



Douglas A. Ducey  
Governor

Tony V. Bouie  
Executive Director

May 28, 2015

Dear Arizona Lottery Retailer:

I am pleased to announce the Arizona Lottery Retailer Incentive Plan for fiscal year 2016.

All retailers earn 6.5% on the sale of lottery tickets in their stores. Two times per fiscal year, there is an opportunity for retailers to earn an additional half-percent commission. When the Lottery posts year-over-year growth during the designated selling period, retailers exceeding the Lottery's increase by 5% or more will earn the extra half percent commission. For example, if total sales at the Arizona Lottery increase by 5% over the previous year during the selling period, individual store sales must increase by 10% or more in order to earn the half-percent commission.

The two selling periods are July 1, 2015, through December 31, 2015, and January 1, 2016, through June 30, 2016.

Arizona's commission rate remains one of the highest in the lottery industry. I am pleased to offer our retailer partners an incentive program that provides a performance-based plan to earn additional commissions. We encourage you to work closely with your Lottery Territory Manager to minimize out-of-stocks, maximize the placement of POS and identify other strategies for increasing sales.

Sincerely,

A handwritten signature in black ink that reads "Raynie Hosto".

Raynie Hosto  
Director of Sales