



**NOVEMBER 18, 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 November 18, 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 September 23, 2016, Public Meeting
4. Approval of Minutes for October 27, 2016, Public Meeting

Agency Reports

1. Directors Presentation
2. Products Update
3. Marketing Update

New Business

1. Discussion and Action on new instant scratch game profiles: *Wild 1 #1095, Play Ball #1097, Ultimate Millions #1098, Loteria Arizona #1099, and Super 9s #1100.*

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 December 16, 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 10th day of November, 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 SEPTEMBER 23, 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, Pam DiNunzio, Ivy Gilio, Shelby Alessi, Michael Schiefelbein, Michelle Anderson, Monica Godek, Stacey Henderson and Jacqui Ayala

GUESTS GTECH Representatives: Russ Harben and Serena Arlotta
Owen's Harkey Representatives: Scott Harkey and Dawn Kemmer
Attorney General Representative: Grant Pearson
Scientific Games Representative: Topper Wilson
Fry's Representatives: LaDonna Mitchell and Kimberly Abramson

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Call to Order Pursuant to the Public Notice dated September 16, 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 August 19, 2016, Public meeting; Commissioner Burnett moved, Vice-Chair Love seconded. All members voting aye, motion carried.

Director's Presentation Director Edgar spoke about one of our beneficiaries, Heritage Fund. In addition, he provided an update on the conversion.

Chair Weintraub wanted to know about the feedback from the retailers. Raynie Hosto stated that overall we had a positive feedback from them. Chair Weintraub asked for clarification regarding if the conversion was better for the retailers or different. Ms. Hosto stated that in her perceptive it would be better for retailers after full implementation.

Commissioner Burnett stated some of the vendor's had stated that they were going to have extra staff available for conversion. She wanted to know if there were too many or not enough. Director Edgar stated that having extra staff helped with the impact when issues arose.

Director Edgar presented a PowerPoint overview of the Director's Presentation. The

Director's Presentation is attached for the official minutes.

Chair Weintraub wanted to know how the airport is doing. Director Edgar said the opening went well, however the sales are low which was expected. Chair Weintraub stated that we need to get some communication out there and that the state understands that it is not a great location and being behind the gates would be better.

Retailer of the Year Stacey Henderson, District Sales Supervisor, recognized Fry's Food Store. She said the store employees are knowledgeable and friendly in all aspects of store business, especially Lottery, and the continued success of the store is due in part to the excellent training provided by Lisa the previous Bookkeeper.

FY16 Financial Statements Biju Kamaleswaran presented a PowerPoint overview of the unaudited financials.

New Business Chair Weintraub asked if any members of the public would like to address the Commission regarding amended and new instant scratch game profiles: *Money Tree #1078, Crossword Connect #1094, and Wild Cherry Doubler #1096*. 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 amended and new instant scratch game profiles: #1078, #1094, and #1096. Commissioner Anderson moved; Commissioner Burnett seconded. All members voting aye, the motion carried.

Call to the Public Chair Weintraub 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 October 21, 2016, at 10:00 a.m.

Adjournment Chair Weintraub entertained a motion to adjourn, Vice-Chair Love moved; Commissioner Burnett seconded. All members voting aye, the motion carried. Meeting adjourned at 10:32 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.

**PUBLIC MEETING OF THE ARIZONA LOTTERY
COMMISSION MINUTES OCTOBER 27, 2016**

PRESIDING Chair Jeff Weintraub

COMMISSIONERS Michael Love and Kristine Burnett

LOTTERY Gregg Edgar, Executive Director; Biju Kamaleswaran, Chief Financial Officer; and Lisa Wahlin, Director of Legal Services
Kimberly Siddall and Michael Schiefelbein

GUESTS GTECH Representative: Russ Harben
Attorney General Representative: Grant Pearson
Scientific Games Representative: Topper Wilson

Call to Order Pursuant to the Public Notice dated October 24, 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.

New Business Chair Weintraub asked if any members of the public would like to address the Commission regarding amended and new instant scratch game profiles: *5X the Cash #1090, 10X the Cash #1091, 20X the Cash #1092, and 50X the Cash #1093*. 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 amended and new instant scratch game profiles: #1090, #1091, #1092, and #1093. Commissioner Burnett moved; Vice-Chair Love seconded. All members voting aye, the motion carried.

Call to the Public Chair Weintraub 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 November 18, 2016, at 10:00 a.m.

Adjournment Chair Weintraub entertained a motion to adjourn, Vice-Chair Love moved; Commissioner Burnett seconded. All members voting aye, the motion carried. Meeting adjourned at 10:05 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
 October 27, 2016

Directors Presentation – (Attachment A)

Products Update

Marketing Update

New Games Introduction

The following games were introduced since the last commission meeting: *Triple 7's #1058, 7's Super Ticket™ #1062, Mad Money #1064, \$100,000 Fortune #1073, Slingo® Trio #1081, Frogger #1086, and VIP Crossword #1089.*

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.

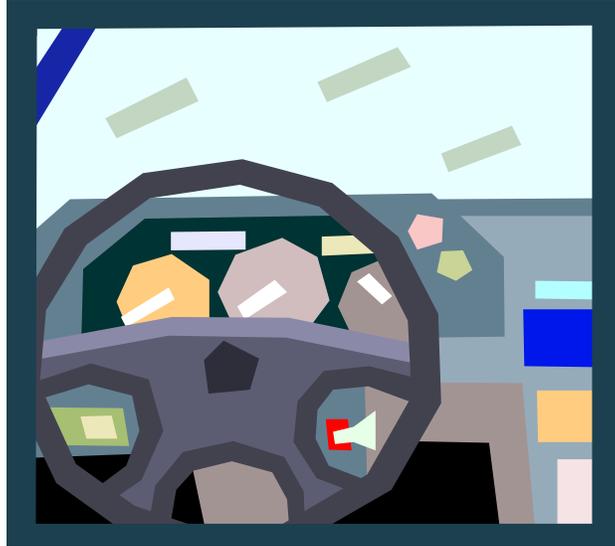
Date Ended	Price Point	Game No.	Game Name	Beginning Inventory	% Sold
11/02/16	\$20	975	Diamond 7	1,253,580	90.0%
11/16/16	\$20	1042	Big Money Game Book	1,512,000	55.5%
11/16/16	\$10	1054	35th Anniversary	1,705,920	49.0%
11/16/16	\$1	1059	Happy Camper	1,738,800	65.6%
11/16/16	\$5	1070	Stacks of Cash	1,211,160	75.3%
11/16/16	\$2	1071	Gold Rush	1,510,650	47.4%

Events/Sponsorships

Organization	Event / Program Name	Amount Awarded	Date(S)
Free Arts for Abused Children of Arizona	2016 Every Child Matters Luncheon	\$2,500.00	11/1/2016
Chrysalis	Driving Out Domestic Violence Golf & Gala	\$2,500.00	11/4/2016
Keogh Health Center	Annual Autumn Gala	\$4,000.00	11/4/2016
City of El Mirage	El Mirage Salute to Veterans	\$4,000.00	11/5/2016

Organization	Event / Program Name	Amount Awarded	Date(S)
Community Alliance Against Family Abuse	Giddy Up Gala	\$500.00	11/5/2016
National Multiple Sclerosis Society, Arizona Chapter	2016 Walk MS: Phoenix	\$2,000.00	11/5/2016
Pueblo Grande Museum Auxiliary	Veteran's Day Gourd & Community Potluck	\$750.00	11/11/2016
YMCA of Southern Arizona	YMCA Community Military Ball	\$2,500.00	11/11/2016
Arizona Town Hall	Arizona Town Hall 2016/2017 Events	\$2,500.00	11/13/2016 - 11/16/2016
Veteran's Medical Leadership Council	2016 Heroes Patriotic Luncheon	\$2,500.00	11/16/2016
Arizona Education Foundation	Arizona Teacher of the Year	\$2,500.00	11/17/2016
Yavapai Big Brothers Big Sisters	Grand Gala Dinner & Auction	\$2,500.00	11/19/2016
Downtown Chandler Community Foundation	7th Annual Rock the Block!	\$2,500.00	11/19/2016
CASA of Yavapai County	CASA Appreciation/Holiday Dinner	\$1,500.00	Dec-16
Arizona Association of Counties	2016 Annual Conference & Mid-Year Conference	\$4,000.00	12/1/2016
Boys & Girls Club of Central Arizona	Inspiring Young Minds Breakfast	\$500.00	12/1/2016
ICAN	dreamBIG	\$4,500.00	12/2/2016
National Kidney Foundation of Arizona	2016 NKF Golf Classic, Dancing with the Stars Arizona, Kidney Walk	\$1,000.00	12/2/2016
Boy Scouts	The Taste of Arizona Festival	\$4,500.00	12/3/2016
Arizona's Children Association	Dancing for Arizona's Children	\$1,000.00	12/3/2016
Red Note Foundation	4th Annual Christmas Concert	\$1,000.00	12/5/2016
Lodestar Day Resource Center at the Human Services Campus	I AM HOME Breakfast	\$2,000.00	12/9/2016
Central Arizona Dental Society Foundation	Arizona Dental Mission of Mercy	\$2,500.00	12/9/2016 - 12/10/2016

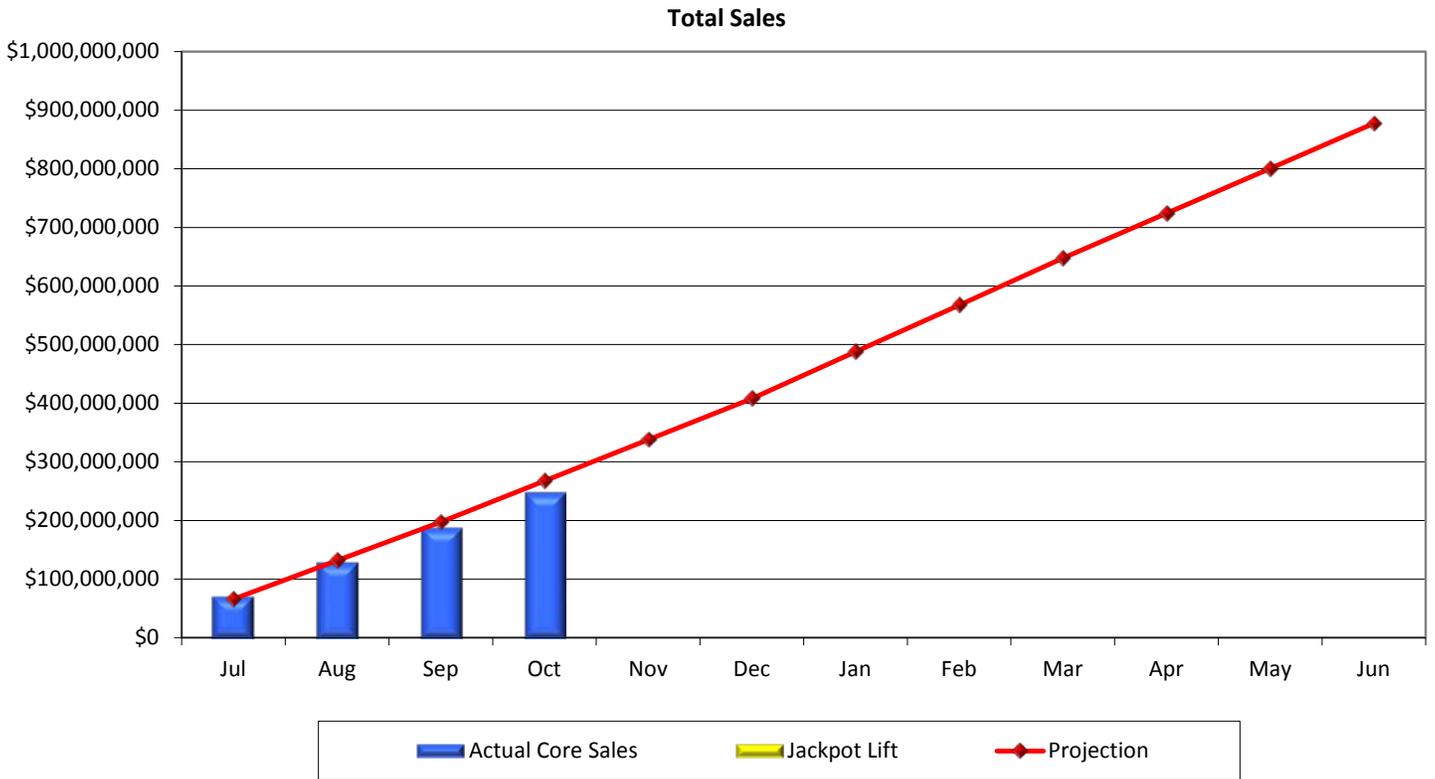
ATTACHMENT A



**Arizona Lottery
Dashboard
October 2016**

Fiscal Year 2017

**Arizona Lottery
FY 2017 Sales versus Projections**



Projection:	267,527,833
Actual Core:	248,665,504
Jackpot Lift:	0
Total Actual:	248,665,504
Difference:	-18,862,329
% Difference:	-7.1%

* Total sales are currently 7.1% below projections.

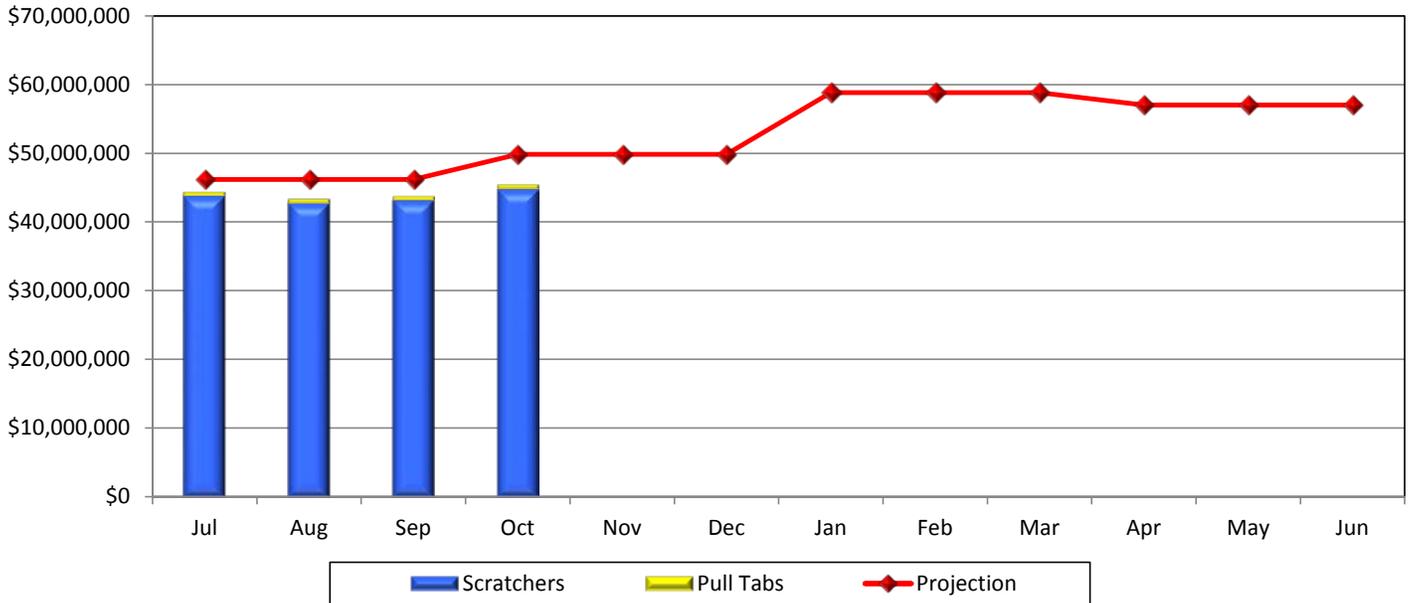
* The Instant product line (Scratchers & Pull-tabs) at \$176,786,093 are currently 6.2% below projections.

* Total draw game sales of \$71,879,411 are currently 9.2% below projections.

* The Multi-State draw games are currently 12.8% below projections; in-state games are 0.6% above projections.

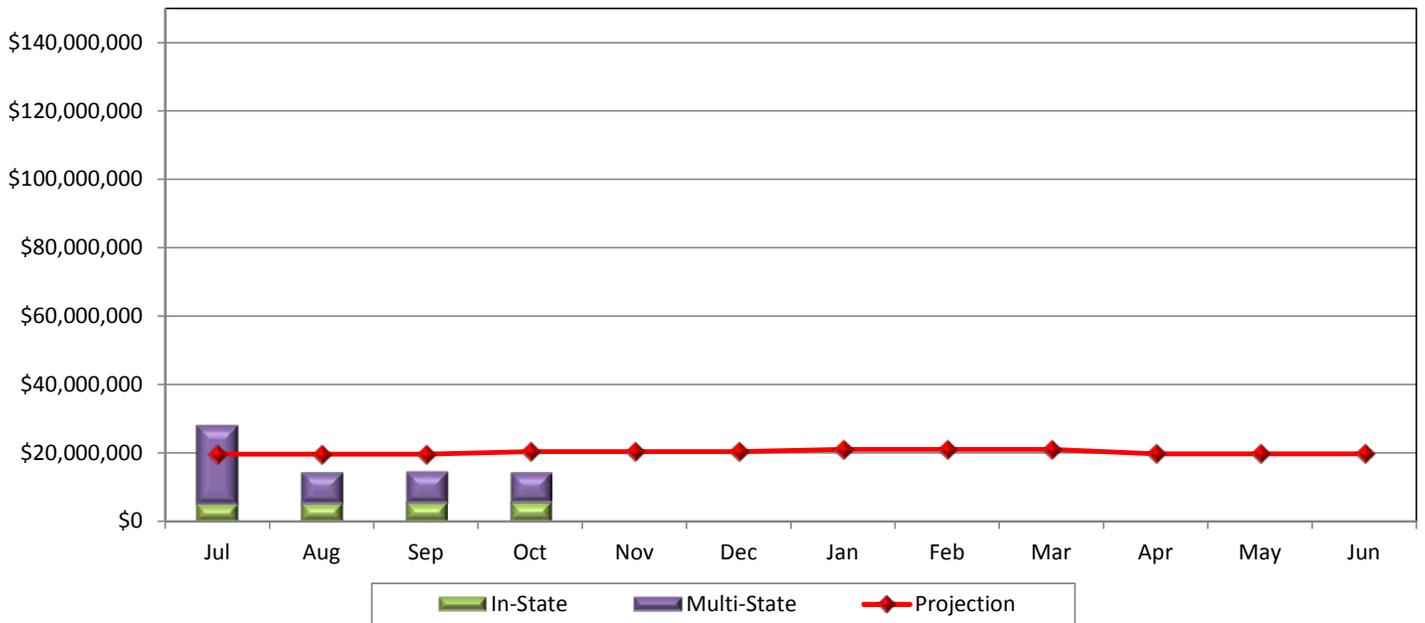
**Arizona Lottery
FY 2017 Sales versus Projections**

Instant Sales



Projection: 188,379,167
 Actual: 176,786,093
 Difference: -11,593,074
 % Difference: -6.2%

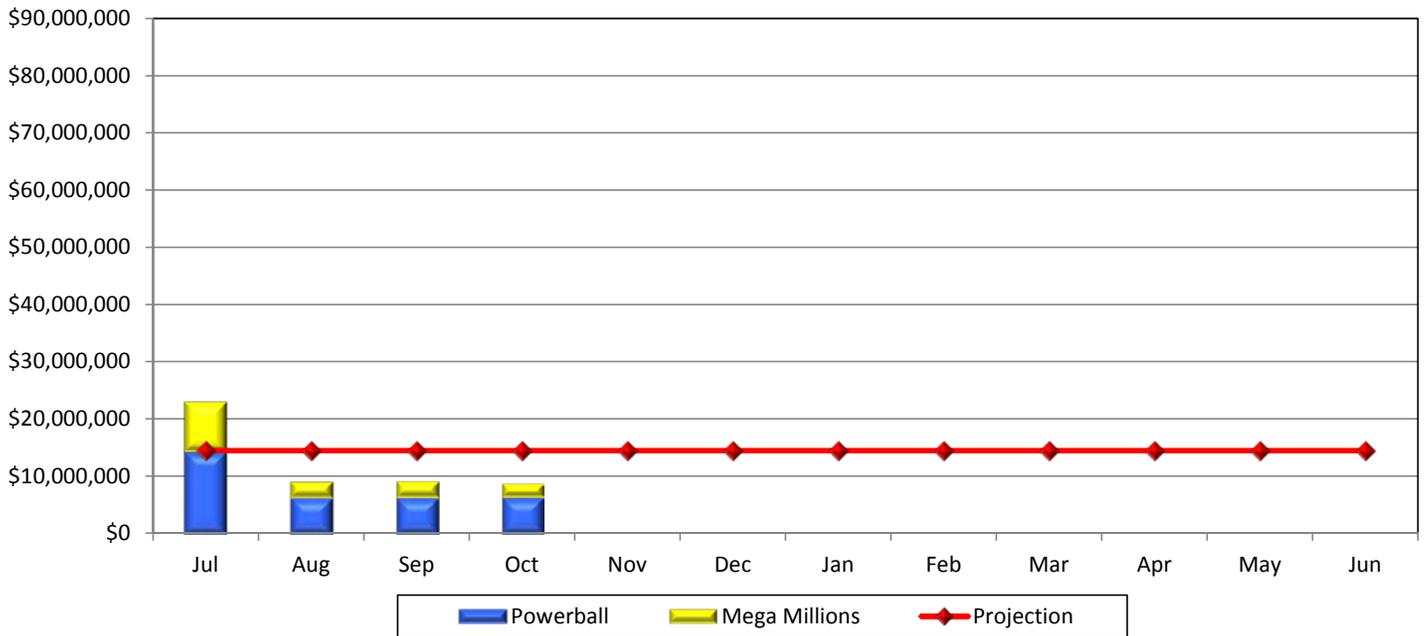
Total Draw Games



Projection: 79,148,667
 Actual: 71,879,411
 Difference: -7,269,256
 % Difference: -9.2%

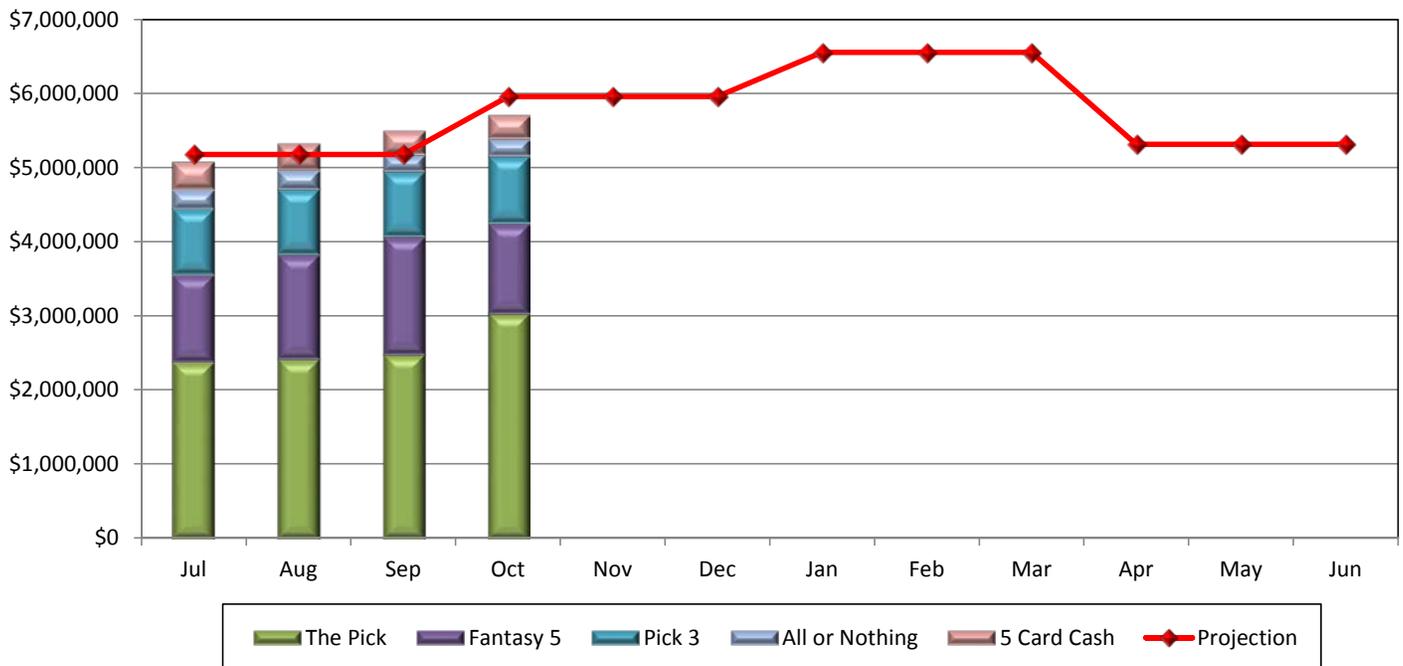
**Arizona Lottery
FY 2017 Sales versus Projections**

Multi-State Games



Projection: 57,666,667
 Actual: 50,262,945
 Difference: -7,403,722
 % Difference: -12.8%

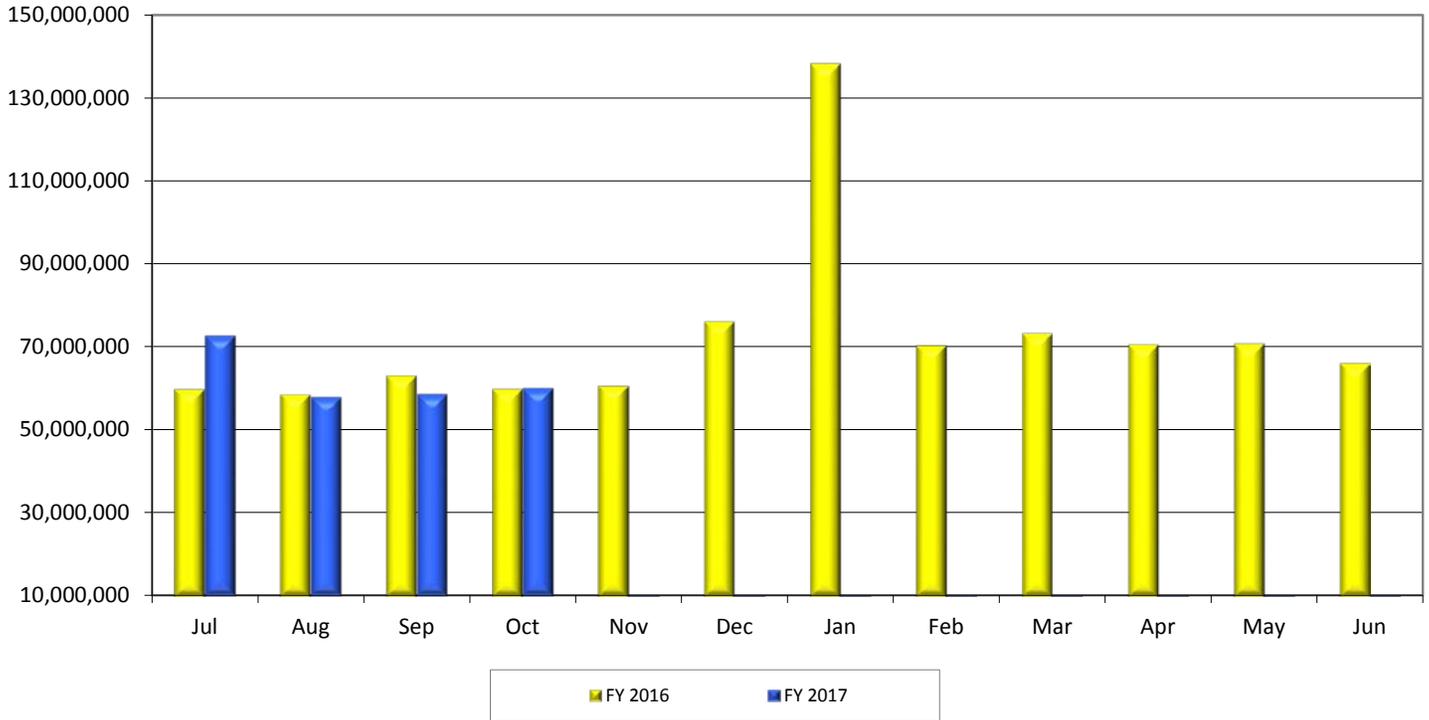
In-State Games



Projection: 21,482,000
 Actual: 21,616,466
 Difference: 134,466
 % Difference: 0.6%

**Arizona Lottery
FY 2017 versus FY 2016**

Total Sales



FY 2017	248,665,504
FY 2016	242,590,909
% Change	2.5%

* Total sales are currently 2.5% ahead of last year.

* The Instant product line (Scratchers & Pull-tabs) are currently 1.6% below last year.

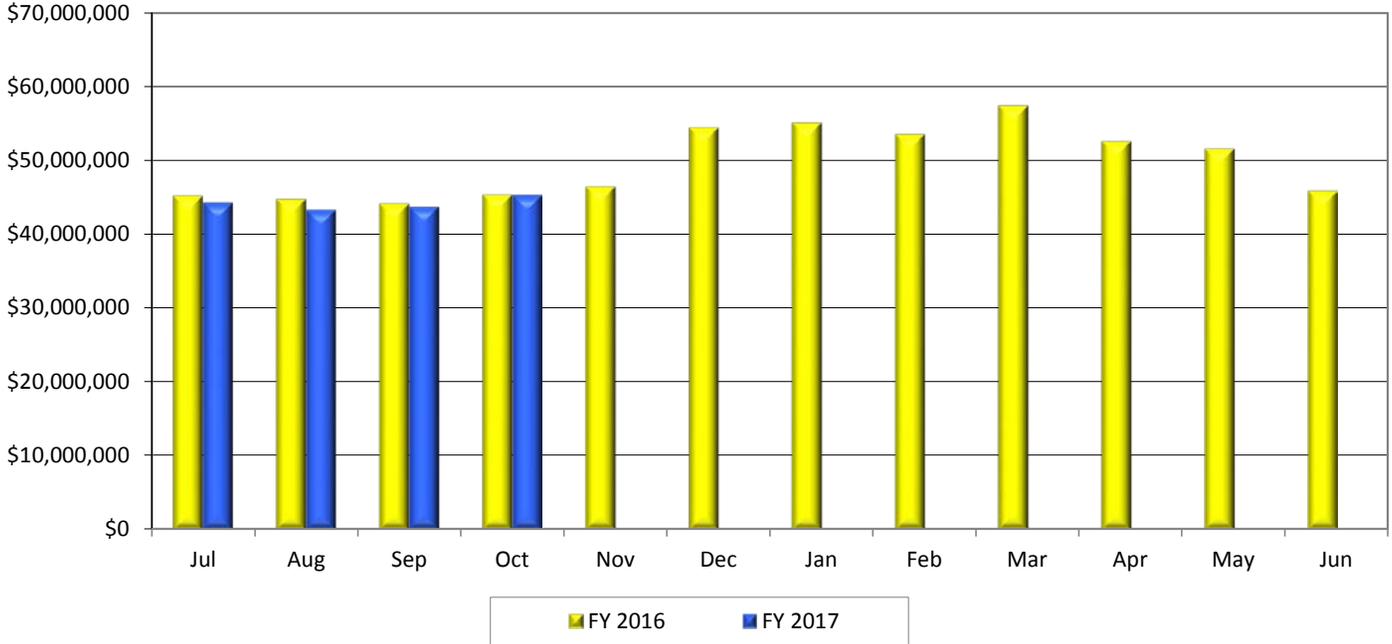
* Total draw game sales are currently 14.1% ahead of last year.

* Sales of the multi-state games, Powerball and Mega Millions are currently 22.7% ahead of last year.

* Sales of the in-state games are currently 1.9% below last year.

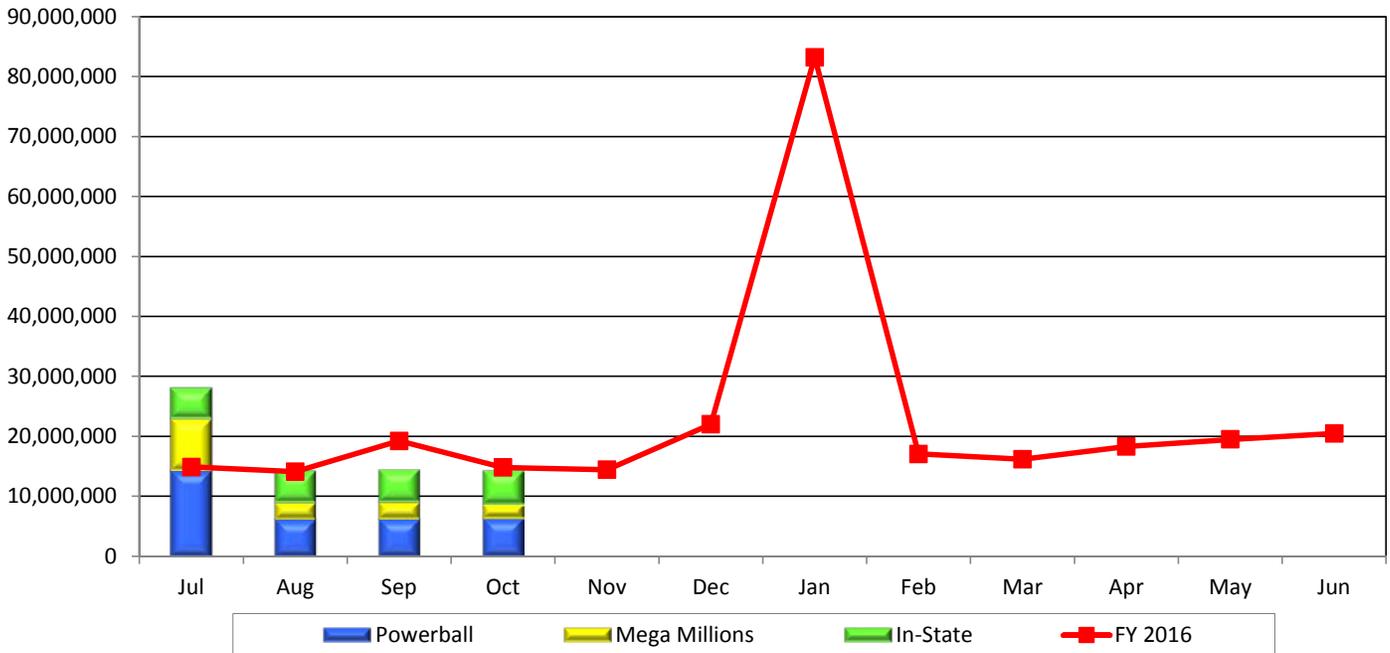
**Arizona Lottery
FY 2017 versus FY 2016**

Total Instant Games



FY 2017	176,786,093
FY 2016	179,583,289
% Change	-1.6%

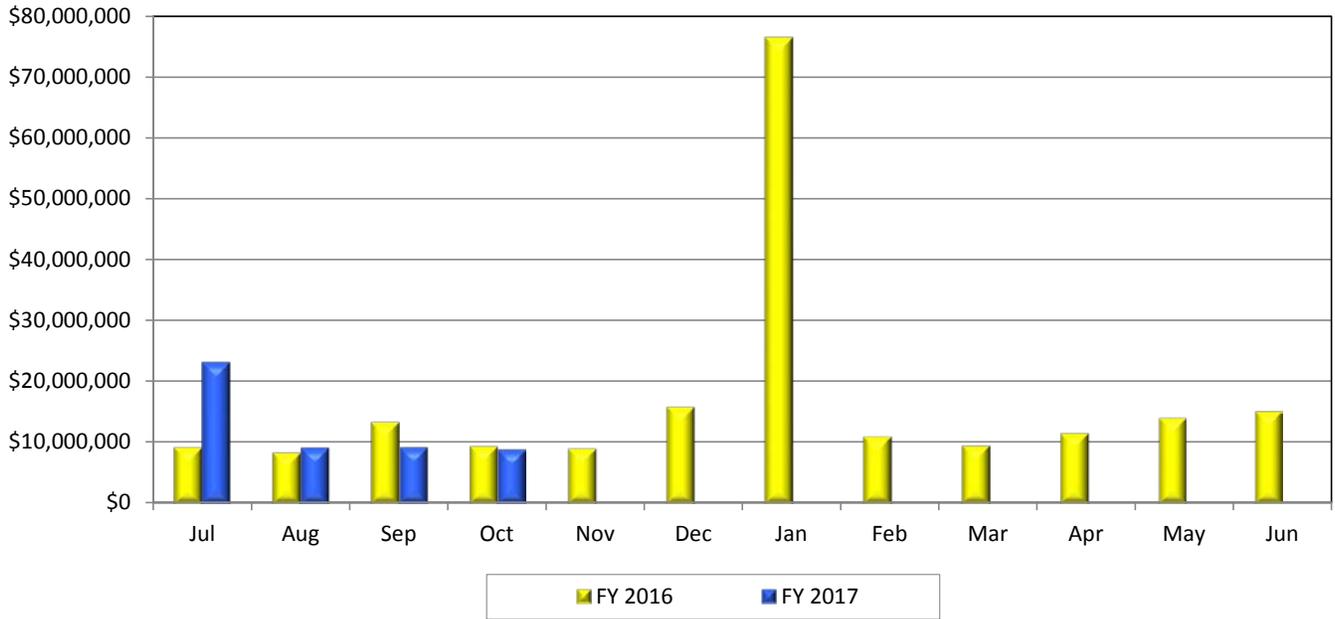
Total Draw Games



FY 2017	71,879,411
FY 2016	63,007,620
% Change	14.1%

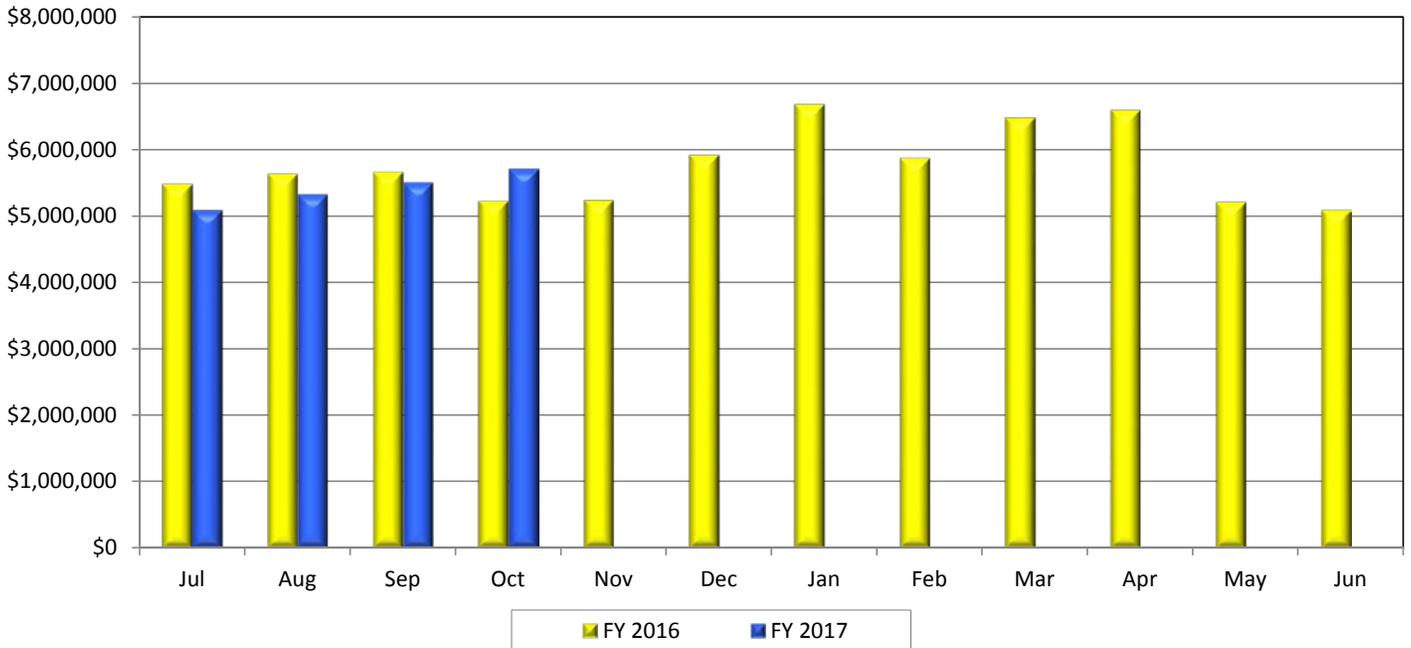
**Arizona Lottery
FY 2017 versus FY 2016**

Multi-State Jackpot Games



FY 2017	50,262,945
FY 2016	40,970,905
% Change	22.7%

Total In-State Games

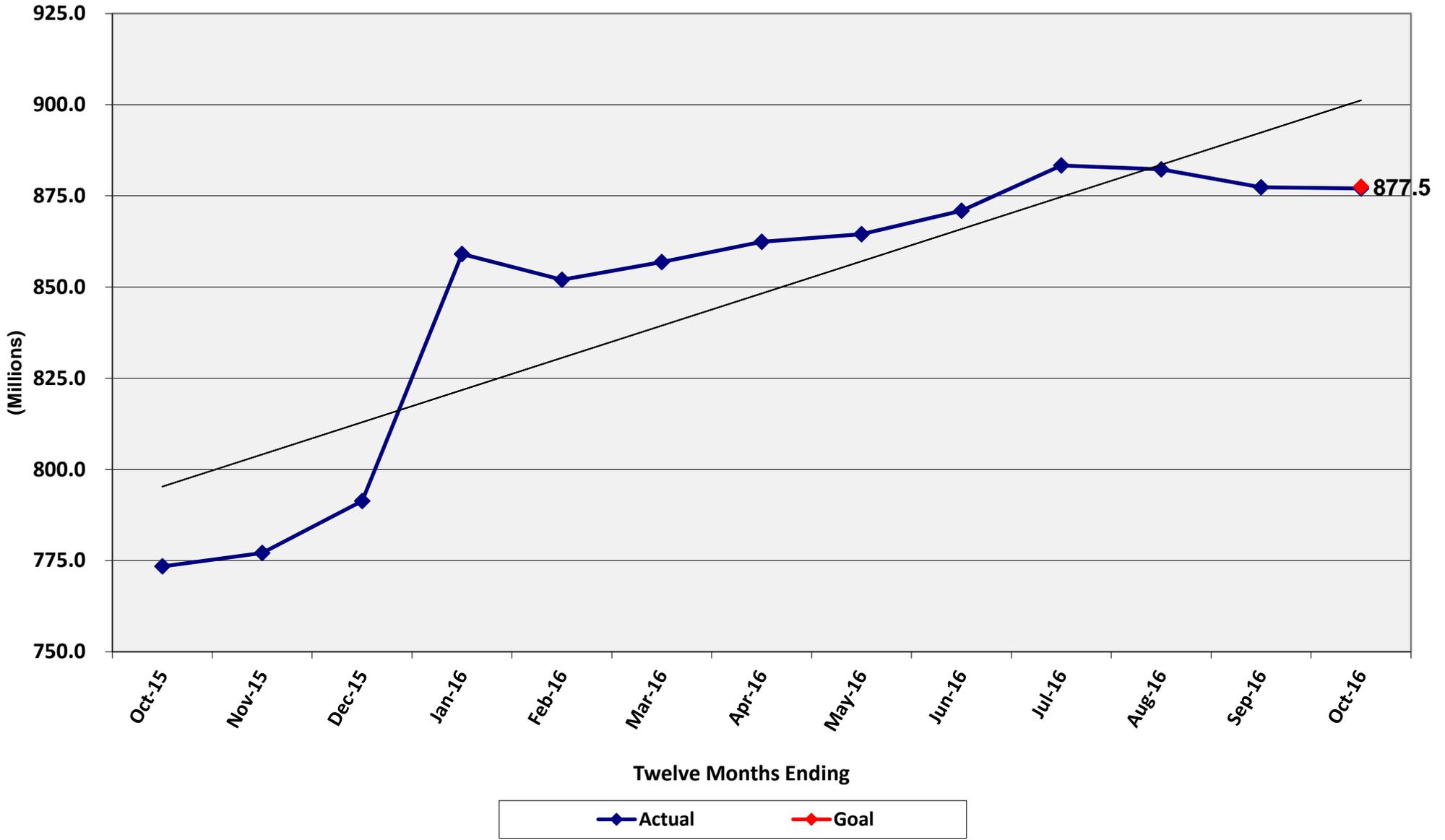


FY 2017	21,616,466
FY 2016	22,036,715
% Change	-1.9%

**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													
December													
January													
February													
March													
April													
May													
June													
YTD Sales	174,558,719	1,893,744	333,630	176,786,093	33,545,421	16,717,524	10,305,503	5,403,465	3,559,388	979,140	1,368,970	71,879,411	248,665,504
YTD Rtlr Commissions	11,346,317	378,749	21,686	11,746,751	2,180,452	1,086,639	669,858	351,225	231,360	63,644	88,983	4,672,162	16,418,913
% of Sales	70.2%	0.76%	0.13%	71.1%	13.5%	6.7%	4.1%	2.2%	1.4%	0.4%	0.6%	28.9%	100.0%
Avg Mo Sales	43,639,680	473,436	83,408	44,196,523	8,386,355	4,179,381	2,576,376	1,350,866	889,847	244,785	342,243	17,627,610	62,166,376

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													
December													
January													
February													
March													
April													
May													
June													
YTD Transfers	2,990,600	6,186,200	28,942,850	5,412,700					300,000	63,600	250,000	1,081,417	45,227,367
FY16 Transfers	3,094,200	6,356,000	24,182,000	4,528,600					300,000		160,000	739,776	39,360,576

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**

11/10/2016

	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														
December														
January														
February														
March														
April														
May														
June														
Final Profit Distribution														
YTD Transfers	23,295,850	9,623,900	5,063,700	2,584,500	1,498,800	942,900	282,600	374,300	165,800	63,600		250,000	1,081,417	45,227,367
Transfer % of Total Sales	9.4%	3.9%	2.0%	1.0%	0.6%	0.4%	0.1%	0.2%	0.1%	0.026%		0.10%	0.4%	18.2%
YTD Sales	174,558,719	33,545,421	16,717,524	10,305,503	5,403,465	3,559,388	979,140	1,368,970	1,893,744	333,630				248,665,504
% of Sales by Product	70.20%	13.49%	6.72%	4.14%	2.17%	1.43%	0.39%	0.55%	0.76%	0.13%				100.00%
% of Transfer by Product	13.35%	28.69%	30.29%	25.08%	27.74%	26.49%	28.86%	27.34%	8.76%	19.06%				17.75%

FY17 Year-to-Date Budget Status OCTOBER



Date: 10/31/2016
Elapsed: 34%

	<u>Budget</u>	<u>Expenditures thru Oct.</u>	<u>Percent Expended</u>	<u>Balance</u>	<u>Comments</u>
Personal Services	4,533,300	1,239,400	27%	3,293,900	
ERE	1,972,000	483,200	25%	1,488,800	
Prof. & Outside Services	386,800	127,000	33%	259,800	
Travel - In State	271,600	40,000	15%	231,600	
Travel - Out of State	16,800	7,900	47%	8,900	July NASPL conference - to be reimbursed
Other Operating / Equip.	1,173,200	309,700	26%	863,500	
Operating Subtotal:	\$ 8,353,700	\$ 2,207,200	26%	\$ 6,146,500	
Advertising 1/	15,500,000	1,433,700	9%	14,066,300	
% of sales { Instant Tickets	23,671,800	3,870,000	16%	19,801,800	
{ On-Line Vendor Fees	8,062,600	2,108,400	26%	5,954,200	
{ Charitable Commissions	1,215,800	378,700	31%	837,100	
{ Retailer Commissions	56,633,900	16,071,700	28%	40,562,200	
Total Budget:	\$ 113,437,800	\$ 26,069,700	23%	\$ 87,368,100	

1/ Advertising agency expenses are typically one month behind.

Notes on Sales-Related Line Items:

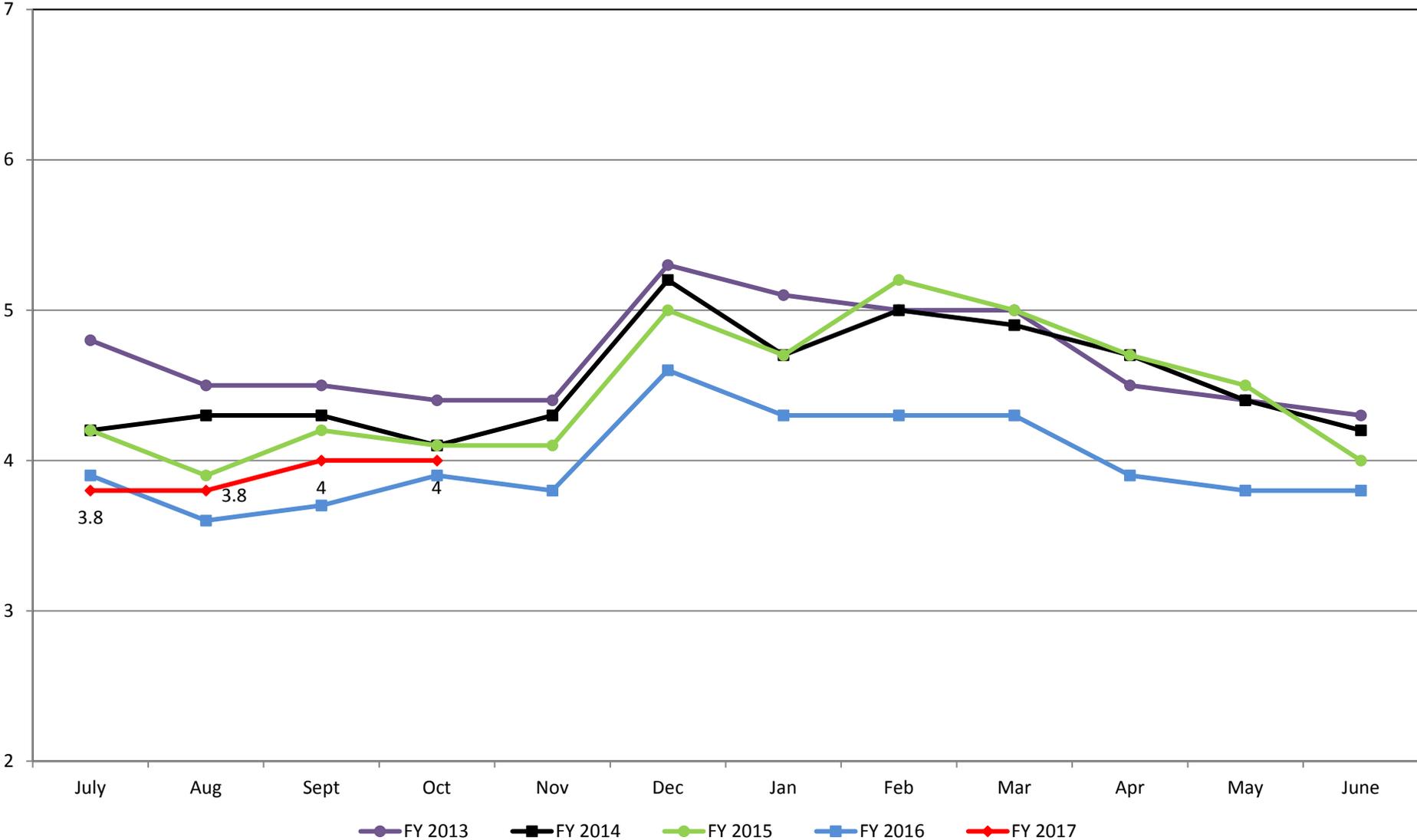
Instant Tickets: Appropriated based on 3.6% of sales. The budget corresponds to the JLBC instant sales estimate of \$657.6 million.

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.

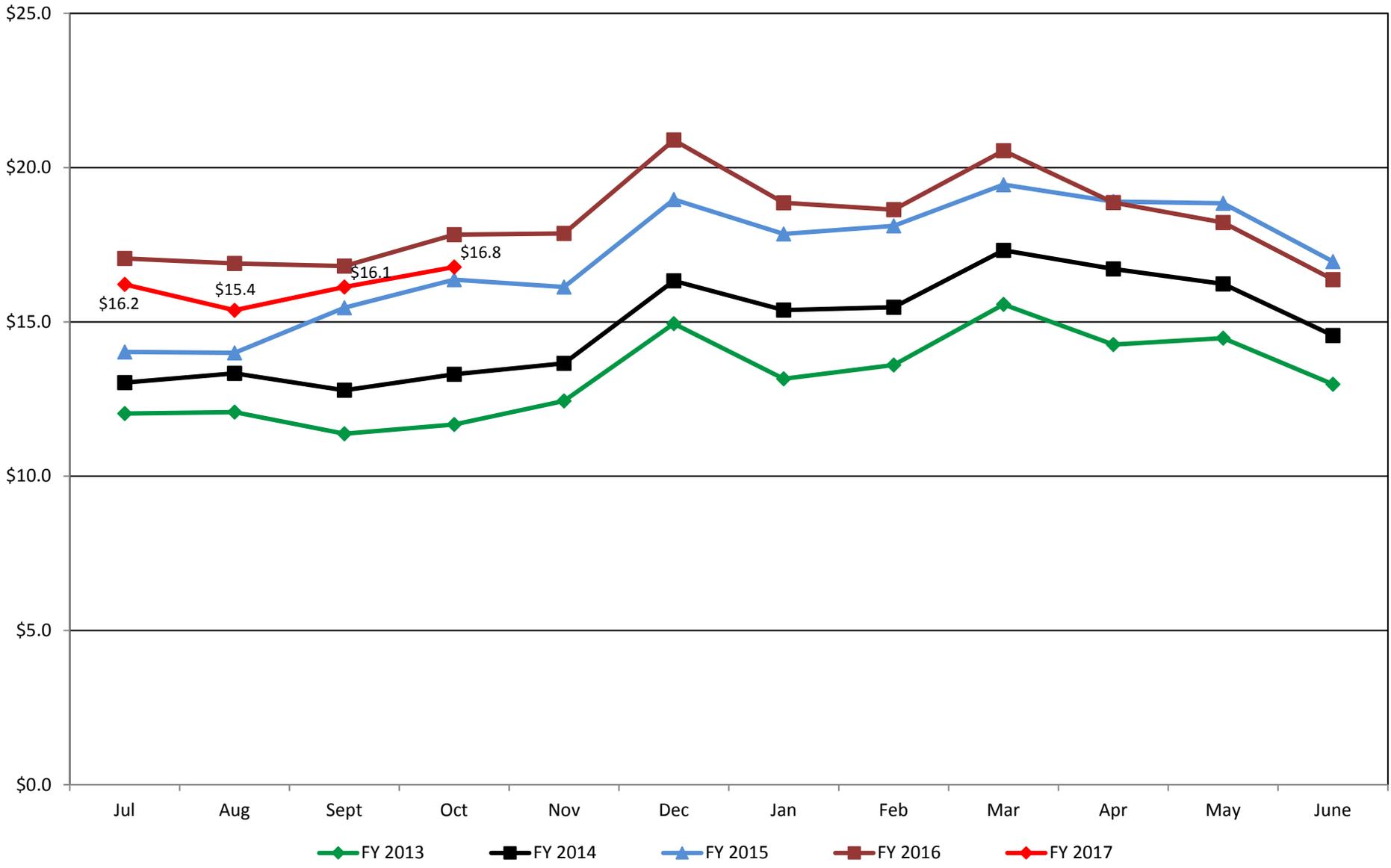
Charitable Commissions: The compensation rate is 20% of instant tab ticket sales. The budget corresponds to the JLBC sales estimate of \$6.08 million.

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
Oct FY2017 vs FY2016**

Powerball	FY2017 Jackpot			FY2016 Jackpot		
	Wed	Sat	Wkly Sales	Wed	Sat	Wkly Sales
10/01/16	\$60.0	\$70.0	\$1.22	\$301.0	\$40.0	\$3.23
10/08/16	\$80.0	\$91.0	\$1.40	\$50.0	\$60.0	\$1.43
10/15/16	\$107.0	\$122.0	\$1.41	\$70.0	\$80.0	\$1.29
10/22/16	\$136.0	\$151.0	\$1.49	\$90.0	\$100.0	\$1.40
10/29/16	\$164.0	\$180.0	\$1.58	\$110.0	\$127.0	\$1.54
Total Monthly Sales	\$6,461,027			\$6,243,435		

Mega Millions	FY2017 Jackpot			FY2016 Jackpot		
	Tue	Fri	Wkly Sales	Tue	Fri	Wkly Sales
10/01/16	\$25.0	\$30.0	\$0.55	\$39.0	\$47.0	\$0.65
10/08/16	\$35.0	\$41.0	\$0.62	\$55.0	\$65.0	\$0.66
10/15/16	\$49.0	\$15.0	\$0.54	\$75.0	\$84.0	\$0.69
10/22/16	\$20.0	\$25.0	\$0.52	\$93.0	\$105.0	\$0.78
10/29/16	\$30.0	\$35.0	\$0.54	\$117.0	\$129.0	\$0.90
Total Monthly Sales	\$2,377,008			\$3,330,685		

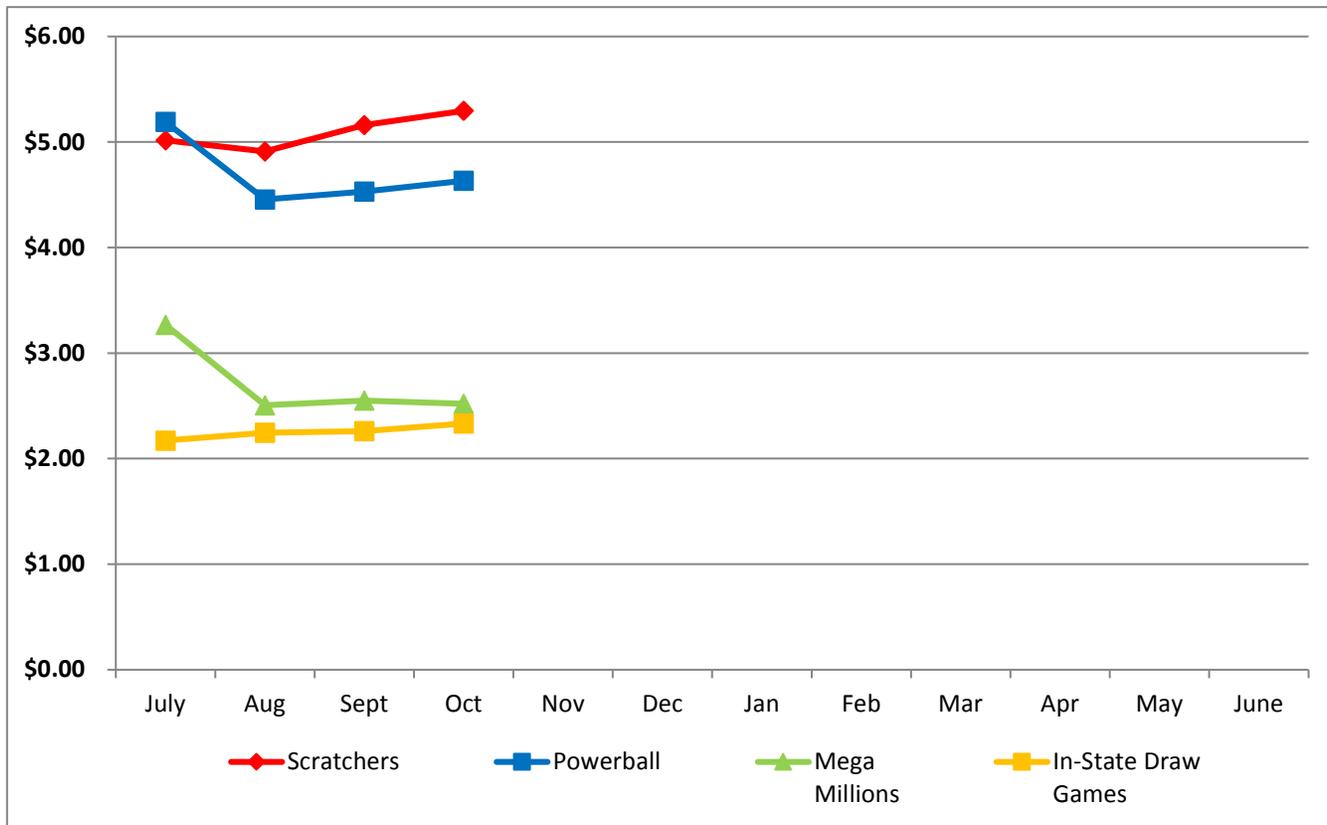
The Pick	FY2017 Jackpot			FY2016 Jackpot		
	Wed	Sat	Wkly Sales	Wed	Sat	Wkly Sales
10/01/16	\$4.2	\$4.3	\$0.63	\$1.0	\$1.1	\$0.48
10/08/16	\$4.5	\$4.6	\$0.70	\$1.1	\$1.0	\$0.45
10/15/16	\$4.7	\$4.8	\$0.66	\$1.0	\$1.1	\$0.44
10/22/16	\$5.0	\$5.1	\$0.70	\$1.1	\$1.1	\$0.45
10/29/16	\$5.2	\$5.4	\$0.70	\$1.1	\$1.2	\$0.47
Total Monthly Sales	\$3,032,182			\$2,040,103		

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				
Dec				
Jan				
Feb				
Mar				
Apr				
May				
June				
Average	\$5.10	\$4.70	\$2.71	\$2.25



New Business Item #1
Instant Scratch Game Profiles
Report to Arizona Lottery Commission
November 18, 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: *Wild 1 #1095*, *Play Ball #1097*, *Ultimate Millions #1098*, *Loteria Arizona #1099*, and *Super 9s #1100*.

Wild 1 #1095. This \$1 game has a top prize of \$1,000 and will be printed at a quantity of approximately 1.6 million tickets.

Play Ball #1097. This \$2 game has a top prize of \$10,000 and will be printed at a quantity of approximately 1.4 million tickets.

Ultimate Millions #1098. This is the Arizona Lottery's first \$30 game and has a top prize of \$3,500,000 (30-year annuity) or a one-time cash payment of \$1,750,000. This game will be printed at a quantity of approximately 3.5 million tickets.

Loteria Arizona #1099. This \$3 game has a top prize of \$20,000 and will be printed at a quantity of approximately 1.6 million tickets.

Super 9s #1100. This \$1 game has a top prize of \$900 and will be printed at a quantity of approximately 1.6 million tickets.

Attachments (Commissioners only)