



Douglas A. Ducey
Governor

Gregory R. Edgar
Executive Director

December 1, 2020

Dear Valued Arizona Lottery Retailer,

As 2020 comes to a close, the Arizona Lottery is working to return our pack settlement terms to their normal, pre-COVID19 terms utilizing a phased approach to best serve our retail partners. This effort will start in January 2021, culminating in settlement terms reverting to settle at 45 days after activation.

During the week beginning **January 3, 2021:**

- Pack settlement terms for chain account retailers will be modified from 60 days to 45 days. Packs activated for longer than 45 days will automatically settle and appear on the invoice dated January 9, 2021, which will be debited via Electronic Funds Transfer on January 15, 2021.
- Pack settlement terms for independent retailers will be modified from 90 days to 75 days. Packs activated for longer than 75 days will automatically settle and appear on the invoice dated January 9, 2021, which will be debited via Electronic Funds Transfer on January 15, 2021.

During the week beginning **January 31, 2021:**

- Pack settlement terms for independent retailers will be modified from 75 days to 60 days. Packs activated for longer than 75 days will automatically settle and appear on the invoice dated February 6, 2021, which will be debited via Electronic Funds Transfer on February 12, 2021.

During the week beginning **February 28, 2021:**

- Pack settlement terms for independent retailers will be modified from 60 days to 45 days. Packs activated for longer than 45 days will automatically settle and appear on the invoice dated March 6, 2021, which will be debited via Electronic Funds Transfer on March 12, 2021.

Please note that settlements based on the percentage of low-tier validations will remain at 85% and terms for retailers who auto-settle and retailers in the 21-day settlement class will remain unchanged.

The Arizona Lottery Executive Director and the Leadership Team continues to monitor the current economic situation carefully and may return to the previous COVID-19 related settlement terms, should the situation warrant them.

Retailers with any questions about this change are encouraged to call our retailer hotline at 480-921-4535.

Thank you for your patience and for your continued loyalty as a valued Arizona Lottery retailer.

Sincerely,

A handwritten signature in black ink that reads "Gregory R. Edgar". The signature is fluid and cursive, with a long horizontal flourish extending to the right.

Gregory Edgar

Executive Director, Arizona Lottery