



SEPTEMBER 23, 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 September 23, 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 August 19, 2016, Public Meeting

Agency Reports

1. Director's Presentation
2. Retailer of the Year Presentation
3. FY16 Financial Statements

New Business

1. Discussion and Action on amended and new instant scratch game profiles: *Money Tree #1078*, *Crossword Connect #1094*, and *Wild Cherry Doubler #1096*.

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 October 21, 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 16th day of September, 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 AUGUST 19, 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; Biju Kamaleswaran, Chief Financial Officer; and Lisa Wahlin, Director of Legal Services
Kimberly Siddall, Pam DiNunzio, Ivy Gilio, Shelby Alessi, Michael Schiefelbein, Nikki O’Shea, Stacey Henderson, Michelle Anderson, and Jacqui Ayala

GUESTS GTECH Representatives: Russ Harben, Marianne Manning, and Serena Arlotta
Owen’s Harkey Representatives: Scott Harkey, Dawn Kemmer, and Chelsea Smeland
Attorney General Representative: Deanie Reh
Scientific Games Representatives: Topper Wilson and Cory Bonogofsky

PUBLIC Nick Schell and Barbara Anderson

Call to Order Pursuant to the Public Notice dated August 12, 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 June 17, 2016, Public meeting; Vice-Chair Love moved, Commissioner Anderson seconded. All members voting aye, motion carried.

Director’s Presentation Director Edgar spoke about some of our beneficiaries and gave an update on our Community Sponsorship program. He said we have received over 200 submissions for funding and named a few that we have supported such as Local First, Feeding Matters, and Military Assistance Mission.

Director Edgar announced that we will be holding a Grand Opening Event at the airport on August 25th at 11:00am, he said Michael Bidwell will be coming out and we will do a little launch of our new Cardinals ticket. He invited the Commissioners to attend.

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

Commissioner Weintraub asked what the year-over-year was on Scratchers. Mr. Schiefelbein said he thought last year it was \$542 million and this year we ended at \$590 million. He said the projection for fiscal year 2017 is \$628M.

Director Edgar said our on-line system conversion goes into effect 08/28 by 10:00 a.m. at the latest. He thanked the vendors IGT & Scientific Games for all their hard work.

Chair Conley asked what the staffing looked like for conversion day. Mr. Bonogofsky said they had about 40 additional people coming in from their corporate office as well as over 50 site staff and advised they have a contractor coming in as well so it would be around 100 people to help. Mr. Edgar added that we will also have staff here as well.

Director Edgar provided an update on personnel changes. He said we lost Aaron but we have gotten ourselves staffing levels back up. We got the airport personnel hired but we have one territory manager vacancy. He said we brought on a CFO Biju Kamaleswaran and General Counsel Lisa Wahlin.

Commissioner Burnette asked how many other vacancies there are. Director Edgar said our approved FTE is 85 and we are right at about 80-81.

Marketing/Products Update Mr. Chris Rogers provided a Marketing & Product update. He spoke about the Cardinal's promotions and shared what the Point-of-Sales materials would look like in the stores. He said last Monday we did our first ever retail webinar; an email notification was sent to 1000 retail contacts with a 30-second teaser video which he shared with the Commissioners. He said those that participated were incentivized with Cardinals tickets. Commissioner Burnett asked how many retailers participated. Mr. Rogers said participation was low and looked to Chair Conley for suggestions. Commissioner Conley suggested an earlier time and different day of the week.

Retailer Satisfaction Survey Ms. Hosto shared the results of our retailer satisfaction survey. She said our goal was to maintain our 97% satisfaction rate but increase the number of responses. She said we ran the survey from May 7th to July 1st which should give us a nice baseline since it was pre-conversion. She said we would do another survey post-conversion to see how we weathered through conversion. She said we had a 22% increase in participation.

Out of Stock Update Ms. Hosto provided a quick update on out-of-stocks. She said we ended the year at 4% which was below our goal of 4.4%. She said the goal for FY17 is 3.65%. Chair Conley encouraged us to continue to look at larger pack sizes.

New Business Chair Conley opened the floor for nominations for Commission Chair. Commissioner Love nominated Commissioner Weintraub for Chair. Commissioner Anderson seconded. There were no other nominations, and Chair Conley entertained a motion to elect Commissioner Weintraub as Chair by unanimous consent. The motion was carried.

Chair Conley opened the floor for nominations for Commission Vice-Chair. Commissioner Anderson nominated Commissioner Love for Vice-Chair. Commissioner Burnett seconded. There were no other nominations, Chair Conley entertained a motion to elect Vice-Chair Love as Vice-Chair by unanimous consent. The motion was carried.

Chair Conley asked if any members of the public would like to address the Commission regarding new instant scratch game profiles: *Did I Win? #1083, "7" #1084, \$50 Grand #1085, Café Crossword #1088, and VIP Crossword #1089.* 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: #1083, #1084, #1085, #1088, and #1089. Vice-Chair Love moved; Commissioner Burnett seconded. All members voting aye, the motion carried.

Chair Conley asked if any members of the public would like to address the Commission regarding new Promotion Profile: Arizona Cardinals Second Chance Drawing. No response from the public.

In accordance with A.R.S. §5-554 (C), Chair Conley entertained a motion to authorize the director to issue the order regarding new Promotion Profile: Arizona Cardinals Second Chance Drawing. Commissioner Anderson moved; Commissioner Weintraub seconded. All members voting aye, the motion carried.

Chair Conley asked if any members of the public would like to address the Commission regarding new Instant Tab Game Profiles: I Love My Country #069, Silver Lining #070, Treasure Hunters #071, Bold & Brave #072, Freedom Rocks #073, Red Hot Reels #074, Bonus America #075, Liberty Loot #076, Superior 7's #077, Hot Cash #078, Pot O' Gold PLUS #079, and Caribbean Cash #080. 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 tab game profiles: #069 #070, #071, #072, #073, #074, #075, #076, #077, #078, #079, and #080. 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. No one from the public requested to speak.

Announcements The next Commission meeting will be held September 23, 2016, at 10:00 a.m.

Adjournment Chair Conley entertained a motion to adjourn, Commissioner Anderson moved; Commissioner Weintraub seconded. All members voting aye, the motion carried. Meeting adjourned at 11:03 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
 September 23, 2016

Director's Presentation – (Attachment A)

Products & Marketing Update

New Games Introduction

The following games were introduced since the last commission meeting: 21 #1063, Cash Tripler #1065, \$200 Million Cash Explosion® #1080, and Arizona Cardinals #1087.

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
08/30/16	\$20	950	\$185 Million Cash Explosion®	12,598,680	91.0%
08/31/16	\$5	1053	35 th Anniversary	1,221,600	72.1%

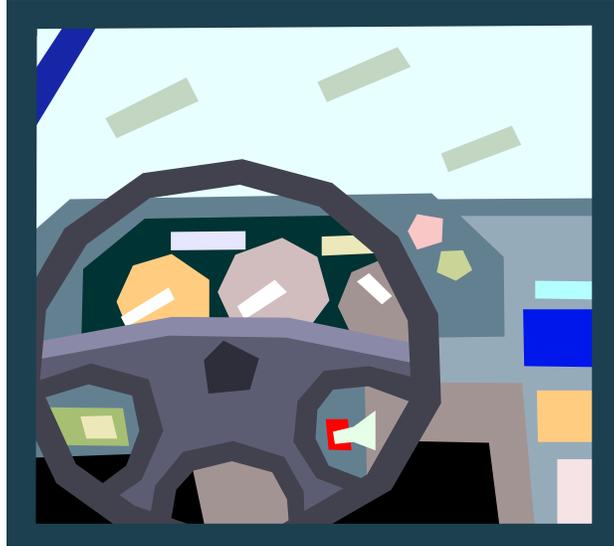
Events/Sponsorships

ORGANIZATION	EVENT / PROGRAM NAME	AMOUNT AWARDED	DATE(S)
Military Assistance Mission, Inc.	9/11 Freedom Breakfast	\$5,000.00	9/9/2016
Valle del Sol	Profiles of Success	\$5,000.00	9/9/2016
Hispanic Leadership Forum del Oeste	Baile de Exito - Dance for Success	\$1,500.00	9/10/2016
Arizona Trail Association	Arizona Trail Day	\$3,000.00	9/10/2016
The Education Foundation	SouthCares 4th Annual Golf Tournament Benefitting the Education Foundation	\$500.00	9/10/2016

Northern Cochise Community Hospital Foundation	Boots 'N Bling Western Fling	\$4,000.00	9/10/2016
Southern Arizona Symphony Orchestra	Music acquisition and library	\$4,000.00	9/15/2016
Community Food Bank of Southern Arizona	HungerWalk	\$1,000.00	9/17/2016
Vietnam Veterans of America Phoenix Chapter 432	9th Annual "Welcome Home" Golf Classic	\$320.00	9/17/2016
Copper Basin Family YMCA	Community Benefit Casino Night	\$1,000.00	9/17/2016
Yavapai College Foundation	Framing the Future Brunch	\$2,500.00	9/17/2016
CASA of Cochise County	Annual CASA Volunteer Recognition Banquet	\$750.00	9/22/2016
Ballet Arizona	Ballet Under the Stars	\$5,000.00	9/22/2016
Ronald McDonald House of Charities of Southern Arizona	Ronald McDonald House Party	\$5,000.00	9/23/2016
UMOM New Day Care Centers	Walk for Homeless Families	\$2,500.00	9/24/2016
All Sports Foundation	Tim Barber Walk for POP	\$4,500.00	9/24/2016
Florence Crittenton Services of Arizona	Heels for Healing	\$1,000.00	9/24/2016
Friends of the Phoenix Public Library	Dinner in the Stacks	\$1,000.00	9/24/2016
East Valley Hispanic Chamber of Commerce	Adelante y Exito Leadership and STEM Scholarship Awards	\$2,500.00	9/24/2016
Southern Arizona Children's Advocacy Center	4th Annual Golf Tournament	\$1,000	9/25/2016
The Phoenix Symphony	B-Sharp Music Wellness	\$4,500.00	9/26/2016
Arizona Interagency Farmworkers Coalition, Inc.	21st Annual AIFC Conference and Scholarship Dinner	\$6,000.00	9/26/2016
Feeding Matters	2016 Feeding Matters Luncheon	\$5,000.00	9/28/2016
Arizona Public Health Association	AzPHA Fall Conference and Spring Conference	\$5,000.00	9/30/2016
Pinal County Juvenile Court Community Advisory Board	Recognition Ceremony and Training	\$3,500.00	9/2016 - April 2017

(Friends of CASA)			
Arizona Coalition to End Homelessness	23rd Annual Statewide Conference on Ending Homelessness	\$10,000.00	9/21 - 9/22
VALLEYLIFE	Legacy of Love Gala	\$2,250.00	10/1/2016
Coconino County Sustainable Economic Development Initiative	Dollars for Dreams Revolving Business Micro-Loan Program	\$3,000.00	10/1/2016
Smiles Beyond the Bars	2016 SmileMaker's Gala - A Golden Smile Affair	\$1,500.00	10/1/2016
Alzheimer's Association Desert Southwest Chapter	Walk to End Alzheimer's	\$500.00	10/1/2016
YWCA of Southern Arizona	Purses on Purpose	\$2,500.00	10/2/2016
Boys & Girls of Tucson	Steak & Burger Dinner	\$500.00	10/2/2016
Hozhoni Foundation, Inc.	2nd Annual Puttin' in the Pine Golf Fundraiser	\$2,500.00	10/3/2016
Boys & Girls Club of Santa Cruz County	8th Annual International Wine Festival	\$500.00	10/7/2016
Phoenix Zoo	Rendezoo	\$4,500.00	10/8/2016
Camp Soaring Eagle	Annual Affair - An Evening with Jackson Brown	\$2,500.00	10/8/2016
The Southern Arizona AIDS Foundation	AIDS Walk Tucson	\$1,000.00	10/9/2016

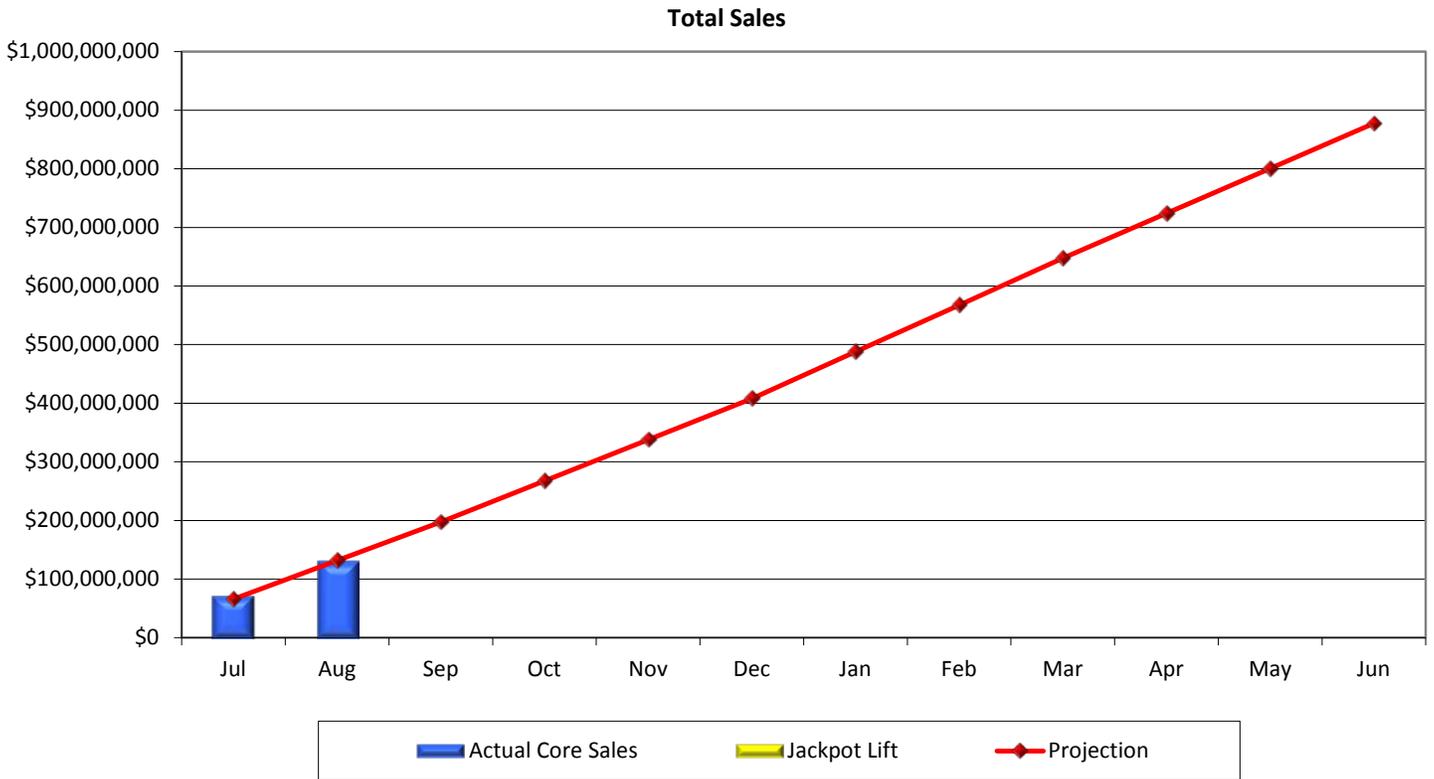
ATTACHMENT A



**Arizona Lottery
Dashboard
August 2016**

Fiscal Year 2017

**Arizona Lottery
FY 2017 Sales versus Projections**



Projection:	131,556,400
Actual Core:	130,301,098
Jackpot Lift:	0
Total Actual:	130,301,098
Difference:	-1,255,302
% Difference:	-1.0%

* Total sales are currently 1.0% below projections.

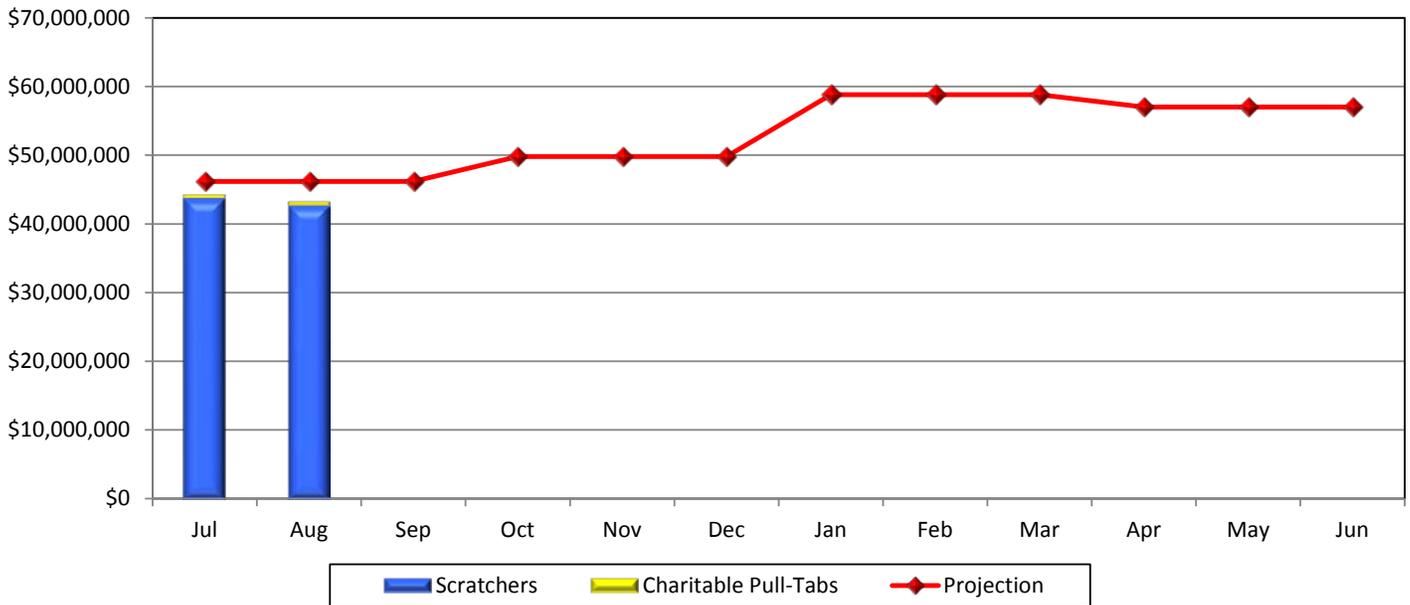
* The Instant product line (Scratchers & Pull-tabs) at \$87,682,615 are currently 5.1% below projections.

* Total draw game sales of \$42,618,483 are currently 8.8% above projections.

* The Multi-State draw games are currently 11.7% above projections; in-state games are 0.6% above projections.

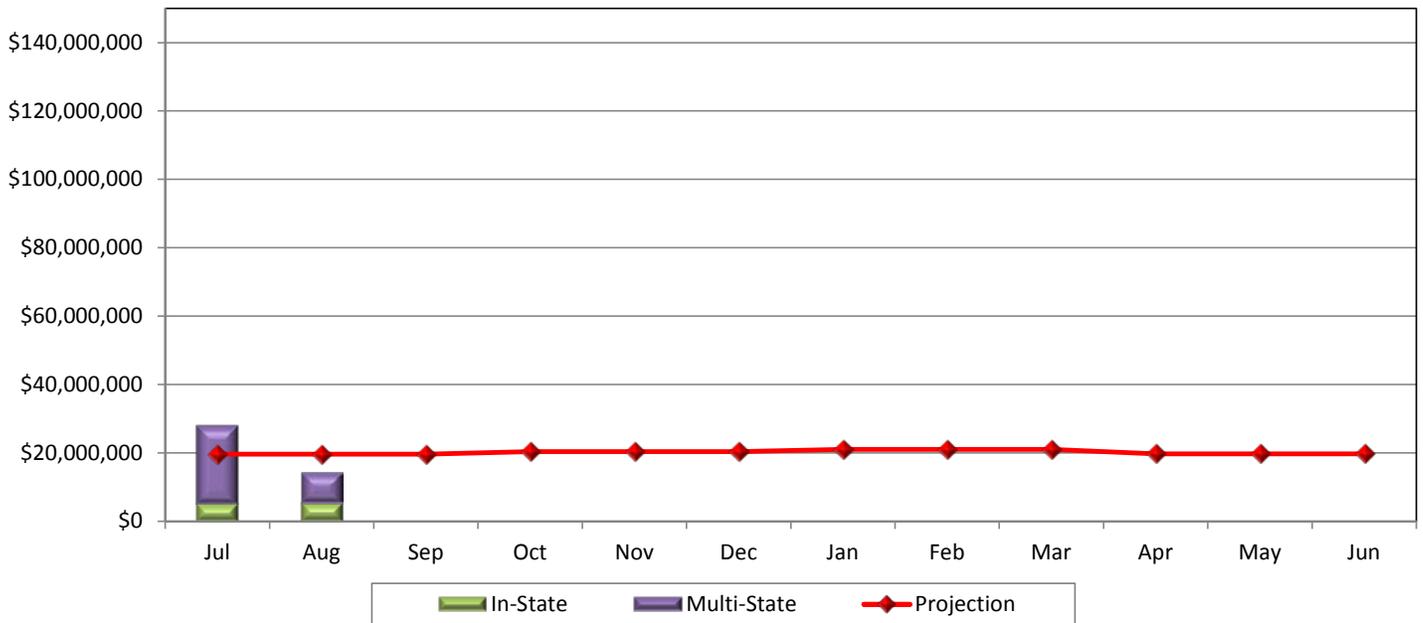
**Arizona Lottery
FY 2017 Sales versus Projections**

Instant Sales



Projection: 92,373,067
 Actual: 87,682,615
 Difference: -4,690,452
 % Difference: -5.1%

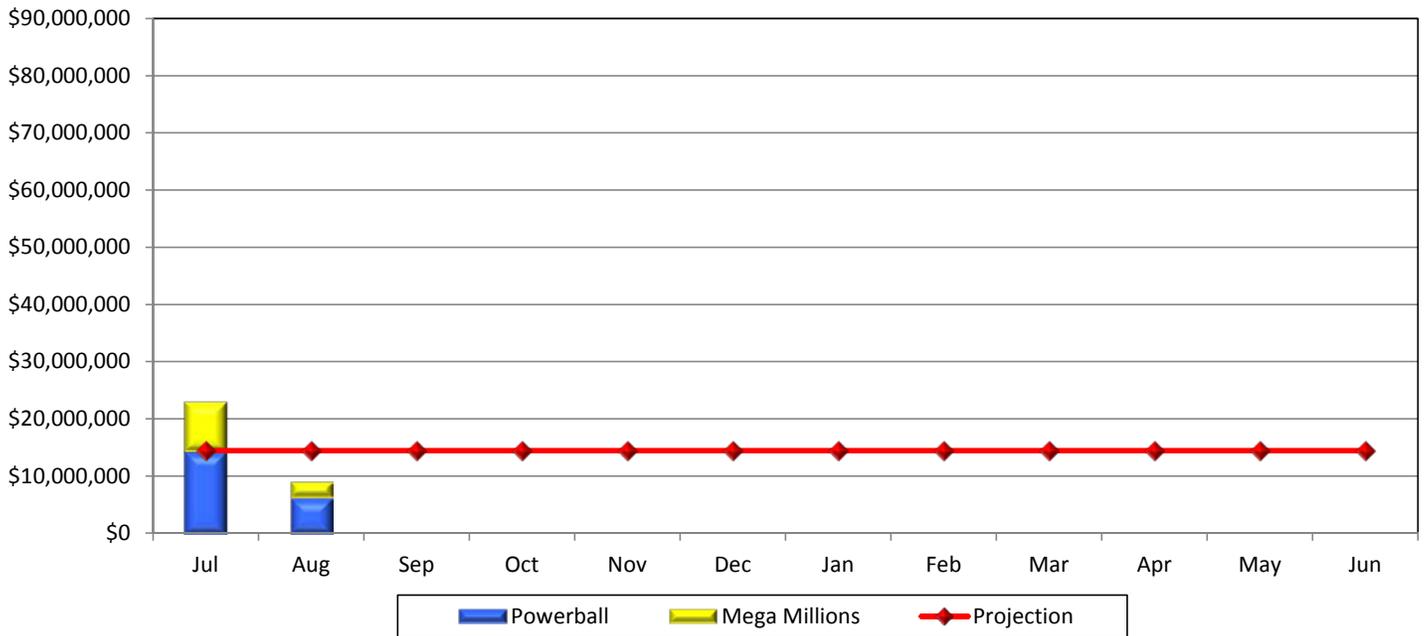
Total Draw Games



Projection: 39,183,333
 Actual: 42,618,483
 Difference: 3,435,150
 % Difference: 8.8%

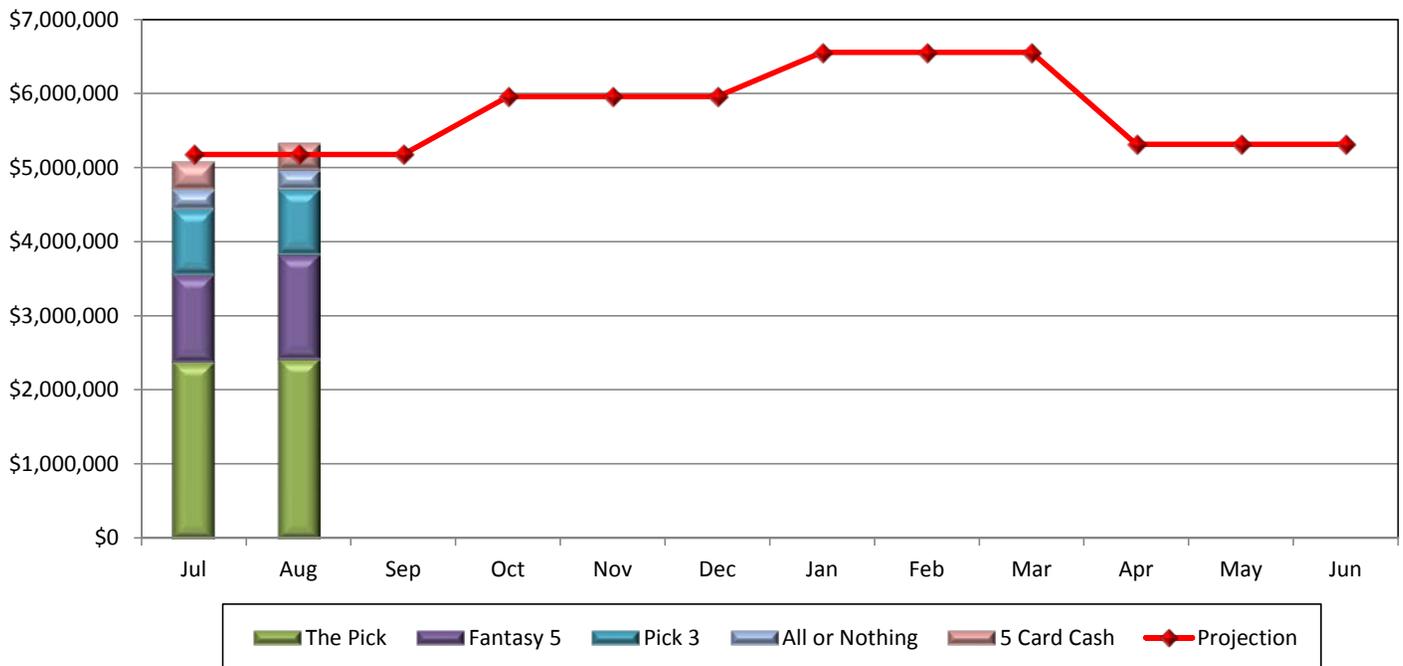
**Arizona Lottery
FY 2017 Sales versus Projections**

Multi-State Games



Projection: 28,833,333
 Actual 32,205,366
 Difference: 3,372,033
 % Difference: 11.7%

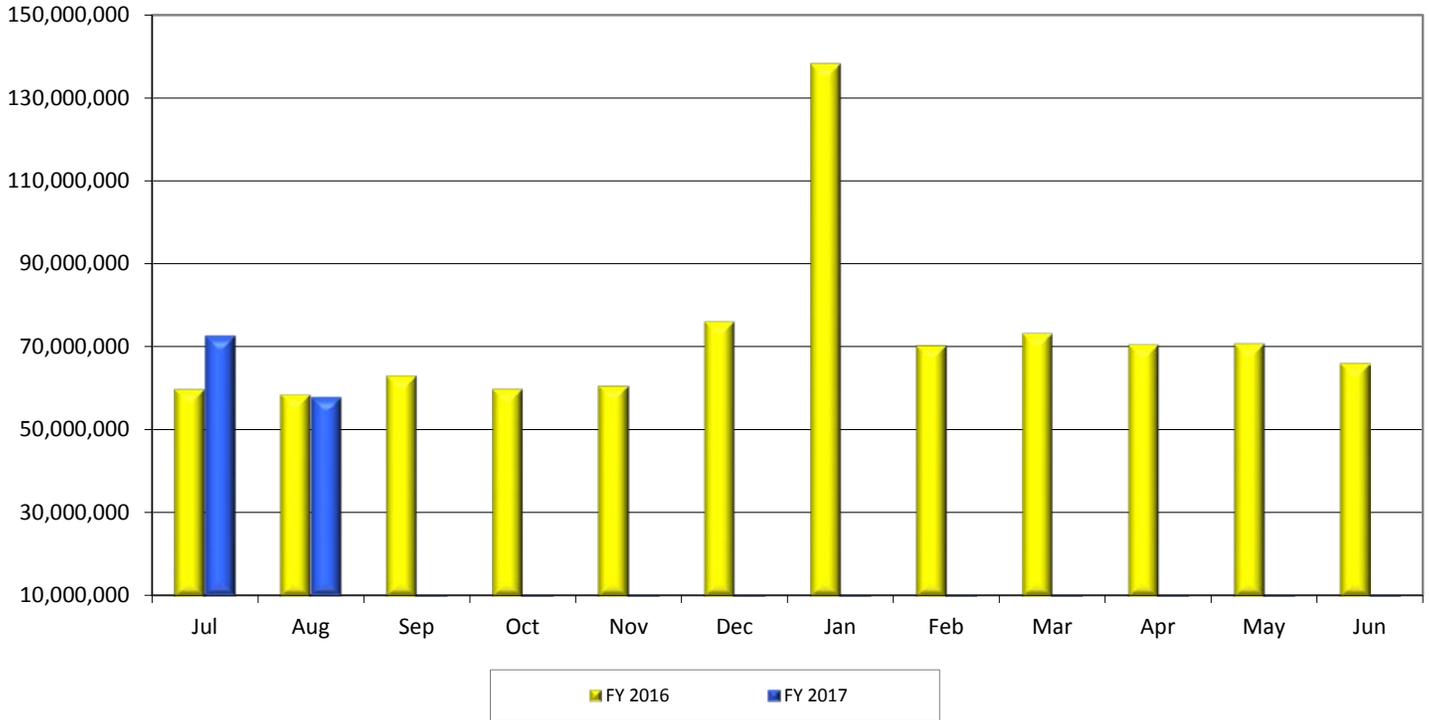
In-State Games



Projection: 10,350,000
 Actual 10,413,117
 Difference: 63,117
 % Difference: 0.6%

**Arizona Lottery
FY 2017 versus FY 2016**

Total Sales



FY 2017	130,301,098
FY 2016	118,980,786
% Change	9.5%

* Total sales are currently 9.5% ahead of last year.

* The Instant product line (Scratchers & Pull-tabs) are currently 2.6% below last year.

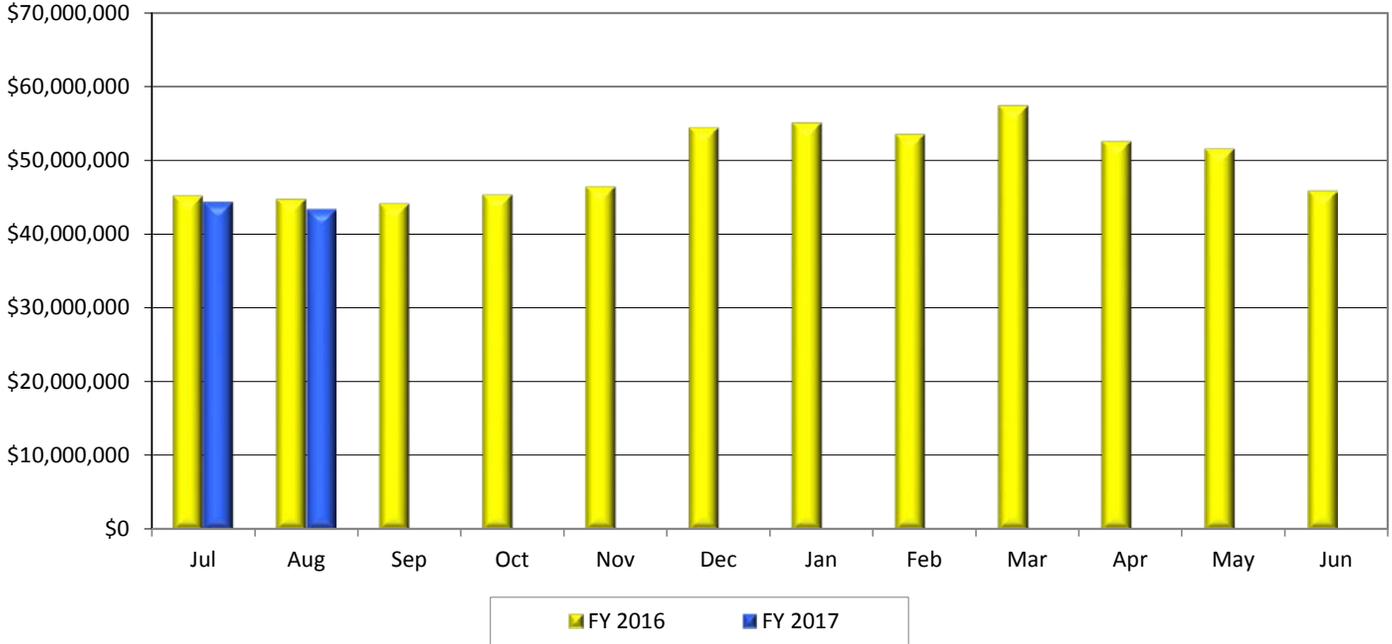
* Total draw game sales are currently 47.1% ahead of last year.

* Sales of the multi-state games, Powerball and Mega Millions are currently 80.5% ahead of last year.

* Sales of the in-state games are currently 6.5% below last year.

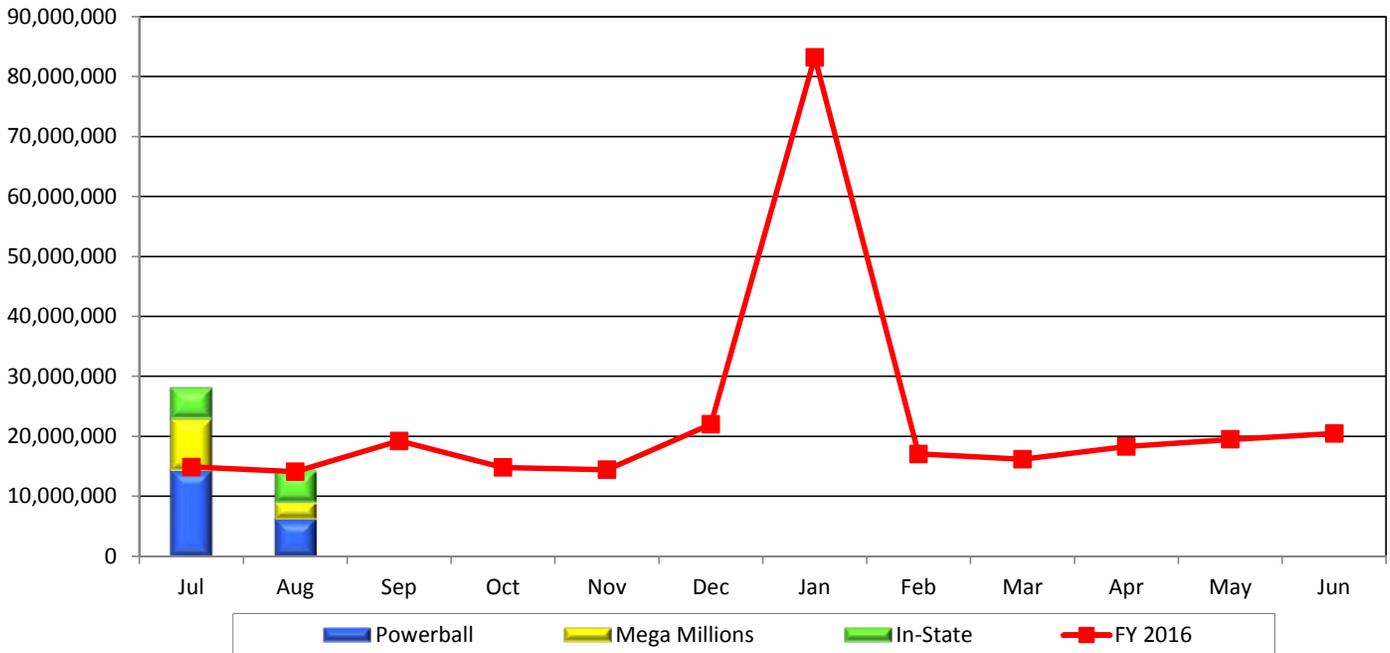
**Arizona Lottery
FY 2017 versus FY 2016**

Total Instant Games



FY 2017	87,682,615
FY 2016	90,005,892
% Change	-2.6%

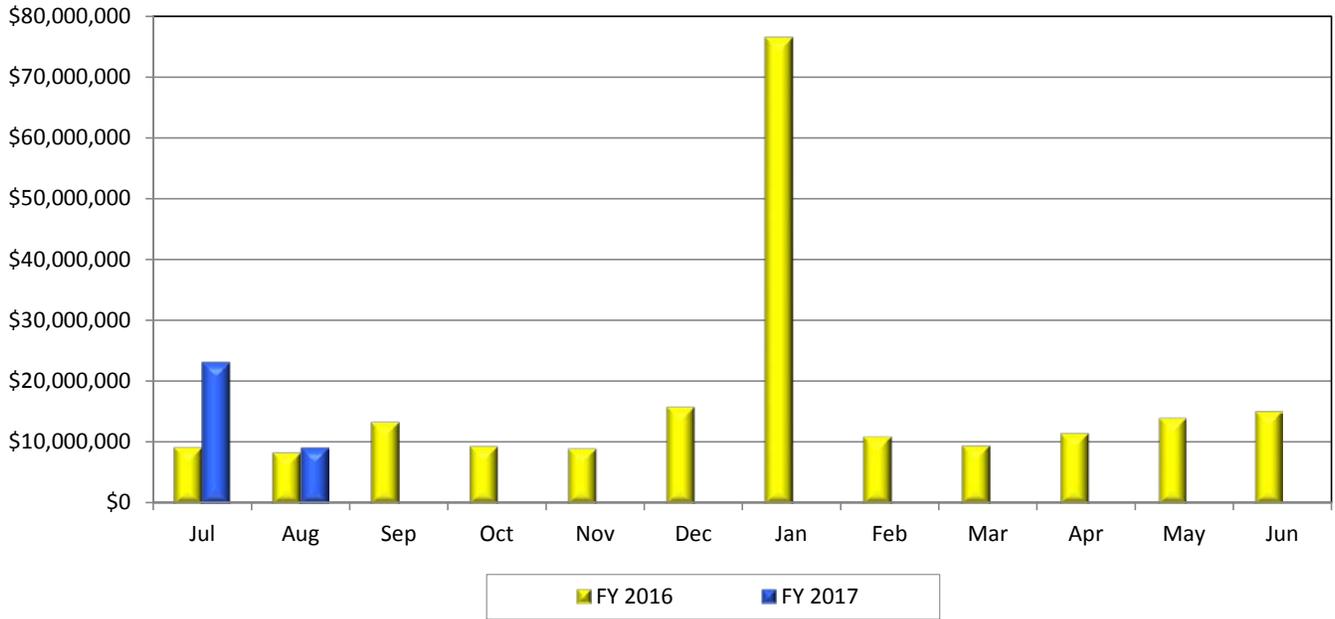
Total Draw Games



FY 2017	42,618,483
FY 2016	28,974,894
% Change	47.1%

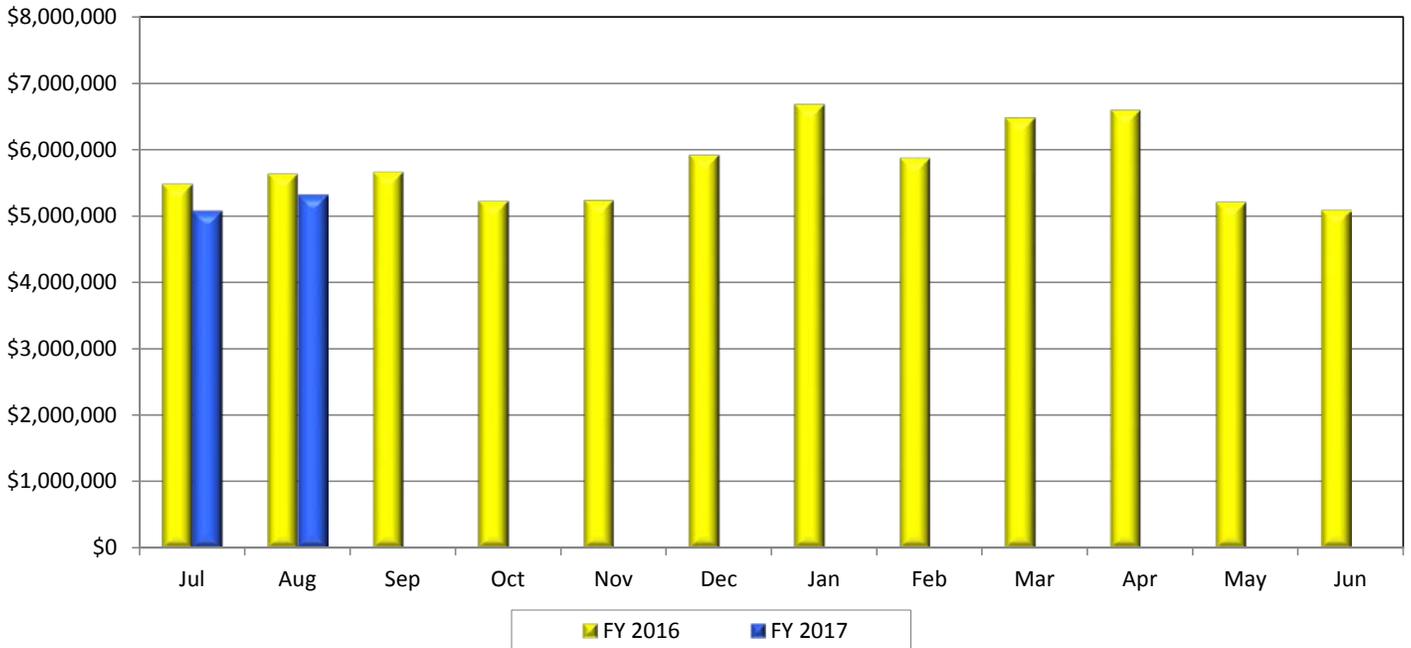
**Arizona Lottery
FY 2017 versus FY 2016**

Multi-State Jackpot Games



FY 2017	32,205,366
FY 2016	17,841,830
% Change	80.5%

Total In-State Games

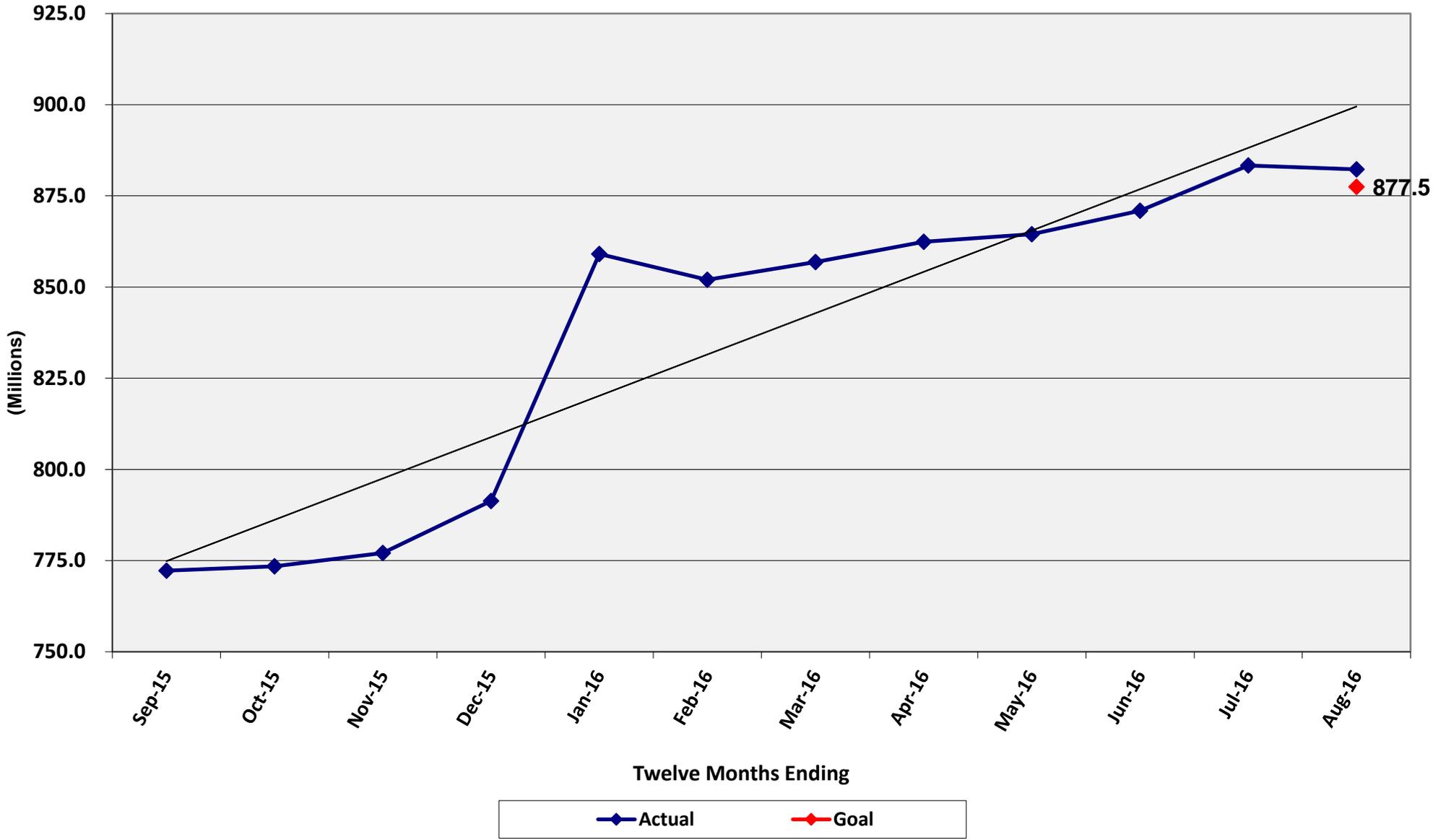


FY 2017	10,413,117
FY 2016	11,133,064
% Change	-6.5%

**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				0								0	0
October				0								0	0
November				0								0	0
December				0								0	0
January				0								0	0
February				0								0	0
March				0								0	0
April				0								0	0
May				0								0	0
June				0								0	0
YTD Sales	86,593,099	918,876	170,640	87,682,615	20,704,555	11,500,811	4,793,401	2,599,753	1,770,107	516,926	732,930	42,618,483	130,301,098
YTD Rtlr Commissions	5,628,551	183,775	11,092	5,823,418	1,345,796	747,553	311,571	168,984	115,057	33,600	47,640	2,770,201	8,593,620
% of Sales	66.5%	0.71%	0.13%	67.3%	15.9%	8.8%	3.7%	2.0%	1.4%	0.4%	0.6%	32.7%	100.0%
Avg Mo Sales	43,296,550	459,438	85,320	43,841,308	10,352,278	5,750,406	2,396,701	1,299,877	885,054	258,463	366,465	20,942,777	65,150,549

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													0
**Approp Transfer													0
October													0
November													0
December													0
January													0
February													0
March													0
April													0
May													0
June													0
<hr/>													
YTD Transfers	0	0	7,500,300	0	0	0	0	0	0	0	250,000	0	7,750,300
FY16 Transfers	0	0	7,500,350	0	0	0	0	0	0	0	122,872	0	7,623,222

*Clean Air Act

**Pursuant to Proposition 202 (Compulsive Gambling Treatment)

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

9/14/2016

	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	0	0	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	0	0	0	0	3,750,150
Gaming Department														0
September														0
October														0
November														0
December														0
January														0
February														0
March														0
April														0
May														0
June														0
Final Profit Distribution														0
YTD Transfers	5,429,500	936,400	459,400	258,200	170,600	97,400	62,000	35,400	51,400	0	0	250,000	0	7,750,300
Transfer % of Total Sales	4.2%	0.7%	0.4%	0.2%	0.1%	0.1%	0.0%	0.0%	0.0%	0.000%	0.0%	0.19%	0.0%	5.9%
YTD Sales	86,593,099	20,704,555	11,500,811	4,793,401	2,599,753	1,770,107	516,926	732,930	918,876	170,640				130,301,098
% of Sales by Product	66.46%	15.89%	8.83%	3.68%	2.00%	1.36%	0.40%	0.56%	0.71%	0.13%				100.00%
% of Transfer by Product	6.27%	4.52%	3.99%	5.39%	6.56%	5.50%	11.99%	4.83%	5.59%	0.00%				5.95%

FY17 Year-to-Date Budget Status AUGUST



Date: 8/31/2016
Elapsed: 17%

	<u>Budget</u>	<u>Expenditures thru Aug.</u>	<u>Percent Expended</u>	<u>Balance</u>	<u>Comments</u>
Personal Services	4,533,300	658,000	15%	3,875,300	
ERE	1,972,000	256,500	13%	1,715,500	
Professional & Outside	386,800	71,400	18%	315,400	payment timing
Travel In-State	271,600	16,800	6%	254,800	
Travel Out-of-State	16,800	5,200	31%	11,600	July NASPL conference - to be reimbursed
Other Operating / Equip.	1,173,200	112,800	10%	1,060,400	
Operating Subtotal:	\$ 8,353,700	\$ 1,120,700	13%	\$ 7,233,000	
Advertising 1/	15,500,000	475,000	3%	15,025,000	
% of sales { Instant Tickets	23,671,800	662,300	3%	23,009,500	
{ On-Line Vendor Fees	8,062,600	1,265,100	16%	6,797,500	
{ Charitable Commissions	1,215,800	183,800	15%	1,032,000	
{ Retailer Commissions	56,633,900	8,420,800	15%	48,213,100	
Total Budget:	\$ 113,437,800	\$ 12,127,700	11%	\$ 101,310,100	

1/ Advertising agency expenses are typically one month behind.

Notes on Sales-Related Line Items:

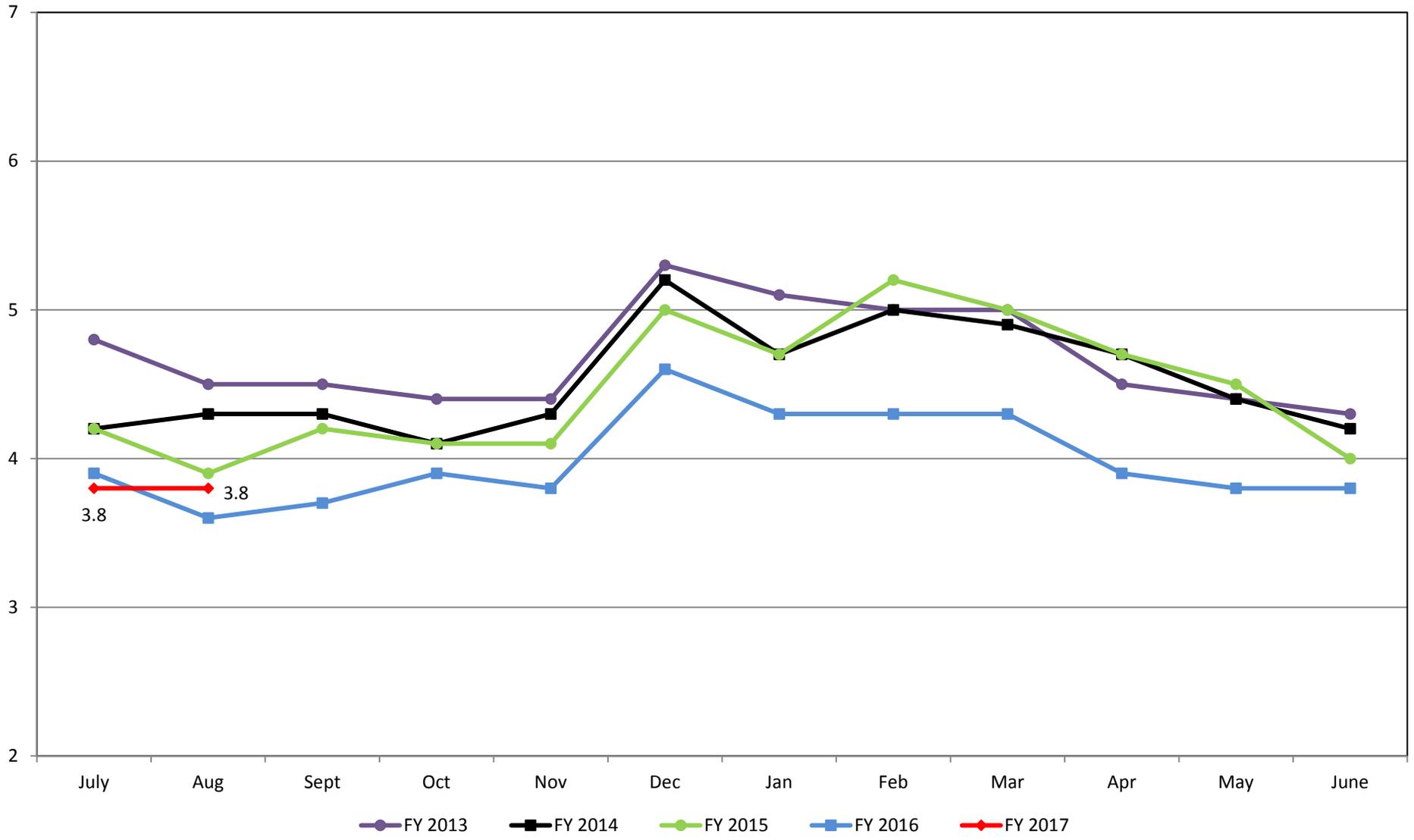
Instant Tickets: Appropriated based on 3.6% of sales. The budget corresponds to the JLBC instant sales estimate of \$657.6 million.

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.

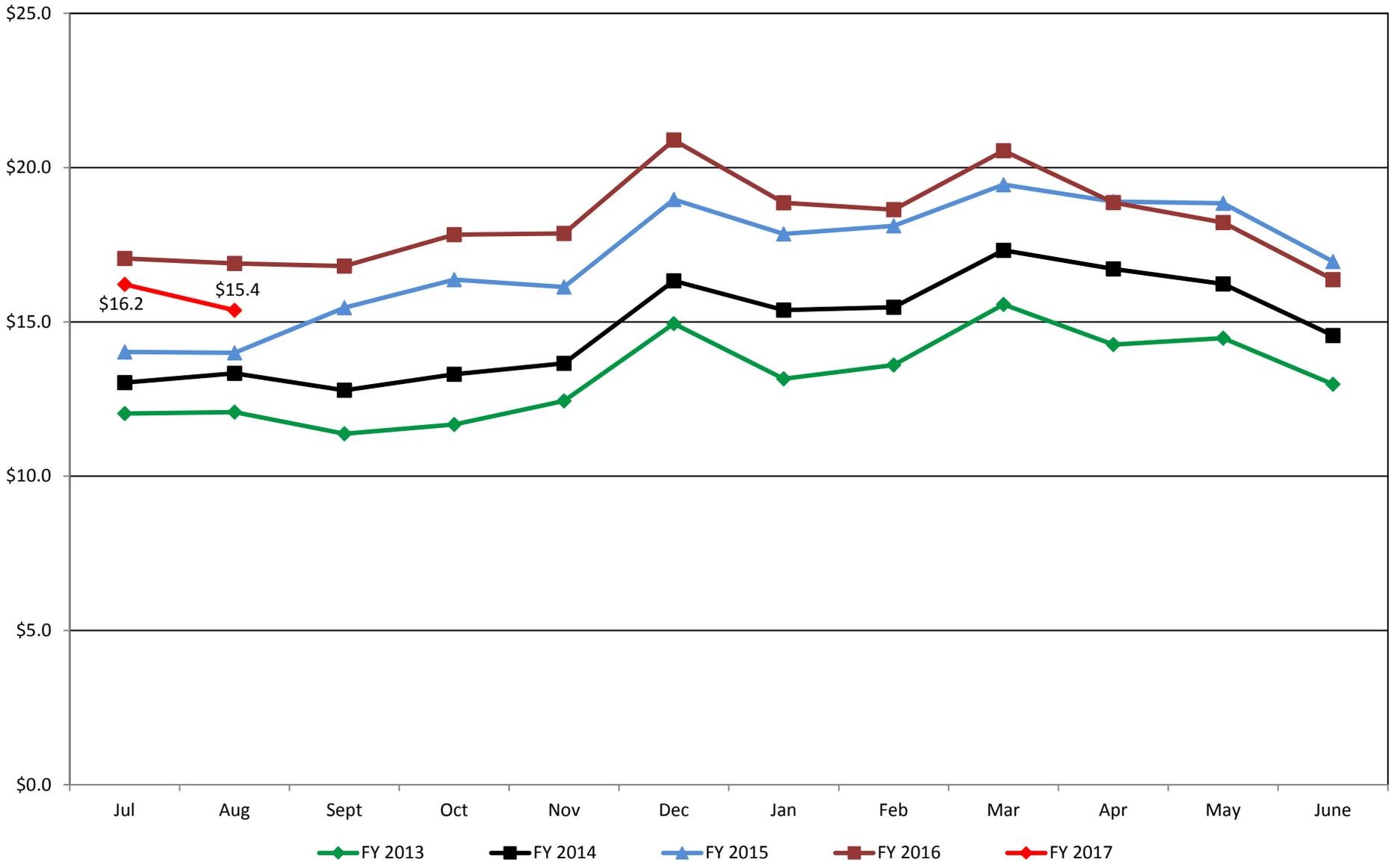
Charitable Commissions: The compensation rate is 20% of instant tab ticket sales. The budget corresponds to the JLBC sales estimate of \$6.08 million.

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
Aug FY2017 vs FY2016**

Powerball	FY2017 Jackpot			FY2016 Jackpot		
	Wed	Sat	Wkly Sales	Wed	Sat	Wkly Sales
08/06/16	\$40.0	\$52.0	\$1.34	\$40.0	\$50.0	\$1.20
08/13/16	\$67.0	\$82.0	\$1.34	\$60.0	\$70.0	\$1.24
08/20/16	\$94.0	\$110.0	\$1.41	\$80.0	\$90.0	\$1.31
08/27/16	\$127.0	\$142.0	\$1.41	\$100.0	\$110.0	\$1.51
Total Monthly Sales	\$6,341,897			\$5,902,069		

Mega Millions	FY2017 Jackpot			FY2016 Jackpot		
	Tue	Fri	Wkly Sales	Tue	Fri	Wkly Sales
08/06/16	\$25.0	\$30.0	\$0.61	\$15.0	\$20.0	\$0.56
08/13/16	\$38.0	\$45.0	\$0.61	\$25.0	\$30.0	\$0.57
08/20/16	\$52.0	\$61.0	\$0.63	\$39.0	\$47.0	\$0.60
08/27/16	\$69.0	\$76.0	\$0.60	\$55.0	\$64.0	\$0.63
Total Monthly Sales	\$2,811,227			\$2,548,809		

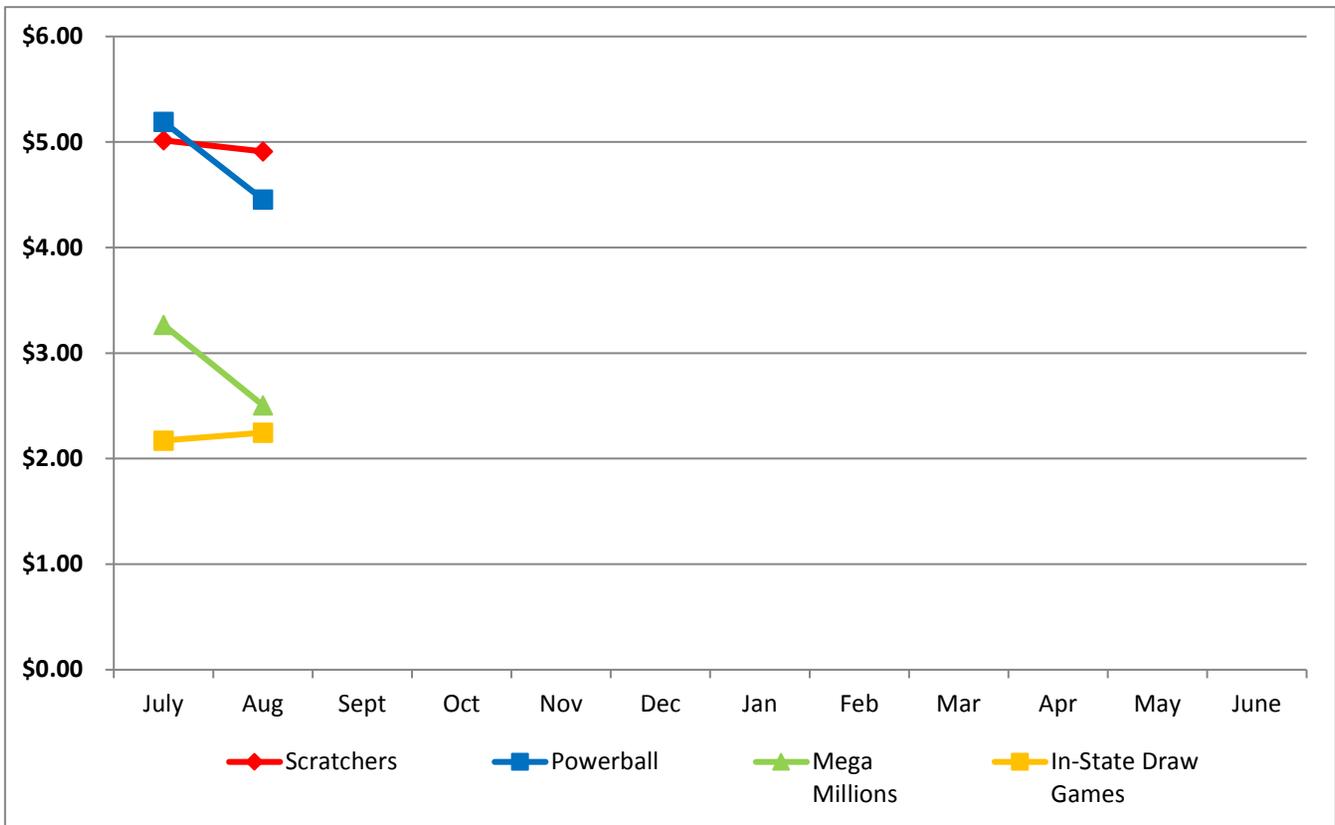
The Pick	FY2017 Jackpot			FY2016 Jackpot		
	Wed	Sat	Wkly Sales	Wed	Sat	Wkly Sales
08/06/16	\$2.3	\$2.5	\$0.53	\$4.0	\$4.1	\$0.63
08/13/16	\$2.6	\$2.7	\$0.52	\$4.3	\$4.4	\$0.64
08/20/16	\$2.8	\$2.9	\$0.51	\$4.5	\$4.7	\$0.66
08/27/16	\$3.0	\$3.1	\$0.52	\$4.8	\$5.0	\$0.69
Total Monthly Sales	\$2,416,011			\$2,893,009		

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				
Oct				
Nov				
Dec				
Jan				
Feb				
Mar				
Apr				
May				
June				
Average	\$4.96	\$4.82	\$2.89	\$2.21



New Business Item #1
Instant Scratch Game Profiles
Report to Arizona Lottery Commission
September 23, 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.

AMENDED GAME PROFILE

Attached for the Lottery Commission's action is amended instant scratch game profile *Money Tree #1078*.

Money Tree #1078. The prize structure for this game was revised, impacting the number of prizes at all levels except the \$1,000 and \$50,000 prize levels. The revisions also impacted the overall odds.

NEW GAME PROFILES

Attached for the Lottery Commission's action are new instant scratch game profiles: *Crossword Connect #1094*, and *Wild Cherry Doubler #1096*.

Crossword Connect #1094. This \$3 game has a top prize of \$20,000 and will be printed at a quantity of approximately 3.3 million tickets.

Wild Cherry Doubler #1096. This \$1 game has a top prize of \$2,000 and will be printed at a quantity of approximately 1.6 million tickets.

Attachments (Commissioners only)