



April 19, 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 **April 19, 2024, at 10:00 a.m.**, in the **Arizona Lottery Board Room, located at 4740 East University Drive, Phoenix, Arizona.** The Public may join the meeting in person and will have physical access to the Arizona Lottery Board Room fifteen (15) minutes before the start of the meeting. The Public may also join by telephone or Internet through **Google Hangouts Meet**.

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

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

meet.google.com/guc-uece-uyy

OR

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

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 March 15, 2024, Public Meeting

Agency Reports

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

New Business

1. Discussion and possible action on new instant scratch game profiles: *Loteria Grande* #1456, *\$100 Grand Crossword* #1460, and *Triple Red 7's* #1465.
2. Discussion and possible action on new Fast Play™ game profiles: *Lucky 13* #167, and *Touchdown Dollars* #168.

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. 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 function is for Arizona Lottery employees and invited guests. It is not open to the public.*
2. The next Commission meeting will be held on **May 17, 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 10th day of April 2024

Alec Esteban Thomson
CEO & EDD

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

PUBLIC MEETING OF THE ARIZONA LOTTERY

Commission Minutes of March 15, 2024, Meeting

- PRESIDING** Chair Jeff Weintraub (Virtual)
- COMMISSIONERS** Vice Chair Todd Newman (Virtual), Tereza Fritz, and Tim Baumgarten (In-Person)
- LOTTERY** Russ Harben; Deputy Director of Operations & Chief Financial Officer, Christopher Rogers; Deputy Director of Products & Marketing, Todd Terrell; Deputy Director of Security & Regulatory, Kome Akpolo; General Counsel, and Mia Lemke, Human Resources; Chief People Officer (In-Person)
- Luanne Mansanares, Orion Steen, Imani Keith, (In Person) Alexandra Adukeh, Shelby Alessi, Mary Cimaglio, Anjali Dang, Greg England, Karla Henriksen, Susan Kalember, Ashley Lovett, Cheyenne Mcmurtry, Vicky Nelson, Lynda Sellers, Sam Shipps, Brian Simons, Adam Tollefson, Art Uthaisri, Jennifer Wenger, and Steve Wood (Teleconference)
- GUESTS** Attorney General Representatives: Pamela Peiser (In Person)
- Legislative Liaisons: Jimmy Arwood, (Virtual)
- Scientific Games Representatives: Topper Wilson and Hannah Balamut (Teleconference)
- Owens Harkey Representatives: Jessica Guffey, and Anna Garza (Teleconference)
- IGT: Nicholas Schell (Teleconference)
- PUBLIC** 518-***-**** failed to identify for the record and hung up.

Call to Order

1. **Call for Quorum:** Pursuant to the Public Notice dated March 06, 2024, the Public Meeting of the Arizona State Lottery Commission was called to order at 10:01 a.m. by Chair Jeff Weintraub. A quorum was present, with Chair Weintraub, Vice Chair Newman (Virtual), Commissioners Fritz, and Commissioner Baumgarten. (In-Person)
2. **Notice:** Notice was posted by Luanne Mansanares on March 06, 2024, at 4:45 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 February 16, 2024, Public Meeting minutes. Commissioner Fritz moved; Commissioner Baumgarten seconded. The vote was unanimous, with Chair Weintraub, Vice Chair Newman, (Virtual) Commissioners Fritz, and Commissioner Baumgarten (In-Person) voting aye.

The motion carried.

Agency Reports

1. **Executive Report** – Jimmy Arwood provided a Legislative update. Christopher Rogers presented information on the Gives Back Beneficiary of the Month.
2. **Financial Report** – Presented by Russ Harben
3. **Marketing & Products** – 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: *Million Dollar Crossword* #1455, *Hit the Jackpot* #1457, *Lucky 10* #1458, and *\$500,000 Gold Rush* #1459. There was no response.
2. 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: #1455, #1457, #1458, and #1459. Commissioner Baumgarten moved; Commissioner Fritz seconded. The vote was unanimous, with Chair Weintraub, Vice Chair Newman, (Virtual) Commissioners Fritz, and Commissioner Baumgarten (In-Person) voting aye. The motion carried.
3. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new promotion game profile: *Caliente Cash Million Dollar Getaway* #133. There was no response.
4. 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 game profile: #133. Commissioner Fritz moved; Commissioner Baumgarten seconded. The vote was unanimous, with Chair Weintraub, Vice Chair Newman, (Virtual) Commissioners Fritz, and Commissioner Baumgarten (In-Person) 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 April 19, 2024, 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 10:31 a.m.

Materials

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

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Agency Reports
Report to Arizona Lottery Commission
April 19, 2024

Executive Report – Presentation

Retailer of the Quarter – Presentation

Financial Report – Presentation

3rd Quarter Product & Sales Review – No Presentation

New Game Introductions – No Presentation

New Game Introductions

The following Scratchers games were introduced since the last commission meeting: *Triple Red 7's* #1442, *Unlock the Loot* #1445, *Money Bags* #1448, and *It's All Cash* #1449.

The following Fast Play game was introduced since the last commission meeting: *Caliente Cash* #165.

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

The following games were approved to end consistent with the Instant Scratch Game Ending Policy. Players have 180 days from the game-ending date to claim prizes.

Date Ended	Price Point	Game No.	Game Name	Beginning Inventory	% Sold through 4/8/24
4/2/24	\$20	1290	\$215 Million Cash Explosion	14,653,860	88%
4/2/24	\$5	1396	YAHTZEE™	2,966,820	73%
4/2/24	\$5	1398	Winning Streak	3,148,500	71%
4/2/24	\$10	1411	Coffee House Crossword	4,710,420	97%

ATTACHMENT A

Dashboard Report April 2024

SERVING ARIZONA FOR 42 YEARS





7.73%

vs. Proj (FYTD)

Total Sales (FYTD)
\$1,169,429,252

0.72%

vs. PYTD

58.21%

vs. Proj (FYTD)

Draw Sales
\$382,824,304^{32.7%}
%Total Sales

6.44%

vs. PYTD

Draw Sales : From
7/1/2018 - To
3/31/2024
Fast Play Sales :
From 7/1/2018 - To
3/31/2024

-6.74%

vs. Proj (FYTD)

Instant Sales
\$786,604,948^{67.3%}
%Total Sales

-1.85%

vs. PYTD

94.03%

vs. Proj (FYTD)

Multi-State
\$266,796,119^{69.7%}
%Draw Sales

2.88%

vs. PYTD

-6.77%

vs. Proj (FYTD)

Scratchers Sales
\$774,862,888^{38.5%}
%Instant Sales

-1.89%

vs. PYTD

12.98%

vs. Proj (FYTD)

In-State
\$75,697,929^{19.8%}
%Draw Sales

17.99%

vs. PYTD

Scratcher Sales :
From 7/1/2018 - To
3/31/2024
Pulltab Sales : From
7/2/2018 - To
3/28/2024

-12.15%

vs. Proj (FYTD)

Charitable Pulltab Sales
\$6,394,980^{0.8%}
%Instant Sales

-7.71%

vs. PYTD

-13.03%

vs. Proj (FYTD)

Quick Draw
\$2,153,238^{0.6%}
%Draw Sales

22.21%

vs. PYTD

4.24%

vs. Proj (FYTD)

Age Rest. Pulltab Sales
\$3,981,960^{0.5%}
%Instant Sales

12.58%

vs. PYTD

9.08%

vs. Proj (FYTD)

Fast Play
\$38,177,018^{10.0%}
%Draw Sales

10.90%

vs. PYTD

6.11%

vs. Proj (FYTD)

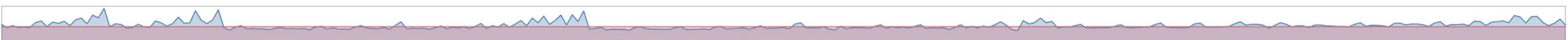
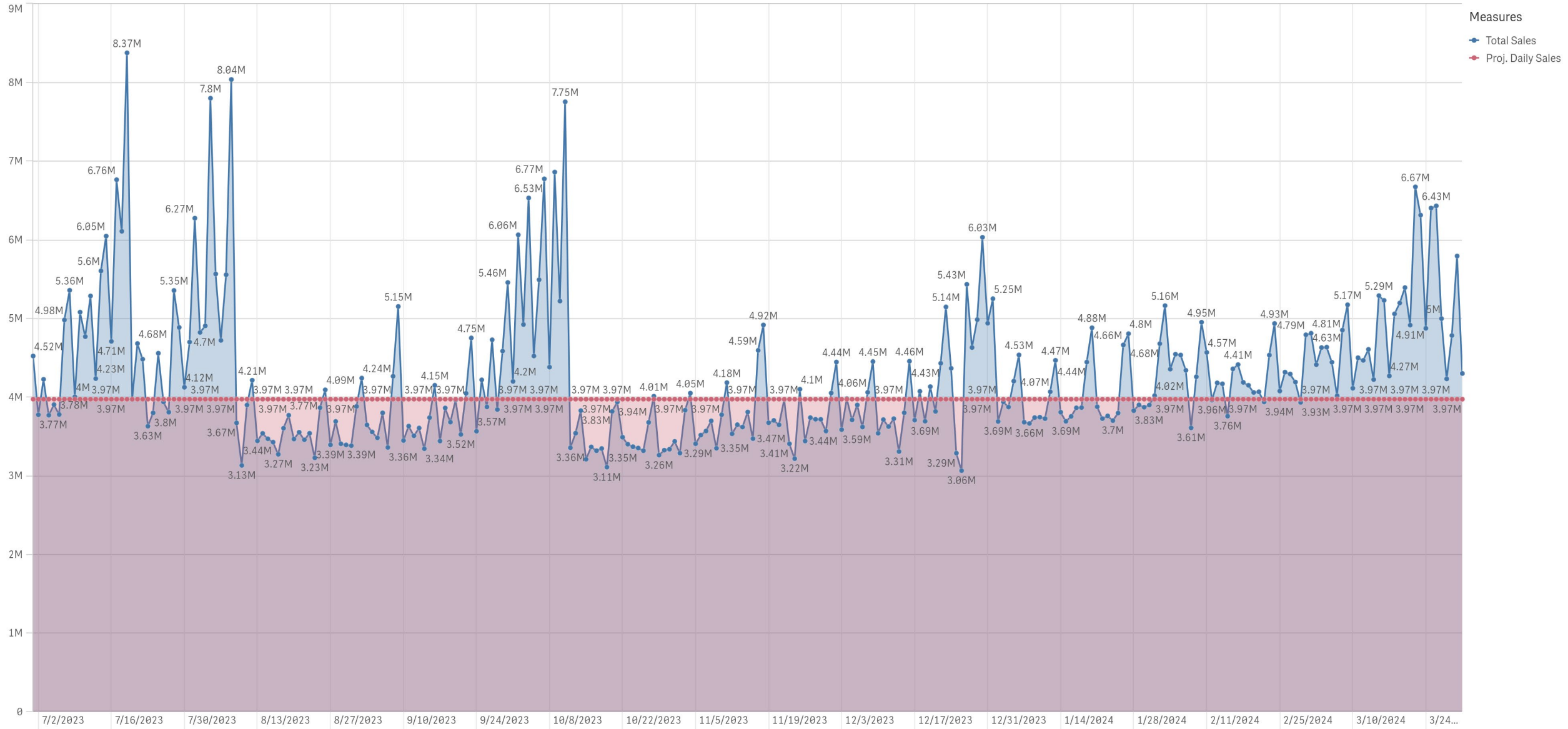
Other Pulltab Sales
\$1,365,120^{0.2%}
%Instant Sales

14.60%

vs. PYTD



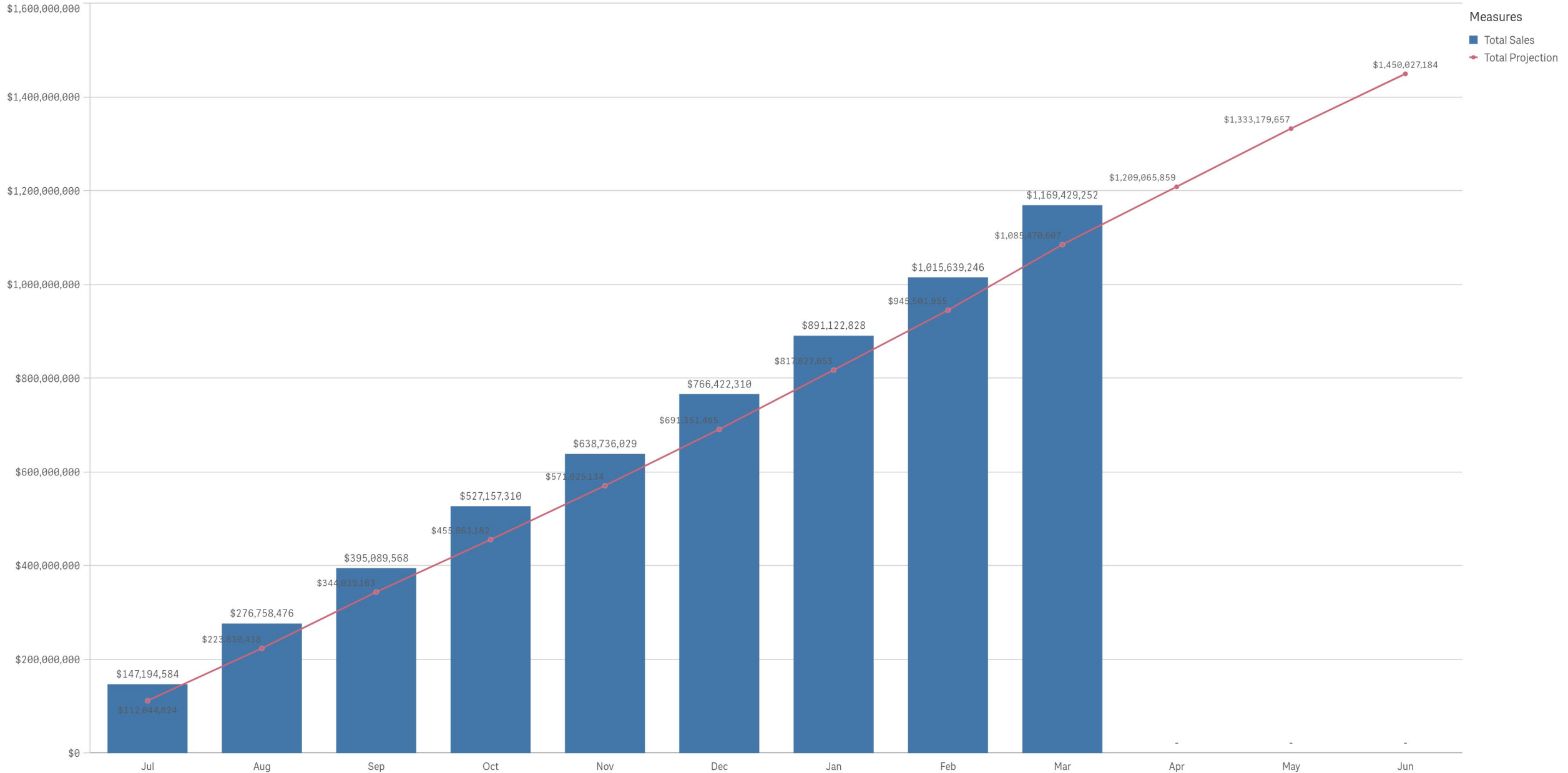
Daily Sales vs. Goal





YTD Sales vs. Projection

FY 2024 Total Sales vs. Projection

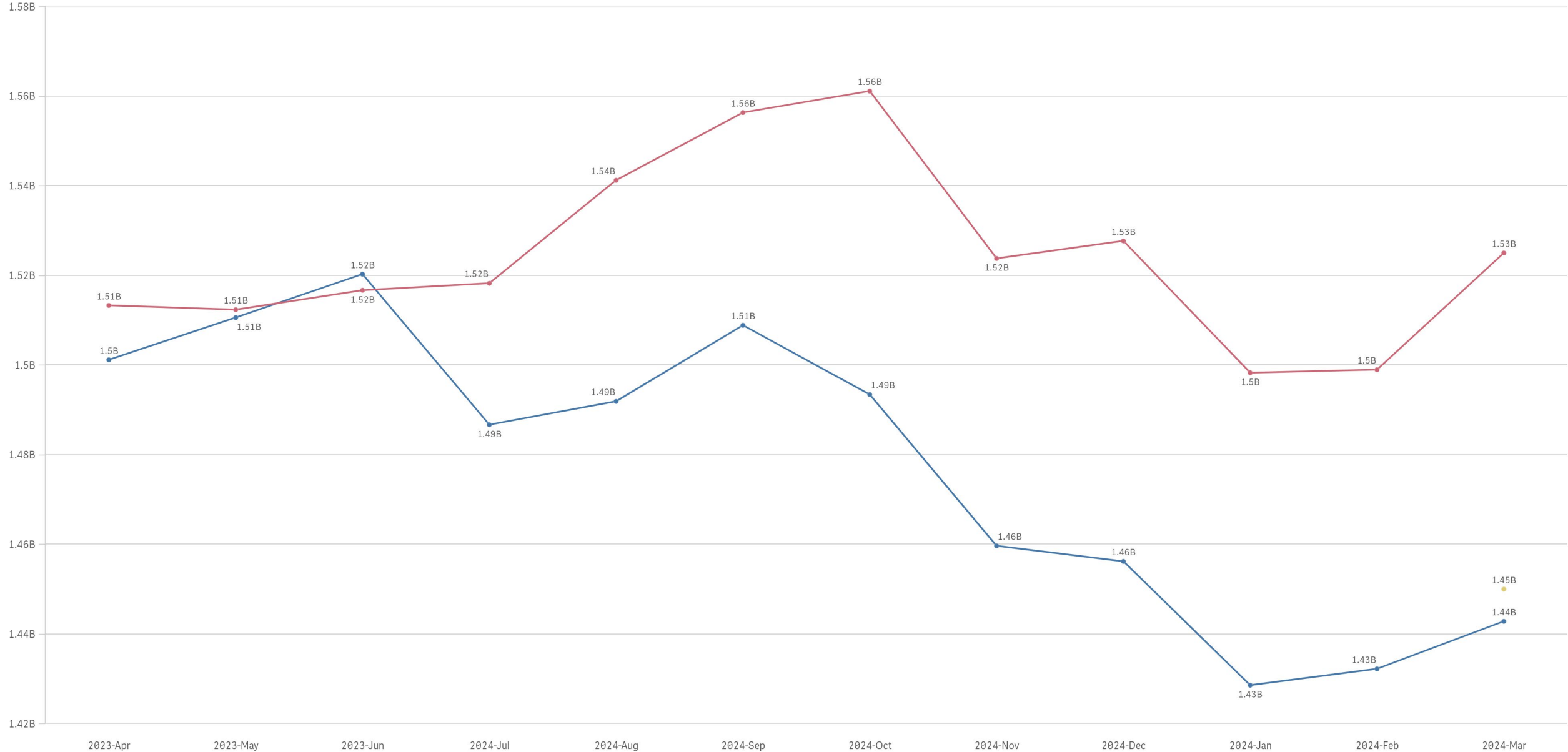




Rolling 12 Month Total Sales

Rolling 12 Month Sales

◆ Total Projection ◆ Current Year Projection ◆ Total Sales

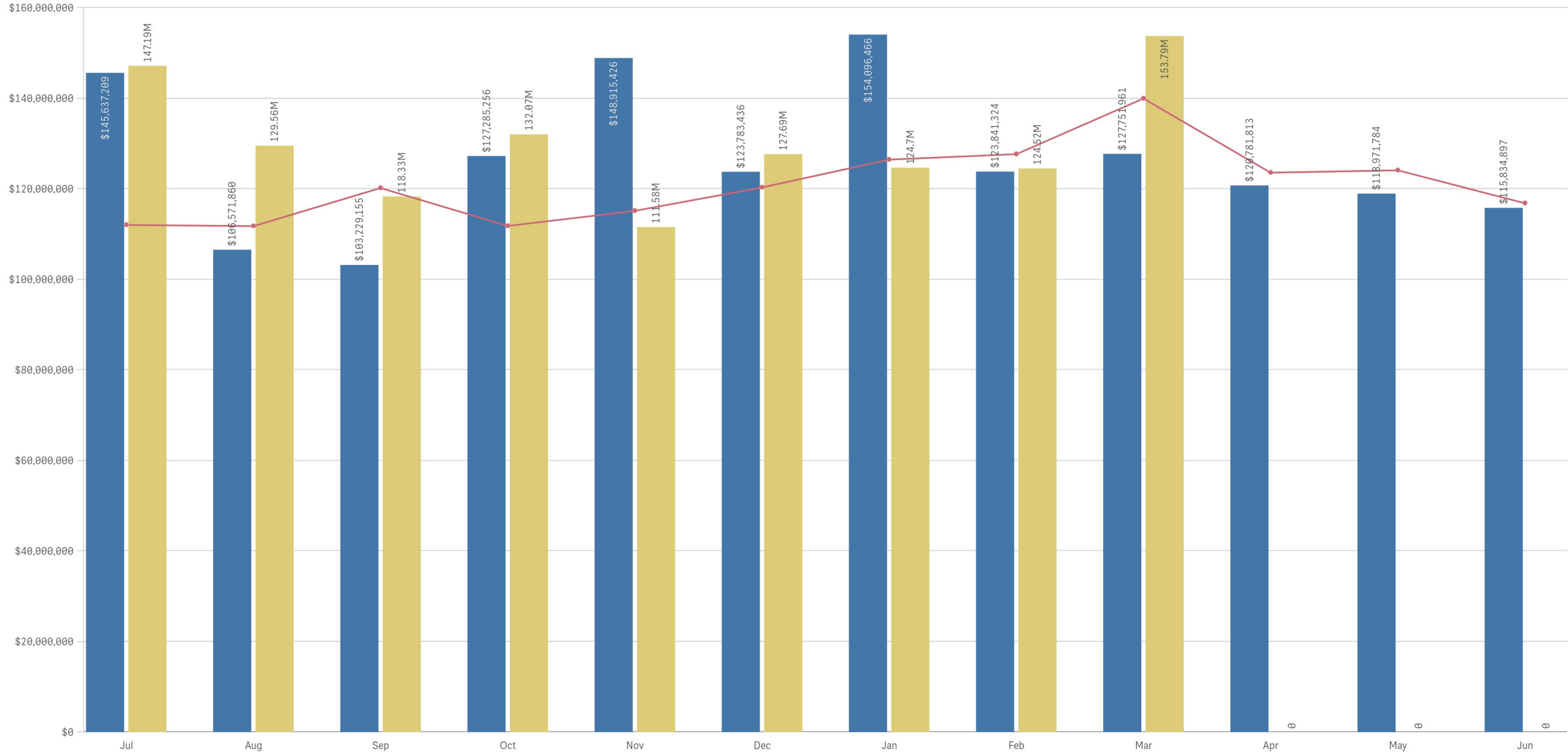




All Games

Sales FY 2023 vs. 2024 vs. Projection

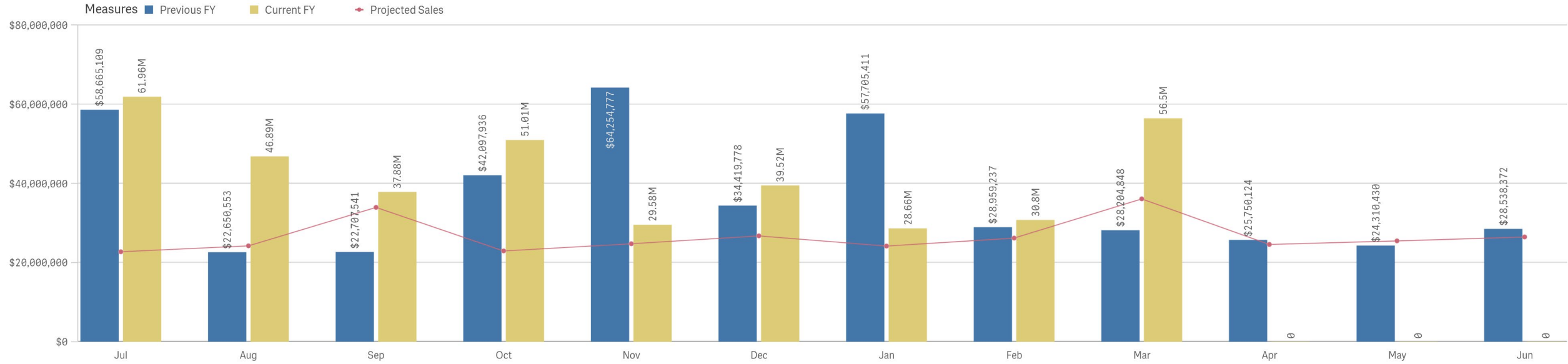
Measures ■ Previous FY ■ Current FY ◆ Projected Sales



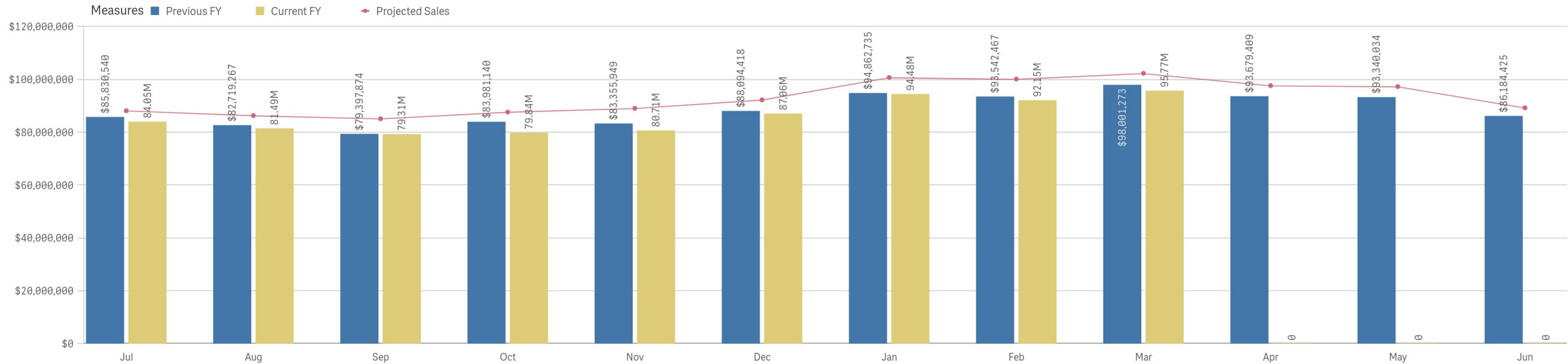


Draw and Instant Games

Draw Sales FY 2023 vs. 2024 vs. Projection



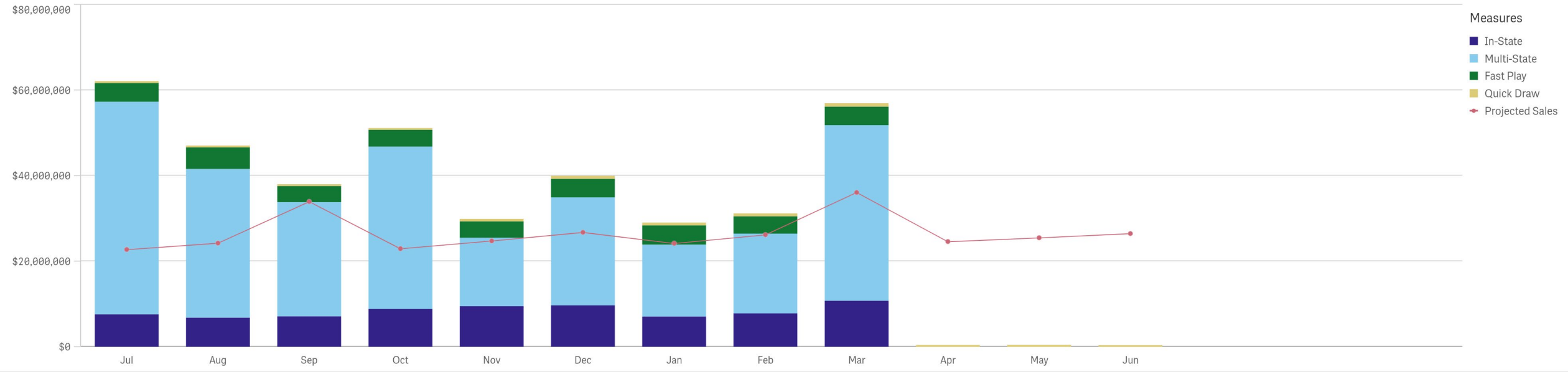
Instant Sales FY 2023 vs. 2024 vs. Projection



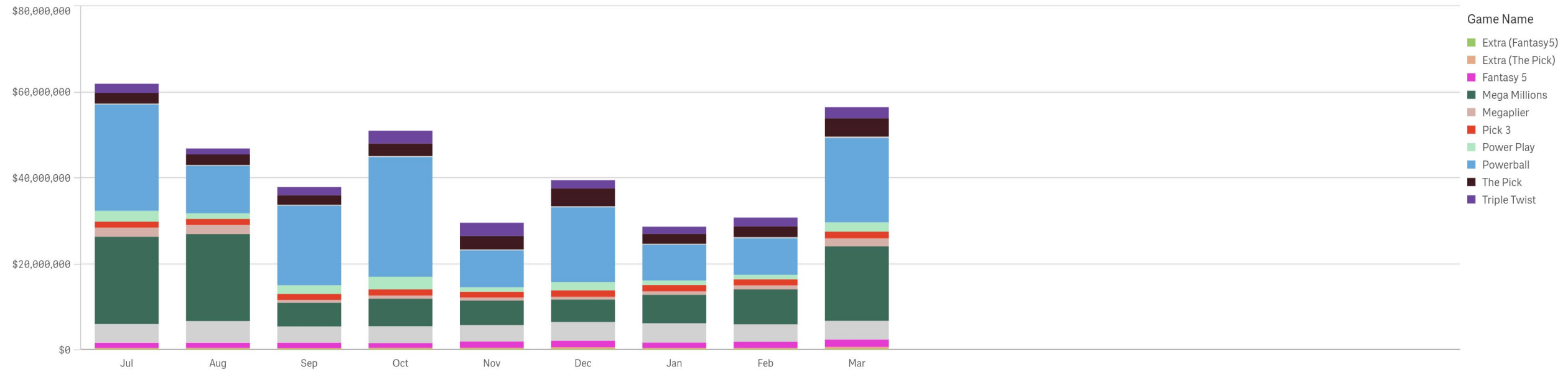


Draw Sales by Month

FY 2024 Draw Sales by Game Type



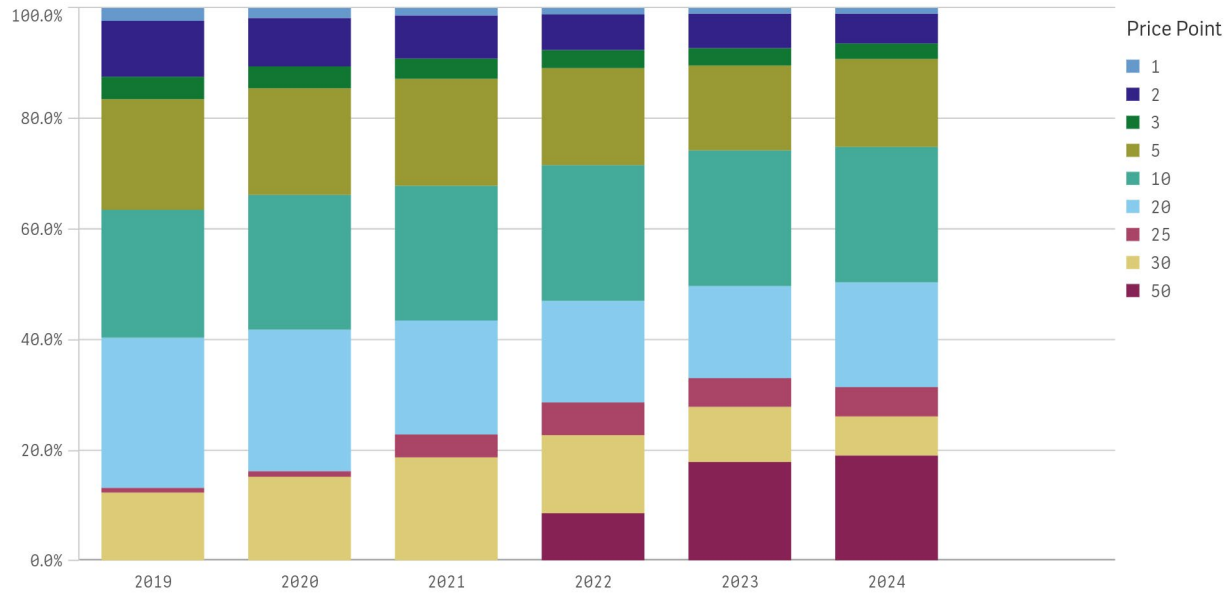
FY 2024 Draw Sales by Game



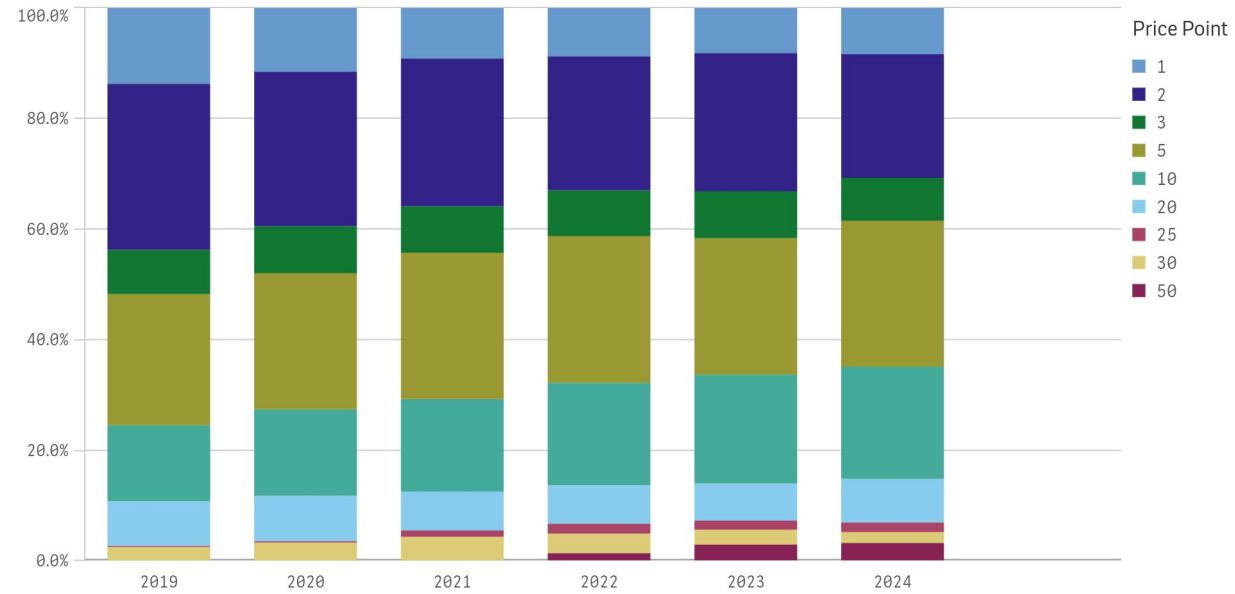


Sales by Price Point - Scratcher and Pull Tabs

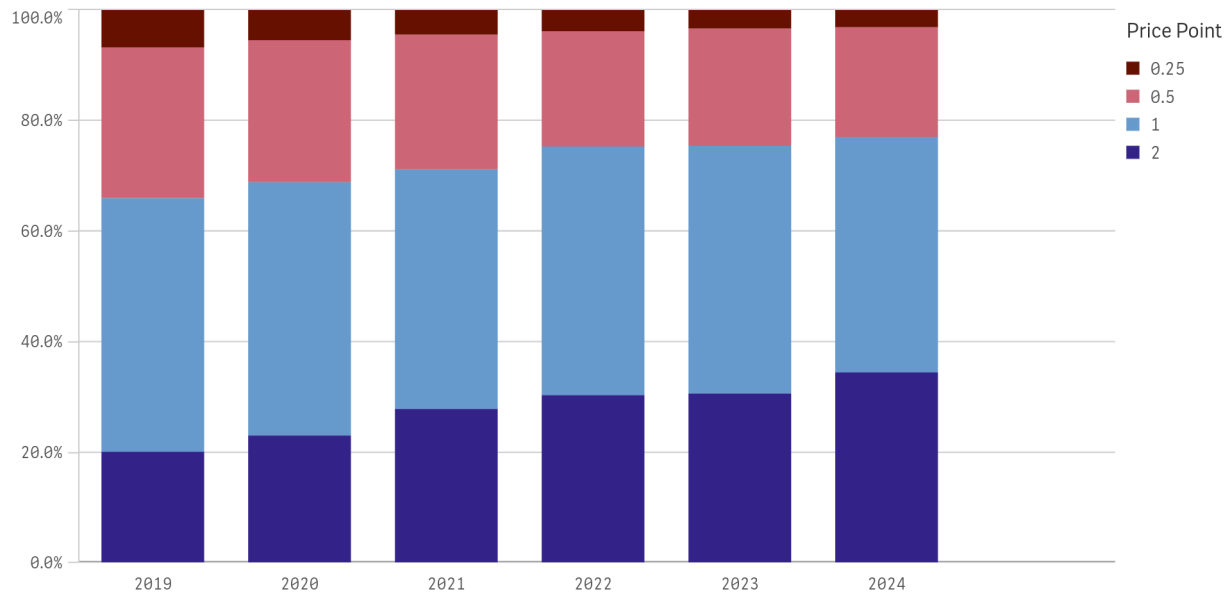
Based on Dollars Sold - Scratcher



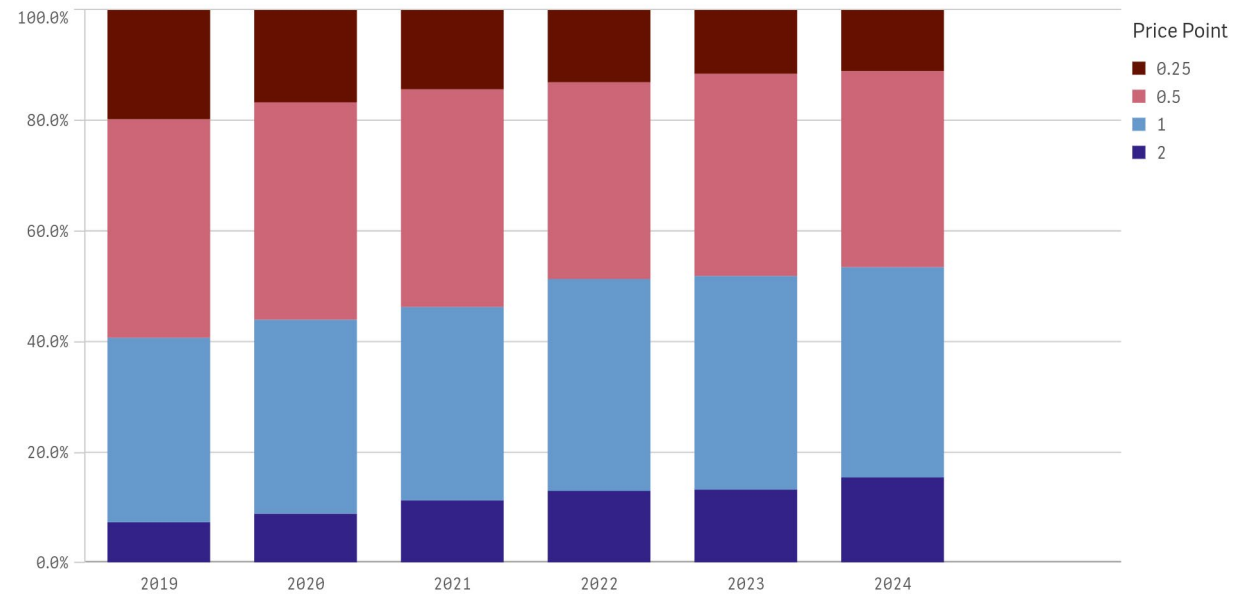
Based on Tickets Sold - Scratcher



Based on Dollars Sold - Pull Tabs

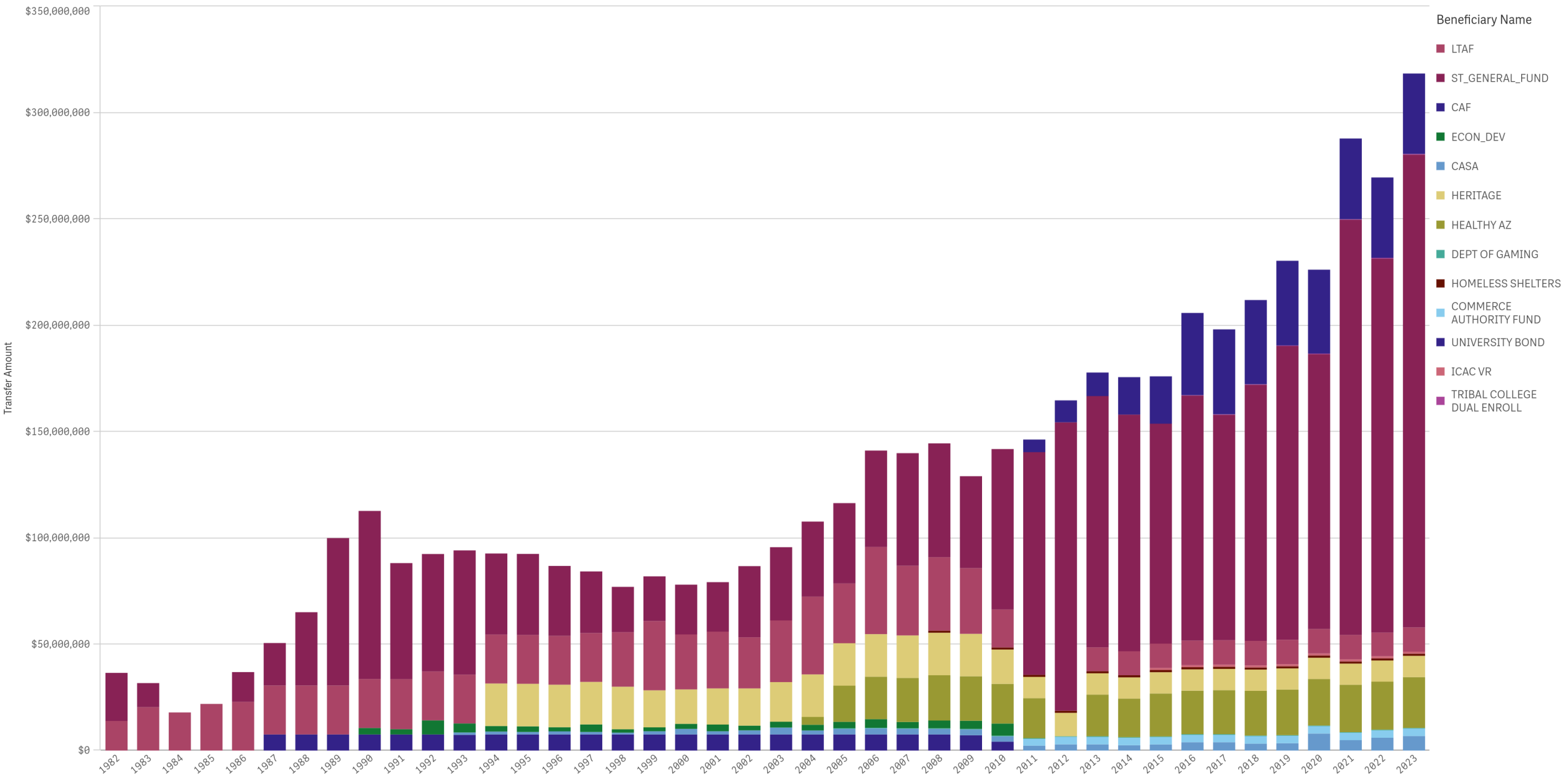


Based on Tickets Sold - Pull Tabs



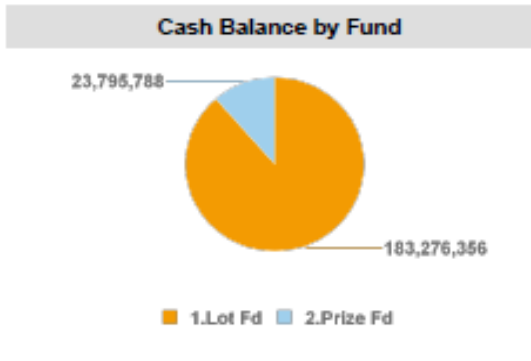
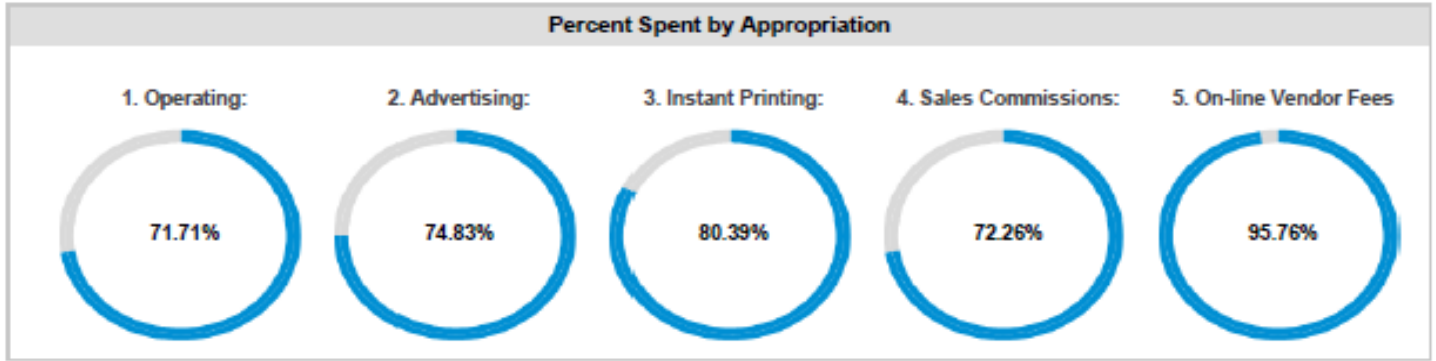
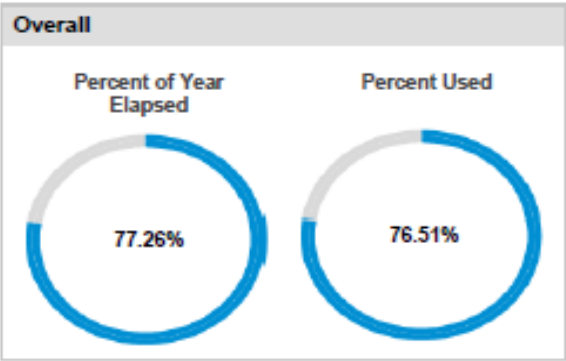


Transfer Amount by Beneficiary

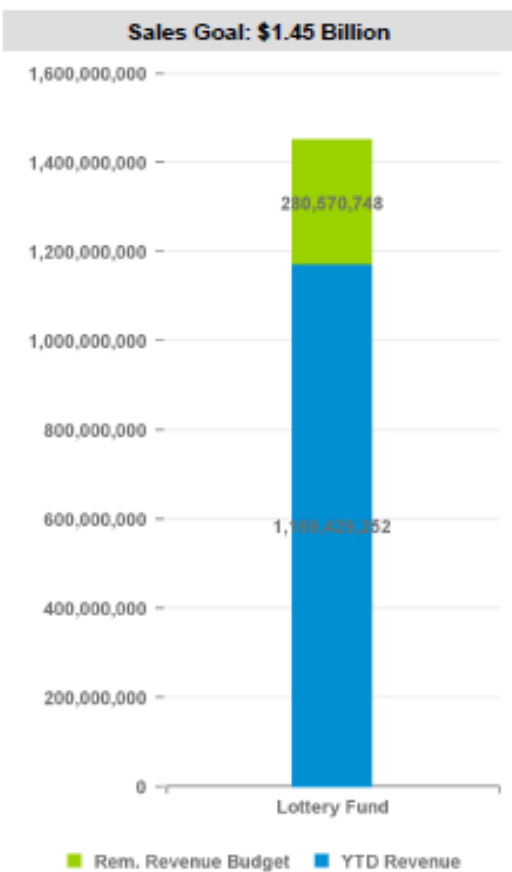




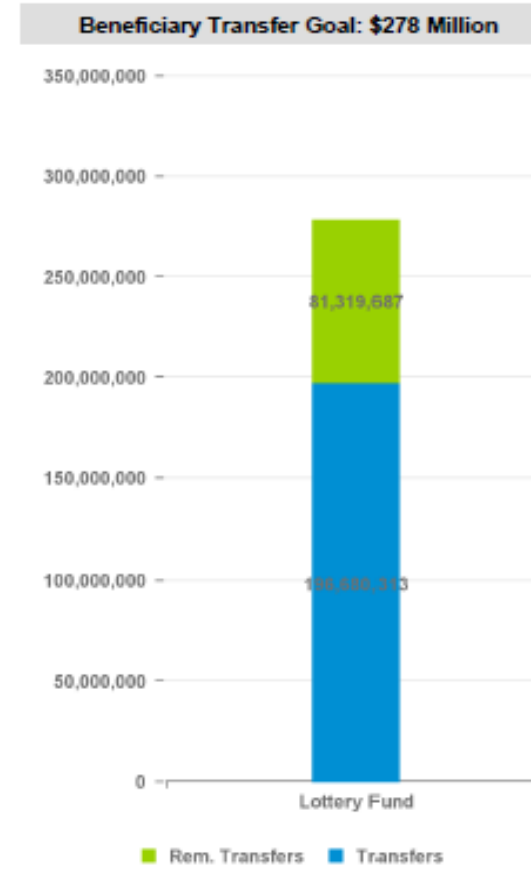
FY24 Year-to-date Financial Status



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	-	3,600,313	-	-3,600,313	
	6100 - Employee Related Expenditures	-	1,360,901	-	-1,360,901	
	6200 - Professional And Outside Services	-	407,860	200,475	-608,335	
	6500 - Travel - In-State	-	20,425	1,885	-22,310	
	6600 - Travel - Out-Of-State	-	26,978	10,604	-37,582	
	7000 - Other Operating Expenditures	-	1,069,013	712,823	-1,781,836	
	8500 - Non-Capital Equipment	-	7,078	9,093	-16,171	
	9100 - Transfers Out	-	59,761	25,000	-84,761	
Total:		10,475,200	6,552,329	959,880	2,962,991	71.71%
2. Advertising:	0000 - Appropriation Budget	15,500,000	-	-	15,500,000	
	7000 - Other Operating Expenditures	-	9,494,836	2,103,130	-11,597,966	
	Total:	15,500,000	9,494,836	2,103,130	3,902,034	74.83%
3. Instant Printing:	0000 - Appropriation Budget	37,965,000	-	-	37,965,000	
	7000 - Other Operating Expenditures	-	18,269,959	12,251,127	-30,521,086	
	Total:	37,965,000	18,269,959	12,251,127	7,443,914	80.39%
4. Sales Commissions:	0000 - Appropriation Budget	97,086,500	-	-	97,086,500	
	7000 - Other Operating Expenditures	-	68,671,681	1,485,992	-70,157,673	
	Total:	97,086,500	68,671,681	1,485,992	26,928,827	72.26%
5. On-line Vendor Fees:	0000 - Appropriation Budget	17,753,633	-	-	17,753,633	
	6200 - Professional And Outside Services	-	15,549,879	1,450,121	-17,000,000	
	Total:	17,753,633	15,549,879	1,450,121	753,633	95.76%
Grand Total:		178,780,333	118,538,684	18,250,249	41,991,400	



Arizona
Lottery

TM

ATTACHMENT B



Katie Hobbs
Governor

Alec Esteban Thomson
CEO & EDD

Arizona Lottery
FY2024 - Product Review
Quarter 3 Review - July 2023 through March 2024

As part of a quarterly review process, we report to the agency on the performance of the individual Lottery Products, including draw, instant, Fast Play, and Lucky Lounge games. The information contained in this report includes the following:

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

General Overview

Sales through the third quarter of FY24 reached \$1,169,429,252 - an increase of 0.7% from the same period last fiscal year.

The Scratchers® contribution to total sales through the current fiscal quarter of the year represents 66.3%, a decrease from the previous fiscal year. The market share for draw games is 22.8% of total sales, an increase from the previous fiscal year. The market share for Fast Play games grew this year, representing 3.3% of total sales. Combined Pull-tab sales continue to represent roughly 1.0% of total sales, a decrease from the previous fiscal year. These market shares and sales details can be visualized in Appendix B.

Scratchers Games

Sales for Scratchers through the current fiscal quarter have totaled \$774,862,888, a decrease of 1.9% from the previous year.

Based on validations, players have earned more than \$560 million in prizes. The prizes paid calculated against the sales revenues equates to an average payout of 72.33%.

A total of 30 new games were introduced through the current fiscal quarter. Combined with the games carried forward, a total of 95 games contributed to the sales revenues.

During this same period, 28 games were ended. Of these games' endings, three were because of the last top prize being redeemed. The remaining games ended as part of the standard quarterly game-ending process, either because the games were out of inventory or the intended sales period had ended.

Price Point	\$1	\$2	\$3	\$5	\$10	\$20	\$25	\$30	\$50	Total
# New Games	2	6	3	8	7	1	1	1	1	30
Carried Forward	3	12	6	17	15	5	1	4	2	65

Scratchers Sales by Price Point

Through the third quarter of the fiscal year, the category of \$20+ games represents 50.4% of Scratchers sales and 14.7% of tickets sold. The \$5-\$10 games represent 40.4% of Scratchers sales and 46.8% of tickets sold. The \$1-\$3 games account for 9.2% of Scratchers sales and 38.5% of tickets sold.

The charts in Appendix C show a breakdown across all price points for the most recent five years.

Top 10 Scratchers

The Crossword and Bingo style games continue to be strong, with more than \$162 million in sales, representing 20.93% of total Scratchers sales. In terms of dollars sold, 3 of the Top 10 games are Crossword or Bingo style games; they also represent 4 of the Top 10 games in terms of tickets sold.

Top 10 Games - Sales Revenue

Price	Game	Sales Revenue
\$50	1360 500X	\$ 75,142,350
\$20	1400 \$230 Million Cash Explosion	\$ 71,210,940
\$50	1401 SET FOR LIFE	\$ 55,149,950
\$10	1411 Coffee House Crossword	\$ 36,678,160
\$10	1416 Triple Red 7's	\$ 34,973,060
\$20	1436 100X	\$ 32,376,900
\$25	1421 Triple Bonus Crossword	\$ 30,118,525
\$20	1402 24K GOLD	\$ 25,859,200
\$5	1395 Secret Agent Crossword	\$ 23,132,075
\$30	1431 Millionaire Extraordinaire	\$ 20,887,290

Top 10 Games - Tickets Sold

Price	Game	Tickets Sold
\$2	1370 Crossword	5,870,989
\$5	1395 Secret Agent Crossword	4,626,415
\$10	1411 Coffee House Crossword	3,667,816
\$20	1400 \$230 Million Cash Explosion	3,560,547
\$10	1416 Triple Red 7`s	3,497,306
\$2	1394 Money Ball Bingo	2,863,923
\$1	1426 Holiday Cash	2,752,655
\$1	1405 Wild Cherry Doubler	2,525,362
\$5	1419 Sunshine Slingo Trio	2,468,581
\$5	1399 Lady Luck	2,356,215

Fast Play Games

Sales for Fast Play games through the third quarter of the fiscal year totaled \$38,177,018, a 10.9% increase over the previous year.

A total of seven new games were introduced through the third quarter. Combined with games carried forward, a total of 28 games contributed to the sales revenues.

During this same period, eight games were ended. Of these games' endings, one ended because the last top prize was redeemed. The remaining games ended because the intended sales period had ended.

Price Point	\$1	\$2	\$5	\$10	\$20	Total
# New Games	2	2	1	2	0	7
Carried Forward	4	5	6	4	2	21

There were nine progressive games contributing to sales this year through the third quarter. Fast Play games with progressive top prizes have sold \$23,045,925 through the third quarter of this fiscal year. This represents an increase of 25.2% in progressive sales over the same period last year.

Top 3 Fast Play Games - Sales Revenue

Price	Game	Sales Revenue
\$ 20	142 MEGA MULTIPLIER PROGRESSIVE	\$ 9,631,820
\$ 20	144 DIAMOND MINE	\$ 4,896,340
\$ 10	156 LIGHTNING FAST CASH DOUBLE BONUS PROGRESSIVE	\$ 3,208,930

Top 3 Fast Play Games - Tickets Sold

Price	Game	Tickets
\$ 5	150 XTREME MULTIPLIER PROGRESSIVE	608,576
\$ 20	142 MEGA MULTIPLIER PROGRESSIVE	481,591
\$ 1	157 \$20 ON THE SPOT	472,594

Draw Games

Total draw games sales through the third quarter reached \$344,647,286, an increase of 5.97% over the same period last year.

Draw Game - Multi-State Games

Powerball® - Sales through the third quarter of the fiscal year totaled \$160,750,274, an increase of 18.4% over the previous year. The highest jackpot reached in the third quarter of the fiscal year was \$810 million on January 1, 2024.

Mega Millions® - Sales through the third quarter of the fiscal year totaled \$106,045,845, a decrease of 14.2% from the previous year. The highest jackpot reached in the third quarter of the fiscal year was \$1.10 billion on March 26, 2024.

Draw Games - In-State Games

Triple Twist™ - Sales through the third quarter of the fiscal year totaled \$19,794,726, an increase of 42.9% over the previous year. The highest jackpot reached in the third quarter of the fiscal year was \$3.79 million on March 26, 2024.

The Pick™ - Sales through the third quarter of the fiscal year totaled \$29,338,866, an increase of 20.9% over the previous year. The highest jackpot reached in the third quarter of the fiscal year was \$6.1 million on January 1, 2024.

Fantasy 5™ - Sales through the third quarter of the fiscal year totaled \$13,655,116, a decrease of 1.4% over the previous year. The highest jackpot reached in the third quarter of the fiscal year was \$602 thousand on March 24, 2024.

Pick 3™ - Sales through the third quarter of the fiscal year totaled \$12,909,221, an increase of 5.8% over the previous year.

Quick Draw Games

Sales through the third quarter of the fiscal year totaled \$2,153,238, an increase of 22.2% over the previous year.

One to Win™ - Sales through the fiscal year's third quarter totaled \$437,735.

5/10/45™ - Sales through the fiscal year's third quarter totaled \$698,526.

5 in a Line™ - Sales through the fiscal year's third quarter totaled \$135,876.

Lucky Links™ - Sales through the fiscal year's third quarter totaled \$122,324.

Two to Win™ - Sales through the fiscal year's third quarter totaled \$516,414.

Money Roll™ - Sales through the fiscal year's third quarter totaled \$140,988.

Hi-Lo™ - Sales through the fiscal year's third quarter totaled \$45,873.

Pick Your Bet™ - Sales through the fiscal year's third quarter totaled \$55,502.

FY2024 - Sales Department Review
Quarter 3 Review - July 2023 through March 2024

Vending Machine Sales (Appendix D)

Total vending machine sales through the third quarter of FY24 were \$615,818,127, an increase of 7.7% over FY23 sales of \$572,050,960. There are currently 2,081 machines installed at retail locations compared to 1,912 in FY23. The average sales per unit decreased to \$33,652 versus \$34,947 in FY23. FY24 sales from vending machines represented 52.6% of total sales, an increase from 49.5% in FY23.

Chain accounts represented 78.1% of total vending sales in the third quarter of FY24. QuikTrip leads all chain accounts with average machine sales of \$465,896. Followed by Safeway at \$450,587 and Frys Food at \$449,861.

The new monthly out-of-stock goal for FY24 is 4.9%. We achieved that goal in all months of the quarter with averages of 4.18% in January, 4.44% in February, and 4.24% in March. The overall average for the third quarter of FY24 was 4.69%, down from 4.94% in FY23. The sales team will continue to focus on vending out of stocks in FY24.

Corporate Account Review (Appendix E)

- Major retail chains represent 45.5% of all Draw and Scratchers lottery accounts, down slightly from 48.9% in FY23.
- Convenience stores represent 32.8% of total accounts, while chain food stores represent 12.7%.
- Major retail chains comprise 73.0% of the total market share, with convenience stores and food stores accounting for 40.4% and 32.6%, respectively.
- Fry's food stores remain the leader with per-store average sales of \$1,176,425. Safeway follows at \$922,329, with Albertsons and QuikTrip at \$906,979 and \$795,493, respectively.
- Circle K accounts for 16.9% of the market share with 609 stores, followed by Fry's at 13.2% with 130 stores and QuikTrip at 9.8% with 143 stores.

Business Classification Review (Appendix G)

- Chain and independent convenience stores account for 55.4% of total Lottery accounts and 56.2% of the market share in sales. Chain and independent grocery stores account for 14.6% and account for 33.1% of the market share. Instant Tab retailers account for 7.5% of total lottery accounts and 1.% of the sales market share.
- FY24 comparison sales to FY23 show chain and independent convenience sales down -2.9%, while chain and independent grocery stores posted an increase of 6.6%.
- The Instant Tab category is slightly up 0.8% in the third quarter when compared to the same period in FY23.

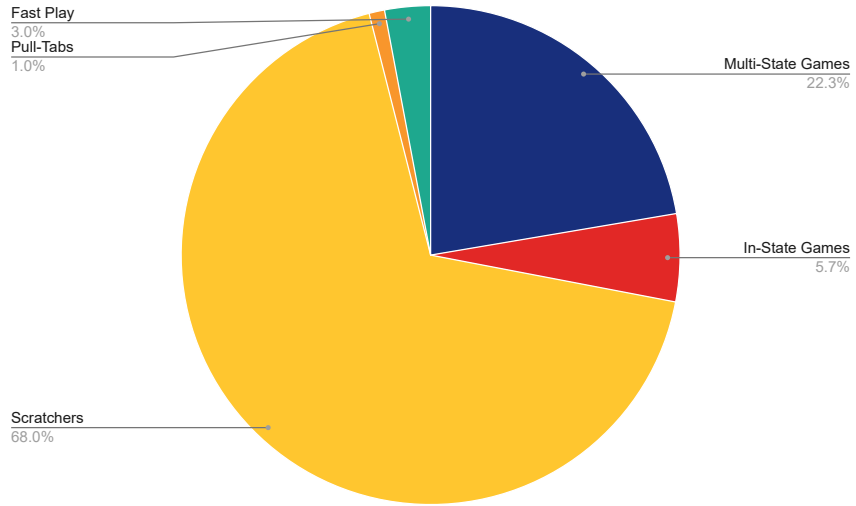
County Review (Appendix H)

- The estimated per capita weekly sales for the third quarter of FY24 was \$3.97, an increase from \$3.96 in FY23.
- Maricopa and Pima counties held a market share of 75.2% of total sales. Mohave, Pinal, and Yavapai counties' combined market share was 15.0%, and the remaining counties represented 9.8% of sales.
- Mohave County continues to post the highest weekly per capita sales at \$8.63, followed by La Paz County at \$8.33 and Greenlee and Cochise Counties at \$5.77 and \$5.24, respectively.

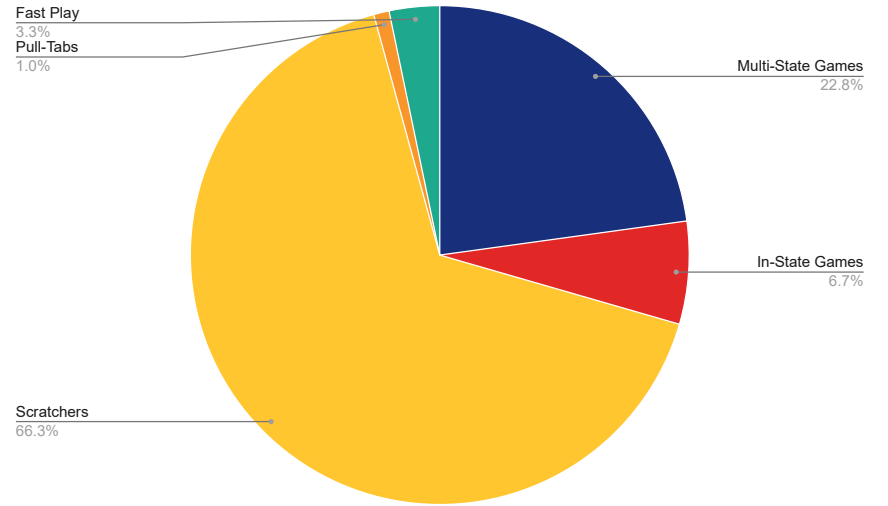
ARIZONA LOTTERY
QUARTERLY SALES BY PRODUCT
 Fiscal Year 2024 - July 2023 through March 2024

Month	Powerball	Mega Millions	The Pick	Fantasy 5	Pick 3	Triple Twist	Quick Draw	Total Draw Games	Fast Play	Scratchers	Charitable Pull-Tabs	General Pull-Tabs	Total Instant Games	Total	Market Share
July	\$ 27,262,813	\$ 22,432,718	\$ 2,721,934	\$ 1,348,241	\$ 1,377,457	\$ 2,192,782	\$ 254,219	\$ 57,590,164	\$ 4,372,086	\$ 84,054,174	\$ 678,120	\$ 500,040	\$ 85,232,334	\$147,194,584	12.6%
August	\$ 12,355,807	\$ 22,391,614	\$ 2,739,975	\$ 1,353,252	\$ 1,390,590	\$ 1,396,042	\$ 210,415	\$ 41,837,695	\$ 5,053,954	\$ 81,487,423	\$ 610,260	\$ 574,560	\$ 82,672,243	\$129,563,892	11.1%
September	\$ 20,511,156	\$ 6,179,110	\$ 2,508,031	\$ 1,412,179	\$ 1,381,550	\$ 1,881,820	\$ 231,844	\$ 34,105,690	\$ 3,776,098	\$ 79,312,364	\$ 639,060	\$ 497,880	\$ 80,449,304	\$118,331,092	10.1%
1st Quarter	\$ 60,129,776	\$ 51,003,442	\$ 7,969,940	\$ 4,113,672	\$ 4,149,597	\$ 5,470,644	\$ 696,478	\$ 133,533,549	\$ 13,202,138	\$ 244,853,961	\$ 1,927,440	\$ 1,572,480	\$ 248,353,881	\$ 395,089,568	33.8%
October	\$ 30,813,800	\$ 7,143,522	\$ 3,229,536	\$ 1,233,678	\$ 1,425,172	\$ 2,999,186	\$ 238,724	\$ 47,083,618	\$ 3,931,245	\$ 79,837,399	\$ 671,160	\$ 544,320	\$ 81,052,879	\$132,067,742	11.3%
November	\$ 9,645,756	\$ 6,367,746	\$ 3,449,771	\$ 1,632,054	\$ 1,382,255	\$ 3,074,960	\$ 208,572	\$ 25,761,114	\$ 3,820,402	\$ 80,712,183	\$ 676,980	\$ 608,040	\$ 81,997,203	\$111,578,719	9.5%
December	\$ 19,382,834	\$ 5,862,790	\$ 4,577,187	\$ 1,712,288	\$ 1,505,452	\$ 1,937,762	\$ 212,678	\$ 35,190,991	\$ 4,332,015	\$ 87,055,795	\$ 637,680	\$ 469,800	\$ 88,163,275	\$127,686,281	10.9%
2nd Quarter	\$ 59,842,390	\$ 19,374,058	\$ 11,256,494	\$ 4,578,020	\$ 4,312,879	\$ 8,011,908	\$ 659,974	\$ 108,035,723	\$ 12,083,662	\$ 247,605,377	\$ 1,985,820	\$ 1,622,160	\$ 251,213,357	\$ 371,332,742	31.8%
January	\$ 9,383,777	\$ 7,409,570	\$ 2,585,011	\$ 1,428,447	\$ 1,476,385	\$ 1,658,908	\$ 223,909	\$ 24,166,007	\$ 4,498,115	\$ 94,482,996	\$ 817,920	\$ 735,480	\$ 96,036,396	\$124,700,518	10.7%
February	\$ 9,565,805	\$ 9,061,201	\$ 2,776,202	\$ 1,597,346	\$ 1,425,033	\$ 2,069,074	\$ 257,446	\$ 26,752,107	\$ 4,051,253	\$ 92,153,058	\$ 886,080	\$ 673,920	\$ 93,713,058	\$124,516,418	10.6%
March	\$ 21,828,526	\$ 19,197,574	\$ 4,751,219	\$ 1,937,631	\$ 1,545,327	\$ 2,584,192	\$ 315,431	\$ 52,159,900	\$ 4,341,850	\$ 95,767,496	\$ 777,720	\$ 743,040	\$ 97,288,256	\$153,790,006	13.2%
3rd Quarter	\$ 40,778,108	\$ 35,668,345	\$ 10,112,432	\$ 4,963,424	\$ 4,446,745	\$ 6,312,174	\$ 796,786	\$ 103,078,014	\$ 12,891,218	\$ 282,403,550	\$ 2,481,720	\$ 2,152,440	\$ 287,037,710	\$ 403,006,942	34.5%
April														\$0	0.0%
May														\$0	0.0%
June														\$0	0.0%
4th Quarter	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0.0%
2024	\$ 160,750,274	\$ 106,045,845	\$ 29,338,866	\$ 13,655,116	\$ 12,909,221	\$ 19,794,726	\$ 2,153,238	\$ 344,647,286	\$ 38,177,018	\$ 774,862,888	\$ 6,394,980	\$ 5,347,080	\$ 786,604,948	\$1,169,429,252	
Mkt Share	13.7%	9.1%	2.5%	1.2%	1.1%	1.7%	0.2%	29.47%	3.26%	66.26%	0.55%	0.46%	67.26%		
2023	\$135,760,294	\$123,558,812	\$24,258,525	\$13,850,157	\$12,198,741	\$13,851,436	\$1,761,887	\$325,239,852	\$34,425,338	\$789,785,663	\$6,933,000	\$4,728,240	\$801,446,903	\$1,161,112,093	
% of Change	18.4%	-14.2%	20.9%	-1.4%	5.8%	42.9%	22.2%	6.0%	10.9%	-1.9%	-7.8%	13.1%	-1.9%	0.7%	

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

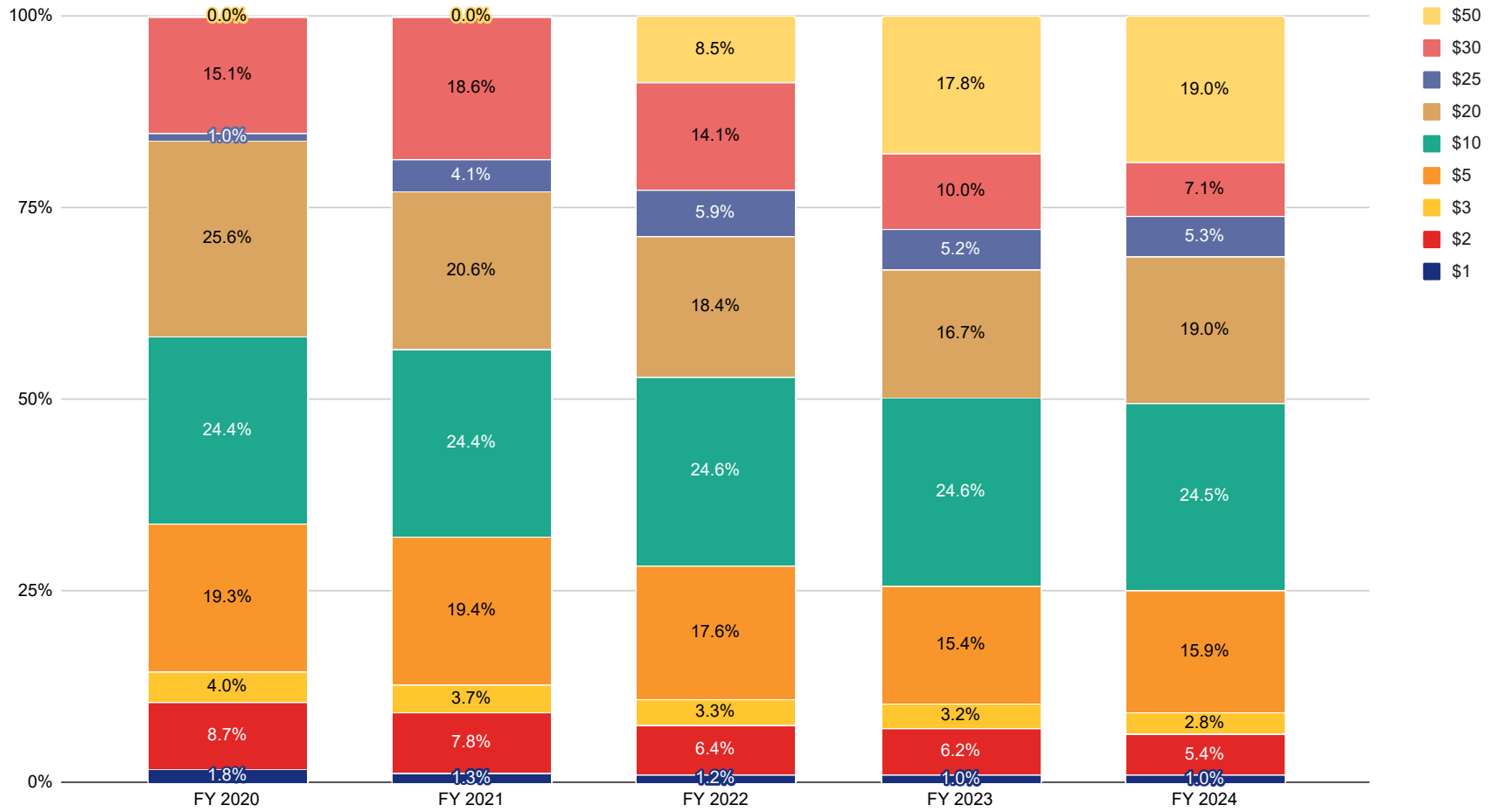


ARIZONA LOTTERY
QUARTERLY SALES BY PRODUCT
Fiscal Year 2024 - July 2023 through March 2024



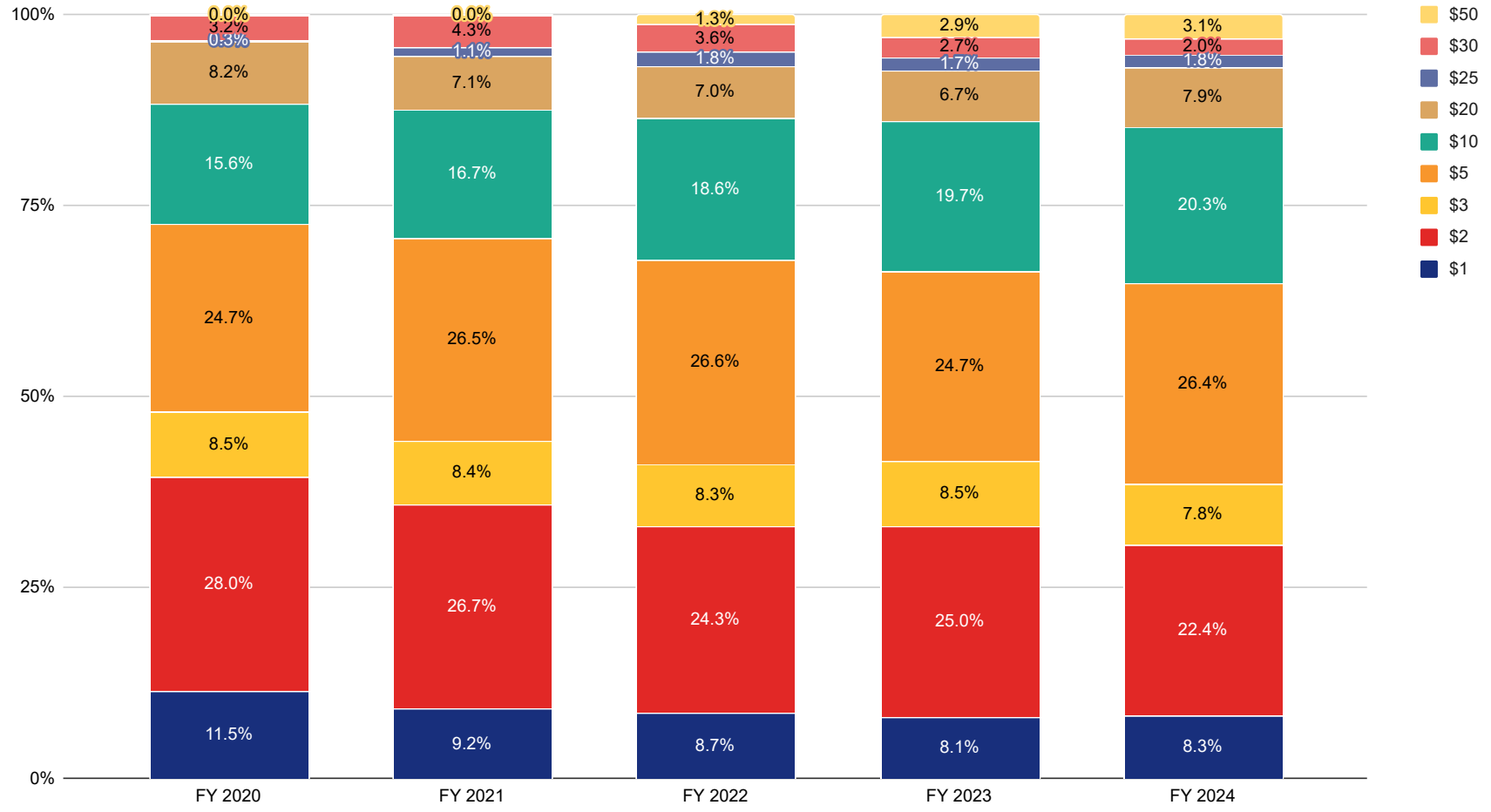
Arizona Lottery: 5 - Year Review by Price Point

based on Percent of Dollars Sold



Arizona Lottery: 5 - Year Review by Price Point

based on Percent of Tickets Sold



**Arizona Lottery
Vending Machine - FY 2024**

	# of Units			Draw Sales			Instant Sales			Total Sales				Per Unit Average			Out of Stock Average			
	July	Aug	Sept	July	Aug	Sept	July	Aug	Sept	July	Aug	Sept	1st Qtr	July	Aug	Sept	July	Aug	Sept	1st Qtr
1st Quarter	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-HD	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-LP	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
PCT-EX	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%
Total																				
% 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	1,605	1,607	1,611	\$ 17,501,613	\$ 11,712,876	\$ 15,003,020	\$ 45,145,774	\$ 46,666,388	\$ 57,599,940	\$ 62,647,387	\$ 58,379,264	\$ 72,602,960	\$ 193,629,611	\$ 39,033	\$ 36,328	\$ 45,067	4.25%	4.12%	5.36%	4.58%
PCT-HD	186	185	191	\$ 1,630,462	\$ 1,036,746	\$ 1,484,013	\$ 2,198,752	\$ 2,255,512	\$ 3,037,541	\$ 3,829,214	\$ 3,292,258	\$ 4,521,554	\$ 11,643,026	\$ 20,587	\$ 17,796	\$ 23,673	6.07%	5.53%	7.55%	6.38%
PCT-LP	215	233	248	\$ 498,639	\$ 363,602	\$ 487,909	n/a	n/a	n/a	\$ 498,639	\$ 363,602	\$ 487,909	\$ 1,350,150	\$ 2,319	\$ 1,561	\$ 1,967	n/a	n/a	n/a	n/a
PCT-EX	2,006	2,025	2,050	\$ 19,630,714	\$ 13,113,224	\$ 16,974,942	\$ 47,344,526	\$ 48,921,900	\$ 60,637,481	\$ 66,975,240	\$ 62,035,124	\$ 77,612,423	\$ 206,622,787	\$ 33,387	\$ 30,635	\$ 37,860	4.44%	4.26%	5.59%	4.76%
Total																				
% of Lottery Sales				38.5%	44.3%	42.9%	59.3%	60.6%	69.7%	51.2%	56.2%	61.3%	56.2%							
3rd Quarter	1610	1614	1615	\$ 10,838,870	\$ 12,055,927	\$ 20,709,064	\$ 48,560,850	\$ 49,296,175	\$ 53,983,681	\$ 59,399,720	\$ 61,352,102	\$ 74,692,745	\$ 195,444,567	\$ 36,894.24	\$ 38,012	\$ 46,249	4.63%	4.69%	4.58%	4.63%
PCT-HD	193	195	196	\$ 976,489	\$ 1,180,975	\$ 2,175,108	\$ 2,500,345	\$ 2,617,819	\$ 2,919,714	\$ 3,476,834	\$ 3,798,794	\$ 5,094,822	\$ 12,370,450	\$ 18,015	\$ 19,481	\$ 25,994	5.45%	6.03%	6.36%	5.95%
PCT-LP	261	268	270	\$ 435,209	\$ 475,194	\$ 715,007	n/a	n/a	n/a	\$ 435,209	\$ 475,194	\$ 715,007	\$ 1,625,410	\$ 1,667	\$ 1,773.11	\$ 2,648	n/a	n/a	n/a	n/a
PCT-EX	2064	2077	2081	\$ 12,250,568	\$ 13,712,096	\$ 23,599,179	\$ 51,061,195	\$ 51,913,994	\$ 56,903,395	\$ 63,311,763	\$ 65,626,090	\$ 80,502,574	\$ 209,440,427	\$ 30,674	\$ 31,597	\$ 38,685	4.71%	4.83%	4.77%	4.77%
Total																				
% of Lottery Sales				42.7%	44.5%	41.8%	54.0%	56.3%	59.4%	51.4%	53.4%	52.9%	52.6%							
4th Quarter																				
PCT-HD													\$ -	#DIV/0!	#DIV/0!	#DIV/0!				
PCT-LP													\$ -	#DIV/0!	#DIV/0!	#DIV/0!				
PCT-EX													\$ -	#DIV/0!	#DIV/0!	#DIV/0!	n/a	n/a	n/a	n/a
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				\$ 55,441,245	\$ 45,074,483	\$ 56,248,998	\$ 146,689,818	\$ 148,575,777	\$ 163,787,806	\$ 202,131,063	\$ 193,650,260	\$ 220,036,804	\$ 615,818,127							
Total Fiscal Year													\$ 1,157,687,192							
% of Total Sales													53.2%							

Monthly Chain Vending Report

Chain	Retailer Name	# of Machines	Jan 2024 Sales	OOS%	Lost Sales	Feb 2024 Sales	OOS%	Lost Sales	Mar 2024 Sales	OOS%	Lost Sales	YTD Sales	YTD OOS Avg	YTD Total Lost Sales	YTD Sales Per Machine Average	YTD Lost Sales Per Machine	Avg Month Bin Sales	Chain	Retailer Name
8027	ALBERTSONS	38	\$ 1,801,572	1.76%	\$ 30,022	\$ 1,834,016	1.61%	\$ 27,362	\$ 1,972,905	1.72%	\$ 31,254	\$ 16,353,164	1.45%	\$ 230,229	\$ 430,346	\$ 6,058.66	\$ 1,494	8027	ALBERTSONS
9968	Bashas	61	\$ 1,931,205	2.65%	\$ 53,426	\$ 1,933,462	3.03%	\$ 61,278	\$ 2,086,889	2.79%	\$ 59,198	\$ 17,379,918	2.65%	\$ 488,152	\$ 284,917	\$ 8,002.49	\$ 989	9968	Bashas
8821	Carioca	33	\$ 746,841	2.65%	\$ 19,129	\$ 775,525	4.49%	\$ 22,161	\$ 880,716	3.12%	\$ 24,894	\$ 7,037,269	2.81%	\$ 185,472	\$ 213,251	\$ 5,620.36	\$ 740	8821	Carioca
8037	Circle K	192	\$ 3,314,956	8.92%	\$ 299,942	\$ 3,489,459	8.97%	\$ 308,086	\$ 3,802,533	8.79%	\$ 334,012	\$ 29,959,487	8.77%	\$ 2,667,574	\$ 156,039	\$ 13,893.61	\$ 542	8037	Circle K
20001	Cobblestone	15	\$ 266,247	0.65%	\$ 1,638	\$ 275,598	0.93%	\$ 2,189	\$ 317,108	0.71%	\$ 2,352	\$ 2,447,913	0.88%	\$ 20,471	\$ 163,194	\$ 1,364.72	\$ 567	20001	Cobblestone
9964/9963	CVS	79	\$ 707,818	0.32%	\$ 2,595	\$ 730,183	0.35%	\$ 3,135	\$ 849,258	0.34%	\$ 3,719	\$ 6,505,015	0.30%	\$ 23,630	\$ 82,342	\$ 299.11	\$ 286	9964/9963	CVS
8030	El Super	6	\$ 175,562	2.19%	\$ 3,903	\$ 177,769	2.41%	\$ 4,321	\$ 178,537	4.14%	\$ 8,003	\$ 1,573,675	2.91%	\$ 45,699	\$ 262,279	\$ 7,616.54	\$ 911	8030	El Super
9958	Fast Market	6	\$ 141,227	3.65%	\$ 5,718	\$ 147,675	4.02%	\$ 5,848	\$ 153,190	5.04%	\$ 8,098	\$ 1,325,323	3.52%	\$ 48,636	\$ 220,887	\$ 8,106.00	\$ 767	9958	Fast Market
9968	Food City	45	\$ 1,044,001	3.60%	\$ 40,354	\$ 1,010,347	3.60%	\$ 39,733	\$ 1,091,693	3.78%	\$ 41,301	\$ 9,410,866	3.13%	\$ 314,607	\$ 209,130	\$ 6,991.28	\$ 726	9968	Food City
8052	Frys Food	206	\$ 10,229,431	3.59%	\$ 384,575	\$ 10,552,289	3.00%	\$ 334,513	\$ 11,330,136	2.78%	\$ 327,534	\$ 92,671,275	3.09%	\$ 3,002,016	\$ 449,861	\$ 14,572.90	\$ 1,562	8052	Frys Food
8021	Jacksons	11	\$ 322,070	3.17%	\$ 10,976	\$ 321,080	2.06%	\$ 7,497	\$ 350,938	2.16%	\$ 8,481	\$ 2,970,259	3.24%	\$ 105,911	\$ 270,024	\$ 9,628.29	\$ 938	8021	Jacksons
8031	Los Altos Ranch Market	7	\$ 183,460	4.99%	\$ 9,524	\$ 167,790	4.35%	\$ 7,759	\$ 200,438	2.37%	\$ 4,995	\$ 1,598,997	4.93%	\$ 80,806	\$ 228,428	\$ 11,543.71	\$ 793	8031	Los Altos Ranch Market
9800	Loves	15	\$ 292,465	2.27%	\$ 6,928	\$ 277,861	3.69%	\$ 11,108	\$ 315,028	2.97%	\$ 9,025	\$ 2,451,162	3.40%	\$ 83,762	\$ 163,411	\$ 5,584.17	\$ 567	9800	Loves
9905	Maverik	14	\$ 278,558	2.97%	\$ 9,676	\$ 294,342	3.64%	\$ 12,558	\$ 344,008	4.42%	\$ 14,874	\$ 2,539,676	3.88%	\$ 103,875	\$ 181,405	\$ 7,419.66	\$ 630	9905	Maverik
9926	Pilot	19	\$ 343,773	6.12%	\$ 22,691	\$ 326,194	5.46%	\$ 19,342	\$ 354,175	5.12%	\$ 19,850	\$ 2,759,308	5.11%	\$ 152,047	\$ 145,227	\$ 8,002.48	\$ 504	9926	Pilot
9849	QuikTrip	139	\$ 7,408,146	8.61%	\$ 659,786	\$ 7,063,100	9.04%	\$ 658,697	\$ 7,796,203	9.10%	\$ 735,576	\$ 64,759,531	8.95%	\$ 5,955,703	\$ 465,896	\$ 42,846.79	\$ 1,618	9849	QuikTrip
8128	Safeway	123	\$ 6,228,865	3.20%	\$ 197,011	\$ 6,264,713	2.84%	\$ 170,037	\$ 6,729,824	3.04%	\$ 206,105	\$ 55,422,198	2.76%	\$ 1,562,622	\$ 450,587	\$ 12,704.24	\$ 1,565	8128	Safeway
9027	Smith's Food & Drug	4	\$ 186,000	6.65%	\$ 8,248	\$ 180,023	7.06%	\$ 8,381	\$ 199,918	4.79%	\$ 7,575	\$ 1,635,239	5.81%	\$ 70,534	\$ 408,810	\$ 17,633.62	\$ 1,419	9027	Smith's Food & Drug
9956	Speedway	22	\$ 155,410	5.86%	\$ 9,667	\$ 164,978	7.78%	\$ 12,294	\$ 166,036	12.11%	\$ 22,731	\$ 967,056	9.93%	\$ 84,241	\$ 43,957	\$ 3,829.12	\$ 153	9956	Speedway
8025	Superpumper	13	\$ 357,357	2.28%	\$ 8,321	\$ 344,097	2.58%	\$ 8,988	\$ 405,374	2.76%	\$ 11,678	\$ 3,178,657	2.75%	\$ 93,486	\$ 244,512	\$ 7,191.19	\$ 849	8025	Superpumper
8004	Terribles	11	\$ 191,214	2.41%	\$ 6,390	\$ 179,676	2.00%	\$ 4,240	\$ 218,526	2.36%	\$ 6,709	\$ 1,773,102	2.62%	\$ 50,216	\$ 161,191	\$ 4,565.09	\$ 560	8004	Terribles
3	TA Truck Centers	7	\$ 132,910	8.69%	\$ 13,311	\$ 133,259	7.47%	\$ 10,850	\$ 147,346	8.62%	\$ 13,993	\$ 1,156,819	8.20%	\$ 97,878	\$ 165,260	\$ 13,982.56	\$ 574		
8022	Walmart NHM - HD	26	\$ 1,018,342	5.88%	\$ 58,536	\$ 1,051,476	5.40%	\$ 56,340	\$ 1,120,325	4.85%	\$ 54,813	\$ 9,053,217	6.25%	\$ 571,411	\$ 348,201	\$ 21,977.35	\$ 1,209	8022	Walmart NHM - HD
8022	Walmart Supercenter	137	\$ 2,407,391	5.70%	\$ 144,503	\$ 2,540,655	6.05%	\$ 155,109	\$ 2,827,783	6.11%	\$ 177,235	\$ 21,729,643	7.04%	\$ 1,476,508	\$ 158,611	\$ 10,777.43	\$ 551	8022	Walmart Supercenter - LP
9962	Winco	7	\$ 216,349	8.34%	\$ 17,164	\$ 218,244	8.21%	\$ 17,096	\$ 234,173	6.12%	\$ 13,169	\$ 1,881,839	6.68%	\$ 134,242	\$ 268,834	\$ 19,177.39	\$ 933	9962	Winco
	Corporate Total	1176	\$ 40,081,170	4.28%	\$ 2,024,034	\$ 40,453,811	4.40%	\$ 1,968,922	\$ 44,073,060	4.40%	\$ 2,147,174	\$358,540,608	4.61%	\$ 17,515,488	\$ 304,881	\$ 14,894.12	\$ 1,059		Corporate Total
	Independent & ASL Total	555	\$ 10,980,025	4.18%	\$ 473,127	\$ 11,460,183	4.44%	\$ 527,142	\$ 12,830,335	4.24%	\$ 594,679	\$100,512,793	4.10%	\$ 4,304,910	\$ 181,104	\$ 7,756.59	\$ 629		Independent Total
FY 24	Statewide Total	1768	\$ 51,061,195	4.71%	\$ 2,497,161	\$ 51,913,994	4.83%	\$ 2,496,064	\$ 56,903,395	4.77%	\$ 2,741,853	\$459,053,401	4.69%	\$ 21,954,639	\$ 259,646	\$ 12,417.78	\$ 902		Statewide Total
FY 23	Statewide Total	1744	\$ 49,113,718	5.06%	\$ 2,584,356	\$ 50,250,068	4.92%	\$ 4,494,010	\$ 56,036,352	5.20%	\$ 2,912,018	\$600,647,734	4.94%	\$ 31,991,160	\$ 344,408	\$ 18,343.55	\$ 1,196		Statewide Total

Corporate % to Total

78.5%

77.9%

77.5%

78.1%

Corporate % to Total Vending Sales

Highest Sales
 Highest Lost Sales
 Below OOS goal 4.9%

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

	Chain #	# of Accts	% of Accts	Draw Games			Scratchers			Draw and Scratchers Combined			Commission Earned To Date
				Sales	Market Share	Per Store Average	Sales	Market Share	Per Store Average	Sales	Market Share	Per Store Average	
4 Sons	9290/9814	22	0.6%	\$ 2,823,834	0.7%	\$ 128,356	\$ 3,619,356	0.5%	\$ 164,516	\$ 6,443,190	0.6%	\$ 292,872	\$ 418,807
7-Eleven	8706	54	1.4%	\$ 3,866,339	1.0%	\$ 71,599	\$ 14,241,845	1.8%	\$ 263,738	\$ 18,108,184	1.6%	\$ 335,337	\$ 1,177,032
Carioca	8821	40	1.0%	\$ 4,505,819	1.2%	\$ 112,645	\$ 7,831,885	1.0%	\$ 195,797	\$ 12,337,704	1.1%	\$ 308,443	\$ 801,951
Circle K	8037	609	15.9%	\$ 61,645,765	16.1%	\$ 101,225	\$ 134,268,354	17.3%	\$ 220,473	\$ 195,914,119	16.9%	\$ 321,698	\$ 12,734,418
Cobblestone		15	0.4%	\$ 2,065,012	0.5%	\$ 137,667	\$ 2,485,696	0.3%	\$ 165,713	\$ 4,550,708	0.4%	\$ 303,381	\$ 295,796
Fast Market	9958	24	0.6%	\$ 3,315,496	0.9%	\$ 138,146	\$ 8,741,284	1.1%	\$ 364,220	\$ 12,056,780	1.0%	\$ 502,366	\$ 783,691
Fry's Gas	8052	98	2.6%	\$ 5,747,902	1.5%	\$ 58,652	\$ 17,380,497	2.2%	\$ 177,352	\$ 23,128,399	2.0%	\$ 236,004	\$ 1,503,346
Good 2 Go	8024	15	0.4%	\$ 866,728	0.2%	\$ 57,782	\$ 2,396,470	0.3%	\$ 159,765	\$ 3,263,198	0.3%	\$ 217,547	\$ 212,108
Jackson's Food Stores	8021	11	0.3%	\$ 2,320,849	0.6%	\$ 210,986	\$ 2,970,475	0.4%	\$ 270,043	\$ 5,291,324	0.5%	\$ 481,029	\$ 343,936
Loves	9800	15	0.4%	\$ 1,199,547	0.3%	\$ 79,970	\$ 2,472,074	0.3%	\$ 164,805	\$ 3,671,621	0.3%	\$ 244,775	\$ 238,655
Maverik	9905	27	0.7%	\$ 3,816,307	1.0%	\$ 141,345	\$ 6,941,007	0.9%	\$ 257,074	\$ 10,757,314	0.9%	\$ 398,419	\$ 699,225
Pilot Travel Centers	9926	21	0.5%	\$ 1,321,762	0.3%	\$ 62,941	\$ 2,741,977	0.4%	\$ 130,570	\$ 4,063,739	0.4%	\$ 193,511	\$ 264,143
QuikTrip	9849	143	3.7%	\$ 39,610,706	10.3%	\$ 276,998	\$ 74,144,728	9.6%	\$ 518,495	\$ 113,755,434	9.8%	\$ 795,493	\$ 7,394,103
Safeway Gas	8128	32	0.8%	\$ 2,902,544	0.8%	\$ 90,705	\$ 6,267,470	0.8%	\$ 195,858	\$ 9,170,014	0.8%	\$ 286,563	\$ 596,051
Shay's	8938	21	0.5%	\$ 1,987,099	0.5%	\$ 94,624	\$ 6,150,622	0.8%	\$ 292,887	\$ 8,137,721	0.7%	\$ 387,511	\$ 528,952
Smith's Gas	9027	4	0.1%	\$ 15,923	0.0%	\$ 3,981	\$ 28,946	0.0%	\$ 7,237	\$ 44,869	0.0%	\$ 11,217	\$ 2,916
Speedway	9956	78	2.0%	\$ 6,134,559	1.6%	\$ 78,648	\$ 18,488,326	2.4%	\$ 237,030	\$ 24,622,885	2.1%	\$ 315,678	\$ 1,600,488
Superpumper	8025	13	0.3%	\$ 2,459,680	0.6%	\$ 189,206	\$ 3,172,078	0.4%	\$ 244,006	\$ 5,631,758	0.5%	\$ 433,212	\$ 366,064
TA Truck Centers	3	8	0.2%	\$ 701,692	0.2%	\$ 87,712	\$ 1,183,625	0.2%	\$ 147,953	\$ 1,885,317	0.2%	\$ 235,665	\$ 122,546
Terribles	8004	10	0.3%	\$ 2,862,591	0.7%	\$ 286,259	\$ 2,359,864	0.3%	\$ 235,986	\$ 5,222,455	0.5%	\$ 522,246	\$ 339,460
Convenience Total		1,260	32.8%	\$150,170,154	39.2%	\$ 119,183	\$317,886,579	41.0%	\$ 252,291	\$468,056,733	40.4%	\$ 371,474	\$ 30,423,688
Albertsons	8027	30	0.8%	\$ 10,373,938	2.7%	\$ 345,798	\$ 16,835,437	2.2%	\$ 561,181	\$ 27,209,375	2.4%	\$ 906,979	\$ 1,768,609
Bashas'	8011	45	1.2%	\$ 11,461,028	3.0%	\$ 254,690	\$ 17,334,238	2.2%	\$ 385,205	\$ 28,795,266	2.5%	\$ 639,895	\$ 1,871,692
El Super	8030	6	0.2%	\$ 302,151	0.1%	\$ 50,359	\$ 1,570,475	0.2%	\$ 261,746	\$ 1,872,626	0.2%	\$ 312,104	\$ 121,721
Food City		45	1.2%	\$ 2,299,315	0.6%	\$ 51,096	\$ 9,422,173	1.2%	\$ 209,382	\$ 11,721,488	1.0%	\$ 260,478	\$ 761,897
Fry's	8052	130	3.4%	\$ 55,380,760	14.5%	\$ 426,006	\$ 97,554,510	12.6%	\$ 750,419	\$ 152,935,270	13.2%	\$ 1,176,425	\$ 9,940,793
Los Altos Ranch Market	8026	7	0.2%	\$ 292,462	0.1%	\$ 41,780	\$ 1,596,566	0.2%	\$ 228,081	\$ 1,889,028	0.2%	\$ 269,861	\$ 122,787
Safeway	8128	105	2.7%	\$ 40,208,057	10.5%	\$ 382,934	\$ 56,636,511	7.3%	\$ 539,395	\$ 96,844,568	8.4%	\$ 922,329	\$ 6,294,897
Smith's	9027	4	0.1%	\$ 1,285,094	0.3%	\$ 321,274	\$ 1,684,608	0.2%	\$ 421,152	\$ 2,969,702	0.3%	\$ 742,426	\$ 193,031
Walmart NHM	8022	27	0.7%	\$ 4,779,507	1.2%	\$ 177,019	\$ 9,189,337	1.2%	\$ 340,346	\$ 13,968,844	1.2%	\$ 517,365	\$ 907,975
Walmart Supercenters	8022	81	2.1%	\$ 13,962,987	3.6%	\$ 172,383	\$ 22,063,991	2.8%	\$ 272,395	\$ 36,026,978	3.1%	\$ 444,778	\$ 2,341,754
Winco	9962	7	0.2%	\$ 1,174,943	0.3%	\$ 167,849	\$ 1,866,651	0.2%	\$ 266,664	\$ 3,041,594	0.3%	\$ 434,513	\$ 197,704
Food Store Total		487	12.7%	\$141,520,242	37.0%	\$ 290,596	\$235,754,497	30.4%	\$ 484,095	\$ 377,274,739	32.6%	\$ 774,691	\$ 24,522,858
Major Chains		1,747	45.5%	\$291,690,396	76.2%	\$ 166,966	\$553,641,076	71.5%	\$ 316,910	\$ 845,331,472	73.0%	\$ 483,876	\$ 54,946,546
All Stores*		3836		\$382,824,304		\$ 99,798	\$774,862,888		\$ 201,998	\$1,157,687,192		\$ 301,795	\$ 75,249,667

*Does not include Instant Tabs

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

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	3	0.1%	\$39,032	0.0%	13,011	\$22,752	0.0%	7,584	\$0	0.0%	0	\$61,784	\$184,726	-66.6%	0.0%	20,595	\$ 4,016
Smoke/Gift Shops	02	119	3.1%	\$2,095,850	0.5%	17,612	\$7,423,663	1.0%	62,384	\$0	0.0%	0	\$9,519,513	\$9,003,379	5.7%	0.8%	79,996	\$ 618,768
Chain Supermarkets	03	504	13.1%	\$141,208,174	36.9%	280,175	\$234,853,796	30.3%	465,980	\$0	0.0%	0	\$376,061,970	\$352,062,855	6.8%	32.2%	746,155	\$24,444,028
Independent Supermarkets	04	56	1.5%	\$3,652,387	1.0%	65,221	\$7,468,412	1.0%	133,365	\$0	0.0%	0	\$11,120,799	\$11,105,806	0.1%	1.0%	198,586	\$ 722,852
Chain Convenience Stores	05	1088	28.4%	\$137,165,788	35.8%	126,071	\$287,321,417	37.1%	264,082	\$0	0.0%	0	\$424,487,205	\$442,099,448	-4.0%	36.3%	390,154	\$27,591,668
Independent Convenience	06	1036	27.0%	\$65,131,969	17.0%	62,869	\$167,659,207	21.6%	161,833	\$0	0.0%	0	\$232,791,176	\$234,499,842	-0.7%	19.9%	224,702	\$15,131,426
Liquor Stores	07	103	2.7%	\$2,208,689	0.6%	21,444	\$11,002,515	1.4%	106,821	\$0	0.0%	0	\$13,211,204	\$13,845,809	-4.6%	1.1%	128,264	\$ 858,728
Drug Store/Pharmacies	08	3	0.1%	\$57,272	0.0%	19,091	\$54,812	0.0%	18,271	\$0	0.0%	0	\$112,084	\$94,201	19.0%	0.0%	37,361	\$ 7,285
independent Gas	09	21	0.5%	\$770,642	0.2%	36,697	\$2,615,157	0.3%	124,531	\$0	0.0%	0	\$3,385,799	\$4,131,875	-18.1%	0.3%	161,229	\$ 220,077
Truck Service Centers	10	55	1.4%	\$3,787,723	1.0%	68,868	\$7,163,215	0.9%	130,240	\$0	0.0%	0	\$10,950,938	\$10,909,539	0.4%	0.9%	199,108	\$ 711,811
Bars/Restaurants	11	187	4.9%	\$7,467,263	2.0%	39,932	\$7,469,278	1.0%	39,943	\$0	0.0%	0	\$14,936,541	\$13,552,601	10.2%	1.3%	79,875	\$ 970,875
Spec Non-Grocery/Misc	12	139	3.6%	\$4,887,874	1.3%	35,165	\$5,593,951	0.7%	40,244	\$0	0.0%	0	\$10,481,825	\$10,646,481	-1.5%	0.9%	75,409	\$ 681,319
Chain Gas	13	134	3.5%	\$8,978,405	2.3%	67,003	\$24,577,614	3.2%	183,415	\$0	0.0%	0	\$33,556,019	\$31,754,225	5.7%	2.9%	250,418	\$ 2,181,141
Bowling Centers	14	3	0.1%	\$50,742	0.0%	16,914	\$117,534	0.0%	39,178	\$0	0.0%	0	\$168,276	\$183,202	-8.1%	0.0%	56,092	\$ 10,938
Route Sales	19	83	2.2%	\$2,598,504	0.7%	67,558	\$5,607,306	0.7%	67,558	\$0	0.0%	0	\$8,205,810	\$6,818,327	20.3%	0.7%	98,865	\$ 533,378
Quick Card/ScanActiv	20	4	0.1%	\$560,660	0.1%	140,165	\$148,800	0.0%	37,200	\$0	0.0%	0	\$709,460	\$965,092	-26.5%	0.1%	177,365	\$ 46,115
ASL & Promotions	99	11	0.3%	\$2,163,330	0.6%	196,666	\$5,763,459	0.7%	523,951	\$46,440	0.4%	4,222	\$7,973,229	\$7,646,365	4.3%	0.7%	724,839	\$ 518,260
Full Product Sub Total		3549		\$382,824,304			\$774,862,888			\$46,440			\$1,157,733,632	\$1,149,503,773	0.7%			
Instant Tab																		
Age-Controlled Instant Tab	15	93	2.4%	\$0	0.0%	0	\$0	0.0%	0	\$3,966,840	33.8%	42,654	\$3,966,840	\$3,506,760	13.1%	0.3%	42,654	
Charitable Instant Tab	17	146	3.8%	\$0	0.0%	0	\$0	0.0%	0	\$6,394,980	54.5%	43,801	\$6,394,980	\$6,936,240	-7.8%	0.5%	43,801	
General Instant Tab	18	48	1.3%	\$0	0.0%	0	\$0	0.0%	0	\$1,333,800	11.4%	27,788	\$1,333,800	\$1,165,320	14.5%	0.1%	27,788	
Instant Tab Sub Total		287	7.5%	\$0			\$0			\$11,695,620			\$11,695,620	\$11,608,320	0.8%			
Total		3836	100%	\$382,824,304	100%	107,868	\$774,862,888	100%	218,333	11,742,060	100%	40,913	\$1,169,429,252	\$1,161,112,093	0.7%	100%	304,856	\$75,252,686

Summary Recap

Chain/Indpt Supermarkets	560	14.6%	144,860,561	37.8%	258,680	242,322,208	31.3%	432,718	0	0.0%	0	387,182,769	363,168,661	6.6%	33.1%	691,398	\$25,166,880
Total Convenience Stores	2,124	55.4%	202,297,757	52.8%	95,244	454,980,624	58.7%	214,209	0	0.0%	0	657,278,381	676,599,290	-2.9%	56.2%	309,453	\$42,723,095
Total Instant Tabs	287	7.5%	0	0.0%	0	0	0.0%	0	11,695,620	99.6%	40,751	11,695,620	11,608,320	0.8%	1.0%	40,751	\$ 760,215
Other Classifications	865	22.5%	35,665,986	9.3%	41,232	77,560,056	10.0%	89,665	46,440	0.4%	498,468	113,272,482	109,735,822	3.2%	9.7%	130,951	\$ 7,362,711
Total All Classifications	3,836	100%	382,824,304	100%	107,868	774,862,888	100%	218,333	11,742,060	100%	40,913	1,169,429,252	1,161,112,093	0.7%	100%	304,856	\$76,012,901

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

County	# of % of			Draw Games			Scratchers			Instant Tabs			Combined Total Sales					2024 Estimated
	Code	Accts	Accts	Sales	Market Share	Per Store Average	Sales	Market Share	Per Store Average	Sales	Market Share	Per Store Average	FY2024 Sales	FY2023 Sales	% of Change	Market Share	Per Store Average	Per Capita Wkly Sales
Apache	1	18	0.5%	620,353	0.2%	34,464	1,316,115	0.2%	73,118	6,540	0.1%	4,035,881	1,943,008	2,260,599	-14.05%	0.2%	107,945	\$0.76
Cochise	2	100	2.6%	6,903,639	1.8%	69,036	18,474,271	2.4%	184,743	242,340	2.1%	13,438,368	25,620,250	24,848,896	3.10%	2.2%	256,203	\$5.24
Coconino	3	126	3.3%	6,885,065	1.8%	54,643	12,824,173	1.7%	101,779	66,960	0.6%	3,723,119	19,776,198	19,111,443	3.48%	1.7%	156,954	\$3.46
Gila	4	53	1.4%	2,863,074	0.7%	54,020	6,866,264	0.9%	129,552	101,100	0.9%	13,518,176	9,830,438	9,825,698	0.05%	0.8%	185,480	\$4.61
Graham	5	22	0.6%	1,189,473	0.3%	54,067	5,132,077	0.7%	233,276	14,220	0.1%	4,576,616	6,335,770	6,286,235	0.79%	0.5%	287,990	\$4.21
Greenlee	6	6	0.2%	322,905	0.1%	53,818	1,721,433	0.2%	286,906	14,880	0.1%	17,641,181	2,059,218	2,080,445	-1.02%	0.2%	343,203	\$5.77
La Paz	15	45	1.2%	1,907,355	0.5%	42,386	3,322,059	0.4%	73,824	207,660	1.8%	41,679,339	5,437,074	5,875,198	-7.46%	0.5%	120,824	\$8.33
Maricopa	7	2160	56.3%	232,681,726	60.8%	107,723	496,960,526	64.1%	230,074	6,222,300	53.0%	10,237,365	735,864,552	734,097,990	0.24%	62.9%	340,678	\$4.04
Mohave	8	245	6.4%	36,147,312	9.4%	147,540	39,065,977	5.0%	159,453	1,732,260	14.8%	18,345,796	76,945,549	76,484,745	0.60%	6.6%	314,063	\$8.63
Navajo	9	71	1.9%	4,035,384	1.1%	56,836	8,477,650	1.1%	119,404	169,500	1.4%	16,079,937	12,682,534	13,036,580	-2.72%	1.1%	178,627	\$2.94
Pima	10	483	12.6%	47,271,159	12.3%	97,870	95,447,081	12.3%	197,613	1,070,460	9.1%	8,669,094	143,788,700	139,370,281	3.17%	12.3%	297,699	\$3.43
Pinal	11	174	4.5%	18,364,047	4.8%	105,541	39,553,871	5.1%	227,321	893,760	7.6%	18,631,680	58,811,678	59,941,362	-1.88%	5.0%	337,998	\$3.04
Santa Cruz	12	27	0.7%	2,576,318	0.7%	95,419	3,522,809	0.5%	130,474	0	0.0%	0	6,099,127	5,914,326	3.12%	0.5%	225,894	\$3.11
Yavapai	13	168	4.4%	13,636,515	3.6%	81,170	25,689,287	3.3%	152,912	540,420	4.6%	15,171,465	39,866,222	37,913,022	5.15%	3.4%	237,299	\$4.02
Yuma	14	135	3.5%	6,859,319	1.8%	50,810	16,489,295	2.1%	122,143	459,660	3.9%	25,654,007	23,808,274	23,229,481	2.49%	2.0%	176,358	\$2.89
Virtual	26	3	0.1%	560,660	0.1%	186,887	0	0.0%	0	0	0.0%	0	560,660	835,792	-32.92%	0.0%	186,887	
Total		3836	100%	382,824,304	100%	99,798	774,862,888	100%	201,998	11,742,060	100%	11,742,060	1,169,429,252	1,161,112,093	0.72%	100%	304,856	\$3.97

Summary Recap

Maricopa and Pima Counties	2643	68.9%	279,952,885	73.1%	105,922	592,407,607	76.5%	224,142	7,292,760	62.1%	9,972,556	879,653,252				75.2%	332,824	
Mohave, Pinal and Yavapai	587	15.3%	68,147,874	17.8%	116,095	104,309,135	13.5%	177,699	3,166,440	27.0%	17,787,645	175,623,449				15.0%	299,188	
All Other Counties	606	15.8%	34,723,545	9.1%	57,300	78,146,146	10.1%	128,954	1,282,860	10.9%	14,143,429	114,152,551				9.8%	188,371	

New Business Item #1
Instant Scratch Game Profiles
Report to Arizona Lottery Commission
April 19, 2024

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

NEW GAME PROFILES

Attached for the Lottery Commission's action is new instant scratch game profiles: *Loteria Grande* #1456, *\$100 Grand Crossword* #1460, and *Triple Red 7's* #1465.

Loteria Grande #1456. This \$5 game has a top prize of \$50,000. This game will be printed at a quantity of approximately 2.7 million tickets.

\$100 Grand Crossword #1460. This \$10 game has a top prize of \$100,000. This game will be printed at a quantity of approximately 6.3 million tickets.

Triple Red 7's #1465. This \$10 game has a top prize of \$100,000. This game will be printed at a quantity of approximately 5.6 million tickets.

Attachments (Commissioners only)

New Business Item #2
Fast Play™ Game Profiles
Report to Arizona Lottery Commission
April 19, 2024

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

NEW GAME PROFILES

Attached for the Lottery Commission's action are new Fast Play game profiles: *Lucky 13* #167 & *Touchdown Dollars* #168.

Lucky 13 #167. This \$1 Halloween-themed game has a top prize of \$1,313. In this game, players must match four identical play symbols in the PLAY GRID to win the corresponding amount in the PRIZE LEGEND.

Touchdown Dollars #168. This \$2 Fast Play game has a top prize of \$500. In this game, players match YOUR NUMBERS symbols to the WINNING NUMBERS symbols to win a prize. If the matching YOUR NUMBERS symbol is on a “football,” the player wins double the prize shown.

Attachments (Commissioners only)