

PUBLIC MEETING OF THE ARIZONA LOTTERY
Commission Minutes of October 22, 2021, Meeting

PRESIDING Chair Jeff Weintraub (Teleconference)

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

LOTTERY Executive Director Gregory Edgar, Russ Harben, Deputy Director of Operations, Todd Terrell, Deputy Director of Security and Regulatory Division, Greg Chmielewski, Deputy Director for Performance and Strategic Initiatives, Chris Rogers, Deputy Director of Products and Marketing (In Person) and Raynie Hosto, Deputy Director of Customer Service and Sales (Teleconference)

Luanne Mansanares, Dayna Monazym, Anjali Dang, and Orion Steen (In Person)

Shelby Alessi, Debra Andrego, Serena Arlotta, Mary Cimaglio, Ivy Gilio, Susan Kalember, Cheyenne McMurtry, Robin Peters, Jacob Rusywick, Lynda Sellers, Devin Slayton, Chelsea Smeland, Kathleen Syms, and Steven Wood, (Teleconference)

GUESTS Attorney General Representative: Pamela (Linnins) Peiser (Teleconference)
Scientific Games Representatives: Topper Wilson, and Julio Dieppa (Teleconference)
Pollard Banknote Limited Representatives: Wes Brown and Brad Thompson(Teleconference)
Owens Harkey Representatives: Noelle Hobaica and Angie Vollmers (Teleconference)

PUBLIC Steve Oats (In Person), Jessica Guffey, and Ariana Moreno, (Teleconference)

Call to Order

1. **Call for Quorum:** Pursuant to the Public Notice dated October 13, 2021, 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, with Chair Weintraub, Commissioner Roth, Commissioner Crump and Commissioner Katsel appearing via teleconference.

2. **Notice:** Notice was posted by Luanne Mansanares on October 13, 2021, at 5:30 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 September 17, 2021, Public Meeting. Commissioner Katsel verbally moved; Commissioner Crump 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. The vote was unanimous and the motion carried.

Agency Reports

1. **Retailer of the Quarter Presentation:** Ms. Dayna Monazym presented information on retailer of the quarter. She also introduced the owner, Steve Oats of Corner Express located at 3202 E. McDowell Road Phoenix, AZ.

Chair Weintraub and Director Edgar both congratulated Mr. Steve Oates.

2. **Director's Presentation:** Director Edgar gave a brief administrative update regarding the Keno RFI, proposed amendments to the Arizona Lottery's Retailer Rules, and the quarterly dashboard. The presentation is attached for the official minutes.
3. **Financial Report:** Mr. Russ Harben presented financial information for FY21, overall sales with the new projections and financial status. The presentation is attached for the official minutes.
4. **Products & Marketing Update Presentation:** Mr. Chris Rogers presented information on the Summer Progressive Jackpot ROI and New Year's Rockin' Eve Promotion. The presentation is attached for the official minutes.

Chair Weintraub inquired if the online and sport betting is having an impact on the Arizona Lottery's sales.

Mr. Chris Rogers informed the Commission that the Arizona Lottery is monitoring the high tier Scratcher® sales, and there has been a slight decline in FastPlay® sales due to football season and online betting. From a marketing standpoint, the biggest challenge is inventory and maintaining our presence in the marketplace. The Arizona Lottery does not have the spending power that the all the sportsbooks, online gaming have. In addition to the online gaming, you add the expansions of the casinos that have taken place due to the new gaming compact. That adds another layer of negative impact. Moving forward the Arizona Lottery will be more strategic when it comes to a marketing perspective with a focus on retailers and quality and not quantity. The presentation is attached for the official minutes.

5. **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: *Cash King #1357*, *Triple Bonus Crossword #1358* and *500X #1360*. 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 instant scratch game profiles: #1357, #1358 and #1360. 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 and the motion carried.

2. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new instant tab game profiles: *Big Money Bags* #161, *Patriot Poker* #162, *Hey Batter Batter* #1065 and *Touchdown Drive* #1066. 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 instant tab game profiles: #161, #162, #1065, and #1066. Commissioner Katsel verbally moved, Commissioner Roth verbally seconded. Chair Weintraub verbally voted aye, Commissioner Katsel verbally voted aye, Commissioner Roth verbally voted aye, and Commissioner Crump verbally voted aye. The vote was unanimous 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. There were no responses from the public.

Announcements

The next Commission meeting will be held October 22, 2021, at 10:00 a.m.

Adjournment

Chair Weintraub entertained a motion to adjourn. Commissioner Crump verbally moved, Commissioner Katsel verbally seconded. Chair Weintraub verbally voted aye, Commissioner Katsel verbally voted aye, Commissioner Roth verbally voted aye, and Commissioner Crump verbally voted aye. The vote was unanimous 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.

Notice

Any amendments or additions to the agenda will be made available at least 24 hours prior to the meeting.