in the first quarter of the fiscal year was \$1 billion on July 19th.

Mega Millions – Sales through the first quarter of the year totaled \$51,003,442, an increase of 1.06% over the previous year. The highest jackpot reached in the first quarter of the fiscal year was \$1.55 billion on August 8th.

Draw Games – In-State Games

Triple Twist™ – Sales through the first quarter of the year totaled \$5,470,644, an increase of 36.63% over the previous year. There was one jackpot reached on July 23 for \$1.07 million.

The Pick™ – Sales through the first quarter of the year totaled \$7,969,940, an increase of 16.69% over the previous year. There were two jackpots in the first quarter of the fiscal year – one in July for \$2.9 million, and one in September for \$2.5 million.

Fantasy 5™ – Sales through the first quarter of the year totaled \$4,113,672, a decrease of 15.41% from the previous year. There were three jackpots in the first quarter of the fiscal year – one in July for \$143,000, one at beginning of September for \$225,000 and one at end of September for \$123,000.

Pick 3™ – Sales through the first quarter of the year totaled \$4,149,597, an increase of 5.24% over the previous year.

Quick Draw™ Games

Sales through the first quarter of the year totaled \$696,478.

One To Win™ – Sales through the first quarter of the year totaled \$157,065.

5/10/45™ – Sales through the first quarter of the year totaled \$251,434.

Lucky Links™ – Sales through the first quarter of the year totaled \$39,597.

5 In-A-Line™ – Sales through the first quarter of the year totaled \$54,857.

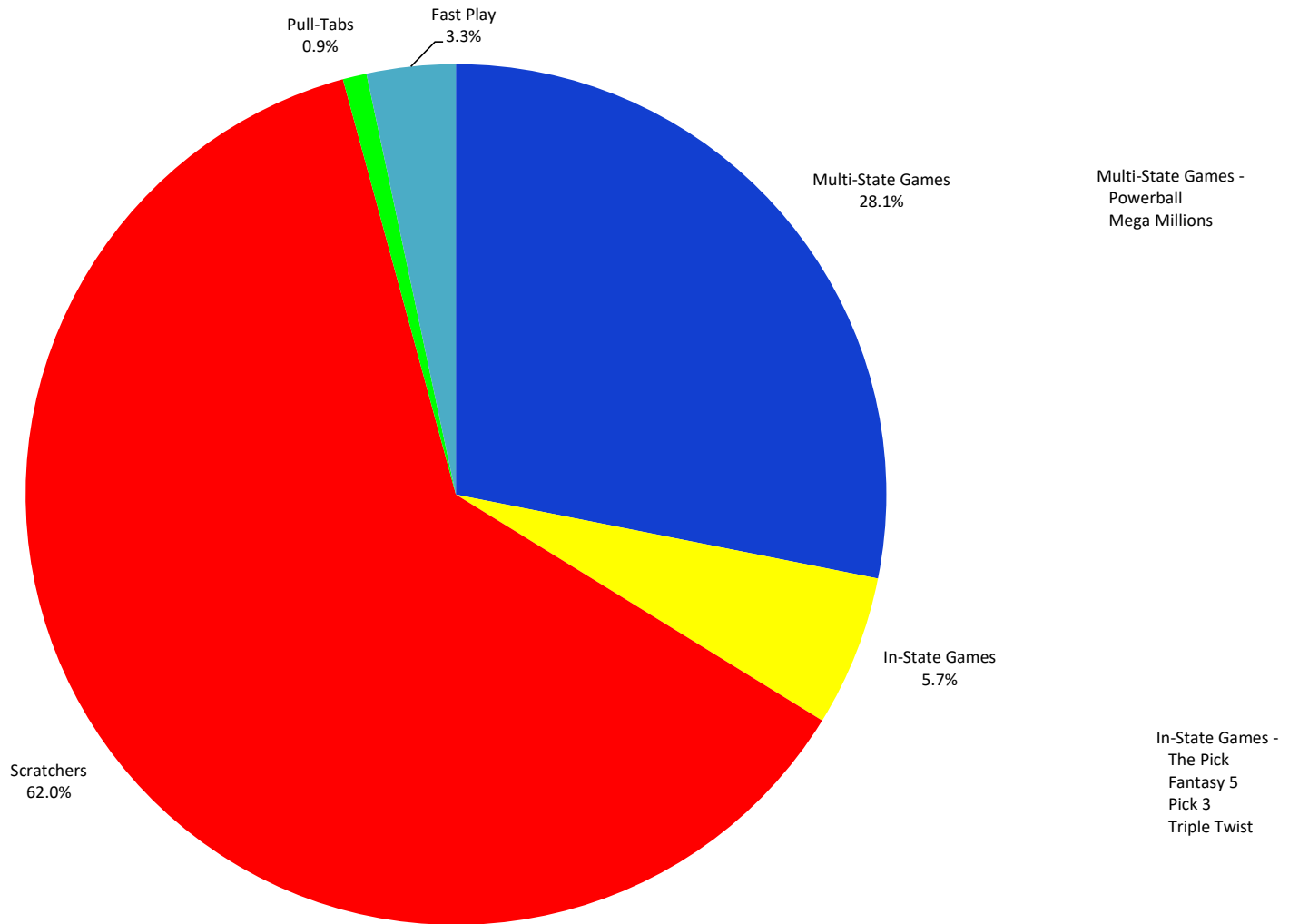
Two to Win™ – Sales through the first quarter of the year totaled \$131,202.

Money Roll™ – Sales through the first quarter of the year totaled \$62,323.

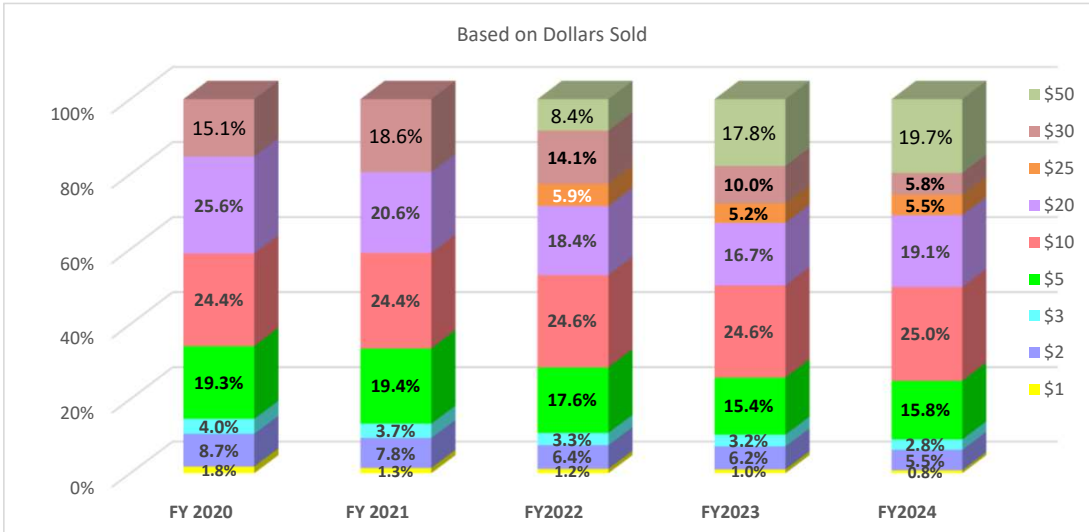
ARIZONA LOTTERY
QUARTERLY SALES BY PRODUCT
Fiscal Year 2024 - July 2023 through September 2023

<i>Month</i>	<i>Powerball</i>	<i>Mega Millions</i>	<i>The Pick</i>	<i>Fantasy 5</i>	<i>Pick 3</i>	<i>Triple Twist</i>	<i>Quick Draw</i>	<i>Total Draw Games</i>	<i>Fast Play</i>	<i>Scratchers</i>	<i>Charitable Pull-Tabs</i>	<i>General Pull-Tabs</i>	<i>Total Instant Games</i>	<i>Total</i>	<i>Market Share</i>
<i>July</i>	\$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	37.3%
<i>August</i>	\$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	32.8%
<i>September</i>	\$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	30.0%
<i>1st Quarter</i>	\$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	100.0%
<i>October</i>															
<i>November</i>															
<i>December</i>															
<i>2nd Quarter</i>															
<i>January</i>															
<i>February</i>															
<i>March</i>															
<i>3rd Quarter</i>															
<i>April</i>															
<i>May</i>															
<i>June</i>															
<i>4th Quarter</i>															
2024	\$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	
<i>Mkt Share</i>	15.2%	12.9%	2.0%	1.0%	1.1%	1.4%	0.2%	33.80%	3.34%	61.97%	0.49%	0.40%	62.86%		
2023	\$22,449,000	\$50,470,568	\$6,829,996	\$4,862,796	\$3,942,900	\$4,004,034	\$543,103	\$93,102,397	\$10,920,806	\$247,947,681	\$2,176,740	\$1,290,600	\$251,415,021	\$355,438,224	
<i>% of Change</i>	167.9%	1.1%	16.7%	-15.4%	5.2%	36.6%	28.2%	43.4%	20.9%	-1.2%	-11.5%	21.8%	-1.2%	11.2%	

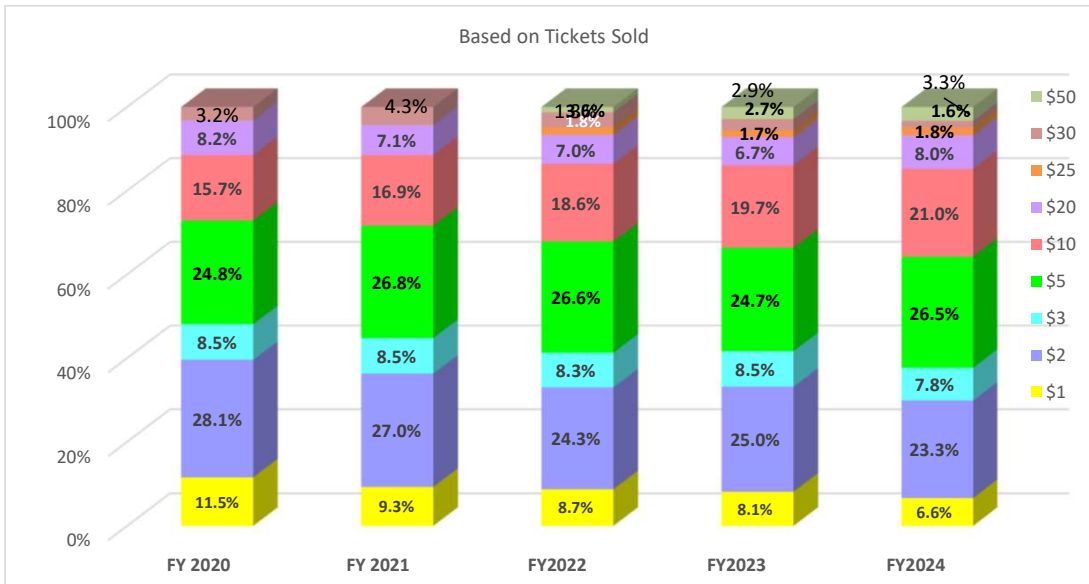
ARIZONA LOTTERY
QUARTERLY SALES BY PRODUCT
Fiscal Year 2024 - July 2023 through September 2023



Arizona Lottery 5-Year Review by Price Point



	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024
\$1	\$15,243,692	\$14,836,696	\$12,025,050	\$10,754,616	\$1,929,764
\$2	\$74,204,632	\$86,605,472	\$67,053,928	\$66,225,952	\$13,566,138
\$3	\$33,795,897	\$40,770,039	\$34,325,706	\$33,645,018	\$6,833,394
\$5	\$163,624,105	\$214,810,495	\$183,329,755	\$163,422,570	\$38,716,130
\$10	\$207,204,520	\$271,076,850	\$256,301,440	\$261,194,770	\$61,207,830
\$20	\$217,273,740	\$228,944,840	\$192,016,600	\$177,090,260	\$46,805,040
\$25	\$8,628,650	\$45,939,625	\$61,671,325	\$55,168,325	\$13,358,675
\$30	\$128,434,380	\$206,849,550	\$147,402,630	\$106,327,170	\$14,284,590
\$50			\$89,036,700	\$189,160,850	\$48,152,400
Total	\$848,409,616	\$1,109,833,567	\$1,043,163,134	\$1,062,989,531	\$244,853,961



	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024
\$1	15,243,692	14,836,696	12,025,050	10,754,616	1,929,764
\$2	37,102,316	43,302,736	33,526,964	33,112,976	6,783,069
\$3	11,265,299	13,590,013	11,441,902	11,215,006	2,277,798
\$5	32,724,821	42,962,099	36,665,951	32,684,514	7,743,226
\$10	20,720,452	27,107,685	25,630,144	26,119,477	6,120,783
\$20	10,863,687	11,447,242	9,600,830	8,854,513	2,340,252
\$25			2,466,853	2,206,733	534,347
\$30	4,281,146	6,894,985	4,913,421	3,544,239	476,153
\$50			1,780,734	3,783,217	963,048
Total	132,201,413	160,141,456	138,051,849	132,275,291	29,168,440

Interoffice Memorandum

Date: October 6, 2023
To: Alec Estaban Thomson, CEO & EDD
From: Raynie Hosto, Deputy Director Customer Service and Sales
Subject: FY 2024 – First Quarter Sales Review

Vending Machine Sales (Chart E)

Total vending machine sales through the first quarter of FY24 were \$199,754,913, a 15.5% increase over FY23 sales of \$173,021,316. There are currently 1,990 machines installed at retail locations compared to 1,848 in FY23. The average sales per unit decreased to \$31,116 versus \$31,402 in FY23. FY24 sales from vending machines represented 51.0% of total sales, an increase from 49.2% in FY23.

Chain accounts represented 77.8% of total vending sales in the first quarter of FY24. QuikTrip leads all chain accounts with average machine sales of \$145,307. Safeway follows at \$140,636 and Fry's at \$140,142.

The new monthly out-of-stock goal for FY24 is 4.5%. We achieved that goal in September with an average of 4.43%. The overall average for the first quarter of FY24 was 4.55%, down from 4.97% in FY23. The sales team will continue to focus on vending out of stocks in FY24.

Corporate Account Review (Chart F)

- Major retail chains represent 50.0% of all Draw and Scratchers lottery accounts, down slightly from 51.0% in FY23.
- Convenience stores represent 35.9% of total accounts, while chain food stores represent 14.0%.
- Major retail chains comprise 73.2% of the total market share, with convenience stores and food stores accounting for 40.8% and 32.4%, respectively.
- Fry's food stores remain the leader with per-store average sales of \$406,619. Safeway follows at \$316,880 with Albertsons and QuikTrip at \$302,036 and \$275,319, respectively.
- Circle K accounts for 17.3% of the market share with 595 stores, followed by Fry's at 13.2% with 127 stores and QuikTrip at 9.7% with 138 stores.

Business Classification Review (Charts G and H)

- Chain and independent convenience stores account for 56.3% of total Lottery accounts and 56.4% of the market share in sales. Chain and independent grocery stores account for 15.4% and account for 17.9% of the market share. Instant Tab retailers account for 6.6% of total lottery accounts and 0.9% of the sales market share.
- FY24 comparison sales to FY23 show chain and independent convenience sales up 7.3%, while chain and independent grocery stores posted an increase of 17.9%.
- The Instant Tab category is flat with a slight increase of 0.8% in the first quarter when compared to the same period in FY23.

County Review (Charts I and J)

- The estimated per capita weekly sales for the first quarter of FY24 was \$4.12, an increase from \$3.64 in FY23.
- Maricopa and Pima counties held a market share of 74.8% of total sales. Mohave, Pinal, and Yavapai counties combined market share was 15.4%, and the remaining counties represented 9.9% of sales.
- Mohave County continues to post the highest weekly per capita sales at \$9.68, followed by La Paz County at \$8.18 and Cochise and Greenlee County at \$5.40 and 5.30, respectively.

**Arizona Lottery
Vending Machine - FY 2024**

		# of Units			Draw Sales			Instant Sales			Total Sales				Per Unit Average			Out of Stock Average			
1st Quarter		July	Aug	Sept	July	Aug	Sept	July	Aug	Sept	July	Aug	Sept	1st Qtr	July	Aug	Sept	July	Aug	Sept	1st Qtr
	PCT-HD	1598	1599	1603	\$ 20,913,290	\$ 16,294,578	\$ 13,924,082	\$ 46,031,693	\$ 45,609,830	\$ 44,094,022	\$ 66,944,983	\$ 61,904,408	\$ 58,018,104	\$ 186,867,495	\$ 41,893	\$ 38,714	\$ 36,193	4.43%	4.27%	4.15%	4.28%
	PCT-LP	170	176	187	\$ 2,100,996	\$ 1,461,543	\$ 1,370,643	\$ 2,252,404	\$ 2,130,053	\$ 2,152,908	\$ 4,353,400	\$ 3,591,596	\$ 3,523,551	\$ 11,468,547	\$ 25,608	\$ 20,407	\$ 18,843	7.11%	6.82%	6.79%	6.91%
	PCT-EX	183	188	200	\$ 545,677	\$ 493,042	\$ 380,152	n/a	n/a	n/a	\$ 545,677	\$ 493,042	\$ 380,152	\$ 1,418,871	\$ 2,982	\$ 2,623	\$ 1,901	n/a	n/a	n/a	n/a
	Total	1,951	1,963	1,990	\$ 23,559,963	\$ 18,249,163	\$ 15,674,877	\$ 48,284,097	\$ 47,739,883	\$ 46,246,930	\$ 71,844,060	\$ 65,989,046	\$ 61,921,807	\$ 199,754,913	\$ 36,824	\$ 33,616	\$ 31,116	4.69%	4.53%	4.43%	4.55%
	% of Lottery Sales				38.0%	38.9%	41.4%	57.4%	58.6%	58.3%	49.2%	51.4%	52.8%	51.0%							
2nd Quarter		Oct	Nov	Dec	Oct	Nov	Dec	Oct	Nov	Dec	Oct	Nov	Dec	2nd Qtr	Oct	Nov	Dec	Oct	Nov	Dec	2nd Qtr
	PCT-HD													\$ -	#DIV/0!	#DIV/0!	#DIV/0!				#DIV/0!
	PCT-LP													\$ -	#DIV/0!	#DIV/0!	#DIV/0!				#DIV/0!
	PCT-EX													\$ -	#DIV/0!	#DIV/0!	#DIV/0!				#DIV/0!
	Total	0	0	0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	#DIV/0!	#DIV/0!	#DIV/0!				
	% of Lottery Sales				#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!							
3rd Quarter		Jan	Feb	Mar	Jan	Feb	Mar	Jan	Feb	Mar	Jan	Feb	Mar	3rd Qtr	Jan	Feb	Mar	Jan	Feb	Mar	3rd Qtr
	PCT-HD													\$ -	#DIV/0!	#DIV/0!	#DIV/0!				
	PCT-LP													\$ -	#DIV/0!	#DIV/0!	#DIV/0!				
	PCT-EX													\$ -	#DIV/0!	#DIV/0!	#DIV/0!				
	Total	0	0	0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	#DIV/0!	#DIV/0!	#DIV/0!				
	% of Lottery Sales				#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!							
4th Quarter		Apr	May	June	Apr	May	June	Apr	May	June	Apr	May	June	4th Qtr	Apr	May	June	Apr	May	June	4th Qtr
	PCT-HD													\$ -	#DIV/0!	#DIV/0!	#DIV/0!				
	PCT-LP													\$ -	#DIV/0!	#DIV/0!	#DIV/0!				
	PCT-EX													\$ -	#DIV/0!	#DIV/0!	#DIV/0!				
	Total	0	0	0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	#DIV/0!	#DIV/0!	#DIV/0!				
	% of Lottery Sales				#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!							
	Total Vending				\$ 23,559,963	\$ 18,249,163	\$ 15,674,877	\$ 48,284,097	\$ 47,739,883	\$ 46,246,930	\$ 71,844,060	\$ 65,989,046	\$ 61,921,807	\$ 199,754,913							
	Total Fiscal Year													\$ 391,589,648							
	% of Total Sales													51.0%							

Monthly Chain Vending Report

Chain	Retailer Name	# of Machines	Jul 2023 Sales			Aug 2023 Sales			Sept 2023 Sales			YTD Sales	YTD OOS Avg	YTD Total Lost Sales	YTD Sales Per Machine Average	YTD Lost Sales Per Machine	Avg Month Bin Sales
			Sales	OOS%	Lost Sales	Sales	OOS%	Lost Sales	Sales	OOS%	Lost Sales						
8027	ALBERTSONS	38	\$ 1,723,366	1.06%	\$ 17,597	\$ 1,714,949	1.10%	\$ 17,961	\$ 1,605,793	1.00%	\$ 15,399	\$ 5,044,108	1.05%	\$ 50,956	\$ 132,740	\$ 1,340.96	\$ 461
9968	Bashas	61	\$ 1,869,551	2.63%	\$ 55,771	\$ 1,857,685	2.18%	\$ 42,841	\$ 1,754,154	2.25%	\$ 39,893	\$ 5,481,390	2.35%	\$ 138,506	\$ 89,859	\$ 2,270.58	\$ 312
8821	Carioca	32	\$ 775,932	2.49%	\$ 19,316	\$ 746,845	2.18%	\$ 16,640	\$ 722,150	2.44%	\$ 16,998	\$ 2,244,927	2.37%	\$ 52,955	\$ 70,154	\$ 1,654.83	\$ 244
8037	Circle K	195	\$ 3,107,608	8.77%	\$ 280,113	\$ 3,108,663	8.63%	\$ 272,718	\$ 2,974,125	8.52%	\$ 255,586	\$ 9,190,396	8.64%	\$ 808,418	\$ 47,130	\$ 4,145.73	\$ 164
20001	Cobblestone	15	\$ 265,955	0.59%	\$ 1,589	\$ 253,813	1.11%	\$ 2,406	\$ 239,868	0.91%	\$ 2,090	\$ 759,636	0.87%	\$ 6,085	\$ 50,642	\$ 405.64	\$ 176
9964/9963	CVS	81	\$ 702,306	0.25%	\$ 2,051	\$ 683,013	0.17%	\$ 1,290	\$ 664,891	0.27%	\$ 2,120	\$ 2,050,210	0.23%	\$ 5,461	\$ 25,311	\$ 67.43	\$ 88
8030	EI Super	6	\$ 170,898	2.79%	\$ 4,958	\$ 169,865	3.25%	\$ 5,656	\$ 163,900	3.49%	\$ 5,382	\$ 504,663	3.18%	\$ 15,996	\$ 84,111	\$ 2,666.05	\$ 292
9958	Fast Market	6	\$ 146,549	3.35%	\$ 5,088	\$ 146,368	2.58%	\$ 3,913	\$ 132,767	3.09%	\$ 4,046	\$ 425,684	3.01%	\$ 13,047	\$ 70,947	\$ 2,174.52	\$ 246
9968	Food City	45	\$ 1,009,839	2.69%	\$ 28,559	\$ 1,014,395	2.77%	\$ 30,259	\$ 998,036	2.53%	\$ 27,352	\$ 3,022,270	2.66%	\$ 86,170	\$ 67,162	\$ 1,914.89	\$ 233
8052	Frys Food	205	\$ 9,813,046	3.12%	\$ 304,912	\$ 9,596,434	2.82%	\$ 264,695	\$ 9,319,701	2.54%	\$ 238,643	\$ 28,729,181	2.83%	\$ 808,251	\$ 140,142	\$ 3,942.69	\$ 487
8021	Jacksons	11	\$ 330,074	3.36%	\$ 12,689	\$ 321,312	3.81%	\$ 13,518	\$ 320,885	2.93%	\$ 10,030	\$ 972,271	3.37%	\$ 36,238	\$ 88,388	\$ 3,294.32	\$ 307
8031	Los Altos Ranch Market	7	\$ 170,039	5.80%	\$ 10,445	\$ 159,307	4.81%	\$ 7,990	\$ 167,802	5.33%	\$ 9,349	\$ 497,148	5.31%	\$ 27,783	\$ 71,021	\$ 3,969.00	\$ 247
9800	Loves	14	\$ 256,960	3.61%	\$ 9,635	\$ 261,304	3.77%	\$ 9,746	\$ 245,800	3.71%	\$ 9,214	\$ 764,064	3.70%	\$ 28,596	\$ 54,576	\$ 2,042.55	\$ 190
9905	Maverik	13	\$ 253,464	4.96%	\$ 13,413	\$ 270,413	3.41%	\$ 9,761	\$ 257,641	3.53%	\$ 9,513	\$ 781,518	3.97%	\$ 32,687	\$ 60,117	\$ 2,514.39	\$ 209
9926	Pilot	18	\$ 283,497	5.57%	\$ 17,650	\$ 272,118	3.65%	\$ 10,806	\$ 269,733	4.11%	\$ 11,141	\$ 825,348	4.44%	\$ 39,597	\$ 45,853	\$ 2,199.83	\$ 159
9849	QuikTrip	137	\$ 6,641,474	8.80%	\$ 595,728	\$ 6,786,283	8.81%	\$ 611,201	\$ 6,479,323	8.69%	\$ 580,452	\$ 19,907,080	8.77%	\$ 1,787,381	\$ 145,307	\$ 13,046.58	\$ 505
8128	Safeway	122	\$ 5,892,196	2.18%	\$ 126,622	\$ 5,751,621	2.31%	\$ 129,634	\$ 5,513,813	2.16%	\$ 117,712	\$ 17,157,630	2.22%	\$ 373,969	\$ 140,636	\$ 3,065.32	\$ 488
9027	Smith's Food & Drug	4	\$ 177,566	4.92%	\$ 8,411	\$ 171,072	4.15%	\$ 5,839	\$ 170,301	3.46%	\$ 4,642	\$ 518,939	4.18%	\$ 18,892	\$ 129,735	\$ 4,723.10	\$ 450
9956	Speedway	8	\$ 16,420	18.93%	\$ 3,108	\$ 23,318	8.90%	\$ 3,058	\$ 61,875	14.06%	\$ 4,547	\$ 101,613	13.96%	\$ 10,713	\$ 12,702	\$ 1,339.18	\$ 44
8025	Superpumper	13	\$ 310,876	2.78%	\$ 9,754	\$ 329,370	3.10%	\$ 11,152	\$ 307,847	2.55%	\$ 8,934	\$ 948,093	2.81%	\$ 29,840	\$ 72,930	\$ 2,295.38	\$ 253
8004	Terribles	11	\$ 222,473	2.13%	\$ 6,239	\$ 182,729	2.12%	\$ 4,725	\$ 179,353	2.05%	\$ 4,746	\$ 584,555	2.10%	\$ 15,710	\$ 53,141	\$ 1,428.20	\$ 185
3	TA Truck Centers	7	\$ 129,338	9.38%	\$ 10,292	\$ 115,249	8.80%	\$ 9,373	\$ 108,059	8.08%	\$ 7,887	\$ 352,646		\$ 27,552	\$ 50,378	\$ 3,935.98	\$ 175
8022	Walmart NHM - HD	26	\$ 947,354	5.53%	\$ 52,731	\$ 917,807	7.16%	\$ 64,986	\$ 919,678	7.34%	\$ 68,307	\$ 2,784,839	6.68%	\$ 186,024	\$ 107,109	\$ 7,154.77	\$ 372
8022	Walmart Supercenter	137	\$ 2,205,594	7.79%	\$ 167,440	\$ 2,145,361	7.44%	\$ 153,135	\$ 2,113,053	6.39%	\$ 134,516	\$ 6,464,008	7.21%	\$ 455,091	\$ 47,183	\$ 3,321.83	\$ 164
9962	Winco	7	\$ 192,355	4.74%	\$ 8,452	\$ 189,978	5.66%	\$ 11,041	\$ 191,036	6.48%	\$ 13,198	\$ 573,369	5.63%	\$ 32,691	\$ 81,910	\$ 4,670.18	\$ 284
	Corporate Total	1176	\$ 37,614,730	4.73%	\$ 1,772,565	\$ 37,189,272	4.83%	\$ 1,714,345	\$ 35,881,584	4.73%	\$ 1,601,699	\$ 110,685,586	4.76%	\$ 5,055,918	\$ 94,120	\$ 4,299.25	\$ 327
	Independent & ASL Total	555	\$ 10,669,367	4.12%	\$ 466,397	\$ 10,550,611	3.87%	\$ 432,885	\$ 10,365,346	3.76%	\$ 396,845	\$ 31,585,324	3.92%	\$ 1,296,127	\$ 56,910	\$ 2,335.36	\$ 198
FY 24	Statewide Total	1768	\$ 48,284,097	4.69%	\$ 2,238,962	\$ 47,739,883	4.53%	\$ 2,147,230	\$ 46,246,930	4.43%	\$ 1,998,544	\$ 142,270,910	4.55%	\$ 6,384,736	\$ 80,470	\$ 3,611.28	\$ 279
FY 23	Statewide Total	1744	\$ 47,231,358	5.09%	\$ 2,297,768	\$ 45,750,930	5.07%	\$ 2,222,871	\$ 44,334,153	4.75%	\$ 2,048,173	\$ 600,647,734	4.94%	\$ 31,991,160	\$ 344,408	\$ 18,343.55	\$ 1,196

Corporate % to Total

77.9%

77.9%

77.6%

77.8%

Corporate % to Total Vending Sales

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

	Chain #	# of Accts	% of Accts	Draw Games			Scratchers			Draw and Scratchers Combined			Commission
				Market Sales	Market Share	Per Store Average	Market Sales	Market Share	Per Store Average	Market Sales	Market Share	Per Store Average	Earned To Date
4 Sons	9290/9814	22	0.6%	\$ 1,121,222	0.8%	\$ 50,965	\$ 1,107,813	0.5%	\$ 50,355	\$ 2,229,035	0.6%	\$ 101,320	\$ 144,887
7-Eleven	8706	53	1.5%	\$ 1,541,823	1.1%	\$ 29,091	\$ 4,610,543	1.9%	\$ 86,991	\$ 6,152,366	1.6%	\$ 116,082	\$ 399,904
Carioca	8821	39	1.1%	\$ 1,762,585	1.2%	\$ 45,194	\$ 2,486,851	1.0%	\$ 63,765	\$ 4,249,436	1.1%	\$ 108,960	\$ 276,213
Circle K	8037	595	17.3%	\$ 24,611,625	16.8%	\$ 41,364	\$ 43,035,228	17.6%	\$ 72,328	\$ 67,646,853	17.3%	\$ 113,692	\$ 4,397,045
Cobblestone		15	0.4%	\$ 781,306	0.5%	\$ 52,087	\$ 792,878	0.3%	\$ 52,859	\$ 1,574,184	0.4%	\$ 104,946	\$ 102,322
Fast Market	9958	24	0.7%	\$ 1,326,450	0.9%	\$ 55,269	\$ 2,713,461	1.1%	\$ 113,061	\$ 4,039,911	1.0%	\$ 168,330	\$ 262,594
Fry's Gas	8052	100	2.9%	\$ 2,352,966	1.6%	\$ 23,530	\$ 5,789,186	2.4%	\$ 57,892	\$ 8,142,152	2.1%	\$ 81,422	\$ 529,240
Good 2 Go	8024	15	0.4%	\$ 349,359	0.2%	\$ 23,291	\$ 773,753	0.3%	\$ 51,584	\$ 1,123,112	0.3%	\$ 74,874	\$ 73,002
Jackson's Food Stores	8021	11	0.3%	\$ 928,831	0.6%	\$ 84,439	\$ 983,259	0.4%	\$ 89,387	\$ 1,912,090	0.5%	\$ 173,826	\$ 124,286
Loves	9800	14	0.4%	\$ 443,037	0.3%	\$ 31,646	\$ 766,190	0.3%	\$ 54,728	\$ 1,209,227	0.3%	\$ 86,373	\$ 78,600
Maverik	9905	25	0.7%	\$ 1,549,881	1.1%	\$ 61,995	\$ 2,239,455	0.9%	\$ 89,578	\$ 3,789,336	1.0%	\$ 151,573	\$ 246,307
Pilot Travel Centers	9926	19	0.6%	\$ 502,516	0.3%	\$ 26,448	\$ 828,021	0.3%	\$ 43,580	\$ 1,330,537	0.3%	\$ 70,028	\$ 86,485
QuikTrip	9849	138	4.0%	\$ 15,061,292	10.3%	\$ 109,140	\$ 22,932,723	9.4%	\$ 166,179	\$ 37,994,015	9.7%	\$ 275,319	\$ 2,469,611
Safeway Gas	8128	32	0.9%	\$ 1,140,470	0.8%	\$ 35,640	\$ 1,921,386	0.8%	\$ 60,043	\$ 3,061,856	0.8%	\$ 95,683	\$ 199,021
Shay's	8938	21	0.6%	\$ 713,235	0.5%	\$ 33,964	\$ 1,677,449	0.7%	\$ 79,879	\$ 2,390,684	0.6%	\$ 113,842	\$ 155,394
Smith's Gas	9027	4	0.1%	\$ 5,571	0.0%	\$ 1,393	\$ (3,079)	0.0%	\$ (770)	\$ 2,492	0.0%	\$ 623	\$ 162
Speedway	9956	78	2.3%	\$ 2,383,755	1.6%	\$ 30,561	\$ 5,891,084	2.4%	\$ 75,527	\$ 8,274,839	2.1%	\$ 106,088	\$ 537,865
Superpumper	8025	13	0.4%	\$ 957,079	0.7%	\$ 73,621	\$ 959,157	0.4%	\$ 73,781	\$ 1,916,236	0.5%	\$ 147,403	\$ 124,555
TA Truck Centers	3	8	0.2%	\$ 278,327	0.2%	\$ 34,791	\$ 356,433	0.1%	\$ 44,554	\$ 634,760	0.2%	\$ 79,345	\$ 41,259
Terribles	8004	10	0.3%	\$ 1,140,502	0.8%	\$ 114,050	\$ 789,138	0.3%	\$ 78,914	\$ 1,929,640	0.5%	\$ 192,964	\$ 125,427
Convenience Total		1,236	35.9%	\$58,951,832	40.2%	\$ 47,696	\$100,650,929	41.1%	\$ 81,433	\$159,602,761	40.8%	\$ 129,128	\$ 10,374,179
Albertsons	8027	30	0.9%	\$ 3,812,174	2.6%	\$ 127,072	\$ 5,248,899	2.1%	\$ 174,963	\$ 9,061,073	2.3%	\$ 302,036	\$ 588,970
Bashas'	8011	45	1.3%	\$ 4,280,413	2.9%	\$ 95,120	\$ 5,527,906	2.3%	\$ 122,842	\$ 9,808,319	2.5%	\$ 217,963	\$ 637,541
El Super	8030	6	0.2%	\$ 115,761	0.1%	\$ 19,294	\$ 500,929	0.2%	\$ 83,488	\$ 616,690	0.2%	\$ 102,782	\$ 40,085
Food City		45	1.3%	\$ 859,872	0.6%	\$ 19,108	\$ 3,069,155	1.3%	\$ 68,203	\$ 3,929,027	1.0%	\$ 87,312	\$ 255,387
Fry's	8052	127	3.7%	\$ 20,853,542	14.2%	\$ 164,201	\$ 30,787,128	12.6%	\$ 242,418	\$ 51,640,670	13.2%	\$ 406,619	\$ 3,356,644
Los Altos Ranch Market	8026	7	0.2%	\$ 110,613	0.1%	\$ 15,802	\$ 503,836	0.2%	\$ 71,977	\$ 614,449	0.2%	\$ 87,778	\$ 39,939
Safeway	8128	104	3.0%	\$ 15,026,080	10.2%	\$ 144,482	\$ 17,929,450	7.3%	\$ 172,399	\$ 32,955,530	8.4%	\$ 316,880	\$ 2,142,109
Smith's	9027	4	0.1%	\$ 486,108	0.3%	\$ 121,527	\$ 556,887	0.2%	\$ 139,222	\$ 1,042,995	0.3%	\$ 260,749	\$ 67,795
Walmart NHM	8022	27	0.8%	\$ 1,807,329	1.2%	\$ 66,938	\$ 2,854,687	1.2%	\$ 105,729	\$ 4,662,016	1.2%	\$ 172,667	\$ 303,031
Walmart Supercenters	8022	81	2.4%	\$ 5,163,507	3.5%	\$ 63,747	\$ 6,523,910	2.7%	\$ 80,542	\$ 11,687,417	3.0%	\$ 144,289	\$ 759,682
Winco	9962	7	0.2%	\$ 432,766	0.3%	\$ 61,824	\$ 587,180	0.2%	\$ 83,883	\$ 1,019,946	0.3%	\$ 145,707	\$ 66,296
Food Store Total		483	14.0%	\$52,948,165	36.1%	\$ 109,624	\$74,089,967	30.3%	\$ 153,395	\$ 127,038,132	32.4%	\$ 263,019	\$ 8,257,479
Major Chains		1,719	50.0%	\$111,899,997	76.3%	\$ 65,096	\$174,740,896	71.4%	\$ 101,653	\$ 286,640,893	73.2%	\$ 166,749	\$ 18,631,658
All Stores*		3441		\$146,735,687		\$ 42,643	\$244,853,961		\$ 71,158	\$ 391,589,648		\$ 113,801	\$ 25,453,327

*Does not include Instant Tabs

**ARIZONA LOTTERY
BUSINESS CODE REVIEW
Fiscal Year 2024**

July 2023 through September 2023

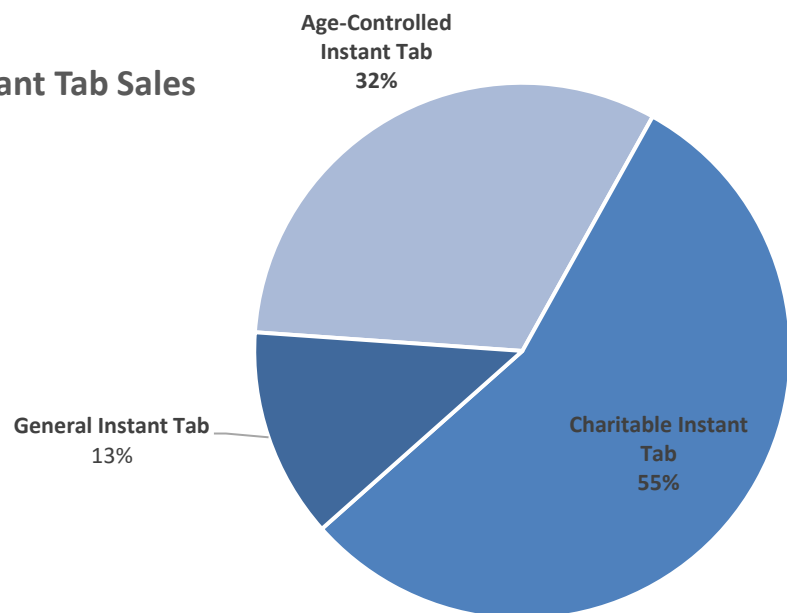
Business Classification	Business Code	# of Accts	% of Accts	Draw Games			Scratchers			Instant Tab			Combined Total Sales					Commission Earned To Date
				Sales	Market Share	Per Store Average	Sales	Market Share	Per Store Average	Sales	Market Share	Per Store Average	FY2024 Sales	FY2023 Sales	% of change	Market Share	Per Store Average	
Full Product																		
Shopping Malls	01	1	0.0%	38,523	0.0%	38,523	21,900	0.0%	21,900	0	0.0%	0	60,423	63,047	-4.2%	0.0%	60,423	\$ 3,927
Smoke/Gift Shops	02	101	2.9%	755,597	0.5%	7,481	2,336,997	1.0%	23,139	0	0.0%	0	3,092,594	2,661,432	16.2%	0.8%	30,620	\$ 201,019
Chain Supermarkets	03	483	14.0%	52,873,379	36.0%	109,469	73,992,889	30.2%	153,194	0	0.0%	0	126,866,268	107,478,780	18.0%	32.1%	262,663	\$ 8,246,307
Independent Supermarkets	04	48	1.4%	1,366,181	0.9%	28,462	2,391,909	1.0%	49,831	0	0.0%	0	3,758,090	3,356,114	12.0%	1.0%	78,294	\$ 244,276
Chain Convenience Stores	05	1053	30.6%	53,798,490	36.7%	51,091	90,819,434	37.1%	86,248	0	0.0%	0	144,617,924	134,916,393	7.2%	36.6%	137,339	\$ 9,400,165
Independent Convenience	06	883	25.7%	25,116,781	17.1%	28,445	52,903,490	21.6%	59,913	0	0.0%	0	78,020,271	72,652,702	7.4%	19.7%	88,358	\$ 5,071,318
Liquor Stores	07	93	2.7%	821,272	0.6%	8,831	3,434,582	1.4%	36,931	0	0.0%	0	4,255,854	4,301,473	-1.1%	1.1%	45,762	\$ 276,631
Drug Store/Pharmacies	08	3	0.1%	25,209	0.0%	8,403	14,649	0.0%	4,883	0	0.0%	0	39,858	30,789	29.5%	0.0%	13,286	\$ 2,591
independent Gas	09	15	0.4%	305,753	0.2%	20,384	853,707	0.3%	56,914	0	0.0%	0	1,159,460	1,429,434	-18.9%	0.3%	77,297	\$ 75,365
Truck Service Centers	10	50	1.5%	1,442,242	1.0%	28,845	2,204,080	0.9%	44,082	0	0.0%	0	3,646,322	3,404,771	7.1%	0.9%	72,926	\$ 237,011
Bars/Restaurants	11	140	4.1%	2,824,107	1.9%	20,172	2,421,685	1.0%	17,298	0	0.0%	0	5,245,792	4,066,718	29.0%	1.3%	37,470	\$ 340,976
Spec Non-Grocery/Misc	12	117	3.4%	1,767,327	1.2%	15,105	1,854,820	0.8%	15,853	0	0.0%	0	3,622,147	3,269,030	10.8%	0.9%	30,959	\$ 235,440
Chain Gas	13	134	3.9%	3,573,793	2.4%	26,670	7,804,571	3.2%	58,243	0	0.0%	0	11,378,364	9,803,029	16.1%	2.9%	84,913	\$ 739,594
Bowling Centers	14	3	0.1%	19,023	0.0%	6,341	29,673	0.0%	9,891	0	0.0%	0	48,696	52,560	-7.4%	0.0%	16,232	\$ 3,165
Route Sales	19	82	2.4%	952,706	0.6%		1,773,879	0.7%	21,633	0	0.0%	0	2,726,585	1,976,852	37.9%	0.7%	33,251	\$ 177,228
Quick Card/ScanActiv	20	3	0.1%	225,800	0.2%	75,267	61,200	0.0%	20,400	0	0.0%	0	287,000	224,534	27.8%	0.1%	95,667	\$ 18,655
ASL & Promotions	99	5	0.1%	829,504	0.6%	165,901	1,934,496	0.8%	386,899	19,440	0.6%	3,888	2,783,440	2,297,266	21.2%	0.7%	556,688	\$ 180,924
Full Product Sub Total		3214		146,735,687			244,853,961			19,440			391,609,088	351,984,924	11.3%			
Instant Tab																		
Age-Controlled Instant Tab	15	68	2.0%	0	0.0%	0	0	0.0%	0	1,112,400	31.8%	16,359	1,112,400	952,560	16.8%	0.3%	16,359	
Charitable Instant Tab	17	126	3.7%	0	0.0%	0	0	0.0%	0	1,927,440	55.1%	15,297	1,927,440	2,179,980	-11.6%	0.5%	15,297	
General Instant Tab	18	33	1.0%	0	0.0%	0	0	0.0%	0	440,640	12.6%	13,353	440,640	320,760	37.4%	0.1%	13,353	
Instant Tab Sub Total		227	6.6%	0			0			3,480,480			3,480,480	3,453,300	0.8%			
Total		3441	100%	146,735,687	100%	45,655	244,853,961	100%	76,184	3,499,920	100%	15,418	395,089,568	355,438,224	11.2%	100%	114,818	\$ 25,454,591

Summary Recap

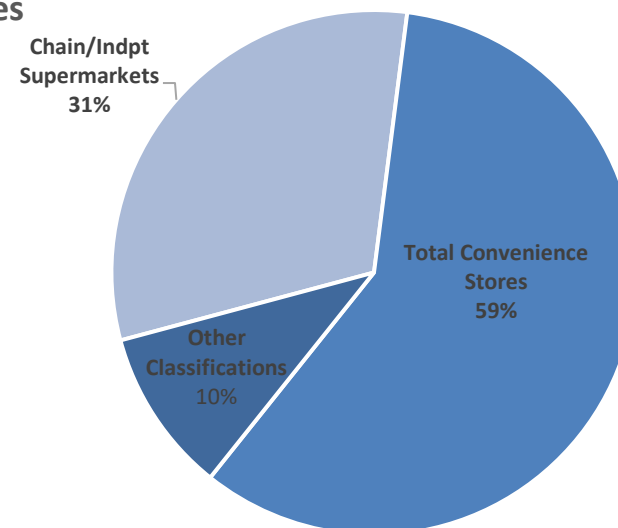
Chain/Indpt Supermarkets		531	15.4%	54,239,560	37.0%	102,146	76,384,798	31.2%	143,851	0	0.0%	0	130,624,358	110,834,894	17.9%	33.1%	245,997	\$ 8,490,583
Total Convenience Stores		1,936	56.3%	78,915,271	53.8%	40,762	143,722,924	58.7%	74,237	0	0.0%	0	222,638,195	207,569,095	7.3%	56.4%	114,999	\$ 14,471,483
Total Instant Tabs		227	6.6%	0	0.0%	0	0	0.0%	0	3,480,480	99.4%	15,333	3,480,480	3,453,300	0.8%	0.9%	15,333	\$ 1,316,880
Other Classifications		747	21.7%	13,580,856	9.3%	18,181	24,746,239	10.1%	33,127	19,440	0.6%	210,041	38,346,535	33,580,935	14.2%	9.7%	51,334	\$ 2,492,525
Total All Classifications		3,441	100%	146,735,687	100%	45,655	244,853,961	100%	76,184	3,499,920	100%	15,418	395,089,568	355,438,224	11.2%	100%	114,818	\$ 26,771,471

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

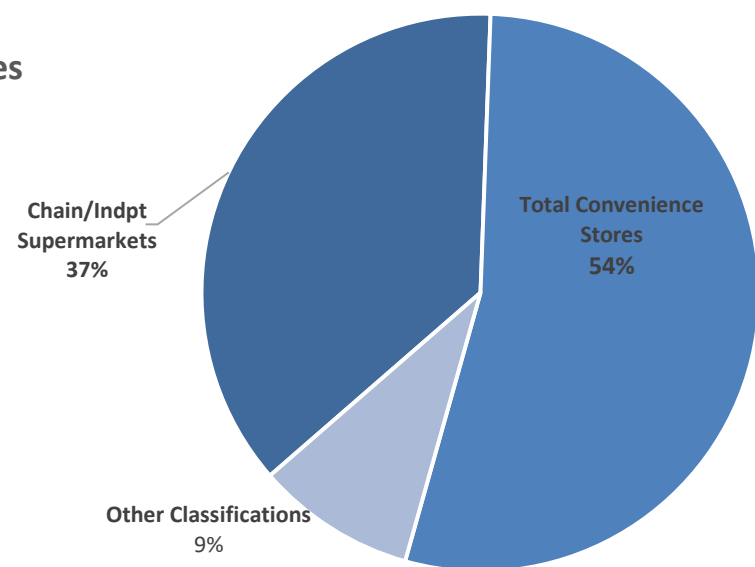
Instant Tab Sales



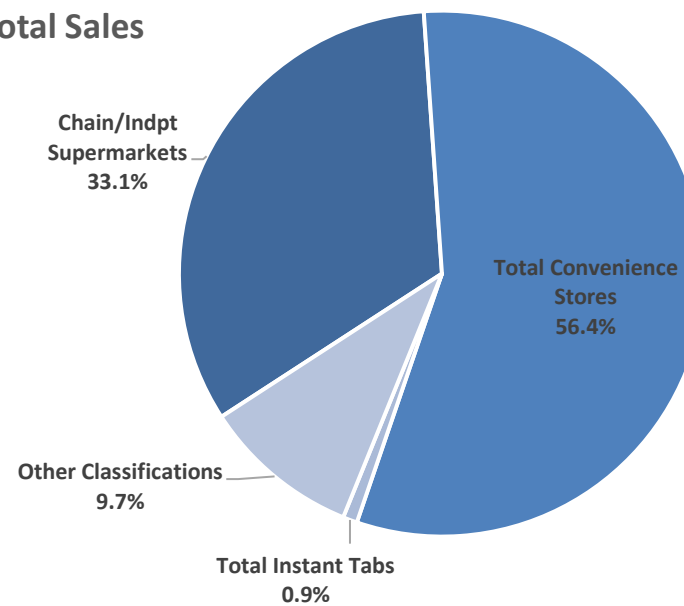
Scratchers Sales



Draw Sales



Combined Total Sales



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

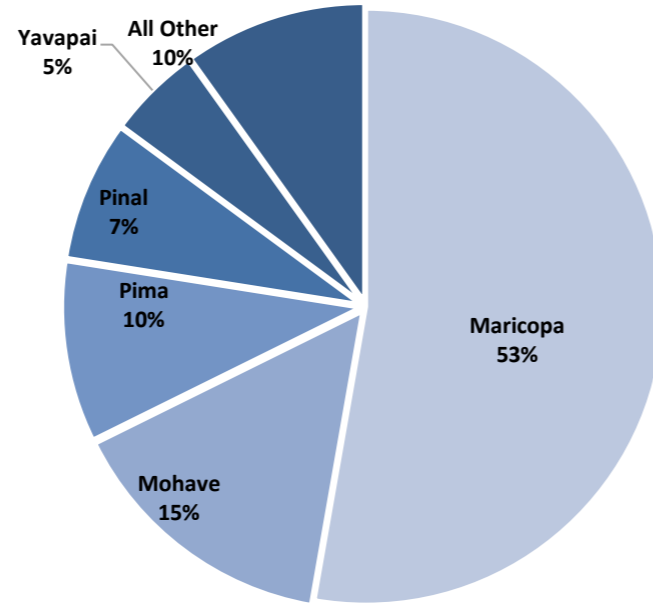
County	Code	# of Accts	% of Accts	Draw Games			Scratchers			Instant Tabs			Combined Total Sales					2024 Estimated Per Capita
				Sales	Market Share	Per Store Average	Sales	Market Share	Per Store Average	Sales	Market Share	Per Store Average	FY2024 Sales	FY2023 Sales	% of Change	Market Share	Per Store Average	Wkly Sales
Apache	1	16	0.5%	258,090	0.2%	16,131	461,951	0.2%	28,872	1,860	0.1%	1,057,493	721,901	757,144	-4.65%	0.2%	45,119	\$0.86
Cochise	2	92	2.7%	2,674,490	1.8%	29,071	5,953,981	2.4%	64,717	61,680	1.8%	3,384,068	8,690,151	7,632,109	13.86%	2.2%	94,458	\$5.40
Coconino	3	109	3.2%	2,939,470	2.0%	26,968	4,405,514	1.8%	40,418	17,280	0.5%	862,602	7,362,264	6,431,819	14.47%	1.9%	67,544	\$3.82
Gila	4	42	1.2%	1,165,017	0.8%	27,739	2,270,957	0.9%	54,070	24,840	0.7%	3,128,636	3,460,814	3,279,660	5.52%	0.9%	82,400	\$5.01
Graham	5	21	0.6%	466,177	0.3%	22,199	1,618,827	0.7%	77,087	6,360	0.2%	2,001,898	2,091,364	1,979,358	5.66%	0.5%	99,589	\$4.13
Greenlee	6	5	0.1%	129,962	0.1%	25,992	552,663	0.2%	110,533	0	0.0%	0	682,625	682,158	0.07%	0.2%	136,525	\$5.30
La Paz	15	37	1.1%	632,296	0.4%	17,089	956,686	0.4%	25,856	46,260	1.3%	10,735,467	1,635,242	1,641,000	-0.35%	0.4%	44,196	\$8.18
Maricopa	7	1948	56.6%	88,445,698	60.3%	45,403	156,451,131	63.9%	80,314	1,846,740	52.8%	3,063,831	246,743,569	225,245,937	9.54%	62.5%	126,665	\$4.12
Mohave	8	215	6.2%	14,252,728	9.7%	66,292	12,547,914	5.1%	58,362	522,420	14.9%	5,378,455	27,323,062	23,012,313	18.73%	6.9%	127,084	\$9.68
Navajo	9	63	1.8%	1,757,504	1.2%	27,897	2,967,801	1.2%	47,108	60,600	1.7%	5,059,552	4,785,905	4,478,485	6.86%	1.2%	75,967	\$3.46
Pima	10	429	12.5%	18,213,406	12.4%	42,455	30,153,469	12.3%	70,288	343,140	9.8%	2,764,496	48,710,015	42,356,834	15.00%	12.3%	113,543	\$3.53
Pinal	11	163	4.7%	6,951,970	4.7%	42,650	12,450,773	5.1%	76,385	266,040	7.6%	5,615,324	19,668,783	17,693,383	11.16%	5.0%	120,667	\$3.44
Santa Cruz	12	24	0.7%	948,123	0.6%	39,505	1,116,455	0.5%	46,519	0	0.0%	0	2,064,578	1,791,676	15.23%	0.5%	86,024	\$3.33
Yavapai	13	149	4.3%	5,246,148	3.6%	35,209	8,233,214	3.4%	55,256	175,680	5.0%	4,913,801	13,655,042	11,708,543	16.62%	3.5%	91,645	\$4.31
Yuma	14	125	3.6%	2,428,808	1.7%	19,430	4,712,625	1.9%	37,701	127,020	3.6%	7,673,874	7,268,453	6,525,071	11.39%	1.8%	58,148	\$2.71
Virtual	26	3	0.1%	225,800	0.2%	75,267	0	0.0%	0	0	0.0%	0	225,800	222,734	1.38%	0.1%	75,267	#DIV/0!
Total		3441	100%	146,735,687	100%	42,643	244,853,961	100%	71,158	3,499,920	100%	3,499,920	395,089,568	355,438,224	11.16%	100%	114,818	\$4.12

Summary Recap

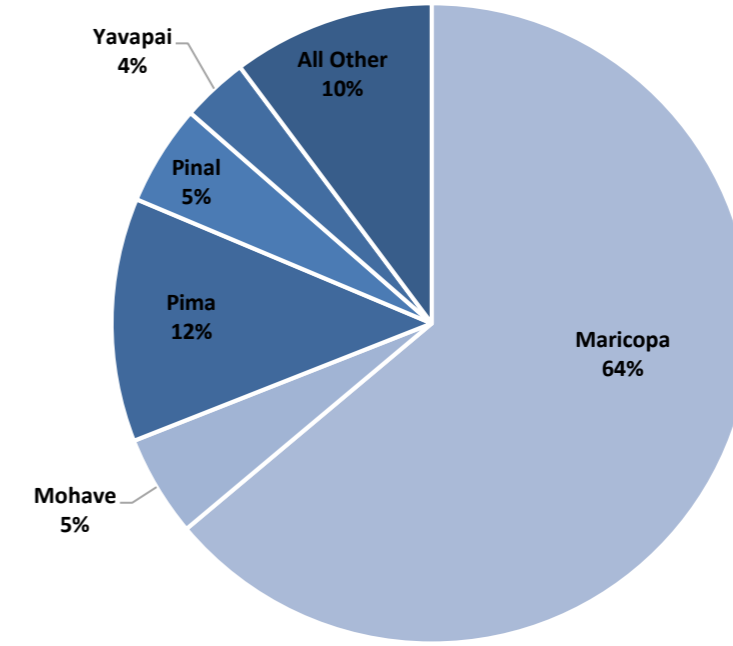
Maricopa and Pima Counties	2377	69.1%	106,659,104	72.7%	44,871	186,604,600	76.2%	78,504	2,189,880	62.6%	3,012,716	295,453,584				74.8%	124,297	
Mohave, Pinal and Yavapai	527	15.3%	26,450,846	18.0%	50,191	33,231,901	13.6%	63,059	964,140	27.5%	5,348,553	60,646,887				15.4%	115,079	
All Other Counties	537	15.6%	13,625,737	9.3%	25,374	25,017,460	10.2%	46,587	345,900	9.9%	3,725,000	38,989,097				9.9%	72,605	

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

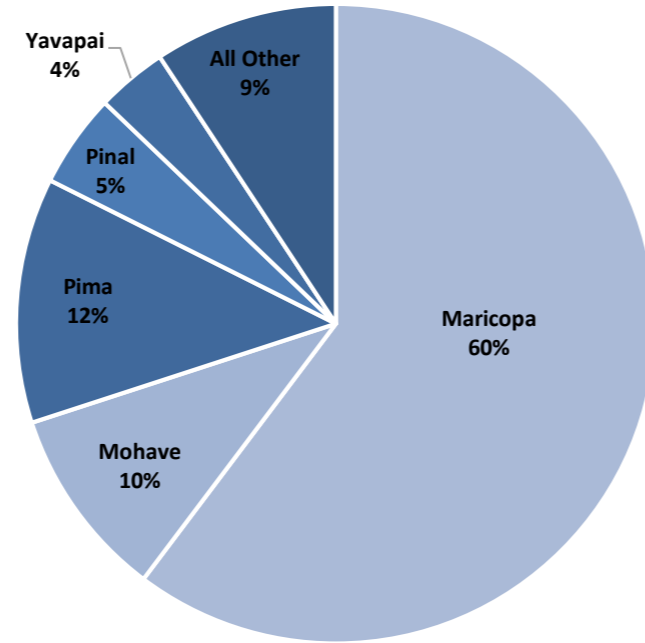
Instant Tab Sales



Scratchers Sales



Draw Game Sales



Combined Sales

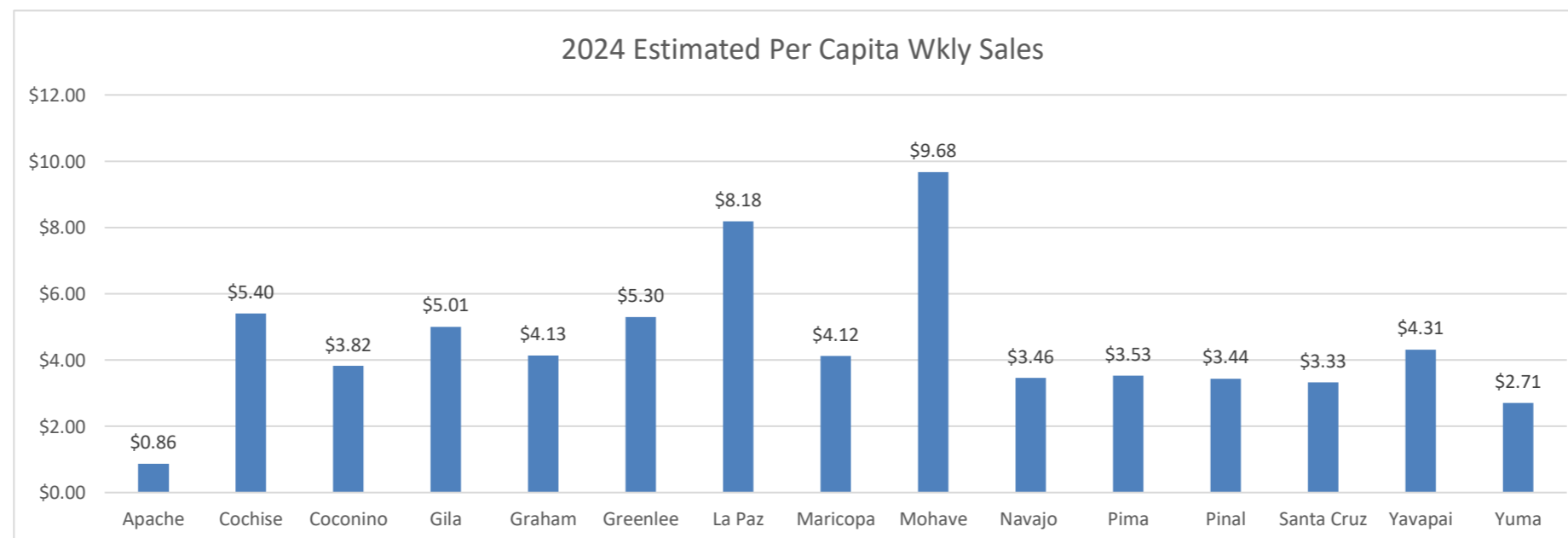
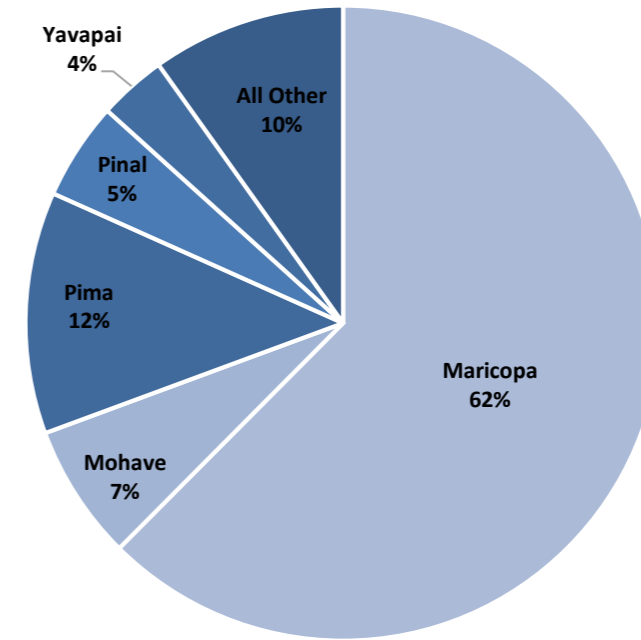


Chart J

New Business Item #1
Instant Scratch Game Profiles
Report to Arizona Lottery Commission
October 20, 2023

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: *500X Fortune #1440* and *Cactus Crossword #1444*.

500X Fortune #1440. This \$50 game has a top prize of \$5,000,000 (30-year annuity) or a one-time cash payment to be determined when the prize is claimed. This game will be printed at a quantity of approximately 5 million tickets.

Cactus Crossword #1444. This \$5 game has a top prize of \$50,000. This game will be printed at a quantity of approximately 7.6 million tickets.

Attachments (Commissioners only)

New Business Item #2
Quick Draw™ Game Profiles
Report to Arizona Lottery Commission
October 20, 2023

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

On December 7, 2023, the Arizona Lottery will introduce two new Quick Draw games. Quick Draw is a new family of online games offered daily from 4 a.m. to midnight, with drawing for each individual game occurring once every hour. These online games can be played through Arizona Lottery terminals or vending machines.

NEW GAME PROFILES

Attached for the Lottery Commission's action are the following Quick Draw game profiles: *Hi-Lo #20* and *Pick Your Bet #23*.

Hi-Lo #20. This \$1 Quick Draw game is drawn every hour, seven days a week. Twenty numbers between 1 and 60 are selected as a game play and used to identify whether a particular ticket is a winner of one or more prizes.

Pick Your Bet #23. This \$2 Quick Draw game is drawn every hour, seven days a week. A lucky number between 1 and 38, and a bet type of Odd or Even, or Low or High, are selected as a game play and used to identify whether a particular ticket is a winner of one or more prizes.

Attachments (Commissioners only)

New Business Item #3
Players Club Promotion Profile #131
Report to Arizona Lottery Commission
October 20, 2023

This report has been provided to the Lottery Commission regarding the Money Multiplier 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: Money Multiplier

Money Multiplier Promotion Profile #131

Starting December 27, 2023 players will be able to enter winning and non-winning eligible Instant Scratch and Fast Play™ game tickets for a chance to win cash prizes.

Attachments (Commissioners only)