



May 20, 2022
COMMISSION
REPORT

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NOTICE OF PUBLIC MEETING AND EXECUTIVE SESSION OF THE ARIZONA STATE LOTTERY COMMISSION

Pursuant to Arizona Revised Statute (A.R.S.) § 38-431.02, notice is hereby given to the members of the Arizona State Lottery Commission and to the general public that the Arizona State Lottery Commission will hold a meeting open to the public on **May 20, 2022, at 10:00 a.m.**, in the **Arizona Lottery Board Room, located at 4740 East University Drive, Phoenix, Arizona.** The public is welcomed to join the meeting in person, 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/tei-spwe-stm

OR

Join the meeting US Toll Free by phone at 601-844-2921 when prompted enter Access Code 765 034 022 **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 April 22, 2022, Public Meeting

Agency Reports

1. Director's Presentation
2. Financial Report – Presentation
3. Marketing Update- Presentation
4. New Game Introduction – No Presentation

New Business

1. Discussion and possible action on new instant scratch game profiles: *Arizona Adventure* #1383, *Hit It Big* #1385, *Cash Craze* #1386, *5X* #1387, *20X* #1389, and *50X* #1390.
2. Discussion and Possible action on new promotion profile: *HIT the Jackpot Player Club Promotion Profile* #116.

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 June 17, 2022, 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 12th day of May 2022

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.

The Commission reserves the right to change the order of items on the agenda.

PUBLIC MEETING OF THE ARIZONA LOTTERY

Commission Minutes of April 22, 2022, Meeting

- PRESIDING** Chair Jeff Weintraub (Teleconference)
- COMMISSIONERS** Debra Roth, Julie Katsel, Trent Crump, and Alec Thomson Due (Teleconference)
- LOTTERY** Executive Director Gregory Edgar; Russ Harben, Deputy Director of Operations; Greg Chmielewski, Deputy Director for Performance and Strategic Initiatives; Chris Rogers, Deputy Director of Products and Marketing; Sherri Zendri, Deputy Director of Legal Services; Raynie Hosto, Deputy Director of Customer Service and Sales (Teleconference)
- Shelby Alessi, Debra Andregio Shelby Figuerroa, Ivy Gilio, John Gilliland, Stacey Henderson, Karla Henriksen, Holly Hichens, Michael Jennings, Susan Kalember, Luanne Mansanares, Robin Peters, Allyson Saltford, Devin Slayton, Caroline Soto, Kathleen Syms, and Steven Wood. (Teleconference)
- GUESTS** Attorney General Representative: Pamela (Linnins) Peiser (Teleconference)
Scientific Games Representatives: Topper Wilson, Julio Dieppa, and Gabriel Reed (Teleconference)
Pollard Banknote Limited Representatives: Wes Brown, John Papile, and Travis Priest (Teleconference)
Owens Harkey Representatives: Jessica Guffey, Noelle Hobaica, Anna Garza, Olivia Zurawin, and Angie Vollmers (Teleconference)
- PUBLIC** Hamid Kazi

Call to Order

1. **Call for Quorum:** Pursuant to the Public Notice dated March 9, 2022, 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 Crump, and Commissioner Thomson appearing via teleconference.

Director Edgar introduced newly appointed Commissioner Alec Thomson who is the marketing representative on the Arizona Lottery Commission Board.
Commissioner Thomson addressed the Commission giving a brief description of his work history.
2. **Notice:** Notice was posted by Luanne Mansanares on April 13, 2022, at 4:30 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 March 22, 2022, Public Meeting. Commissioner Roth verbally moved; Chair Weintraub verbally seconded. The vote was unanimous with Chair Weintraub verbally voting aye, Commissioner Roth verbally voting aye, and Commissioner Crump verbally voting aye. Commissioner Thomson abstained from the vote. The vote was unanimous and the motion carried.

Agency Reports

1. **Retailer of the Quarter Presentation:** Ms. Caroline Soto presented information highlighting Quick Food Mart located in Avondale, Arizona. Ms. Soto introduced storeowner Hamid Kazi.

Mr. Hamid Kazi attempted to address the Commission. Due to technical difficulties, the connection was lost. The presentation is attached for the official minutes.

10:08 am Ms. Luanne Mansanares informed the Commission that Commissioner Katsel joined the meeting and was having technical difficulties.

2. **Director's Presentation:** Director Edgar presented information on the state enterprise support. Informing the Commission the Arizona Lottery supported an Arizona State hiring event for veterans to fill state positions. Director Edgar also presented the beneficiary focus of the month, Central Arizona Shelter Services, CASS. The presentation is attached for the official minutes.
3. **Financial Report:** Mr. Russ Harben presented the financial information with overall sales, new projections, and financial status with a comparison of last year's sales. The presentation is attached for the official minutes.
4. **Marketing Update Presentation** – Mr. Chris Rogers presented information on the holiday ROI and brand tracker Wave II results.

Chair Weintraub inquired about monetary figures on a particular slide of the presentation. Mr. Rogers informed the Commission he would provide more information to the Commission to help clarify the figures. The presentation is attached for the official minutes.

5. **3rd Quarter Product & Sales Review – No Presentation**
6. **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: *Sleigh Bell Bucks* #1377, *100X the Cash* #1380, *Cash* #1381, and *Bullseye Bingo* #1384. 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: #1377, #1380, #1381, and #1384. Commissioner Katsel verbally moved,

10:45am Commissioner Crump left the meeting.

Commissioner Roth verbally seconded. The vote was unanimous with Chair Weintraub verbally voting aye, Commissioner Roth verbally voting aye, Commissioner Katsel and Commissioner Thomson verbally voting aye. The motion carried.

2. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new instant tab game profiles: *American Soldier* #167, *Back in the Day* #168, *Push Your Luck* #169, *Forever Free* #170, *Super Fruits* #171, *American Aces* #172, *Jackpot Casino* #1071, and *Classy Cash* #1072. 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 pull tab game profiles: #167, #168, #169, #170, #171, #172, #1071, and #1072. Commissioner Thomson verbally moved, Commissioner Katsel verbally seconded. The vote was unanimous with Chair Weintraub verbally voting aye, Commissioner Roth verbally voting aye, Commissioner Katsel and Commissioner Thomson verbally voting aye. The motion carried.

3. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new Fast Play® game profiles: *Fat Wallet* #143, and *Diamond Mine* #144. There were no responses from the public.

In accordance with A.R.S. §5-554(C), Chair Weintraub entertained a motion to approve the order and authorize the Director to issue the order regarding new Fast Play® game profiles: #143 and #144. Commissioner Roth verbally moved, Commissioner Thomson verbally seconded. The vote was unanimous with Chair Weintraub verbally voting aye, Commissioner Roth verbally voting aye, Commissioner Katsel and Commissioner Thomson verbally voting aye. The motion carried.

4. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new promotion profile: 2022 “*Powerball First Millionaire of the Year®*” Promotion #115. 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 promotion profile: #115. Commissioner Katsel verbally moved, Commissioner Roth verbally seconded. The vote was unanimous with Chair Weintraub verbally voting aye, Commissioner Roth verbally voting aye, Commissioner Katsel and Commissioner Thomson verbally voting aye. 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 in person on May 20, 2022, at 10:00 a.m.

Adjournment

Chair Weintraub entertained a motion to adjourn. 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 and Commissioner Thomson verbally voting aye. The motion carried.

Materials

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Notice

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Agency Reports
Report to Arizona Lottery Commission
May 20, 2022

Director's Presentation

Financial Report – Presentation

Marketing Update– Presentation

New Game Introduction – No Presentation

New Game Introductions. The following games were introduced since the last commission meeting: *Bingo Twist* #1362, *Big Money* #1363, and *\$100 or \$200* #1364.

More information on these games are available by visiting the Scratchers section at ArizonaLottery.com

No games have ended since the last commission meeting.

ATTACHMENT A

Dashboard Report May 2022

SERVING ARIZONA FOR 40 YEARS



1.88%

vs. Proj (FYTD)

Total Sales (FYTD)

\$1,140,860,813

-5.34%

vs. PYTD

2.28%

vs. Proj (FYTD)

Draw Sales

\$265,867,162^{23.3%}
%Total Sales

-0.95%

vs. PYTD

Draw Sales : From

7/1/2016 - To

5/1/2022

Fast Play Sales :

From

2/11/2018 - To

5/1/2022

1.76%

vs. Proj (FYTD)

Instant Sales

\$874,993,651^{76.7%}
%Total Sales

-6.59%

vs. PYTD

8.63%

vs. Proj (FYTD)

Multi-State

\$152,070,213^{57.2%}
%Draw Sales

-6.61%

vs. PYTD

In-State

\$73,461,082^{27.6%}
%Draw Sales

5.70%

vs. PYTD

Pulltab Sales : From

7/1/2016 - To

4/29/2022

Scratcher Sales : From 7/1/2016

- To 5/1/2022

1.69%

vs. Proj (FYTD)

Scratchers Sales

\$863,338,291^{88.7%}
%Instant Sales

-6.87%

vs. PYTD

-3.77%

vs. Proj (FYTD)

Quick Draw

\$1,355,199^{0.5%}
%Draw Sales

-

vs. PYTD

-3.65%

vs. Proj (FYTD)

Charitable Pulltab Sales

\$7,192,020^{0.8%}
%Instant Sales

9.14%

vs. PYTD

-8.7...

vs. Proj (FYTD)

Quick Draw

\$1,355,199^{0.5%}
%Draw Sales

-

vs. PYTD

1.59%

vs. Proj (FYTD)

Age Rest. Pulltab Sales

\$3,480,540^{0.4%}
%Instant Sales

55.54%

vs. PYTD

-7.47%

vs. Proj (FYTD)

Fast Play

\$38,980,668^{14.7%}
%Draw Sales

8.02%

vs. PYTD

-

vs. Proj (FYTD)

Other Pulltab Sales

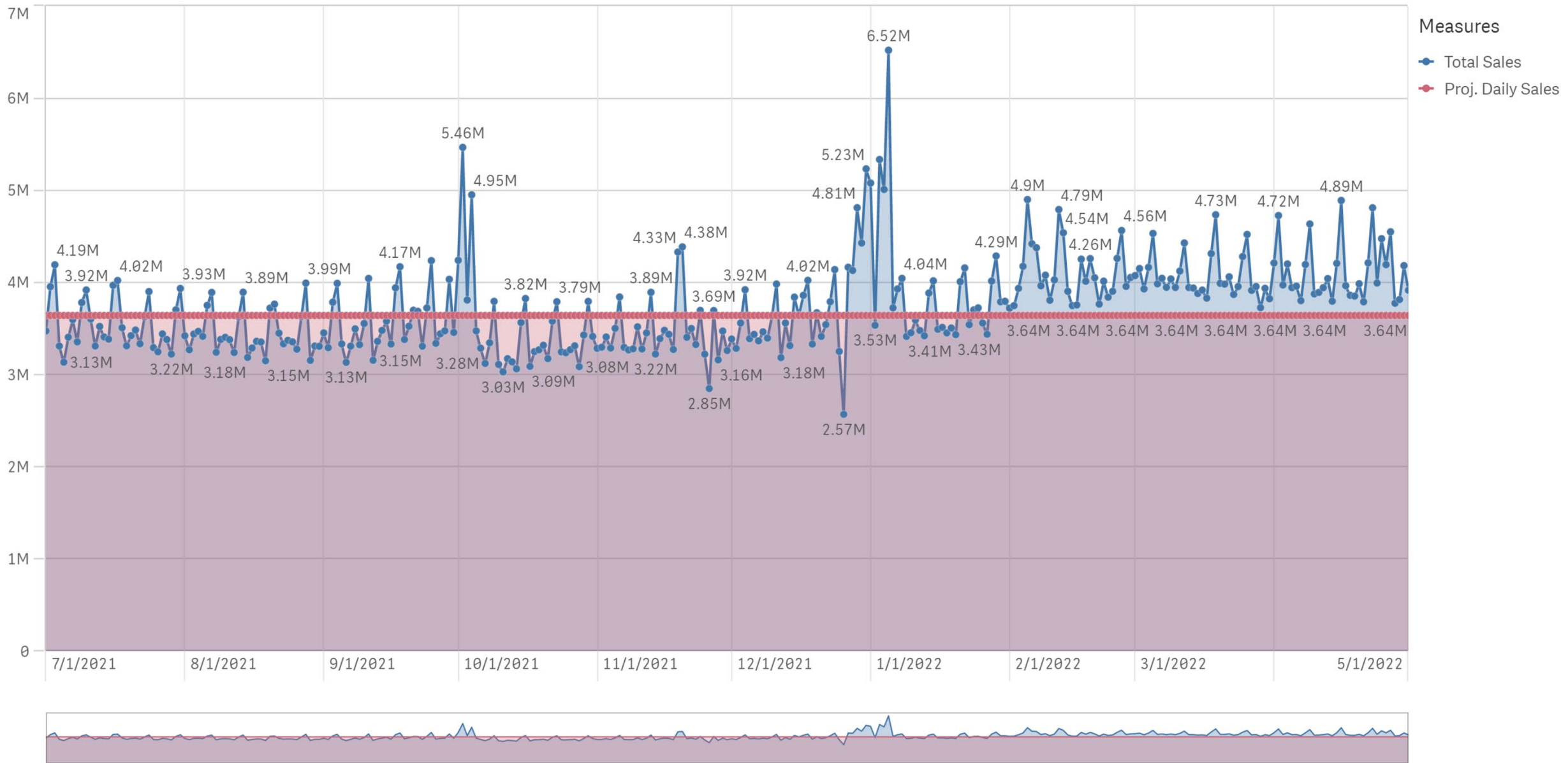
\$991,440^{0.1%}
%Instant Sales

10.60%

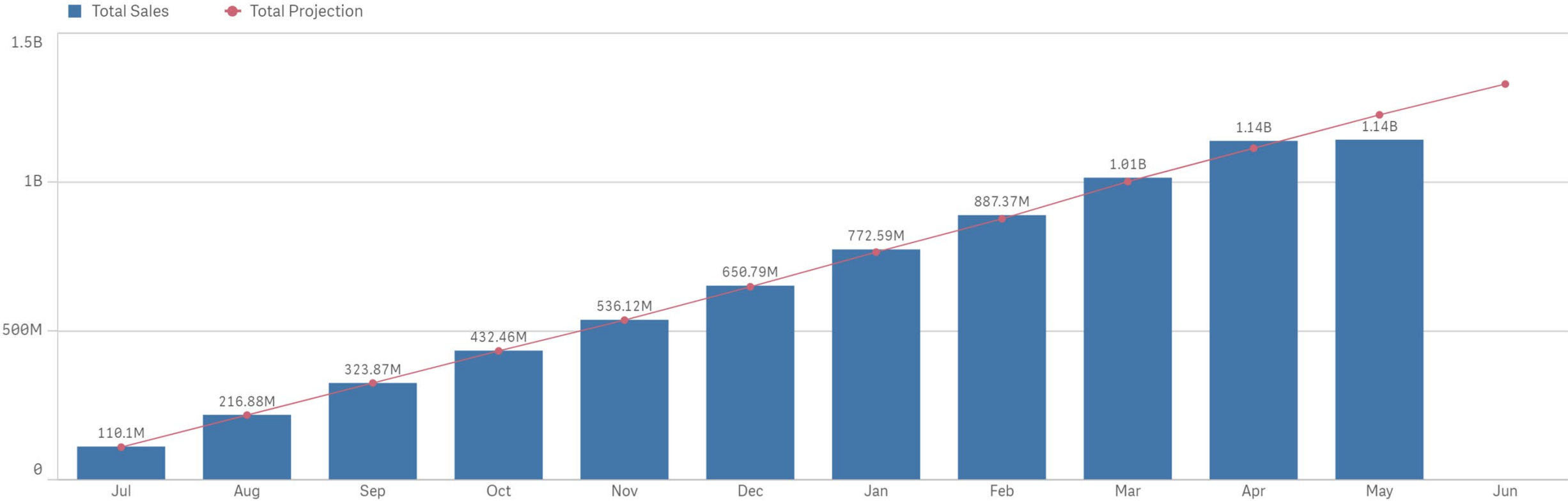
vs. PYTD



Daily Sales vs Goal



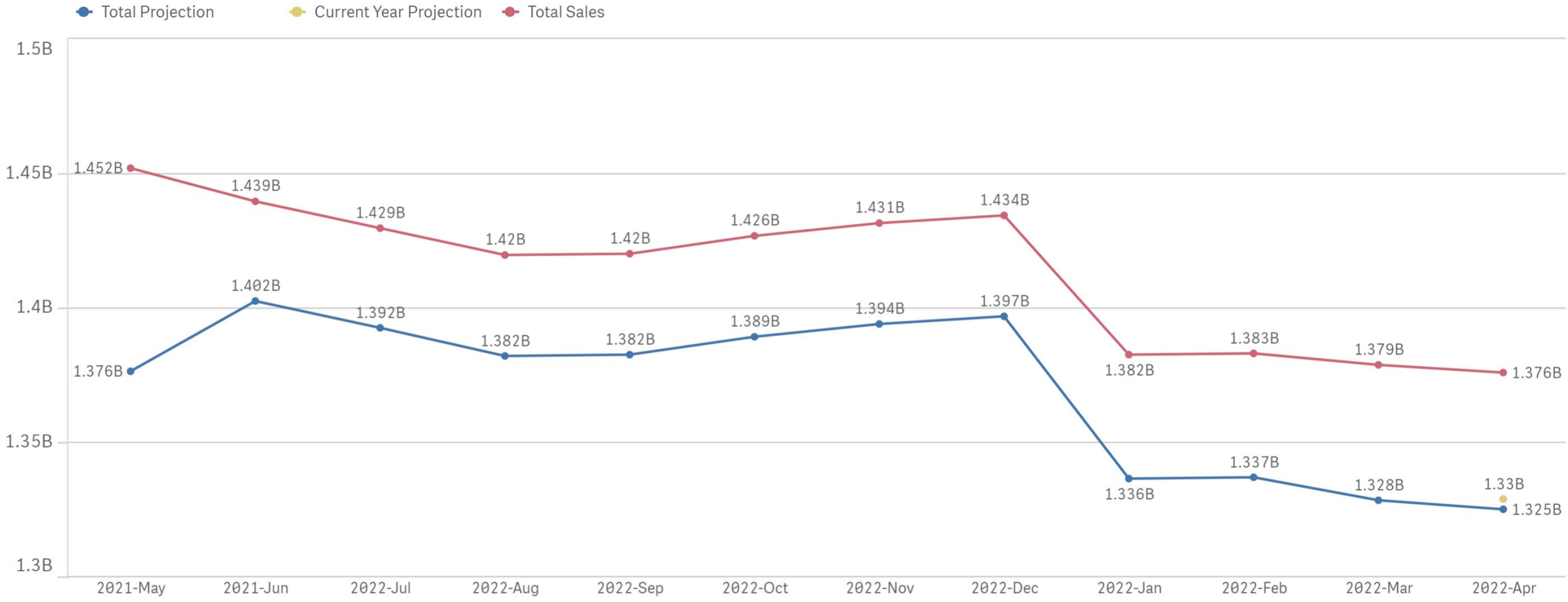
FY 2022 Total Sales vs. Projection



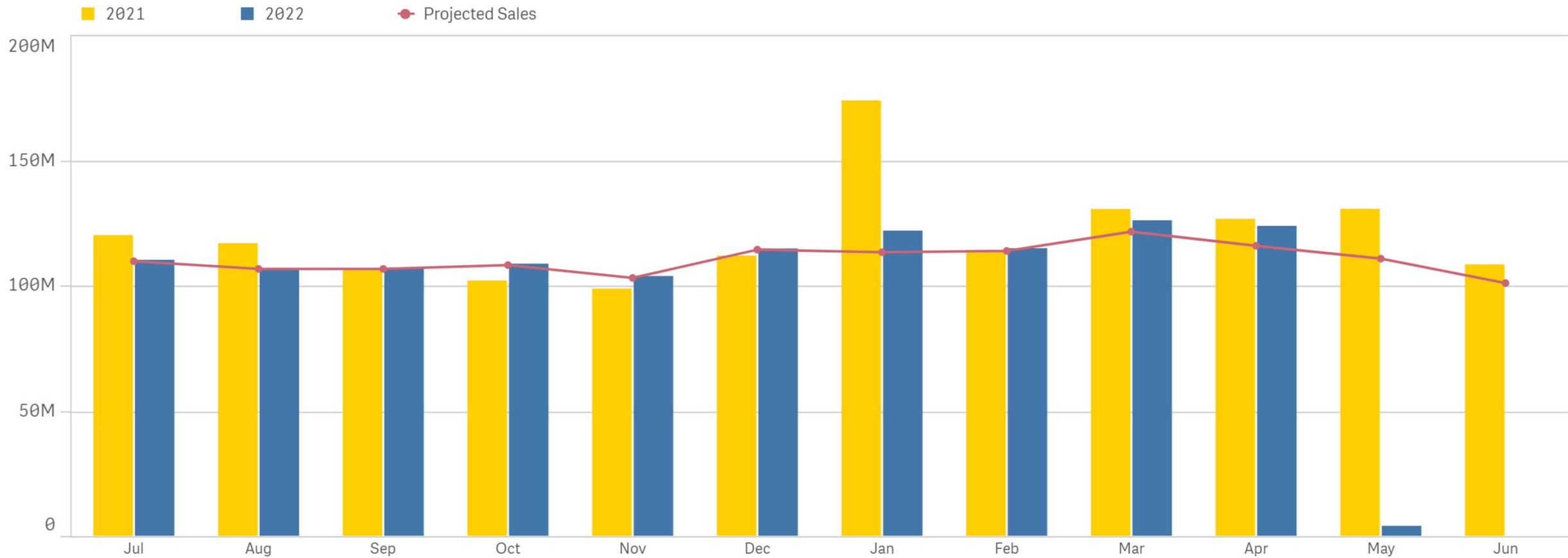


Rolling 12 Month Total Sales

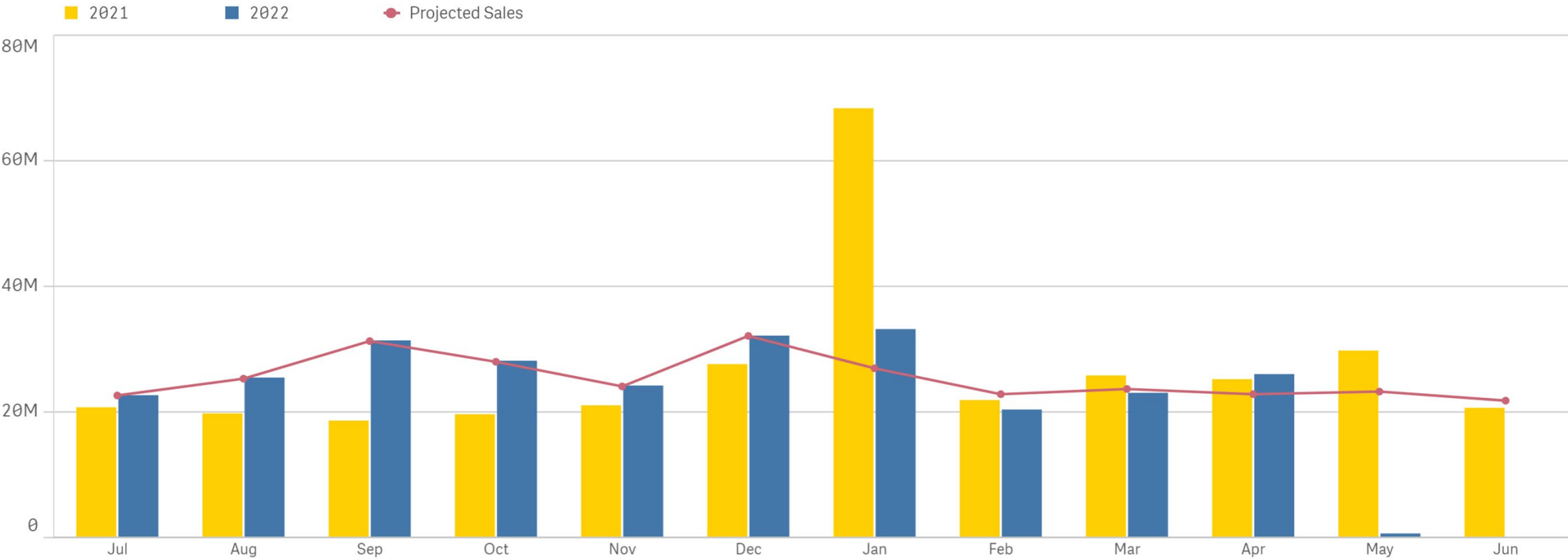
Rolling 12 Month Sales



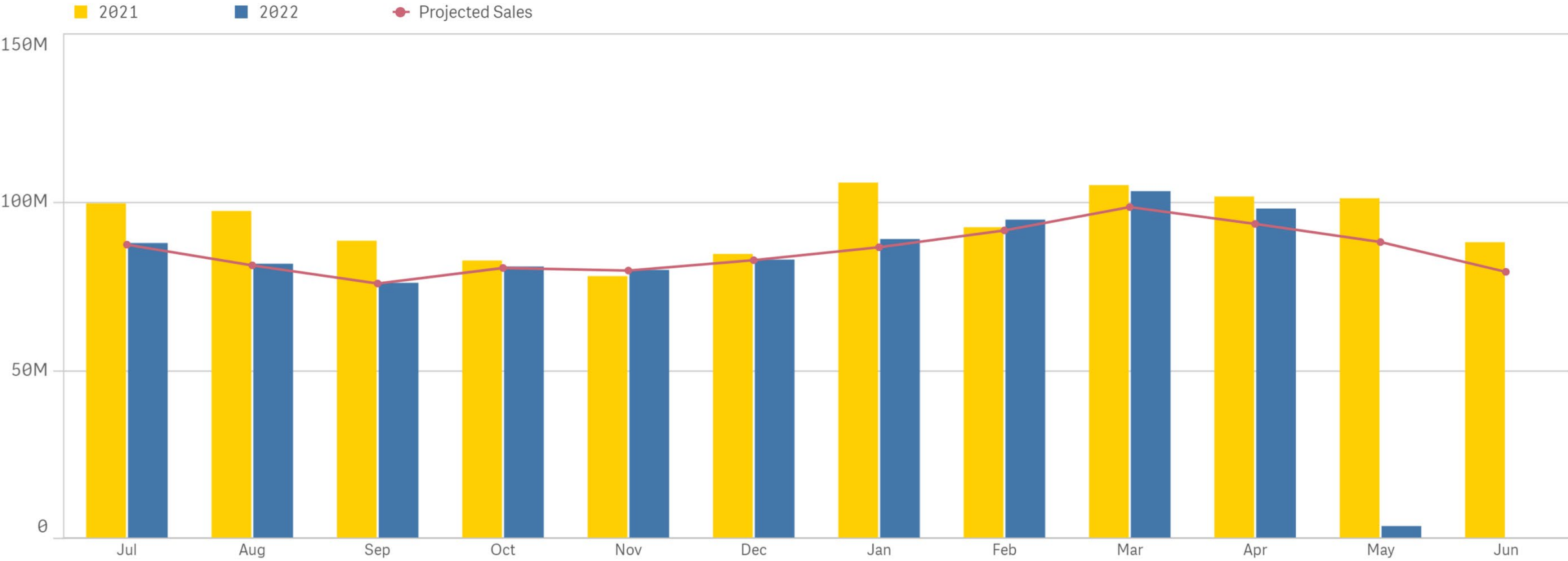
Total Sales FY 2021 vs. 2022 vs. Projection



Draw Sales FY 2021 vs. 2022 vs. Projection



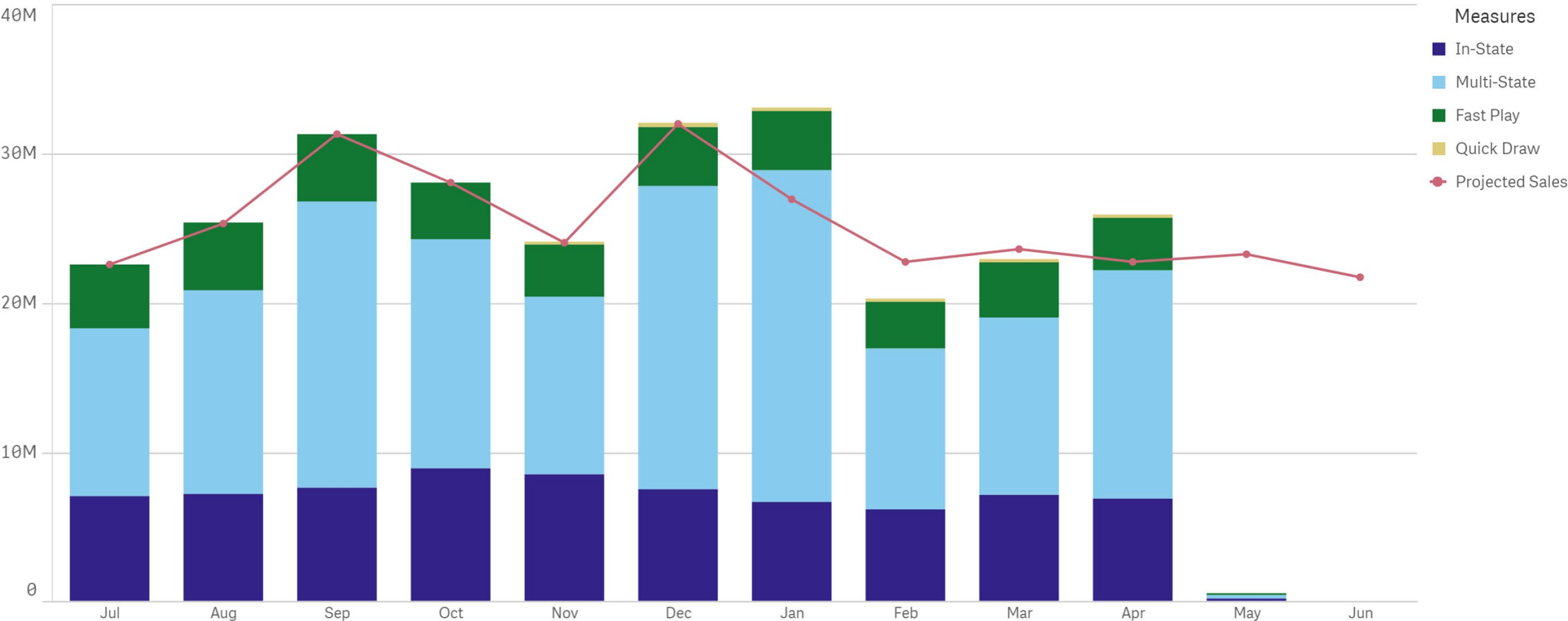
Instant Sales FY 2021 vs. 2022 vs. Projection



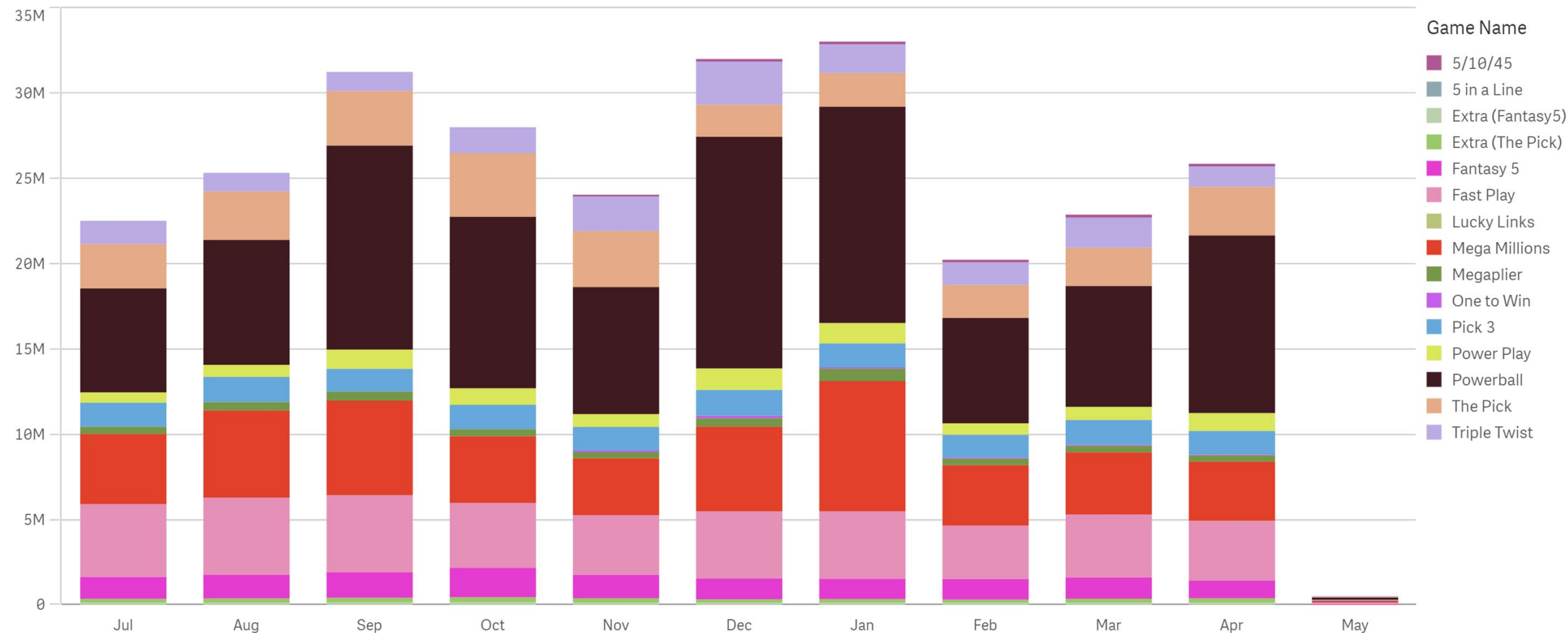


Draw Sales by Month

FY 2022 Draw Sales by month



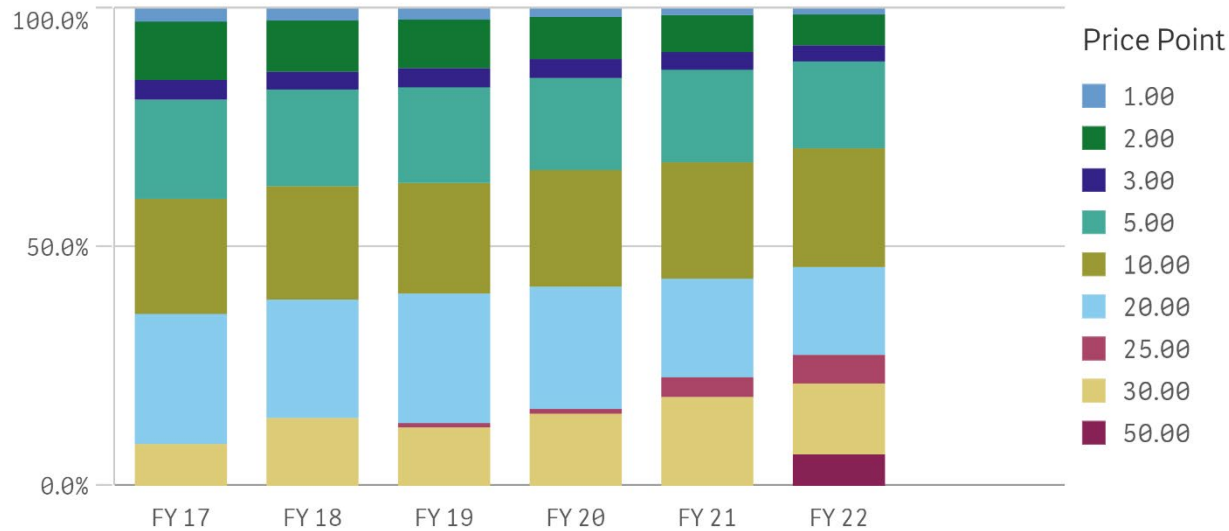
FY 2022 Draw Sales by Game



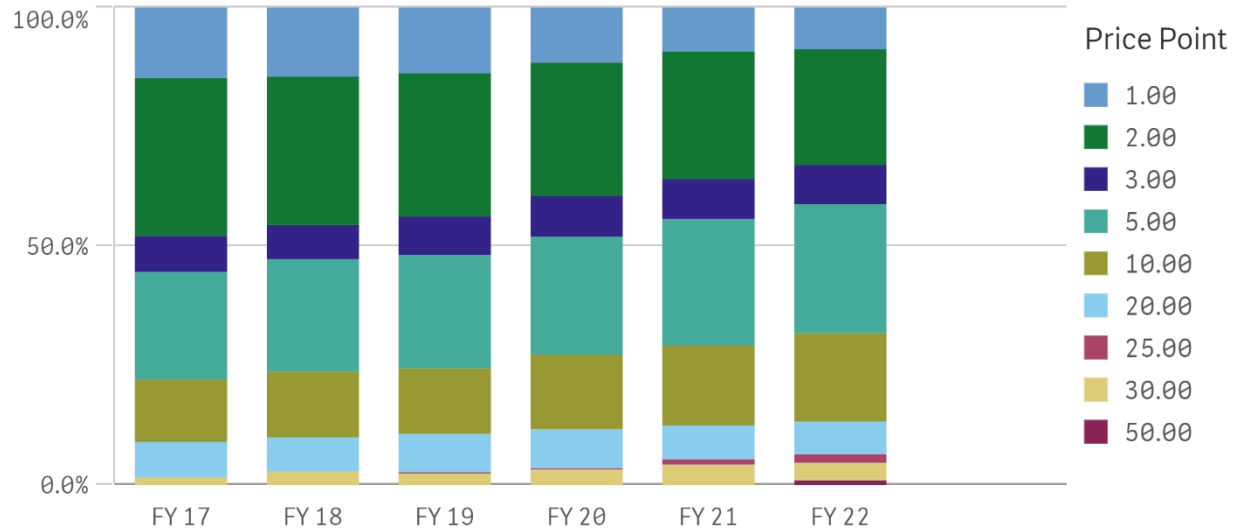


Scratcher Sales by Price Point

Based on Dollars Sold



Based on Tickets Sold

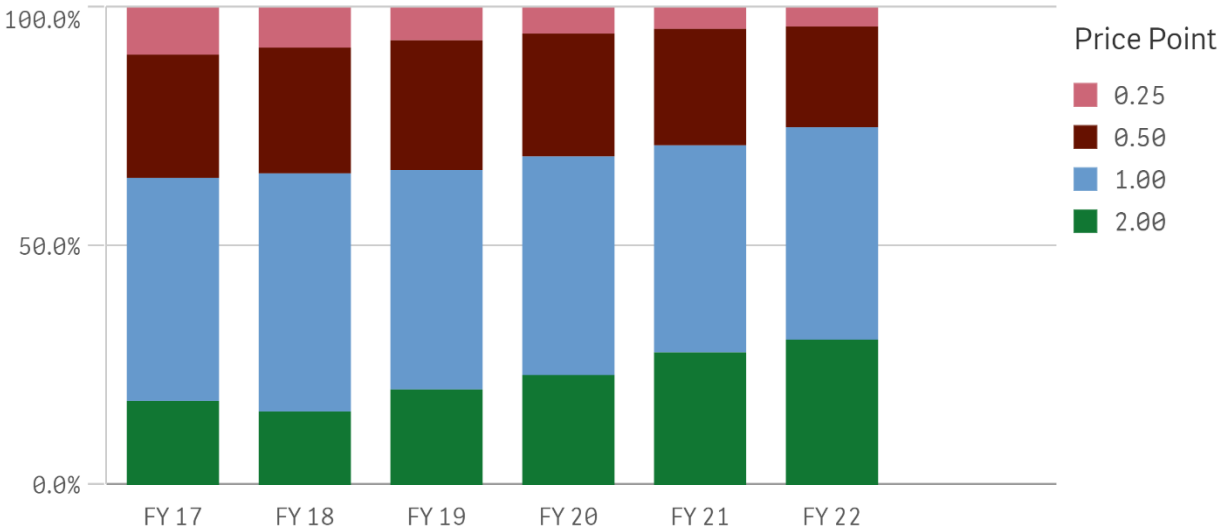


Price Point	FY 18	FY 19	FY 20	FY 21	FY 22	Price Point	FY 18	FY 19	FY 20	FY 21	FY 22
1.00	\$17,675,313	\$17,327,856	\$15,243,692	\$14,836,696	\$10,143,965	1.00	17,675,313	17,327,856	15,243,692	14,836,696	10,143,965
2.00	\$76,286,420	\$76,045,580	\$74,204,632	\$86,605,472	\$56,254,174	2.00	38,143,210	38,022,790	37,102,316	43,302,736	28,127,087
3.00	\$26,204,778	\$30,416,967	\$33,795,897	\$40,770,039	\$28,754,817	3.00	8,734,926	10,138,989	11,265,299	13,590,013	9,584,939
5.00	\$144,423,905	\$150,294,810	\$163,624,105	\$214,810,495	\$157,435,170	5.00	28,884,781	30,058,962	32,724,821	42,962,099	31,487,034
10.00	\$168,662,410	\$173,763,390	\$207,204,520	\$271,076,850	\$214,845,250	10.00	16,866,241	17,376,339	20,720,452	27,107,685	21,484,525
20.00	\$176,364,760	\$204,007,420	\$217,273,740	\$228,944,840	\$158,774,700	20.00	8,818,238	10,200,371	10,863,687	11,447,242	7,938,735
25.00	\$0	\$6,504,400	\$8,628,650	\$45,939,625	\$52,226,725	25.00	0	260,176	345,146	1,837,585	2,089,069
30.00	\$101,269,350	\$91,917,900	\$128,434,380	\$206,849,550	\$127,785,240	30.00	3,375,645	3,063,930	4,281,146	6,894,985	4,259,508
50.00	\$0	\$0	\$0	\$0	\$57,118,250	50.00	0	0	0	0	1,142,365

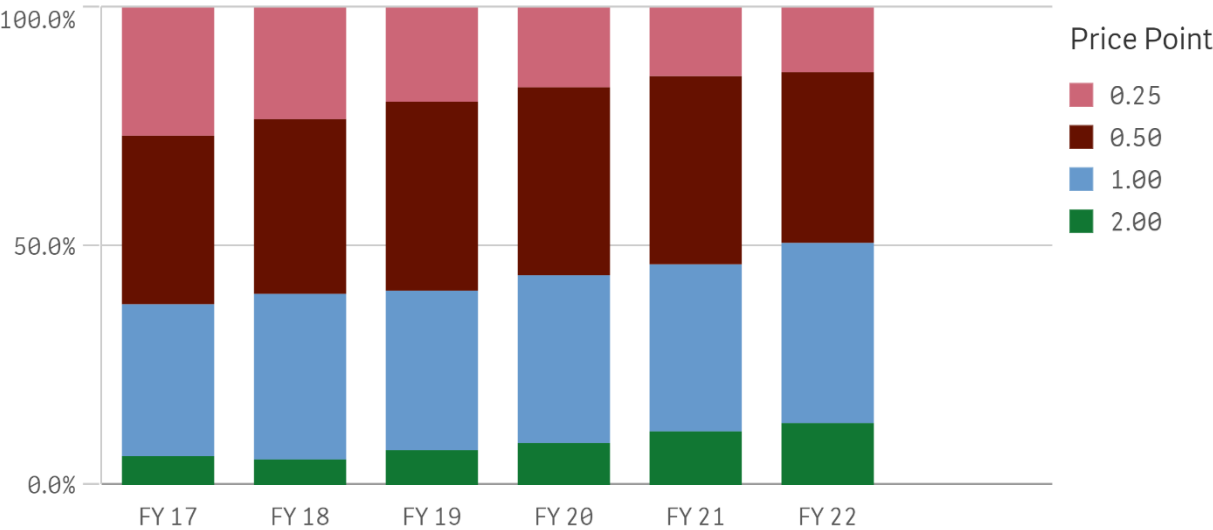


Pull Tab Sales by Price Point

Based on Dollars Sold

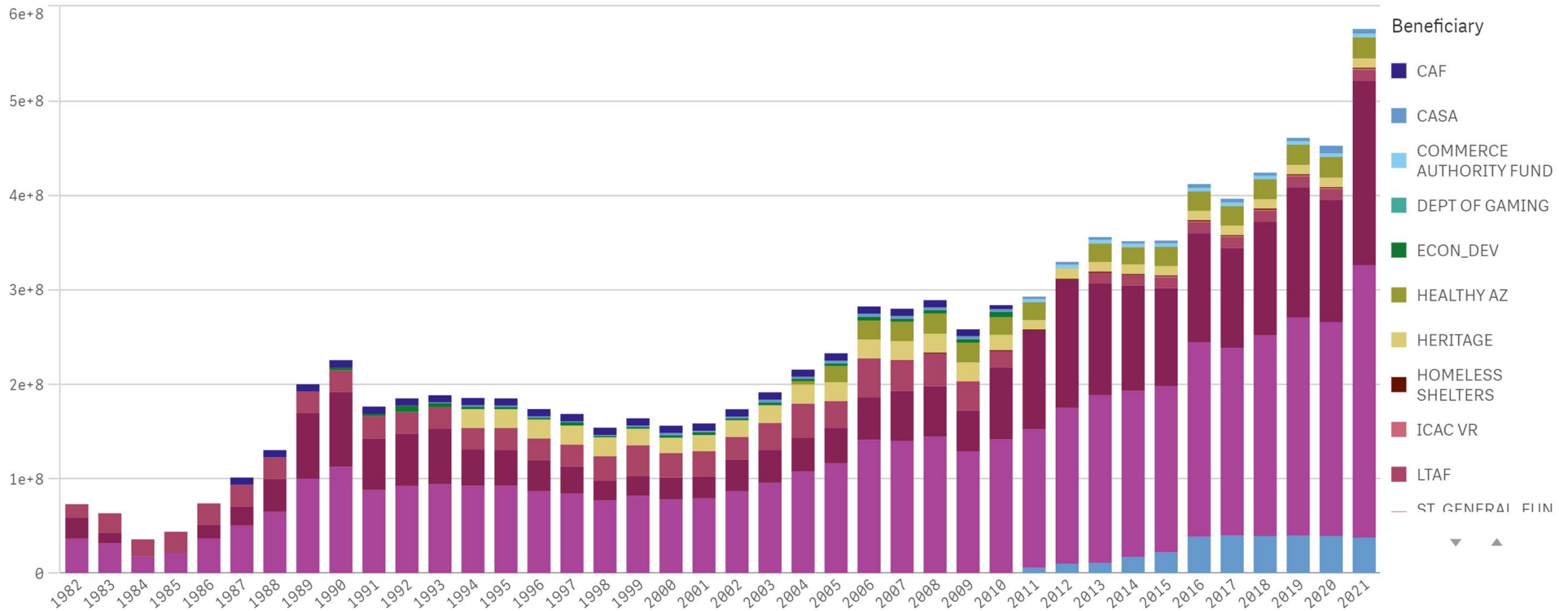


Based on Tickets Sold



Price Point	FY 18	FY 19	FY 20	FY 21	FY 22
0.25	\$732,186	\$673,764	\$438,438	\$532,824	\$463,860
0.50	\$2,291,940	\$2,699,880	\$2,069,850	\$2,926,590	\$2,454,060
1.00	\$4,350,480	\$4,556,220	\$3,691,860	\$5,201,460	\$5,185,920
2.00	\$1,338,600	\$1,983,840	\$1,851,960	\$3,333,960	\$3,551,520

Price Point	FY 18	FY 19	FY 20	FY 21	FY 22
0.25	2,928,744	2,695,056	1,753,752	2,131,296	1,855,440
0.50	4,583,880	5,399,760	4,139,700	5,853,180	4,908,120
1.00	4,350,480	4,556,220	3,691,860	5,201,460	5,185,920
2.00	669,300	991,920	925,980	1,666,980	1,775,760



[illegible]

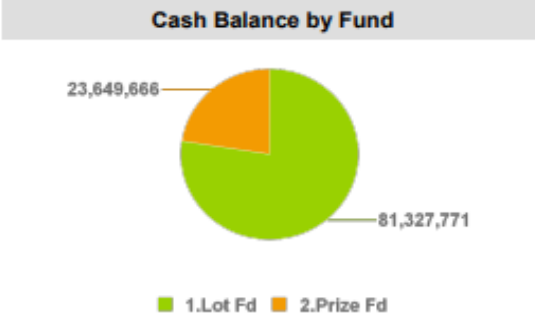
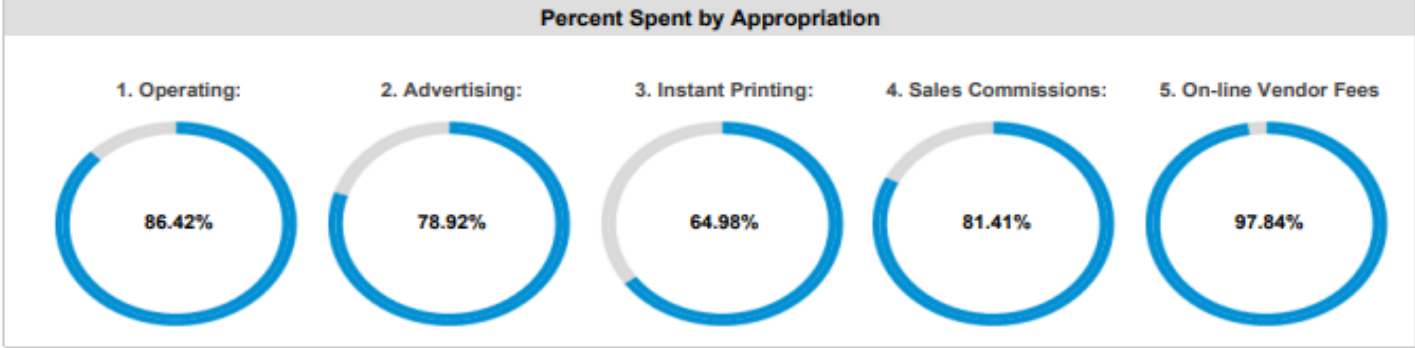
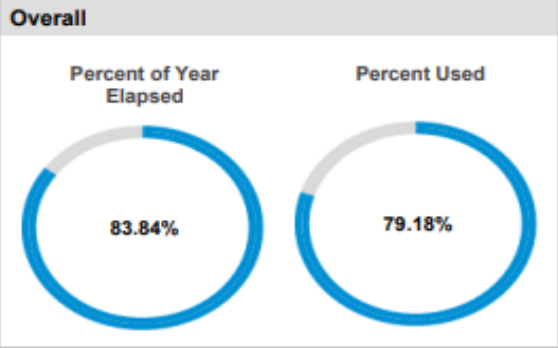


Instant Game Monthly Sales

Month	SCRATCHERS	CHARITABLE PULL-TABS	AGE- RESTRICTED PULL-TABS	TOTAL INSTANT SALES CURRENT FY	TOTAL INSTANT SALES PREVIOUS FY	% of Change
Jul	\$86,488,811	\$647,940	\$318,600	\$87,567,671	\$99,384,233	-11.9%
Aug	\$80,371,017	\$670,650	\$280,800	\$81,430,467	\$97,119,403	-16.2%
Sep	\$74,728,577	\$642,000	\$281,580	\$75,720,197	\$88,263,674	-14.2%
Oct	\$79,563,793	\$618,060	\$263,520	\$80,573,893	\$82,373,823	-2.2%
Nov	\$78,517,803	\$658,260	\$344,520	\$79,592,943	\$77,737,189	2.4%
Dec	\$81,472,494	\$759,480	\$344,520	\$82,643,454	\$84,322,031	-2.0%
Jan	\$87,358,021	\$833,910	\$459,000	\$88,749,211	\$105,529,691	-15.9%
Feb	\$93,333,726	\$744,480	\$353,160	\$94,521,006	\$92,265,908	2.4%
Mar	\$101,505,358	\$861,960	\$495,720	\$102,981,838	\$104,752,484	-1.7%
Apr	\$96,602,391	\$755,280	\$339,120	\$97,816,671	\$101,407,455	-3.5%
May	\$3,396,300	\$0	\$0	\$3,396,300	\$100,871,525	-96.6%
Jun	\$0	\$0	\$0	\$0	\$87,800,985	-100.0%



FY22 Year-to-date Financial Status



Budget by Appropriation Type and Object Class							
Appropriation		Object Class	Budget	Expenditures	Encumbered	Remaining	% Used
<div><div>Sales Goal: \$1.33 Billion</div><div><div></div><div></div></div><div>1,600,000,000</div><div>1,400,000,000</div><div>1,200,000,000</div><div>1,000,000,000</div><div>800,000,000</div><div>600,000,000</div><div>400,000,000</div><div>200,000,000</div><div>0</div><div>Lottery Fund</div></div>	1. Operating:	0000 - Appropriation Budget	9,377,900	-	-	9,377,900	
		6000 - Personal Services	-	3,699,619	-	-3,699,619	
		6100 - Employee Related Expenditures	-	1,519,138	-	-1,519,138	
		6200 - Professional And Outside Services	-	658,779	216,229	-875,008	
		6500 - Travel - In-State	-	24,414	20,041	-44,455	
		6600 - Travel - Out-Of-State	-	10,816	-	-10,816	
		7000 - Other Operating Expenditures	-	980,730	650,355	-1,631,085	
		8100 - Capital Outlay	-	-	-	-	
		8400 - Capital Equipment	-	10,880	220,858	-231,738	
		8500 - Non-Capital Equipment	-	6,232	1,369	-7,601	
		9100 - Transfers Out	-	85,150	-	-85,150	
		Total:	9,377,900	6,995,759	1,108,852	1,273,289	86.42%
	2. Advertising:	0000 - Appropriation Budget	15,500,000	-	-	15,500,000	
		6600 - Travel - Out-Of-State	-	206	-	-206	
		7000 - Other Operating Expenditures	-	10,251,186	1,981,607	-12,232,793	
		Total:	15,500,000	10,251,392	1,981,607	3,267,001	78.92%
	3. Instant Printing:	0000 - Appropriation Budget	34,507,200	-	-	34,507,200	
		7000 - Other Operating Expenditures	-	17,011,383	5,410,880	-22,422,263	
		8400 - Capital Equipment	-	-	-	-	
		Total:	34,507,200	17,011,383	5,410,880	12,084,937	64.98%
	4. Sales Commissions:	0000 - Appropriation Budget	81,969,900	-	-	81,969,900	
		7000 - Other Operating Expenditures	-	66,730,284	-	-66,730,284	
		Total:	81,969,900	66,730,284	-	15,239,616	81.41%
	5. On-line Vendor Fees:	0000 - Appropriation Budget	13,082,311	-	-	13,082,311	
		6200 - Professional And Outside Services	-	11,015,214	1,784,786	-12,800,000	
		Total:	13,082,311	11,015,214	1,784,786	282,311	97.84%
Grand Total:			154,437,311	112,004,033	10,286,125	32,147,153	

Rem. Revenue Budget

YTD Revenue

Beneficiary Transfer Goal: \$256 Million

300,000,000

250,000,000

200,000,000

150,000,000

100,000,000

50,000,000

0

Lottery Fund

Rem. Transfers

Transfers

New Business Item #1
Instant Scratch Game Profiles
Report to Arizona Lottery Commission
May 20, 2022

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 is new instant scratch game profiles: *Arizona Adventure* #1383, *Hit It Big* #1385, *Cash Craze* #1386, *5X* #1387, *20X* #1389, and *50X* #1390.

Arizona Adventure #1383. This \$5 game has a top prize of \$50,000. This game will be printed at a quantity of approximately 1.5 million tickets.

Hit It Big #1385. This \$10 game has a top prize of \$100,000. This game will be printed at a quantity of approximately 2 million tickets.

Cash Craze #1386. This \$2 game has a top prize of \$10,000. This game will be printed at a quantity of approximately 2 million tickets.

5X #1387. This \$1 game has a top prize of \$5,000. This game will be printed at a quantity of approximately 3.8 million tickets.

20X #1389. This \$5 game has a top prize of \$50,000. This game will be printed at a quantity of approximately 3.2 million tickets.

50X #1390. This \$10 game has a top prize of \$100,000. This game will be printed at a quantity of approximately 3 million tickets.

Attachments (Commissioners only)

New Business Item #2
HIT the Jackpot Promotion Profile #116
Report to Arizona Lottery Commission
May 20, 2022

This report has been provided to the Lottery Commission regarding the HIT the Jackpot 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: *HIT the Jackpot*

HIT the Jackpot Promotion Profile #116

Starting July 5, 2022 players will be able to enter winning and non-winning tickets from designated Instant Scratch and Fast Play games for a chance to win cash prizes.

Attachments (Commissioners only)