



October 18, 2019
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 **October 18, 2019, at 10:00 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), further 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 20, 2019, Public Meeting

Agency Reports

1. Retailer of the Quarter
2. Director's Presentation
3. Retailer Satisfaction Presentation
4. Marketing Presentation
5. 1st Quarter Product & Sales Review – No Presentation
6. New Games Introduction

New Business

1. Discussion and action on new instant scratch game profiles: *Wild 8s* #1256, *Match 2 Win* #1257 and *Black Pearls* #1259.

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

1. An open meeting law training will be held at the November 22, 2019 meeting.
2. The next Commission meeting will be held November 22, 2019 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 October, 2019

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 20, 2019

PRESIDING Chair Jeff Weintraub

COMMISSIONERS Chad Wilson, Debra Roth, and Trent Crump

LOTTERY Gregg Edgar, Executive Director; Chris Rogers, Deputy Director of Products & Marketing; and Sherri Zendri, Deputy Director of Legal Services

Kimberly Siddall, Luanne Mansanares, Ivy Gilio, Mary Cimaglio, John Gilliland, Shelby Alessi, Art Uthaisri, and Susan Kalember

GUEST Attorney General Representative: Pamela Linnins
Scientific Games Representative: Topper Wilson
IGT Representative: Ernie Perez

PUBLIC

Call to Order - Pursuant to the Public Notice dated September 12, 2019, the Public Meeting of the Arizona State Lottery Commission was called to order at 10:01 a.m. by Chair Jeff Weintraub. A quorum was present.

Chair Weintraub inquired if the Public Notice was properly posted. Ms. Mansanares informed the Commission the Public Notice was posted at the Phoenix and Tucson locations. Ms. Mansanares also informed the Commission; the Arizona Lottery had technical difficulties posting the Public Notice on the website; however, it was ultimately able to be posted.

Chair Weintraub entertained a motion to approve the minutes of the August 23, 2019 Public Meeting. Commissioner Roth moved; Commissioner Crump seconded. The vote was unanimous with all members voting aye and the motion was carried.

Director's Presentation - Director Edgar presented a recap of Governor Ducey's September 12, 2019 visit to the Arizona Lottery. Director Edgar also presented information and played a short video on the Arizona Lottery beneficiary: The University of Arizona – Phoenix Biomedical Campus. The Director's report is attached for the official minutes

Financial Report - Mr. Art Uthaisri presented financial information involving total sales from instant and draw games for the past 12 months.

Chair Weintraub inquired about the amount the Powerball jackpot has to be before sales increase. Director Edgar informed the Commission that sales increase when jackpots are at the \$300 million mark. The presentation is attached for the official minutes.

New Business – Chair Weintraub asked if any members of the public wanted to address the Commission regarding new instant scratch game profiles: *Triple Red 7's* #1245, *Big Bang Bingo* #1255, and *Red Hot 7s* #1258. There were no responses from the public.

In accordance with A.R.S. §5-554(C), Chair Weintraub entertained a motion to approve the orders and authorize the Director to issue the orders regarding new instant scratch game profiles #1245, #1255 and #1258. Commissioner Roth moved; Commissioner Crump seconded. The vote was unanimous with all members voting aye and the motion was carried.

Chair Weintraub asked if any members of the public wanted to address the Commission regarding new Fast Play game profile: *Xtreme Multiplier Progressive* #117. There were no responses 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 Fast Play game profile #117. Commissioner Roth moved; Commissioner Crump seconded. The vote was unanimous with all members voting aye and the motion was carried.

Call to the Public - Chair Weintraub invited members of the public to speak before the Commission. There were no responses from the public.

Announcements - The next Commission meeting will be held October 18, 2019 at 10:00 a.m.

Adjournment - Chair Weintraub entertained a motion to adjourn. Commissioner Roth moved; Commissioner Crump seconded. The vote was unanimous with all members voting aye and the motion was carried.

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 18, 2019

Retailer of the Quarter

Director’s Presentation

Retailer Satisfaction Presentation

Marketing Presentation

1st Quarter Product & Sales Review – No Presentation

New Games Introductions

The following games were introduced since the last commission meeting: *Wild 8s #1256, Match 2 Win #1257 and Black Pearls #1259.*

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 10/4/19
9/26/19	\$2	1171	Crossword	15,791,100	97.2%
10/1/19	\$2	1143	Decade of Dollars	6,075,900	64.2%
10/1/19	\$5	1164	Casino Gold	2,189,160	86.1%
10/1/19	\$1	1166	Cash Cow	2,769,300	86.1%
10/1/19	\$5	1185	Green Line Slingo® Trio	2,679,780	98.8%
10/1/19	\$10	1187	\$100,000 Crossword	2,593,740	96.0%
10/1/19	\$5	1189	Magic Number Bingo	3,365,400	95.7%
10/1/19	\$10	1192	Triple Red 7's	2,258,280	97.8%
10/1/19	\$1	1196	I Love Ben	2,674,200	80.6%
10/1/19	\$5	1201	\$50,000 Makeover Money	1,840,980	71.2%
10/2/19	\$2	1202	Gold Fish®	2,013,450	84.1%
10/2/19	\$5	1224	Blazing Hot Bucks	1,699,620	76.2%

ATTACHMENT A



Dashboard Report October 2019

**SERVING ARIZONA
FOR 38 YEARS**

-7.8%

vs. Proj (FYTD)

Total Sales (FYTD)
\$223,199,346

-0.8%

vs. PYTD

-22.6%

vs. Proj (FYTD)

Draw Sales
\$50,297,058 ^{22.5%}
%Total Sales

-12.9%

vs. PYTD

-2.4%

vs. Proj (FYTD)

Instant Sales
\$172,902,288 ^{77.5%}
%Total Sales

3.4%

vs. PYTD

-37.2%

vs. Proj (FYTD)

Multi-State
\$28,068,888 ^{55.8%}
%Draw Sales

-21.9%

vs. PYTD

-2.3%

vs. Proj (FYTD)

Scratchers Sales
\$170,870,148 ^{89.8%}
%Instant Sales

3.4%

vs. PYTD

3.8%

vs. Proj (FYTD)

In-State
\$17,259,511 ^{34.3%}
%Draw Sales

-5.3%

vs. PYTD

-21.8%

vs. Proj (FYTD)

Charitable Pulltab Sales
\$1,381,980 ^{0.6%}
%Instant Sales

-11.4%

vs. PYTD

36.0%

vs. Proj (FYTD)

Fast Play
\$4,968,659 ^{9.9%}
%Draw Sales

37.8%

vs. PYTD

-4.5%

vs. Proj (FYTD)

Age Rest. Pulltab Sales
\$551,880 ^{0.3%}
%Instant Sales

22.0%

vs. PYTD

Draw Sales : From 7/1/2014 - To 9/26/2019

Fast Play Sales : From 2/11/2018 - To 9/26/2019

Scratcher Sales : From 7/1/2014 - To 9/26/2019

Pulltab Sales : From 7/1/2014 - To 9/26/2019

-

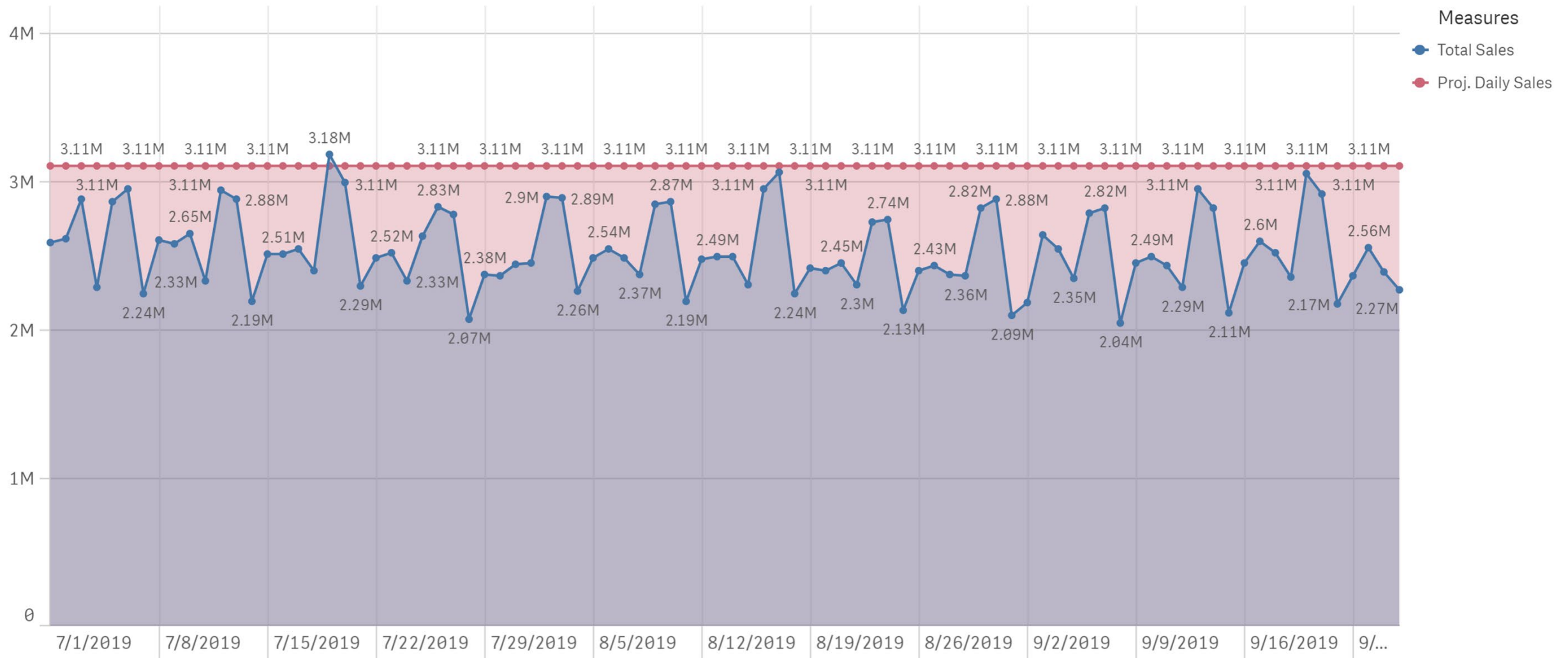
vs. Proj (FYTD)

Other Pulltab Sales
\$98,280 ^{0.1%}
%Instant Sales

-

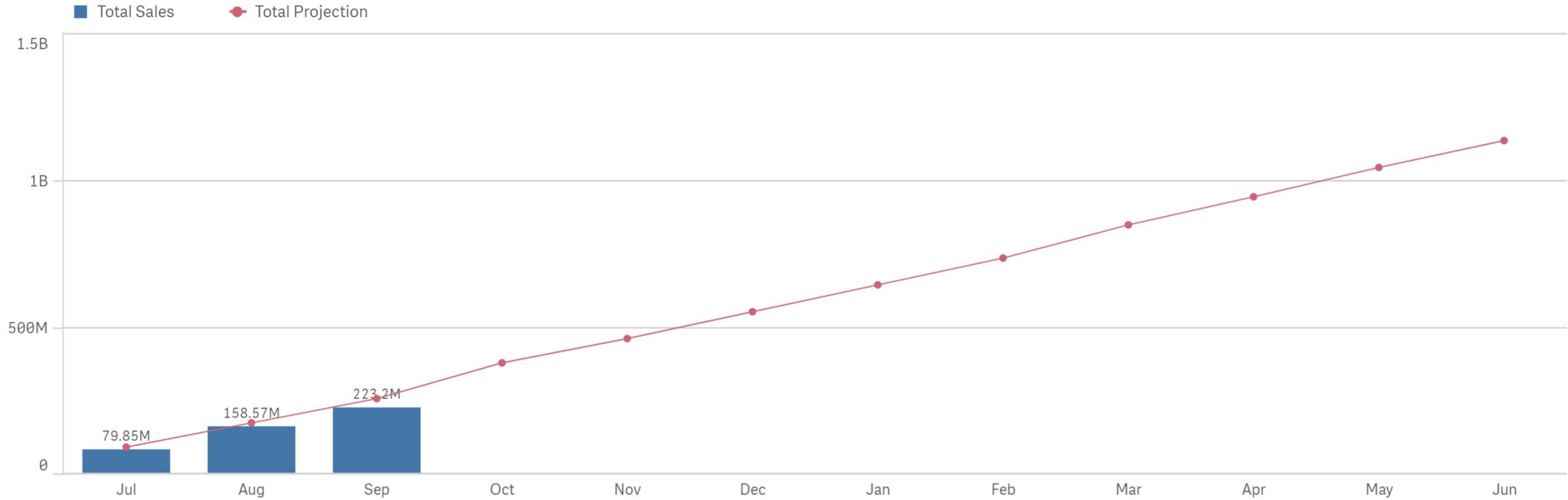
vs. PYTD

Daily Sales vs Goal



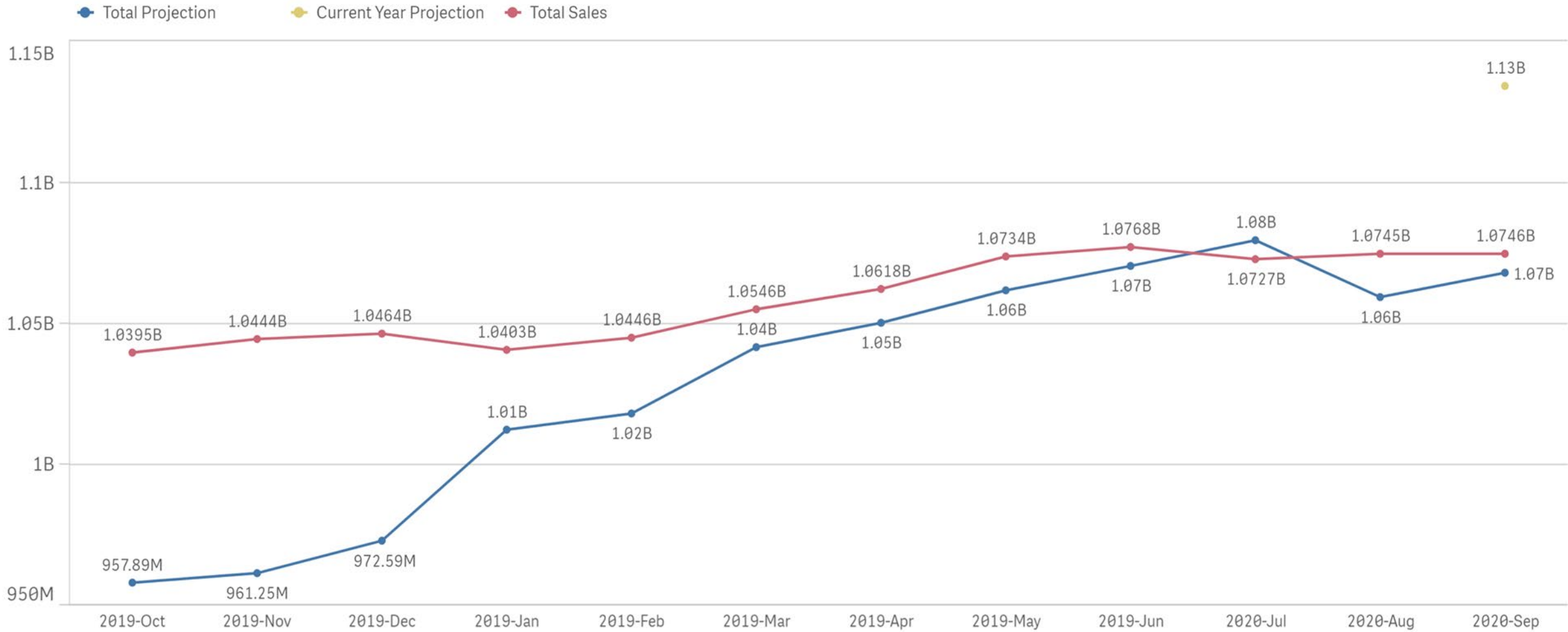
YTD Sales vs. Projection

FY 2020 Total Sales vs. Projection

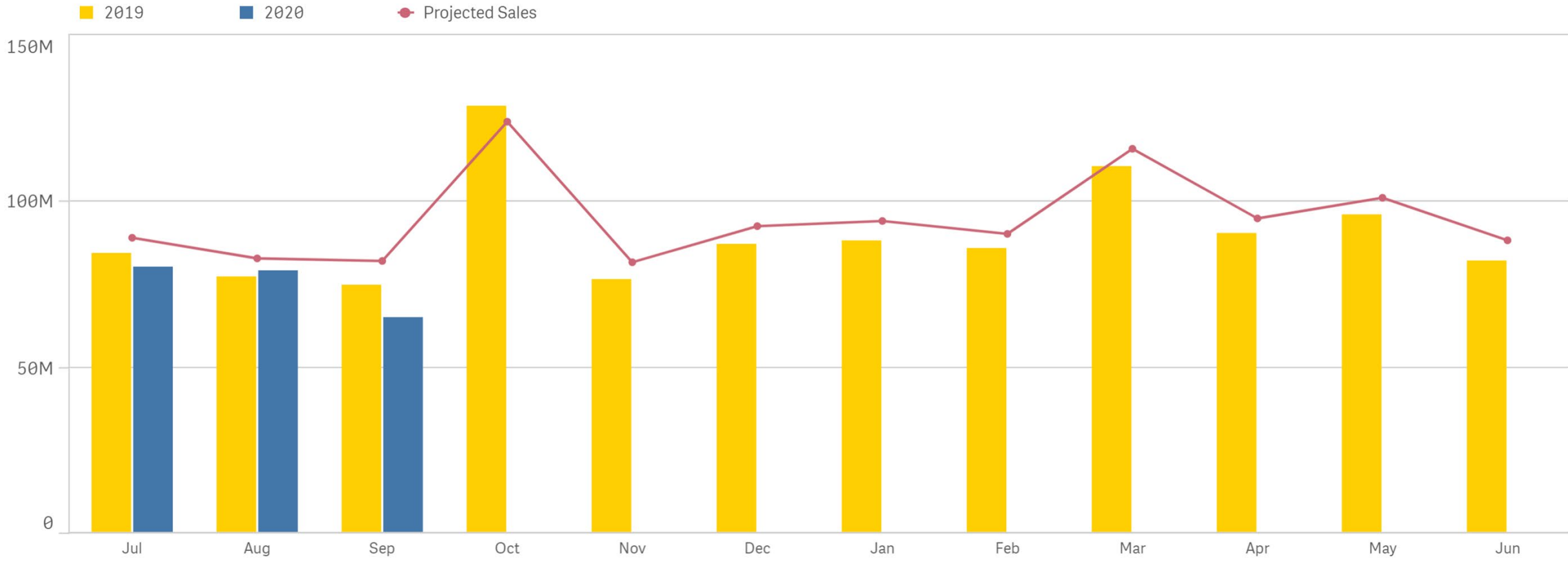


Rolling 12 Month Total Sales

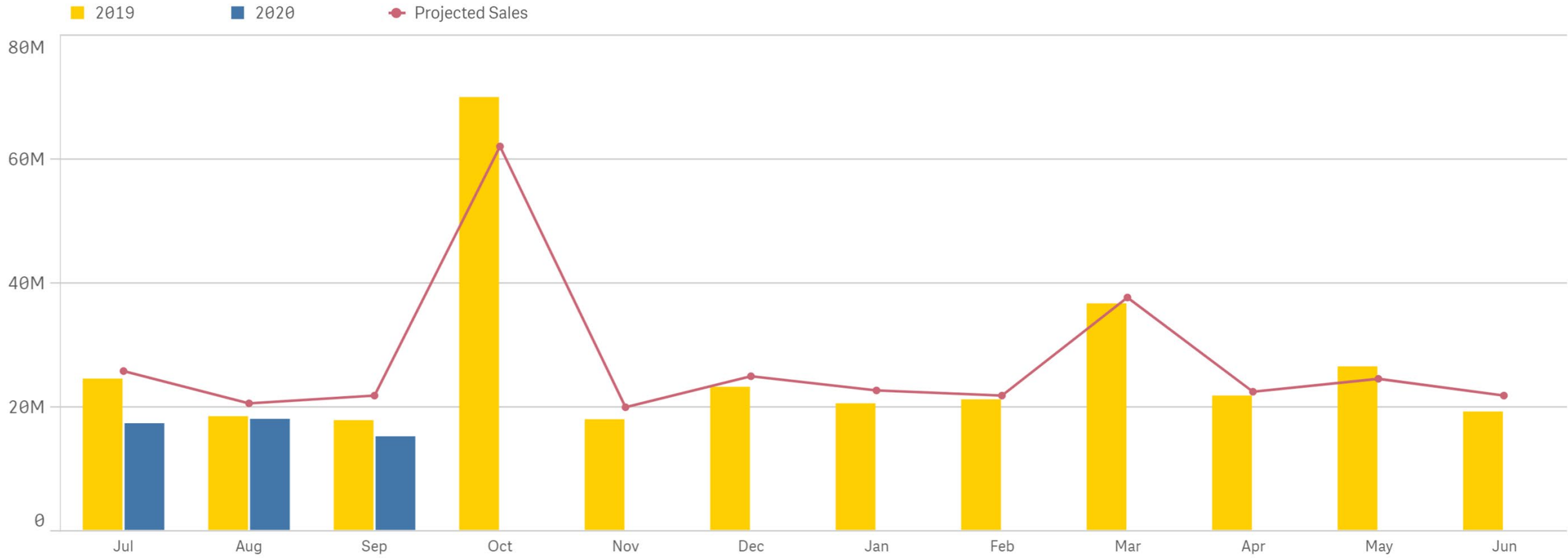
Rolling 12 Month Sales



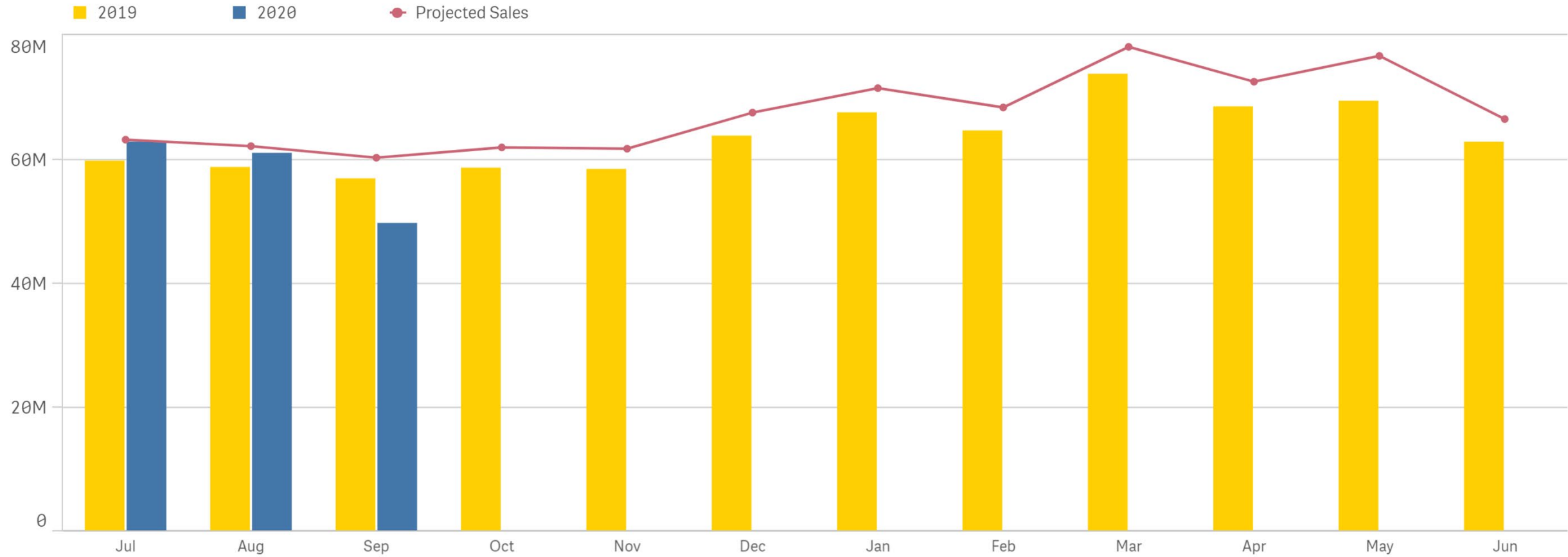
Total Sales FY 2019 vs. 2020 vs. Projection



Draw Sales FY 2019 vs. 2020 vs. Projection

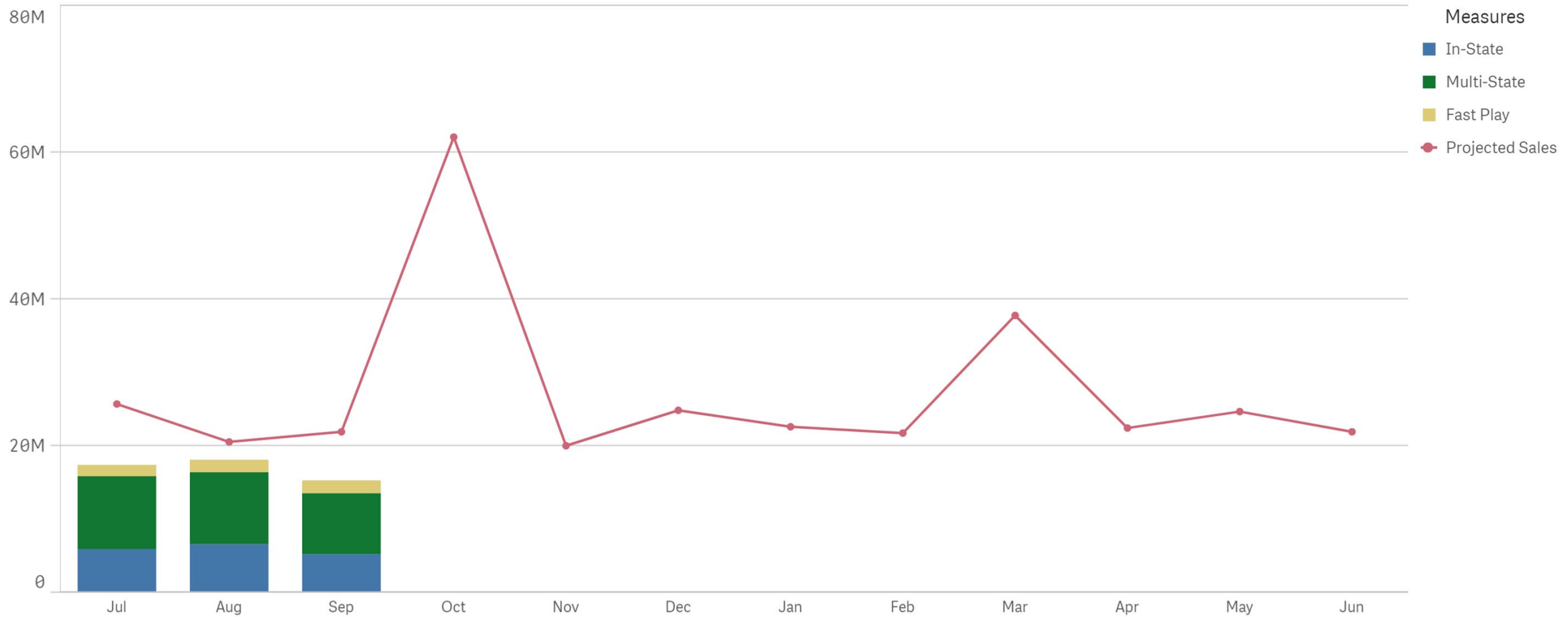


Instant Sales FY 2019 vs. 2020 vs. Projection



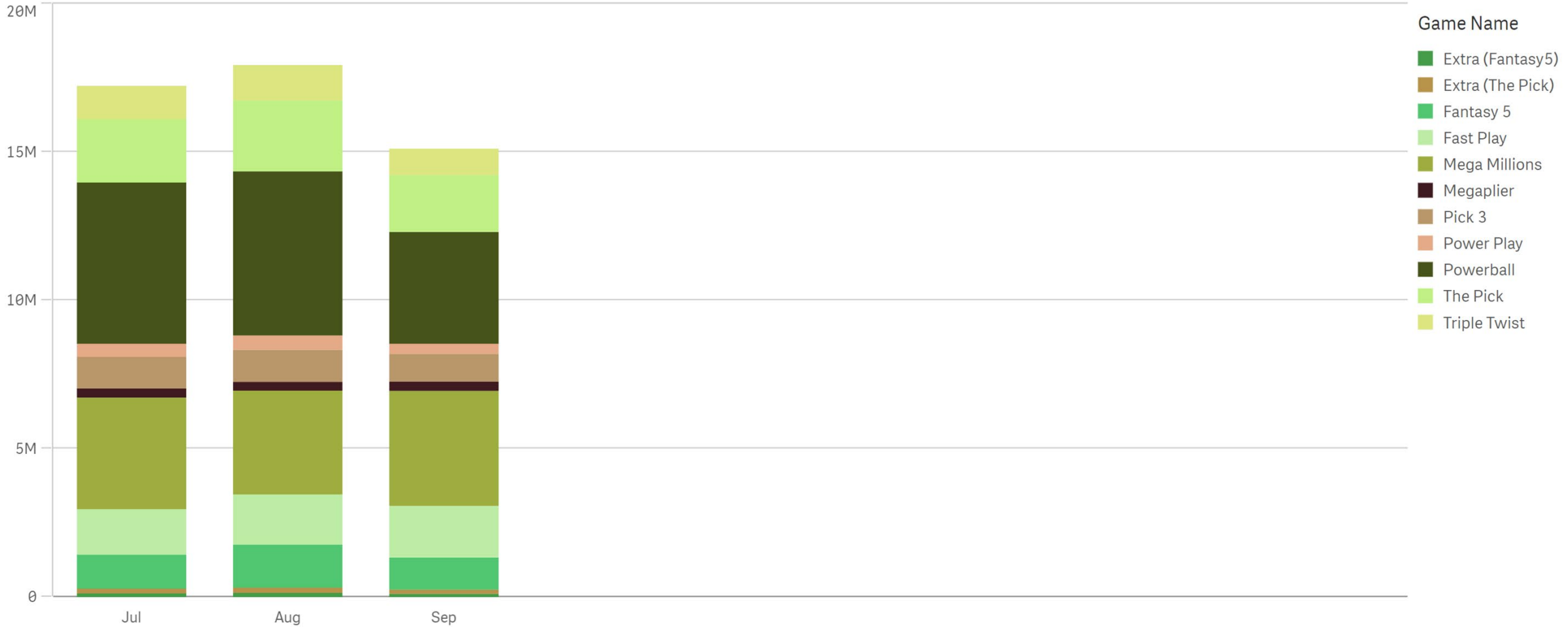
Draw Sales by Month

FY 2020 Draw Sales by Multi-State & In-State



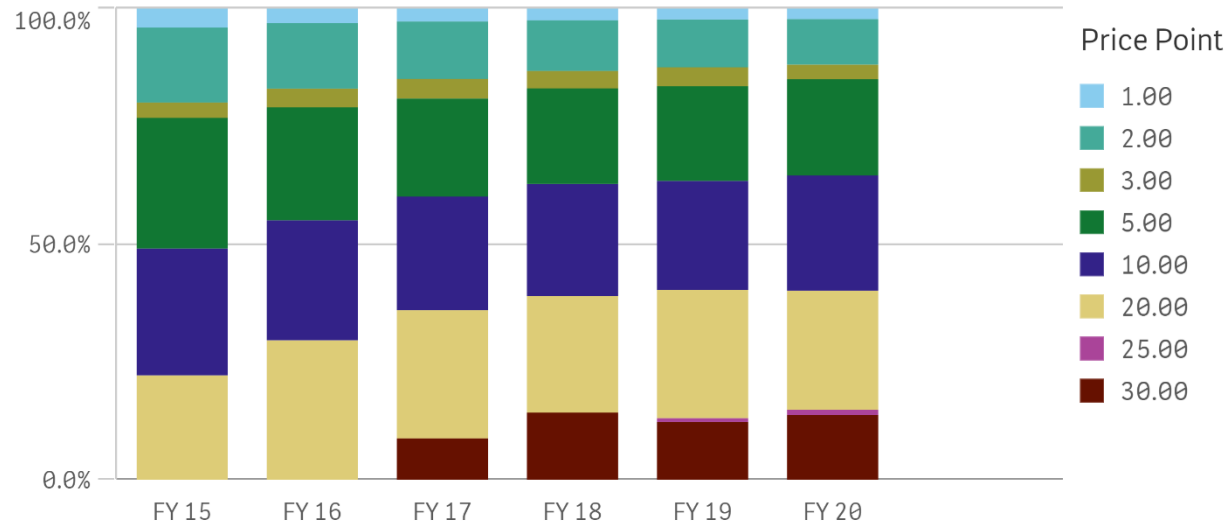
Draw Sales by Game

FY 2020 Draw Sales by Game

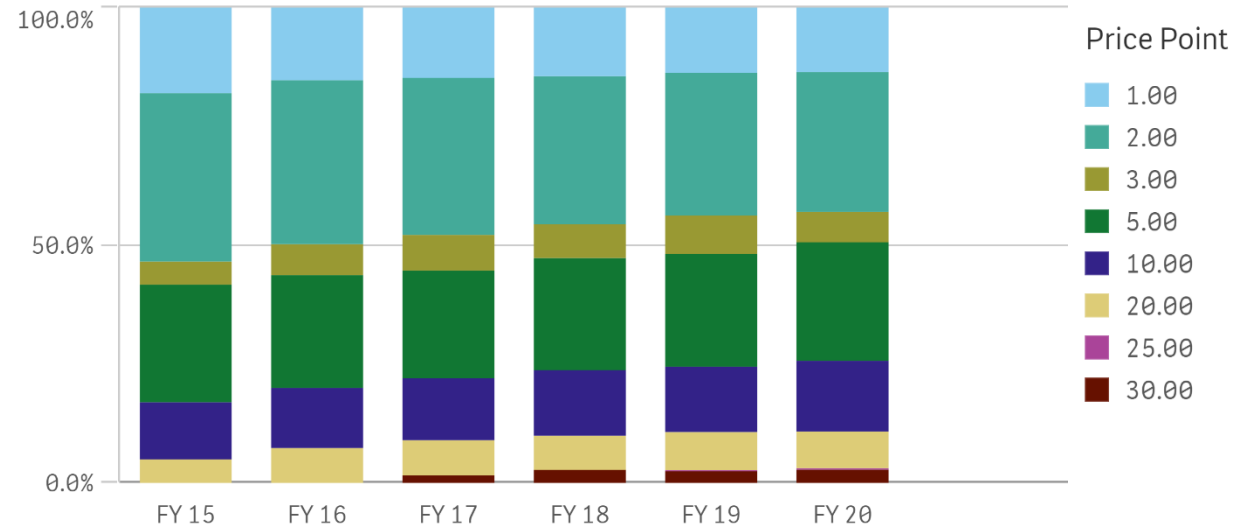


Scratcher Sales by Price Point

Based on Dollars Sold

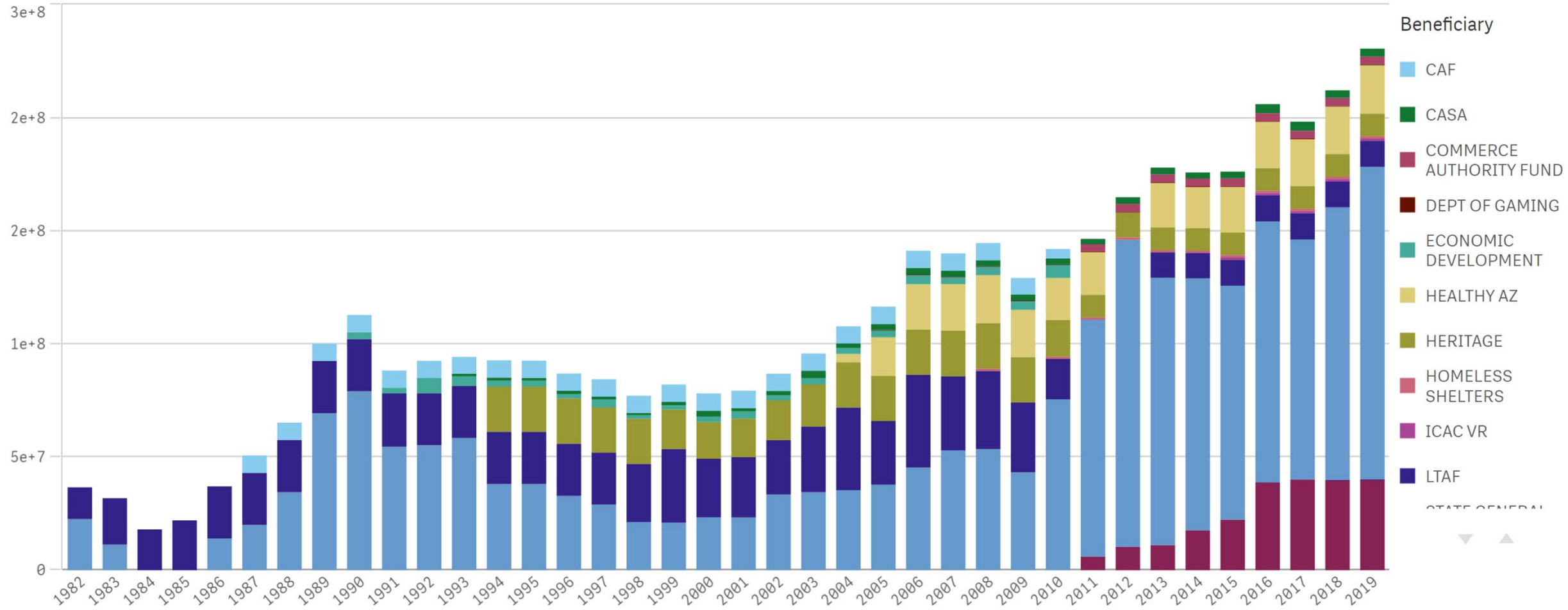


Based on Tickets Sold



Price Point	FY 16	FY 17	FY 18	FY 19	FY 20	Price Point	FY 16	FY 17	FY 18	FY 19	FY 20
1.00	\$18,183,806	\$17,230,930	\$17,675,313	\$17,327,856	\$3,787,103	1.00	18,183,806	17,230,930	17,675,313	17,327,856	3,787,103
2.00	\$82,257,128	\$77,080,640	\$76,286,420	\$76,045,580	\$16,491,672	2.00	41,128,564	38,540,320	38,143,210	38,022,790	8,245,836
3.00	\$23,323,455	\$26,348,367	\$26,204,778	\$30,416,967	\$5,350,578	3.00	7,774,485	8,782,789	8,734,926	10,138,989	1,783,526
5.00	\$141,578,675	\$131,823,090	\$144,423,905	\$150,294,810	\$34,897,020	5.00	28,315,735	26,364,618	28,884,781	30,058,962	6,979,404
10.00	\$150,398,690	\$152,231,750	\$168,662,410	\$173,763,390	\$41,759,300	10.00	15,039,869	15,223,175	16,866,241	17,376,339	4,175,930
20.00	\$174,963,960	\$172,393,320	\$176,364,760	\$204,007,420	\$43,113,680	20.00	8,748,198	8,619,666	8,818,238	10,200,371	2,155,684
25.00	\$0	\$0	\$0	\$6,504,400	\$2,030,025	25.00	0	0	0	260,176	81,201
30.00	\$0	\$55,673,280	\$101,269,350	\$91,917,900	\$23,440,770	30.00	0	1,855,776	3,375,645	3,063,930	781,359

Transfer Amount by Beneficiary



Draw Game Monthly Sales



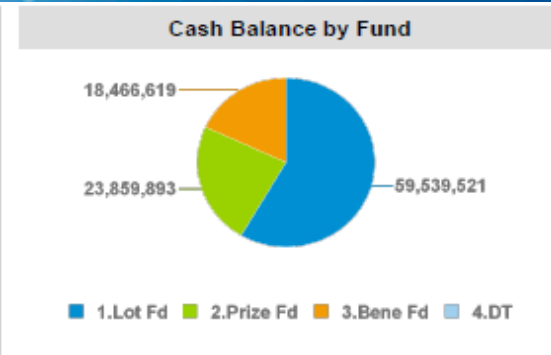
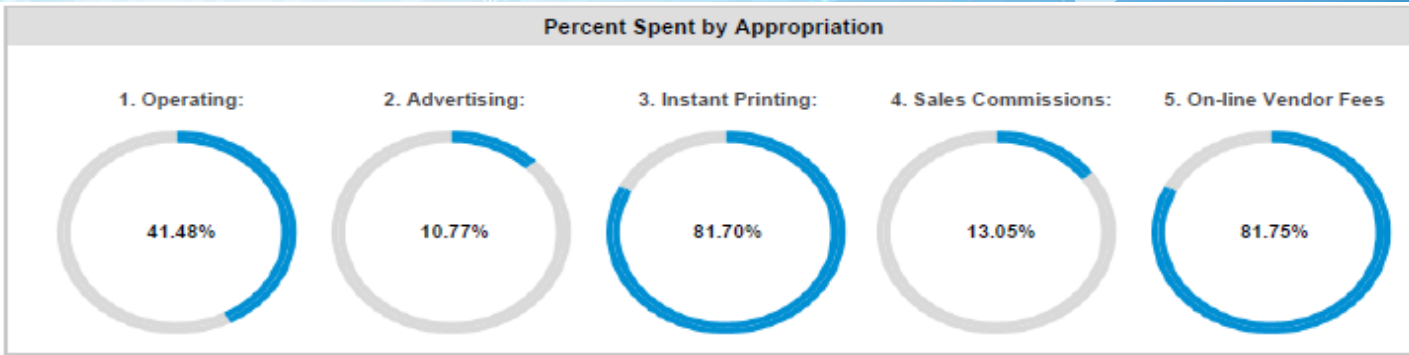
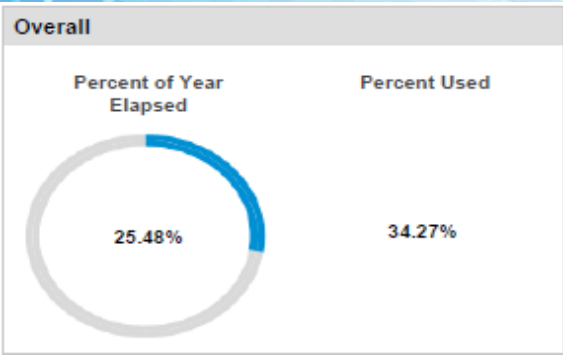
Month	POWERBALL	MEGA MILLIONS	TOTAL MULTI-STATE DRAW GAMES	THE PICK	FANTASY 5	PICK 3	ALL OR NOTHING	5 CARD CASH	TRIPLE TWIST	TOTAL IN-STATE DRAW GAMES	TOTAL DRAW GAMES
Jul	\$5,880,490	\$4,071,414	\$9,951,904	\$2,297,107	\$1,268,159	\$1,059,345	\$0	\$0	\$1,125,716	\$5,750,327	\$17,236,890
Aug	\$6,018,001	\$3,793,607	\$9,811,608	\$2,569,584	\$1,589,385	\$1,080,828	\$0	\$0	\$1,193,350	\$6,433,147	\$17,938,895
Sep	\$4,111,342	\$4,194,034	\$8,305,376	\$2,059,147	\$1,192,714	\$932,196	\$0	\$0	\$891,980	\$5,076,037	\$15,121,273



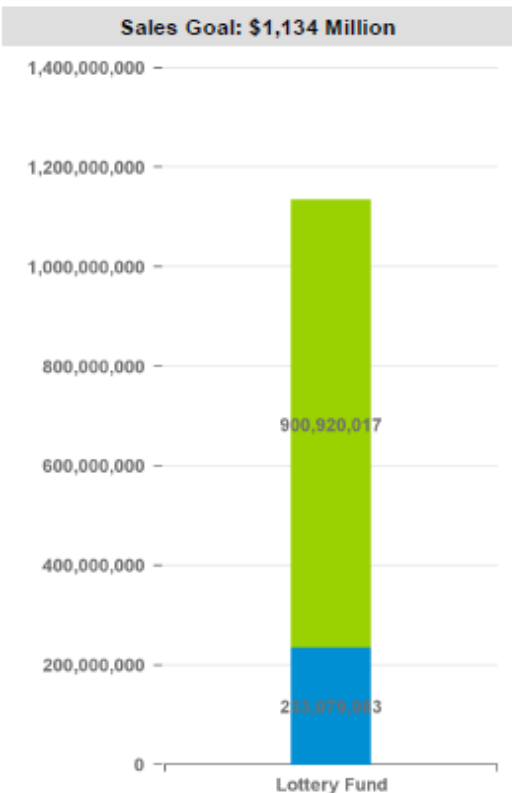
Instant Game Monthly Sales

Month	SCRATCHERS	CHARITABLE PULL-TABS	AGE-RESTRICTED PULL-TABS	TOTAL INSTANT SALES CURRENT FY	TOTAL INSTANT SALES PREVIOUS FY	% of Change
Jul	\$61,828,525	\$548,022	\$195,480	\$62,608,747	\$59,536,899	5.2%
Aug	\$60,112,466	\$457,806	\$176,040	\$60,789,512	\$58,513,385	3.9%
Sep	\$48,929,157	\$376,152	\$180,360	\$49,504,029	\$56,685,728	-12.7%
Oct	\$0	\$0	\$0	\$0	\$58,403,424	-100.0%
Nov	\$0	\$0	\$0	\$0	\$58,202,770	-100.0%
Dec	\$0	\$0	\$0	\$0	\$63,575,488	-100.0%
Jan	\$0	\$0	\$0	\$0	\$67,318,971	-100.0%
Feb	\$0	\$0	\$0	\$0	\$64,393,312	-100.0%
Mar	\$0	\$0	\$0	\$0	\$73,524,672	-100.0%
Apr	\$0	\$0	\$0	\$0	\$68,280,835	-100.0%
May	\$0	\$0	\$0	\$0	\$69,167,313	-100.0%
Jun	\$0	\$0	\$0	\$0	\$62,589,230	-100.0%

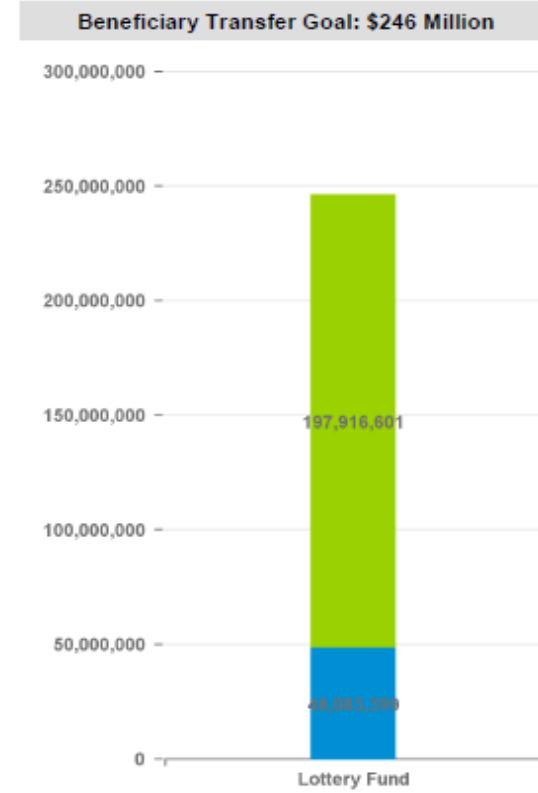
FY20 Year-To-Date Financial Status



Budget by Appropriation Type and Object Class



Appropriation	Object Class	Budget	Expenditures	Encumbered	Remaining	% Used
1. Operating:	6000 - Personal Services	4,571,000	1,183,211	-	3,387,789	25.89%
	6100 - Employee Related Expenditures	1,993,000	484,536	-	1,508,464	24.31%
	6200 - Professional And Outside Services	386,800	128,836	602,905	-344,941	189.18%
	6500 - Travel - In-State	271,600	90,233	191,000	-9,833	103.55%
	6800 - Travel - Out-Of-State	16,800	2,890	-	13,910	17.20%
	7000 - Other Operating Expenditures	1,858,200	191,521	862,023	604,656	63.54%
	8100 - Capital Outlay	-	-	-	-	100.00%
	8400 - Capital Equipment	-	-	-	-	100.00%
	8500 - Non-Capital Equipment	75,000	10,261	9,474	55,265	26.31%
	9100 - Transfers Out	230,000	60,481	-	169,520	26.30%
	- NOT ENTERED	-	-	-	-	100.00%
Total:		9,202,400	2,151,969	1,665,402	5,385,029	41.48%
2. Advertising:	7000 - Other Operating Expenditures	15,500,000	1,603,988	65,320	13,830,692	10.77%
	- NOT ENTERED	-	-	-	-	100.00%
Total:		15,500,000	1,603,988	65,320	13,830,692	10.77%
3. Instant Printing:	7000 - Other Operating Expenditures	24,060,100	3,082,159	8,300,175	12,677,766	47.31%
	8400 - Capital Equipment	7,000,000	6,995,000	7,000,000	-8,995,000	199.93%
	- NOT ENTERED	-	-	-	-	100.00%
Total:		31,060,100	10,077,159	15,300,175	5,682,766	81.70%
4. Sales Commissions:	7000 - Other Operating Expenditures	80,015,200	10,443,099	-	69,572,101	13.05%
	- NOT ENTERED	-	-	-	-	100.00%
Total:		80,015,200	10,443,099	-	69,572,101	13.05%
5. On-line Vendor Fees:	6200 - Professional And Outside Services	11,009,400	1,617,740	7,382,260	2,009,400	81.75%
	- NOT ENTERED	-	-	-	-	100.00%
Total:		11,009,400	1,617,740	7,382,260	2,009,400	81.75%
Total:		146,787,100	25,893,956	24,413,156	96,479,988	



ATTACHMENT B

FY20 1st Quarter Product and Sales Report

The first section of this report focuses on individual product performance and is provided by the Products team. In the second section, Raynie Hosto, Deputy Director of Customer Service & Sales, has provided information on retailer sales and rankings in several different categories. Staff is available to answer any questions the Commission may have.

Arizona Lottery
FY2020 – Product Review
1st Quarter Review – July 2019 through September 2019

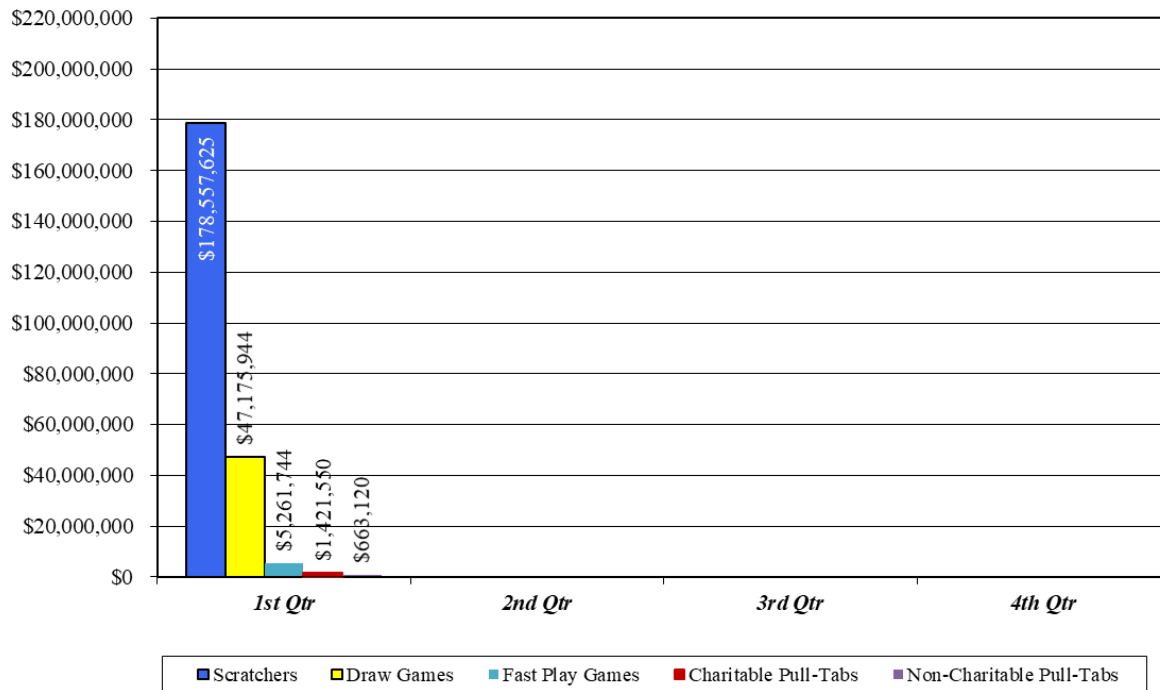
As part of a quarterly review process, we report to the agency on the performance of the individual Lottery products including draw, instant and Fast Play games. The information contained in this report includes the following:

- General overview of the first quarter
- A top line review of sales performance of each product
- A summary review by price point for the instant games
- A top down look at the top performing instant games by revenue and tickets
- A review of new game introductions and game endings

General Overview

Sales for the first quarter of FY20 reached \$233,079,983, a decrease of 0.9% from the same period last fiscal year. The breakdown by product is as follows:

	<u>1st Quarter</u>	<u>Mkt Share</u>
<i>Scratchers^{®1}</i>	\$178,557,625	76.61%
<i>Draw Games</i>	\$47,175,944	20.24%
<i>Fast Play Games</i>	\$5,261,744	2.26%
<i>Charitable Pull-Tabs</i>	\$1,421,550	0.61%
<i>Non-Charitable Pull-Tabs</i>	\$663,120	0.28%
Total	\$233,079,983	



As indicated in the chart above, the Scratchers contribution to total sales in the first quarter of the year represented 76.61%. The market share for draw games is 20.24% of total sales, a decrease over the same quarter last fiscal year. Fast Play games represent 2.26% of total sales and pull-tabs represent 0.89% of total sales. Sales detail by product is provided in Attachments A and B.

¹ Scratchers[®] is a registered service mark of the California Lottery.

Charitable Pull-Tabs

The charitable games program has 151 organizations currently licensed and selling tickets. Sales for the first quarter of the fiscal year reached \$1,421,550, a decrease of 11.1% over the previous year.

Non-Charitable Pull-Tabs

In the non-charitable games program, 9 retailers were added in the first quarter, bringing the total to 103 retailers licensed and selling tickets. Sales for the first quarter of the fiscal year reached \$663,120, an increase of 43.8% over the previous year.

Scratchers Games

Sales for Scratchers through the first quarter of the fiscal year totaled \$178,557,625, an increase of 3.4% over the previous year.

Based on validations, players have earned more than \$125 million in prizes. The prizes paid calculated against the sales revenues equate to an average payout of 70.0%.

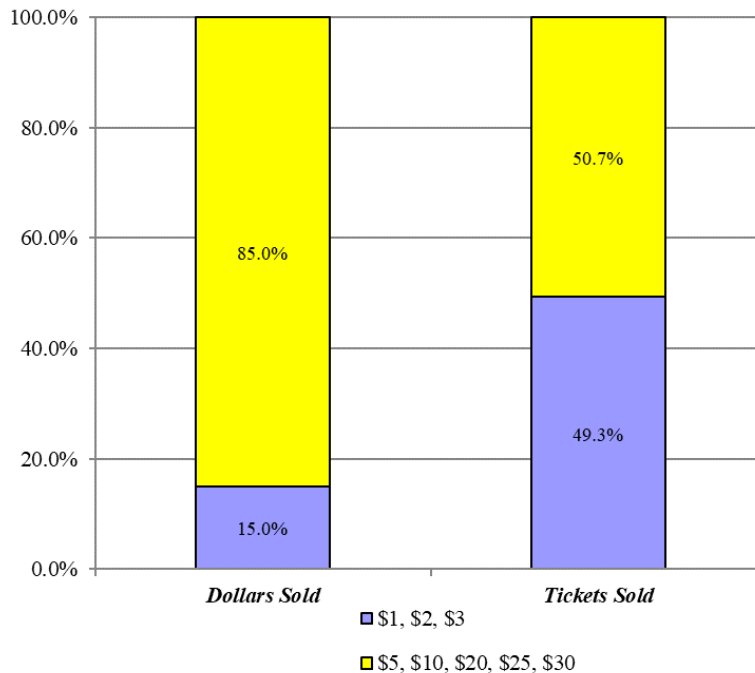
A total of 11 new games were introduced in the first quarter. Combined with the games carried forward, a total of 82 games contributed to the sales revenue.

Price Point	\$1	\$2	\$3	\$5	\$10	\$20	\$25	\$30	Total
# New Games	2	2	1	4	2	0	0	0	11
Carried Forward	9	15	5	16	16	7	1	2	71

During this same period 3 games were ended. These games were ended because the last top prize had been redeemed.

Sales by price point

For the first quarter of the fiscal year, the total number of tickets at the \$1, \$2 and \$3 price points no longer represent the largest volume of tickets sold. These price points accounted for 49.3% of the tickets sold, and represent 15.0% of the Scratchers revenue. The \$5, \$10, \$20, \$25, and \$30 games accounted for 50.7% of the tickets sold and 85.0% of the Scratchers revenue. The chart below shows the breakdown of tickets and dollars for FY20. The charts on Attachment C show a comparable breakdown across all price points for the most recent five years.



Top 10 games

The Crossword and Bingo style games continue to be strong with more than \$50 million in sales, representing 28.0% of total Scratchers sales. In terms of dollars sold, four of the top ten games are Crossword or Bingo style games; they also represent five of the top ten games in terms of tickets sold. The \$20 spotlight game, *\$215 Million Cash Explosion* (#1190) and its predecessor, *\$200 Million Cash Explosion* (#1080), have combined first quarter sales totaling more than \$30.3 million, representing 17.0% of total Scratchers sales.

The table below identifies the top 10 games in terms of sales revenue generated and total tickets sold through the first quarter.

Top 10 games in sales revenue			Top 10 games in tickets sold		
	<u>Game</u>	<u>Sales Revenue</u>		<u>Game</u>	<u>Tickets Sold</u>
\$20	1190 \$215 Million Cash Explosion	\$29,435,980	\$2	1171 Crossword	2,592,037
\$30	1217 Arizona Millionaire’s Club	\$18,120,030	\$2	1193 Bonus Ball Bingo	1,789,005
\$10	1216 Sizzling Crossword	\$10,185,110	\$5	1195 Late Night Crossword	1,651,271
\$20	1191 \$250,000 Crossword	\$8,964,820	\$20	1190 \$215 Million Cash Explosion	1,471,799
\$5	1195 Late Night Crossword	\$8,256,355	\$1	1212 Hot Ticket	1,385,534
\$10	1225 \$100,000 Degrees	\$7,681,020	\$2	1219 Red Hot 7s	1,235,773
\$10	1210 \$100K Payday	\$6,978,260	\$3	1200 Crossword Corner Cash	1,098,794
\$30	1134 Royal Millions	\$6,403,500	\$1	1197 Triple It	1,045,595
\$20	1183 White Ice 7s	\$5,758,720	\$10	1216 Sizzling Crossword	1,018,511
\$2	1171 Crossword	\$5,184,074	\$5	1224 Blazing Hot Bucks	990,605

Draw Games

Total draw games sales for the first quarter reached \$47,175,944, a decrease of 16.9% from the same period last year.

Draw Games – Multi-State Games

Powerball – Sales through the first quarter of the year totaled \$16,689,193, a decrease of 11.0% from the previous year. The highest jackpot reached in the first quarter of the fiscal year was \$194 million in July.

Mega Millions – Sales through the first quarter of the year totaled \$12,496,906, a decrease of 34.7% from the previous year. The highest jackpot reached in the first quarter of the fiscal year was \$227 million in September.

Draw Games – In-State Games

Triple Twist™ – Sales through the first quarter of the year totaled \$3,369,412. The game had its second jackpot winner of \$810,500 on August 19, 2019.

The Pick™ – Sales through the first quarter of the year totaled \$7,197,599, a decrease of 29.2% from the previous year. The Pick jackpot of \$14.6 million was hit on June 5, 2019. The highest jackpot reached in the first quarter of this fiscal year was \$3.1 million, which was hit on September 18, 2019.

Fantasy 5™ – Sales through the first quarter of the year totaled \$4,205,966, a decrease of 28.7% from the previous year. The highest jackpot reached in the first quarter of the fiscal year was \$333,000 in August.

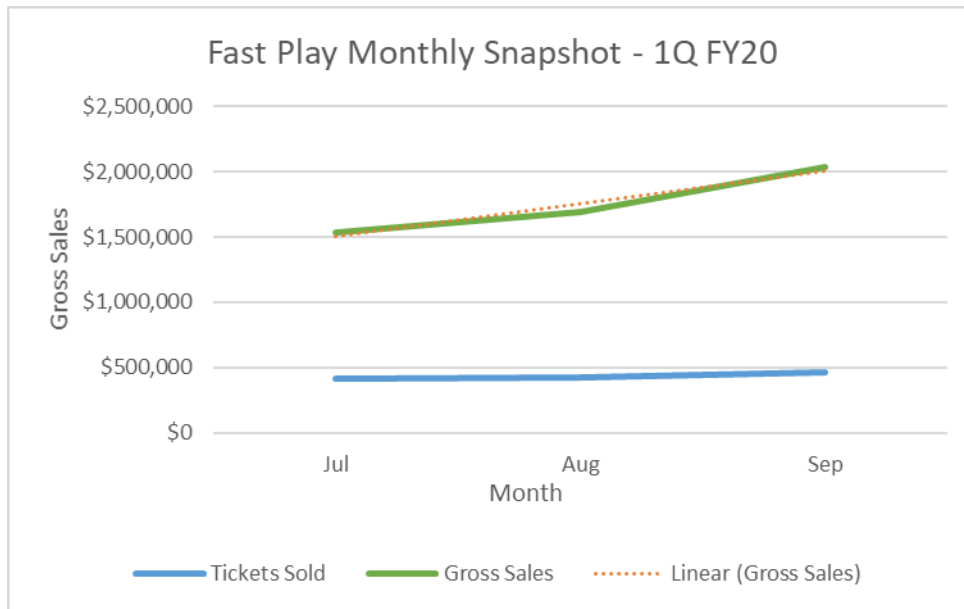
Pick 3™ – Sales through the first quarter of the year totaled \$3,216,868, an increase of 15.4% over the previous year.

Fast Play Games

Two new Fast Play games were launched in the first quarter of FY20, expanding the portfolio to 12; four of which have progressive jackpots. Sales for this quarter totaled \$5,261,744. The snapshot below shows a per-game breakdown.

Game	Price	Name	Tickets Sold	Gross Sales
101	\$2.00	JACKPOT PARTY PROGRESSIVE	15,538	\$31,076.00
102	\$5.00	CRAZY 8S	94,092	\$470,460.00
104	\$1.00	Piggy Bank BUCKS	145,214	\$145,214.00
105	\$2.00	JACKPOT PARTY PROGRESSIVE	87,076	\$174,152.00
106	\$1.00	COMIC CASH	117,468	\$117,468.00
107	\$2.00	Treasure Chase	58,566	\$117,132.00
108	\$1.00	\$20 ON THE SPOT	170,679	\$170,679.00
109	\$5.00	HOT NUMBERS	61,942	\$309,710.00
111	\$5.00	Cherry Twist PROGRESSIVE	174,687	\$873,435.00
112	\$2.00	LOTS OF \$50S	71,274	\$142,548.00
113	\$10.00	CASINO CASH	143,473	\$1,434,730.00
114	\$10.00	CASH BASH PROGRESSIVE	88,414	\$884,140.00
115	\$5.00	ARIZONA FAST FORTUNE	78,200	\$391,000.00
Grand Total			1,306,623	\$5,261,744.00

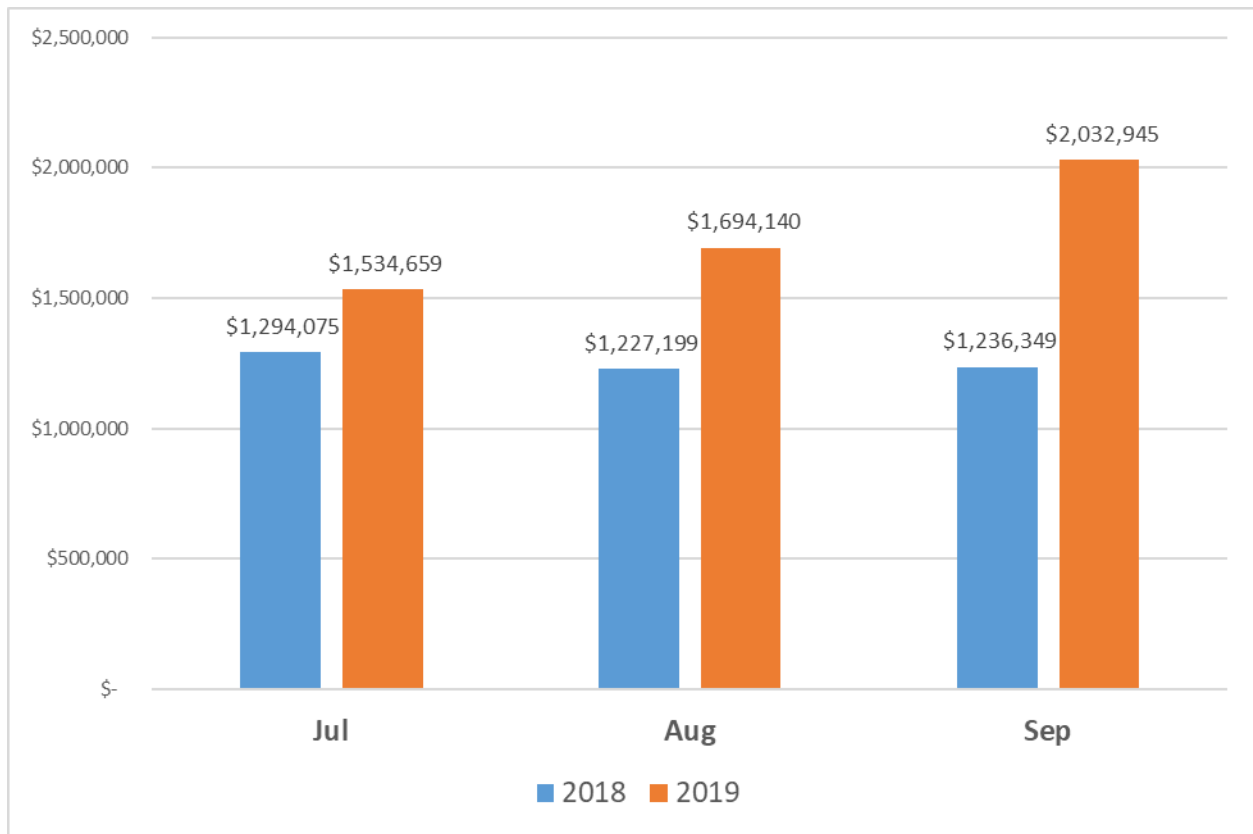
The graph below illustrates Fast Play monthly gross sales for the first quarter of FY20. There was a 10% sales growth from July to August, and a 20% sales growth from August to September, following the introduction of two games on August 18th. In their first six weeks in market, the new \$10 Ca\$h Bash and \$5 Arizona Fast Fortune tickets contributed more than \$1.2M to Fast Play sales. Ca\$h Bash Progressive had the highest jackpot in the first quarter of FY20, reaching \$112,552 on September 30, 2019.



FY19 Vs. FY20 SALES COMPARISON*

7/1 - 7/7	\$ 288,954	\$ 395,403	37%
7/8 - 7/14	\$ 293,614	\$ 332,756	13%
7/15 - 7/21	\$ 294,830	\$ 340,342	15%
7/22 - 7/28	\$ 304,872	\$ 336,928	11%
7/29 - 8/4	\$ 300,562	\$ 348,294	16%
8/5 - 8/11	\$ 281,341	\$ 312,849	11%
8/12 - 8/18	\$ 271,146	\$ 324,506	20%
8/19 - 8/25	\$ 257,811	\$ 434,339	68%
8/26 - 9/1	\$ 271,520	\$ 450,815	66%
9/2 - 9/8	\$ 320,414	\$ 463,764	45%
9/9 - 9/15	\$ 348,261	\$ 459,835	32%
9/16 - 9/22	\$ 239,416	\$ 479,228	100%
9/23 - 9/29	\$ 253,348	\$ 506,002	100%

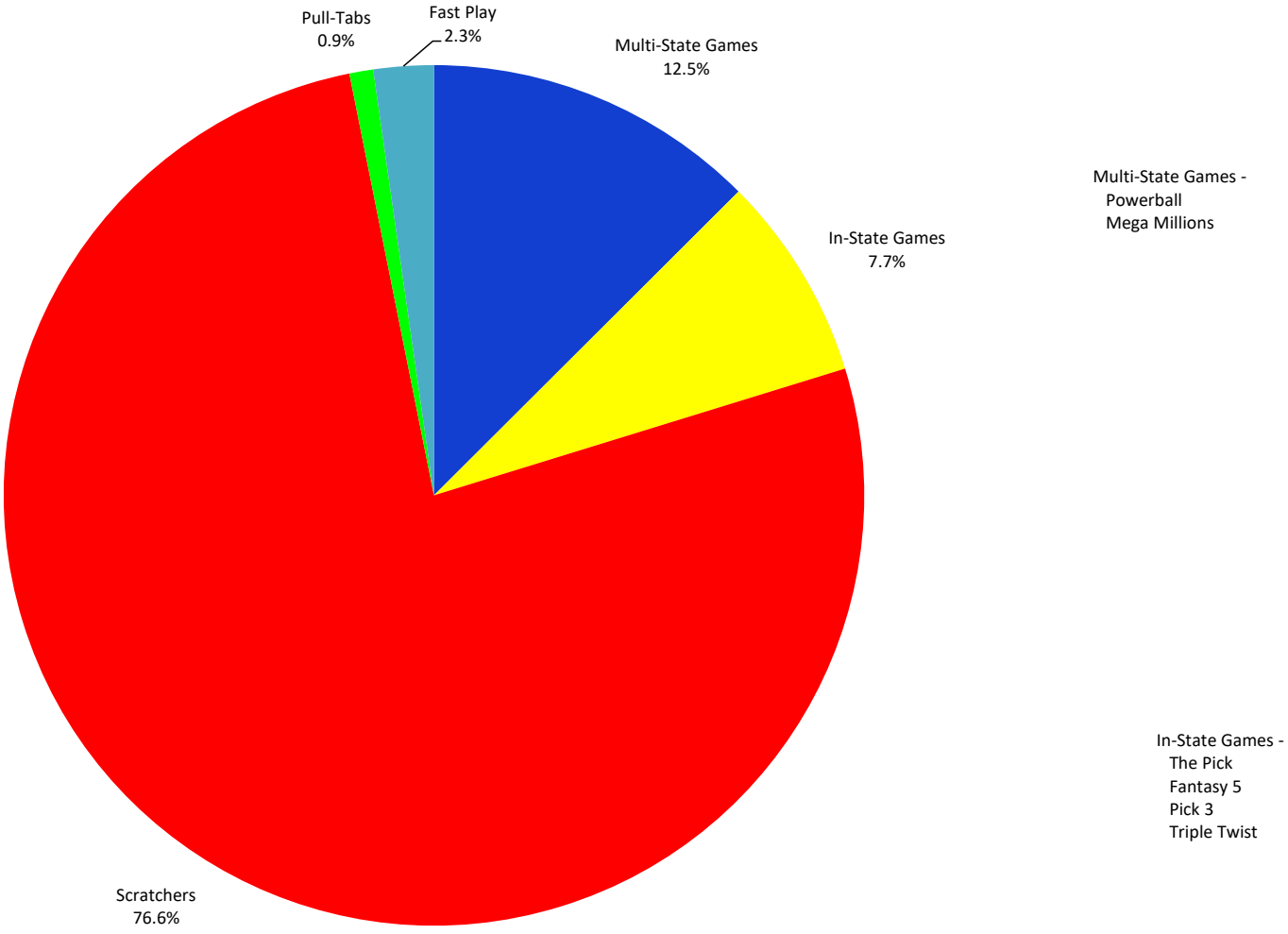
2019 Summer sales continued to top 2018, as YOY first quarter FY20 sales increased an average of 41% over first quarter FY19. The closing two weeks of the first quarter of FY20 showed a 100% increase over FY19.



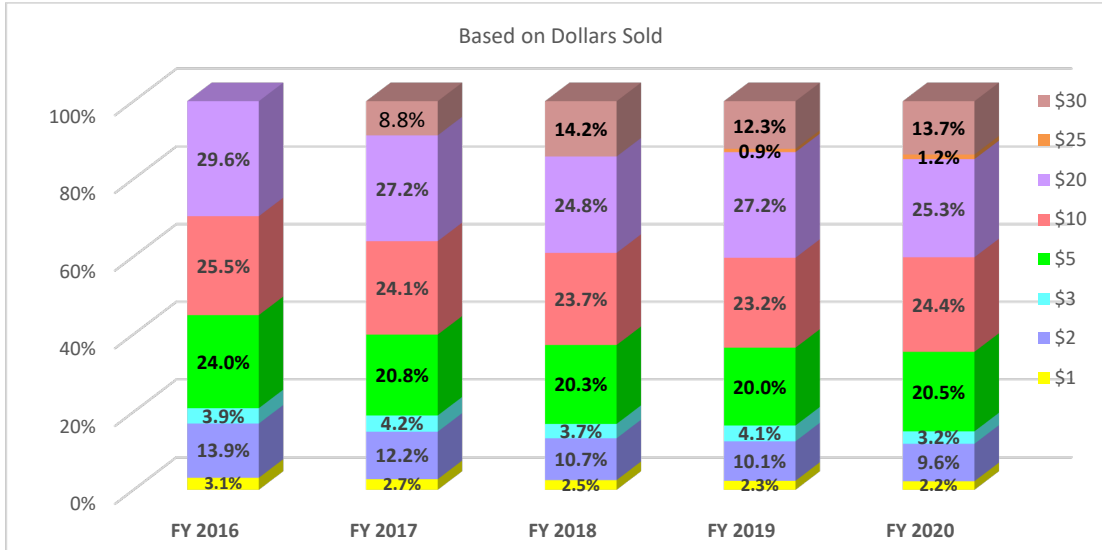
ARIZONA LOTTERY
QUARTERLY SALES BY PRODUCT
Fiscal Year 2020 - July 2019 through September 2019

<i>Month</i>	<i>Powerball</i>	<i>Mega Millions</i>	<i>The Pick</i>	<i>Fantasy 5</i>	<i>Pick 3</i>	<i>Triple Twist</i>	<i>Total Draw Games</i>	<i>Fast Play</i>	<i>Scratchers</i>	<i>Charitable Pull-Tabs</i>	<i>Non-Charitable Pull-Tabs</i>	<i>Total Instant Games</i>	<i>Total</i>	<i>Market Share</i>
<i>July</i>	\$5,880,490	\$4,071,414	\$2,297,107	\$1,268,159	\$1,059,345	\$1,125,716	\$15,702,231	\$1,534,659	\$61,828,525	\$548,022	\$232,200	\$62,608,747	\$79,845,637	34.3%
<i>August</i>	\$6,018,001	\$3,793,607	\$2,569,584	\$1,589,385	\$1,080,828	\$1,193,350	\$16,244,755	\$1,694,140	\$60,112,466	\$457,806	\$219,240	\$60,789,512	\$78,728,407	33.8%
<i>September</i>	\$4,790,702	\$4,631,885	\$2,330,908	\$1,348,422	\$1,076,695	\$1,050,346	\$15,228,958	\$2,032,945	\$56,616,634	\$415,722	\$211,680	\$57,244,036	\$74,505,939	32.0%
<i>1st Quarter</i>	\$16,689,193	\$12,496,906	\$7,197,599	\$4,205,966	\$3,216,868	\$3,369,412	\$47,175,944	\$5,261,744	\$178,557,625	\$1,421,550	\$663,120	\$180,642,295	\$233,079,983	100.0%
<i>October</i>														
<i>November</i>														
<i>December</i>														
<i>2nd Quarter</i>														
<i>January</i>														
<i>February</i>														
<i>March</i>														
<i>3rd Quarter</i>														
<i>April</i>														
<i>May</i>														
<i>June</i>														
<i>4th Quarter</i>														
2020	\$16,689,193	\$12,496,906	\$7,197,599	\$4,205,966	\$3,216,868	\$3,369,412	\$47,175,944	\$5,261,744	\$178,557,625	\$1,421,550	\$663,120	\$180,642,295	\$233,079,983	
<i>Mkt Share</i>	7.2%	5.4%	3.1%	1.8%	1.4%	1.4%	20.24%	2.26%	76.61%	0.61%	0.28%	77.50%		
<i>2019</i>	\$18,755,935	\$19,147,732	\$10,172,787	\$5,902,968	\$2,786,987		\$56,766,409	\$3,757,623	\$172,674,910	\$1,599,942	\$461,160	\$174,736,012	\$235,260,044	
<i>% of Change</i>	-11.0%	-34.7%	-29.2%	-28.7%	15.4%		-16.9%		3.4%	-11.1%	43.8%	3.4%	-0.9%	

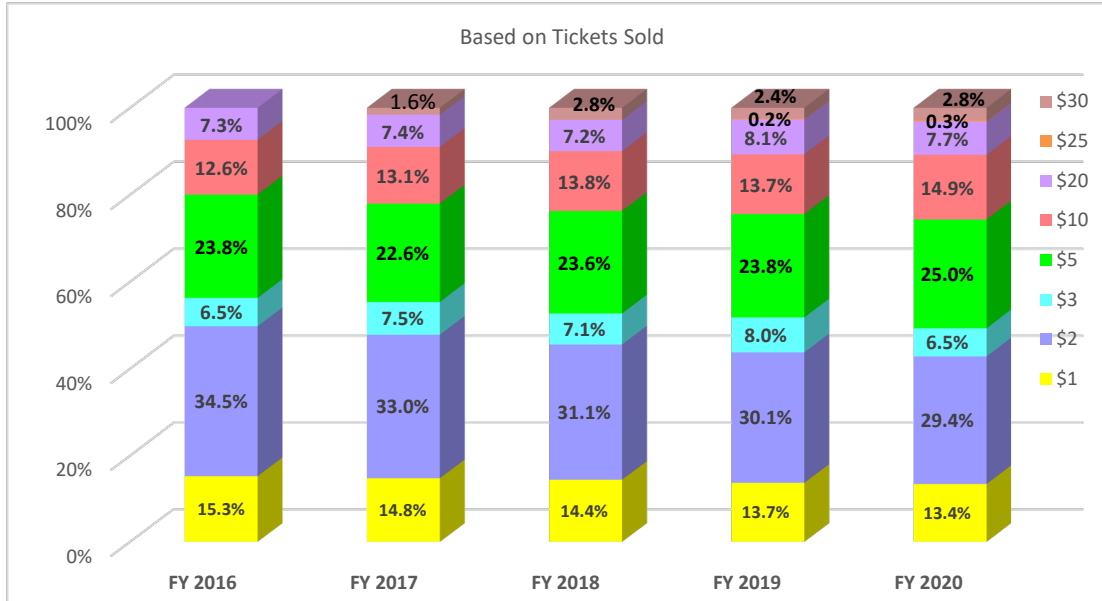
ARIZONA LOTTERY
QUARTERLY SALES BY PRODUCT
Fiscal Year 2020 - July 2019 through September 2019



Arizona Lottery 5-Year Review by Price Point



	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020
\$1	\$18,183,806	\$17,230,930	\$17,675,313	\$17,327,856	\$3,923,764
\$2	\$82,257,128	\$77,080,640	\$76,286,420	\$76,045,580	\$17,180,188
\$3	\$23,323,455	\$26,348,367	\$26,204,778	\$30,416,967	\$5,670,453
\$5	\$141,578,675	\$131,823,090	\$144,423,905	\$150,294,810	\$36,550,915
\$10	\$150,398,690	\$152,231,750	\$168,662,410	\$173,763,390	\$43,482,110
\$20	\$174,963,960	\$172,393,320	\$176,364,760	\$204,007,420	\$45,100,440
\$25				\$6,504,400	\$2,126,225
\$30		\$55,673,280	\$101,269,350	\$91,917,900	\$24,523,530
Total	\$590,705,714	\$632,781,377	\$710,886,936	\$750,278,323	\$178,557,625



	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020
\$1	18,183,806	17,230,930	17,675,313	17,327,856	3,923,764
\$2	41,128,564	38,540,320	38,143,210	38,022,790	8,590,094
\$3	7,774,485	8,782,789	8,734,926	10,138,989	1,890,151
\$5	28,315,735	26,364,618	28,884,781	30,058,962	7,310,183
\$10	15,039,869	15,223,175	16,866,241	17,376,339	4,348,211
\$20	8,748,198	8,619,666	8,818,238	10,200,371	2,255,022
\$25				260,176	85,049
\$30		1,855,776	3,375,645	3,063,930	817,451
Total	119,190,657	116,617,274	122,498,354	126,449,413	29,219,925

Interoffice Memorandum

Date: October 8, 2019
To: Gregg Edgar, Executive Director
From: Raynie Hosto, Deputy Director of Customer Service and Sales
Subject: FY 2020 – First Quarter Sales Review

Vending Machine Sales (Chart E)

Total sales through vending machines during the first quarter of FY20 were \$87,448,063 a 21.4% increase over FY19 sales of \$72,039,562. There are currently 1303 machines installed at retail locations compared to 979 during the first quarter of FY19. Vending sales accounted for 37.9% of total overall sales. During the first quarter, vending machine sales averaged \$67, 113 per machine, which equals over \$22,300 per month.

While vending machine sales increased, out of stocks also saw a slight increase to 3.91% up from 3.43% in FY19. Adding the visual cue on the touchscreen vending machines, which alerts store associates to an impending out of stock or an existing out of stock, has continued to help reduce out of stocks. Before the visual cue was implemented out of stocks peaked at 7.4% and have steadily declined. The goal for FY20 is 3.9%. The team will continue to work with our retailers and focus on out-of-stock conditions to ensure optimal availability for customers.

Corporate Account Review (Chart F)

- Major retail chains represent 54.5% of all lottery accounts down from 57.6% in the first quarter of FY19. This decrease is due to the addition of over 180 new independent retailers gained last fiscal year and the closure of several chain locations. The convenience store category dropped slightly to 40.0% of total accounts compared to 42.9%, while the chain food store category dipped to 14.5% of total accounts compared to 14.7% in FY19.
- Major retail chains comprise 74.0% of the total market share at the Lottery with convenience stores and food stores accounting for 47.7% and 26.3% respectively.
- Fry's food stores continue to lead with the highest per store average of \$227,815. QuikTrip, Safeway, and Albertsons follow with per store average sales of \$185,591, \$154,199 and \$149,049 respectively. This ranking remains the same from the previous fiscal year.

Business Classification Review (Charts G and H)

Collectively, chain and independent convenience stores account for 69.7% of total Lottery accounts and 67.0% of the market share in sales. Chain and independent grocery stores account for 16.1% of total Lottery accounts and 27.4% total sales. These figures show a slight decline from the previous fiscal year. Some categories with increases include bar and restaurant posting a 65%

increase with the addition of 27 new retailers while gift and smoke shops increased by over 27% or 21 retailers. The specialty non-grocery category increased by over 41% with 28 new retailers added.

County Review (Charts I and J)

The overall estimated per capita weekly sales for the first quarter of FY20 were \$2.48 compared to \$2.62 in FY19.

- Maricopa and Pima counties held a market share of 76.2% of total sales. The remaining counties represent 23.8% of sales. These numbers are consistent with the prior fiscal year.
- Greenlee County posted the highest weekly per capita sales at \$4.56, followed by Mohave at \$4.20, and La Paz at \$3.95. Greenlee County and Mohave County both posted increases from the same period in the previous fiscal year while Maricopa County posted a decrease of 7.58%. Estimated population figures were updated in August 2019 contributing to the changes in estimated per capita results.

**Arizona Lottery
Vending Machine**

	FY 2020						
	# of Units (Qtly Avg)	Per Unit Game Capacity	Instant Sales	Draw Sales	Total Sales	Per Unit Average	Average Out-of-Stock Percentage
1st Quarter Total % of Lottery Sales	1303	24	\$ 77,425,246	\$ 10,022,817	\$ 87,448,063	\$ 67,112.86	3.91%
			43.4%	19.1%	37.9%		
Gemini 2nd Quarter Total % of Lottery Sales		24			\$ -	#DIV/0!	
			#DIV/0!	#DIV/0!	#DIV/0!		
Gemini 3rd Quarter Total % of Lottery Sales		24			\$ -	#DIV/0!	
			#DIV/0!	#DIV/0!	#DIV/0!		
Gemini 4th Quarter Total % of Lottery Sales		24			\$ -	#DIV/0!	
			#DIV/0!	#DIV/0!	#DIV/0!		
Total Vending Total Fiscal Year % of Total Sales			\$ 77,425,246	\$ 10,022,817	\$ 87,448,063		
			\$ 77,425,246	\$ 10,022,817	\$ 87,448,063		4.55%
			#DIV/0!	#DIV/0!	#DIV/0!		

ARIZONA LOTTERY
CORPORATE ACCOUNT REVIEW
 Fiscal Year 2020
 July 2019 through September 2019

	<i>Total Draw Games</i>						<i>Scratchers</i>			<i>All Products Combined</i>			<i>Commission</i>
	<i># of Accts</i>	<i>% of Accts</i>	<i>Market Sales</i>	<i>Market Share</i>	<i>Per Store Average</i>	<i>Sales</i>	<i>Market Share</i>	<i>Per Store Average</i>	<i>Sales</i>	<i>Market Share</i>	<i>Per Store Average</i>	<i>Earned To Date</i>	
<i>4 Sons</i>	9290/9814	21	0.7%	\$ 488,968	0.9%	\$23,284	\$ 1,399,588	0.8%	\$66,647.05	\$1,888,556	0.8%	\$89,931	\$122,756
<i>7-Eleven</i>	8706	56	1.8%	\$ 719,172	1.4%	\$12,842	\$ 3,927,434	2.2%	\$70,133	\$4,646,606	2.0%	\$82,975	\$302,029
<i>Carioca</i>	8821	36	1.2%	\$ 551,971	1.1%	\$15,333	\$ 1,489,618	0.8%	\$41,378	\$2,041,589	0.9%	\$56,711	\$132,703
<i>Circle K</i>	8037	613	19.8%	\$ 10,485,435	20.0%	\$17,105	\$ 46,708,444	26.2%	\$76,196	\$57,193,879	24.8%	\$93,302	\$3,717,602
<i>Cobblestone</i>		12	0.4%	\$ 220,510	0.4%	\$18,376	\$ 471,299	0.3%	\$39,275	\$691,809	0.3%	\$57,651	\$44,968
<i>Fry's Gas</i>	8052	93	3.0%	\$ 703,757	1.3%	\$7,567	\$ 3,205,544	0.3%	\$5,068	\$3,909,301	1.7%	\$42,035	\$254,105
<i>Good 2 Go</i>	8024	17	0.5%	\$ 170,082	0.3%	\$10,005	\$ 626,376	0.4%	\$36,846	\$796,458	0.3%	\$46,850	\$51,770
<i>Jackson's Food Stores</i>	8021	11	0.4%	\$ 374,279	0.7%	\$34,025	\$ 794,247	0.4%	\$72,204	\$1,168,526	0.5%	\$106,230	\$75,954
<i>Loves</i>	9800	12	0.4%	\$ 148,613	0.3%	\$12,384	\$ 448,331	0.3%	\$37,360.92	\$596,944	0.3%	\$49,745	\$38,801
<i>Maverik</i>	9905	22	0.7%	\$ 519,535	1.0%	\$23,615	\$ 1,500,368	0.8%	\$68,199	\$2,019,903	0.9%	\$91,814	\$131,294
<i>Pilot Travel Centers</i>	9926	18	0.6%	\$ 199,831	0.4%	\$11,102	\$ 638,958	0.4%	\$35,498	\$838,789	0.4%	\$46,599	\$54,521
<i>Quik Mart</i>	8375	23	0.7%	\$ 383,750	0.7%	\$16,685	\$ 1,566,539	0.9%	\$68,110	\$1,950,289	0.8%	\$84,795	\$126,769
<i>QuikTrip</i>	9849	114	3.7%	\$ 4,931,517	9.4%	\$43,259	\$ 16,225,892	9.1%	\$142,332	\$21,157,409	9.2%	\$185,591	\$1,375,232
<i>Quik-Way Retail</i>	8028	24	0.8%	\$ 623,627	1.2%	\$25,984	\$ 2,424,667	1.4%	\$101,028	\$3,048,294	1.3%	\$127,012	\$198,139
<i>Safeway Gas</i>	8128	31	1.0%	\$ 374,251	0.7%	\$12,072.61	\$ 1,173,956	0.7%	\$37,870	\$1,548,207	0.7%	\$49,942	\$100,633
<i>Shay's</i>	8938	21	0.7%	\$ 272,039	0.5%	\$12,954	\$ 1,060,528	0.6%	\$50,501	\$1,332,567	0.6%	\$63,456	\$86,617
<i>Superpumper</i>	8025	13	0.4%	\$ 357,181	0.7%	\$27,475	\$ 1,011,546	0.6%	\$77,811	\$1,368,727	0.6%	\$105,287	\$88,967
<i>Terribles</i>	8004	9	0.3%	\$ 336,497	0.6%	\$37,388.56	\$ 397,976	0.2%	\$44,220	\$734,473	0.3%	\$81,608	\$47,741
<i>Woody's</i>	8607	15	0.5%	\$ 96,700	0.2%	\$6,447	\$ 397,713	0.2%	\$26,514	\$494,413	0.2%	\$32,961	\$32,137
<i>Speedway</i>	9956	77	2.5%	\$ 626,688	1.2%	\$8,139	\$ 2,159,353	1.2%	\$28,044	\$2,786,041	1.2%	\$36,182	\$181,093
Convenience Total		1,238	40.0%	\$22,584,403	43.1%	\$18,243	\$87,628,377	49.1%	\$70,782	\$110,212,780	47.7%	\$89,025	\$7,163,831
<i>Albertson's</i>	8027	30	1.0%	\$ 1,305,593	2.5%	\$43,519.77	\$ 3,165,880	1.8%	\$105,529	\$4,471,473	1.9%	\$149,049	\$290,646
<i>Bashas'</i>	8011	47	1.5%	\$ 1,599,907	3.1%	\$34,041	\$ 3,796,801	2.1%	\$80,783	\$5,396,708	2.3%	\$114,824	\$350,786
<i>El Super</i>	8030	6	0.2%	\$ 22,170	0.0%	\$3,695	\$ 220,696	0.1%	\$36,782.67	\$242,866	0.1%	\$40,478	\$15,786
<i>Food City</i>		46	1.5%	\$ 312,057	0.6%	\$6,784	\$ 1,989,227	1.1%	\$43,244.07	\$2,301,284	1.0%	\$50,028	\$149,583
<i>Fry's</i>	8052	121	3.9%	\$ 8,317,733	15.9%	\$68,742	\$ 19,247,897	10.8%	\$159,074	\$27,565,630	11.9%	\$227,815	\$1,791,766
<i>Los Altos Ranch Market</i>	8026	7	0.2%	\$ 58,917	0.1%	\$8,417	\$ 444,298	0.2%	\$63,471	\$503,215	0.2%	\$71,888	\$32,709
<i>Safeway</i>	8128	105	3.4%	\$ 5,236,822	10.0%	\$49,874	\$ 10,954,042	6.1%	\$104,324	\$16,190,864	7.0%	\$154,199	\$1,052,406
<i>Walmart</i>	8022	85	2.7%	\$ 925,425	1.8%	\$10,887	\$ 3,090,151	1.7%	\$36,355	\$4,015,576	1.7%	\$47,242	\$261,012
Food Store Total		447	14.5%	\$17,778,624	33.9%	\$39,773	\$42,908,992	24.0%	\$95,993	\$60,687,616	26.3%	\$135,766	\$3,944,695
Major Chains		1,685	54.5%	\$40,363,027	77.0%	\$23,954	\$130,537,369	73.1%	\$77,470	\$170,900,396	74.0%	\$101,425	\$11,108,526
All Stores		3092		\$52,437,688		\$16,959	\$178,557,625		\$57,748	\$230,995,313		\$74,707	\$15,014,695

ARIZONA LOTTERY
BUSINESS CODE REVIEW
Fiscal Year 2020
July 2019 through September 2019

<i>Business Classification</i>	<i>Business Code</i>	<i># of Accts</i>	<i>% of Accts</i>	<i>Total Draw Games</i>			<i>Scratchers</i>			<i>All Products Combined</i>			<i>Commission Earned To Date</i>
				<i>Sales</i>	<i>Market Share</i>	<i>Per Store Average</i>	<i>Sales</i>	<i>Market Share</i>	<i>Per Store Average</i>	<i>Sales</i>	<i>Market Share</i>	<i>Per Store Average</i>	
Shopping Malls	01	4	0.1%	\$18,039	0.0%	\$4,510	\$16,487	0.0%	\$4,122	\$34,526	0.0%	\$8,632	\$2,244
Smoke/Gift Shops - Newstands	02	97	3.1%	\$343,743	0.7%	\$3,544	\$1,616,141	0.9%	\$16,661	\$1,959,884	0.8%	\$20,205	\$127,392
Chain Supermarkets	03	451	14.6%	\$17,971,657	34.3%	\$39,848	\$43,301,819	24.3%	\$96,013	\$61,273,476	26.5%	\$135,861	\$3,982,776
Independent Supermarkets	04	46	1.5%	\$420,754	0.8%	\$9,147	\$1,522,009	0.9%	\$33,087	\$1,942,763	0.8%	\$42,234	\$126,280
Chain Convenience Stores	05	1156	37.4%	\$21,408,554	40.8%	\$18,520	\$83,959,198	47.0%	\$72,629	\$105,367,752	45.6%	\$91,149	\$6,848,904
Independent Convenience	06	854	27.6%	\$8,484,673	16.2%	\$9,935	\$34,413,763	19.3%	\$40,297	\$42,898,436	18.6%	\$50,232	\$2,788,398
Liquor Stores	07	96	3.1%	\$339,984	0.6%	\$3,542	\$2,550,798	1.4%	\$26,571	\$2,890,782	1.3%	\$30,112	\$187,901
Drug Stores	08	4	0.1%	\$4,563	0.0%	\$1,141	\$25,346	0.0%	\$6,337	\$29,909	0.0%	\$7,477	\$1,944
Auto/Gas Stations	09	146	4.7%	\$1,293,658	2.5%	\$8,861	\$5,264,261	2.9%	\$36,057	\$6,557,919	2.8%	\$44,917	\$426,265
Truck Service Centers	10	47	1.5%	\$540,042	1.0%	\$11,490	\$1,613,273	0.9%	\$34,325	\$2,153,315	0.9%	\$45,815	\$139,965
Bars/Restaurants	11	68	2.2%	\$646,721	1.2%	\$9,511	\$1,313,270	0.7%	\$19,313	\$1,959,991	0.8%	\$28,823	\$127,399
Spec Non-Grocery	12	95	3.1%	\$686,734	1.3%	\$7,229	\$1,464,730	0.8%	\$15,418	\$2,151,464	0.9%	\$22,647	\$139,845
Bowling Centers	14	3	0.1%	\$12,547	0.0%	\$4,182	\$53,981	0.0%	\$17,994	\$66,528	0.0%	\$22,176	\$4,324
Mass Merchandise	16	1	0.0%	\$2,219	0.0%	\$2,219	\$17,348	0.0%	\$17,348	\$19,567	0.0%	\$19,567	\$1,272
In-House & Promotional	99	24	0.8%	\$263,800	0.5%	\$10,992	\$1,425,201	0.8%	\$59,383	\$1,689,001	0.7%	\$70,375	\$109,785
Total		3092	100%	\$52,437,688	100%	\$16,959	\$178,557,625	100%	\$57,748	\$230,995,313	100%	\$74,707	\$15,014,695

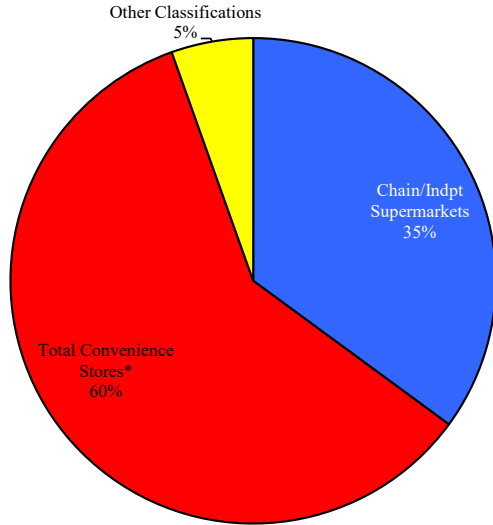
Summary Recap

Chain/Indpt Supermarkets	497	16.1%	\$18,392,411	35.1%	\$37,007	\$44,823,828	25.1%	\$90,189	\$63,216,239	27.4%	\$127,196	\$4,109,056
Total Convenience Stores*	2,156	69.7%	\$31,186,885	59.5%	\$14,465	\$123,637,222	69.2%	\$57,346	\$154,824,107	67.0%	\$71,811	\$10,063,567
Other Classifications	439	14.2%	\$2,858,392	5.5%	\$6,511	\$10,096,575	5.7%	\$22,999	\$12,954,967	5.6%	\$29,510	\$842,073
Total All Classifications	3,092	100%	\$52,437,688	100%	\$16,959	\$178,557,625	100%	\$57,748	\$230,995,313	100%	\$74,707	\$15,014,695

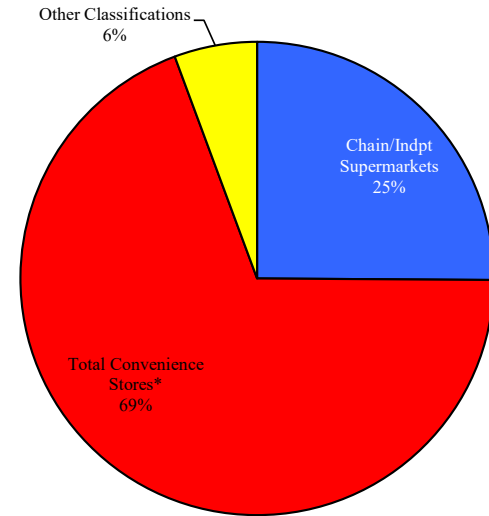
*Includes chain/independent convenience stores and stores whose business is primarily gas with convenience

ARIZONA LOTTERY
BUSINESS CODE REVIEW
Fiscal Year 2020
July 2019 through September 2019

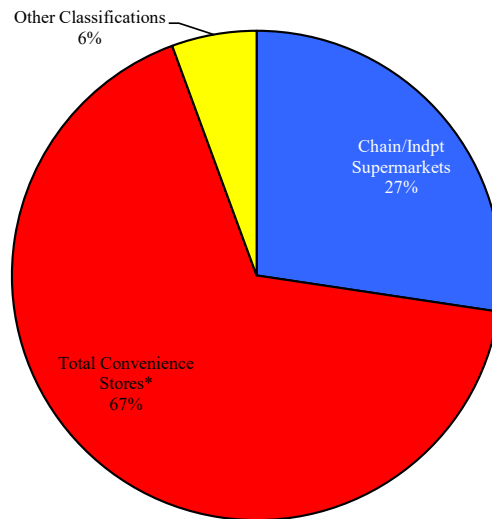
Draw Game Sales



Scratchers Sales



All Products Combined



ARIZONA LOTTERY
COUNTY SALES REVIEW
Fiscal Year 2020

July 2019 through September 2019

County	Code	# of		Total Draw Games			Scratchers			All Products Combined			x	Estimated
		Accts	% of Accts	Sales	Market Share	Per Store Average	Sales	Market Share	Per Store Average	Sales	Market Share	Per Store Average	Estimate	Per Capita
Apache	1	14	0.5%	\$85,935	0.2%	\$6,138	\$396,953	0.2%	\$28,354	\$482,888	0.2%	\$34,492	71,818	\$0.52
Cochise	2	81	2.6%	\$1,071,277	2.0%	\$13,226	\$4,613,920	2.6%	\$56,962	\$5,685,197	2.5%	\$70,188	126,770	\$3.45
Coconino	3	107	3.5%	\$1,105,556	2.1%	\$10,332	\$3,386,696	1.9%	\$31,651	\$4,492,252	1.9%	\$41,984	142,854	\$2.42
Gila	4	48	1.6%	\$450,928	0.9%	\$9,394	\$1,786,797	1.0%	\$37,225	\$2,237,725	1.0%	\$46,619	53,889	\$3.19
Graham	5	29	0.9%	\$160,828	0.3%	\$5,546	\$1,261,627	0.7%	\$43,504	\$1,422,455	0.6%	\$49,050	38,072	\$2.87
Greenlee	6	7	0.2%	\$56,461	0.1%	\$8,066	\$505,136	0.3%	\$72,162	\$561,597	0.2%	\$80,228	9,483	\$4.56
La Paz	15	36	1.2%	\$236,603	0.5%	\$6,572	\$846,344	0.5%	\$23,510	\$1,082,947	0.5%	\$30,082	21,098	\$3.95
Maricopa	7	1709	55.3%	\$32,099,016	61.2%	\$18,782	\$114,574,488	64.2%	\$67,041.83	\$146,673,504	63.5%	\$85,824	4,410,824	\$2.56
Mohave	8	151	4.9%	\$4,079,088	7.8%	\$27,014	\$7,363,729	4.1%	\$48,766	\$11,442,817	5.0%	\$75,780	209,550	\$4.20
Navajo	9	58	1.9%	\$597,880	1.1%	\$10,308	\$2,216,146	1.2%	\$38,209	\$2,814,026	1.2%	\$48,518	110,445	\$1.96
Pima	10	438	14.2%	\$6,992,475	13.3%	\$15,965	\$22,329,703	12.5%	\$50,981	\$29,322,178	12.7%	\$66,946	1,039,073	\$2.17
Pinal	11	144	4.7%	\$2,289,819	4.4%	\$15,902	\$9,128,294	5.1%	\$63,391	\$11,418,113	4.9%	\$79,292	447,138	\$1.96
Santa Cruz	12	20	0.6%	\$438,106	0.8%	\$21,905	\$841,857	0.5%	\$42,093	\$1,279,963	0.6%	\$63,998	46,511	\$2.12
Yavapai	13	129	4.2%	\$1,888,854	3.6%	\$14,642	\$5,958,689	3.3%	\$46,191	\$7,847,543	3.4%	\$60,834	231,993	\$2.60
Yuma	14	121	3.9%	\$884,862	1.7%	\$7,313	\$3,347,246	1.9%	\$27,663	\$4,232,108	1.8%	\$34,976	212,128	\$1.53
Total		3092	100%	\$52,437,688	100%	\$16,959	\$178,557,625	100%	\$57,748	\$230,995,313	100%	\$74,707	7,171,646	\$2.48

updated 8/9/19

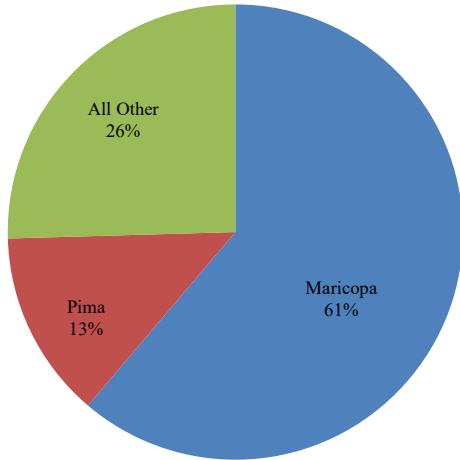
Summary Recap

Maricopa and Pima Counties	2147	69.4%	\$39,091,491	74.5%	\$18,207	\$136,904,191	76.7%	\$63,765	\$175,995,682	76.2%	\$81,973	\$5,449,897	\$0.62
All Other Counties	945	30.6%	\$13,346,197	25.5%	\$14,123	\$41,653,434	23.3%	\$44,078	\$54,999,631	23.8%	\$58,201	\$1,721,749	\$0.61

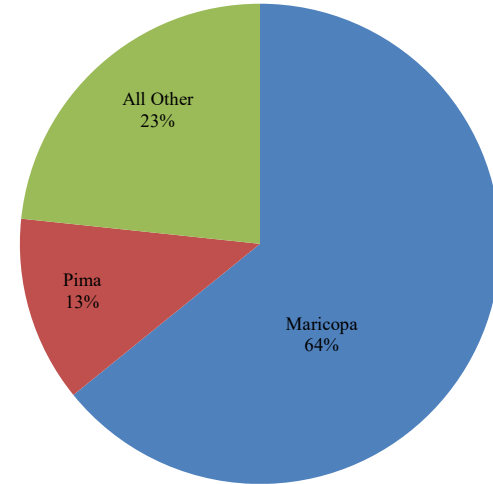
Chart I

Fiscal Year 2020
July 2019 through September 2020

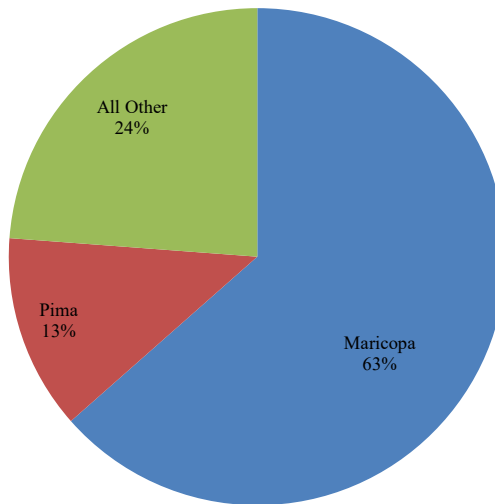
Draw Game Sales



Scratchers Sales



All Products Combined



New Business Item #1
Instant Scratch Game Profiles
Report to Arizona Lottery Commission
October 18, 2019

This report has been provided to the Lottery Commission regarding 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 8s* #1256, *Match 2 Win* #1257, and *Black Pearls* #1259.

Wild 8s #1256. This \$1 game has a top prize of \$800 and will be printed at a quantity of approximately 2.6 million tickets.

Match 2 Win #1257. This \$1 game has a top prize of \$2,000 and will be printed at a quantity of approximately 2.6 million tickets.

Black Pearls #1259. This \$5 game has a top prize of \$50,000 and will be printed at a quantity of approximately 2.4 million tickets.

Attachments (Commissioners only)