



**MAY 20, 2016
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 May 20, 2016, at 10 a.m., in the Arizona Lottery Board Room located at 4740 East University Drive, Phoenix, Arizona. Pursuant to A.R.S. § 38-431.02(B), 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, as well as for the purposes listed on the agenda under Executive Session. The Commission may also vote on any item listed on the agenda. One or more members of the Commission may participate by means of telephonic communication.

Call to Order

1. Call for Quorum
2. Call for Notice
3. Approval of Minutes for April 22, 2016, Public Meeting

Agency Reports

1. Director's Presentation
2. Retailer of the Quarter
3. Marketing/Products Update

New Business

1. Discussion and Action on Instant Scratch Game Profiles: *\$250,000 Crossword #1074 and Slingo® Trio #1081*.
2. Discussion and Action on Amended Promotion Profile #77 – 35th Anniversary – Second Chance Drawings.

Call to the Public

Consideration and discussion of comments from the public. Those 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

The next Commission meeting will be held June 17, 2016, 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 13th day of May, 2016

Gregory R. Edgar
Executive Director

Persons with a disability may request a reasonable accommodation, such as a sign language interpreter, by calling (480) 921-4486. Requests should be made as early as possible to allow time to arrange the accommodation.

**PUBLIC MEETING OF THE ARIZONA LOTTERY
COMMISSION MINUTES APRIL 22, 2016**

PRESIDING Chair Frank Conley

COMMISSIONERS Michael Love, Jeff Weintraub, Andy Anderson, and Kristine Burnett

LOTTERY Gregg Edgar, Executive Director; Chris Rogers, Director of Products & Marketing; Raynie Hosto, Director of Sales; Steve O’Ney, Director of IT; and LaTrina Rosemond, Director of Audit and Accounting
Kimberly Siddall, Ivy Gilio, Pam DiNunzio, Robin Peters, Shelby Alessi, Monica Godek, Michael Schiefelbein and Jacqui Ayala

GUESTS GTECH Representatives: Russ Harben, Maryanne Manning, and Serena Arlotta
Scientific Games Representatives: Topper Wilson, and Cory Bonogofsky
LaneTerralever Representatives: Jody Alexander, Kirstin Jones
John Sizer, and Bill Woodward
Carlton Media Group Representatives: Melissa Kovacs
Attorney General Representative: Deanie Reh

PUBLIC Armondo Milheiro

Call to Order Pursuant to the Public Notice dated April 15, 2016, the Public Meeting of the Arizona State Lottery Commission was called to order at 10:00 a.m. by Chair Conley. A quorum was present.

Chair Conley entertained a motion to approve the minutes of the March 18, 2016, Public meeting; Vice-Chair Love moved, Commissioner Weintraub seconded. All members voting aye, motion carried.

Arizona Lottery Director’s Vision Director Edgar announced that Kevin Donnellan and Brian Townsend are transitioning from the Lottery back to ADOA and the Governor’s Office.

Director Edgar also stated that his confirmation was approved and thanked the Lottery employee’s for welcoming him.

Director Edgar shared the new organizational chart and provided a detailed outline of the new positions.

Director Edgar requested the Commissioners to look through commission materials to determine if the material is useful, and he asked if there might be information they would like to see added or removed in the future.

Director Edgar talked about third quarter transfers. We hope to make a joint announcement with the Governor's office in the near future regarding the record-setting transfer of \$64 million. This is about \$20 million dollars above our normal transfer and is getting us closer to that end goal of more than \$184 million. He said we feel confident we can get to that goal and possibly to the \$200 million internal goal.

We are unified as a team to increase our transfers by 30% by end of Fiscal Year 2018. The Lean management is a tool we are using to help us get to that goal.

Director's Presentation Director Edgar presented a PowerPoint overview of the Director's Presentation. The presentation is attached for the official minutes.

Chair Conley asked how many open positions the Lottery has. Director Edgar stated that about 65 positions filled, so roughly 20 are open. He said he can provide the exact number later. Chair Conley asked about sales positions. Director Edgar stated that our sales positions have taken a big hit.

Marketing/Products Update Mr. Chris Rogers provided an update on the Marketing RFP. In addition, he gave an update on Q4 projects, which included increased draw game play and improved player perception on our odds.

Mr. Michael Schiefelbein provided an overview of products, which included the games that are on the agenda for the Commission's approval.

Mr. Schiefelbein provided a prelude to the Cash Explosion ticket.

Chair Conley asked if there was any focus group regarding the *\$185 Million Cash Explosion* ticket to ask why players like it. Mr. Schiefelbein stated that he knows it has been in focus group research that we have done, but did not think it was specific to *\$185 Million Cash Explosion*.

Director Edgar indicated that we are going to develop an advisory board. Mr. Rogers expanded more on the subject.

Airport Update Mr. Armondo Milheiro from Department of Administration gave an update on the airport construction. Some of the highlights are: 1) Construction will begin May 13, 2016, 2) 550 sq. ft. space, 3) \$380,000 budget, but hope to bring that down, 4) Completion date of August 24, 2016; but may get it open a few weeks earlier.

Chair Conley wanted to know how close the Lottery was to the Starbucks. Staff indicated that it is directly across from the Lottery. Chair Conley wanted to know if we planned to expand. Director Edgar stated that our end goal is to get back behind security with at least vending machines.

Commissioner Burnett asked if the retailers behind security would want to have vending machine in their stores. Director Edgar stated there was not a huge desire from the retailers to have them in their stores. Ms. Raynie Hosto stated that on Lottery products, you make 6.5%, and that was not high enough to make it worth their time.

Conversion Update Mr. Cory Bonogofsky from Scientific Games provided an update on the conversion. Some of the highlights are 1) Four months left till we go live, 2) Project is green, 3) Site testing was completed April 11, 2016, 4) Lottery acceptance testing on May 16, 2016, 5) Retailer training begins June 6, 2016.

Chair Conley asked about insufficient space on the customer service desk for both terminals. Mr. Bonogofsky stated that they are working out the details

Brand Tracking Review Ms. Melissa Kovacs from Carlton Media Group provided a review on brand tracking.

Commissioner Weintraub wanted to know the demographics behind the 19% of frequent players. Ms. Kovacs was unaware, but could provide that information to the Commissioners.

Commissioner Burnett asked about “You can’t win if you don’t play,” and wanted to know if we moved to “You play, We give, Everyone wins” message. Mr. Rogers responded that we have moved to the new tag.

New Business Chair Conley asked if any members of the public would like to address the Commission regarding new instant scratch game profiles: *Funky 5’s* #1066, *Stacks of Cash* #1070, *Gold Rush* #1071, and *\$100,000 Fortune* #1073. No response from the public.

In accordance with A.R.S. §5-554 (C), Chair Conley entertained a motion to approve the order and authorize the Director to issue the order regarding new instant scratch game profiles: #1066, #1070, #1071, and #1073. Vice-Chair Love moved; Commissioner Burnett seconded. All members voting aye, the motion carried.

Call to the Public Chair Conley invited members of the public to speak before the Commission. No one from the public requested to speak.

Announcements The next Commission meeting will be held May 20, 2016, at 10:00 a.m.

Adjournment Chair Conley entertained a motion to adjourn, Vice Chair Love moved. All members voting aye, motion carried. Meeting adjourned at 11:20 a.m.

Materials A copy of the agenda and background material provided to Commission members, which is not exempt by law from public inspection, is available for public

inspection at least 24 hours in advance of the meeting at the Lottery Office located at 4740 East University Drive, Phoenix, Arizona.

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

Agency Reports
 Report to Arizona Lottery Commission
 May 20, 2016

Director's Presentation

Retailer of the Quarter

Marketing/Products Update

New Games Introduction

The following games were introduced since the last commission meeting: *Super Joker Slingo® #1010*, *Superstar Crossword #1046*, *35th Anniversary #1051 (\$1)*, *35th Anniversary #1052 (\$2)*, *35th Anniversary #1053 (\$5)*, and *35th Anniversary #1054 (\$10)*.

More information on these games is available by visiting the [Scratchers](#) section 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.

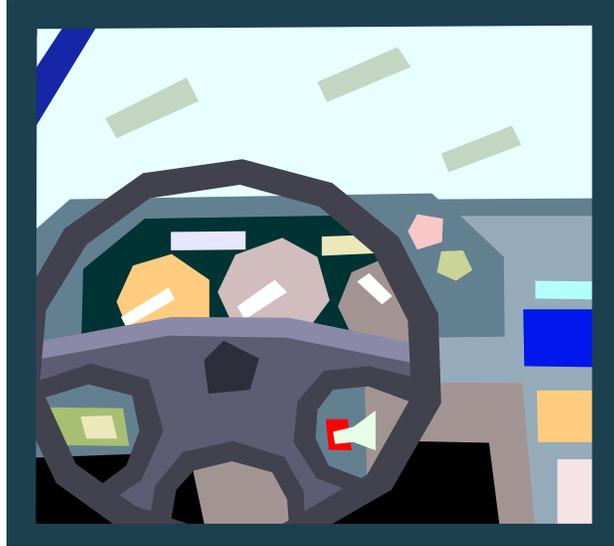
Date Ended	Price Point	Game No.	Game Name	Beginning Inventory	% Sold through 05/07/16
04/29/16	\$3	976	Loteria Arizona	1,761,000	79.1%
04/30/16	\$2	981	Crossword	14,693,100	98.9%

Events/Sponsorships

May & June			
Event Date	Event Organization	Event Name	Sponsorship Cost
5/1/2016	Duet	Duet Cabaret	\$1,500.00
5/1/2016	Phoenix Youth Symphony	Season Finale Concert	\$250.00
5/1/2016	Emerge! Center Against Domestic Abuse	Mother of the Year Luncheon	\$4,000.00
5/1/2016	Arizona Coalition to End Sexual and Domestic Violence	Thrive Gala and Awards Dinner	\$10,000.00
5/7/2016	Bens Bells	Celebration of Kindness	\$2,500.00
5/12/2016	Arizona Community Action	2016 ACAA Annual	\$4,500.00

May & June			
Event Date	Event Organization	Event Name	Sponsorship Cost
	Association	Conference	
5/13/2016	Diaper Bank of Southern Arizona	Dancing with our Stars	\$2,500.00
5/14/2016	Rosie's House	20th Anniversary May Gala Concert	\$1,500.00
5/18/2016	Greater Phoenix Chamber of Commerce	29th Annual IMPACT Awards Luncheon	\$4,500.00
5/21/2016	Shadow's Foundation	Flagstaff Armed Forces Day	\$4,500.00
5/24/2016	Treasures 4 Educators	21st Century Conference	\$200.00
6/7/2016	Arizona Site Steward Program	30th Anniversary Conference	\$1,500.00
6/8/2016	Arizona Historic Preservation Conference	Preservation Next	\$4,000.00
6/10/2016	Hands on Greater Phoenix	A Taste of Volunteering	\$3,000.00
6/28/2016	Prescott Frontier Days	World's Oldest Rodeo	\$2,500.00

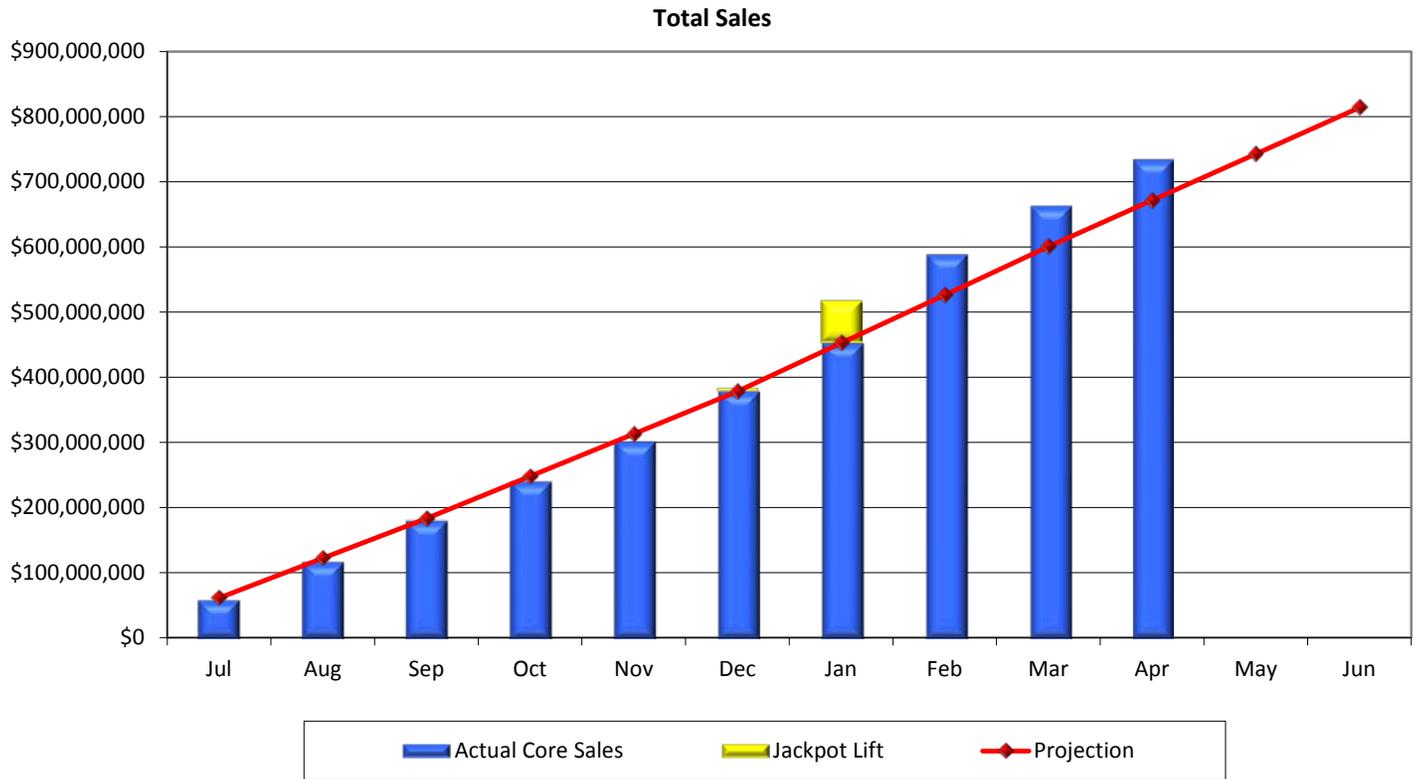
ATTACHMENT A



**Arizona Lottery
Dashboard
April 2016**

Fiscal Year 2016

**Arizona Lottery
FY 2016 Sales versus Projections**



Projection:	671,507,867
Actual Core:	663,494,649
Jackpot Lift:	70,000,000
Total Actual:	733,494,649
Difference:	61,986,782
% Difference:	9.2%

* Total sales are currently 9.2% above projections

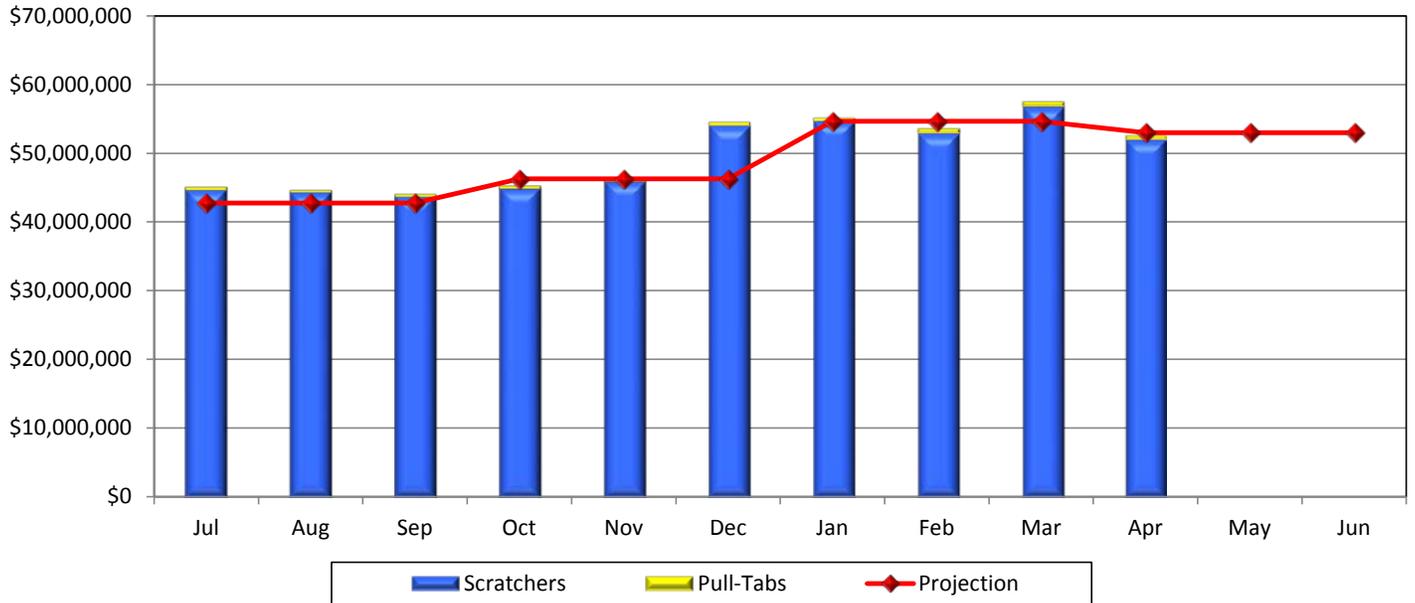
* The Instant product line (Scratchers & Pull-tabs) at \$499,262,158, currently 3.2% above projections.

* Total draw game sales of \$234,232,491, currently 24.9% above projections.

* The Multi-State draw games are currently 30.6% above projections; in-state games are 10.5% above projections.

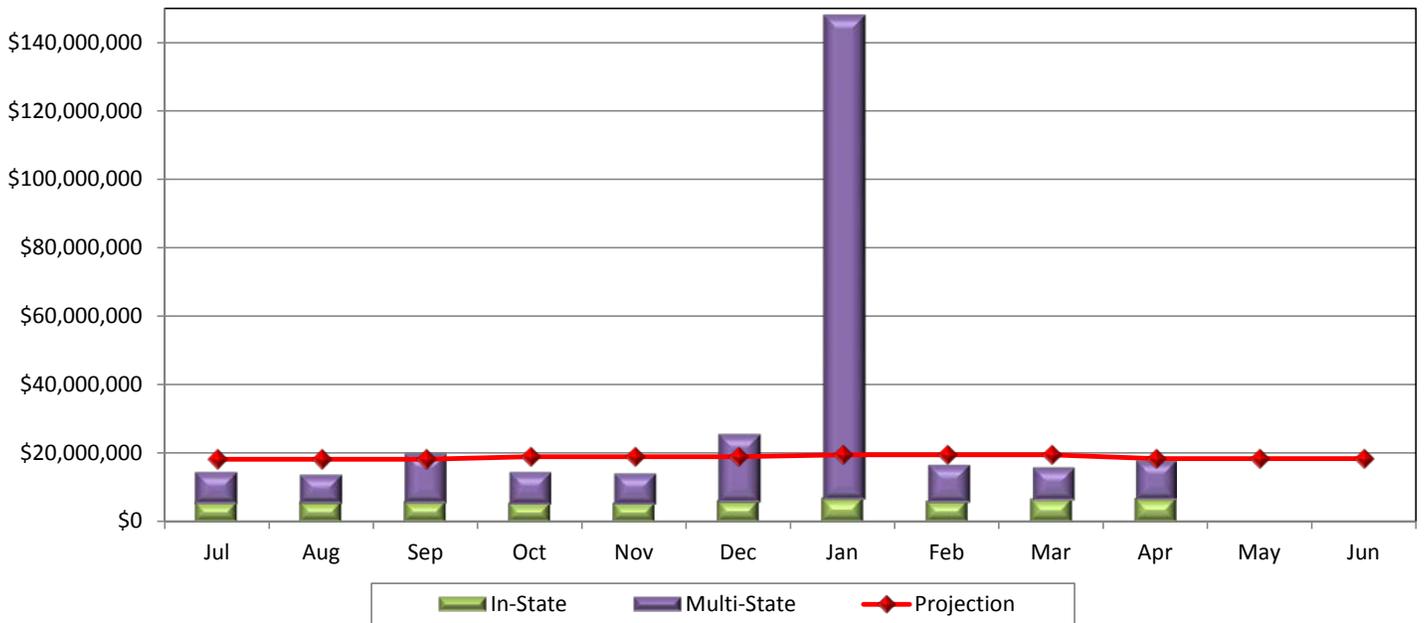
**Arizona Lottery
FY 2016 Sales versus Projections**

Instant Sales



Projection: 483,959,867
 Actual: 499,262,158
 Difference: 15,302,291
 % Difference: 3.2%

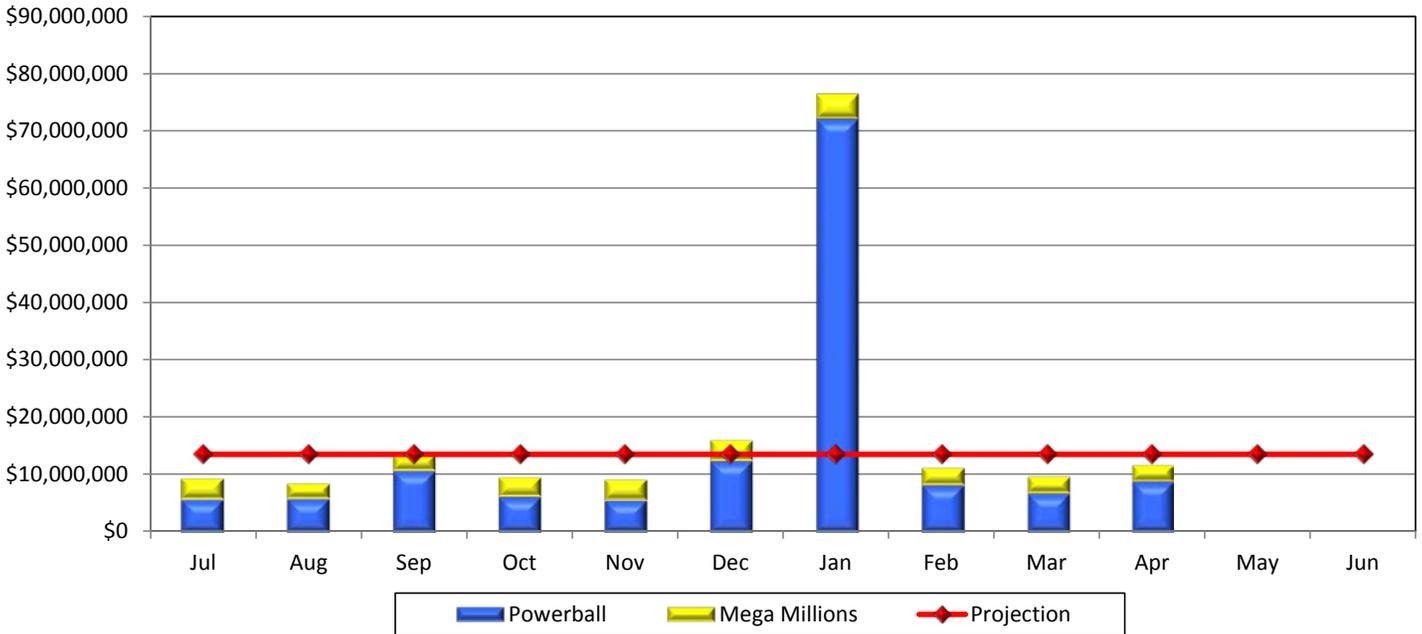
Total Draw Games



Projection: 187,548,000
 Actual: 234,232,491
 Difference: 46,684,491
 % Difference: 24.9%

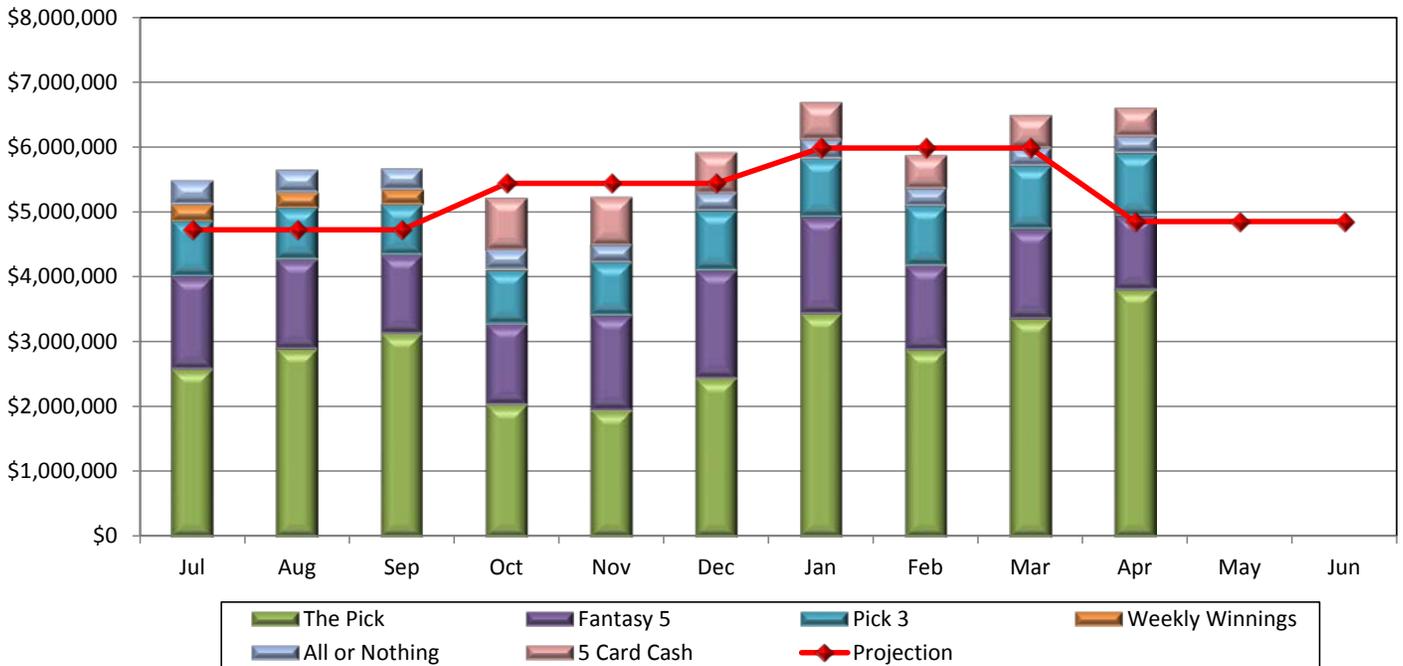
**Arizona Lottery
FY 2016 Sales versus Projections**

Multi-State Games



Projection: 134,250,000
 Actual: 175,359,609
 Difference: 41,109,609
 % Difference: 30.6%

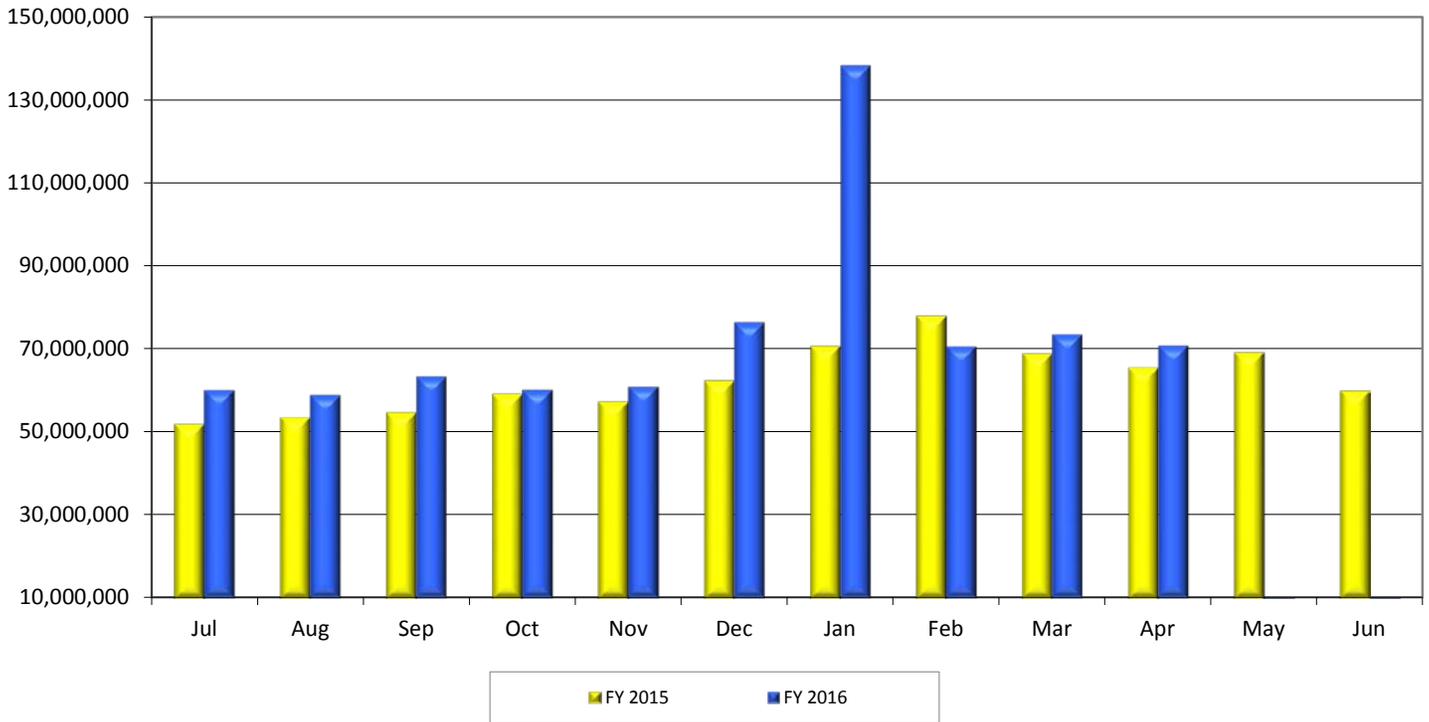
In-State Games



Projection: 53,298,000
 Actual: 58,872,882
 Difference: 5,574,882
 % Difference: 10.5%

**Arizona Lottery
FY 2016 versus FY 2015**

Total Sales

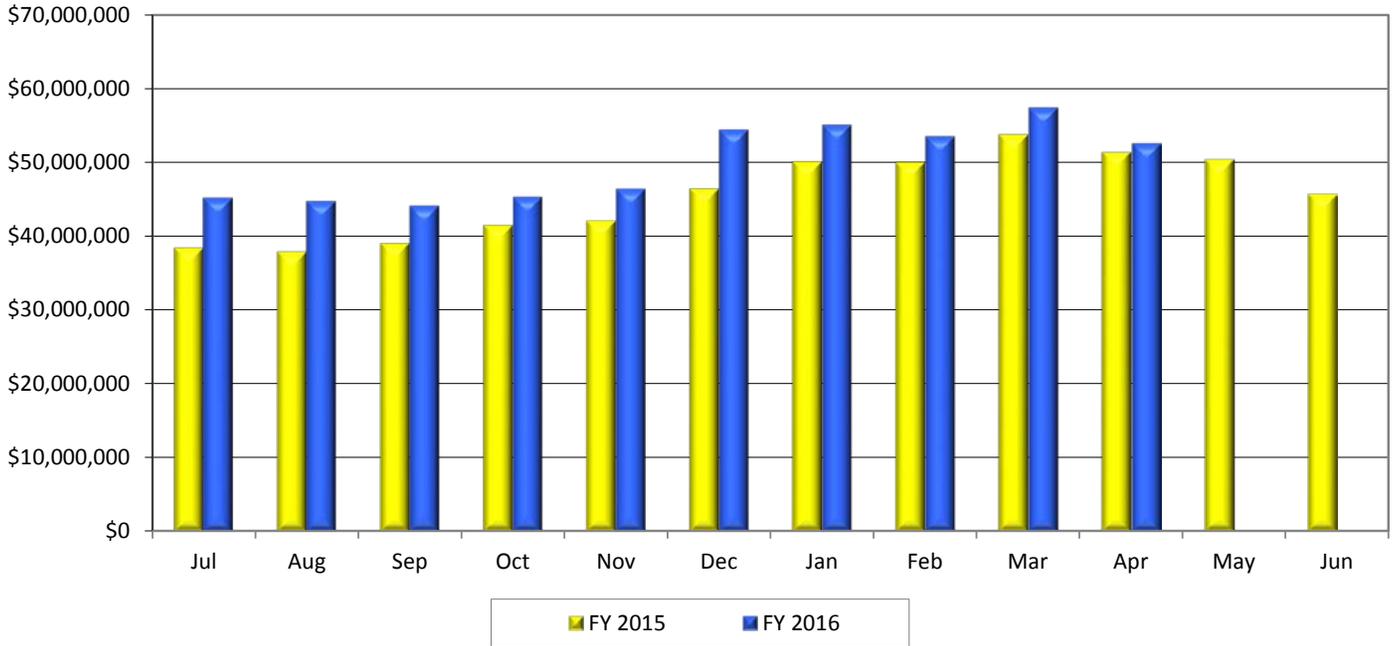


FY 2016	733,494,649
FY 2015	621,061,266
% Change	18.1%

- * Total sales are currently 18.1% ahead of last year.
- * The Instant product line (Scratchers & Pull-tabs) are 10.7% ahead of last year.
- * Total draw game sales are 37.7% ahead of last year.
- * Sales of the multi-state games, Powerball and Mega Millions are currently 48.3% ahead of last year.
- * Sales of the in-state games are currently 13.5% ahead of last year.

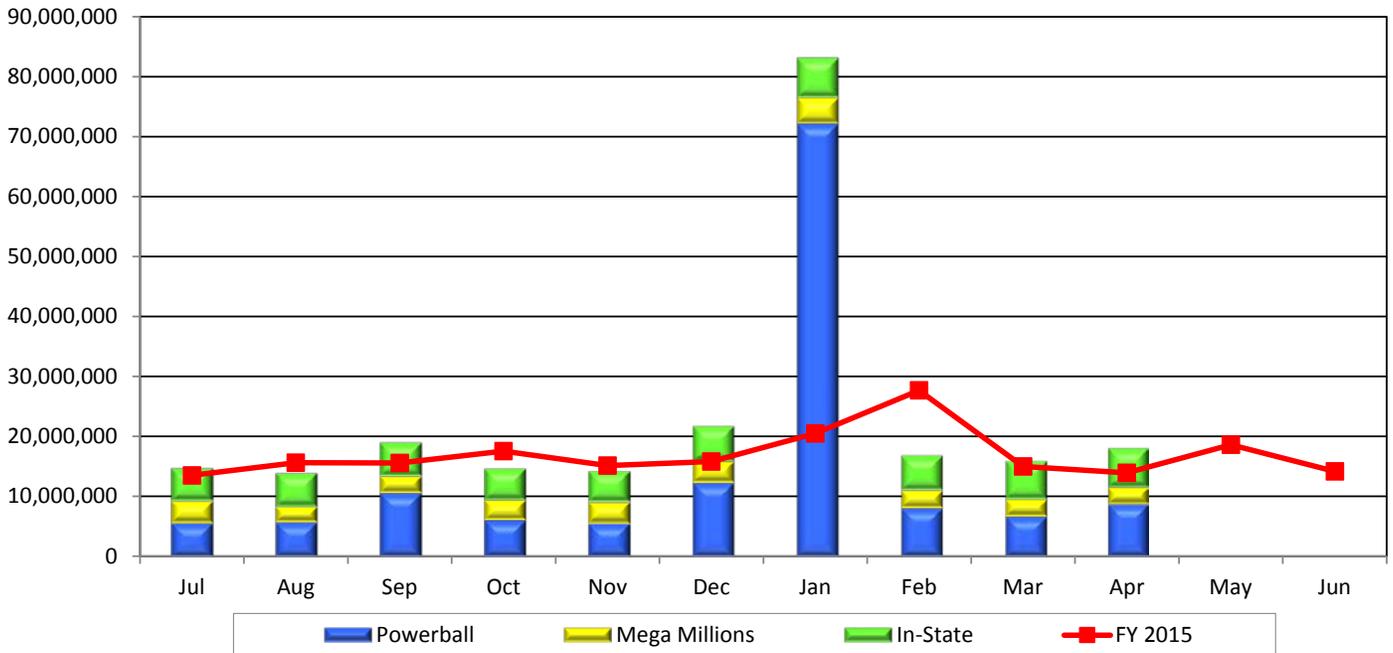
**Arizona Lottery
FY 2016 versus FY 2015**

Total Instant Games



FY 2016	499,262,158
FY 2015	450,974,421
% Change	10.7%

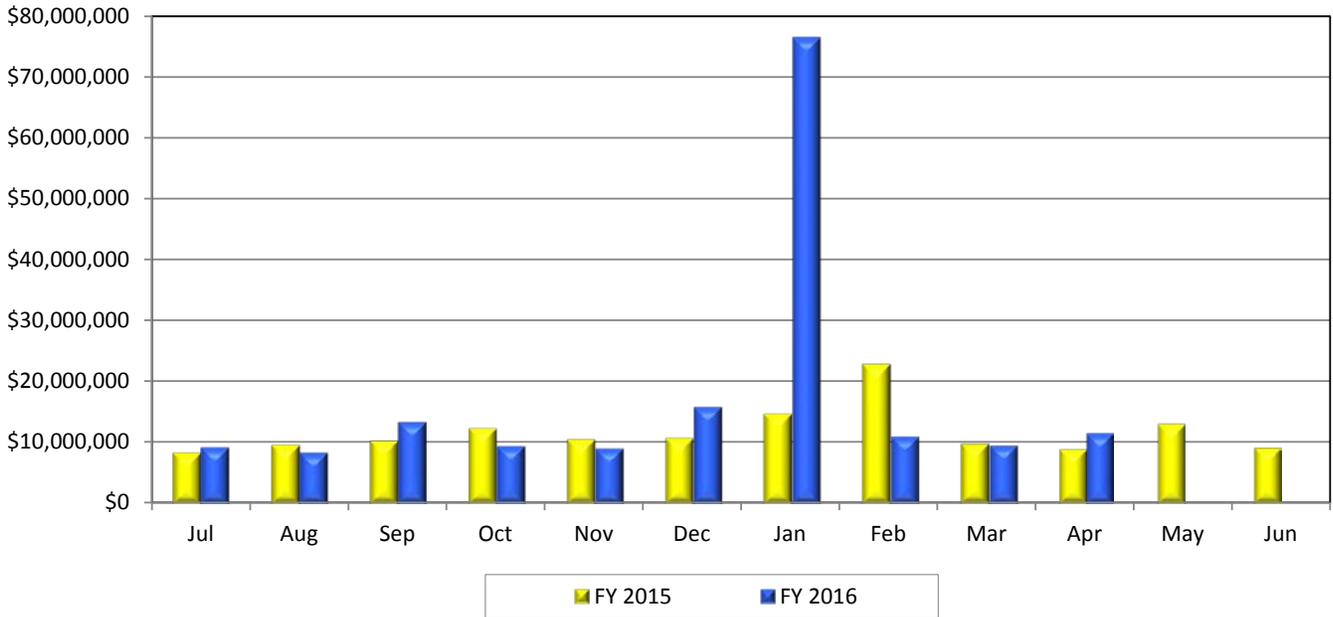
Total Draw Games



FY 2016	234,232,491
FY 2015	170,086,845
% Change	37.7%

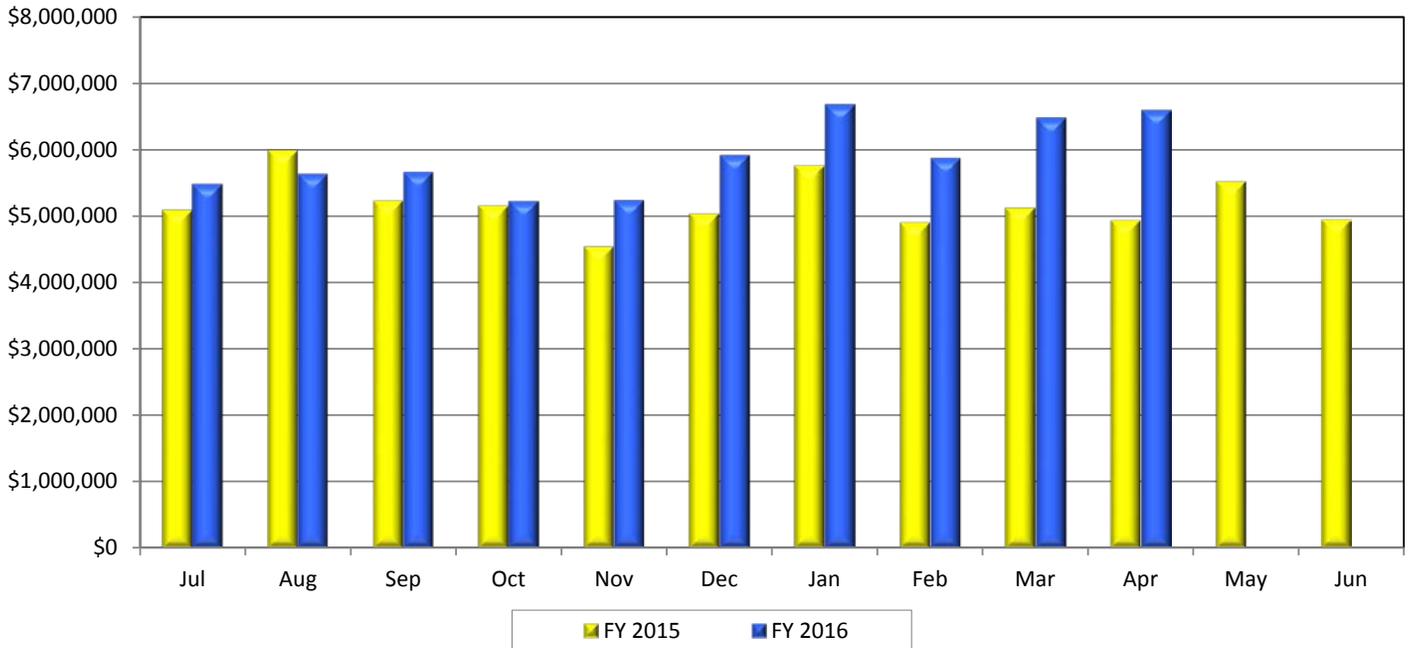
**Arizona Lottery
FY 2016 versus FY 2015**

Multi-State Jackpot Games



FY 2016	175,359,609
FY 2015	118,225,190
% Change	48.3%

Total In-State Games

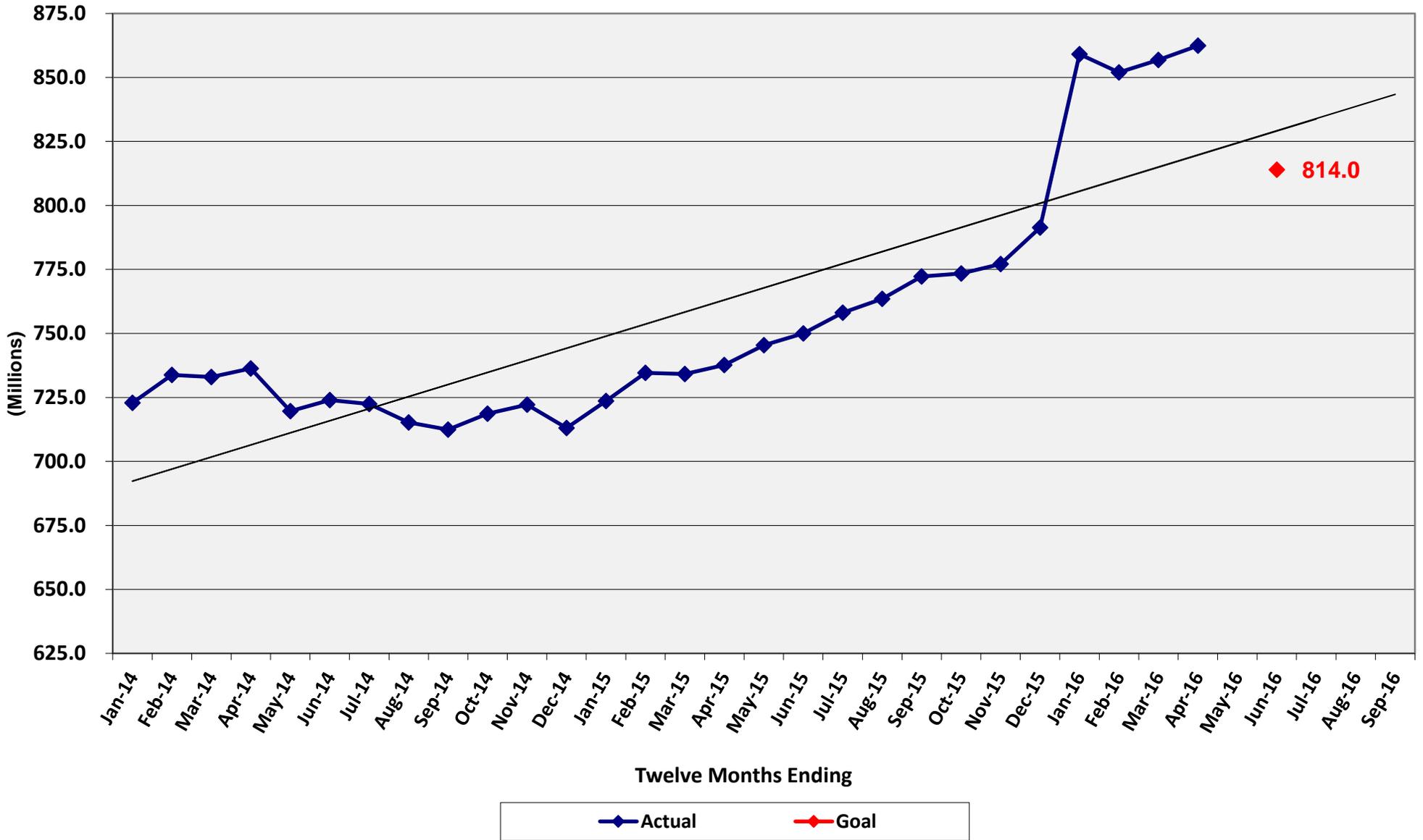


FY 2016	58,872,882
FY 2015	51,861,655
% Change	13.5%

Arizona Lottery
Sales by Product - FY 2016

Month	Scratchers	Instant Tabs	Total Instants	Powerball	Mega Millions	The Pick / EXTRA	Fantasy 5 / EXTRA	Pick 3	All Or Nothing	Weekly Winnings	5 Card Cash	Total Draw Games	Total Sales
July	44,762,330	450,366	45,212,696	5,763,799	3,627,153	2,582,698	1,425,781	852,825	363,932	262,250		14,878,438	60,091,134
August	44,414,146	379,050	44,793,196	5,902,069	2,548,809	2,893,009	1,378,843	796,506	340,102	237,118		14,096,456	58,889,652
September	43,796,339	385,836	44,182,175	10,744,756	2,810,199	3,129,067	1,212,089	777,945	324,994	225,022		19,224,072	63,406,247
October	44,978,294	416,928	45,395,222	6,243,435	3,330,685	2,040,103	1,241,266	824,639	304,364	20,098	804,064	14,808,654	60,203,876
November	45,957,929	513,420	46,471,349	5,623,792	3,574,033	1,952,954	1,456,703	817,537	274,874		743,752	14,443,645	60,914,994
December	54,036,756	440,220	54,476,976	12,514,149	3,553,725	2,439,498	1,664,069	913,539	281,512		631,664	21,998,156	76,475,132
January	54,693,763	439,398	55,133,161	72,229,844	4,329,119	3,432,991	1,488,743	897,617	297,262		569,502	83,245,078	138,378,239
February	52,931,953	637,320	53,569,273	8,262,537	2,925,452	2,876,887	1,299,425	914,863	275,110		514,218	17,068,492	70,637,765
March	56,772,406	650,796	57,423,202	6,831,780	2,859,437	3,358,373	1,372,822	975,248	282,746		498,094	16,178,500	73,601,702
April	51,982,504	622,404	52,604,908	8,883,335	2,801,501	3,797,792	1,140,201	964,429	259,914		443,828	18,291,000	70,895,908
May			0									0	0
June			0									0	0
YTD Sales	494,326,420	4,935,738	499,262,158	142,999,496	32,360,113	28,503,372	13,679,942	8,735,148	3,004,810	744,488	4,205,122	234,232,491	733,494,649
YTD Rtlr Commissions	32,131,217	987,148	33,118,365	9,294,967	2,103,407	1,852,719	889,196	567,785	195,313	48,392	273,333	15,225,112	48,343,477
% of Sales	67.4%	0.67%	68.1%	19.5%	4.4%	3.9%	1.9%	1.2%	0.4%	0.1%	0.6%	31.9%	100.0%
Avg Mo Sales	49,432,642	493,574	49,926,216	14,299,950	3,236,011	2,850,337	1,367,994	873,515	300,481	186,122	600,732	23,114,410	73,040,626

Annual Sales Trailing 12 Month Periods



**Arizona Lottery
Transfers To Other State Funds**

Month	Heritage Game & Fish	Healthy Arizona	State General Fund	Mass Transit LTAF II*	Homeless Shelters	State General Fund II	Arizona Commerce Authority	Univ Capital Debt Service	Dept of Gaming	Internet Crimes & Victims' Rights	Tribal College Dual Enrollment	C.A.S.A.	Total Transfers
July			3,750,175								41,150		3,791,325
August			3,750,175								81,722		3,831,897
September	3,094,200	6,356,000	16,681,650	4,528,600							37,128	739,776	31,437,354
**Approp Transfer									300,000				300,000
October			3,750,175										3,750,175
November			3,750,175										3,750,175
December	3,417,600	7,003,100	18,363,150	4,982,100								682,966	34,448,916
January			3,750,175										3,750,175
February			3,750,175										3,750,175
March	3,488,200	7,117,200	26,604,150	1,991,300	1,000,000	14,574,325				911,000		849,466	56,535,641
April													0
May													0
June													0
Profit Distribution													0
YTD Transfers	10,000,000	20,476,300	84,150,000	11,502,000	1,000,000	14,574,325	0	0	300,000	911,000	160,000	2,272,209	145,345,834
FY15 Transfers	10,000,000	20,199,500	84,150,000	11,444,400	1,000,000	3,537,400	0	0	300,000	1,000,000	0	2,412,866	134,044,166

*Clean Air Act
 **Pursuant to Proposition 202 (Compulsive Gambling Treatment)
 ***Pursuant to HB2001, FY14 for BREAZ
 ****Pursuant to HB2517 (Victims' Rights)

**Arizona Lottery
Transfers To Other State Funds
By Product - FY 2016**

5/12/2016

	Scratchers	Instant Tabs	Powerball	Mega Millions	The Pick / EXTRA	Fantasy 5 / EXTRA	Pick 3	All Or Nothing	Weekly Winnings	5 Card Cash	Instant Tabs Age Restricted	Unclaimed Age Restricted	Unclaimed Prizes Tribal	Unclaimed Prizes C.A.S.A.	Total Transfers
July	2,714,775	25,700	468,200	229,700	129,100	85,300	48,700	31,000	17,700				41,150		3,791,325
August	2,714,775	25,700	468,200	229,700	129,100	85,300	48,700	31,000	17,700				81,722		3,831,897
Gaming Department	217,100	2,100	37,500	18,400	10,300	6,800	3,900	2,500	1,400						300,000
September	19,835,450	70,300	5,002,800	1,922,100	2,022,300	894,000	545,900	210,900	156,700				37,128	739,776	31,437,354
October	2,714,775	25,700	468,200	229,700	129,100	85,300	48,700	31,000	17,700						3,750,175
November	2,714,775	25,700	468,200	229,700	129,100	85,300	48,700	31,000	17,700						3,750,175
December	22,115,550	86,000	5,525,200	2,312,500	1,446,700	985,600	580,100	166,300		548,000				682,966	34,448,916
January	2,714,775	25,700	468,200	229,700	129,100	85,300	48,700	31,000	17,700						3,750,175
February	2,714,775	25,700	468,200	229,700	129,100	85,300	48,700	31,000		17,700					3,750,175
March	25,806,250	116,825	22,204,700	2,221,000	2,304,000	932,200	641,500	164,800		383,900	11,000	900,000		849,466	56,535,641
April															0
May															0
June															0
Profit Distribution															0
Final Profit Distribution															0
YTD Transfers	84,263,000	429,425	35,579,400	7,852,200	6,557,900	3,330,400	2,063,600	730,500	246,600	949,600	11,000	900,000	160,000	2,272,209	145,345,834
Transfer % of Total Sales	11.5%	0.1%	4.9%	1.1%	0.9%	0.5%	0.3%	0.1%	0.0%	0.1%	0.0%		0.0%	0.3%	19.8%
YTD Sales	494,326,420	4,935,738	142,999,496	32,360,113	28,503,372	13,679,942	8,735,148	3,004,810	744,488	4,205,122					733,494,649
% of Sales by Product	67.4%	0.7%	19.5%	4.4%	3.9%	1.9%	1.2%	0.4%	0.1%	0.6%					99.4%
% of Transfer by Product	17.0%	8.7%	24.9%	24.3%	23.0%	24.3%	23.6%	24.3%	33.1%	22.6%					19.5%

FY16 Year-to-Date Budget Status APRIL



Date: 4/30/2016
Elapsed: 84%

	<u>Budget</u>	<u>Expenditures thru Apr.</u>	<u>Percent Expended</u>	<u>Balance</u>	<u>Comments</u>
Personal Services	4,467,400	3,209,900	72%	1,257,500	
ERE	2,077,300	1,374,800	66%	702,500	
Professional & Outside	386,800	347,800	90%	39,000	contracted IT/audit services
Travel In-State	271,600	177,200	65%	94,400	
Travel Out-of-State	16,800	10,200	61%	6,600	
Other Operating / Equip.	1,169,500	720,900	62%	448,600	
Operating Subtotal:	\$ 8,389,400	\$ 5,840,800	70%	\$ 2,548,600	
Advertising 1/	15,500,000	7,609,800	49%	7,890,200	
% of sales { Instant Tickets	20,118,800	9,780,300	49%	10,338,500	
{ On-Line Vendor Fees	9,519,900	7,653,400	80%	1,866,500	
{ Charitable Commissions	969,000	987,100	102%	(18,100)	sales tracking above JLBC forecast
{ Retailer Commissions	54,357,500	48,126,500	89%	6,231,000	sales tracking above JLBC forecast
Total Budget:	\$ 108,854,600	\$ 79,997,900	73%	\$ 28,856,700	

1/ Advertising agency expenses are typically one month behind.

Notes on Sales-Related Line Items:

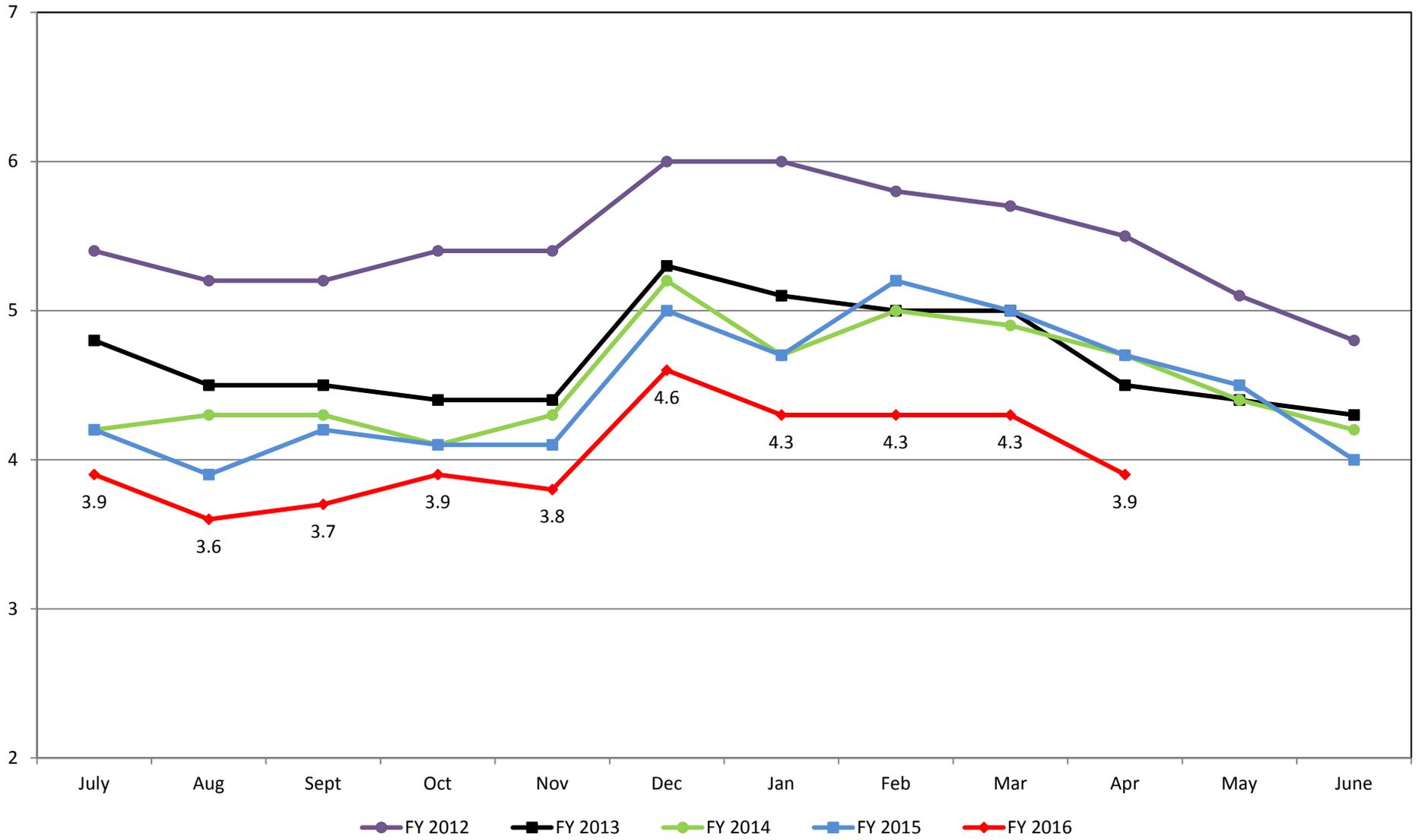
Instant Tickets: Appropriated based on 3.6% of sales. The budget reflects the JLBC instant sales estimate of \$558.9 million for FY16.

On-Line Vendor Fees: Appropriation based on percentage of on-line sales as determined by contract. The budget reflects the JLBC on-line sales estimate of \$257.3 million for FY16.

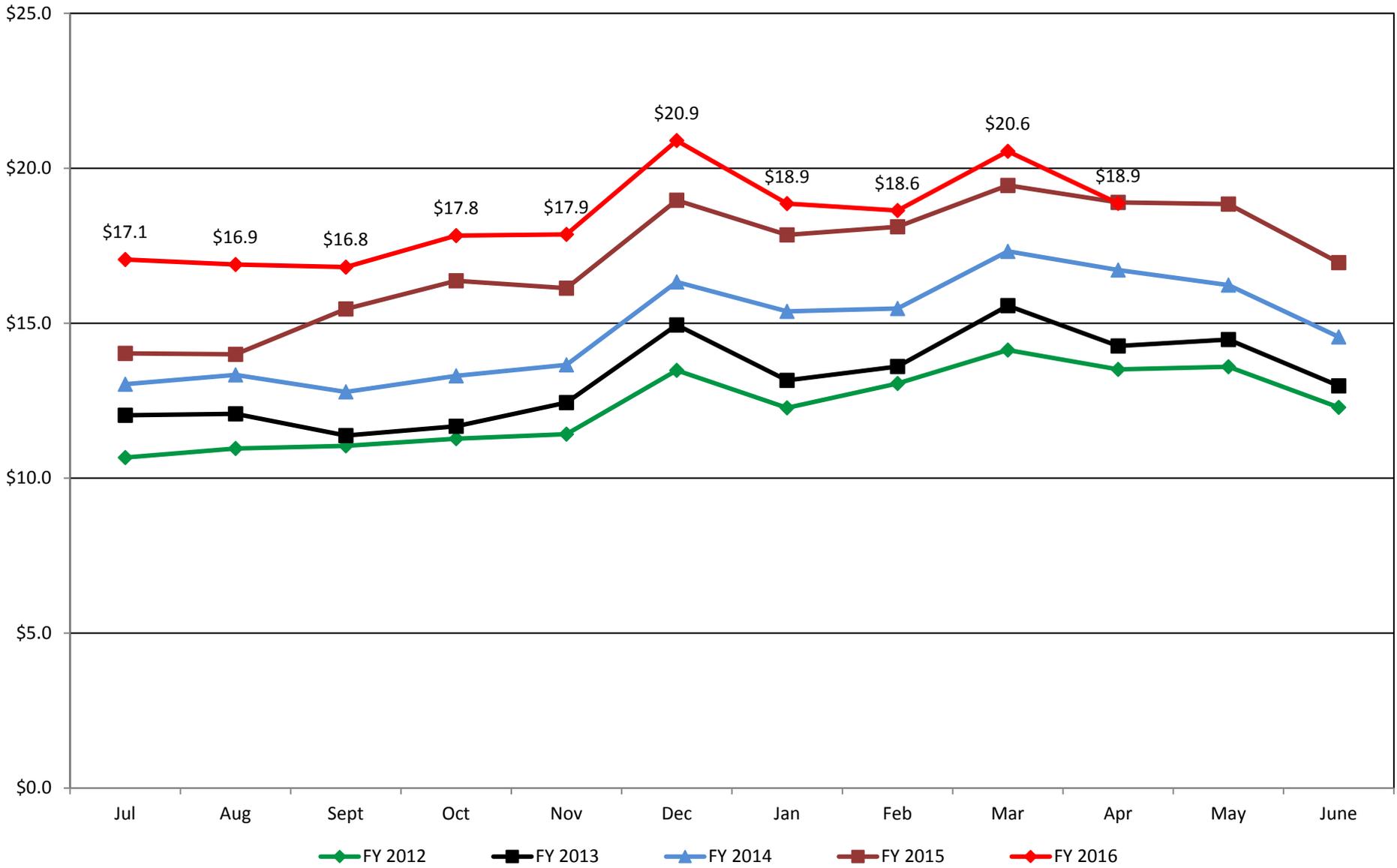
Charitable Commissions: The compensation rate is 20% of instant tab ticket sales. The budget reflects the JLBC sales estimate of \$4.84 million for FY16.

Retailer Commissions: The compensation rate is 6.5% plus up to an additional .5% based on performance criteria. The budget reflects the JLBC estimated compensation rate of 6.7% based on total sales of \$816.2.

**Arizona Lottery
Ticket Vending Machine - Monthly Out-of-Stock Averages**



**Arizona Lottery
Vending Machine Sales - Instant Tickets**



**Draw Games - Advertised Jackpot Comparisons
April FY2016 vs FY2015**

Powerball	FY2016 Jackpot			FY2015 Jackpot		
	Wed	Sat	Wkly Sales	Wed	Sat	Wkly Sales
04/02/16	\$116.0	\$135.0	\$1.64	\$50.0	\$60.0	\$1.50
04/09/16	\$148.0	\$168.0	\$1.67	\$70.0	\$80.0	\$1.50
04/16/16	\$184.0	\$205.0	\$1.83	\$40.0	\$50.0	\$1.35
04/23/16	\$227.0	\$251.0	\$2.07	\$40.0	\$50.0	\$1.33
04/30/16	\$282.0	\$314.0	\$2.62	\$60.0	\$70.0	\$1.38
Total Monthly Sales	\$8,883,335			\$6,049,419		

Mega Millions	FY2016 Jackpot			FY2015 Jackpot		
	Tue	Fri	Wkly Sales	Tue	Fri	Wkly Sales
04/02/16	\$43.0	\$50.0	\$0.59	\$20.0	\$25.0	\$0.63
04/09/16	\$57.0	\$65.0	\$0.59	\$30.0	\$39.0	\$0.62
04/16/16	\$72.0	\$80.0	\$0.61	\$47.0	\$55.0	\$0.67
04/23/16	\$89.0	\$97.0	\$0.64	\$65.0	\$74.0	\$0.74
04/30/16	\$108.0	\$118.0	\$0.74	\$85.0	\$96.0	\$0.81
Total Monthly Sales	\$2,801,501			\$2,904,100		

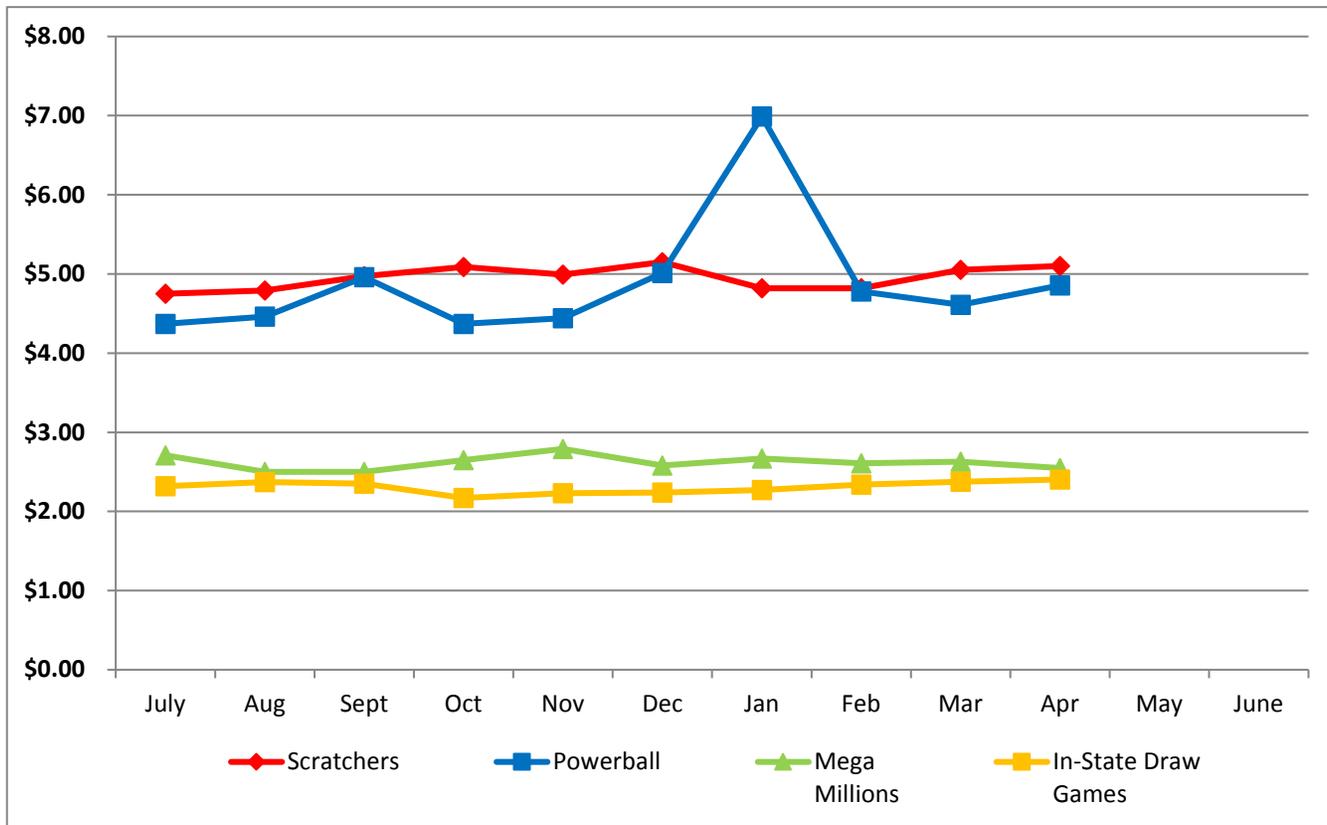
The Pick	FY2016 Jackpot			FY2015 Jackpot		
	Wed	Sat	Wkly Sales	Wed	Sat	Wkly Sales
04/02/16	\$6.5	\$6.6	\$0.81	\$1.0	\$1.1	\$0.48
04/09/16	\$6.8	\$7.0	\$0.84	\$1.1	\$1.2	\$0.47
04/16/16	\$7.2	\$7.4	\$0.86	\$1.2	\$1.3	\$0.48
04/23/16	\$7.5	\$7.6	\$0.86	\$1.3	\$1.4	\$0.47
04/30/16	\$7.8	\$8.0	\$0.91	\$1.4	\$1.5	\$0.49
Total Monthly Sales	\$3,797,792			\$2,050,124		

Jackpot and weekly sales amounts are in millions

High jackpot for the period

**Arizona Lottery
Average Wager Transactions - By Game**

	Scratchers	Powerball	Mega Millions	In-State Draw Games
July	\$4.75	\$4.37	\$2.71	\$2.32
Aug	\$4.79	\$4.46	\$2.50	\$2.37
Sept	\$4.97	\$4.96	\$2.50	\$2.35
Oct	\$5.09	\$4.37	\$2.65	\$2.17
Nov	\$4.99	\$4.44	\$2.79	\$2.23
Dec	\$5.15	\$5.01	\$2.58	\$2.24
Jan	\$4.82	\$6.99	\$2.67	\$2.27
Feb	\$4.82	\$4.78	\$2.61	\$2.34
Mar	\$5.05	\$4.61	\$2.63	\$2.38
Apr	\$5.10	\$4.85	\$2.55	\$2.40
May				
June				
Average	\$4.95	\$4.88	\$2.62	\$2.31



New Business Item #1
Instant Scratch Game Profiles
Report to Arizona Lottery Commission
May 20, 2016

This report has been provided to the Lottery Commission regarding instant scratch 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 are new instant scratch game profiles: *\$250,000 Crossword #1074*, and *Slingo® Trio #1081*.

\$250,000 Crossword #1074. This \$20 game has a top prize of \$250,000 and will be printed at a quantity of approximately 1.2 million tickets.

Slingo® Trio #1081. This \$5 game has a top prize of \$50,000 and will be printed at a quantity of approximately 1.9 million tickets.

Attachments (Commissioners only)

New Business Item #2
Promotion Profile #77
35th Anniversary – 2nd Chance Drawings – Amendment #1
Report to Arizona Lottery Commission
May 20, 2016

This report is being presented to the Commission to amend the promotion profile for the 35th Anniversary 2nd Chance Drawings to change the start dates of two games that are part of this promotion, allowing players more time to enter the promotion. The two TBD games have been identified, and the game information has been updated.

The \$5 game *Stacks of Cash* #1070 and \$2 game *Gold Rush* #1071 have been designated as the final two games for this promotion. The August 2, 2016 start date was moved to July 5, 2016. The September 6, 2016 start date was moved to August 2, 2016.

The Commission is asked to approve this profile.

Attachments (Commissioners only)