



DECEMBER 16, 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 December 16, 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 November 18, 2016, Public Meeting

Agency Reports

1. Directors Presentation
2. Marketing Update

New Business

1. Discussion and Action on new instant scratch game profiles: *Win it All #1101, and Double Doubler #1107.*

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 January 20, 2017, at 9:00 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 9th day of December, 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 NOVEMBER 18, 2016**

PRESIDING Chair Jeff Weintraub

COMMISSIONERS Michael Love, Andy Anderson, and Kristine Burnett

LOTTERY Gregg Edgar, Executive Director; Chris Rogers, Director of Products & Marketing; Raynie Hosto, Director of Sales; Biju Kamaleswaran, Chief Financial Officer; and Lisa Wahlin, Director of Legal Services
Kimberly Siddall, Jacqui Ayala, Ivy Gilio, Pam DiNunzio, Shelby Alessi, Nikki O'Shea, Anita Wadkar, and Michael Schiefelbein

GUESTS GTECH Representatives: Russ Harben and Serena Arlotta
Scientific Games Representatives: Topper Wilson and Julio Dieppa
Owens Harkey Representatives: Scott Harkey and Dawn Kemmer
Attorney General Representative: Grant Pearson

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

Chair Weintraub entertained a motion to approve the minutes of the September 23, 2016, Public meeting; Vice-Chair Love moved, Commissioner Burnett seconded. All members voting aye, motion carried.

Chair Weintraub entertained a motion to approve the minutes of the October 27, 2016, Public meeting; Vice-Chair Love moved, Commissioner Burnett seconded. All members voting aye, motion carried.

Directors Report Director Edgar highlighted two beneficiaries who have benefited through our Community Sponsorship Program - the Military Assistance Mission and the Veterans Medical Leadership Council. He stated that one of our initiatives is to increase awareness around our beneficiaries and what we are doing in our communities. To accomplish this, we have started a program with Arizona Republic and Republic Media called native advertising where we pay to run articles. Director Edgar provided a copy of the most recent article to the Commission. Chair Weintraub asked if the program was pretty reasonably priced. Mr. Rogers said he did not have the exact costs in front of him but thinks it is about a \$35,000 investment for the entire program.

Director Edgar said he had a couple of things he wanted to go over as we get into the financial portion of the presentation. He said when we laid out our projections for FY17 we tried to be conservative, yet aggressive. He said FY16 was a 16% growth year

driven largely by the fact that we had the \$1.5 billion Powerball jackpot. He said we tried to be responsible in our projections by pushing for 1% growth, while knowing that was a bit of an aggressive goal. He said our total gross sales projection was \$877 million and we are off on that projection right now. He said draw games and scratchers are down not only in Arizona but in other states as well. Director Edgar said this is industry-wide and is hurting lotteries across the country. He said one contributing factor is the election cycle that we are in. Director Edgar said draw games right now are up over the same time last year, but that's about to change as we go into December and January because that is when the Powerball run began last year. He said another factor involves the vending machines. When we went into conversion we lost draw game sales through the vending machines. He said we still haven't calculated the impact of that, but the estimate going into it was that it would be 5%. With respect to Scratcher Games, Holiday game sales were down in the beginning and there are some issues with pack size because the \$400 pack size caused some of our retailers not to carry those games.

He outlined the counter-measures we are taking are to push holiday ticket advertising sooner than originally planned, that new vending machines will be coming in January, and that we are purchasing jackpot signs to be placed in the top 40% of our retailers. Past studies have shown stores with jackpot signs received a 6.5% lift. We are also adding a \$30 ticket and that higher price points are becoming more of a trend in our industry, noting that 17 other states have them. He said we are looking to launch that ticket in February pending the Commission's approval but thinks that it will have a pretty significant impact.

Chair Weintraub said we are ahead of last year and it looked like it was entirely because of July and wanted to know what happened in July. Director Edgar said that there was a Mega Millions jackpot run. Chair Weintraub wanted to know if the new vending machines and jackpot signs were factored into our projections. Director Edgar said no.

Commissioner Burnett asked about pushing the holiday advertising sooner. Director Edgar said we pushed it forward about a 1 ½ months. Commissioner Burnett asked if television was a component in addition to radio. Mr. Rogers said we are looking into that right now.

Director Edgar wanted to reinforce that we have been messaging that it is unreasonable to expect another \$1.5 billion Powerball in January. That may only happen once in ten years, so that type of lift is not something we are counting on.

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

Products Update Mr. Schiefelbein provided an overview of the new instant scratch games that are launching in December and shared some of the games planned for the near future.

Vice-Chair Love said he liked the idea of trying a \$30 ticket and asked where the idea of \$30 as opposed to a \$40 ticket came from. Mr. Schiefelbein said that we had to look at what other lotteries have done and most have started with a \$25 or \$30 price point. Vice-Chair Love asked how we came up with the top prize of \$3.5 million. Mr. Schiefelbein said we spent a lot of time on that. He said we actually started with a lower top prize and did not want to over shadow Cash Explosion, but with the \$20 Cash Explosion ticket having a top prize of \$2.5 million, we needed a higher top prize in order to get that player to move to a higher price point.

Director Edgar asked Mr. Schiefelbein to touch on the lower prize structure. Mr. Schiefelbein said there is \$16 million in the prize structure at the \$500 prize level, which is a significant amount. One of the factors considered is what speaks to the players at this price point and we feel that \$500 spot is a good place to have a lot of wins. We also have 160,000 prizes from \$100 - \$10,000. Director Edgar said the feedback that we get from players at this price point is that they play this game not necessarily to win a lot, but to win \$100 - \$200 often.

Vice-Chair Love said it makes him question how much of this was driven by the consumers' perspective versus the Lottery numbers perspective. He said he fully appreciates that the players want to win something but wonders how much field research went in to the higher priced game. Mr. Rogers stated that we have asked players how they feel about a \$30 price point but have not asked them about the prize structure. Anecdotally, we do get a lot of positive feedback about the amount of prizes that go into the \$200 Million Cash Explosion, but there could be further research done. Vice-Chair Love asked if we have a plan to have a focus group regarding the \$30 ticket. Mr. Rogers said we do not because of when this is launching. We want to get it in market as soon as possible because we will be running against the \$1.5 billion jackpot. He said we feel that we have enough anecdotal information from other lotteries and suppliers that we are comfortable with launching it.

Vice-Chair Love said he thinks it is a great launch but is more concerned with what happens if it does not do well. He said we have seen with Monopoly that you can think it will be great and then find out that it's not so great once it is in the market. He would appreciate in 3-6 months learning more of what the consumer thinks.

Chair Weintraub asked what the down-side is if the ticket flops. Mr. Schiefelbein said the game could be in the marketplace longer than we anticipated, but said we factored that in when considering the ticket quantity. He said in terms of risk, it is more about the length of time in market and percent of sell-through. Director Edgar said the biggest impact is in the prize structure. If it is not selling well, the highest risk factor is being taken out of the mix because the prizes are not out there in the marketplace. What it does do is hold up a spot from another game until we decide to pull it. Chair Weintraub verified that we could pull it at any time. Director Edgar said yes and that Gamebook was a good example. It was not performing well and we pulled it. Commissioner Anderson asked if there was a standard percentage of sales to break even. Director

Edgar said that we are working to get a calculator and a more scientific approach to determining this.

Commissioner Burnett asked what states we look at that are similar in size and demographics. Mr. Schiefelbein said Missouri and Indiana are close and Washington is one we look at as well.

Marketing Update Mr. Rogers provided a Marketing and Advertising Update.

New Business Chair Weintraub asked if any members of the public would like to address the Commission regarding new instant scratch game profiles: *Wild 1* #1095, *Play Ball* #1097, *Ultimate Millions* #1098, *Loteria Arizona* #1099, and *Super 9s* #1100. 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 instant scratch game profiles: #1095, #1097, #1098, #1099, and #1100. Commissioner Anderson 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. Mike Draper requested to speak.

Announcements The next Commission meeting will be held December 16, 2016, at 10:00 a.m.

Adjournment Chair Weintraub entertained a motion to adjourn, Vice-Chair Love moved; Commissioner Anderson seconded. All members voting aye, the motion carried. Meeting adjourned at 10:56 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
 December 16, 2016

Directors Presentation – (Attachment A)

Marketing Update

New Games Introduction

New Games Introduction The following games were introduced since the last commission meeting: *3 in a Row #1056, Triple Red 7's #1068, Black Pearls #1072, and "7" #1084.*

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.

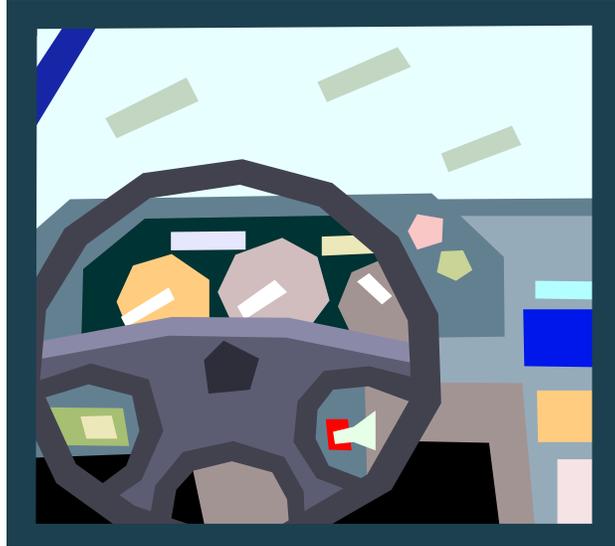
Date Ended	Price Point	Game No.	Game Name	Beginning Inventory	% Sold
11/29/16	\$2	1045	Fireball 5's	1,763,100	86.1%
12/06/16	\$5	1087	Arizona Cardinals	1,995,280	41.1%

Events/Sponsorships

Organization	Event / Program Name	Amount Awarded	Date(S)
CASA of Yavapai County	CASA Appreciation/Holiday Dinner	\$1,500.00	12/16/16
Boy Scouts	The Taste of Arizona Festival	\$4,500.00	12/3/16
ICAN	dreamBIG	\$4,500.00	12/2/16
Red Note Foundation	4 th Annual Christmas Concert	\$1,000.00	12/5/16
Arizona's Children Association	Dancing for Arizona's Children	\$1,000.00	12/3/16
Arizona Association of Counties	2016 Annual Conference & Mid-Year Conference	\$4,000.00	12/1/16
National Kidney Foundation of Arizona	2016 NKF Golf Classic, Dancing with the Stars Arizona, Kidney Walk	\$1,000.00	12/2/16

Central Arizona Dental Society Foundation	Arizona Dental Mission of Mercy	\$2,500.00	12/9/16-12/10/16
Lodestar Day Resource Center at the Human Services Campus	I AM HOME Breakfast	\$2,000.00	12/9/16
Boys & Girls Club of Central Arizona	Inspiring Young Minds Breakfast	\$500.00	12/1/16
Arizona Game & Fish Department	SECC Campaign	\$0.00	12/6/16

ATTACHMENT A

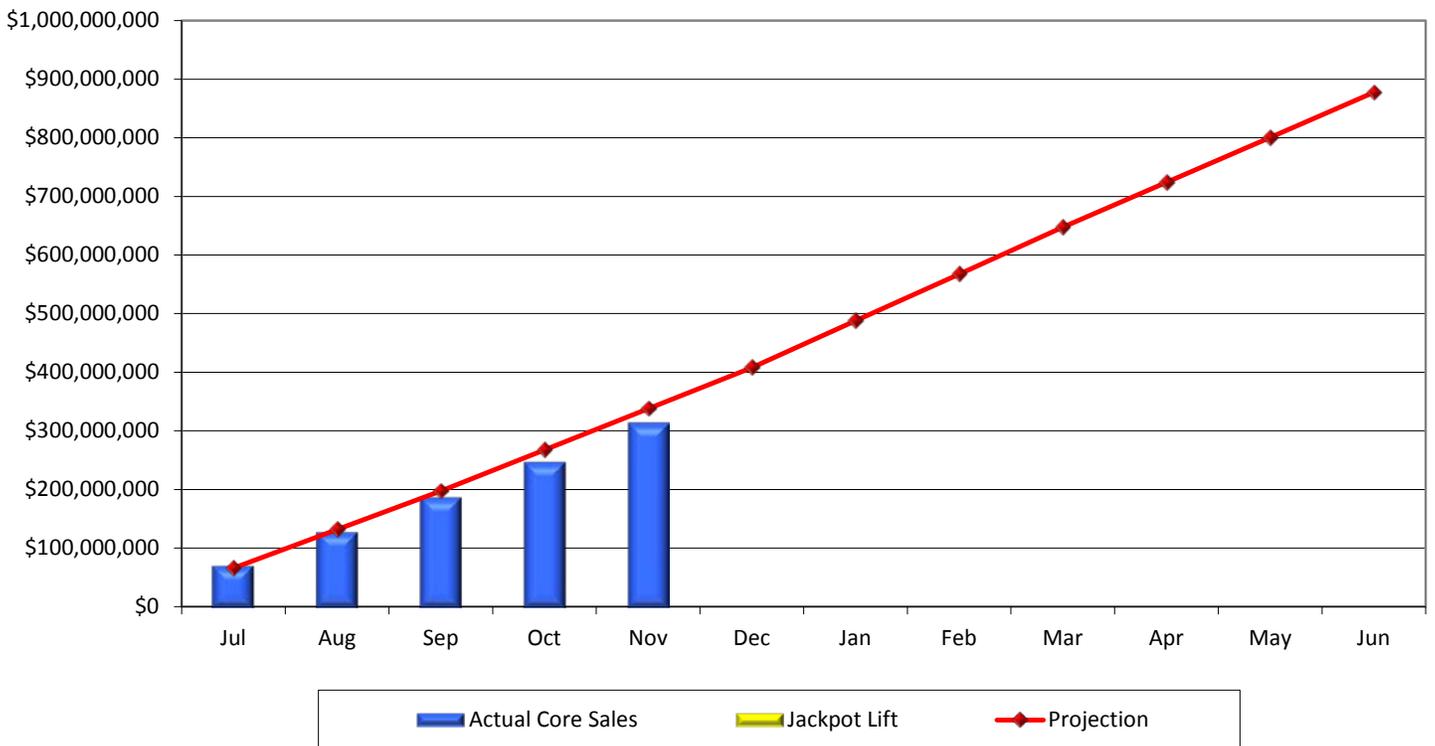


**Arizona Lottery
Dashboard
November 2016**

Fiscal Year 2017

**Arizona Lottery
FY 2017 Sales versus Projections**

Total Sales



Projection: 337,721,067
 Actual Core: 314,843,405
 Jackpot Lift: 0
 Total Actual: 314,843,405
 Difference: -22,877,662
 % Difference: -6.8%

* Total sales are currently 6.8% below projections.

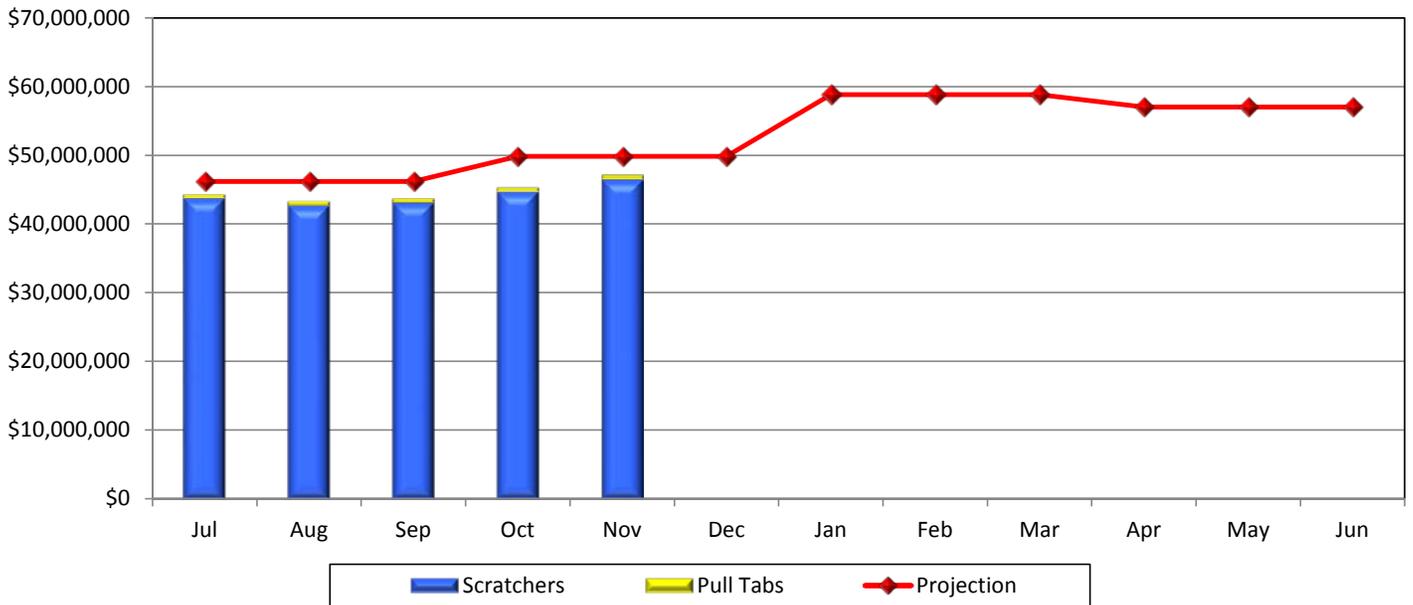
* The Instant product line (Scratchers & Pull-tabs) at \$223,906,371 are currently 6.0% below projections.

* Total draw game sales of \$90,937,034 are currently 8.6% below projections.

* The Multi-State draw games are currently 12.3% below projections; in-state games are 1.0% above projections.

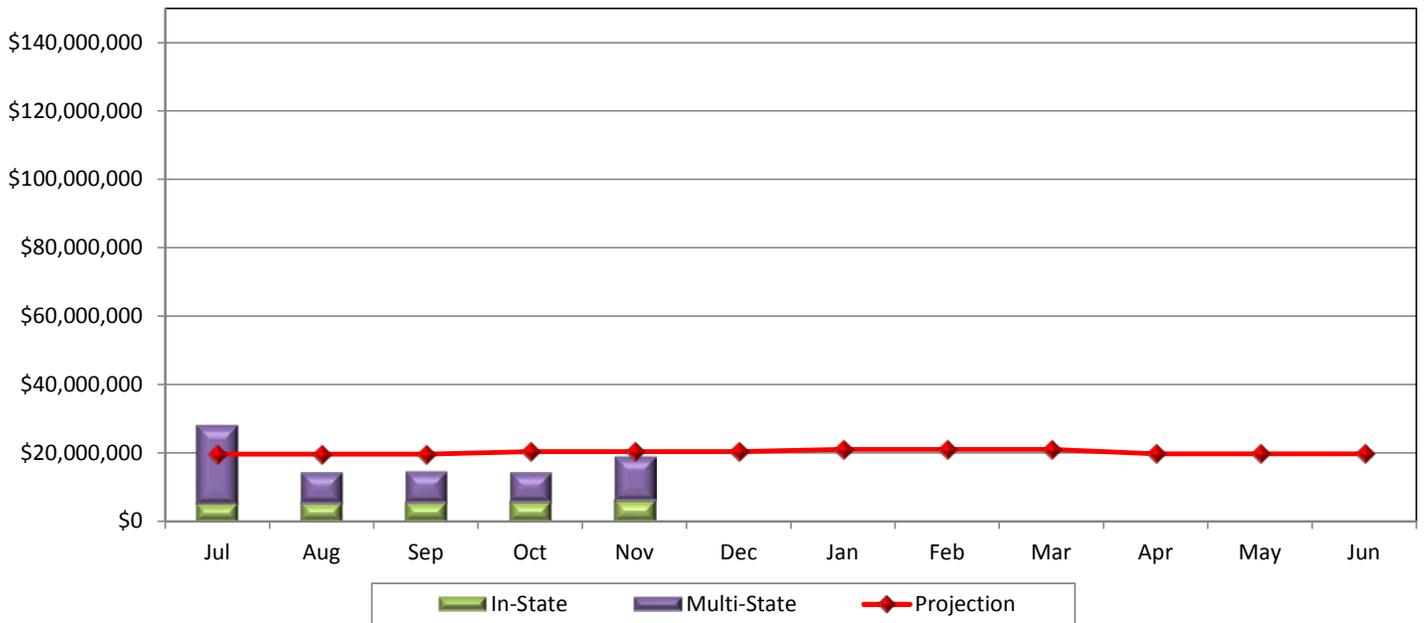
**Arizona Lottery
FY 2017 Sales versus Projections**

Instant Sales



Projection: 238,198,733
 Actual: 223,906,371
 Difference: -14,292,362
 % Difference: -6.0%

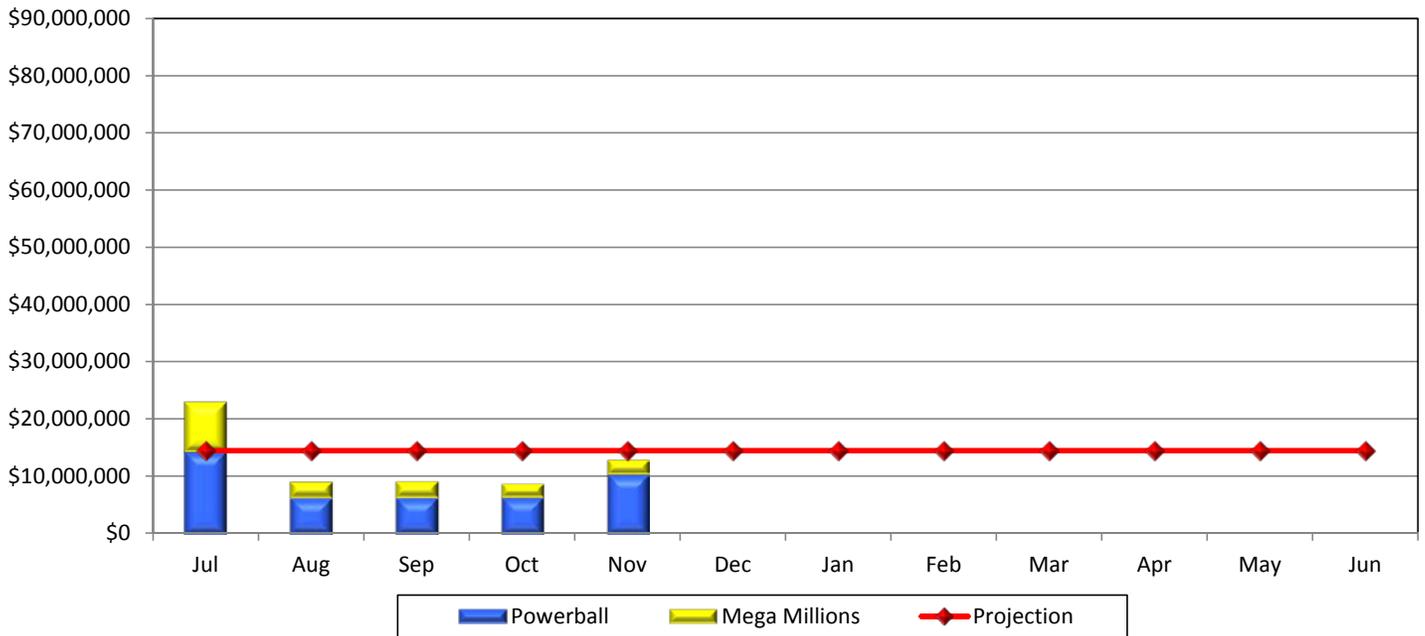
Total Draw Games



Projection: 99,522,333
 Actual: 90,937,034
 Difference: -8,585,299
 % Difference: -8.6%

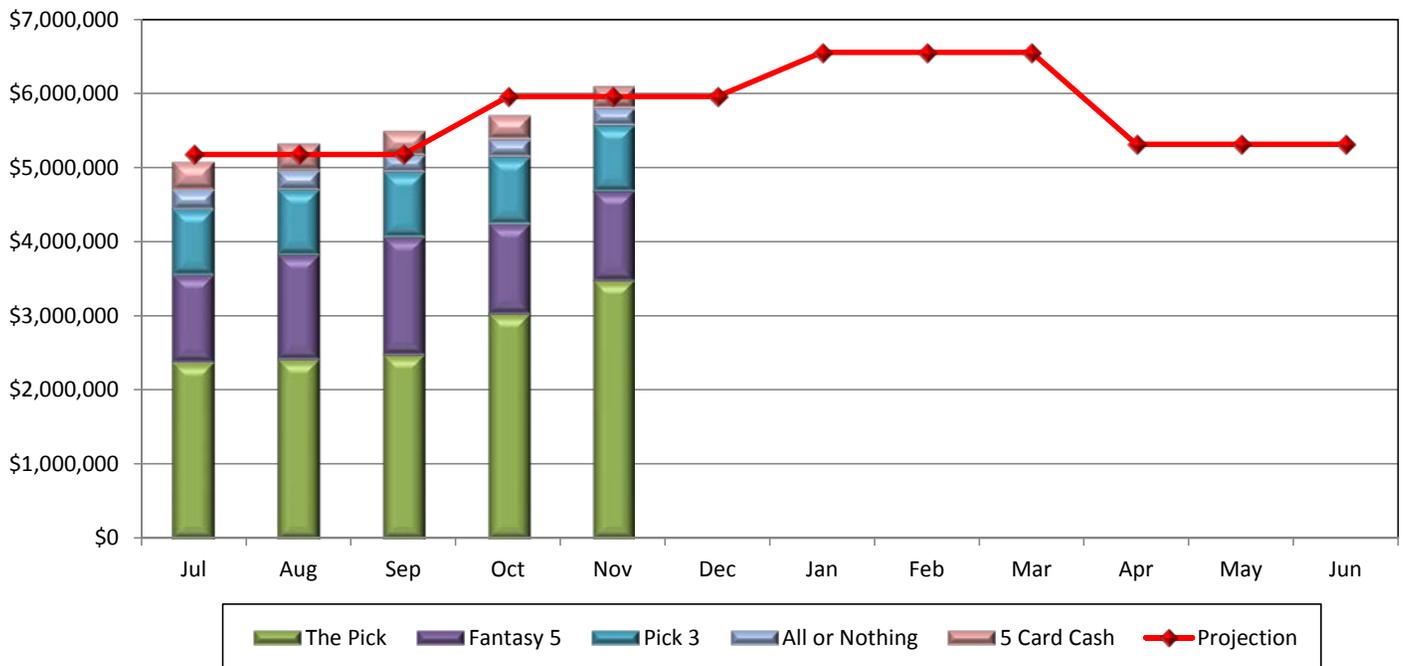
**Arizona Lottery
FY 2017 Sales versus Projections**

Multi-State Games



Projection: 72,083,333
 Actual: 63,227,673
 Difference: -8,855,660
 % Difference: -12.3%

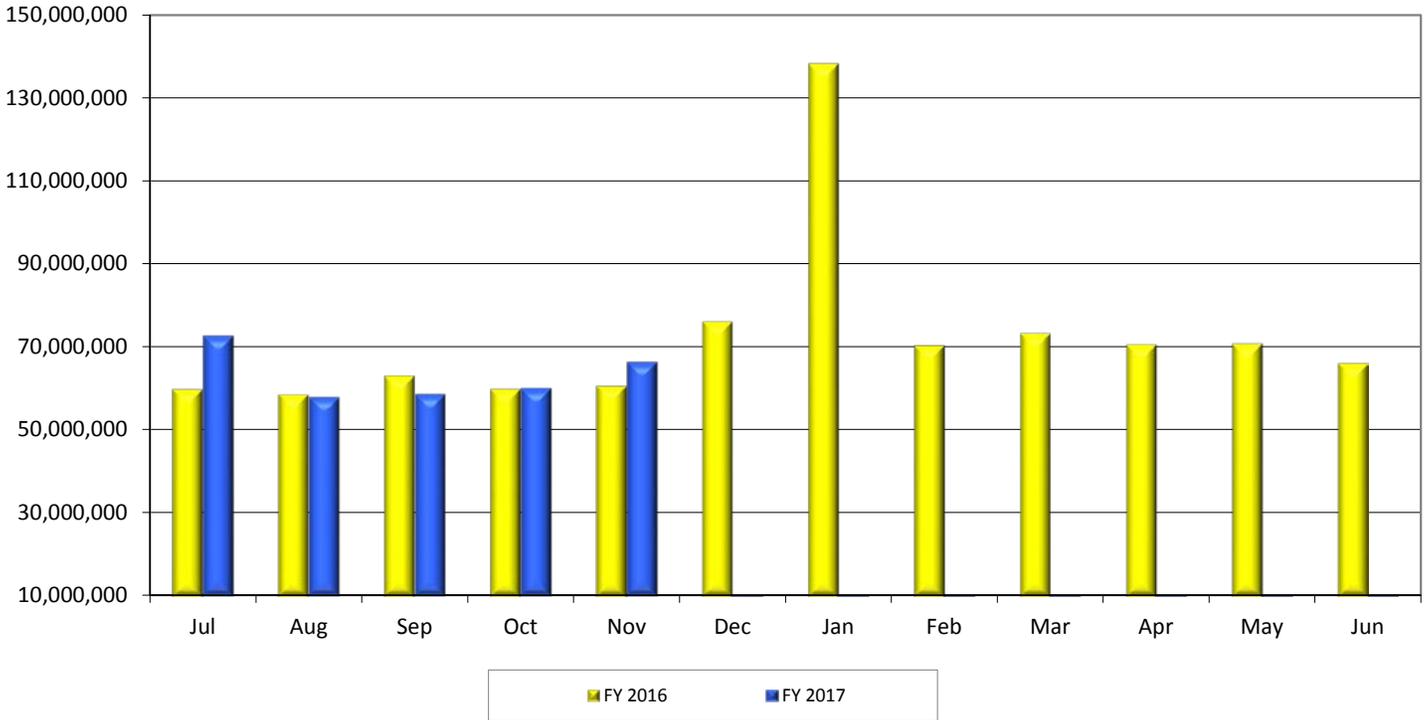
In-State Games



Projection: 27,439,000
 Actual: 27,709,361
 Difference: 270,361
 % Difference: 1.0%

**Arizona Lottery
FY 2017 versus FY 2016**

Total Sales

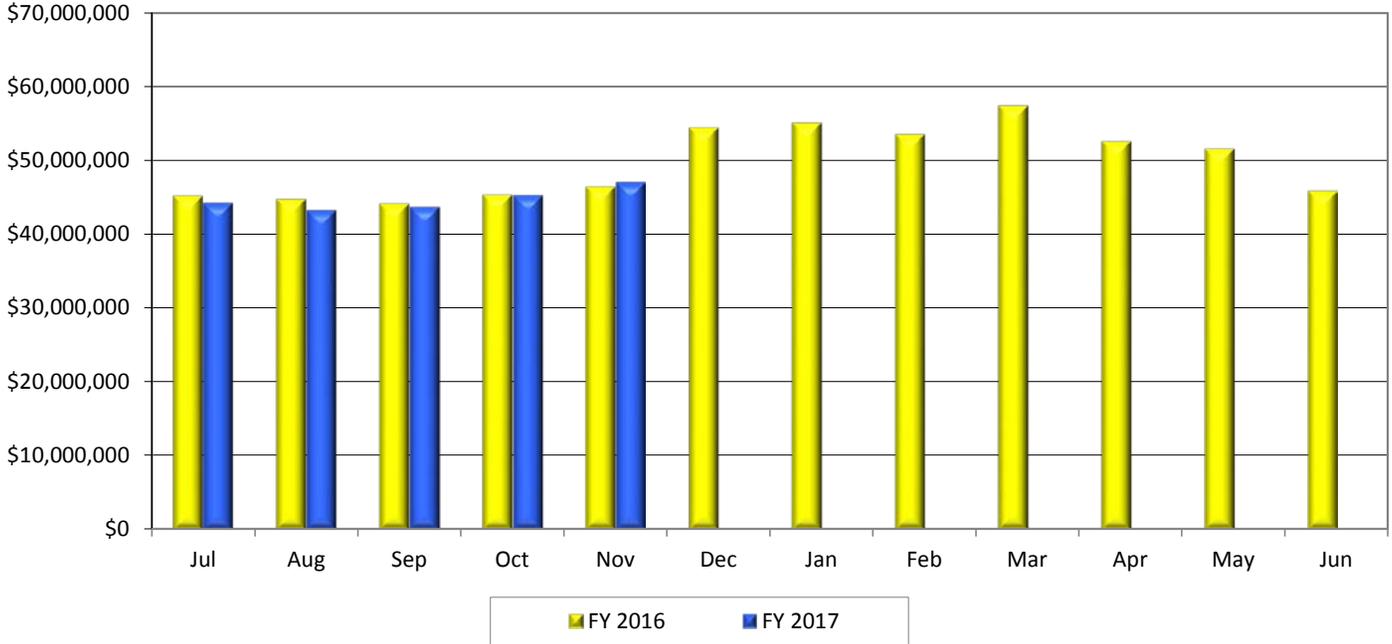


FY 2017	314,843,405
FY 2016	303,505,903
% Change	3.7%

- * Total sales are currently 3.7% ahead of last year.
- * The Instant product line (Scratchers & Pull-tabs) are currently 1.0% below last year.
- * Total draw game sales are currently 17.4% ahead of last year.
- * Sales of the multi-state games, Powerball and Mega Millions are currently 26.0% ahead of last year.
- * Sales of the in-state games are currently 1.6% ahead of last year.

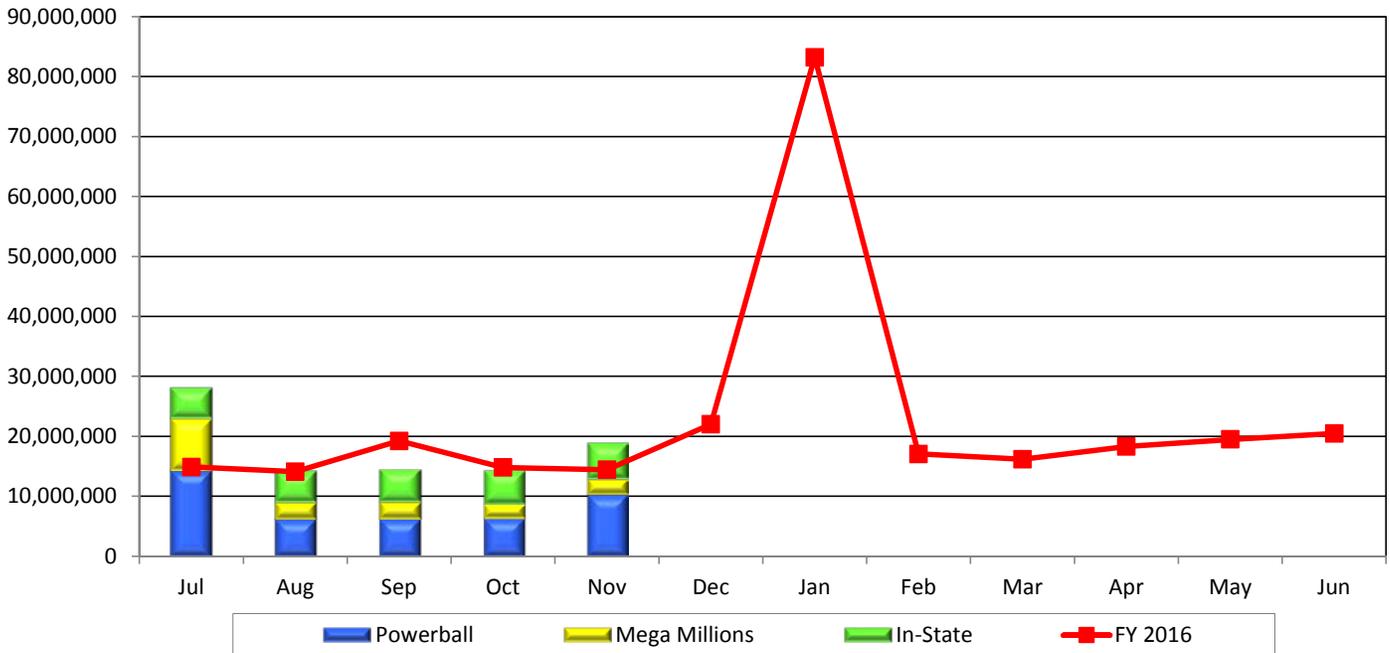
**Arizona Lottery
FY 2017 versus FY 2016**

Total Instant Games



FY 2017	223,906,371
FY 2016	226,054,638
% Change	-1.0%

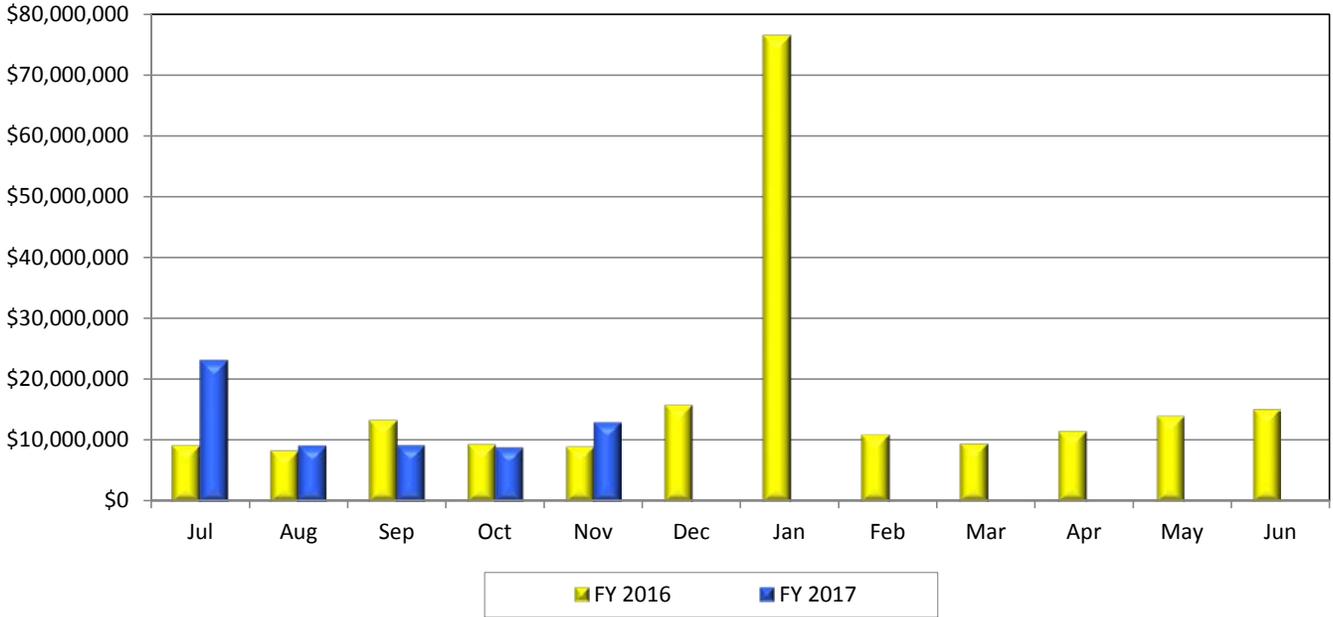
Total Draw Games



FY 2017	90,937,034
FY 2016	77,451,265
% Change	17.4%

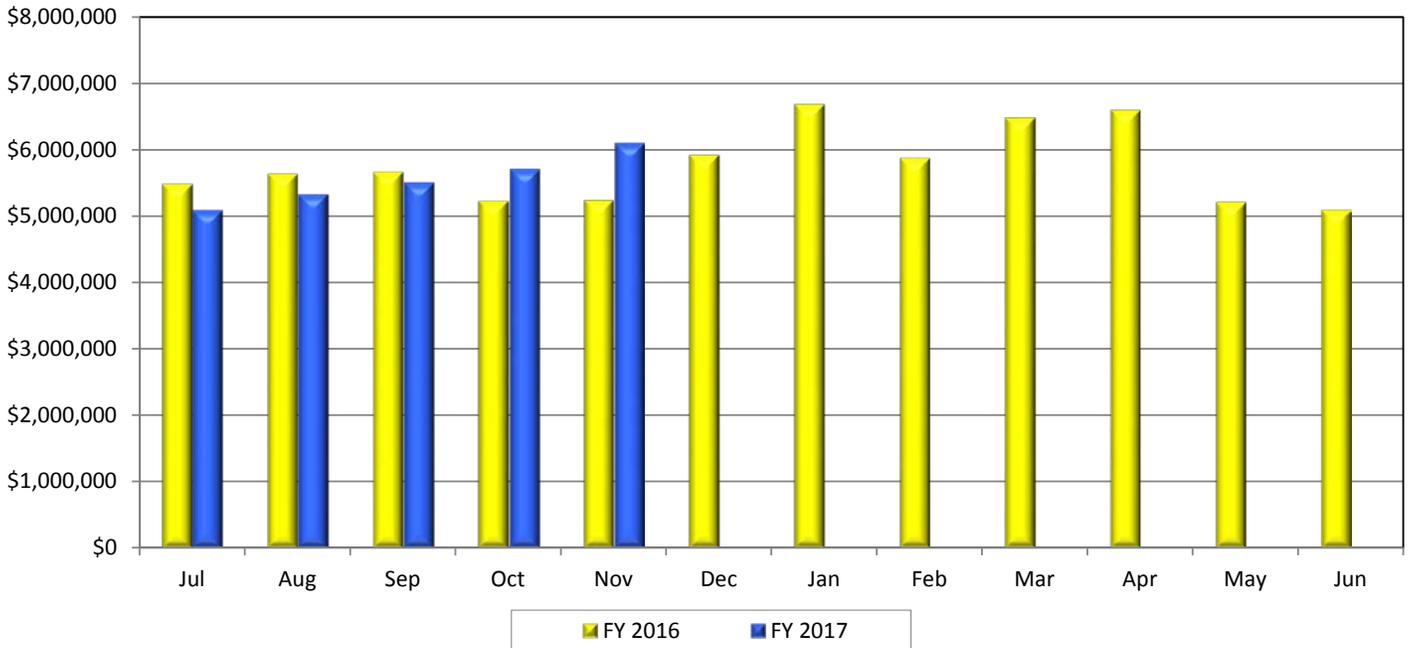
**Arizona Lottery
FY 2017 versus FY 2016**

Multi-State Jackpot Games



FY 2017	63,227,673
FY 2016	50,168,730
% Change	26.0%

Total In-State Games

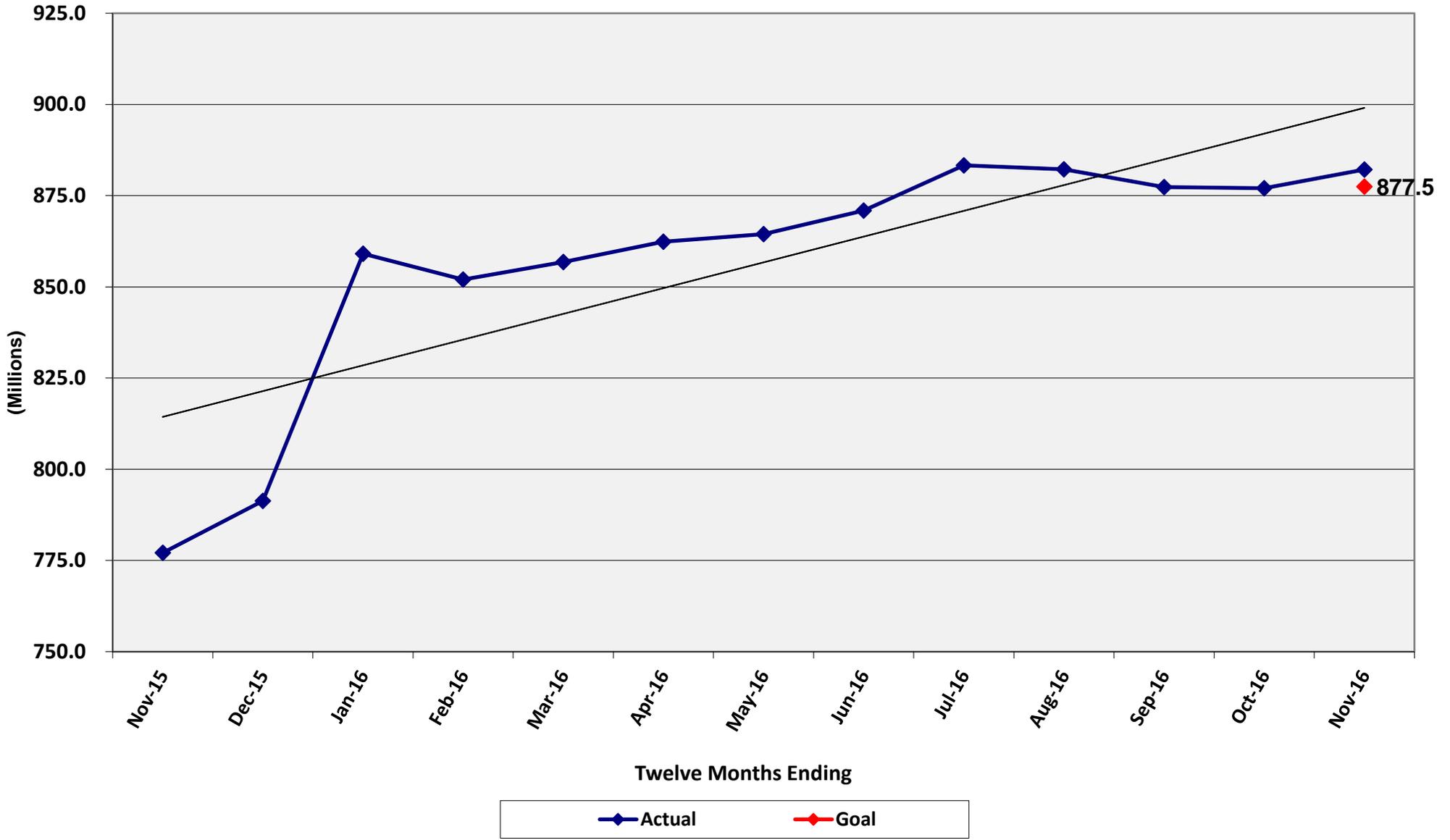


FY 2017	27,709,361
FY 2016	27,282,535
% Change	1.6%

**Arizona Lottery
Sales by Product - FY 2017**

Month	Scratchers	Instant Tabs - Charitable	Instant Tabs - Age Restricted	Total Instants	Powerball	Mega Millions	The Pick / EXTRA	Fantasy 5 / EXTRA	Pick 3	All Or Nothing	5 Card Cash	Total Draw Games	Total Sales
July	43,832,068	418,026	88,560	44,338,654	14,362,658	8,689,584	2,377,390	1,185,217	886,760	262,492	373,816	28,137,917	72,476,571
August	42,761,031	500,850	82,080	43,343,961	6,341,897	2,811,227	2,416,011	1,414,536	883,347	254,434	359,114	14,480,566	57,824,527
September	43,199,884	459,030	99,270	43,758,184	6,379,839	2,839,705	2,479,920	1,589,942	879,854	228,194	321,850	14,719,304	58,477,488
October	44,765,736	515,838	63,720	45,345,294	6,461,027	2,377,008	3,032,182	1,213,770	909,427	234,020	314,190	14,541,624	59,886,918
November	46,510,000	527,898	82,380	47,120,278	10,398,420	2,566,308	3,477,571	1,206,152	891,644	227,616	289,912	19,057,623	66,177,901
December													
January													
February													
March													
April													
May													
June													
YTD Sales	221,068,719	2,421,642	416,010	223,906,371	43,943,841	19,283,832	13,783,074	6,609,617	4,451,032	1,206,756	1,658,882	90,937,034	314,843,405
YTD Rtlr Commissions	14,369,467	484,328	27,041	14,880,836	2,856,350	1,253,449	895,900	429,625	289,317	78,439	107,827	5,910,907	20,791,743
% of Sales	70.2%	0.77%	0.13%	71.1%	14.0%	6.1%	4.4%	2.1%	1.4%	0.4%	0.5%	28.9%	100.0%
Avg Mo Sales	44,213,744	484,328	83,202	44,781,274	8,788,768	3,856,766	2,756,615	1,321,923	890,206	241,351	331,776	17,855,630	62,968,681

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			3,750,150								250,000		4,000,150
August			3,750,150										3,750,150
September	2,990,600	6,186,200	17,692,400	5,412,700						63,600		1,081,417	33,426,917
**Approp Transfer									300,000				300,000
October			3,750,150										3,750,150
November			3,750,150										3,750,150
December													
January													
February													
March													
April													
May													
June													
YTD Transfers	2,990,600	6,186,200	32,693,000	5,412,700					300,000	63,600	250,000	1,081,417	48,977,517
FY16 Transfers	3,094,200	6,356,000	31,682,350	4,528,600					300,000		160,000	739,776	46,860,926

Estimated cap based

**Pursuant to Proposition 202 (Compulsive Gambling Treatment)

***Pursuant to HB2517 (Victims' Rights & Internet Crimes Against Children)

**Arizona Lottery
Transfers To Other State Funds
By Product - FY 2017**

12/6/2016

	Scratchers	Powerball	Mega Millions	The Pick / EXTRA	Fantasy 5 / EXTRA	Pick 3	All Or Nothing	5 Card Cash	Instant Tabs Charitable	Instant Tabs Age Restricted	Unclaimed Age Restricted	Unclaimed Prizes Tribal	Unclaimed Prizes C.A.S.A.	Total Transfers
July	2,714,750	468,200	229,700	129,100	85,300	48,700	31,000	17,700	25,700			250,000		4,000,150
August	2,714,750	468,200	229,700	129,100	85,300	48,700	31,000	17,700	25,700					3,750,150
September	14,948,100	8,164,100	4,359,200	2,185,800	1,237,300	793,200	188,400	319,200	86,600	63,600			1,081,417	33,426,917
Gaming Department	203,500	55,200	15,400	11,400	5,600	3,600	1,200	2,000	2,100					300,000
October	2,714,750	468,200	229,700	129,100	85,300	48,700	31,000	17,700	25,700					3,750,150
November	2,714,750	468,200	229,700	129,100	85,300	48,700	31,000	17,700	25,700					3,750,150
December														
January														
February														
March														
April														
May														
June														
Final Profit Distribution														
YTD Transfers	26,010,600	10,092,100	5,293,400	2,713,600	1,584,100	991,600	313,600	392,000	191,500	63,600		250,000	1,081,417	48,977,517
Transfer % of Total Sales	8.3%	3.2%	1.7%	0.9%	0.5%	0.3%	0.1%	0.1%	0.1%	0.020%		0.08%	0.3%	15.6%
YTD Sales	221,068,719	43,943,841	19,283,832	13,783,074	6,609,617	4,451,032	1,206,756	1,658,882	2,421,642	416,010				314,843,405
% of Sales by Product	70.22%	13.96%	6.12%	4.38%	2.10%	1.41%	0.38%	0.53%	0.77%	0.13%				100.00%
% of Transfer by Product	11.77%	22.97%	27.45%	19.69%	23.97%	22.28%	25.99%	23.63%	7.91%	15.29%				15.21%

FY17 Year-to-Date Budget Status NOVEMBER



Date: 11/30/2016
Elapsed: 42%

	<u>Budget</u>	<u>Expenditures thru Nov.</u>	<u>Percent Expended</u>	<u>Balance</u>	<u>Comments</u>
Personal Services	4,533,300	1,533,500	34%	2,999,800	
ERE	1,972,000	597,100	30%	1,374,900	
Prof. & Outside Services	386,800	207,900	54%	178,900	contracted services for on-line conversion
Travel - In State	271,600	56,900	21%	214,700	
Travel - Out of State	16,800	3,900	23%	12,900	
Other Operating / Equip.	1,173,200	460,600	39%	712,600	
Operating Subtotal:	\$ 8,353,700	\$ 2,859,900	34%	\$ 5,493,800	
Advertising 1/	15,500,000	2,277,100	15%	13,222,900	
% of sales { Instant Tickets	23,671,800	5,521,200	23%	18,150,600	
{ On-Line Vendor Fees	8,062,600	3,142,800	39%	4,919,800	
{ Charitable Commissions	1,215,800	484,300	40%	731,500	
{ Retailer Commissions	56,633,900	20,357,900	36%	36,276,000	
Total Budget:	\$ 113,437,800	\$ 34,643,200	31%	\$ 78,794,600	

1/ Advertising agency expenses are typically one month behind.

Notes on Sales-Related Line Items:

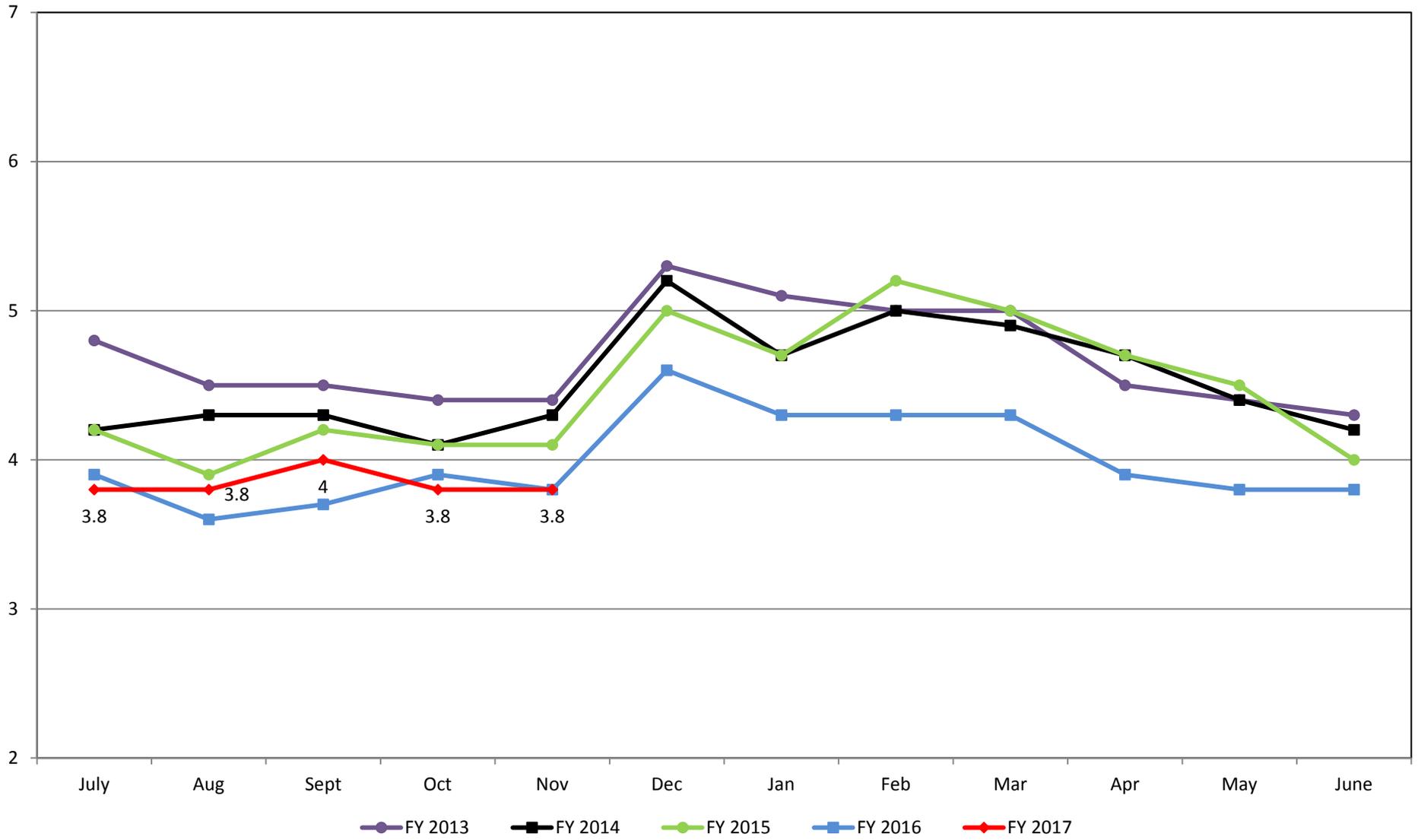
Instant Tickets: Appropriated based on 3.6% of sales. The budget corresponds to the JLBC instant sales estimate of \$657.6 million.

On-Line Vendor Fees: Appropriation based on percentage of on-line sales as determined by contract. The budget corresponds to the JLBC on-line sales estimate of \$193.8 million.

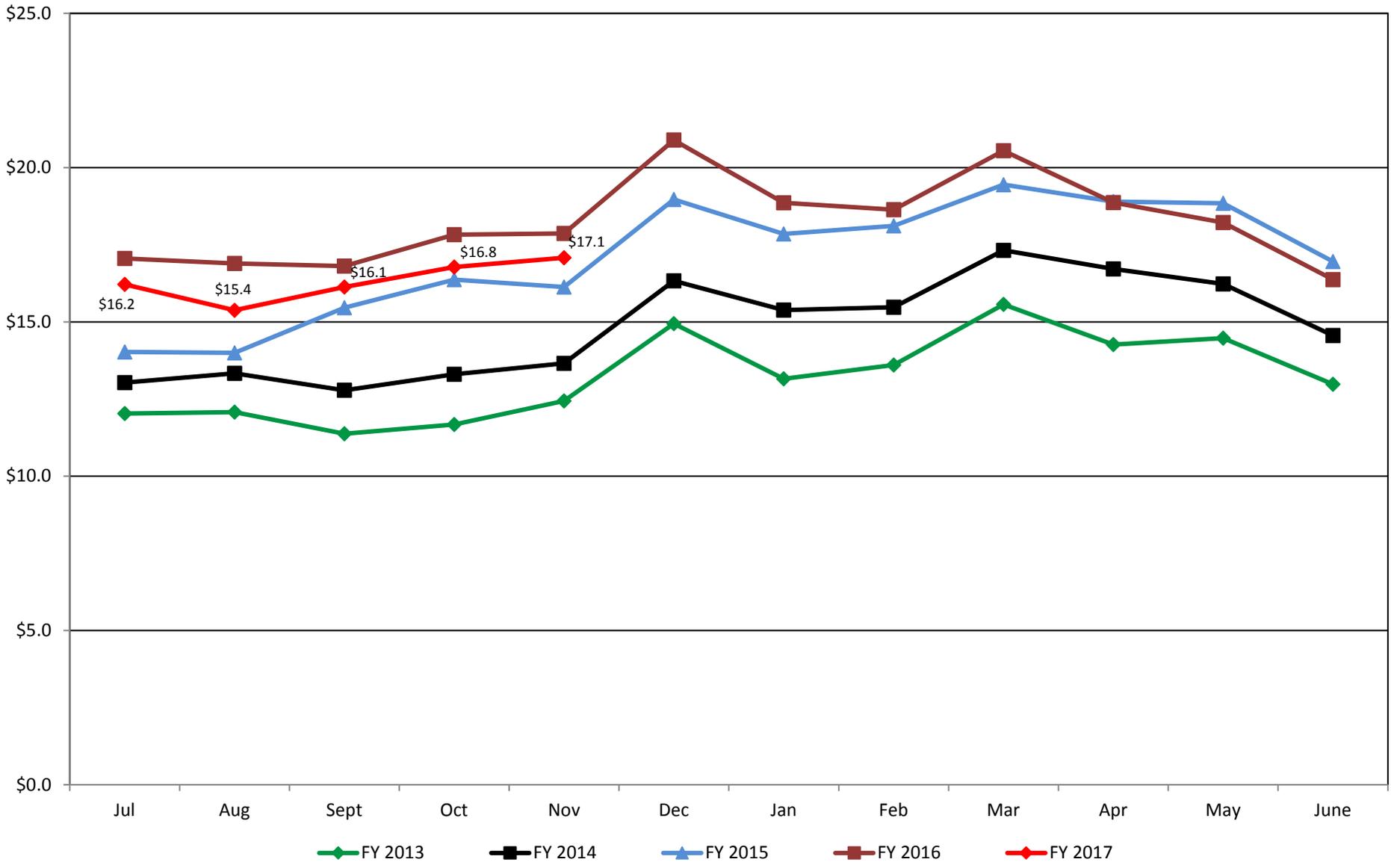
Charitable Commissions: The compensation rate is 20% of instant tab ticket sales. The budget corresponds to the JLBC sales estimate of \$6.08 million.

Retailer Commissions: The compensation rate is 6.5% plus up to an additional .5% based on performance criteria. The budget corresponds to the JLBC estimated compensation rate of 6.7% based on total sales of \$851.4 million.

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



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



**Draw Games - Advertised Jackpot Comparisons
Nov FY2017 vs FY2016**

Powerball	FY2017 Jackpot			FY2016 Jackpot		
	Wed	Sat	Wkly Sales	Wed	Sat	Wkly Sales
11/05/16	\$198.0	\$217.0	\$1.80	\$142.0	\$40.0	\$1.46
11/12/16	\$236.0	\$258.0	\$2.09	\$50.0	\$60.0	\$1.29
11/19/16	\$293.0	\$320.0	\$2.34	\$70.0	\$80.0	\$1.26
11/26/16	\$359.0	\$403.0	\$3.83	\$90.0	\$100.0	\$1.39
Total Monthly Sales	\$10,398,420			\$5,623,792		

Mega Millions	FY2017 Jackpot			FY2016 Jackpot		
	Tue	Fri	Wkly Sales	Tue	Fri	Wkly Sales
11/05/16	\$40.0	\$47.0	\$0.58	\$144.0	\$164.0	\$1.02
11/12/16	\$54.0	\$65.0	\$0.63	\$180.0	\$200.0	\$1.27
11/19/16	\$73.0	\$82.0	\$0.62	\$15.0	\$20.0	\$0.58
11/26/16	\$15.0	\$20.0	\$0.57	\$25.0	\$31.0	\$0.58
Total Monthly Sales	\$2,566,308			\$3,574,033		

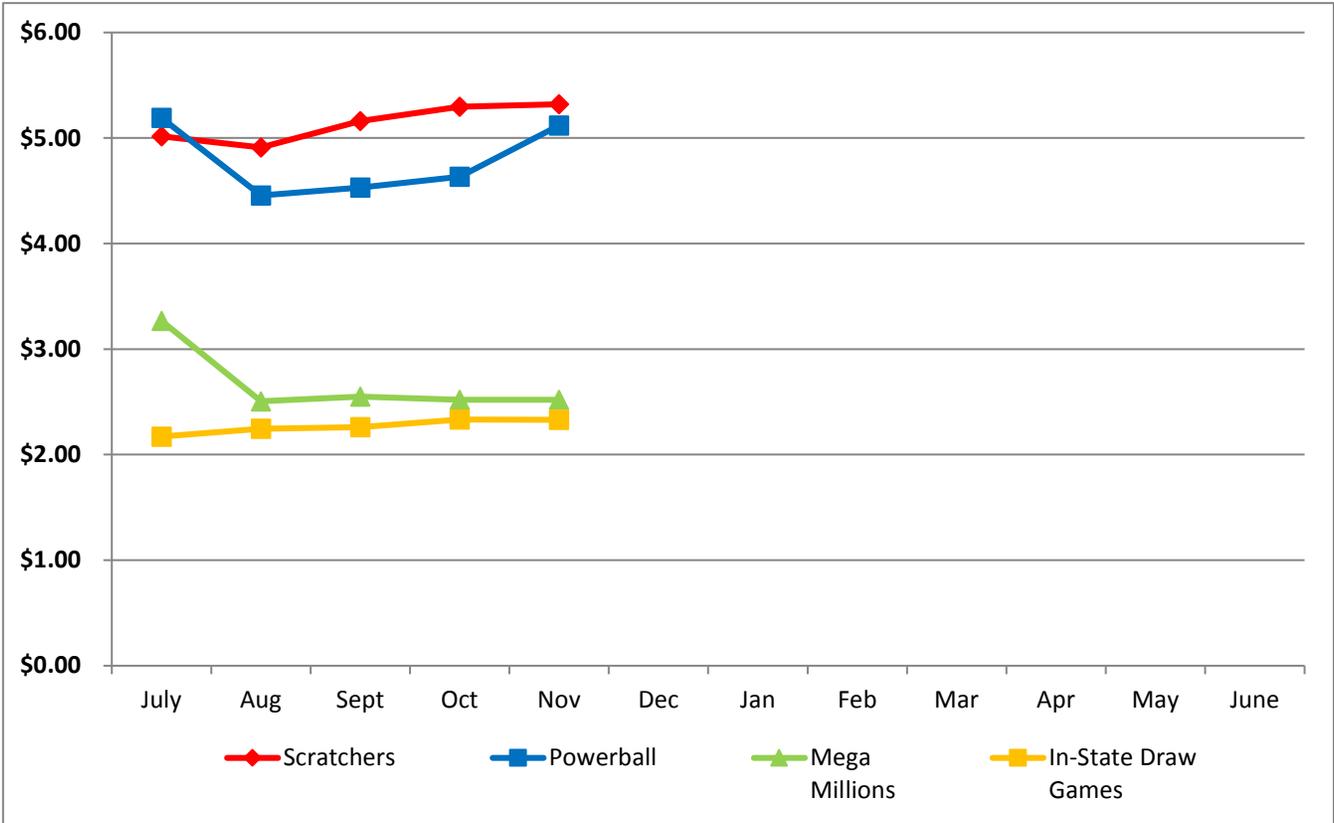
The Pick	FY2017 Jackpot			FY2016 Jackpot		
	Wed	Sat	Wkly Sales	Wed	Sat	Wkly Sales
11/05/16	\$5.6	\$5.7	\$0.73	\$1.2	\$1.2	\$0.48
11/12/16	\$5.8	\$6.0	\$0.79	\$1.2	\$1.3	\$0.47
11/19/16	\$6.2	\$6.3	\$0.79	\$1.3	\$1.4	\$0.47
11/26/16	\$6.5	\$6.8	\$0.83	\$1.4	\$1.5	\$0.46
Total Monthly Sales	\$3,477,571			\$1,952,954		

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	\$5.02	\$5.19	\$3.27	\$2.17
Aug	\$4.91	\$4.46	\$2.51	\$2.25
Sept	\$5.16	\$4.53	\$2.55	\$2.26
Oct	\$5.30	\$4.63	\$2.52	\$2.33
Nov	\$5.32	\$5.12	\$2.52	\$2.33
Dec				
Jan				
Feb				
Mar				
Apr				
May				
June				
Average	\$5.14	\$4.79	\$2.67	\$2.27



New Business Item #1
Instant Scratch Game Profiles
Report to Arizona Lottery Commission
December 16, 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: *Win it All #1101* and *Double Doubler #1107*.

Win it All #1101. This \$10 game has a top prize of \$100,000 and will be printed at a quantity of approximately 1.6 million tickets.

Double Doubler #1107. This \$1 game has a top prize of \$1,000 and will be printed at a quantity of approximately 1.6 million tickets.

Attachments (Commissioners only)