



October 23, 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 **October 23, 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/ggm-tqrk-mjm

OR

Join the meeting US Toll Free by phone at 321-405-2827 when prompted enter Access Code 581 200 251 **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 September 18, 2020, Public Meeting

Agency Reports

1. Retailer of the Quarter Presentation
2. Director's Presentation
3. Financial Report Presentation
4. Kingman Walmart Update Presentation
5. 1st Quarter Product & Sales Review – No Presentation
6. New Games Introduction – No Presentation

New Business

1. Discussion and possible action on new instant scratch game profiles: *Power Shot Multiplier* #1309, *MONOPOLY™* #1313, *Hidden Cash* #1314, *Win it All* #1315, *Millionaire Maker* #1316, and *3-2 Won* #1317.

2. Discussion and possible action on new instant tab game profiles: *Reel Time* #1047, *7's to Win* #1050, *Cash King* #1051, and *Xtreme Slots* #1052

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 November 20, 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 14th day of October, 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 September 18, 2020, Meeting
Telephonic Meeting

PRESIDING Chair Jeff Weintraub (Teleconference)

COMMISSIONERS Debra Roth (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, and Raynie Hosto, Deputy Director of Sales

Devin Slayton, Holly Gordon, Ivy Gilio, John Gilliland, Kathleen Syms, Karla Henriksen, Kimberly Siddall, Luanne Mansanares, Lynda Sellers, Mary Cimaglio, Melissa Pike, Meg Scherrer, Melissa Zamora, Serena Arlotta, and Susan Kalembert

GUESTS Attorney General Representative: Pamela (Linnins) Peiser
Scientific Games Representatives: Topper Wilson, Julio Dieppa, and Rachelle Shackelford
Pollard Banknote Limited Representatives: Wes Brown, Jennifer Wankling, and Brad Thompson
Owens Harkey Representatives: Chelsea Smeland, Ken Phox, and Angie Vollmers

PUBLIC

Call to Order

1. **Call for Quorum:** Pursuant to the Public Notice dated September 10, 2020, the Public Meeting of the Arizona State Lottery Commission was called to order at 10:00 a.m. by Chair Jeff Weintraub.

A quorum was present, with Chair Weintraub, Commissioner Roth, and Commissioner Crump appearing via teleconference.

2. **Notice:** Notice was posted by Luanne Mansanares on September 10, 2020, at 4:15 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 August 21, 2020, Public Meeting. Commissioner Roth verbally moved; Commissioner Crump verbally seconded. The vote was unanimous with Chair Weintraub verbally voting aye, Commissioner Roth verbally voting aye, and Commissioner Crump verbally voting aye.

Agency Reports

1. **Director's Presentation:** Director Edgar presented information on the beneficiary of the month, American Heart Association, Feed-A-Senior Program. Director Edgar also provided an update on COVID-19 as it pertains to Arizona Lottery. The presentation is attached for the official minutes.
2. **Financial Report:** Mr. Russ Harben presented a financial overview of actual and projected sales from all product lines.

Director Edgar informed the Commission, the Arizona Lottery has mid-year projections / revision meetings and going forward, the lottery will focus on quarterly revision meetings to keep the projections focused on the future.

Mr. Harben provided information on the budget dashboard and the fiscal year 2020 (FY20) draft financial statement completed by auditors.

Director Edgar informed the Commission that the projected transfer numbers for FY20 was \$219 million and the actual number was \$226,143,664.

Chair Weintraub inquired if the certified public accountants (CPA's) conducting the audit are allowed to have communication with the Commission.

Mr. Harben informed the Commission that the Arizona Lottery could request the auditors provide a report for the Commission.

Chair Weintraub inquired if the auditors are required to communicate the information with the Commission.

Director Edgar informed the Commission no, it is not required.

Chair Weintraub inquired where the auditor's report their findings for the FY20 audit.

Mr. Harben informed the Commission that a combined annual report with the auditor's statements are available for the public.

Chair Weintraub stated the report is typically provided to the audit committee and the board. He asked if the commission is considered part of the group that receives the report.

Director Edgar informed the Commission he does not believe there is a requirement. However, there is a formal report that is submitted to the Governor's Office that is included in the state's overall report. Stating this report can be included on next month's agenda.

Ms. Sherri Zendri informed the Commission that it is a statutory requirement to have the audit completed but there is no statutory requirement on reporting. The presentation is attached for the official minutes.

3. **Marketing Presentation:** Mr. Chris Rogers gave a metric update, a recap on the Beat the Heat Promotion, and the Arizona Lottery's new players club platform.

Director Edgar informed the Commission that the Arizona Lottery is experiencing tremendous growth and interaction with the new players club app.

Mr. Rogers concluded his presentation by informing the Commission that the Arizona Lottery finished filming the holiday campaign commercials. All of the commercials were produced in Arizona, and utilized more than 95% of local talent. The commercials are focused on emotive reasons for giving during the holiday seasons and Arizona culture. The presentation is attached for the official minutes.

4. **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: *Fast Cash* #1311 and *Lady Luck* #1312. 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: #1311 and #1312. Commissioner Roth verbally moved, Commissioner Crump verbally seconded. Chair Weintraub verbally voted aye, Commissioner Roth 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

The next Commission meeting will be held October 23, 2020, at 10:00 a.m.

Adjournment

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

Materials

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advance of the meeting at the Lottery Office located at 4740 East University Drive, Phoenix, Arizona.

Notice

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Agency Reports
Report to Arizona Lottery Commission
October 23, 2020

Retailer of the Quarter Presentation

Director’s Presentation

Financial Report Presentation

Kingman Walmart Update Presentation

1st Quarter Product & Sales Review – No Presentation

New Games Introduction – No Presentation

The following games were introduced since the last commission meeting: *Holiday Cheer* #1282, *Gnome for the Holidays* #1283, *Christmas Crossword* #1284, *Santa’s Gift Bag* #1285, *25 Days of Winning* #1286, and *Triple Red 7’s* #1291.

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 7/25/20
9/19/20	\$5	1194	Boardgame Bonus™	2,657,580	99.57%
9/22/20	\$5	1259	Black Pearls	2,518,500	99.32%
10/6/20	\$10	1169	CLEOPATRA™ Slots	1,759,740	72.80%
10/6/20	\$1	1197	Triple It	2,766,600	95.93%
10/6/20	\$5	1211	Power 5	2,502,900	98.90%
10/6/20	\$20	1221	\$20 Million Blowout	1,410,000	98.65%
10/6/20	\$2	1228	Mad Money	2,042,700	96.31%
10/6/20	\$5	1229	Loteria Grande	2,266,620	98.87%
10/6/20	\$2	1232	Super 7-11-21	2,040,300	96.31%
10/6/20	\$10	1233	Hit it Big	1,671,960	98.43%
10/6/20	\$10	1236	100 Large	1,759,620	98.51%
10/6/20	\$1	1243	\$50 Frenzy	2,766,600	95.77%
10/6/20	\$5	1253	20X The Cash	2,603,640	99.29%
10/6/20	\$10	1254	50X The Cash	2,135,940	98.53%
10/6/20	\$1	1256	Wild 8s	2,697,300	95.78%
10/6/20	\$3	1263	Lucky Lines	2,763,700	98.63%
10/6/20	\$2	1264	Aces High	2,139,150	97.18%

ATTACHMENT A

Dashboard Report October 2020

SERVING ARIZONA FOR 39 YEARS



18.4%

vs. Proj (FYTD)

Total Sales (FYTD)
\$357,354,238

47.0%

vs. PYTD

3.6%

vs. Proj (FYTD)

Draw Sales

\$61,178,839 ^{17.1%}
%Total Sales

11.7%

vs. PYTD

22.0%

vs. Proj (FYTD)

Instant Sales

\$296,175,399 ^{82.9%}
%Total Sales

57.2%

vs. PYTD

2.7%

vs. Proj (FYTD)

Multi-State

\$30,536,408 ^{49.9%}
%Draw Sales

0.3%

vs. PYTD

21.9%

vs. Proj (FYTD)

Scratchers Sales

\$294,040,395 ^{89.3%}
%Instant Sales

58.0%

vs. PYTD

5.4%

vs. Proj (FYTD)

In-State

\$20,320,686 ^{33.2%}
%Draw Sales

8.2%

vs. PYTD

94.7%

vs. Proj (FYTD)

Charitable Pulltab Sales

\$1,723,524 ^{0.6%}
%Instant Sales

14.3%

vs. PYTD

2.5%

vs. Proj (FYTD)

Fast Play

\$10,321,745 ^{16.9%}
%Draw Sales

87.0%

vs. PYTD

-62.9%

vs. Proj (FYTD)

Age Rest. Pulltab Sales

\$258,120 ^{0.1%}
%Instant Sales

-55.4%

vs. PYTD

-

vs. Proj (FYTD)

Other Pulltab Sales

\$153,360 ^{0.1%}
%Instant Sales

34.0%

vs. PYTD

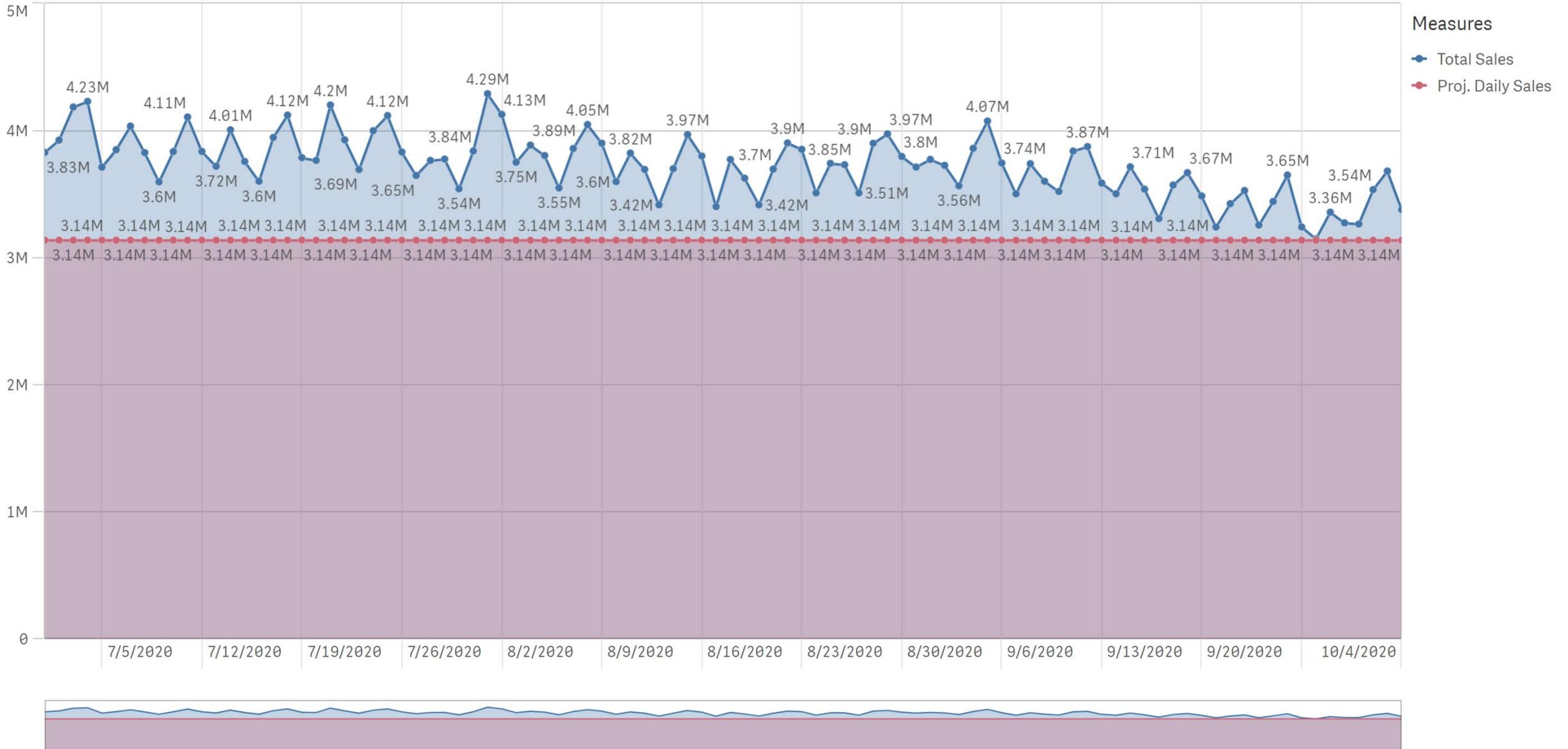
Draw Sales : From 7/1/2015 - To 10/4/2020

Fast Play Sales : From 2/11/2018 - To 10/4/2020

Scratcher Sales : From 7/1/2015 - To 10/4/2020

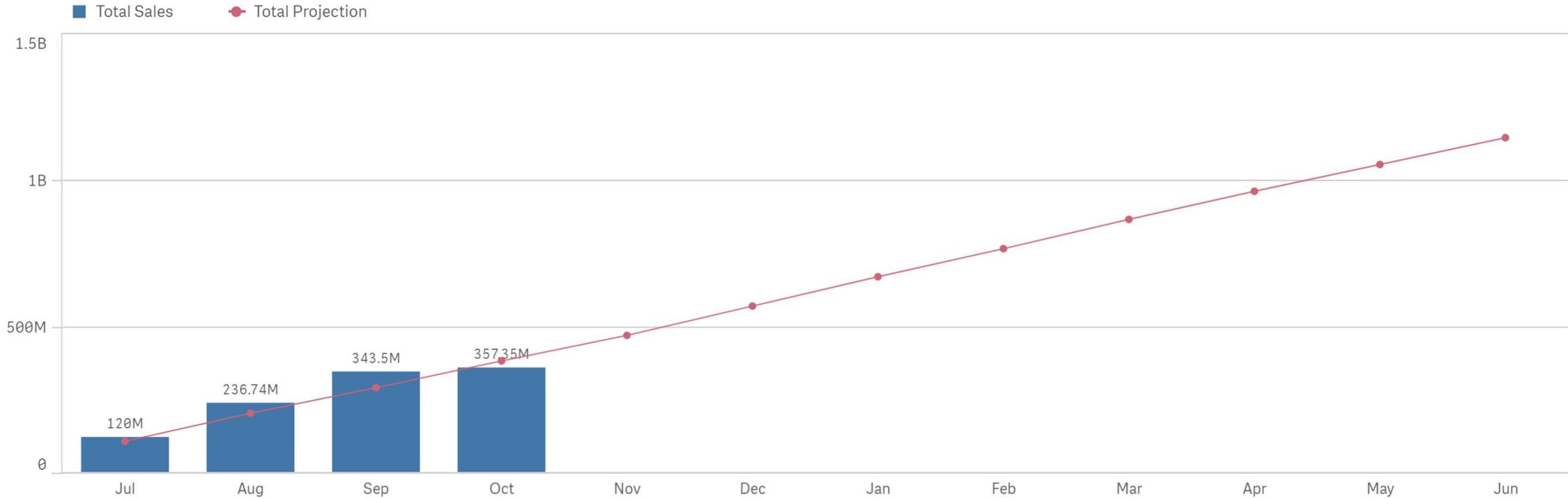
Pulltab Sales : From 7/1/2015 - To 10/4/2020

Daily Sales vs Goal



YTD Sales vs. Projection

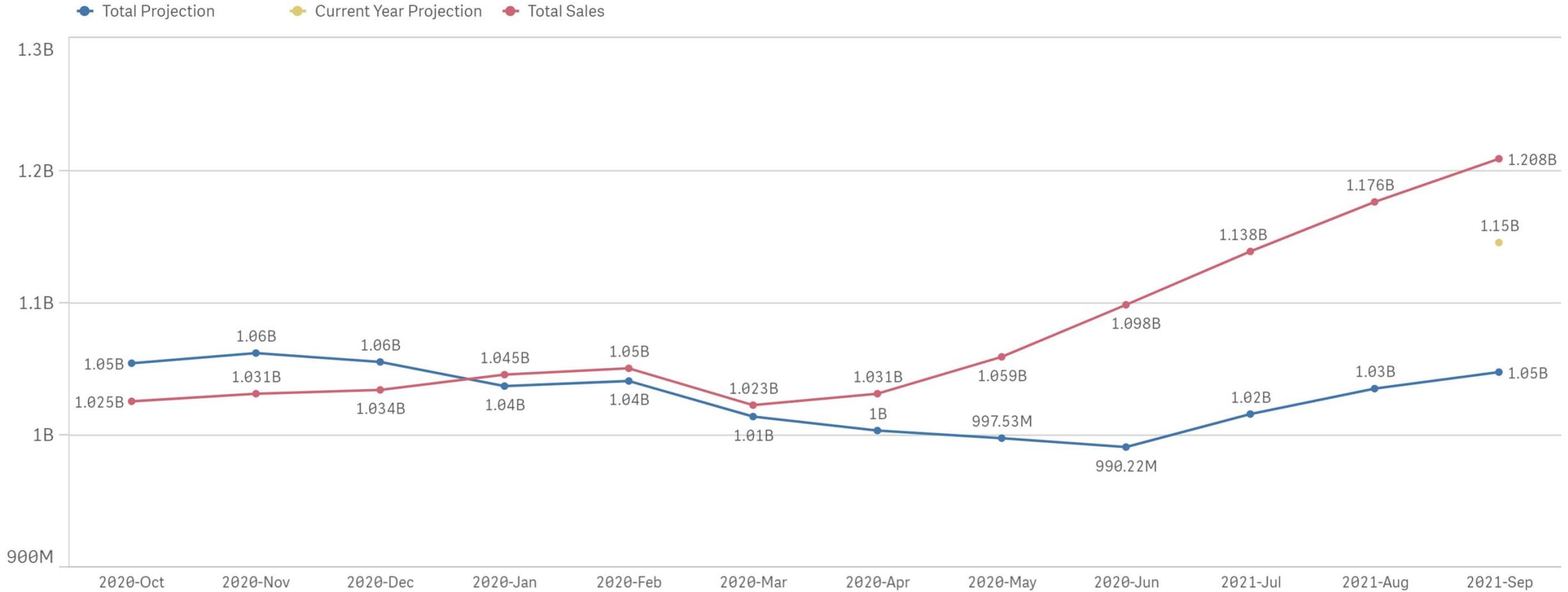
FY 2021 Total Sales vs. Projection



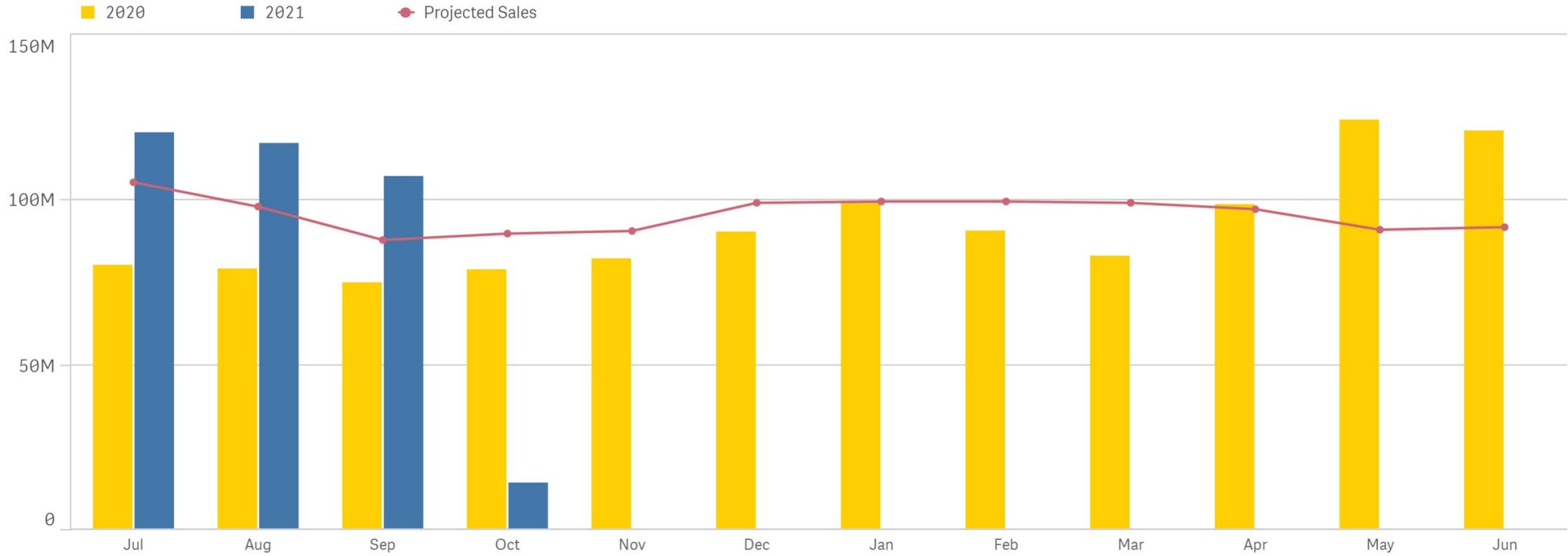


Rolling 12 Month Total Sales

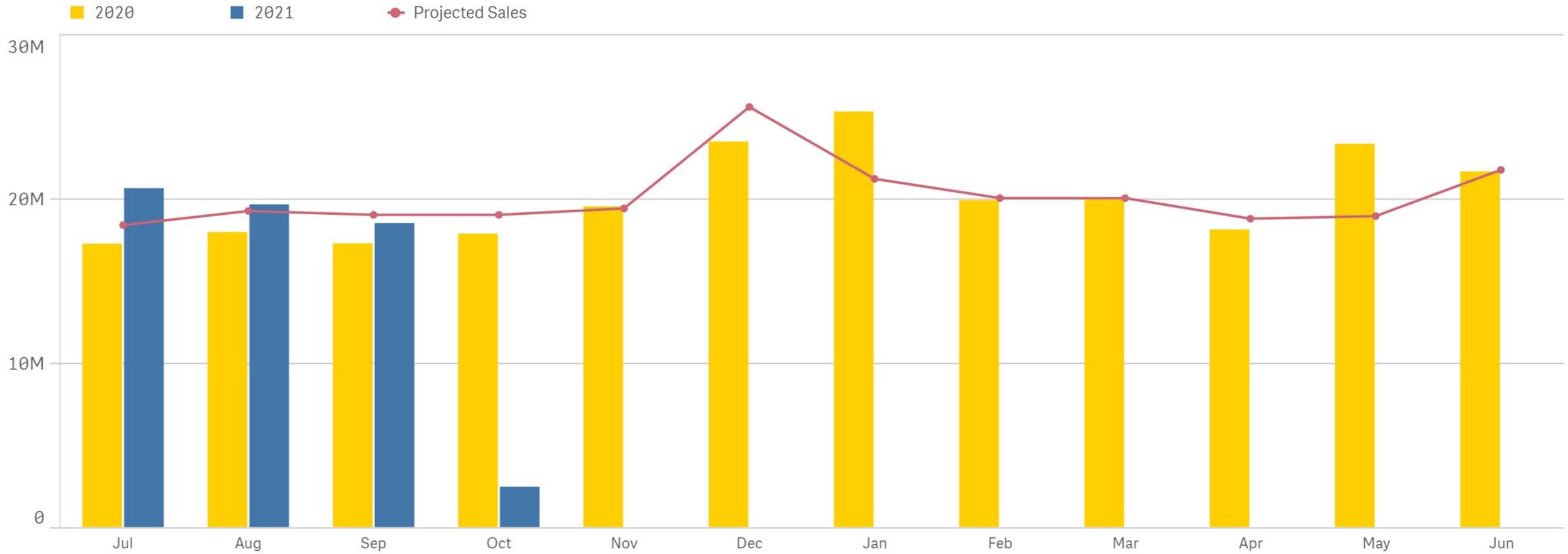
Rolling 12 Month Sales



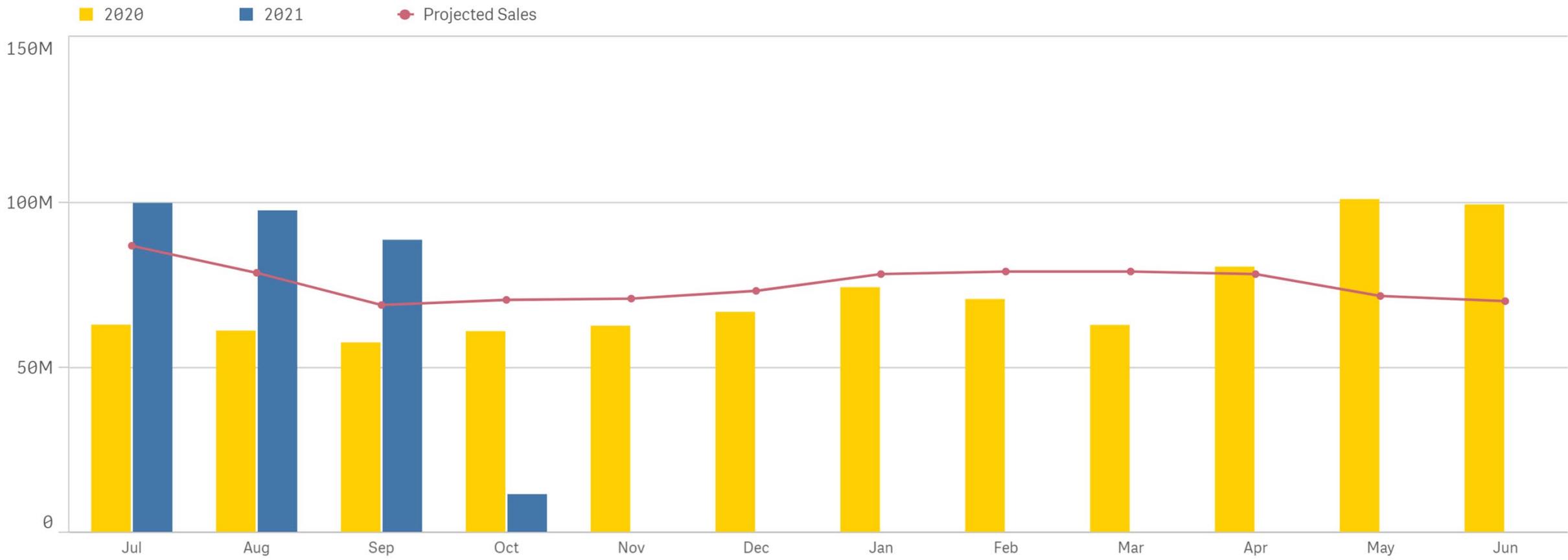
Total Sales FY 2020 vs. 2021 vs. Projection



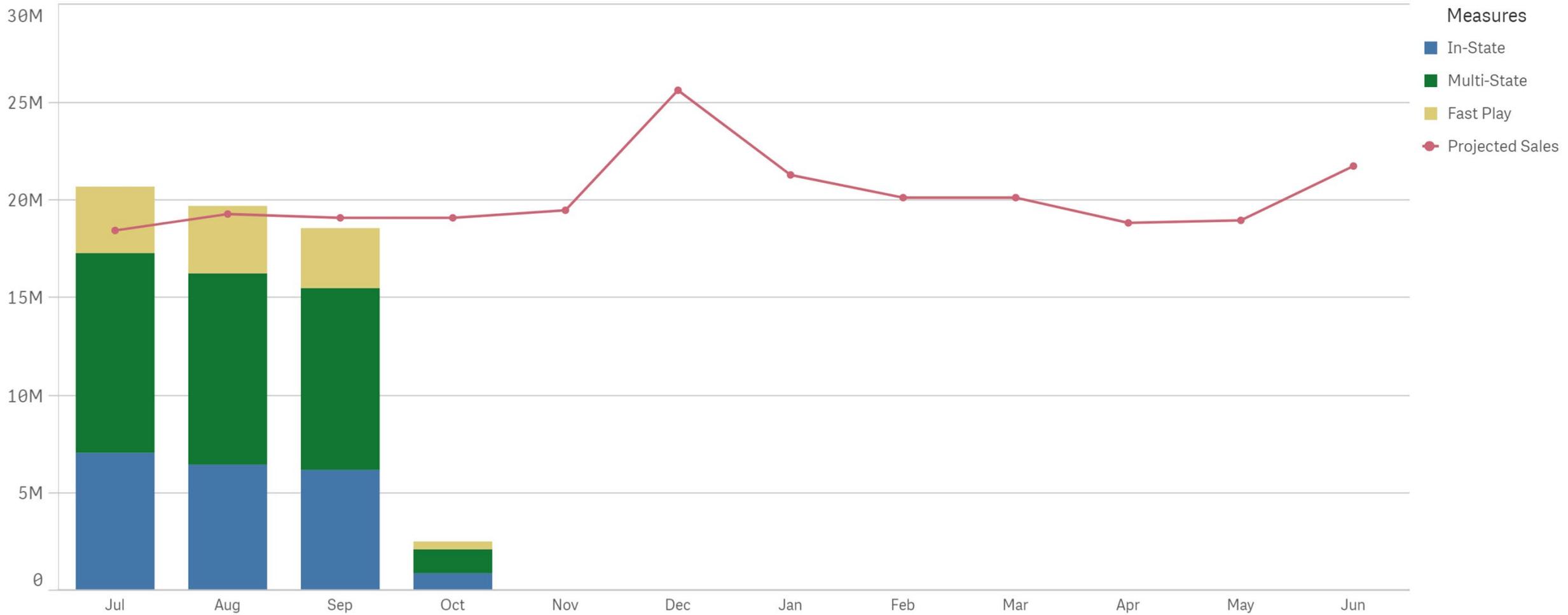
Draw Sales FY 2020 vs. 2021 vs. Projection



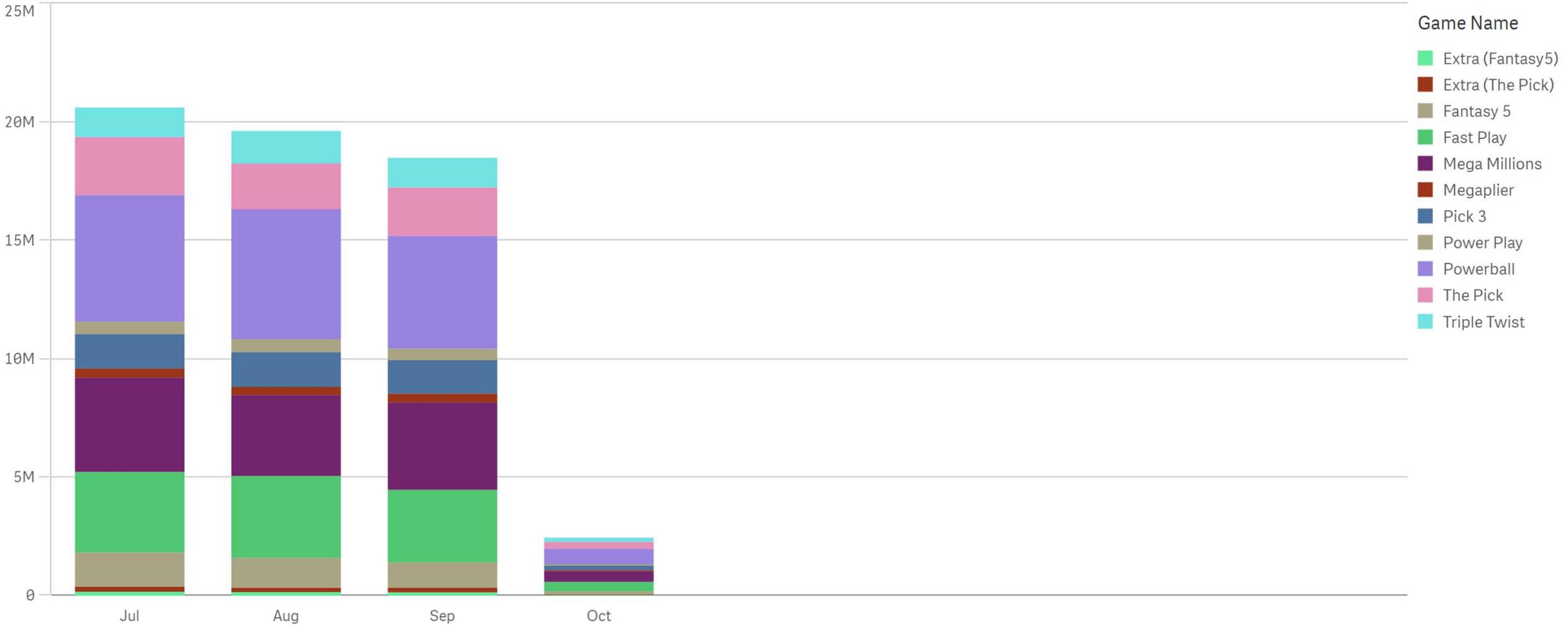
Instant Sales FY 2020 vs. 2021 vs. Projection



FY 2021 Draw Sales by Multi-State & In-State



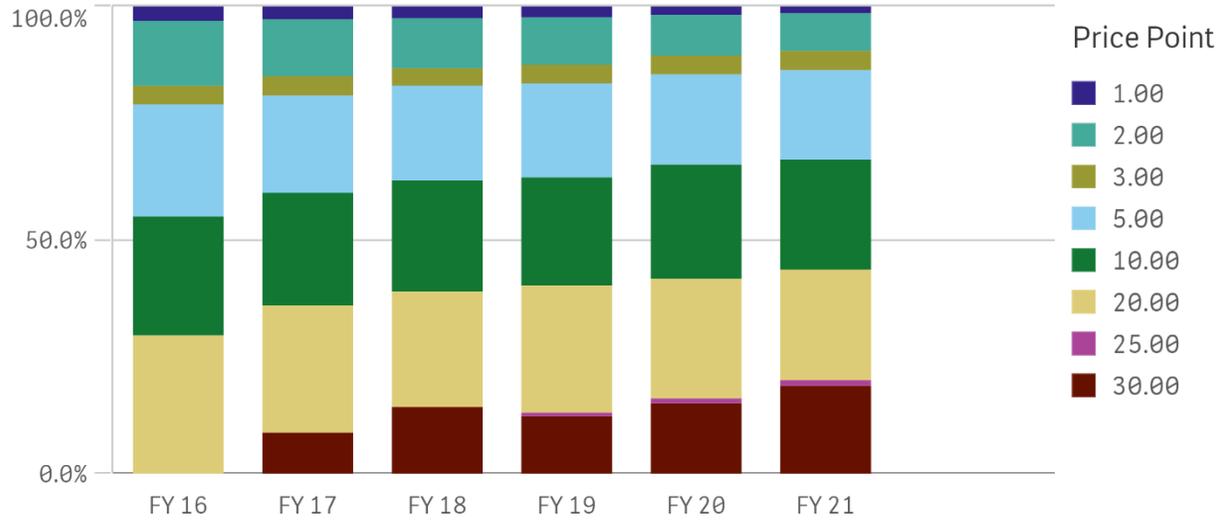
FY 2021 Draw Sales by Game



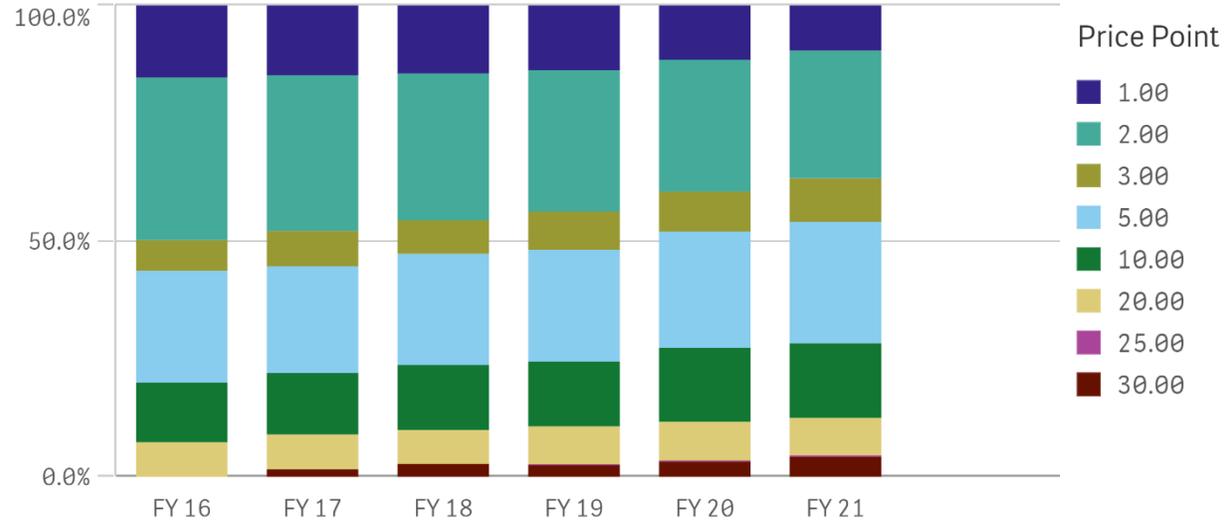


Scratcher Sales by Price Point

Based on Dollars Sold



Based on Tickets Sold



Price Point	FY 17	FY 18	FY 19	FY 20	FY 21	Price Point	FY 17	FY 18	FY 19	FY 20	FY 21
1.00	\$17,230,930	\$17,675,313	\$17,327,856	\$15,243,692	\$4,173,534	1.00	17,230,930	17,675,313	17,327,856	15,243,692	4,173,534
2.00	\$77,080,640	\$76,286,420	\$76,045,580	\$74,204,632	\$23,705,688	2.00	38,540,320	38,143,210	38,022,790	37,102,316	11,852,844
3.00	\$26,348,367	\$26,204,778	\$30,416,967	\$33,795,897	\$12,112,038	3.00	8,782,789	8,734,926	10,138,989	11,265,299	4,037,346
5.00	\$131,823,090	\$144,423,905	\$150,294,810	\$163,624,105	\$56,370,650	5.00	26,364,618	28,884,781	30,058,962	32,724,821	11,274,130
10.00	\$152,231,750	\$168,662,410	\$173,763,390	\$207,204,520	\$69,156,640	10.00	15,223,175	16,866,241	17,376,339	20,720,452	6,915,664
20.00	\$172,393,320	\$176,364,760	\$204,007,420	\$217,273,740	\$69,594,740	20.00	8,619,666	8,818,238	10,200,371	10,863,687	3,479,737
25.00	\$0	\$0	\$6,504,400	\$8,628,650	\$3,450,625	25.00	0	0	260,176	345,146	138,025
30.00	\$55,673,280	\$101,269,350	\$91,917,900	\$128,434,380	\$55,476,480	30.00	1,855,776	3,375,645	3,063,930	4,281,146	1,849,216

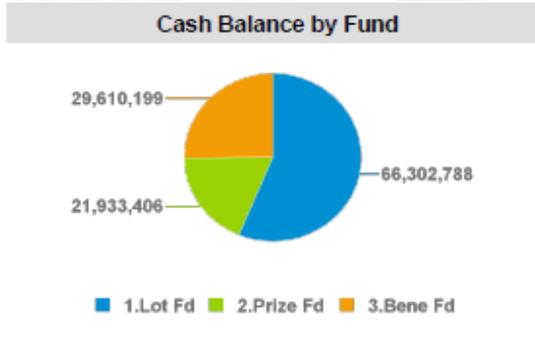
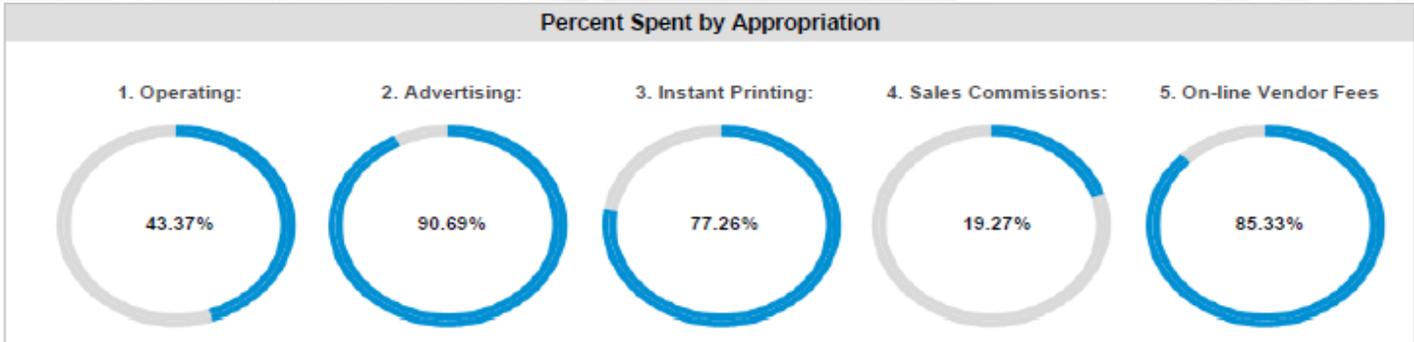
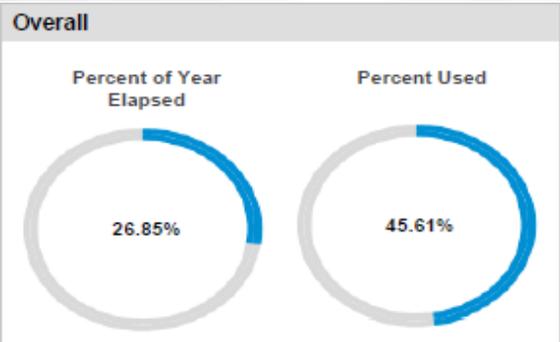


Instant Game Monthly Sales

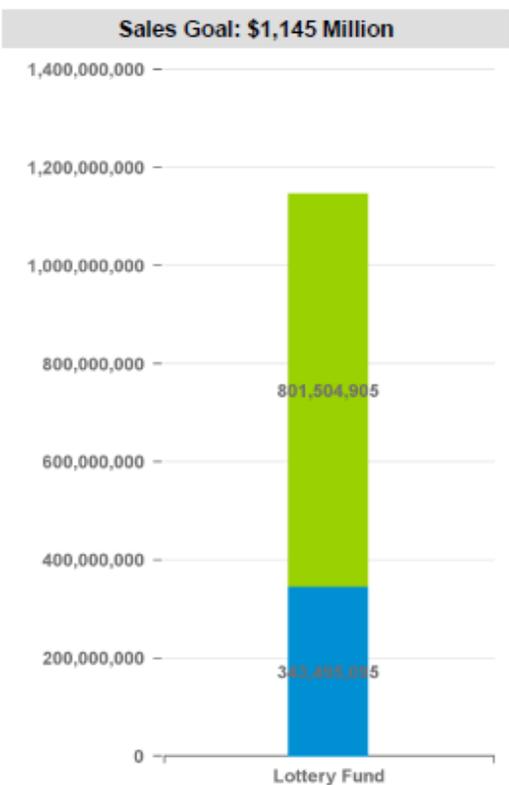
Month	SCRATCHERS	CHARITABLE PULL-TABS	AGE-RESTRICTED PULL-TABS	TOTAL INSTANT SALES CURRENT FY	TOTAL INSTANT SALES PREVIOUS FY	% of Change
Jul	\$98,740,727	\$533,346	\$47,520	\$99,384,233	\$62,608,747	58.7%
Aug	\$96,491,125	\$547,278	\$30,240	\$97,119,403	\$60,789,512	59.8%
Sep	\$87,437,996	\$612,918	\$172,800	\$88,263,674	\$57,244,036	54.2%
Oct	\$11,370,547	\$29,982	\$7,560	\$11,408,089	\$60,650,293	-81.2%
Nov	\$0	\$0	\$0	\$0	\$62,303,447	-100.0%
Dec	\$0	\$0	\$0	\$0	\$66,464,435	-100.0%
Jan	\$0	\$0	\$0	\$0	\$73,941,323	-100.0%
Feb	\$0	\$0	\$0	\$0	\$70,350,474	-100.0%
Mar	\$0	\$0	\$0	\$0	\$62,530,552	-100.0%
Apr	\$0	\$0	\$0	\$0	\$80,128,081	-100.0%
May	\$0	\$0	\$0	\$0	\$100,519,264	-100.0%
Jun	\$0	\$0	\$0	\$0	\$98,931,560	-100.0%



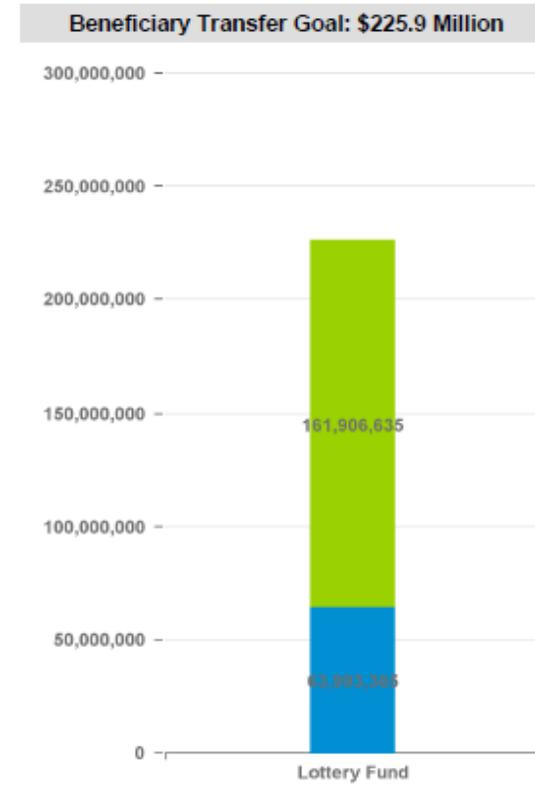
FY21 Year-to-date Financial Status



Budget by Appropriation Type and Object Class



Appropriation	Object Class	Budget	Expenditures	Encumbered	Remaining	% Used
1. Operating:	6000 - Personal Services	4,811,000	1,204,412	-	3,606,588	25.03%
	6100 - Employee Related Expenditures	2,053,800	462,805	-	1,590,995	22.53%
	6200 - Professional And Outside Services	636,800	221,104	398,164	17,532	97.25%
	6500 - Travel - In-State	271,600	13,949	169,848	87,803	67.67%
	6600 - Travel - Out-Of-State	16,800	-4,298	-	21,098	-25.58%
	7000 - Other Operating Expenditures	1,448,900	252,517	1,127,604	68,779	95.25%
	8100 - Capital Outlay	-	-	-	-	100.00%
	8400 - Capital Equipment	-	-	-	-	100.00%
	8500 - Non-Capital Equipment	60,000	28,915	50,383	-19,298	132.16%
	9100 - Transfers Out	200,000	60,990	132,969	6,042	96.98%
	- NOT ENTERED	-	-	-	-	100.00%
Total:		9,498,700	2,240,194	1,878,967	5,379,539	43.37%
2. Advertising:	7000 - Other Operating Expenditures	15,500,000	1,305,575	12,751,609	1,442,815	90.69%
	- NOT ENTERED	-	-	-	-	100.00%
Total:		15,500,000	1,305,575	12,751,609	1,442,815	90.69%
3. Instant Printing:	7000 - Other Operating Expenditures	23,342,800	4,094,310	12,310,184	6,938,306	70.28%
	8400 - Capital Equipment	7,167,800	7,167,800	-	-	100.00%
	- NOT ENTERED	-	-	-	-	100.00%
Total:		30,510,400	11,261,910	12,310,184	6,938,306	77.26%
4. Sales Commissions:	7000 - Other Operating Expenditures	80,803,700	15,534,160	-	65,069,540	19.27%
	- NOT ENTERED	-	-	-	-	100.00%
Total:		80,803,700	15,534,160	-	65,069,540	19.27%
5. On-line Vendor Fees:	6200 - Professional And Outside Services	12,070,100	2,058,700	8,241,300	1,770,100	85.33%
	- NOT ENTERED	-	-	-	-	100.00%
	Total:	12,070,100	2,058,700	8,241,300	1,770,100	85.33%
Total:		148,182,900	32,400,539	35,182,061	80,600,300	



■ YTD Revenue ■ Rem. Revenue Budget

■ Transfers ■ Rem. Transfers

ATTACHMENT B

FY21 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.



Douglas A. Ducey
Governor

Gregory R. Edgar
Executive Director

**Arizona Lottery
FY2021 – Product Review
1st Quarter Review – July 2020 through September 2020**

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:

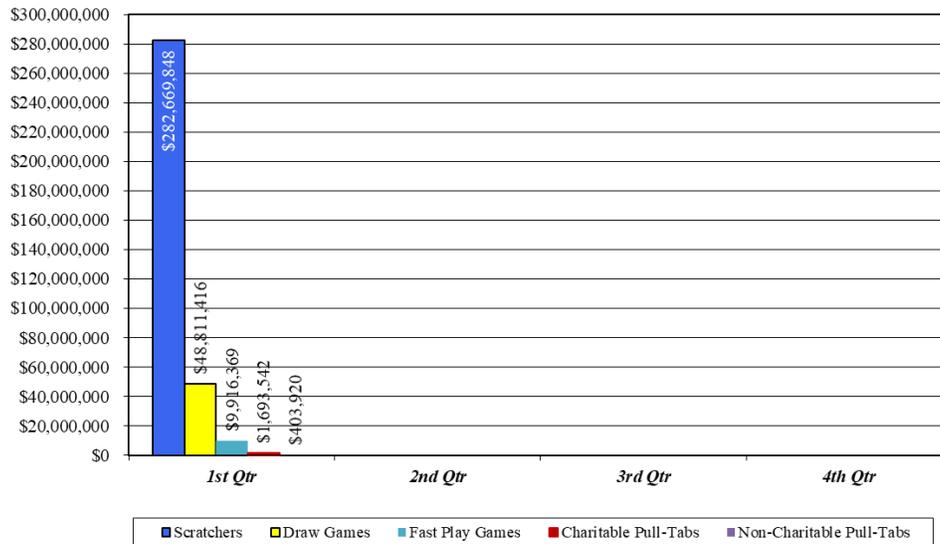
- General overview of the first quarter
- A top line review of sales performance of each product
- A summary review by price point for the instant games
- A top down look at the top performing instant games by revenue and tickets
- A review of new game introductions and game endings

General Overview

Sales for the first quarter of FY21 reached \$343,495,095, an increase of 50.8% over the same period last fiscal year. The breakdown by product is as follows:

	<u>FY20</u>		<u>FY21</u>	
	<u>1st Quarter</u>	<u>Mkt Share</u>	<u>1st Quarter</u>	<u>Mkt Share</u>
<i>Scratchers^{®1}</i>	\$178,557,625	76.61%	\$282,669,848	82.29%
<i>Draw Games</i>	\$47,175,944	20.24%	\$48,811,416	14.21%
<i>Fast Play Games</i>	\$5,261,744	2.26%	\$9,916,369	2.89%
<i>Charitable Pull-Tabs</i>	\$1,421,550	0.61%	\$1,693,542	0.49%
<i>Non-Charitable Pull-Tabs</i>	\$663,120	0.28%	\$403,920	0.12%
<i>Total</i>	\$233,079,983	100%	\$343,495,094	100%

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



As indicated in the chart above, the Scratchers contribution to total sales in the first quarter of the year represented 82.29%. The market share for draw games is 14.21% of total sales, a decrease over the same quarter last fiscal year. Fast Play games represent 2.89% of total sales and pull-tabs represent 0.61% of total sales. Sales detail by product is provided in Attachments A and B.

Charitable Pull-Tabs

The charitable games program has 143 organizations currently licensed and selling tickets. Sales for the first quarter of the fiscal year reached \$1,693,542, an increase of 19.1% over the previous year.

Non-Charitable Pull-Tabs

The non-charitable games program has 105 licensed retailers selling tickets. Negatively impacted by the COVID-19 pandemic, sales for the first quarter of the fiscal year were \$403,920, a decrease of 39.1% over the previous year.

Scratchers Games

Sales for Scratchers through the first quarter of the fiscal year totaled \$282,669,848, an increase of 58.3% over the previous year.

Based on validations, players have earned more than \$193 million in prizes. The prizes paid calculated against the sales revenues equate to an average payout of 68.4%.

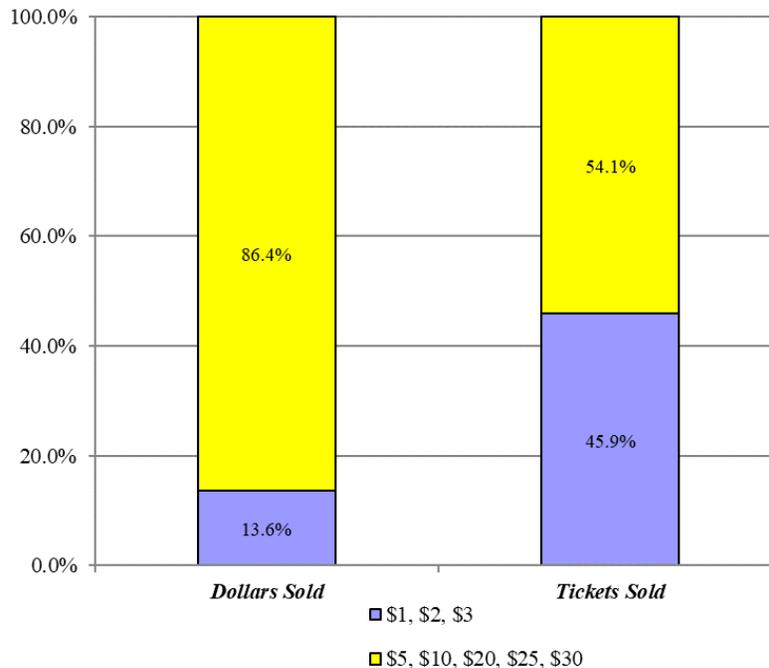
A total of 14 new games were introduced in the first quarter. Combined with the games carried forward, a total of 85 games contributed to the sales revenue.

Price Point	\$1	\$2	\$3	\$5	\$10	\$20	\$25	\$30	Total
# New Games	2	4	1	4	2	0	0	1	14
Carried Forward	8	13	7	15	16	8	1	3	71

During this same period 6 games were ended. Five games were ended because the last top prize had been redeemed. The remaining game was ended because the intended sales period had ended.

Sales by price point

For the first quarter of the fiscal year, the total number of tickets at the \$5, \$10, \$20, \$25, and \$30 price points represent the largest volume of tickets sold. These price points account for 54.1% of the tickets sold, and represent 86.4% of the Scratchers revenue. The \$1, \$2, and \$3, games account for 45.9% of the tickets sold and 13.6% of the Scratchers revenue. The chart below shows the breakdown of tickets and dollars for FY21. 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 \$75.6 million in sales, representing 26.75% 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 \$32.6 million, representing 11.5% 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	\$31,232,840	\$2	1231 Crossword	3,306,261
\$30	1261 100X	\$28,963,170	\$5	1267 Joker's Wild Crossword	2,188,970
\$20	1268 Arizona Gold	\$16,731,900	\$2	1234 Quick Win Bingo	1,885,749
\$10	1247 Crossword Celebration	\$15,465,420	\$1	1243 \$50 Frenzy	1,811,247
\$20	1277 Quarter Million Crossword	\$15,224,540	\$2	1258 Red Hot 7's	1,724,461
\$30	1217 Arizona Millionaire's Club	\$13,930,920	\$20	1190 \$215 Million Cash Explosion	1,561,642
\$10	1245 Triple Red 7's	\$11,237,310	\$5	1255 Big Bang Bingo	1,558,636
\$5	1267 Joker's Wild Crossword	\$10,944,850	\$10	1247 Crossword Celebration	1,546,542
\$10	1274 Sizzling Hot \$100,000	\$10,608,250	\$3	1249 One Word Crossword	1,433,390
\$30	1275 One Million Now	\$10,327,920	\$1	1271 Red Hot Double Doubler	1,368,877

Draw Games

Total draw games sales for the first quarter reached \$48,811,416, an increase of 3.5% over the same period last year.

Draw Games – Multi-State Games

Powerball – Sales through the first quarter of the year totaled \$17,137,292, an increase of 2.7% over the previous year. The highest jackpot reached in the first quarter of the fiscal year was \$169 million in August.

Mega Millions – Sales through the first quarter of the year totaled \$12,183,879, a decrease of 2.5% from the previous year. The highest jackpot reached in the first quarter of the fiscal year was \$124 million in July.

Draw Games – In-State Games

Triple Twist™ – Sales through the first quarter of the year totaled \$3,865,814, an increase of 14.7% over the previous year. The highest jackpot reached in the first quarter of the fiscal year was \$470,538 in September.

The Pick™ – Sales through the first quarter of the year totaled \$7,024,486, a decrease of 2.4% from the previous year. The highest jackpot reached in the first quarter of this fiscal year was \$3.2 million in July.

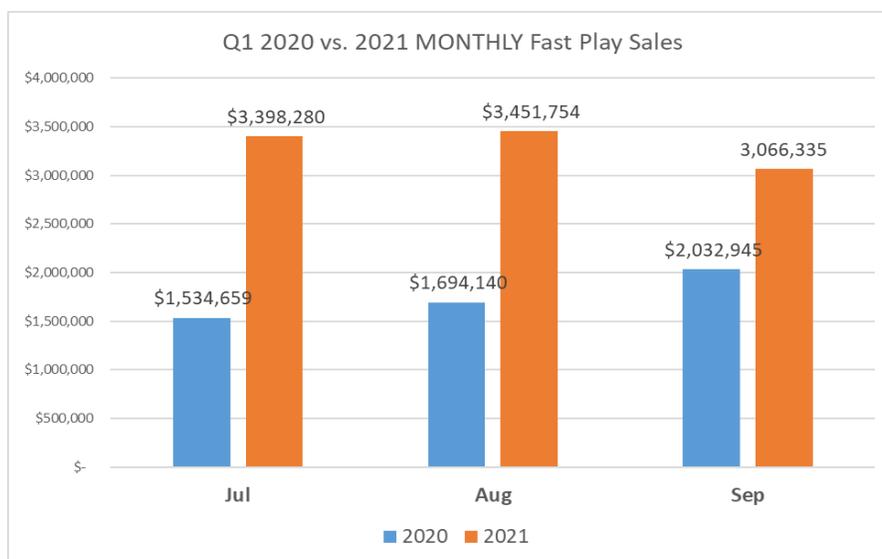
Fantasy 5™ – Sales through the first quarter of the year totaled \$4,246,317 an increase of 1% over the previous year. The highest jackpot reached in the first quarter of the fiscal year was \$234,000 in August.

Pick 3™ – Sales through the first quarter of the year totaled \$4,353,628, an increase of 35.3% over the previous year.

Fast Play Games

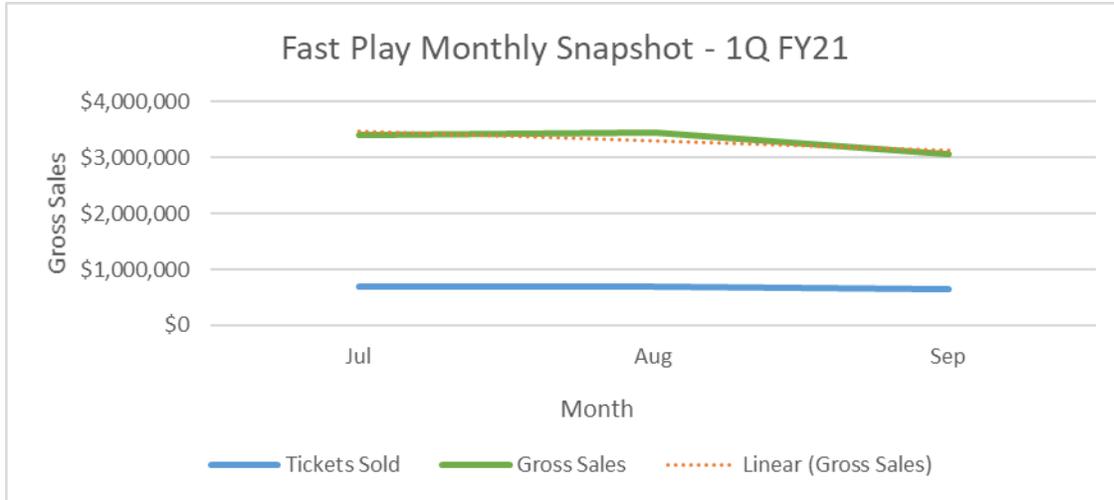
Three new Fast Play games were launched in the first quarter of FY21, expanding the portfolio to 18; four of which are progressive jackpots. Sales for this quarter totaled \$9,916,369, outpacing FY20 by a weekly average of 96%.

Q1 2021 sales surpassed Q1 2020 sales year-over-year at an average rate of 92%.



Since the introduction of Fast Play to the Arizona market, over 17 million Fast Play tickets have been sold, generating more than \$64 million in total gross sales through September 30, 2020.

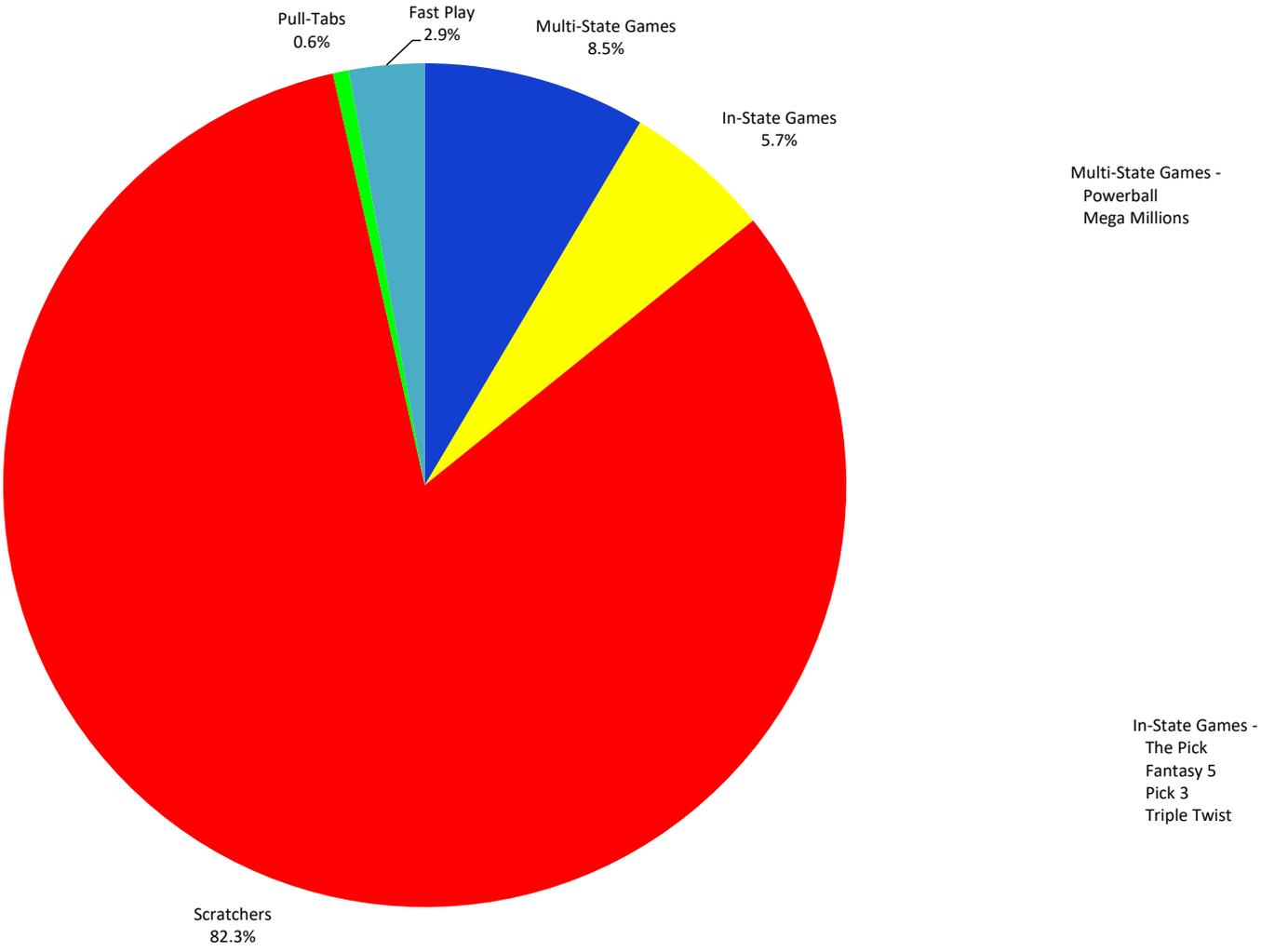
The graph below illustrates Fast Play monthly gross sales for the first quarter of FY21. There was a 2% sales growth from July to August, and an 11% decrease in sales from August to September.



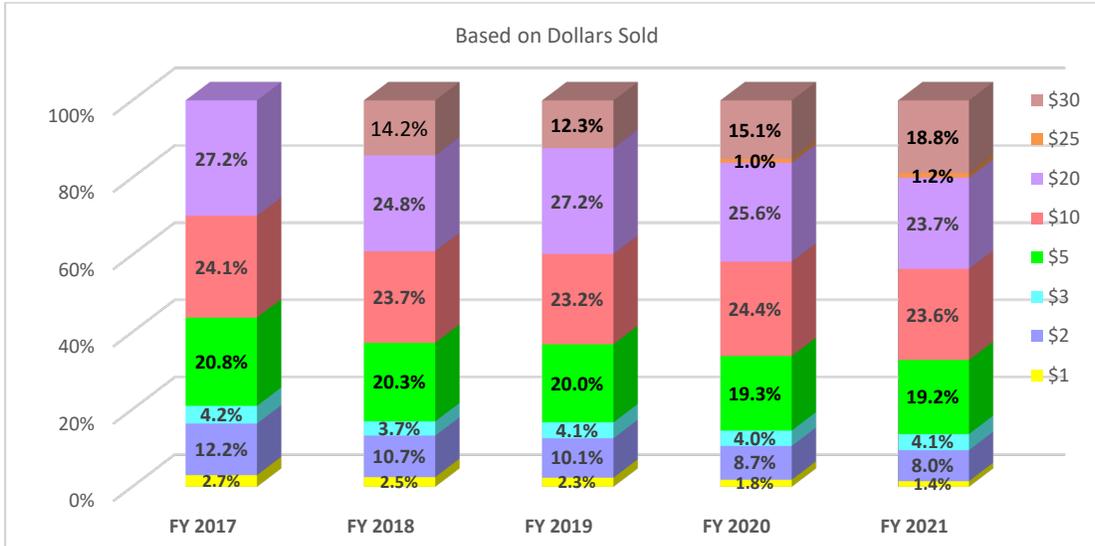
ARIZONA LOTTERY
QUARTERLY SALES BY PRODUCT
Fiscal Year 2021 - July 2020 through September 2020

<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>	\$5,859,106	\$4,368,172	\$2,674,014	\$1,610,133	\$1,458,266	\$1,245,168	\$17,214,859	\$3,398,280	\$98,740,727	\$533,346	\$110,160	\$99,384,233	\$119,997,372	34.9%
<i>August</i>	\$6,027,648	\$3,759,991	\$2,117,227	\$1,418,925	\$1,476,634	\$1,373,766	\$16,174,191	\$3,451,754	\$96,491,125	\$547,278	\$81,000	\$97,119,403	\$116,745,348	34.0%
<i>September</i>	\$5,250,538	\$4,055,716	\$2,233,245	\$1,217,259	\$1,418,728	\$1,246,880	\$15,422,366	\$3,066,335	\$87,437,996	\$612,918	\$212,760	\$88,263,674	\$106,752,375	31.1%
<i>1st Quarter</i>	\$17,137,292	\$12,183,879	\$7,024,486	\$4,246,317	\$4,353,628	\$3,865,814	\$48,811,416	\$9,916,369	\$282,669,848	\$1,693,542	\$403,920	\$284,767,310	\$343,495,095	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>														
2021	\$17,137,292	\$12,183,879	\$7,024,486	\$4,246,317	\$4,353,628	\$3,865,814	\$48,811,416	\$9,916,369	\$282,669,848	\$1,693,542	\$403,920	\$284,767,310	\$343,495,095	
<i>Mkt Share</i>	5.0%	3.5%	2.0%	1.2%	1.3%	1.1%	14.21%	2.89%	82.29%	0.49%	0.12%	82.90%		
<i>2020</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	\$227,818,239	
<i>% of Change</i>	2.7%	-2.5%	-2.4%	1.0%	35.3%	14.7%	3.5%	88.5%	58.3%	19.1%	-39.1%	57.6%	50.8%	

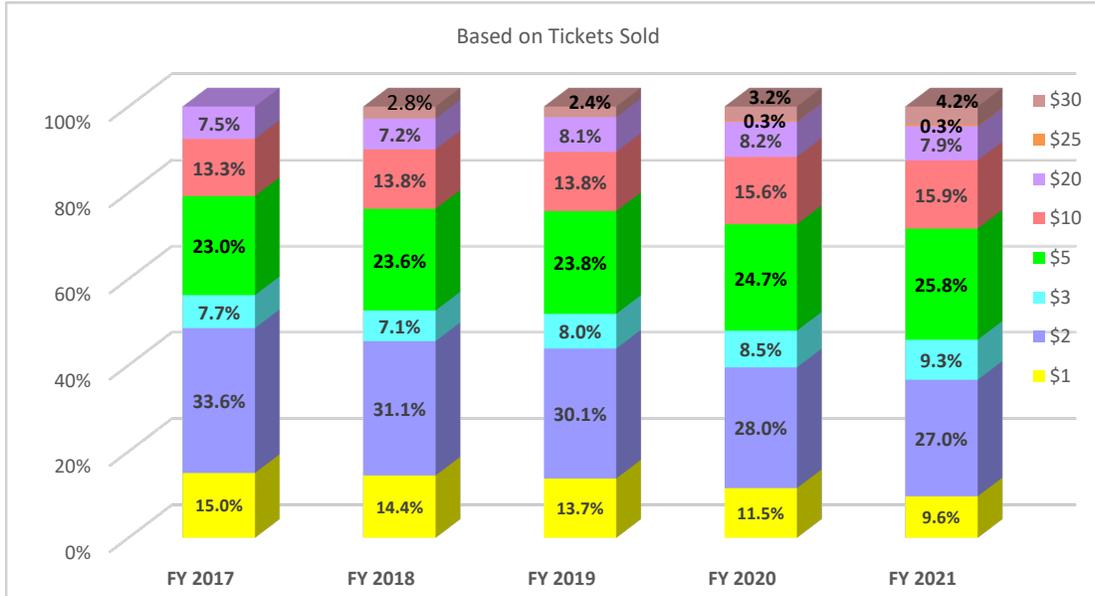
ARIZONA LOTTERY
QUARTERLY SALES BY PRODUCT
Fiscal Year 2020 - July 2020 through September 2020



Arizona Lottery 5-Year Review by Price Point



	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021
\$1	\$17,230,930	\$17,675,313	\$17,327,856	\$15,243,692	\$4,041,153
\$2	\$77,080,640	\$76,286,420	\$76,045,580	\$74,204,632	\$22,728,084
\$3	\$26,348,367	\$26,204,778	\$30,416,967	\$33,795,897	\$11,703,186
\$5	\$131,823,090	\$144,423,905	\$150,294,810	\$163,624,105	\$54,182,315
\$10	\$152,231,750	\$168,662,410	\$173,763,390	\$207,204,520	\$66,682,950
\$20	\$172,393,320	\$176,364,760	\$204,007,420	\$217,273,740	\$66,865,000
\$25			\$6,504,400	\$8,628,650	\$3,321,650
\$30	\$55,673,280	\$101,269,350	\$91,917,900	\$128,434,380	\$53,145,510
Total	\$632,781,377	\$710,886,936	\$750,278,323	\$848,409,616	\$282,669,848



	FY 2016	FY 2017	FY 2018	FY 2019	FY 2021
\$1	17,230,930	17,675,313	17,327,856	15,243,692	4,041,153
\$2	38,540,320	38,143,210	38,022,790	37,102,316	11,364,042
\$3	8,782,789	8,734,926	10,138,989	11,265,299	3,901,062
\$5	26,364,618	28,884,781	30,058,962	32,724,821	10,836,463
\$10	15,223,175	16,866,241	17,376,339	20,720,452	6,668,295
\$20	8,619,666	8,818,238	10,200,371	10,863,687	3,343,250
\$25				345,146	132,866
\$30		3,375,645	3,063,930	4,281,146	1,771,517
Total	114,761,498	122,498,354	126,189,237	132,546,559	42,058,648

Interoffice Memorandum

Date: October 8, 2020
To: Gregg Edgar, Executive Director
From: Raynie Hosto, Deputy Director Customer Service and Sales
Subject: FY 2021 – First Quarter Sales Review

Vending Machine Sales (Chart E)

Total sales through vending machines during the first quarter of FY21 were \$144,325,997 a 60.6% increase over FY20 sales of \$87,448,063. There are currently 1,411 machines installed at retail locations compared to 1,303 during the first quarter of FY20. FY21 sales from vending machines represented 42.3% of total sales, an increase from 41.1% in FY20. While average sales in the PlayCentral Low Profile (PCT-LP) vending machines are less than the PlayCentral HD (PCT-HD) vending machines, the out of stock percentages in the PCT LPs are significantly higher. The PCT LP vending machines are predominantly installed in Walmart Supercenters. In FY21, the sales team's strategic plan is to deploy the remaining inventory of vending machines.

While vending machine sales increased, out of stocks also increased to 5.77% up from 3.91% in the first quarter of FY20. The sales team is continuing to focus on educating our corporate partners on lost sales associated with high out of stocks. The territory managers are back in the field working closely with the retailers to help increase sales by reducing out of stocks. The territory managers have been working closely with select QuikTrip, Fry's, and Circle K stores to reduce out of stocks and the results thus far are promising.

Corporate Account Review (Chart F)

- Major retail chains represent 53.8% of all Draw and Scratchers lottery accounts. Convenience stores represent 38.4% of total accounts, while chain food stores represent 15.4%.
- Major retail chains comprise 74.0% of the total market share with convenience stores and food stores, accounting for 49.1% and 24.9%, respectively.
- QuikTrip posted a per store average of \$319,267 and leads for the first time passing Fry's food stores with a per store sales average of \$307,372. Safeway and Albertons follow with per average store sales of \$202,263 and \$201,215, respectively.
- Circle K accounts for 23.3% of the market share with 605 stores followed by Fry's at 11% with 122 stores and QuikTrip at 10.8% with 115 stores.

Business Classification Review (Charts G and H)

Chain and independent convenience stores account for 60.2% of total Lottery accounts and 65.9% of the market share in sales. Chain and independent grocery stores account for 17% of total Lottery accounts a slight increase with the addition of 23 Walmart Supercenters but account for 25.8% of the market share, which is a decrease from 27.4% in FY20. Instant Tab retailers account for 5.0% of total lottery accounts and 0.6% of the sales market share. A business classification addition in FY21 is Quick Cards. We will begin to monitor trends in this category as the rollout continues.

County Review (Charts I and J)

- The sales spike, due to the pandemic, resulted in a large increase in the overall estimated per capita weekly sales of \$3.63 for the first quarter of FY21 compared to \$2.48 in FY20.
- Maricopa and Pima counties held a market share of 74.8% of total sales. Mohave, Pinal and Yavapai counties combined market share was 13.9% and the remaining counties represented 11.3% of sales.
- La Paz County posted the highest weekly per capita sales at \$7.94, followed closely by Greenlee at \$7.62 with Mohave and Gila counties at \$6.79 and \$6.17 respectively.

**Arizona Lottery
Vending Machine - FY 2021**

	# of Units			Draw Sales			Instant Sales			Total Sales				Per Unit Average			Out of Stock Average			
	July	Aug	Sept	July	Aug	Sept	July	Aug	Sept	July	Aug	Sept	1st Qtr	July	Aug	Sept	July	Aug	Sept	1st Qtr
1st Quarter																				
PCT-HD	1150	1159	1180	\$ 5,496,967	\$ 5,217,366	\$ 4,889,285	\$ 42,332,467	\$ 39,790,446	\$ 36,615,674	\$ 47,829,434	\$ 45,007,812	\$ 45,007,812	\$ 137,845,058	\$ 41,591	\$ 38,833	\$ 116,818	6.16%	5.33%	5.33%	5.61%
PCT-LP	146	146	151	\$ 353,587	\$ 344,981	\$ 327,703	\$ 1,704,758	\$ 1,641,140	\$ 1,538,319	\$ 2,058,345	\$ 1,986,121	\$ 1,986,121	\$ 6,030,587	\$ 14,098	\$ 13,604	\$ 39,938	7.21%	7.18%	6.70%	7.03%
PCT-EX	67	75	80	\$ 121,602	\$ 164,375	\$ 155,461	\$ -	\$ -	\$ -	\$ 121,602	\$ 164,375	\$ 164,375	\$ 450,352	\$ 1,815	\$ 2,192	\$ 5,629	n/a	n/a	n/a	n/a
Total	1,363	1,380	1,411	\$ 5,972,156	\$ 5,726,722	\$ 5,372,449	\$ 44,037,225	\$ 41,431,586	\$ 38,153,993	\$ 50,009,381	\$ 47,158,308	\$ 47,158,308	\$ 144,325,997	\$ 36,690.67	\$ 34,173	\$ 102,286	6.28%	5.54%	5.48%	5.77%
% of Lottery Sales				29.0%	29.2%	29.1%	44.6%	42.9%	43.6%	41.9%	40.6%	44.5%	42.3%							
2nd Quarter	Oct	Nov	Dec	Oct	Nov	Dec	Oct	Nov	Dec	Oct	Nov	Dec	2nd Qtr	Oct	Nov	Dec	Oct	Nov	Dec	2nd Qtr
PCT-HD										\$ -	\$ -	\$ -		#DIV/0!	#DIV/0!	#DIV/0!				#DIV/0!
PCT-LP										\$ -	\$ -	\$ -		#DIV/0!	#DIV/0!	#DIV/0!				#DIV/0!
PCT-EX										\$ -	\$ -	\$ -		#DIV/0!	#DIV/0!	#DIV/0!				n/a
Total	0	0	0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		#DIV/0!	#DIV/0!	#DIV/0!				#DIV/0!
% of Lottery Sales				#DIV/0!			#DIV/0!			#DIV/0!	#DIV/0!	#DIV/0!								
3rd Quarter	Jan	Feb	Mar	Jan	Feb	Mar	Jan	Feb	Mar	Jan	Feb	Mar	3rd Qtr	Jan	Feb	Mar	Jan	Feb	Mar	3rd Qtr
PCT-HD																				
PCT-LP																				
PCT-EX																	n/a	n/a	n/a	n/a
Total																				
% of Lottery Sales																				
4th Quarter	Apr	May	June	Apr	May	June	Apr	May	June	Apr	May	June	4th Qtr	Apr	May	June	Apr	May	June	4th Qtr
PCT-HD																				
PCT-LP																				
PCT-EX																	n/a	n/a	n/a	n/a
Total																				
% of Lottery Sales																				
Total Vending													\$ 144,325,997							
Total Fiscal Year													\$ 341,397,633							
% of Total Sales													42.3%							

ARIZONA LOTTERY
CORPORATE ACCOUNT REVIEW
 Fiscal Year 2021
 July 2020 through September 2020

				<i>Total Draw Games</i>			<i>Scratchers</i>			<i>All Products Combined</i>			<i>Commission</i>
	<i>Chain #</i>	<i># of Accts</i>	<i>% of Accts</i>	<i>Market</i>		<i>Per Store</i>	<i>Market</i>		<i>Per Store</i>	<i>Market</i>		<i>Per Store</i>	<i>Earned To Date</i>
				<i>Sales</i>	<i>Share</i>	<i>Average</i>	<i>Sales</i>	<i>Share</i>	<i>Average</i>	<i>Sales</i>	<i>Share</i>	<i>Average</i>	
4 Sons	9290/9814	21	0.7%	\$ 520,622	0.9%	\$24,792	\$ 2,145,782	0.8%	\$102,180	\$2,666,404	0.8%	\$126,972	\$173,316
7-Eleven	8706	55	1.7%	\$ 762,414	1.3%	\$13,862	\$ 6,217,210	2.2%	\$113,040	\$6,979,624	2.0%	\$126,902	\$453,676
Carioca	8821	37	1.2%	\$ 754,055	1.3%	\$20,380	\$ 2,799,018	1.0%	\$75,649	\$3,553,073	1.0%	\$96,029	\$230,950
Circle K	8037	605	19.2%	\$ 10,252,622	17.5%	\$16,946	\$ 69,367,719	24.5%	\$114,657	\$79,620,341	23.3%	\$131,604	\$5,175,322
Cobblestone		12	0.4%	\$ 245,808	0.4%	\$20,484	\$ 609,469	0.2%	\$50,789	\$855,277	0.3%	\$71,273	\$55,593
Fry's Gas	8052	94	3.0%	\$ 911,546	1.6%	\$9,697	\$ 5,299,560	1.9%	\$56,378	\$6,211,106	1.8%	\$66,076	\$403,722
Good 2 Go	8024	17	0.5%	\$ 198,047	0.3%	\$11,650	\$ 1,092,031	0.4%	\$64,237	\$1,290,078	0.4%	\$75,887	\$83,855
Jackson's Food Stores	8021	11	0.3%	\$ 385,992	0.7%	\$35,090	\$ 1,110,250	0.4%	\$100,932	\$1,496,242	0.4%	\$136,022	\$97,256
Loves	9800	12	0.4%	\$ 158,303	0.3%	\$13,192	\$ 752,532	0.3%	\$62,711	\$910,835	0.3%	\$75,903	\$59,204
Maverik	9905	22	0.7%	\$ 569,150	1.0%	\$25,870	\$ 2,626,283	0.9%	\$119,377	\$3,195,433	0.9%	\$145,247	\$207,703
Pilot Travel Centers	9926	17	0.5%	\$ 212,072	0.4%	\$12,475	\$ 1,075,844	0.4%	\$63,285	\$1,287,916	0.4%	\$75,760	\$83,715
Quik Mart	8375	19	0.6%	\$ 392,309	0.7%	\$20,648	\$ 2,652,117	0.9%	\$139,585	\$3,044,426	0.9%	\$160,233	\$197,888
QuikTrip	9849	115	3.6%	\$ 6,456,186	11.0%	\$56,141	\$ 30,259,491	10.7%	\$263,126	\$36,715,677	10.8%	\$319,267	\$2,386,519
Quik-Way Retail	8028	24	0.8%	\$ 653,737	1.1%	\$27,239	\$ 3,398,360	1.2%	\$141,598	\$4,052,097	1.2%	\$168,837	\$263,386
Safeway Gas	8128	32	1.0%	\$ 445,326	0.8%	\$13,916	\$ 1,728,702	0.6%	\$54,022	\$2,174,028	0.6%	\$67,938	\$141,312
Shay's	8938	20	0.6%	\$ 296,403	0.5%	\$14,820	\$ 1,975,233	0.7%	\$98,762	\$2,271,636	0.7%	\$113,582	\$147,656
Superpumper	8025	13	0.4%	\$ 374,856	0.6%	\$28,835	\$ 1,318,230	0.5%	\$101,402	\$1,693,086	0.5%	\$130,237	\$110,051
Terribles	8004	9	0.3%	\$ 445,064	0.8%	\$49,452	\$ 855,881	0.3%	\$95,098	\$1,300,945	0.4%	\$144,549	\$84,561
Speedway	9956	77	2.4%	\$ 1,005,982	1.7%	\$13,065	\$ 7,219,993	2.6%	\$93,766	\$8,225,975	2.4%	\$106,831	\$534,688
Convenience Total		1,212	38.4%	\$25,040,494	42.6%	\$20,660	\$142,503,705	50.4%	\$117,577	\$167,544,199	49.1%	\$138,238	\$10,890,373
Albertsons	8027	30	1.0%	\$ 1,573,790	2.7%	\$52,460	\$ 4,462,648	1.6%	\$148,755	\$6,036,438	1.8%	\$201,215	\$392,368
Bashas'	8011	47	1.5%	\$ 1,732,967	3.0%	\$36,872	\$ 5,259,214	1.9%	\$111,898	\$6,992,181	2.0%	\$148,770	\$454,492
El Super	8030	6	0.2%	\$ 27,983	0.0%	\$4,664	\$ 345,775	0.1%	\$57,629	\$373,758	0.1%	\$62,293	\$24,294
Food City		46	1.5%	\$ 330,160	0.6%	\$7,177	\$ 3,058,787	1.1%	\$66,495	\$3,388,947	1.0%	\$73,673	\$220,282
Fry's	8052	122	3.9%	\$ 8,885,879	15.1%	\$72,835	\$ 28,613,479	10.1%	\$234,537	\$37,499,358	11.0%	\$307,372	\$2,437,458
Los Altos Ranch Market	8026	7	0.2%	\$ 61,769	0.1%	\$8,824	\$ 585,573	0.2%	\$83,653	\$647,342	0.2%	\$92,477	\$42,077
Safeway	8128	104	3.3%	\$ 5,709,075	9.7%	\$54,895	\$ 15,326,297	5.4%	\$147,368	\$21,035,372	6.2%	\$202,263	\$1,367,299
Walmart	8022	108	3.4%	\$ 1,553,807	2.6%	\$14,387	\$ 6,766,760	2.4%	\$62,655	\$8,320,567	2.4%	\$77,042	\$540,837
Costco		17	0.5%	\$ -	0.0%	\$0	\$ 867,500	0.3%	\$51,029	\$867,500	0.3%	\$51,029	\$56,388
Food Store Total		487	15.4%	\$19,875,430	33.8%	\$40,812	\$65,286,033	23.1%	\$134,058	\$85,161,463	24.9%	\$174,870	\$5,535,495
Major Chains		1,699	53.8%	\$44,915,924	76.5%	\$26,437	\$207,789,738	73.5%	\$122,301	\$252,705,662	74.0%	\$148,738	\$16,425,868
All Stores*		3157		\$58,727,785		\$18,602	\$282,669,848		\$89,537	\$341,397,633		\$108,140	\$22,190,846

*Does not include Instant Tabs

**ARIZONA LOTTERY
BUSINESS CODE REVIEW
Fiscal Year 2021**

July 2020 through September 2020

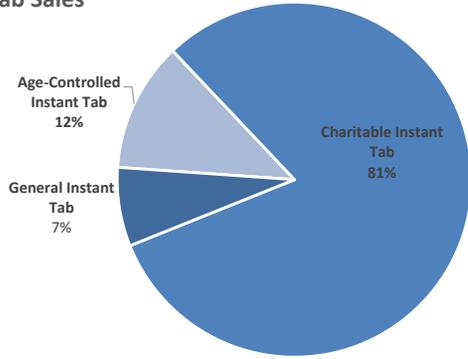
Business Classification	Business Code	# of Accts	% of Accts	Draw Games			Scratchers			Instant Tab			Combined Total Sales					Commission Earned To Date	
				Sales	Market Share	Per Store Average	Sales	Market Share	Per Store Average	Sales	Market Share	Per Store Average	FY2021 Sales	FY2020 Sales	% of change	Market Share	Per Store Average		
Full Product																			
Shopping Malls	01	2	0.1%	9,413	0.0%	4,707	6,234	0.0%	3,117	0	0.0%	0	15,647	34,526	-54.7%	0.0%	7,824	\$	1,017
Smoke/Gift Shops	02	93	2.9%	534,584	0.9%	5,748	2,535,829	0.9%	27,267	0	0.0%	0	3,070,413	1,959,875	56.7%	0.9%	33,015	\$	199,577
Chain Supermarkets	03	492	15.6%	20,071,789	34.2%	40,796	65,864,140	23.3%	133,870	0	0.0%	0	85,935,929	61,795,173	39.1%	25.0%	174,667	\$	5,585,835
Independent Supermarkets	04	45	1.4%	453,596	0.8%	10,080	2,217,345	0.8%	49,274	0	0.0%	0	2,670,941	1,942,763	37.5%	0.8%	59,354	\$	173,611
Chain Convenience Stores	05	1052	33.3%	23,167,788	39.4%	22,023	133,450,389	47.2%	126,854	0	0.0%	0	156,618,177	105,367,752	48.6%	45.6%	148,877	\$	10,180,182
Independent Convenience	06	849	26.9%	10,179,107	17.3%	11,990	59,701,502	21.1%	70,320	0	0.0%	0	69,880,609	42,898,436	62.9%	20.3%	82,309	\$	4,542,240
Liquor Stores	07	94	3.0%	411,263	0.7%	4,375	4,322,708	1.5%	45,986	0	0.0%	0	4,733,971	2,890,782	63.8%	1.4%	50,361	\$	307,708
Drug Store/Pharmacies	08	3	0.1%	5,357	0.0%	1,786	42,353	0.0%	14,118	0	0.0%	0	47,710	29,909	59.5%	0.0%	15,903	\$	3,101
independent Gas	09	20	0.6%	246,742	0.4%	12,337	1,444,955	0.5%	72,248	0	0.0%	0	1,691,697	1,054,719	60.4%	0.5%	84,585	\$	109,960
Truck Service Centers	10	44	1.4%	593,410	1.0%	13,487	2,633,441	0.9%	59,851	0	0.0%	0	3,226,851	2,153,315	49.9%	0.9%	73,338	\$	209,745
Bars/Restaurants	11	71	2.2%	725,889	1.2%	10,224	913,417	0.3%	12,865	0	0.0%	0	1,639,306	1,959,991	-16.4%	0.5%	23,089	\$	106,555
Spec Non-Grocery/Misc	12	94	3.0%	809,424	1.4%	8,611	1,597,971	0.6%	17,000	0	0.0%	0	2,407,395	2,151,464	11.9%	0.7%	25,611	\$	156,481
Chain Gas	13	127	4.0%	1,381,893	2.4%	10,881	7,156,062	2.5%	56,347	0	0.0%	0	8,537,955	5,532,903	54.3%	2.5%	67,228	\$	554,967
Bowling Centers	14	3	0.1%	6,160	0.0%	2,053	15,804	0.0%	5,268	0	0.0%	0	21,964	66,528	-67.0%	0.0%	7,321	\$	1,428
Mass Merchandise	16	0	0.0%	0	0.0%	#DIV/0!	0	0.0%	#DIV/0!	0	0.0%	#DIV/0!	0	19,567		0.0%	#DIV/0!	\$	-
Quick Card	20	1	0.0%	5,960	0.0%	5,960	0	0.0%	0	0	0.0%	0	5,960			0.0%	5,960	\$	387
ASL & Promotions	99	9	0.3%	125,410	0.2%	13,934	767,698	0.3%	85,300	6,480	0.3%	720	899,588	1,140,841	-21.1%	0.3%	99,954	\$	58,473
Full Product Sub Total		2999		58,727,785		19,582	282,669,848		94,255	6,480		720	341,404,113	230,998,544					
Instant Tab																			
Age-Controlled Instant Tab	15	31	1.0%	0	0.0%	0	0	0.0%	0	247,320	11.8%	7,978	247,320	565,920	-56.3%	0.1%	7,978	\$	16,076
Charitable Instant Tab	17	109	3.5%	0	0.0%	0	0	0.0%	0	1,693,542	80.7%	15,537	1,693,542	1,421,550	19.1%	0.5%	15,537	\$	338,708
General Instant Tab	18	18	0.6%	0	0.0%	0	0	0.0%	0	150,120	7.2%	8,340	150,120	93,960	59.8%	0.0%	8,340	\$	9,758
Instant Tab Sub Total		158		0		0	0		0	2,090,982		13,234	2,090,982	2,081,430					
Total		3157	100%	58,727,785	100%	19,582	282,669,848	100%	94,255	2,097,462	100%	13,275	343,495,095	233,079,974	47.4%	100%	108,804	\$	22,555,809

Summary Recap

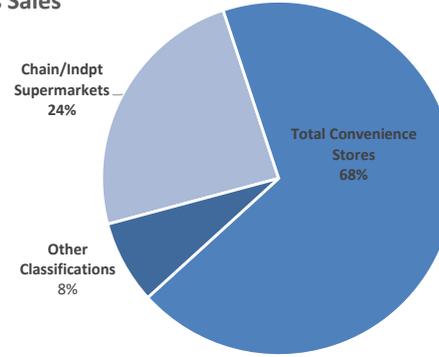
Chain/Indpt Supermarkets	537	17.0%	20,525,385	35.0%	38,222	68,081,485	24.1%	126,781	0	0.0%	0	88,606,870	63,737,936	39.0%	25.8%	165,003	\$	5,759,447
Total Convenience Stores	1,901	60.2%	33,346,895	56.8%	17,542	193,151,891	68.3%	101,605	0	0.0%	0	226,498,786	149,320,907	51.7%	65.9%	119,147	\$	14,722,421
Total Instant Tabs	158	5.0%	0	0.0%	0	0	0.0%	0	2,090,982	99.7%	13,234	2,090,982	2,084,670	0.3%	0.6%	13,234	\$	555,354
Other Classifications	561	17.8%	4,855,505	8.3%	8,655	21,436,472	7.6%	38,211	6,480	0.3%	78,376	26,298,457	14,488,228	81.5%	7.7%	46,878	\$	1,408,627
Total All Classifications	3,157	100%	58,727,785	100%	19,582	282,669,848	100%	94,255	2,097,462	100%	13,275	343,495,095	233,079,974	47.4%	100%	108,804	\$	22,445,849

**ARIZONA LOTTERY
BUSINESS CODE REVIEW
Fiscal Year 2021
July 2020 through September 2020**

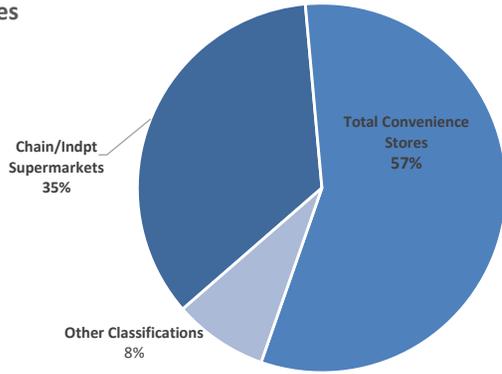
Instant Tab Sales



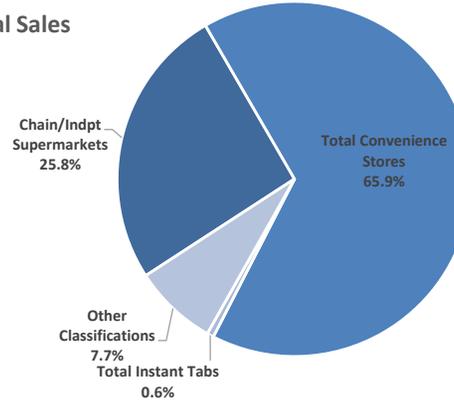
Scratchers Sales



Draw Sales



Combined Total Sales



**ARIZONA LOTTERY
COUNTY SALES REVIEW
Fiscal Year 2021**

July 2020 through September 2020

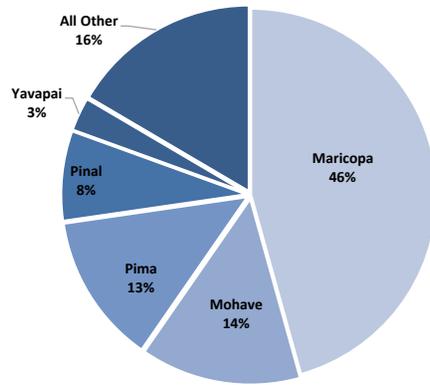
County	Code	# of Accts	% of Accts	Draw Games			Scratchers			Instant Tabs			FY2021 Sales	All Products Combined			2021 Estimated Per Capita Wkly Sales	
				Market Sales	Per Store Share	Average	Market Sales	Per Store Share	Average	Market Sales	Per Store Share	Average		FY2020 Sales	% of Change	Market Share		Per Store Average
Apache	1	16	0.5%	116,789	0.2%	7,299	609,373	0.2%	38,086	12,216	0.6%	6,142,861	738,378	493,748	49.55%	0.2%	46,149	\$0.79
Cochise	2	81	2.6%	1,201,285	2.0%	14,831	6,602,221	2.3%	81,509	59,184	2.8%	2,893,356	7,862,690	5,753,638	36.66%	2.3%	97,070	\$4.80
Coconino	3	99	3.1%	1,193,883	2.0%	12,059	4,807,226	1.7%	48,558	0	0.0%	0	6,001,109	4,476,095	34.07%	1.7%	60,617	\$3.22
Gila	4	42	1.3%	522,863	0.9%	12,449	3,793,710	1.3%	90,326	15,534	0.7%	1,744,773	4,332,107	2,245,435	92.93%	1.3%	103,145	\$6.17
Graham	5	21	0.7%	211,230	0.4%	10,059	2,299,706	0.8%	109,510	7,662	0.4%	2,130,248	2,518,598	1,429,397	76.20%	0.7%	119,933	\$4.99
Greenlee	6	7	0.2%	80,066	0.1%	11,438	861,401	0.3%	123,057	0	0.0%	0	941,467	561,597	67.64%	0.3%	134,495	\$7.62
La Paz	15	40	1.3%	293,784	0.5%	7,345	1,784,582	0.6%	44,615	99,906	4.8%	19,971,333	2,178,272	1,123,003	93.97%	0.6%	54,457	\$7.94
Maricopa	7	1770	56.1%	35,770,678	60.9%	20,209	176,239,290	62.3%	99,570	958,026	45.7%	1,572,873	212,967,994	147,672,684	44.22%	62.0%	120,321	\$3.65
Mohave	8	181	5.7%	4,903,985	8.4%	27,094	13,536,632	4.8%	74,788	293,136	14.0%	3,510,457	18,733,753	11,786,761	58.94%	5.5%	103,501	\$6.79
Navajo	9	59	1.9%	678,095	1.2%	11,493	4,425,678	1.6%	75,011	75,018	3.6%	6,497,085	5,178,791	2,873,072	80.25%	1.5%	87,776	\$3.59
Pima	10	421	13.3%	7,636,831	13.0%	18,140	36,189,366	12.8%	85,960	273,870	13.1%	2,106,080	44,100,067	29,583,825	49.07%	12.8%	104,751	\$3.24
Pinal	11	152	4.8%	2,669,751	4.5%	17,564	14,562,145	5.2%	95,804	163,962	7.8%	3,606,750	17,395,858	11,621,921	49.68%	5.1%	114,446	\$2.89
Santa Cruz	12	20	0.6%	332,460	0.6%	16,623	1,407,525	0.5%	70,376	0	0.0%	0	1,739,985	1,279,963	35.94%	0.5%	86,999	\$2.88
Yavapai	13	135	4.3%	2,109,140	3.6%	15,623	9,292,448	3.3%	68,833	61,398	2.9%	1,709,592	11,462,986	7,897,296	45.15%	3.3%	84,911	\$3.75
Yuma	14	113	3.6%	1,006,945	1.7%	8,911	6,258,545	2.2%	55,385	77,550	3.7%	4,522,928	7,343,040	4,281,539	71.50%	2.1%	64,983	\$2.64
Total		3157	100%	58,727,785	100%	18,602	282,669,848	100%	89,537	2,097,462	100%	2,097,462	343,495,095	233,079,974	47.37%	100%	108,804	\$3.63

Summary Recap

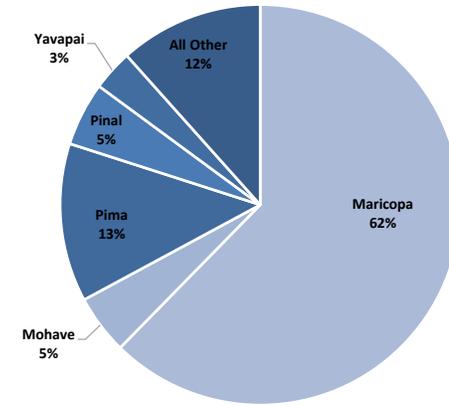
Maricopa and Pima Counties	2191	69.4%	43,407,509	73.9%	19,812	212,428,656	75.2%	96,955	1,231,896	58.7%	1,666,682	257,068,061		74.8%	117,329	
Mohave, Pinal and Yavapai	468	14.8%	9,682,876	16.5%	20,690	37,391,225	13.2%	79,896	518,496	24.7%	3,144,739	47,592,597		13.9%	101,694	
All Other Counties	498	15.8%	5,637,400	9.6%	11,320	32,849,967	11.6%	65,964	347,070	16.5%	3,615,612	38,834,437		11.3%	77,981	

**ARIZONA LOTTERY
COUNTY SALES REVIEW
Fiscal Year 2021
July 2020 through September 2020**

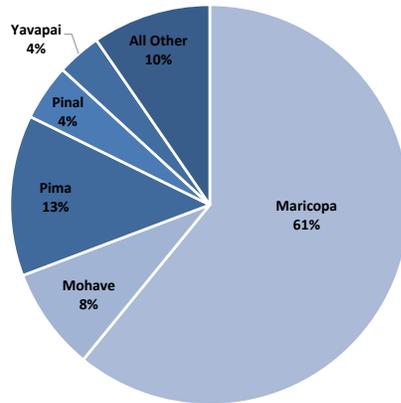
Instant Tab Sales



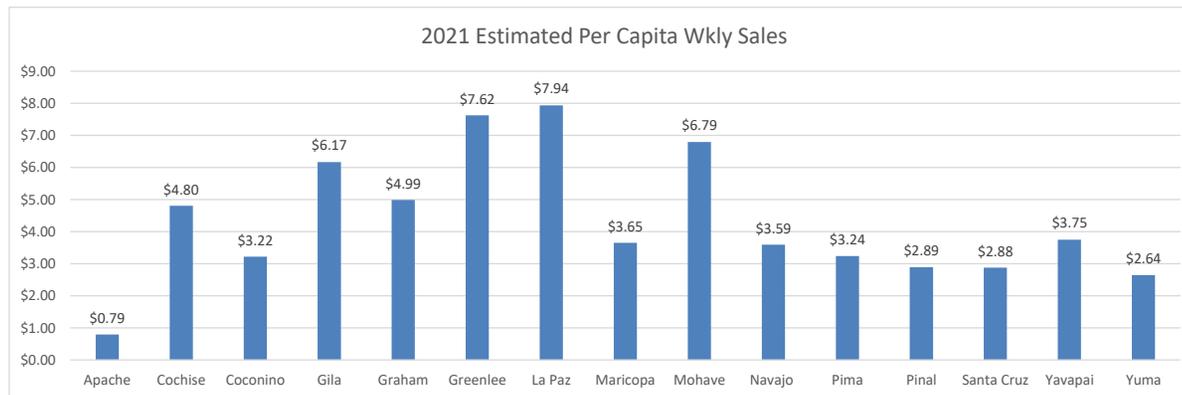
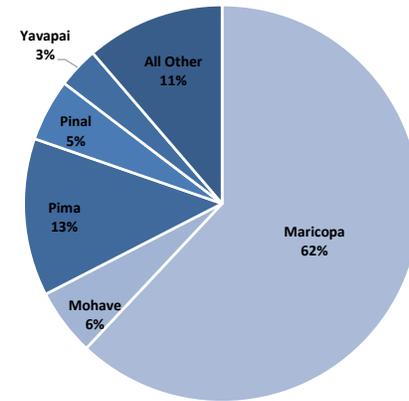
Scratchers Sales



Draw Game Sales



Combined Sales



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

NEW GAME PROFILES

Attached for the Lottery Commission's action are new instant scratch game profiles: *Power Shot Multiplier #1309*, *MONOPOLY™ #1313*, *Hidden Cash #1314*, *Win it All #1315*, *Millionaire Maker #1316*, and *3-2 Won #1317*.

Power Shot Multiplier #1309. This \$10 game has a top prize of \$100,000 and will be printed at a quantity of approximately 2.0 million tickets.

MONOPOLY™ #1313. This \$5 game has a top prize of \$50,000 and will be printed at a quantity of approximately 3.3 million tickets.

Hidden Cash #1314. This \$3 game has a top prize of \$20,000 and will be printed at a quantity of approximately 3.1 million tickets.

Win It All #1315. This \$10 game has a top prize of \$100,000 and will be printed at a quantity of approximately 2.0 million tickets.

Millionaire Maker #1316. This \$30 game has a top prize of \$1,000,000 (30-year annuity) or a one-time cash payment of \$500,000. This game will be printed at a quantity of approximately 3.4 million tickets.

3-2 Won #1317. This \$1 game has a top prize of \$1,000 and will be printed at a quantity of approximately 3.6 million tickets.

Attachments (Commissioners only)

New Business Item #2
Instant Tab Game Profiles
Report to Arizona Lottery Commission
October 23, 2020

This report has been provided to the Lottery Commission regarding game profiles planned for Arizona Lottery instant tab games. The Commission is requested to approve these game profiles. After Commission approval, staff will commence with plans for printing and distribution of these games.

NEW GAME PROFILES

Attached for the Lottery Commission's action are new instant tab game profiles: *Reel Time #1047*, *7's to Win #1050*, *Cash King #1051*, and *Xtreme Slots #1052*.

Reel Time #1047. This \$1.00 game has a top prize of \$250 and will be printed at a quantity of approximately 200 deals (216,000 tickets).

7's to Win #1050. This \$1.00 game has a top prize of \$245 and will be printed at a quantity of approximately 200 deals (216,000 tickets).

Cash King #1051. This \$2.00 game has a top prize of \$400 and will be printed at a quantity of approximately 220 deals (237,600 tickets).

Xtreme Slots #1052. This \$2.00 game has a top prize of \$400 and will be printed at a quantity of approximately 220 deals (237,600 tickets).

Attachments (Commissioners only)