



June 19, 2020
COMMISSION
REPORT

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NOTICE OF TELEPHONIC 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 telephonic ONLY meeting on **June 19, 2020, at 10:00 a.m.** The public is welcomed to join the meeting via telephone or internet through **Google Hangouts Meet**. The following are instructions on joining the meeting via the Google Hangouts Meet:

Join the meeting online by entering the following link into your URL

meet.google.com/rvg-yvua-kak

OR

Join the meeting US Toll Free by phone at 478-292-3932 when prompted enter Access Code 658 615 561 followed by the pound key (#)

If you are having problems with connecting, please contact 480-921-4493.

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. The Commission may also vote on any item listed on the agenda. All members of the Commission will be participating by means of telephonic communication.

Call to Order

1. Call for Quorum
2. Call for Notice
3. Approval of Minutes for May 22, 2020, Public Meeting

Agency Reports

1. Director's Presentation
2. Financial Report Presentation
3. Marketing Presentation
4. Sales Presentation
5. New Games Introduction – No Presentation

New Business

1. Discussion and possible action on amended instant scratch game profile: *Celebrando Dia de los Muertos* #1289 and new instant scratch game profiles: *One Million Now* #1275, *Holiday Cheer* #1282, *Gnome For the Holidays* #1283, *Christmas Crossword* #1284, *Santa's Gift Bag* #1285, *25 Days of Winning* #1286, *Red Line Bingo* #1287, *Rock Paper Scissors® Slingo® Trio* #1288, *\$215 Million Cash Explosion®* #1290, *Triple Red7's* #1291, *Blackjack Attack* #1292, *Scratch & Match* #1293, *Crossword Corner Cash* #1294, *Red Hot 7s* #1295, and *\$100,000 Crossword* #1298.

2. Discussion and possible action on second chance promotion profile: NASCAR®
Championship Second Chance Promotion #104.

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. There will be no Commission meeting in July.
2. The next Commission meeting will be held August 21, 2020, 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 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 15th day of June, 2020

Gregory R. Edgar
Executive Director

Persons with a disability may request a reasonable accommodation 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 of May 22, 2020, Meeting
Telephonic Meeting

PRESIDING Chair Jeff Weintraub (Teleconference)

COMMISSIONERS Debra Roth (Teleconference), Julie Katsel (Teleconference), and Trent Crump (Teleconference)

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

Kimberly Siddall, Luanne Mansanares, Ivy Gilio, Shelby Alessi, Mary Cimaglio, Holly Gordon, Susan Kalember, Patrick Meldrum, Jacob Rusywick, Kathleen Syms, Randy Magana and Lynda Sellers

GUESTS Attorney General Representative: Pamela (Linnins) Peiser
Scientific Games Representatives: Topper Wilson, and Rachelle Shackelford
Pollard Banknote Limited: Wes Brown
Owens Harkey Representatives: Chelsea Smeland, and Noelle Hobaica

PUBLIC None present

Call to Order

1. **Call for Quorum:** Pursuant to the Public Notice dated May 14, 2020, the Public Meeting of the Arizona State Lottery Commission was called to order at 10:03 a.m. by Chair Jeff Weintraub.

A quorum was present, with Chair Weintraub, Commissioner Roth, Commissioner Katsel, and Commissioner Crump appeared via teleconference.
2. **Notice:** Notice was posted by Kimberly Siddall on May 15, 2020, at 2:50 p.m., at the Arizona State Lottery, located at 4740 E. University Dr., Phoenix, Arizona.
3. **Approval of Minutes:** Chair Weintraub entertained a motion to approve the minutes of the April 17, 2020, Public Meeting. Commissioner Roth verbally moved; Commissioner Katsel verbally seconded. The vote was unanimous with Chair Weintraub verbally voting aye, Commissioner Roth verbally voting aye, Commissioner Katsel verbally voting aye, and Commissioner Crump verbally voting aye.

Agency Reports

1. **Director's Presentation:** Director Edgar presented financial projections for fiscal year 2020, stating we are beating our numbers from last May. Will keep the Commissioners updated on the number as we get close to year-end.

Provided an update on COVID-19 as it pertains to Arizona Lottery. As we continue in Phase I the Lottery offices in Tucson and Phoenix remain open with modified operations and the airport location remains closed mostly due to not having a significant amount of people traveling. The Phoenix and Tucson offices process customers by appointment and recently installed a pass through walk-up window for customers. On May 8, 2020, the Arizona Lottery opened a new office inside the Walmart Superstore in Kingman, AZ. The Kingman office is fully functioning and processing customers. The Phoenix location recently installed plexiglass window inside the office, now each location has plexiglass at the customer service window for preparation of opening the lobbies.

Territory Managers have resumed operation in limited periods working four hours in the field and four hours on the phone.

Investigators are in the field for limited timeframes. Have continued to do investigations, but now will start doing compliances.

Commissioner Julie Katsel inquired if the lottery employees in the field are required to wear masks.

Director Edgar informed the Commission yes the Arizona Lottery is following Center for Disease Control (CDC) guidelines. The employees are wearing masks in the field and in the offices. The CDC is not requiring employees to wear gloves however; gloves are available for the employees to wear at their discretion. The Arizona Lottery is also supplying chemical wipes and hand sanitizer to utilize when hand washing is not available.

Director Edgar featured three beneficiaries: Recycle Your Bicycle, The Heritage Fund, and Grand Canyon Conservancy. He also presented information on the Arizona Lottery digital promotions and giveaways during COVID-19. He concluded his presentation by informing the Commission that the Arizona Lottery's Marketing team was one of three finalists for an award from the PR Daily's Digital & Marketing Social Media Awards. The category for the award is Facebook and the nomination is for Windfall Willie's Virtual Holiday Party Giveaway. The presentation is attached for the official minutes.

2. **Financial Report:** Mr. Russ Harben presented a financial overview of sales from all product lines for the past 12 months and concluded his presentation with budget information and an up-to-date overview of the financial impact of COVID-19. The presentation is attached for the official minutes.

3. **New Games Introduction** – No Presentation

New Business

1. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new instant scratch game profiles: *Red Ball Tripler* #1279, *\$50,000 Cash Cow* #1280, *Crossword* #1281, and *Dia de los Muertos* #1289. 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 new instant scratch game profiles: #1279, #1280, #1281, and #1289. Commissioner Roth verbally moved, Commissioner Katsel verbally seconded. Chair Weintraub verbally voted aye, Commissioner Roth verbally voted aye, Commissioner Katsel verbally voted aye and Commissioner Crump verbally voted aye.

The vote was unanimous with all members voting aye and the motion carried.

2. Chair Weintraub asked if any members of the public wanted to address the Commission regarding second chance promotion profile: *Beat the Heat 2nd Chance Promotion* #103. 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 second chance promotion profile: #103. Commissioner Roth verbally moved, Commissioner Crump verbally seconded. Chair Weintraub verbally voted aye, Commissioner Roth verbally voted aye, Commissioner Katsel verbally voted aye and Commissioner Crump verbally voted aye. The vote was unanimous with all members voting aye and the motion 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

1. The next Commission meeting will be held June 19, 2020, at 10:00 a.m.

Adjournment

Chair Weintraub entertained a motion to adjourn. Commissioner Katsel verbally moved; Commissioner Crump verbally seconded. Chair Weintraub verbally voted aye, Commissioner Roth verbally voted aye, Commissioner Katsel verbally voted aye and Commissioner Crump verbally. The vote was unanimous with all members voting aye and the motion 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.

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Agency Reports
Report to Arizona Lottery Commission
June 19, 2020

Director's Presentation

Financial Report Presentation

Marketing Presentation

Sales Presentation

New Games Introduction – No Presentation

The following games were introduced since the last commission meeting: *Easy as 123* #1223, *\$100,000 Instant Jackpot* #1265, *Joker's Wild Crossword* #1267, *Arizona Gold* #1268, *Sizzling Hot \$100,000* #1274, and *Quarter Million Crossword* #1277.

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 6/5/20
5/14/20	\$2	1252	10X the Cash	2,674,950	86.7%
5/21/20	\$1	1214	2 For \$1	2,435,700	89.8%
5/23/20	\$5	1235	I Love the Bens	2,230,740	82.8%
5/28/20	\$10	1210	\$100K Payday	1,702,740	90.3%
6/2/20	\$20	1183	White Ice 7's	1,508,820	97.4%
6/2/20	\$1	1206	Quick 7s	2,766,000	84.9%
6/2/20	\$2	1219	Red Hot 7s	4,830,300	96.0%
6/2/20	\$2	1227	The Addams Family© Fortune	1,488,450	84.7%
6/2/20	\$1	1251	5X the Cash	3,159,900	88.0%

ATTACHMENT A



Dashboard Report June 2020

**SERVING ARIZONA
FOR 38 YEARS**

7.4%

vs. Proj (FYTD)

Total Sales (FYTD)
\$993,408,119

-1.4%

vs. PYTD

2.1%

vs. Proj (FYTD)

Draw Sales

\$223,110,079^{22.5%}
%Total Sales

-25.9%

vs. PYTD

9.0%

vs. Proj (FYTD)

Instant Sales

\$770,298,040^{77.5%}
%Total Sales

9.0%

vs. PYTD

2.6%

vs. Proj (FYTD)

Multi-State

\$121,083,429^{54.3%}
%Draw Sales

-40.9%

vs. PYTD

9.0%

vs. Proj (FYTD)

Scratchers Sales

\$762,921,670^{99.6%}
%Instant Sales

9.4%

vs. PYTD

-0.8%

vs. Proj (FYTD)

In-State

\$76,634,648^{34.3%}
%Draw Sales

-4.1%

vs. PYTD

2.6%

vs. Proj (FYTD)

Charitable Pulltab Sales

\$5,009,712^{0.7%}
%Instant Sales

-27.7%

vs. PYTD

9.4%

vs. Proj (FYTD)

Fast Play

\$25,392,002^{11.4%}
%Draw Sales

55.2%

vs. PYTD

7.3%

vs. Proj (FYTD)

Age Rest. Pulltab Sales

\$1,847,880^{0.2%}
%Instant Sales

-10.0%

vs. PYTD

Draw Sales : From 7/1/2014 - To
6/4/2020

Fast Play Sales : From 2/11/2018 -
To 6/4/2020

Scratcher Sales : From 7/1/2014 - To
6/4/2020

Pulltab Sales : From 7/1/2014 - To
6/4/2020

Other Pulltab Sales

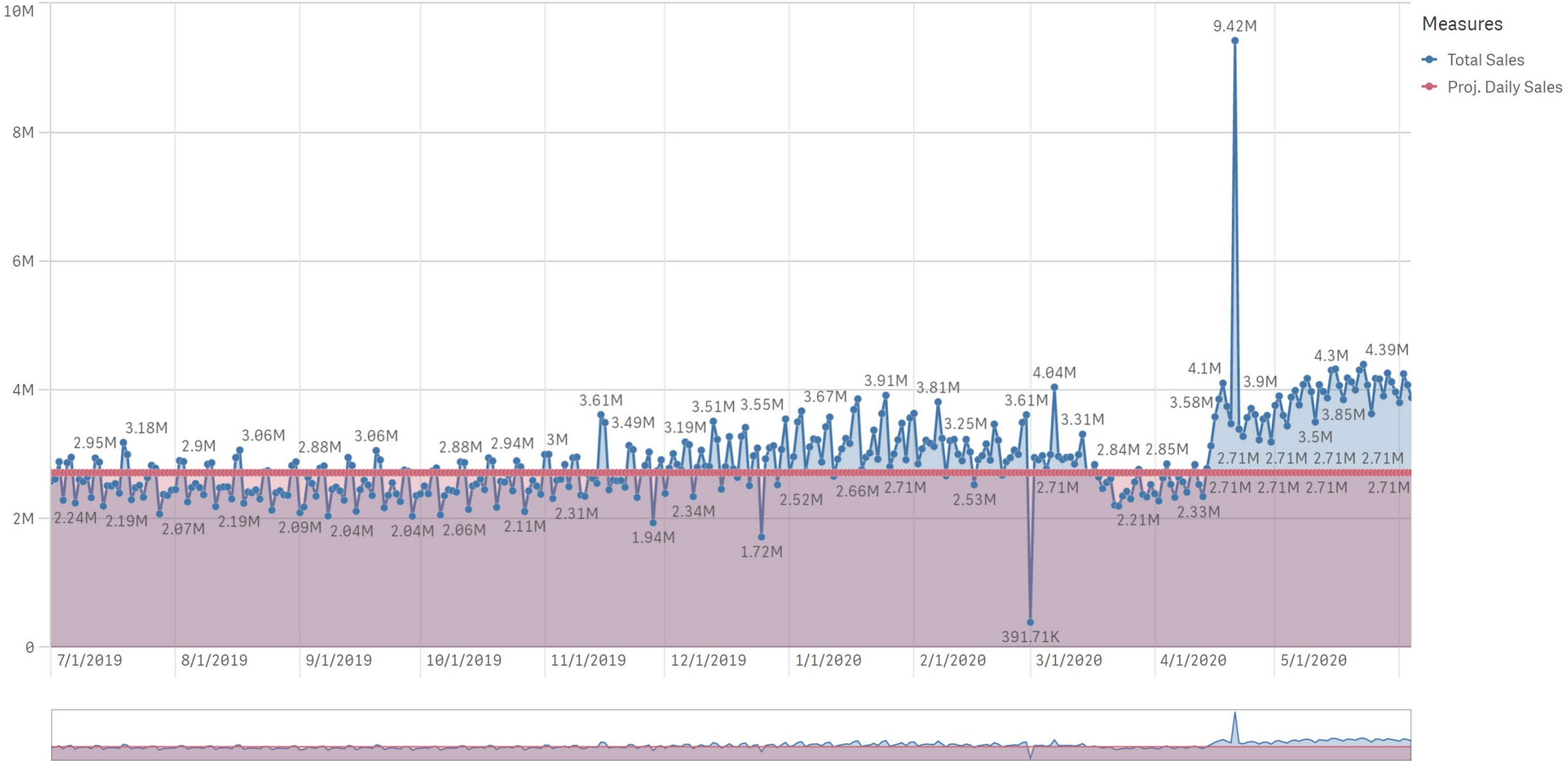
\$508,680^{0.1%}
%Instant Sales

79.1%

vs. PYTD

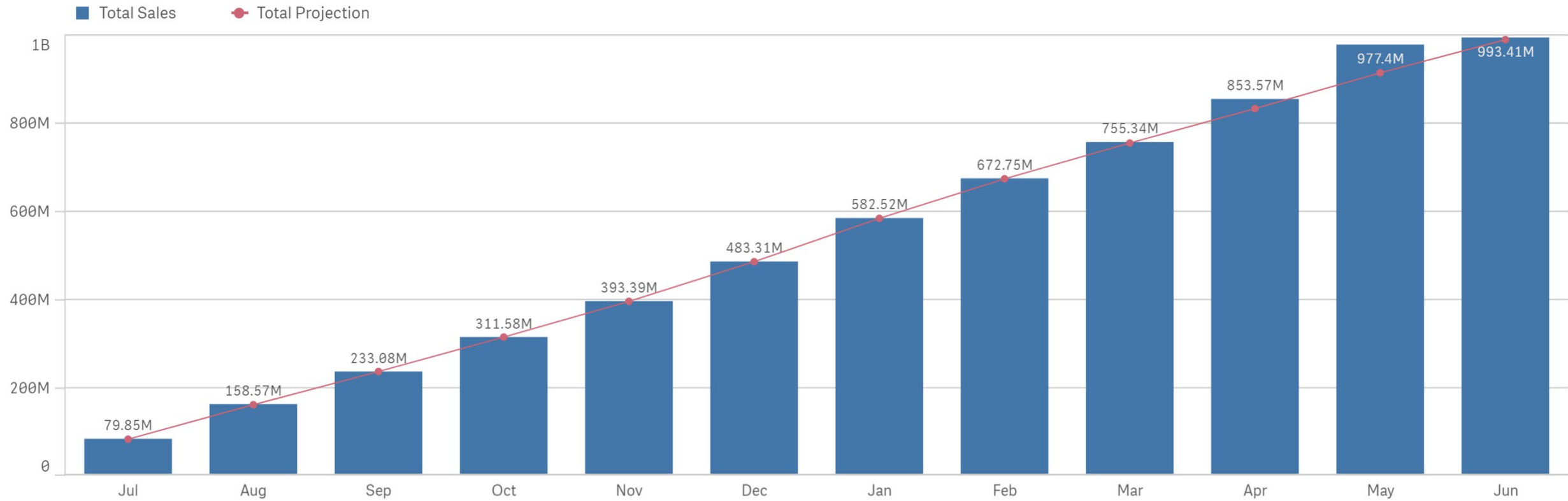
vs. Proj (FYTD)

Daily Sales vs Goal



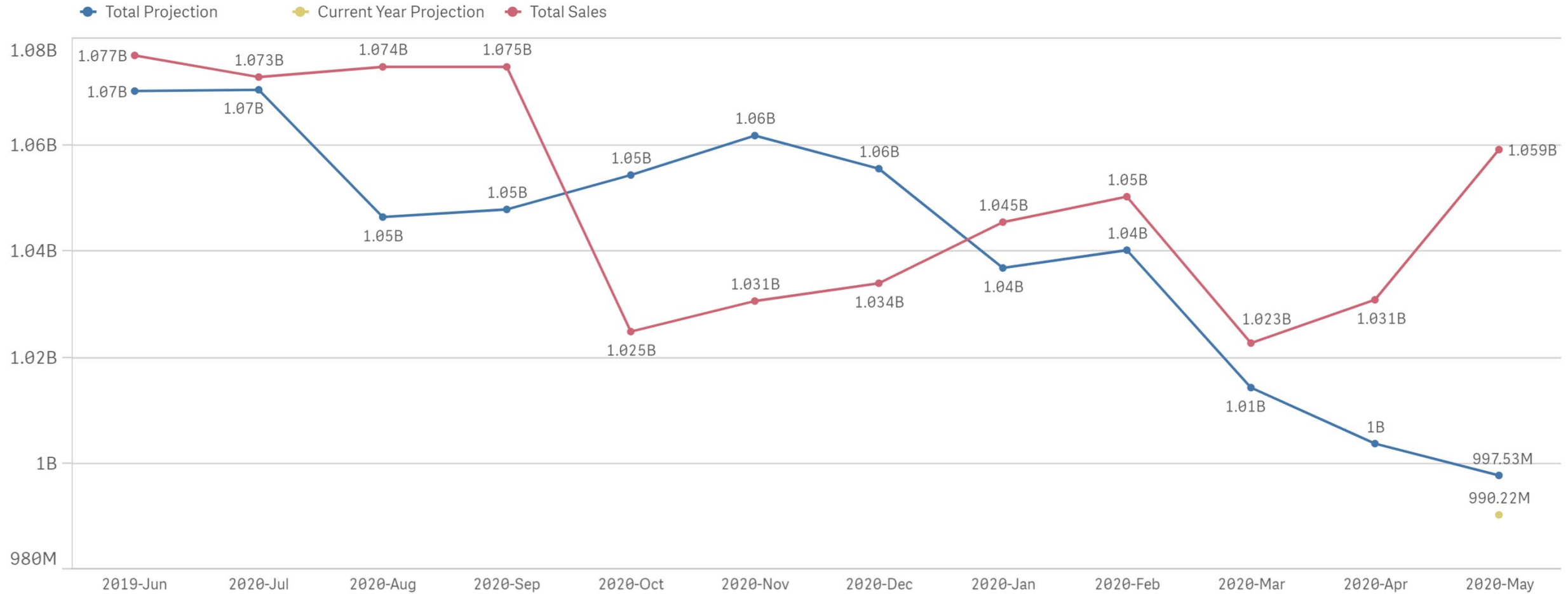
YTD Sales vs. Projection

FY 2020 Total Sales vs. Projection

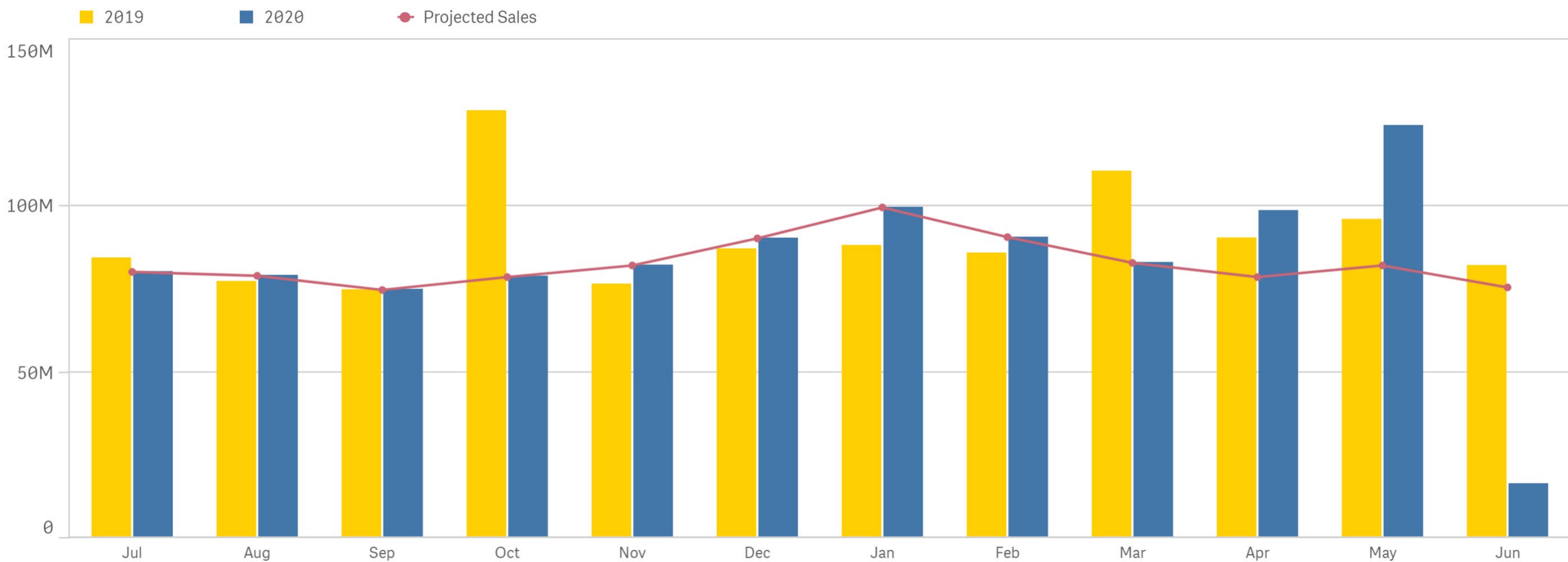


Rolling 12 Month Total Sales

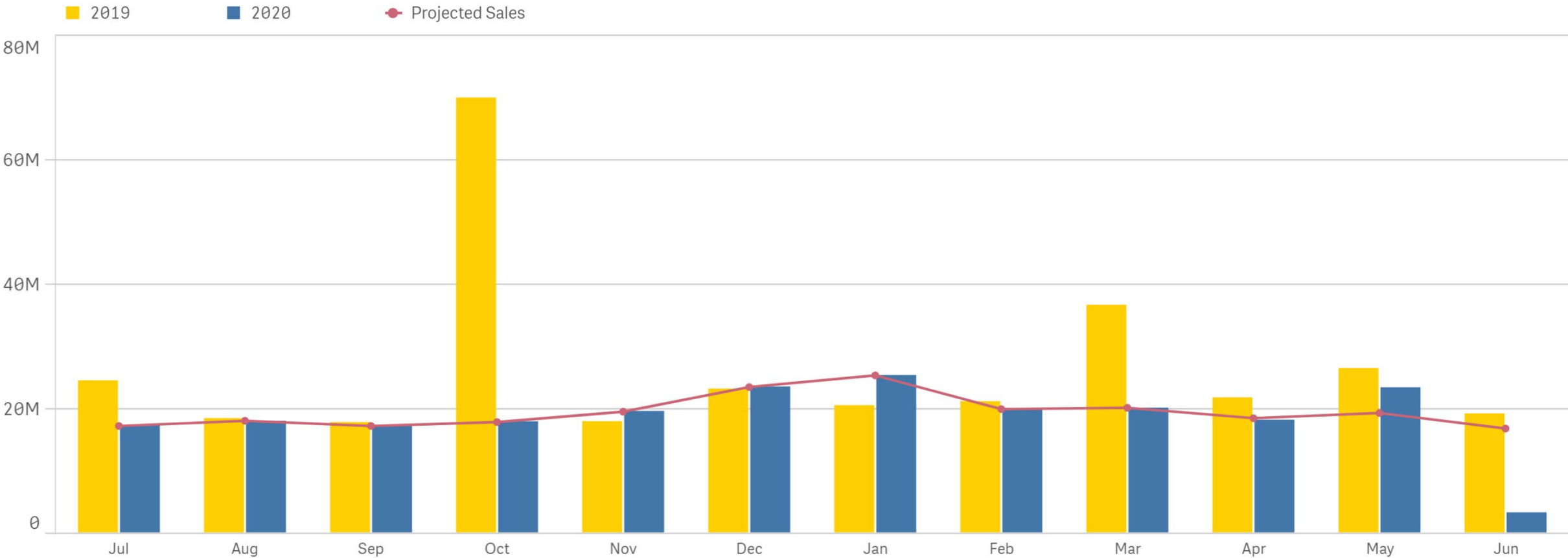
Rolling 12 Month Sales



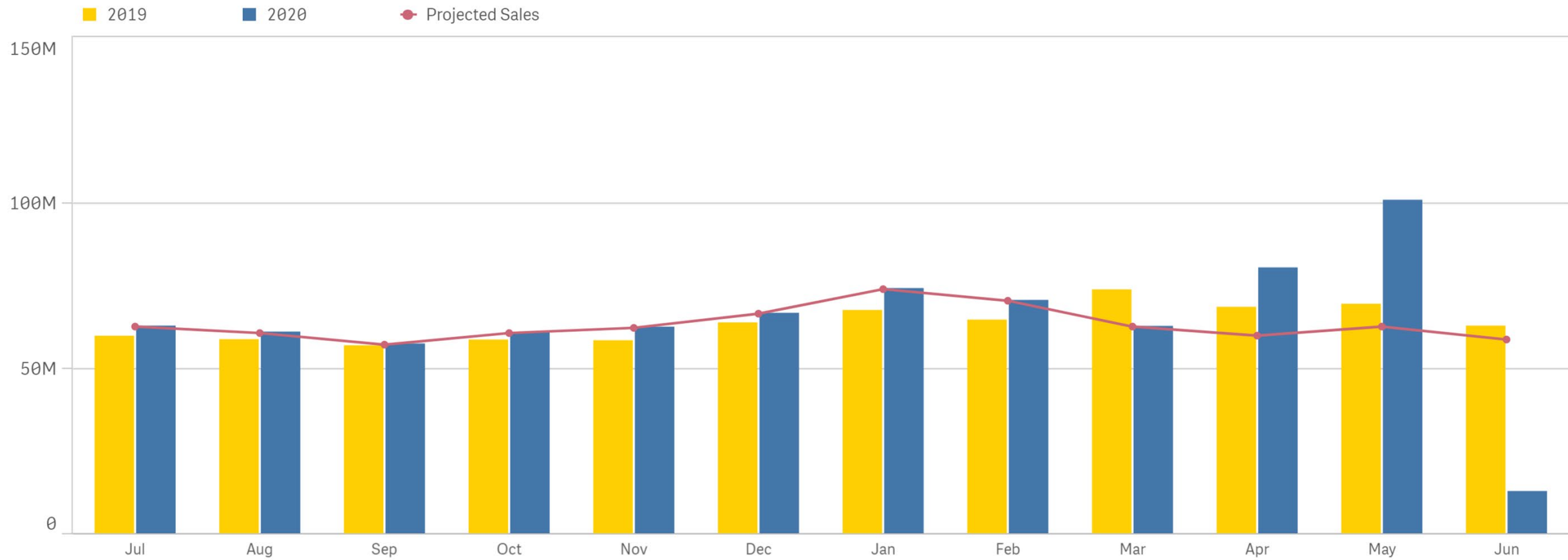
Total Sales FY 2019 vs. 2020 vs. Projection



Draw Sales FY 2019 vs. 2020 vs. Projection

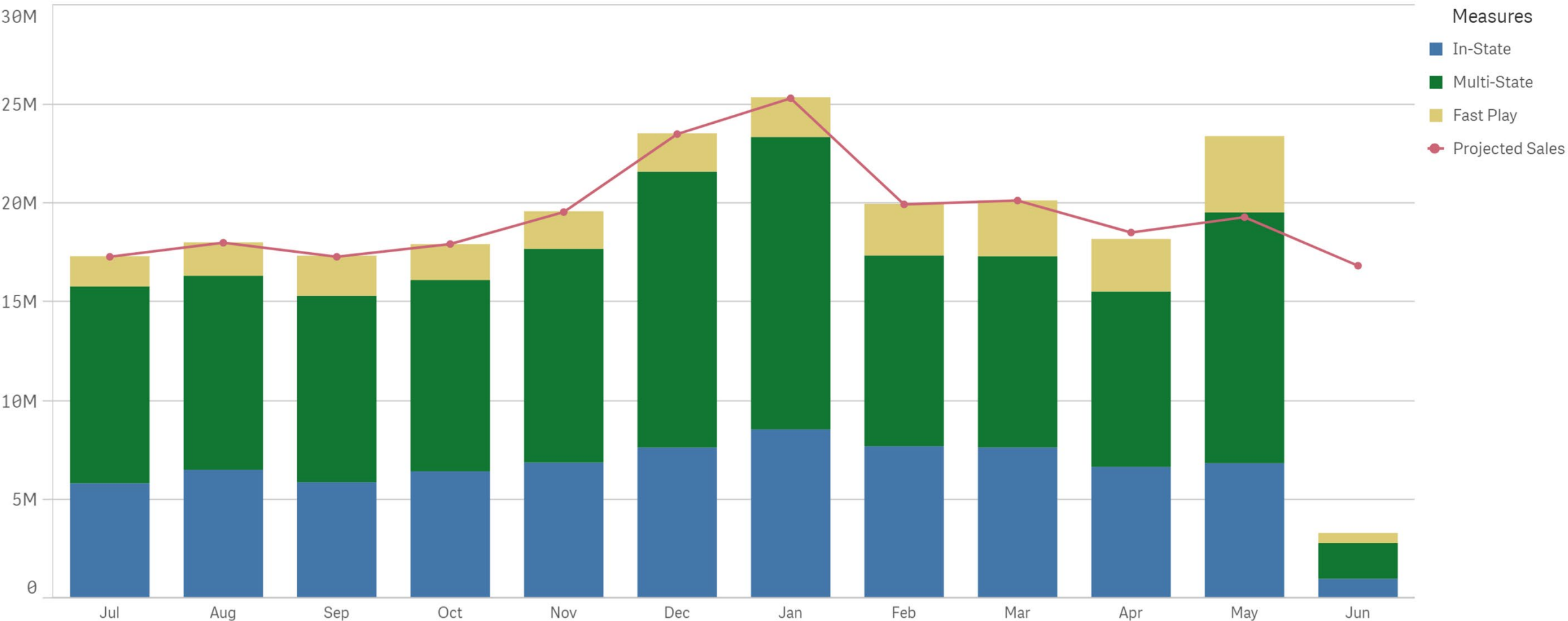


Instant Sales FY 2019 vs. 2020 vs. Projection



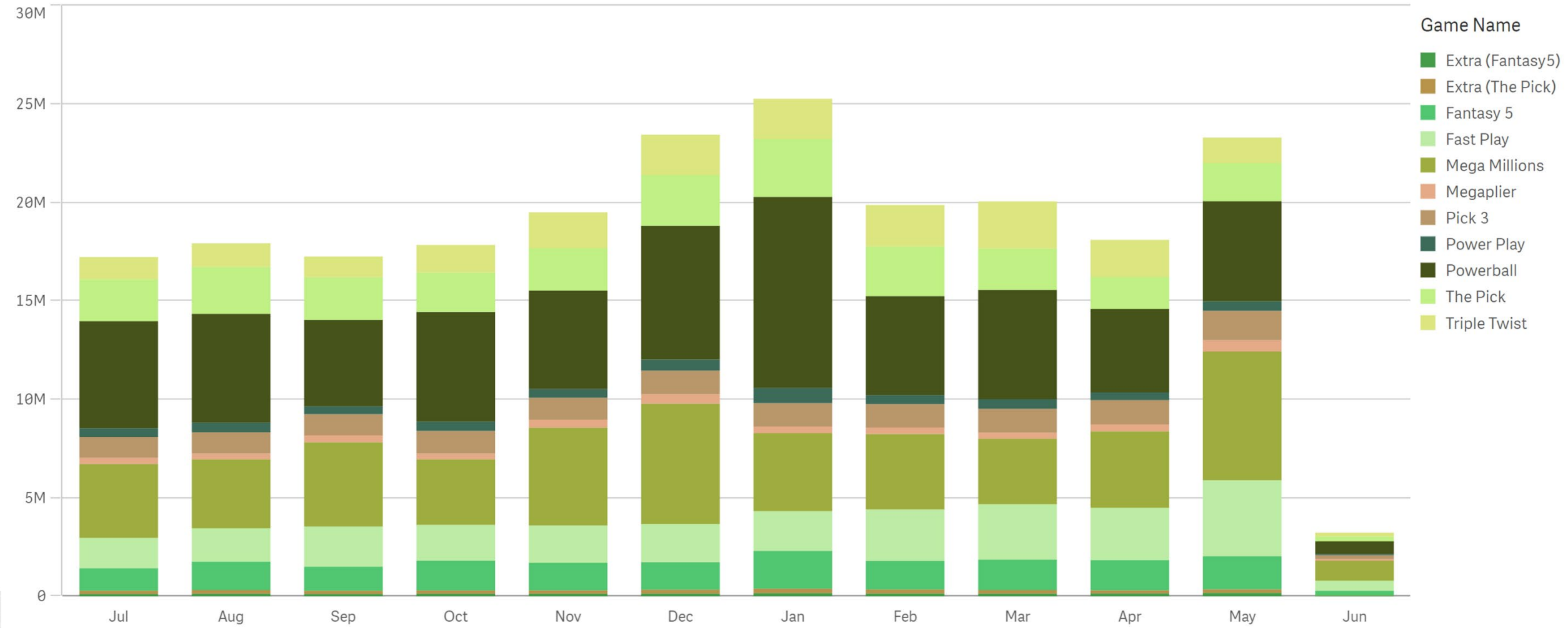
Draw Sales by Month

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



Draw Sales by Game

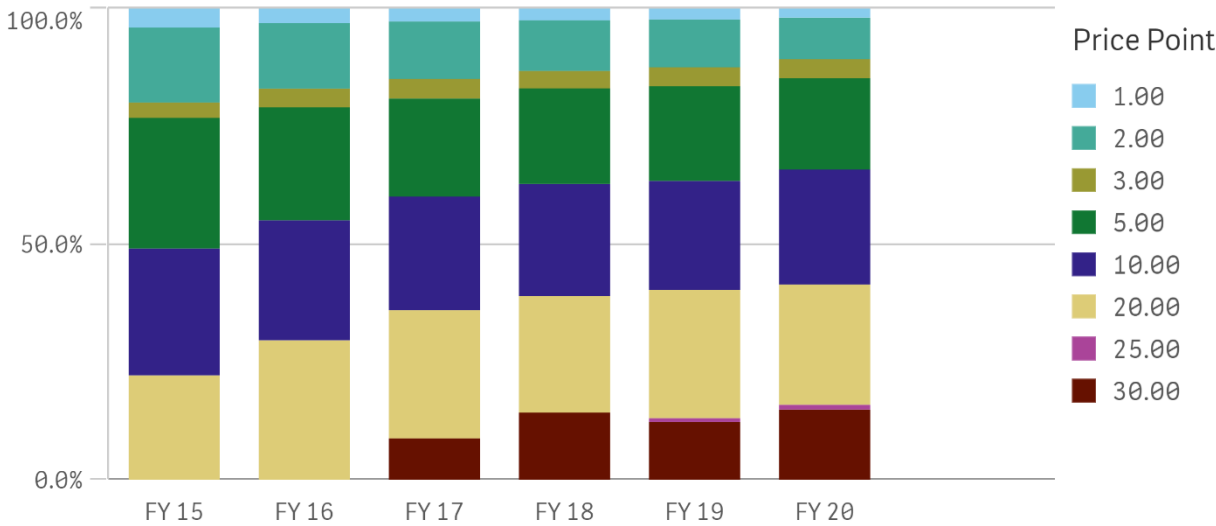
FY 2020 Draw Sales by Game



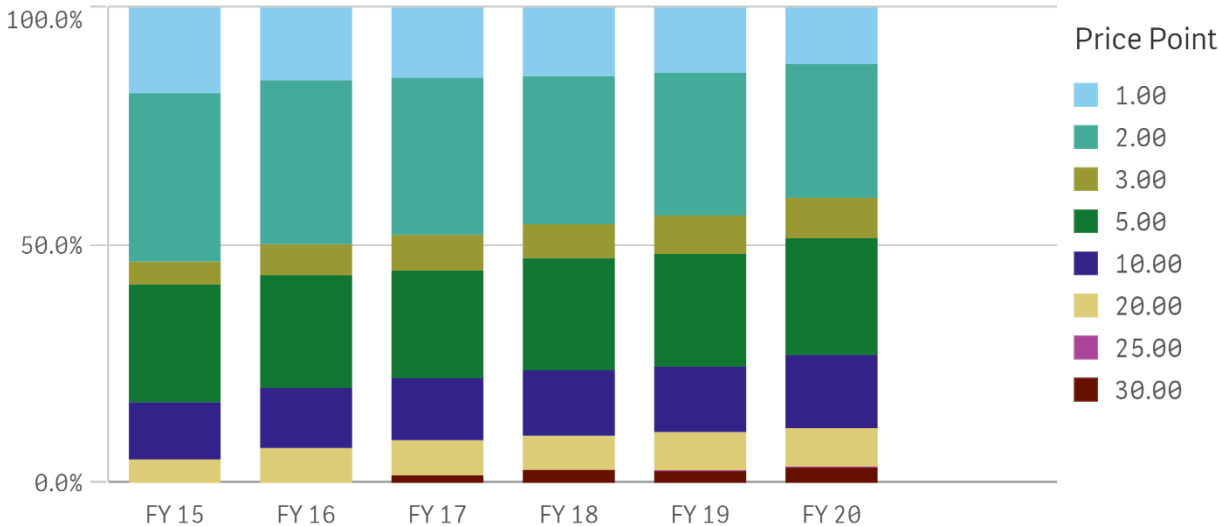
Scratcher Sales by Price Point



Based on Dollars Sold



Based on Tickets Sold



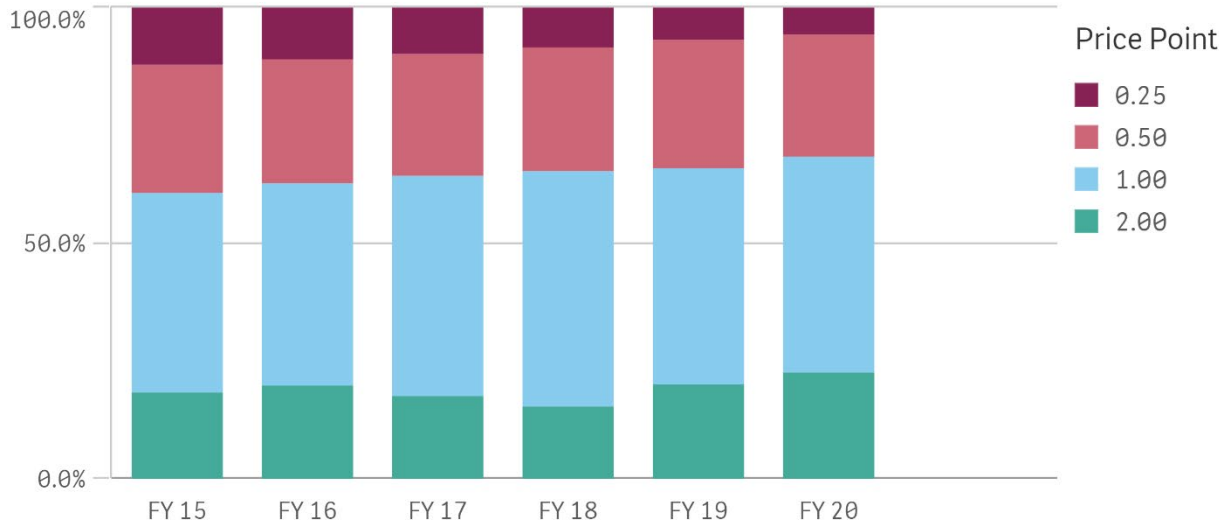
Price Point	FY 16	FY 17	FY 18	FY 19	FY 20
1.00	\$18,183,806	\$17,230,930	\$17,675,313	\$17,327,856	\$14,312,885
2.00	\$82,257,128	\$77,080,640	\$76,286,420	\$76,045,580	\$67,742,524
3.00	\$23,323,455	\$26,348,367	\$26,204,778	\$30,416,967	\$30,719,511
5.00	\$141,578,675	\$131,823,090	\$144,423,905	\$150,294,810	\$147,845,335
10.00	\$150,398,690	\$152,231,750	\$168,662,410	\$173,763,390	\$186,022,220
20.00	\$174,963,960	\$172,393,320	\$176,364,760	\$204,007,420	\$194,656,080
25.00	\$0	\$0	\$0	\$6,504,400	\$7,733,125
30.00	\$0	\$55,673,280	\$101,269,350	\$91,917,900	\$113,889,990

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	14,312,885
2.00	41,128,564	38,540,320	38,143,210	38,022,790	33,871,262
3.00	7,774,485	8,782,789	8,734,926	10,138,989	10,239,837
5.00	28,315,735	26,364,618	28,884,781	30,058,962	29,569,067
10.00	15,039,869	15,223,175	16,866,241	17,376,339	18,602,222
20.00	8,748,198	8,619,666	8,818,238	10,200,371	9,732,804
25.00	0	0	0	260,176	309,325
30.00	0	1,855,776	3,375,645	3,063,930	3,796,333

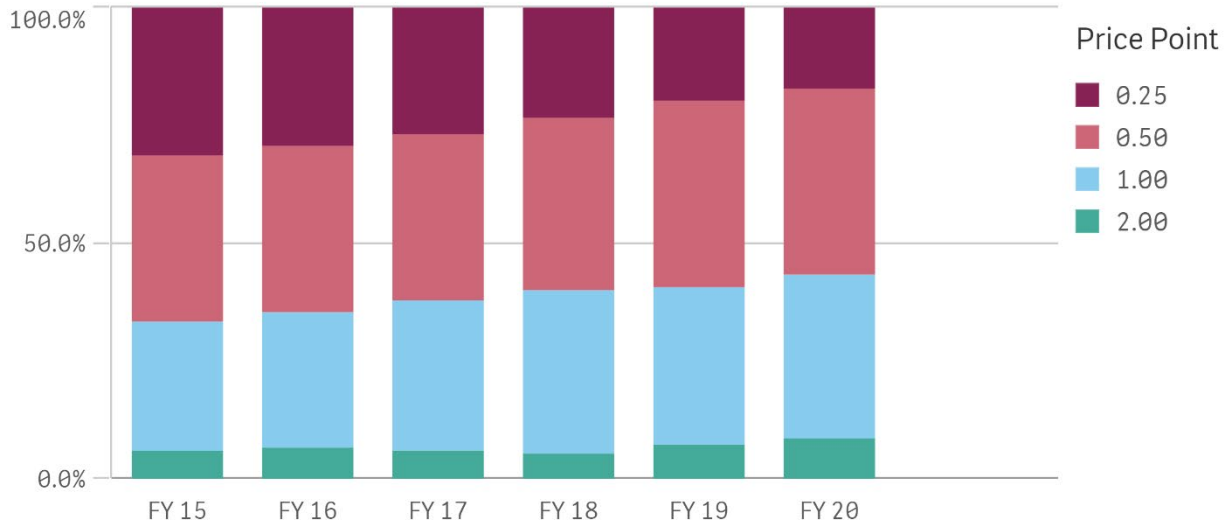
Pull Tab Sales by Price Point



Based on Dollars Sold



Based on Tickets Sold



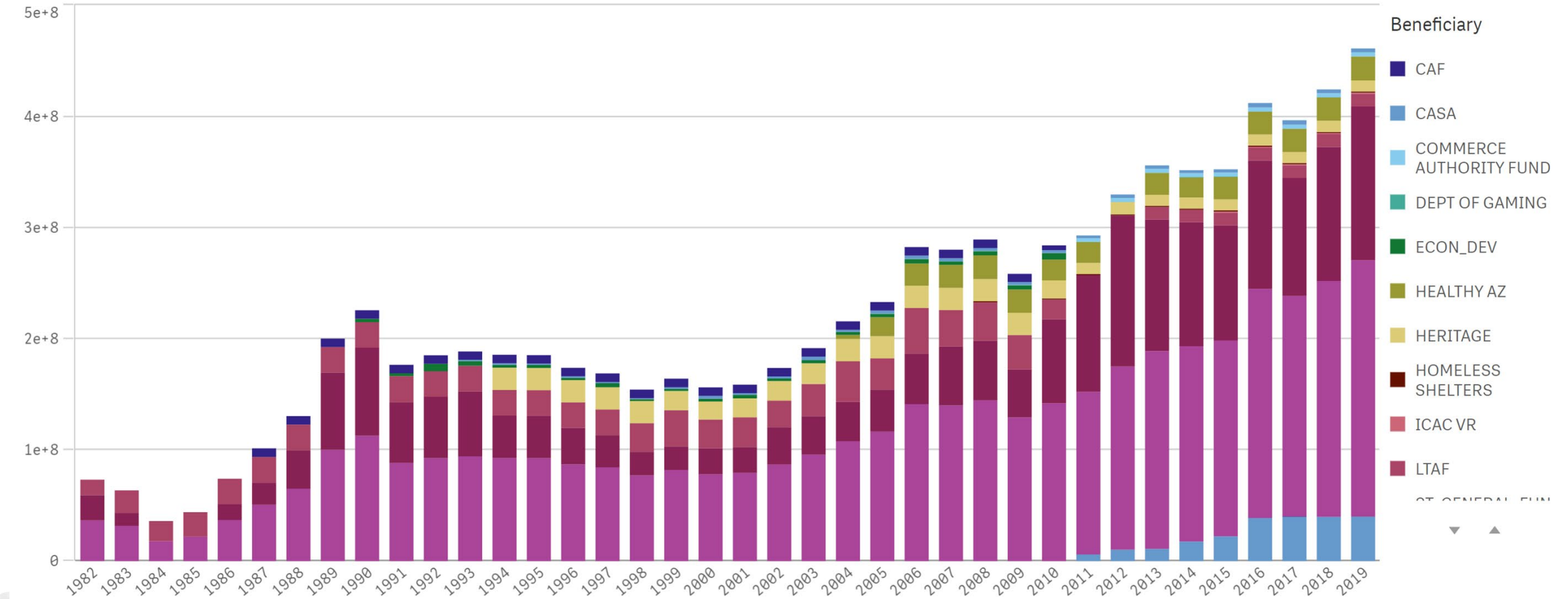
Price Point	FY 16	FY 17	FY 18	FY 19	FY 20
0.25	\$664,482	\$762,762	\$732,186	\$673,764	\$417,690
0.50	\$1,597,560	\$2,004,420	\$2,291,940	\$2,699,880	\$1,914,300
1.00	\$2,603,580	\$3,621,360	\$4,350,480	\$4,556,220	\$3,376,380
2.00	\$1,203,360	\$1,363,440	\$1,338,600	\$1,983,840	\$1,668,000

Price Point	FY 16	FY 17	FY 18	FY 19	FY 20
0.25	2,657,928	3,051,048	2,928,744	2,695,056	1,670,760
0.50	3,195,120	4,008,840	4,583,880	5,399,760	3,828,600
1.00	2,603,580	3,621,360	4,350,480	4,556,220	3,376,380
2.00	601,680	681,720	669,300	991,920	834,000

Arizona Lottery™

The chart displays the annual distribution of funding across various beneficiaries from 1982 to 2019. The total funding shows a general upward trend, with a notable increase starting around 2010. The largest beneficiary is LTAF, which consistently receives the highest amount of funding. Other significant beneficiaries include ST GENERAL FUND, HEALTHY AZ, and CASA. The funding for most beneficiaries remains relatively stable over the years, with some fluctuations in the later years.

Year	LTAF	ST GENERAL FUND	HEALTHY AZ	CASA	ICAC VR	HERITAGE	COMMERCE AUTHORITY FUND	DEPT OF GAMING	ECON_DEV	HOMELESS SHELTERS	CAFE
1982	40,000,000	30,000,000	10,000,000	0	10,000,000	0	0	0	0	0	0
1983	30,000,000	30,000,000	10,000,000	0	10,000,000	0	0	0	0	0	0
1984	20,000,000	20,000,000	10,000,000	0	10,000,000	0	0	0	0	0	0
1985	20,000,000	20,000,000	10,000,000	0	10,000,000	0	0	0	0	0	0
1986	30,000,000	30,000,000	10,000,000	0	10,000,000	0	0	0	0	0	0
1987	40,000,000	40,000,000	10,000,000	0	10,000,000	0	0	0	0	0	0
1988	60,000,000	60,000,000	10,000,000	0	10,000,000	0	0	0	0	0	0
1989	80,000,000	80,000,000	10,000,000	0	10,000,000	0	0	0	0	0	0
1990	100,000,000	100,000,000	10,000,000	0	10,000,000	0	0	0	0	0	0
1991	80,000,000	80,000,000	10,000,000	0	10,000,000	0	0	0	0	0	0
1992	80,000,000	80,000,000	10,000,000	0	10,000,000	0	0	0	0	0	0
1993	80,000,000	80,000,000	10,000,000	0	10,000,000	0	0	0	0	0	0
1994	80,000,000	80,000,000	10,000,000	0	10,000,000	0	0	0	0	0	0
1995	80,000,000	80,000,000	10,000,000	0	10,000,000	0	0	0	0	0	0
1996	80,000,000	80,000,000	10,000,000	0	10,000,000	0	0	0	0	0	0
1997	80,000,000	80,000,000	10,000,000	0	10,000,000	0	0	0	0	0	0
1998	80,000,000	80,000,000	10,000,000	0	10,000,000	0	0	0	0	0	0
1999	80,000,000	80,000,000	10,000,000	0	10,000,000	0	0	0	0	0	0
2000	80,000,000	80,000,000	10,000,000	0	10,000,000	0	0	0	0	0	0
2001	80,000,000	80,000,000	10,000,000	0	10,000,000	0	0	0	0	0	0
2002	80,000,000	80,000,000	10,000,000	0	10,000,000	0	0	0	0	0	0
2003	80,000,000	80,000,000	10,000,000	0	10,000,000	0	0	0	0	0	0
2004	80,000,000	80,000,000	10,000,000	0	10,000,000	0	0	0	0	0	0
2005	80,000,000	80,000,000	10,000,000	0	10,000,000	0	0	0	0	0	0
2006	80,000,000	80,000,000	10,000,000	0	10,000,000	0	0	0	0	0	0
2007	80,000,000	80,000,000	10,000,000	0	10,000,000	0	0	0	0	0	0
2008	80,000,000	80,000,000	10,000,000	0	10,000,000	0	0	0	0	0	0
2009	80,000,000	80,000,000	10,000,000	0	10,000,000	0	0	0	0	0	0
2010	80,000,000	80,000,000	10,000,000	0	10,000,000	0	0	0	0	0	0
2011	80,000,000	80,000,000	10,000,000	0	10,000,000	0	0	0	0	0	0
2012	80,000,000	80,000,000	10,000,000	0	10,000,000	0	0	0	0	0	0
2013	80,000,000	80,000,000	10,000,000	0	10,000,000	0	0	0	0	0	0
201											



Draw Game Monthly Sales



Mont h	POWERBALL	MEGA MILLIONS	TOTAL MULTI- STATE DRAW GAMES	THE PICK	FANTASY 5	PICK 3	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	\$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	\$1,193,350	\$6,433,147	\$17,938,895	
Sep	\$4,790,702	\$4,631,885	\$9,422,587	\$2,330,908	\$1,348,422	\$1,076,695	\$1,050,346	\$5,806,371	\$17,261,903	
Oct	\$6,046,699	\$3,623,612	\$9,670,311	\$2,159,099	\$1,653,066	\$1,145,235	\$1,399,574	\$6,356,974	\$17,847,425	
Nov	\$5,436,359	\$5,371,878	\$10,808,237	\$2,333,182	\$1,530,384	\$1,117,450	\$1,818,390	\$6,799,406	\$19,508,789	
Dec	\$7,354,457	\$6,598,378	\$13,952,835	\$2,763,999	\$1,542,283	\$1,195,803	\$2,058,220	\$7,560,305	\$23,450,967	
Jan	\$10,478,893	\$4,306,863	\$14,785,756	\$3,157,607	\$2,085,773	\$1,186,734	\$2,044,766	\$8,474,880	\$25,274,485	
Feb	\$5,480,430	\$4,164,882	\$9,645,312	\$2,735,231	\$1,599,257	\$1,189,471	\$2,101,154	\$7,625,113	\$19,879,813	
Mar	\$6,043,316	\$3,630,751	\$9,674,067	\$2,270,818	\$1,687,911	\$1,214,023	\$2,389,314	\$7,562,066	\$20,058,408	
Apr	\$4,633,496	\$4,238,586	\$8,872,082	\$1,776,112	\$1,693,958	\$1,227,359	\$1,880,592	\$6,578,021	\$18,106,501	
May	\$5,571,991	\$7,112,717	\$12,684,708	\$2,109,650	\$1,863,655	\$1,490,990	\$1,303,308	\$6,767,603	\$23,308,410	
Jun	\$704,539	\$1,099,483	\$1,804,022	\$279,036	\$261,098	\$193,955	\$186,346	\$920,435	\$3,237,593	



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	\$56,616,634	\$415,722	\$192,240	\$57,244,036	\$56,685,728	1.0%
Oct	\$59,720,917	\$673,416	\$173,880	\$60,650,293	\$58,403,424	3.8%
Nov	\$61,681,325	\$436,362	\$157,680	\$62,303,447	\$58,202,770	7.0%
Dec	\$65,688,113	\$535,482	\$213,840	\$66,464,435	\$63,575,488	4.5%
Jan	\$72,984,311	\$685,932	\$233,280	\$73,941,323	\$67,318,971	9.8%
Feb	\$69,573,282	\$567,810	\$159,840	\$70,350,474	\$64,393,312	9.3%
Mar	\$61,900,498	\$415,134	\$170,640	\$62,530,552	\$73,524,672	-15.0%
Apr	\$80,038,441	\$0	\$18,360	\$80,128,081	\$68,280,835	17.4%
May	\$100,189,342	\$165,246	\$98,280	\$100,519,264	\$69,167,313	45.3%
Jun	\$12,587,816	\$108,780	\$58,320	\$12,767,876	\$62,589,230	-79.6%

FY20 Year-To-Date Financial Status

Overall

Percent of Year Elapsed

92.33%

Percent Used

85.09%

Percent Spent by Appropriation

1. Operating:

93.85%

2. Advertising:

69.12%

3. Instant Printing:

93.25%

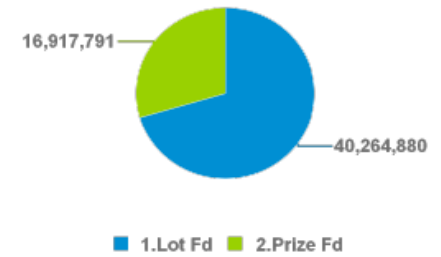
4. Sales Commissions:

83.61%

5. On-line Vendor Fees

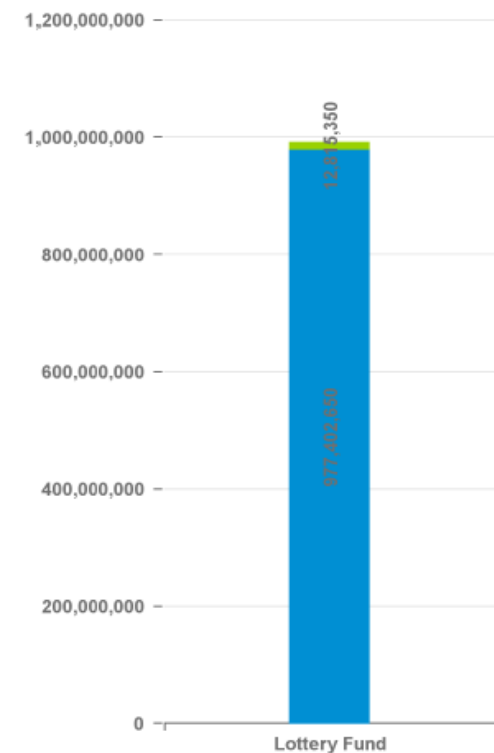
89.55%

Cash Balance by Fund



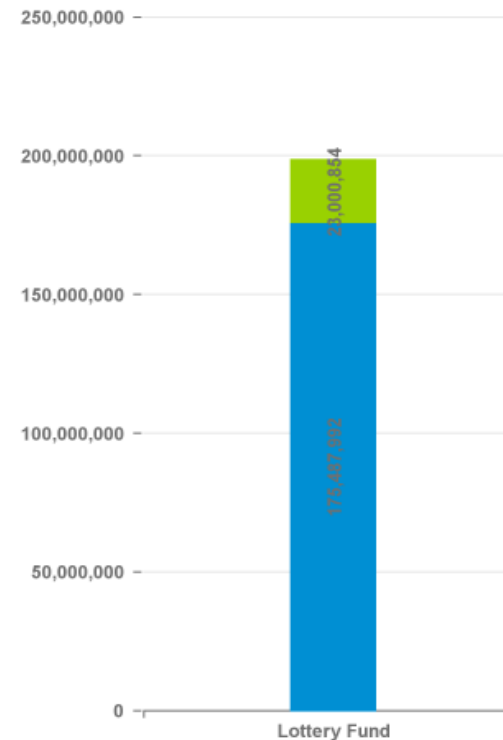
Budget by Appropriation Type and Object Class

Sales Goal: \$990.2 Million



Appropriation	Object Class	Budget	Expenditures	Encumbered	Remaining	% Used
1. Operating:	6000 - Personal Services	4,571,000	4,085,081	-	485,919	89.37%
	6100 - Employee Related Expenditures	1,993,000	1,673,077	-	319,923	83.95%
	6200 - Professional And Outside Services	386,800	659,491	314,043	-586,734	251.69%
	6500 - Travel - In-State	271,600	157,356	62,742	51,502	81.04%
	6600 - Travel - Out-Of-State	16,800	22,573	-	-5,773	134.36%
	7000 - Other Operating Expenditures	1,658,200	1,038,427	363,416	256,357	84.54%
	8100 - Capital Outlay	-	-	-	-	100.00%
	8400 - Capital Equipment	-	13,305	-	-13,305	100.00%
	8500 - Non-Capital Equipment	75,000	34,249	21,599	19,152	74.46%
	9100 - Transfers Out	230,000	191,022	-	38,978	83.05%
	- NOT ENTERED	-	-	-	-	100.00%
	Total:	9,202,400	7,874,580	761,801	566,019	93.85%
2. Advertising:	7000 - Other Operating Expenditures	15,500,000	9,705,581	1,007,651	4,786,768	69.12%
	- NOT ENTERED	-	-	-	-	100.00%
3. Instant Printing:	Total:	15,500,000	9,705,581	1,007,651	4,786,768	69.12%
	7000 - Other Operating Expenditures	18,365,800	10,874,294	5,662,183	1,829,323	90.04%
	8400 - Capital Equipment	8,739,175	8,739,175	-	0	100.00%
	- NOT ENTERED	-	-	-	-	100.00%
4. Sales Commissions:	Total:	27,104,975	19,613,469	5,662,183	1,829,323	93.25%
	7000 - Other Operating Expenditures	67,203,700	56,122,247	65,000	11,016,453	83.61%
	- NOT ENTERED	-	-	-	-	100.00%
5. On-line Vendor Fees:	Total:	67,203,700	56,122,247	65,000	11,016,453	83.61%
	6200 - Professional And Outside Services	10,112,100	8,035,703	1,019,287	1,057,110	89.55%
	- NOT ENTERED	-	-	-	-	100.00%
Total:		129,123,175	101,351,580	8,515,922	19,255,673	89.55%

Beneficiary Transfer Goal: \$198.4 Million



New Business Item #1
Amended and New Instant Scratch Game Profiles
Report to Arizona Lottery Commission
June 19, 2020

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.

AMENDED GAME PROFILE

Attached for the Lottery Commission's action is amended instant scratch game profile: *Celebrando Día de los Muertos* #1289.

Celebrando Día de los Muertos #1289. The name of 1289 Dia de los Muertos was changed to avoid potential trademark issues

NEW GAME PROFILES

Attached for the Lottery Commission's action are new instant scratch game profiles: *One Million Now* #1275, *Holiday Cheer* #1282, *Gnome For the Holidays* #1283, *Christmas Crossword* #1284, *Santa's Gift Bag* #1285, *25 Days of Winning* #1286, *Red Line Bingo* #1287, *Rock Paper Scissors® Slingo® Trio* #1288, *\$215 Million Cash Explosion®* #1290, *Triple Red 7's* #1291, *Blackjack Attack* #1292, *Scratch & Match* #1293, *Crossword Corner Cash* #1294, *Red Hot 7s* #1295, and *\$100,000 Crossword* #1298.

One Million Now #1275. This \$30 game has a top prize of \$1,000,000 (30-year annuity) or a one-time cash payment of \$500,000 and will be printed at a quantity of approximately 2.7 million tickets.

Holiday Cheer #1282. This \$1 game has a top prize of \$500 and will be printed at a quantity of approximately 3.3 million tickets.

Gnome For the Holidays #1283. This \$2 game has a top prize of \$10,000 and will be printed at a quantity of approximately 2.1 million tickets.

Christmas Crossword #1284. This \$3 game has a top prize of \$20,000 and will be printed at a quantity of approximately 2 million tickets.

Santa's Gift Bag #1285. This \$5 game has a top prize of \$50,000 and will be printed at a quantity of approximately 1.9 million tickets.

25 Days of Winning #1286. This \$10 game has a top prize of \$100,000 and will be printed at a quantity of approximately 1.5 million tickets.

Red Line Bingo #1287. This \$2 game has a top prize of \$10,000 and will be printed at a quantity of approximately 9.3 million tickets.

Rock Paper Scissors® Slingo® Trio #1288. This \$5 game has a top prize of \$50,000 and will be printed at a quantity of approximately 2.8 million tickets.

\$215 Million Cash Explosion® #1290. This \$20 game has a top prize of \$2,500,000 (30-year annuity) or a one-time cash payment of \$1,250,000 and will be printed at a quantity of approximately 14.1 million tickets.

Triple Red 7's #1291. This \$10 game has a top prize of \$100,000 and will be printed at a quantity of approximately 3.7 million tickets.

Blackjack Attack #1292. This \$2 game has a top prize of \$10,000 and will be printed at a quantity of approximately 2.4 million tickets.

Scratch & Match #1293. This \$2 game has a top prize of \$10,000 and will be printed at a quantity of approximately 2.4 million tickets.

Crossword Corner Cash #1294. This \$3 game has a top prize of \$20,000 and will be printed at a quantity of approximately 6.7 million tickets.

Red Hot 7s #1295. This \$2 game has a top prize of \$7,777 and will be printed at a quantity of approximately 5 million tickets.

\$100,000 Crossword #1298. This \$10 game has a top prize of \$100,000 and will be printed at a quantity of approximately 6.2 million tickets.

Attachments (Commissioners only)

New Business Item #2
NASCAR® Championship Second Chance Promotion Profile #104
Report to Arizona Lottery Commission
June 19, 2020

This report has been provided to the Lottery Commission regarding the NASCAR® Championship Second Chance Promotion Profile. The Commission is requested to approve this Promotion Profile.

NEW PROMOTION PROFILE

Attached for the Lottery Commission's action is new Promotion Profile: *NASCAR® Championship Promotion Profile #104*.

NASCAR® Championship Promotion Profile #104

Starting August 1, 2020, players will be able to enter winning and non-winning tickets from designated Fast Play games for a chance to win cash prizes plus NASCAR® VIP Experiences.

Attachments (Commissioners only)