



August 19, 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 **June 17, 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/te-i-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 June 17, 2022, Public Meeting

Agency Reports

1. Director's Presentation
2. Financial Report – Presentation
3. Products & Marketing – Presentation
4. 4th Quarter Product & Sales Review – No Presentation
5. New Game Introduction – No Presentation

New Business

1. Discussion and possible action on new instant scratch game profiles: *Secret Agent Crossword* #1395 and *\$230 Million Cash Explosion®* #1400.
2. Discussion and possible action on new Fast Play™ game profile: *Cheers to 2023* #148.
3. Discussion and Possible action on new promotion profile: *Holly Jolly Jackpot* #120.

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

There will be an Open Meeting and Public Records overview presentation for all Commissioners at the next Commission meeting.

The next Commission meeting will be held September 19, 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 11th day of August 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 June 17, 2022, Meeting

PRESIDING Chair Jeff Weintraub (Teleconference)

COMMISSIONERS Trent Crump, Alec Thomson, and Todd Newman (Teleconference)

LOTTERY Executive Director Gregory Edgar; (In Person), Russ Harben, Deputy Director of Operations; Chris Rogers, Deputy Director of Products and Marketing; Sherri Zendri, Deputy Director of Legal Services; Raynie Hosto, Deputy Director of Customer Service and Sales, and Todd Terrell; Deputy Director of Security and Investigations (Teleconference)

Luanne Mansanares, Jacob Rusywick, Stacey Henderson, Wyeth Hines (In Person) Alexandra Adukeh, Shelby Alessi, Debra Andrego, Mary Cimaglio, Ivy Gilio, John Gilliland, Karla Henriksen, Holly Hichens, Christopher Holley-Woodward, Michael Jennings, Incheol Jeong, Susan Kalember, Joe Leitheim, Cheyenne McMurtry, Robin Peters, Allyson Saltford, Lynda Sellers, Tom Seow, Devin Slayton, Orion Steen, Grace Wang, and Steven Wood (Teleconference)

GUESTS Attorney General Representative: Pam Peiser (Teleconference)
Scientific Games Representatives: Topper Wilson, and Gabriel Reed (Teleconference)
Pollard Banknote Limited Representatives: Wes Brown, John Papile, Brad Thomson, and Travis Priest (Teleconference)
Owens Harkey Representatives: Anna Garza, Ariana Morena, and Olivia Zurawin (Teleconference)

PUBLIC

Call to Order

1. **Call for Quorum:** Pursuant to the Public Notice dated May 12, 2022, the Public Meeting of the Arizona State Lottery Commission was called to order at 10:02 a.m. by Chair Jeff Weintraub.

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

2. **Notice:** Notice was posted by Luanne Mansanares on June 9, 2022, 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 May 20, 2022, Public Meeting. Commissioner Thomson verbally moved; Commissioner Crump verbally seconded. The vote was unanimous with Chair Weintraub verbally voting aye, Commissioner Crump verbally voting aye, Commissioner Thomson verbally voting aye, and Commissioner Newman abstained from the vote. The vote was unanimous and the motion carried.

Agency Reports

1. **State Service Recognition Awards** – Six Arizona Lottery employees were recognized for their years of service. The presentation is attached for the official minutes.
2. **Director's Presentation:** Director Edgar gave a brief legislative update. The presentation is attached for the official minutes.
3. **Financial Report Presentation:** 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** – Chris Rogers, Karla Henriksen and Mary Cimaglio provided a marketing and products update. 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: *10X* #1388, *Triple Bonus Crossword* #1391, *One Word Crossword* #1392, and *Bonus Money* #1393. 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: #1388, #1391, #1392, and #1393. Commissioner Crump verbally moved; Commissioner Thomson verbally seconded. The vote was unanimous with Commissioner Newman verbally voting aye, Commissioner Thomson verbally voting aye. Commissioner Crump verbally voting aye, and Chair Weintraub 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: *Pull'n Tabs* #1073, *Cash Mine* #1074, *Holiday Cheer* #1075, *Wheel & Deal* #1076, *Hoopla* #1077, *Tickle Me Green* #1078, and *Fast 5's* #1079. 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 tab game profiles: #1073 #1074, #1075, #1076, #1077, #1078, and #1079. Commissioner Thomson verbally moved; Commissioner Newman verbally seconded. The vote was unanimous with Commissioner Newman verbally voting aye, Commissioner Thomson verbally voting aye. Commissioner Crump verbally voting aye, and Chair Weintraub 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: *Lucky 13* #145, *To Me, From Santa* #146, and *Holiday Cash Drop* #147. 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: #145, #146, and #147. Commissioner Crump verbally moved; and Commissioner Thomson verbally seconded. The vote was unanimous with Commissioner Crump verbally voting aye, Commissioner Newman verbally voting aye, Commissioner Thomson verbally voting aye, and Chair Weintraub verbally voting aye. The motion carried.

4. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new Scratch & Scan game profiles: *\$50 or \$100 #7001/7101, Crossword #7002/7102, \$500 Loaded #7003/7103, and Instant Jackpot / Triple Red 777 #7004/7104*. 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 Scratch & Scan game profiles: #7001/7101, #7002/7102, #7003/7103, and #7004/7104. Commissioner Thomson verbally moved; and Commissioner Crump verbally seconded. The vote was unanimous with Commissioner Crump verbally voting aye, Commissioner Newman verbally voting aye, Commissioner Thomson verbally voting aye, and Chair Weintraub verbally voting aye. The motion carried.

5. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new promotion profile: *Lucky Lounge™ Sweepstakes Drawings Promotion Profile #118*. 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: #118. Commissioner Newman verbally moved; and Commissioner Thomson verbally seconded. The vote was unanimous with Commissioner Crump verbally voting aye, Commissioner Newman verbally voting aye, Commissioner Thomson verbally voting aye, and Chair Weintraub verbally voting aye. The motion carried.

6. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new promotion profile: *Arizona Adventure Promotion Profile #119*. 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: #119. Commissioner Crump verbally moved; and Commissioner Newman verbally seconded. The vote was unanimous with Commissioner Crump verbally voting aye, Commissioner Newman verbally voting aye, Commissioner Thomson verbally voting aye, and Chair Weintraub 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 August 19, 2022, at 10:00 a.m.

Adjournment

Chair Weintraub entertained a motion to adjourn. Commissioner Thomson verbally moved, Commissioner Crump verbally seconded. The vote was unanimous with Commissioner Crump verbally voting aye, Commissioner Thomson, Commissioner Newman verbally voting aye, and Chair Weintraub verbally voting aye, The motion carried.

Materials

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Notice

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Agency Reports
Report to Arizona Lottery Commission
August 19, 2022

Director's Presentation

Financial Report – Presentation

Products & Marketing – Presentation

4th Quarter Product & Sales Review– No Presentation

New Game Introduction – No Presentation

New Game Introductions. The following games were introduced since the last commission meeting: *Hit \$50* #1365, *Hit \$100* #1366, *Hit \$500* #1367, *Hit \$1,000* #1368, *Crossword Mania* #1372, *Crisscross Cash* #1379, and *Arizona Adventure* #1383.

More information on these games are 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 8/8/22
6/21/22	\$5	1330	Electric 7s	2,929,080	88%

ATTACHMENT A

Dashboard Report August 2022

SERVING ARIZONA FOR 41 YEARS



3.00%

vs. Proj (FYTD)

Total Sales (FYTD)
\$1,368,370,935

-4.93%

vs. PYTD

2.32%

vs. Proj (FYTD)

Draw Sales

\$311,152,327^{22.7%}
%Total Sales

-2.01%

vs. PYTD

Draw Sales : From
7/1/2016 - To
7/3/2022
Fast Play Sales :
From
2/11/2018 - To
7/3/2022

3.20%

vs. Proj (FYTD)

Instant Sales

\$1,057,218,608^{77.3%}
%Total Sales

-5.76%

vs. PYTD

9.97%

vs. Proj (FYTD)

Multi-State

\$177,745,368^{57.1%}
%Draw Sales

-5.97%

vs. PYTD

In-State

\$85,633,096^{27.5%}
%Draw Sales

2.70%

vs. PYTD

Pulltab Sales : From
7/1/2016 - To
7/1/2022
Scratcher
Sales : From 7/1/2016
- To 7/3/2022

3.13%

vs. Proj (FYTD)

Scratchers Sales

\$1,043,163,134^{68.7%}
%Instant Sales

-6.01%

vs. PYTD

-5.13%

vs. Proj (FYTD)

Quick Draw

\$1,750,650^{0.6%}
%Draw Sales

-

vs. PYTD

-3.95%

vs. Proj (FYTD)

Charitable Pulltab Sales

\$8,555,334^{0.8%}
%Instant Sales

7.09%

vs. PYTD

-19....

4.19%

vs. Proj (FYTD)

Age Rest. Pulltab Sales

\$4,227,900^{0.4%}
%Instant Sales

47.28%

vs. PYTD

-8.00%

Fast Play

\$46,023,213^{11.8%}
%Draw Sales

1.97%

vs. PYTD

-

vs. Proj (FYTD)

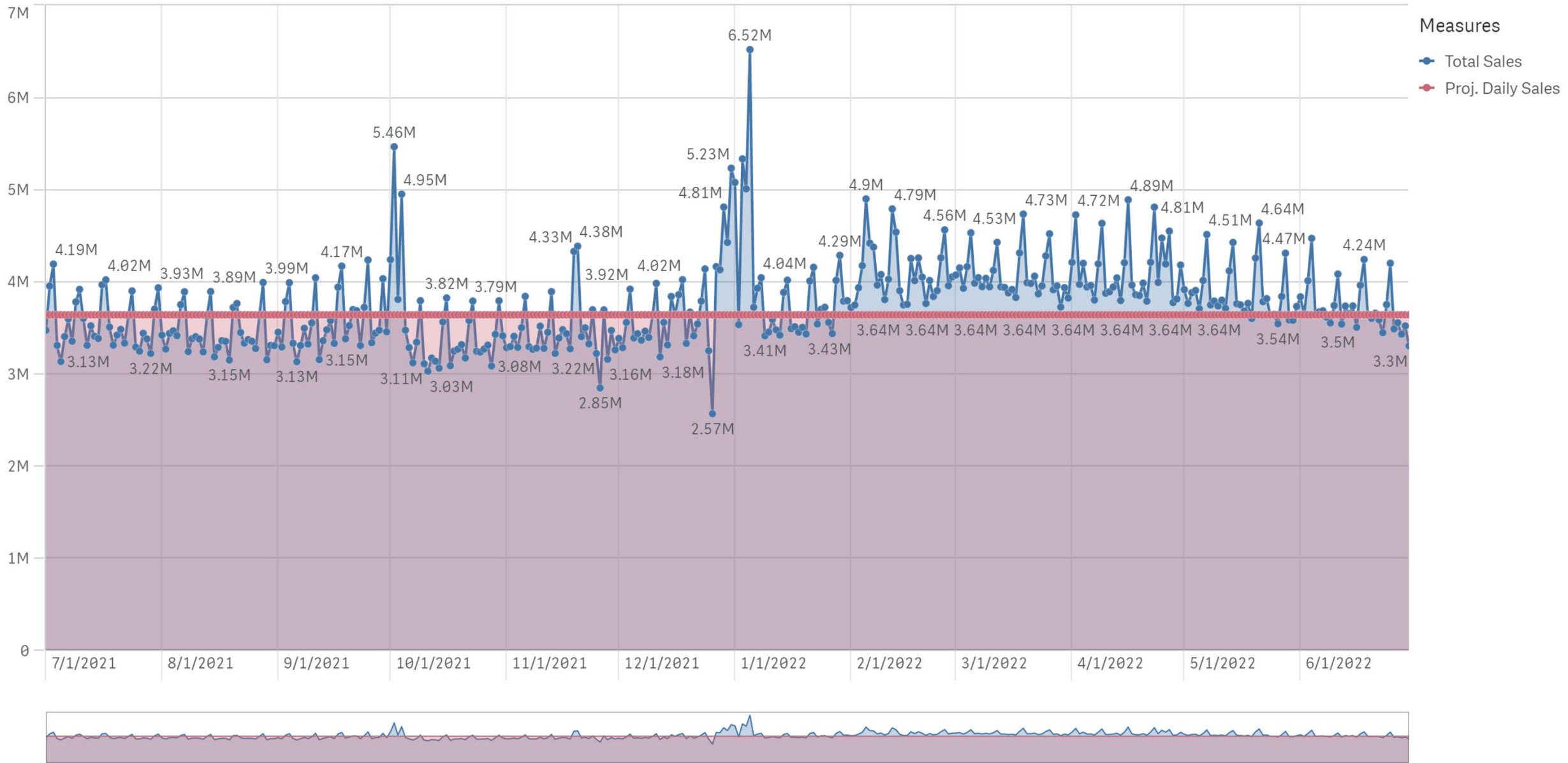
Other Pulltab Sales

\$1,280,880^{0.1%}
%Instant Sales

12.52%

vs. PYTD

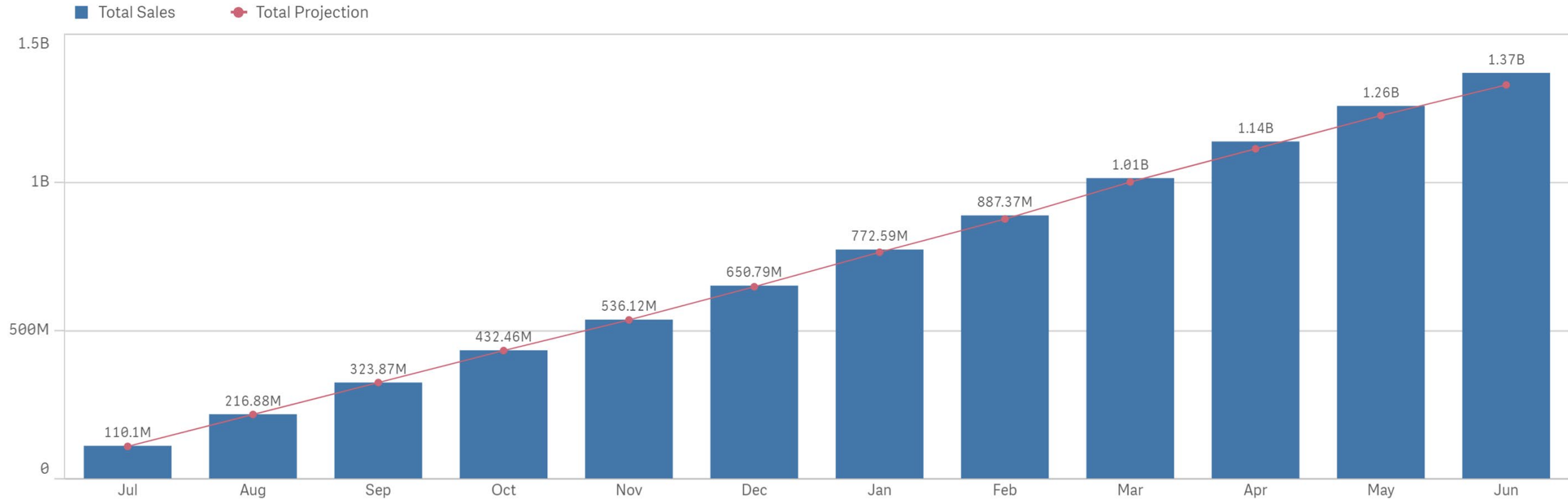
Daily Sales vs Goal





YTD Sales vs. Projection

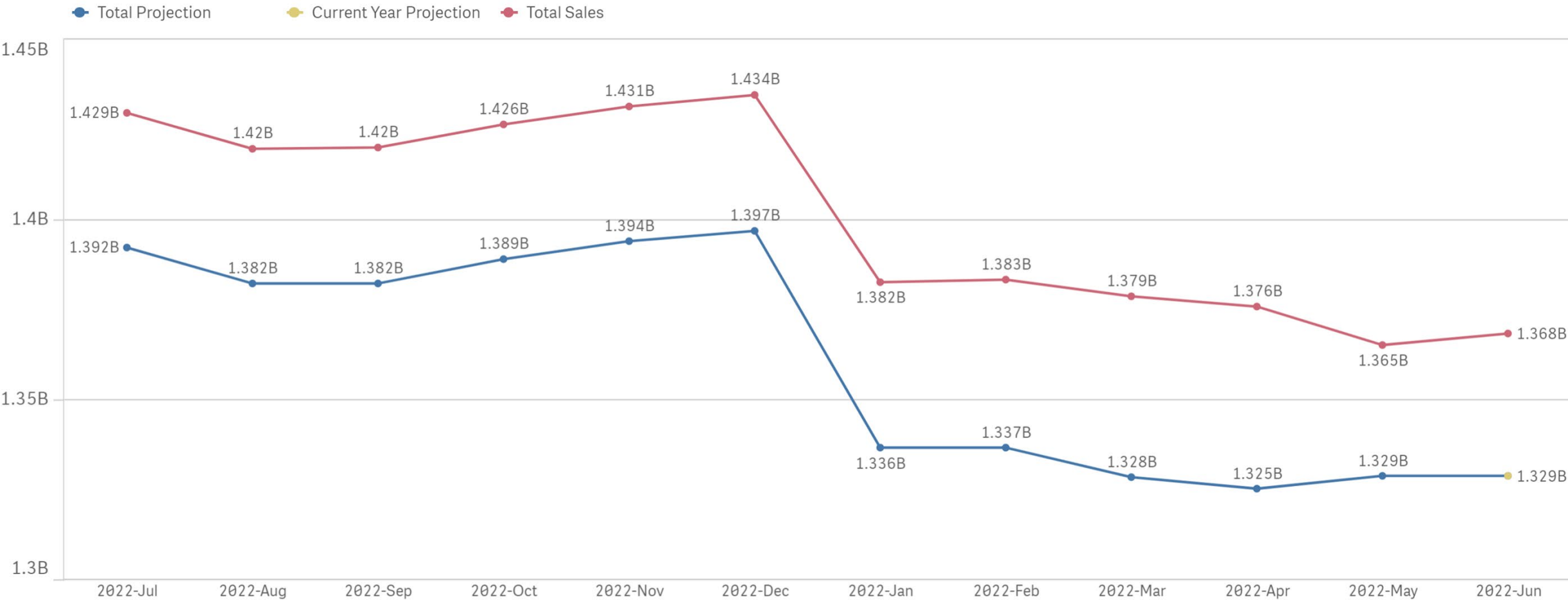
FY 2022 Total Sales vs. Projection



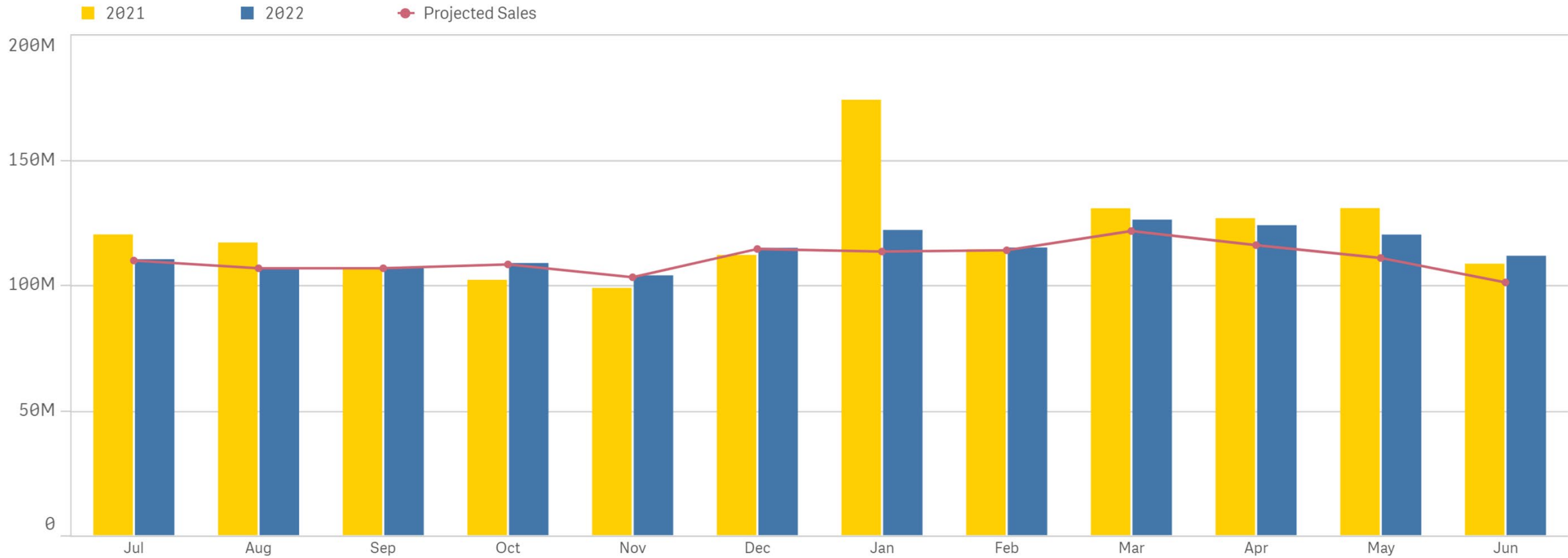


Rolling 12 Month Total Sales

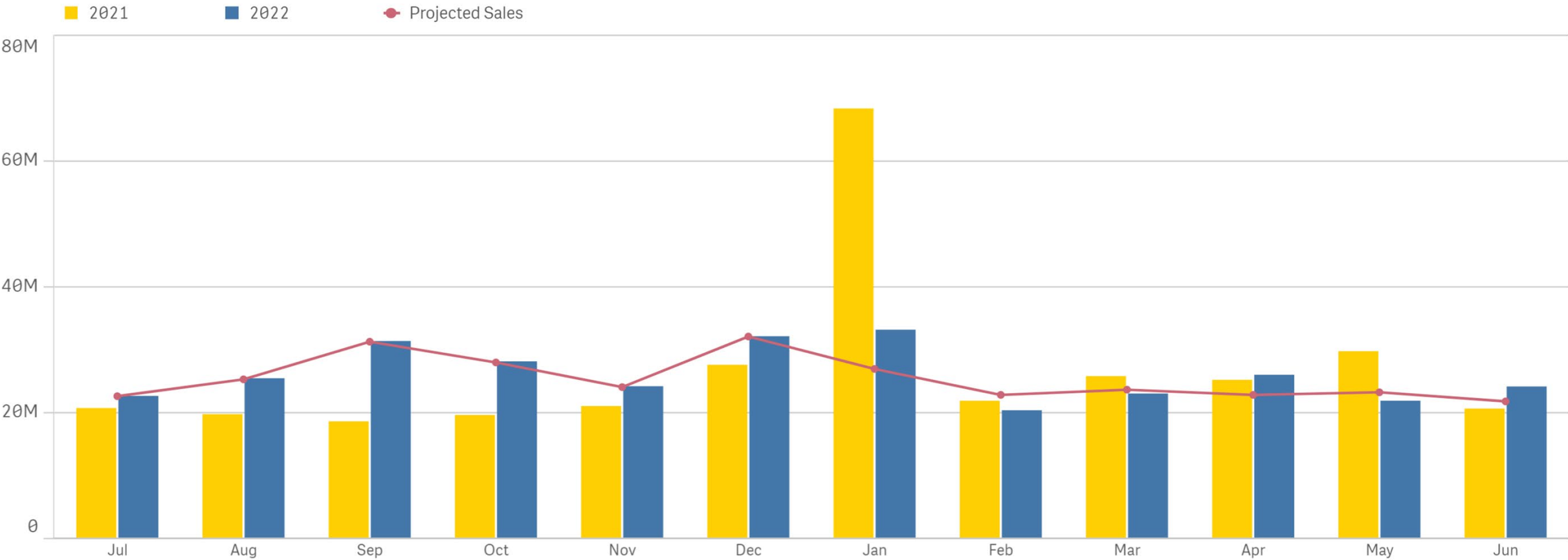
Rolling 12 Month Sales



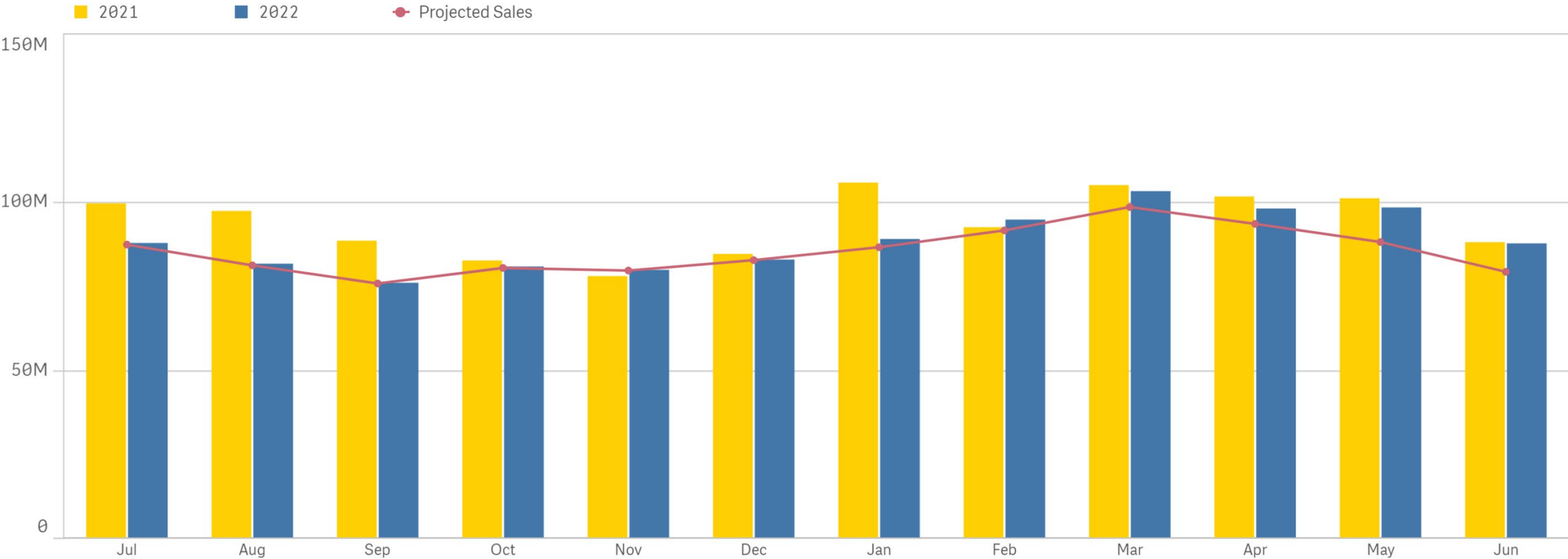
Total Sales FY 2021 vs. 2022 vs. Projection



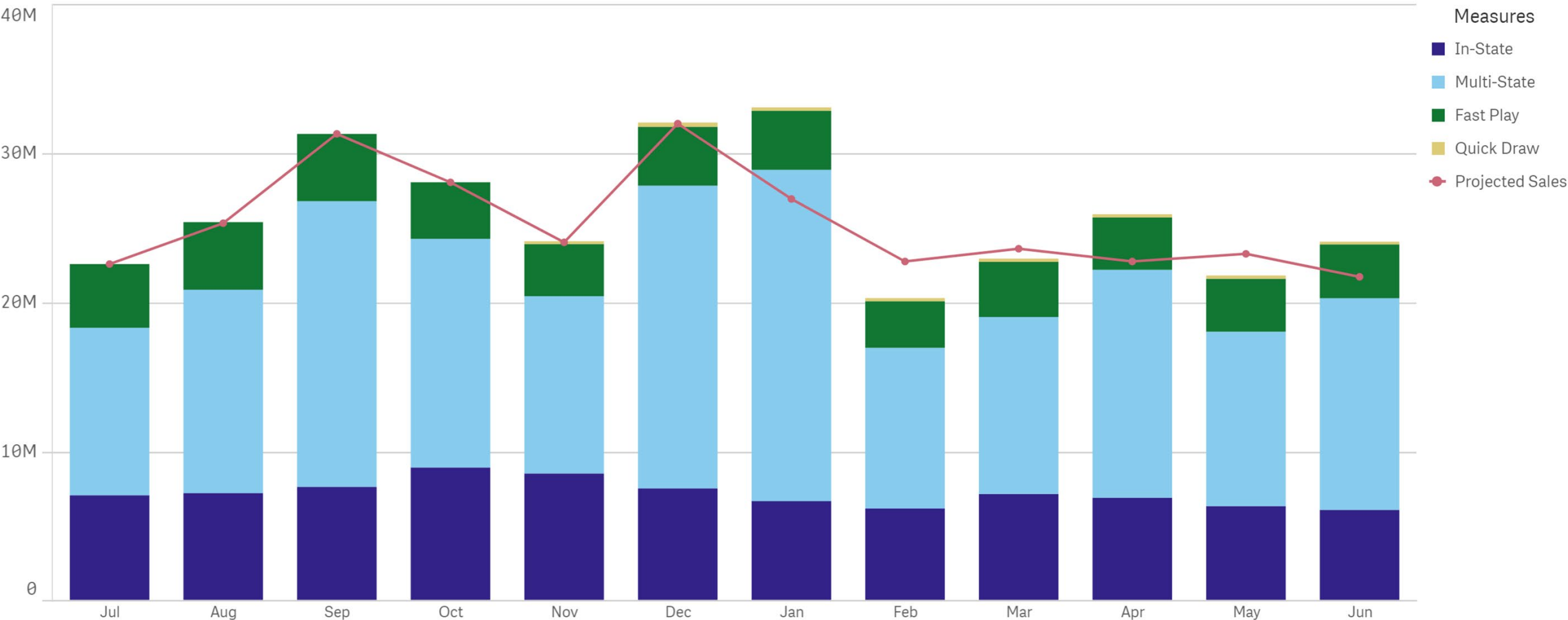
Draw Sales FY 2021 vs. 2022 vs. Projection



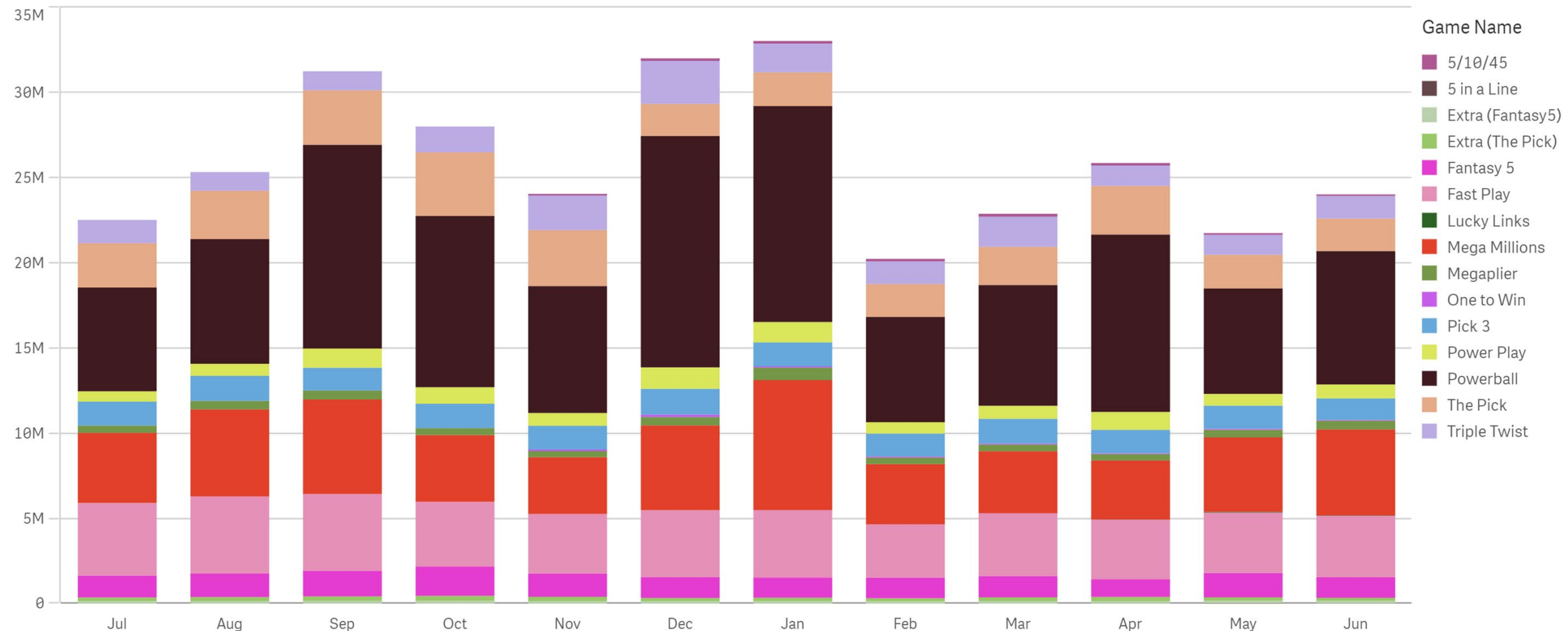
Instant Sales FY 2021 vs. 2022 vs. Projection



FY 2022 Draw Sales by month



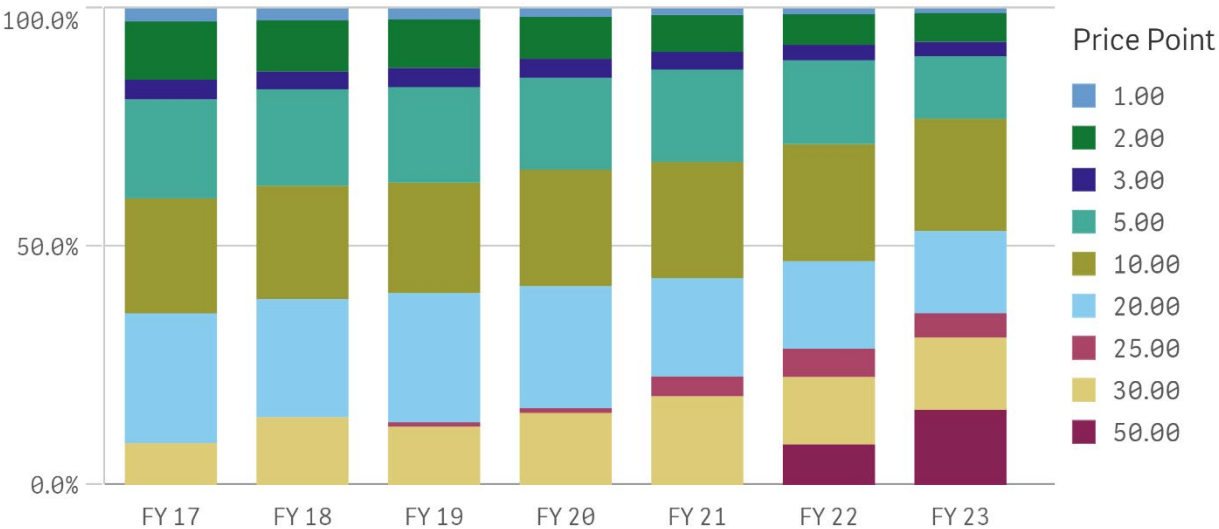
FY 2022 Draw Sales by Game



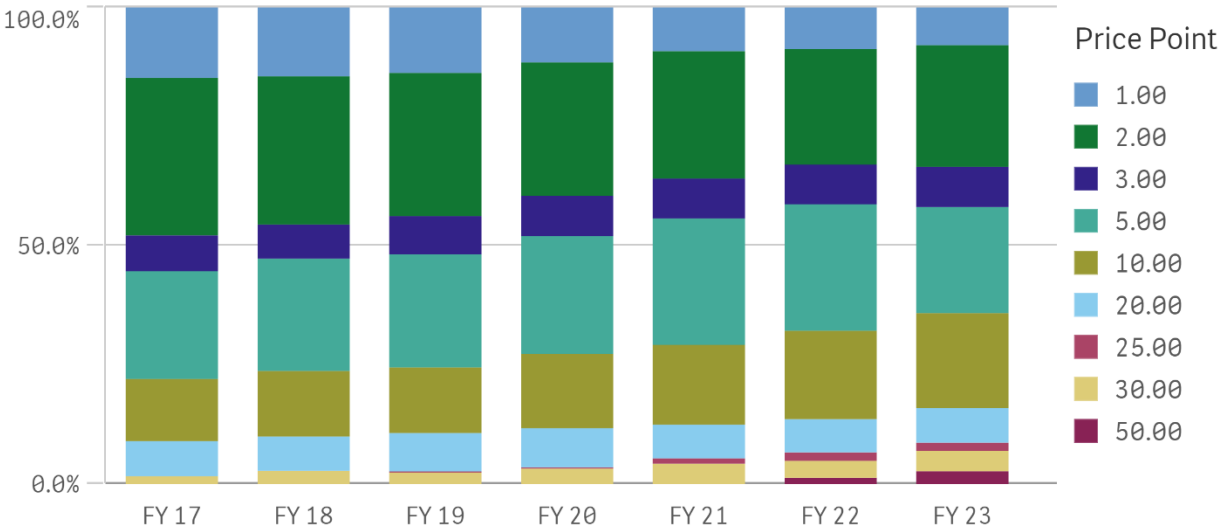


Scratcher Sales by Price Point

Based on Dollars Sold



Based on Tickets Sold

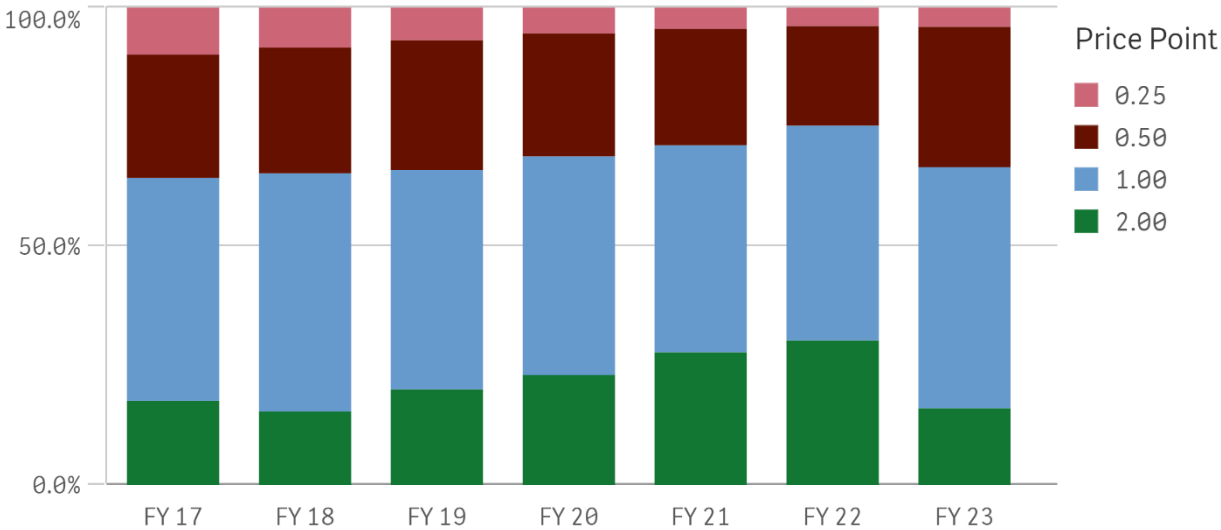


Price Point	FY 18	FY 19	FY 20	FY 21	FY 22	Price Point	FY 18	FY 19	FY 20	FY 21	FY 22
1.00	\$17,675,313	\$17,327,856	\$15,243,692	\$14,836,696	\$12,025,050	1.00	17,675,313	17,327,856	15,243,692	14,836,696	12,025,050
2.00	\$76,286,420	\$76,045,580	\$74,204,632	\$86,605,472	\$67,053,928	2.00	38,143,210	38,022,790	37,102,316	43,302,736	33,526,964
3.00	\$26,204,778	\$30,416,967	\$33,795,897	\$40,770,039	\$34,325,706	3.00	8,734,926	10,138,989	11,265,299	13,590,013	11,441,902
5.00	\$144,423,905	\$150,294,810	\$163,624,105	\$214,810,495	\$183,329,755	5.00	28,884,781	30,058,962	32,724,821	42,962,099	36,665,951
10.00	\$168,662,410	\$173,763,390	\$207,204,520	\$271,076,850	\$256,301,440	10.00	16,866,241	17,376,339	20,720,452	27,107,685	25,630,144
20.00	\$176,364,760	\$204,007,420	\$217,273,740	\$228,944,840	\$192,016,600	20.00	8,818,238	10,200,371	10,863,687	11,447,242	9,600,830
25.00	\$0	\$6,504,400	\$8,628,650	\$45,939,625	\$61,671,325	25.00	0	260,176	345,146	1,837,585	2,466,853
30.00	\$101,269,350	\$91,917,900	\$128,434,380	\$206,849,550	\$147,402,630	30.00	3,375,645	3,063,930	4,281,146	6,894,985	4,913,421
50.00	\$0	\$0	\$0	\$0	\$89,036,700	50.00	0	0	0	0	1,780,734

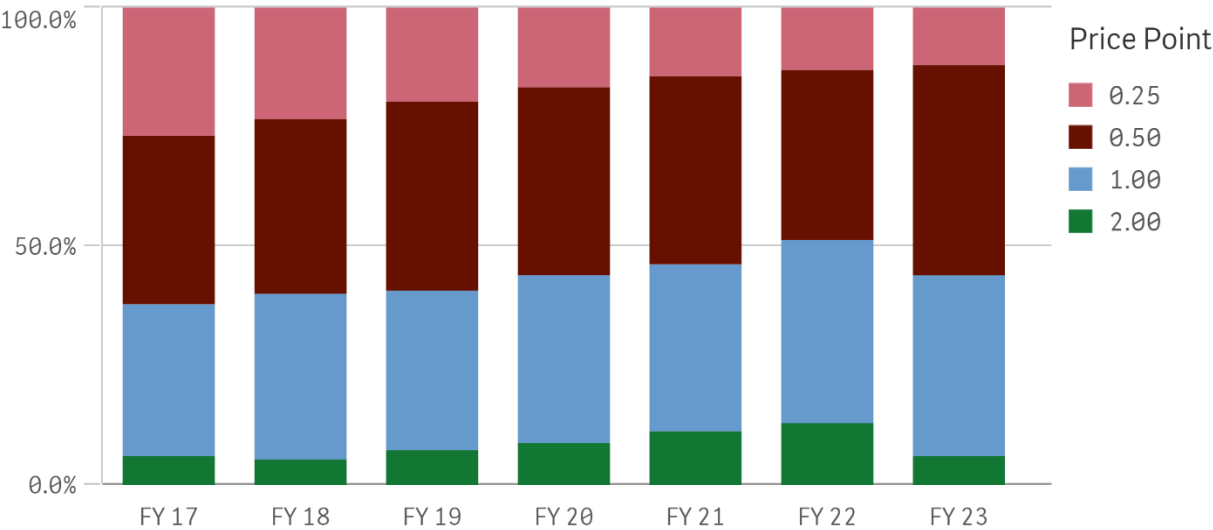


Pull Tab Sales by Price Point

Based on Dollars Sold



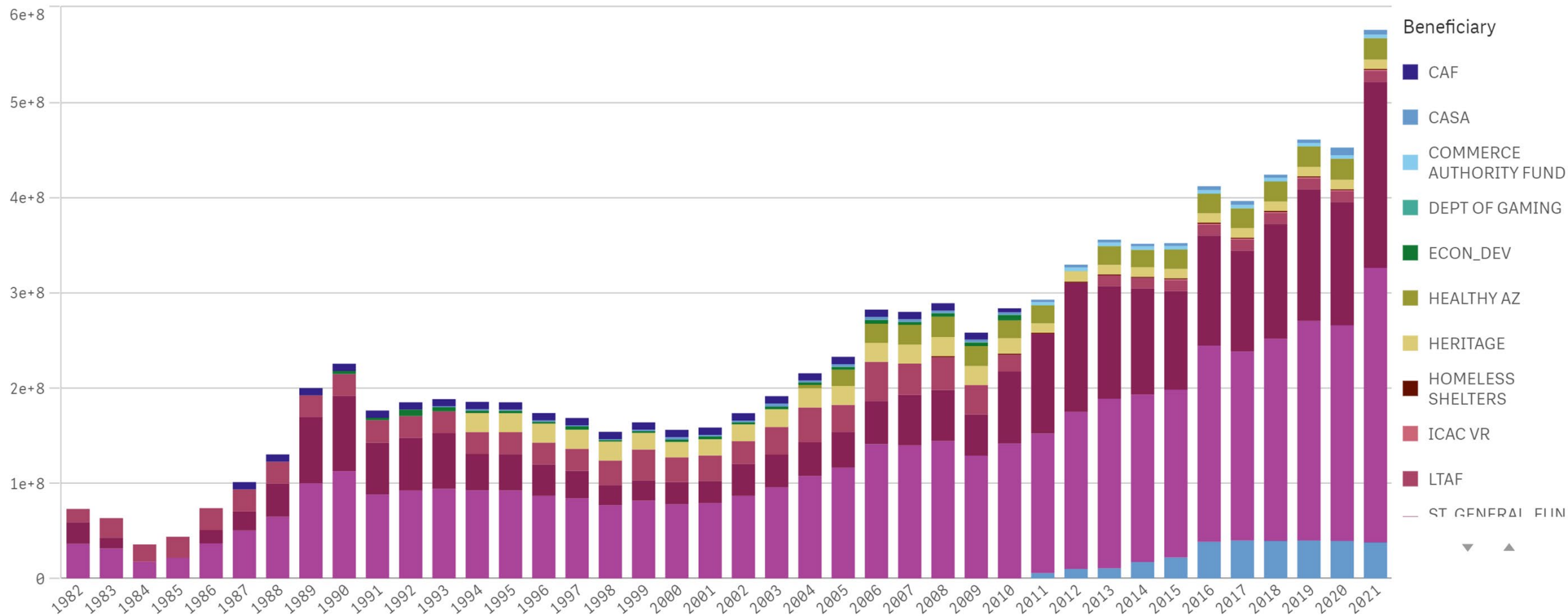
Based on Tickets Sold



Price Point	FY 18	FY 19	FY 20	FY 21	FY 22
0.25	\$732,186	\$673,764	\$438,438	\$532,824	\$538,914
0.50	\$2,291,940	\$2,699,880	\$2,069,850	\$2,926,590	\$2,933,580
1.00	\$4,350,480	\$4,556,220	\$3,691,860	\$5,201,460	\$6,325,620
2.00	\$1,338,600	\$1,983,840	\$1,851,960	\$3,333,960	\$4,257,360

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	2,155,656
0.50	4,583,880	5,399,760	4,139,700	5,853,180	5,867,160
1.00	4,350,480	4,556,220	3,691,860	5,201,460	6,325,620
2.00	669,300	991,920	925,980	1,666,980	2,128,680

Transfer Amount by Beneficiary





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	QUICK DRAW	TOTAL DRAW GAMES
Jul	\$6,706,316	\$4,538,669	\$11,244,985	\$2,819,543	\$1,430,644	\$1,402,187	\$1,363,190	\$7,015,564	\$0	\$22,532,504
Aug	\$8,036,701	\$5,615,764	\$13,652,465	\$3,073,197	\$1,533,363	\$1,461,874	\$1,093,002	\$7,161,436	\$0	\$25,347,605
Sep	\$13,096,097	\$6,073,505	\$19,169,602	\$3,471,952	\$1,669,722	\$1,335,777	\$1,105,782	\$7,583,233	\$0	\$31,266,958
Oct	\$11,023,974	\$4,324,657	\$15,348,631	\$4,027,924	\$1,902,254	\$1,433,339	\$1,516,896	\$8,880,413	\$0	\$28,023,048
Nov	\$8,210,541	\$3,688,661	\$11,899,202	\$3,545,943	\$1,516,814	\$1,384,943	\$2,032,294	\$8,479,994	\$188,701	\$24,065,918
Dec	\$14,847,193	\$5,467,871	\$20,315,064	\$2,069,983	\$1,358,056	\$1,525,594	\$2,526,712	\$7,480,345	\$285,170	\$32,030,093
Jan	\$13,875,827	\$8,359,202	\$22,235,029	\$2,183,570	\$1,341,803	\$1,416,784	\$1,683,692	\$6,625,849	\$224,424	\$33,048,495
Feb	\$6,861,653	\$3,924,545	\$10,786,198	\$2,113,530	\$1,348,152	\$1,341,590	\$1,324,700	\$6,127,972	\$212,593	\$20,253,585
Mar	\$7,848,203	\$4,032,570	\$11,880,773	\$2,470,895	\$1,397,192	\$1,463,514	\$1,769,048	\$7,100,649	\$222,098	\$22,902,261
Apr	\$11,465,081	\$3,836,618	\$15,301,699	\$3,111,272	\$1,161,258	\$1,382,305	\$1,194,892	\$6,849,727	\$215,232	\$25,879,024
May	\$6,880,955	\$4,825,523	\$11,706,478	\$2,164,086	\$1,585,823	\$1,366,616	\$1,172,760	\$6,289,285	\$219,959	\$21,766,916
Jun	\$8,647,412	\$5,557,830	\$14,205,242	\$2,102,140	\$1,343,625	\$1,267,756	\$1,325,108	\$6,038,629	\$182,473	\$24,035,920

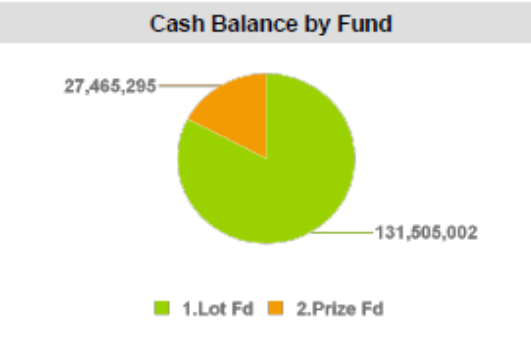
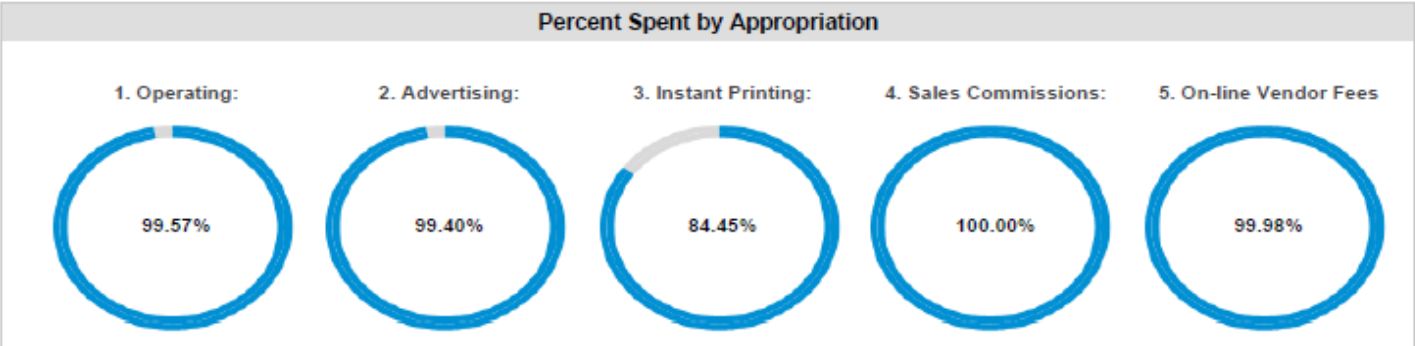
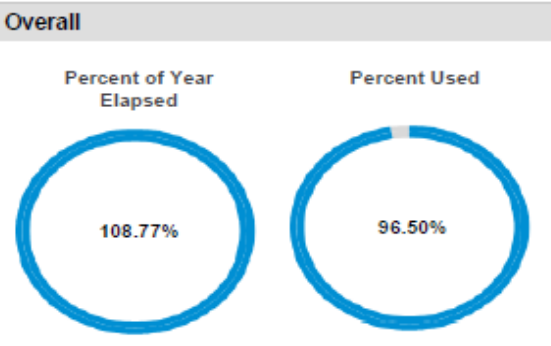


Instant Game Monthly Sales

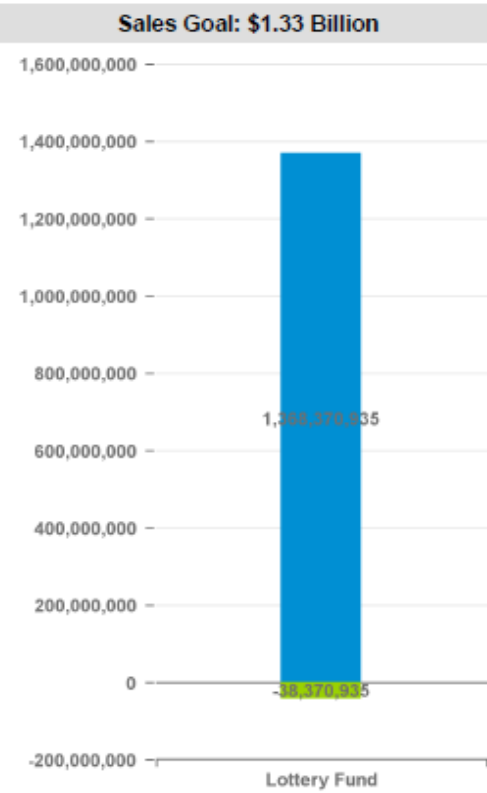
Month	SCRATCHERS	CHARITABLE PULL-TABS	AGE- RESTRICTED PULL-TABS	TOTAL INSTANT SALES CURRENT FY	TOTAL INSTANT SALES PREVIOUS FY	% of Change
Jul	\$86,488,811	\$647,940	\$318,600	\$87,567,671	\$99,384,233	-11.9%
Aug	\$80,371,017	\$670,650	\$280,800	\$81,430,467	\$97,119,403	-16.2%
Sep	\$74,728,577	\$642,000	\$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	\$96,896,725	\$703,734	\$386,640	\$98,156,659	\$100,871,525	-2.7%
Jun	\$86,324,418	\$659,580	\$360,720	\$87,464,598	\$87,800,985	-0.4%



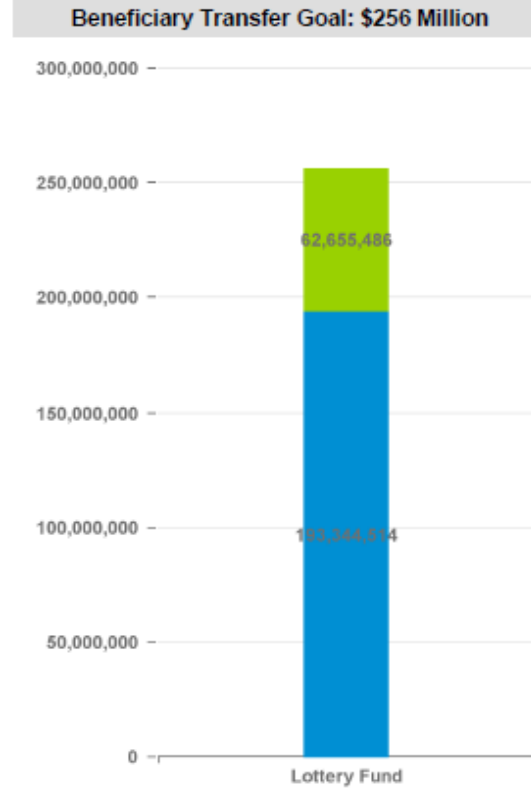
FY22 Year-to-date Financial Status



Budget by Appropriation Type and Object Class



Appropriation	Object Class	Budget	Expenditures	Encumbered	Remaining	% Used
1. Operating:	0000 - Appropriation Budget	9,377,900	-	-	9,377,900	
	6000 - Personal Services	-	4,600,154	-	-4,600,154	
	6100 - Employee Related Expenditures	-	1,852,798	-	-1,852,798	
	6200 - Professional And Outside Services	-	817,829	12,520	-830,349	
	6500 - Travel - In-State	-	34,019	4,244	-38,263	
	6600 - Travel - Out-Of-State	-	24,810	-	-24,810	
	7000 - Other Operating Expenditures	-	1,304,278	348,648	-1,652,926	
	8100 - Capital Outlay	-	-	-	-	
	8400 - Capital Equipment	-	231,668	-	-231,668	
	8500 - Non-Capital Equipment	-	18,526	2,606	-21,132	
	9100 - Transfers Out	-	85,150	-	-85,150	
Total:		9,377,900	8,969,232	368,018	40,650	99.57%
2. Advertising:	0000 - Appropriation Budget	15,500,000	-	-	15,500,000	
	6600 - Travel - Out-Of-State	-	-	-	-	
	7000 - Other Operating Expenditures	-	15,318,359	88,244	-15,406,603	
	Total:	15,500,000	15,318,359	88,244	93,397	99.40%
3. Instant Printing:	0000 - Appropriation Budget	38,059,870	-	-	38,059,870	
	7000 - Other Operating Expenditures	-	29,693,315	2,447,713	-32,141,027	
	8400 - Capital Equipment	-	-	-	-	
	Total:	38,059,870	29,693,315	2,447,713	5,918,843	84.45%
4. Sales Commissions:	0000 - Appropriation Budget	96,898,159	-	-	96,898,159	
	7000 - Other Operating Expenditures	-	90,099,081	6,799,055	-96,898,136	
	Total:	96,898,159	90,099,081	6,799,055	23	100.00%
5. On-line Vendor Fees:	0000 - Appropriation Budget	13,242,643	-	-	13,242,643	
	6200 - Professional And Outside Services	-	13,239,697	-	-13,239,697	
	Total:	13,242,643	13,239,697	-	2,946	99.98%
Grand Total:		173,078,572	157,319,683	9,703,030	6,055,859	



Rem. Revenue Budget YTD Revenue

Rem. Transfers Transfers

ATTACHMENT B

FY22 4th 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
FY2022 Year-End – Product Review

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:

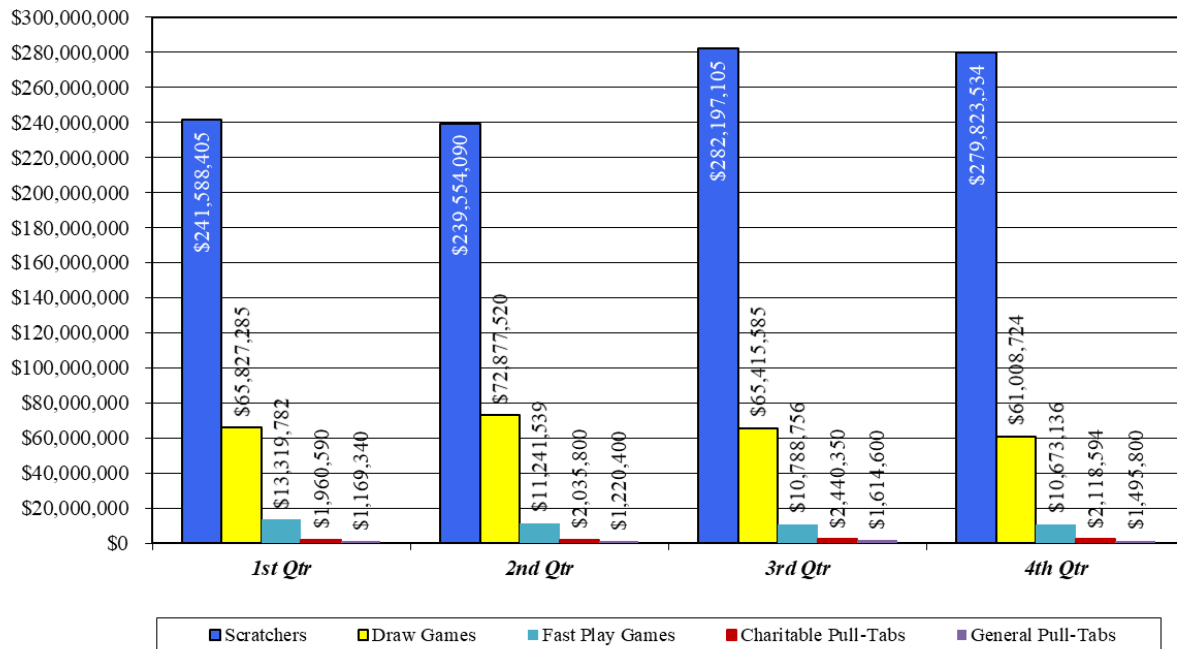
- General overview of the fiscal year
- A top line review of sales performance of each product
- A summary review by price point for the instant games
- A top down look at the top performing instant games by revenue and tickets
- A review of new game introductions and game endings

General Overview

Sales for FY22 reached \$1,368,370,935, a decrease of 4.9% below the previous fiscal year. The breakdown by product is as follows:

	<u>1st Quarter</u>	<u>2nd Quarter</u>	<u>3rd Quarter</u>	<u>4th Quarter</u>	<u>Total</u>	<u>Mkt Share</u>
Scratchers®¹	\$241,588,405	\$239,554,090	\$282,197,105	\$279,823,534	\$1,043,163,134	76.23%
Draw Games	\$65,827,285	\$72,877,520	\$65,415,585	\$61,008,724	\$265,129,114	19.38%
Fast Play Games	\$13,319,782	\$11,241,539	\$10,788,756	\$10,673,136	\$46,023,213	3.36%
Charitable Pull-Tabs	\$1,960,590	\$2,035,800	\$2,440,350	\$2,118,594	\$8,555,334	0.63%
General Pull-Tabs	\$1,169,340	\$1,220,400	\$1,614,600	\$1,495,800	\$5,500,140	0.40%
Total	\$323,865,402	\$326,929,349	\$362,456,396	\$355,119,788	\$1,368,370,935	

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



As indicated in the above chart, the Scratchers contribution to total sales exceeded the draw games in each quarter of the year and represented 76.23% of total sales. The market share for draw games is 19.38% of total sales, an increase from the last fiscal year. Fast Play games represent 3.36% of total sales and pull-tabs represent 1.03% of total sales. Sales detail by product is provided in Attachments A and B.

Charitable Pull-Tabs

The charitable pull-tab games program has 144 organizations currently licensed and selling tickets. Sales for this fiscal year reached \$8,555,334, an increase of 7.1% over the previous year.

General Pull-Tabs

The general pull-tab games program has 115 licensed retailers selling tickets. Sales for this fiscal year reached \$5,500,140, an increase of 37.2% over the previous year.

Scratchers Games

Sales for Scratchers this fiscal year reached \$1,043,163,134, a decrease of 6% below the last fiscal year.

Based on validations, players have earned more than \$748 million in prizes. The prizes paid calculated against the sales revenues equate to an average payout of 71.8%.

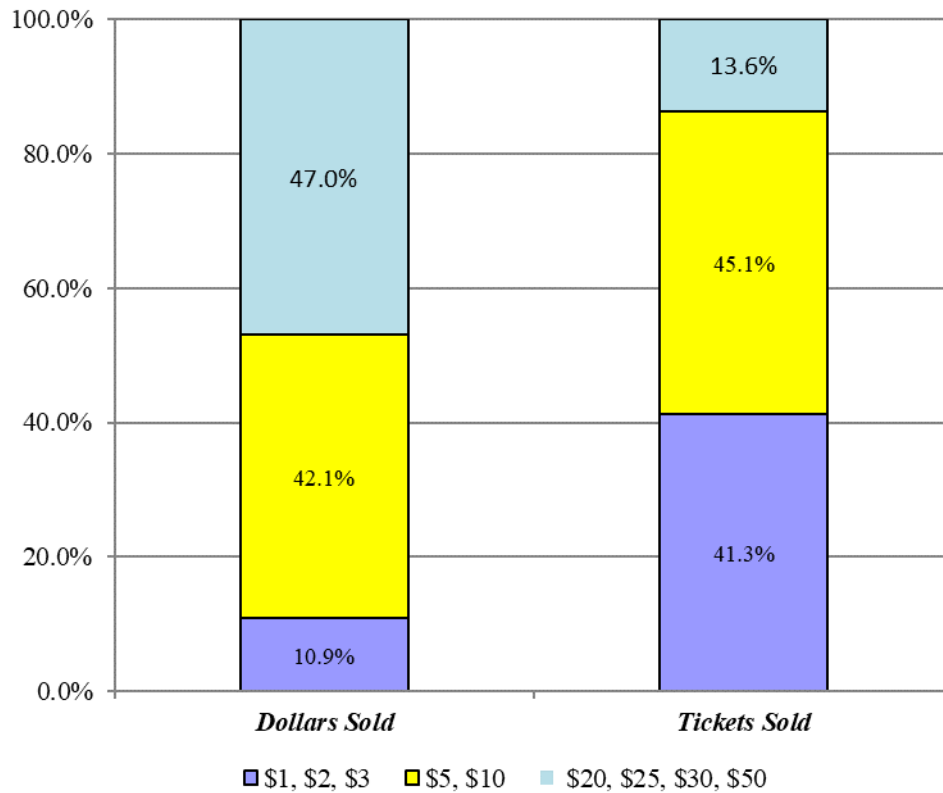
A total of 44 new games were introduced this fiscal year. Combined with the games carried forward, a total of 106 games contributed to the sales revenue for the year.

Price Point	\$1	\$2	\$3	\$5	\$10	\$20	\$25	\$30	\$50	Total
# New Games	4	9	3	11	11	2	2	1	1	44
Carried Forward	6	14	5	15	13	3	2	4	0	62

During this same period, 42 games were ended. 11 games were ended because the last top prize had been redeemed. The remaining games were ended as part of the standard game ending process, because either the games were out of inventory or the intended sales period had ended.

Sales by Price Point

The first \$50 ticket was introduced in February 2022. With the introduction of this new price point, Scratchers games are now separated into three price point categories. Through the end of the fiscal year, the new category of \$20+ games represents 47% of Scratchers sales and 13.6% of tickets sold. The \$5-\$10 games represent 42.1% of Scratchers sales and 45.1% of tickets sold, the highest of the categories. The \$1-\$3 games account for 10.9% of the Scratchers revenue and 41.3% of tickets sold. The chart below shows the breakdown of tickets and dollars for FY22. The charts on Attachment C show a comparable breakdown across all price points for the most recent five years.



Top 10 Games

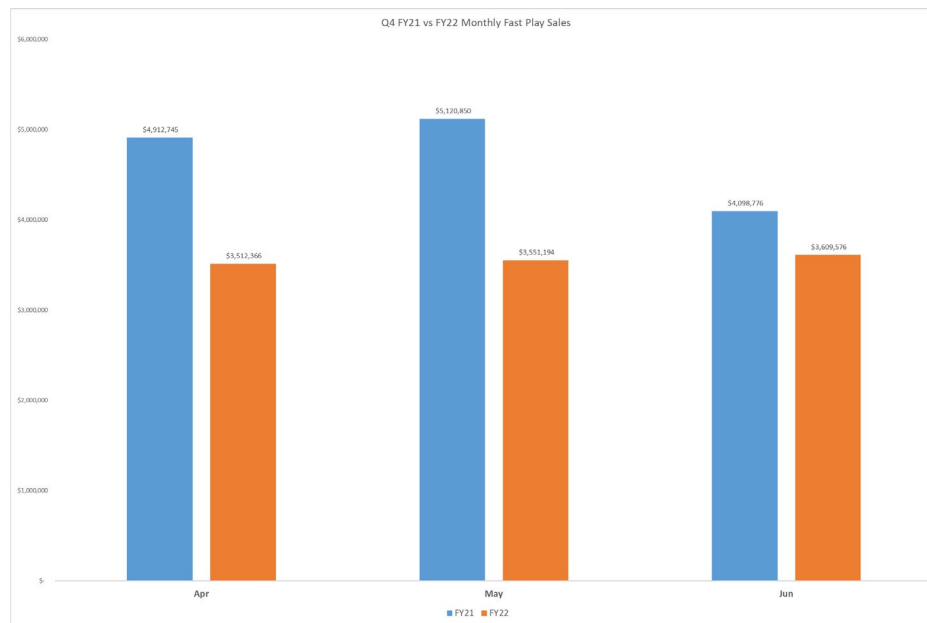
The Crossword and Bingo style games continue to be strong with more than \$243.7 million in sales, representing 23.37% of total Scratchers sales. In terms of dollars sold, three of the top ten games are Crossword and Bingo style games and represent seven of the top ten games in terms of tickets sold. The \$20 spotlight game, *\$215 Million Cash Explosion* (#1290) represented 10.6% of total Scratchers sales for the year.

The table below identifies the top ten games in terms of sales revenue generated and total tickets sold through the end of the fiscal year.

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	1290 \$215 Million Cash Explosion	\$110,362,860	\$2	1331 Crossword	6,724,407
\$50	1360 500X	\$89,037,700	\$20	1290 \$215 Million Cash Explosion	5,518,143
\$30	1316 Millionaire Maker	\$59,887,620	\$5	1296 Mystery Key Crossword	4,117,356
\$30	1300 Ultimate Millions	\$58,052,910	\$2	1287 Red Line Bingo	3,761,148
\$20	1339 50X Cash	\$42,018,640	\$4	1340 Wild Cherry Crossword	3,695,538
\$25	1326 Triple Bonus Crossword	\$36,395,525	\$10	1343 Deluxe Crossword	3,574,892
\$10	1343 Deluxe Crossword	\$35,748,920	\$2	1281 Crossword	3,401,793
\$10	1319 Triple Red 7's	\$30,318,580	\$10	1319 Triple Red 7's	3,031,858
\$20	1302 \$40 Million Mega Bucks	\$29,081,700	\$1	1347 \$5 Grand	2,879,635
\$10	1298 \$100,000 Crossword	\$23,806,550	\$3	1344 Extra Crossword	2,810,944

Fast Play Games

Sales for Fast Play games for FY22 totaled \$46,023,213, a 2% increase over the previous year.



Two new Fast Play games were launched in the fourth quarter of FY22, and no games were ended. The current portfolio includes 16 games, six of which have progressive jackpots. Combined with games carried forward from the previous fiscal year, a total of 31 games contributed to the FY22 sales.

Price Point	\$1	\$2	\$5	\$10	\$20	Total
# New Games	3	2	3	2	1	11
Carried Forward	3	3	10	2	2	20

Draw Games

Total draw games sales for the year reached \$265,129,114, an increase of 19.38% over the previous year.

Draw Games – Multi-State Games

Powerball – Sales for the year totaled \$117,449,953, an increase of 18.8% over the previous year. The highest jackpot reached in the fourth quarter of the fiscal year was \$454 million on April 27, 2022. The highest jackpot for the fiscal year was \$670 million on October 4, 2021.

Mega Millions – Sales for the year totaled \$60,245,415, a decrease of 33.1% from the previous year. A jackpot was not hit in the fourth quarter of the fiscal year. The highest jackpot for the fiscal year was \$421 million on January 28, 2022.

Draw Games – In-State Games

Triple Twist™ – Sales for the year totaled \$18,108,076, a decrease of 3.1% from the previous year. The highest jackpot reached in the fourth quarter of the fiscal year was \$392,537 on May 5, 2022. The highest jackpot for the fiscal year was \$2.1 million on January 8, 2022.

The Pick™ – Sales for the year totaled \$33,154,035, an increase of 19.8% over the previous year. The highest jackpot reached in the fourth quarter of the fiscal year was \$4.1 million on April 23, 2022. The highest jackpot reached in the fiscal year was \$8.8 million on November 24, 2021.

Fantasy 5™ – Sales for the year totaled \$17,588,706, a decrease of 10.6% from the previous year. The highest jackpot reached in the fourth quarter of the fiscal year was \$416,000 on June 5, 2022. The highest jackpot reached in the fiscal year was \$535,000 on October 9, 2021.

Pick 3™ – Sales for the year totaled \$16,782,279, a decrease of 3.3% from the previous year.

Quick Draw™ Games

Since this new game category's inception in November 2021, and two additional games launched in April 2022, total Quick Draw sales reached \$1,750,650 through the fourth quarter of the fiscal year.

One To Win™ – Sales through the fourth quarter of the year totaled \$570,198.

5/10/45™ – Sales through the fourth quarter of the year totaled \$1,058,720.

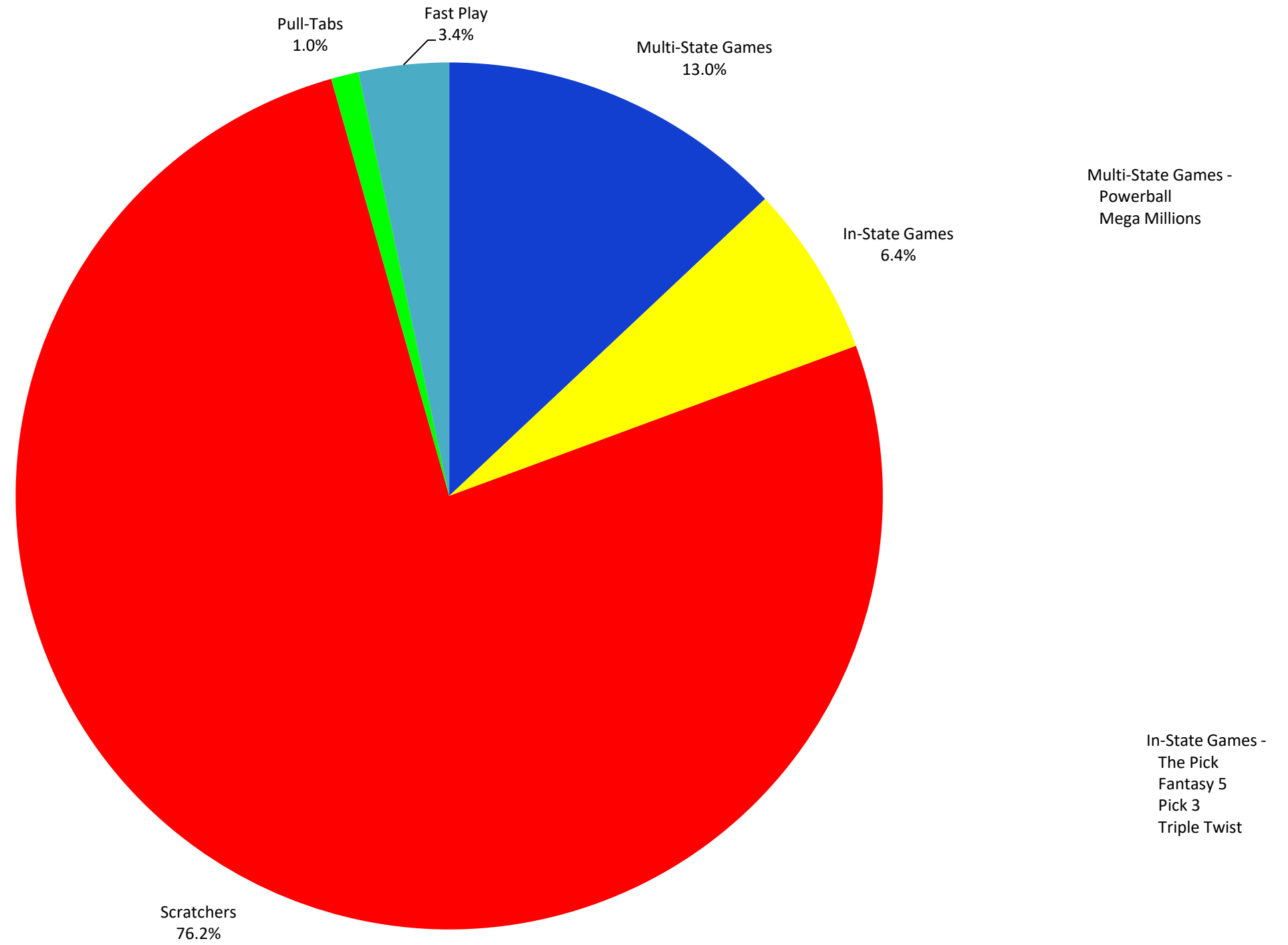
Lucky Links™ – Sales through the fourth quarter of the year totaled \$69,939.

5 In-A-Line™ – Sales through the fourth quarter of the year totaled \$51,793.

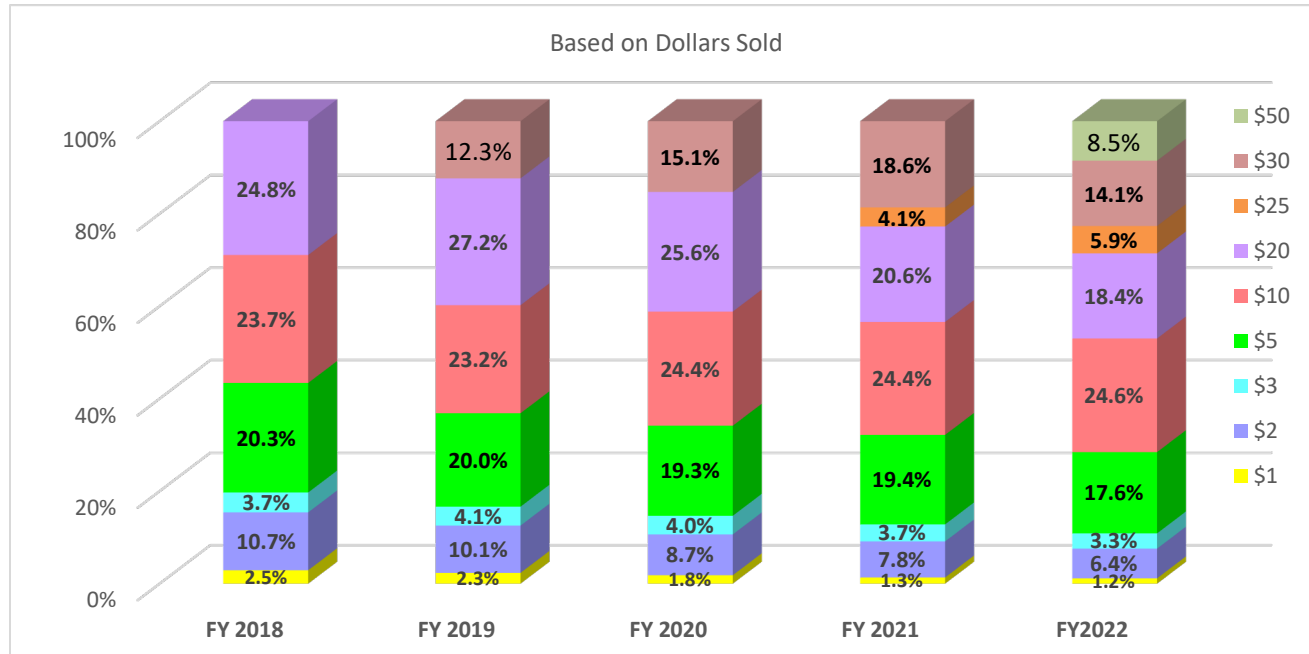
ARIZONA LOTTERY
QUARTERLY SALES BY PRODUCT
Fiscal Year 2022 - July 2021 through June 2022

<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>Quick Draw</i>	<i>Total Draw Games</i>	<i>Fast Play</i>	<i>Scratchers</i>	<i>Charitable Pull-Tabs</i>	<i>General Pull-Tabs</i>	<i>Total Instant Games</i>	<i>Total</i>	<i>Market Share</i>
<i>July</i>	\$6,706,316	\$4,538,669	\$2,819,543	\$1,430,644	\$1,402,187	\$1,363,190		\$18,260,549	\$4,271,955	\$86,488,811	\$647,940	\$430,920	\$87,567,671	\$110,100,175	8.0%
<i>August</i>	\$8,036,701	\$5,615,764	\$3,073,197	\$1,533,363	\$1,461,874	\$1,093,002		\$20,813,901	\$4,533,704	\$80,371,017	\$670,650	\$388,800	\$81,430,467	\$106,778,072	7.8%
<i>September</i>	\$13,096,097	\$6,073,505	\$3,471,952	\$1,669,722	\$1,335,777	\$1,105,782		\$26,752,835	\$4,514,123	\$74,728,577	\$642,000	\$349,620	\$75,720,197	\$106,987,155	7.8%
<i>1st Quarter</i>	\$27,839,114	\$16,227,938	\$9,364,692	\$4,633,729	\$4,199,838	\$3,561,974		\$65,827,285	\$13,319,782	\$241,588,405	\$1,960,590	\$1,169,340	\$244,718,335	\$323,865,402	23.7%
<i>October</i>	\$11,023,974	\$4,324,657	\$4,027,924	\$1,902,254	\$1,433,339	\$1,516,896		\$24,229,044	\$3,794,004	\$79,563,793	\$618,060	\$392,040	\$80,573,893	\$108,596,941	7.9%
<i>November</i>	\$8,210,541	\$3,688,661	\$3,545,943	\$1,516,814	\$1,384,943	\$2,032,294	\$188,701	\$20,567,897	\$3,498,021	\$78,517,803	\$658,260	\$416,880	\$79,592,943	\$103,658,861	7.6%
<i>December</i>	\$14,847,193	\$5,467,871	\$2,069,983	\$1,358,056	\$1,525,594	\$2,526,712	\$285,170	\$28,080,579	\$3,949,514	\$81,472,494	\$759,480	\$411,480	\$82,643,454	\$114,673,547	8.4%
<i>2nd Quarter</i>	\$34,081,708	\$13,481,189	\$9,643,850	\$4,777,124	\$4,343,876	\$6,075,902	\$473,871	\$72,877,520	\$11,241,539	\$239,554,090	\$2,035,800	\$1,220,400	\$242,810,290	\$326,929,349	23.9%
<i>January</i>	\$13,875,827	\$8,359,202	\$2,183,570	\$1,341,803	\$1,416,784	\$1,683,692	\$224,424	\$29,085,302	\$3,963,193	\$87,358,021	\$833,910	\$557,280	\$88,749,211	\$121,797,706	8.9%
<i>February</i>	\$6,861,653	\$3,924,545	\$2,113,530	\$1,348,152	\$1,341,590	\$1,324,700	\$212,593	\$17,126,763	\$3,126,822	\$93,333,726	\$744,480	\$442,800	\$94,521,006	\$114,774,591	8.4%
<i>March</i>	\$7,848,203	\$4,032,570	\$2,470,895	\$1,397,192	\$1,463,514	\$1,769,048	\$222,098	\$19,203,520	\$3,698,741	\$101,505,358	\$861,960	\$614,520	\$102,981,838	\$125,884,099	9.2%
<i>3rd Quarter</i>	\$28,585,683	\$16,316,317	\$6,767,995	\$4,087,147	\$4,221,888	\$4,777,440	\$659,115	\$65,415,585	\$10,788,756	\$282,197,105	\$2,440,350	\$1,614,600	\$286,252,055	\$362,456,396	26.5%
<i>April</i>	\$11,465,081	\$3,836,618	\$3,111,272	\$1,161,258	\$1,382,305	\$1,194,892	\$215,232	\$22,366,658	\$3,512,366	\$96,602,391	\$755,280	\$459,000	\$97,816,671	\$123,695,695	9.0%
<i>May</i>	\$6,880,955	\$4,825,523	\$2,164,086	\$1,585,823	\$1,366,616	\$1,172,760	\$219,959	\$18,215,722	\$3,551,194	\$96,896,725	\$703,734	\$556,200	\$98,156,659	\$119,923,575	8.8%
<i>June</i>	\$8,647,412	\$5,557,830	\$2,102,140	\$1,343,625	\$1,267,756	\$1,325,108	\$182,473	\$20,426,344	\$3,609,576	\$86,324,418	\$659,580	\$480,600	\$87,464,598	\$111,500,518	8.1%
<i>4th Quarter</i>	\$26,993,448	\$14,219,971	\$7,377,498	\$4,090,706	\$4,016,677	\$3,692,760	\$617,664	\$61,008,724	\$10,673,136	\$279,823,534	\$2,118,594	\$1,495,800	\$283,437,928	\$355,119,788	26.0%
2022	\$117,499,953	\$60,245,415	\$33,154,035	\$17,588,706	\$16,782,279	\$18,108,076	\$1,750,650	\$265,129,114	\$46,023,213	\$1,043,163,134	\$8,555,334	\$5,500,140	\$1,057,218,608	\$1,368,370,935	
<i>Mkt Share</i>	8.6%	4.4%	2.4%	1.3%	1.2%	1.3%	0.1%	19.38%	3.36%	76.23%	0.63%	0.40%	77.26%		
<i>2021</i>	\$98,917,963	\$90,114,543	\$27,670,859	\$19,667,292	\$17,360,803	\$18,682,166		\$272,413,626	\$45,132,479	\$1,109,833,567	\$7,985,874	\$4,008,960	\$1,121,828,401	\$1,439,374,506	
<i>% of Change</i>	18.8%	-33.1%	19.8%	-10.6%	-3.3%	-3.1%		-2.7%	2.0%	-6.0%	7.1%	37.2%	-5.8%	-4.9%	

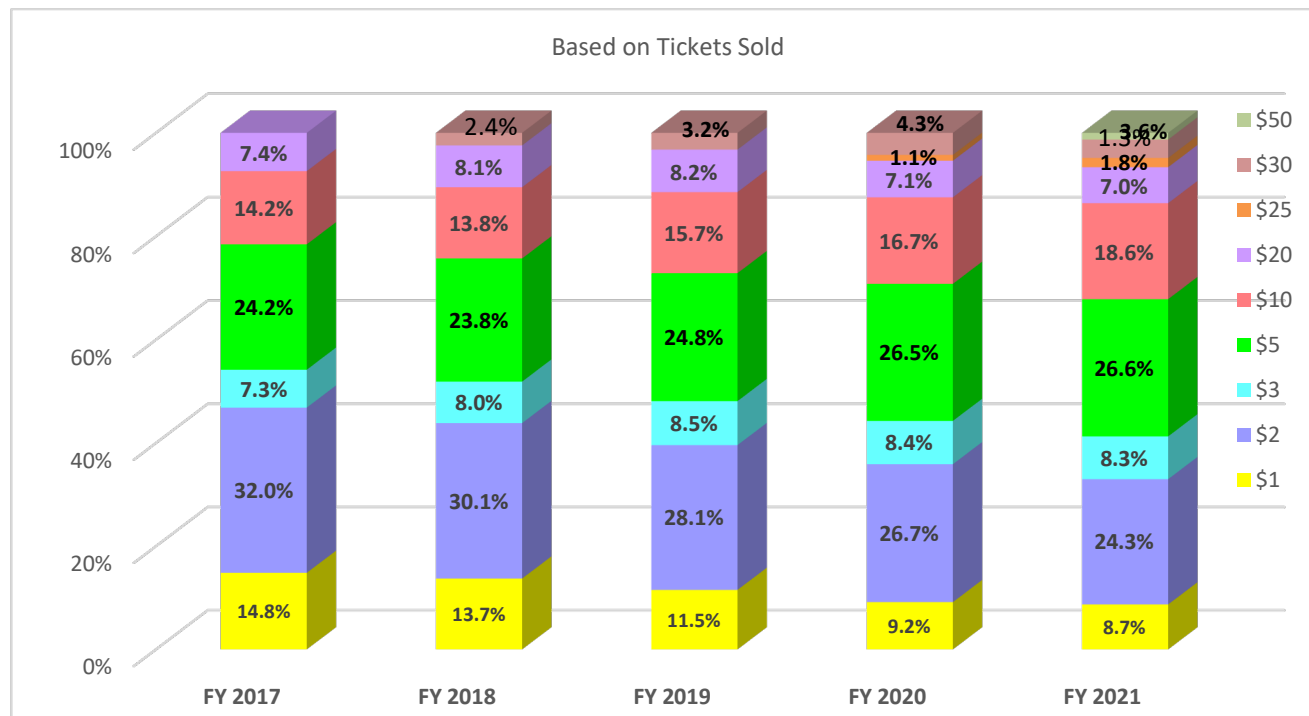
ARIZONA LOTTERY
QUARTERLY SALES BY PRODUCT
Fiscal Year 2022 - July 2021 through June 2022



Arizona Lottery 5-Year Review by Price Point



	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
\$1	\$17,675,313	\$17,327,856	\$15,243,692	\$14,836,696	\$12,025,050
\$2	\$76,286,420	\$76,045,580	\$74,204,632	\$86,605,472	\$67,053,928
\$3	\$26,204,778	\$30,416,967	\$33,795,897	\$40,770,039	\$34,325,706
\$5	\$144,423,905	\$150,294,810	\$163,624,105	\$214,810,495	\$183,329,755
\$10	\$168,662,410	\$173,763,390	\$207,204,520	\$271,076,850	\$256,301,440
\$20	\$176,364,760	\$204,007,420	\$217,273,740	\$228,944,840	\$192,016,600
\$25		\$6,504,400	\$8,628,650	\$45,939,625	\$61,671,325
\$30	\$101,269,350	\$91,917,900	\$128,434,380	\$206,849,550	\$147,402,630
\$50					\$89,036,700
Total	\$710,886,936	\$750,278,323	\$848,409,616	\$1,109,833,567	\$1,043,163,134



	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
\$1	17,675,313	17,327,856	15,243,692	14,836,696	12,025,050
\$2	38,143,210	38,022,790	37,102,316	43,302,736	33,526,964
\$3	8,734,926	10,138,989	11,265,299	13,590,013	11,441,902
\$5	28,884,781	30,058,962	32,724,821	42,962,099	36,665,951
\$10	16,866,241	17,376,339	20,720,452	27,107,685	25,630,144
\$20	8,818,238	10,200,371	10,863,687	11,447,242	9,600,830
\$25				1,837,585	2,466,853
\$30		3,063,930	4,281,146	6,894,985	4,913,421
\$50					1,780,734

Interoffice Memorandum

Date: August 1, 2022
To: Gregg Edgar, Executive Director
From: Raynie Hosto, Deputy Director Customer Service and Sales
Subject: FY 2022 – Fourth Quarter Sales Review

Vending Machine Sales (Chart E)

Total vending machines sales through the fourth quarter of FY22 were \$650,643,959 a 5.2% increase over FY21 sales of \$618,299,924. There are currently 1,834 machines installed at retail locations compared to 1,749 in FY21. FY22 sales from vending machines represented 48.0% of total sales, an increase from 43.5% in FY21.

Chain accounts represented 76.6% of total vending sales in FY22. QuikTrip leads all chain accounts with monthly average bin sales of \$2,349. Fry's follows at \$2,088 with Albertsons at \$2,061 and Safeway at \$1,952.

The out-of-stock average continued a downward trend for the fourth quarter of FY22 posting a 5.49% average compared to 6.01% in FY21. The Albertson's chain of 30 stores do a great job of keeping their machine full. As a result, they accomplished an all-time low out-of-stock average of 0.92% in June and a remarkable 1.58% average for FY22. The out of stocks will continue to be a primary focus for the territory managers and corporate accounts in FY23.

Corporate Account Review (Chart F)

- Major retail chains represent 47.4% of all Draw and Scratchers lottery accounts. Convenience stores represent 33.9% of total accounts, while chain food stores represent 13.5%.
- Major retail chains comprise 70.2% of the total market share with convenience stores and food stores, accounting for 43.3% and 26.9%, respectively.
- Fry's food stores remains the leader with a per store average sales of \$1,314,419. QuikTrip follows at \$1,020,693 with Safeway and Albertsons at \$940,656 and \$901,109, respectively.
- Circle K accounts for 19.3% of the market share with 607 stores followed by Fry's at 12.1% with 125 stores and QuikTrip at 9.8% with 130 stores.

Business Classification Review (Charts G and H)

- Chain and independent convenience stores account for 55.9% of total Lottery accounts and 60.4% of the market share in sales. Chain and independent grocery stores account for 17.5% and account for 29.3% of the market share. Instant Tab retailers account for 6.7% of total lottery accounts and 1.0% of the sales market share.
- Chain and independent convenience stores earned over \$53 million in commissions in FY22.
- FY22 comparison sales to FY21 show chain and independent convenience sales down -10.5%, while chain and independent grocery stores posted an increase of 4.1%.
- The Quick Card business class continues to grow with a 82.3 increase over FY21 with sales totaling \$758,566.

County Review (Charts I and J)

- The overall estimated per capita weekly sales for FY22 was \$3.50 a decline from \$3.80 in FY21.
- Maricopa and Pima counties held a market share of 75.5% of total sales. Mohave, Pinal and Yavapai counties combined market share was 14.3% and the remaining counties represented 10.2% of sales.
- Mohave County continues to post the highest weekly per capita sales at \$7.12, followed by La Paz County at \$6.34 and Greenlee County at \$5.05.
- Santa Cruz is the only county to post a positive sales growth in FY22.

**Arizona Lottery
Vending Machine - FY 2022**

		# of Units			Draw Sales			Instant Sales			Total Sales				Per Unit Average			Out of Stock Average			
1st Quarter		July	Aug	Sept	July	Aug	Sept	July	Aug	Sept	July	Aug	Sept	1st Qtr	July	Aug	Sept	July	Aug	Sept	1st Qtr
	PCT-HD	1456	1468	1476	\$ 7,705,344	\$ 8,271,938	\$ 9,827,800	\$ 40,369,947	\$ 38,090,034	\$ 36,265,705	\$ 48,075,291	\$ 46,361,972	\$ 46,361,972	\$ 140,799,235	\$ 33,019	\$ 31,582	\$ 31,411	5.13%	4.99%	5.10%	5.07%
	PCT-IP	152	151	150	\$ 439,860	\$ 483,138	\$ 576,655	\$ 1,635,111	\$ 1,535,619	\$ 1,432,715	\$ 2,074,971	\$ 2,018,757	\$ 2,018,757	\$ 6,112,485	\$ 13,651	\$ 13,369	\$ 13,458	5.31%	5.72%	6.56%	5.86%
	PCT-EX	102	103	106	\$ 279,505	\$ 283,398	\$ 340,327	n/a	n/a	n/a	\$ 279,505	\$ 283,398	\$ 283,398	\$ 846,301	\$ 2,740	\$ 2,751	\$ 2,674	n/a	n/a	n/a	n/a
	Total	1,710	1,722	1,732	\$ 8,424,709	\$ 9,038,474	\$ 10,744,782	\$ 42,005,058	\$ 39,625,653	\$ 37,698,420	\$ 50,429,767	\$ 48,664,127	\$ 48,664,127	\$ 147,758,021	\$ 29,491	\$ 28,260	\$ 28,097	5.15%	5.06%	5.23%	5.15%
	% of Lottery Sales				37.4%	35.7%	34.4%	48.6%	49.3%	50.4%	46.3%	46.0%	45.9%	46.1%							
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	1,481	1,489	1,490	\$ 7,752,019	\$ 7,186,470	\$ 9,841,061	\$ 39,496,951	\$ 38,803,442	\$ 45,008,820	\$ 47,248,970	\$ 45,989,912	\$ 54,849,881	\$ 148,088,763	\$ 31,903	\$ 30,886	\$ 36,812	4.67%	5.12%	6.75%	5.51%
	PCT-IP	160	171	170	\$ 488,342	\$ 457,764	\$ 639,504	\$ 1,583,761	\$ 1,624,428	\$ 2,055,928	\$ 2,072,103	\$ 2,082,192	\$ 2,695,432	\$ 6,849,727	\$ 12,951	\$ 12,177	\$ 15,855	5.60%	4.66%	7.42%	5.89%
	PCT-EX	106	111	117	\$ 284,488	\$ 263,878	\$ 312,534	n/a	n/a	n/a	\$ 284,488	\$ 263,878	\$ 312,534	\$ 860,900	\$ 2,684	\$ 2,377	\$ 2,671	n/a	n/a	n/a	n/a
	Total	1,747	1,771	1,777	\$ 8,524,849	\$ 7,908,112	\$ 10,793,099	\$ 41,080,712	\$ 40,427,870	\$ 47,064,748	\$ 49,605,561	\$ 48,335,982	\$ 57,857,847	\$ 155,799,390	\$ 28,394.71	\$ 27,293	\$ 32,559	4.76%	5.07%	6.82%	5.55%
	% of Lottery Sales				30.4%	32.9%	33.7%	51.6%	51.5%	57.8%	46.1%	47.1%	51.0%	48.1%							
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	1498	1500	1515	\$ 10,002,886	\$ 6,496,352	\$ 7,700,623	\$ 40,327,571	\$ 46,941,980	\$ 51,445,579	\$ 50,330,457	\$ 53,438,332	\$ 59,146,202	\$ 162,914,991	\$ 33,598	\$ 35,626	\$ 39,040	5.79%	5.60%	5.82%	5.74%
	PCT-IP	173	176	176	\$ 639,702	\$ 445,832	\$ 514,298	\$ 1,675,658	\$ 2,034,578	\$ 2,263,543	\$ 2,315,360	\$ 2,480,410	\$ 2,777,841	\$ 7,573,611	\$ 13,384	\$ 14,093	\$ 15,783	6.48%	5.94%	6.64%	6.35%
	PCT-EX	117	120	126	\$ 334,120	\$ 278,076	\$ 333,922	n/a	n/a	n/a	\$ 334,120	\$ 278,076	\$ 333,922	\$ 946,118	\$ 2,856	\$ 2,317	\$ 2,650	n/a	n/a	n/a	#DIV/0!
	Total	1788	1796	1817	\$ 10,976,708	\$ 7,220,260	\$ 8,548,843	\$ 42,003,229	\$ 48,976,558	\$ 53,709,122	\$ 52,979,937	\$ 56,196,818	\$ 62,257,965	\$ 171,434,720	\$ 49,838	\$ 52,036	\$ 57,474	5.86%	5.64%	5.91%	5.80%
	% of Lottery Sales				33.2%	35.6%	37.3%	48.1%	52.5%	52.9%	44.0%	49.5%	50.0%	47.8%							
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	1516	1519	1533	\$ 8,636,857	\$ 7,476,905	\$ 8,466,986	\$ 48,920,321	\$ 48,775,639	\$ 44,477,817	\$ 57,557,178	\$ 56,252,544	\$ 52,944,803	\$ 166,754,525	\$ 37,966	\$ 37,033	\$ 34,536.72733	5.53%	5.30%	5.17%	5.33%
	PCT-IP	176	175	176	\$ 558,301	\$ 518,608	\$ 588,763	\$ 2,131,172	\$ 2,279,306	\$ 1,972,500	\$ 2,689,473	\$ 2,797,914	\$ 2,561,263	\$ 8,048,650	\$ 15,281	\$ 15,988	\$ 14,552.63068	7.16%	6.72%	6.72%	6.87%
	PCT-EX	121	123	125	\$ 320,740	\$ 274,016	\$ 253,897	n/a	n/a	n/a	\$ 320,740	\$ 274,016	\$ 253,897	\$ 848,653	\$ 2,651	\$ 2,228	\$ 2,031.176	n/a	n/a	n/a	n/a
	Total	1813	1817	1834	\$ 9,515,898	\$ 8,269,529	\$ 9,309,646	\$ 51,051,493	\$ 51,054,945	\$ 46,450,317	\$ 60,567,391	\$ 59,324,474	\$ 55,759,963	\$ 175,651,828	\$ 55,898	\$ 52,650	\$ 30,403	5.70%	5.45%	5.33%	5.49%
	% of Lottery Sales				36.8%	38.0%	38.7%	52.8%	52.7%	53.8%	49.5%	50.0%	50.5%	50.0%							
	Total Vending				\$ 37,442,164	\$ 32,436,375	\$ 39,396,370	\$ 176,140,492	\$ 180,085,026	\$ 184,922,607	\$ 213,582,656	\$ 212,521,401	\$ 224,539,902	\$ 650,643,959							
	Total Fiscal Year													\$ 1,354,315,461							
	% of Total Sales													48.0%							

Chart E

Corporate Vending - FY 22

Chain	Retailer Name	# of Machines	YTD Scratcher Sales	YTD OOS Avg	YTD Total Lost Sales	YTD Sales Per Machine Average	Monthly Per Machine Average	YTD Lost Sales Per Machine	Avg Month Bin Sales
8027	ALBERTSONS	30	\$ 17,809,934	1.58%	\$ 287,828	\$ 593,664	\$ 49,472	\$ 9,594	\$ 2,061
9968	Bashas	46	\$ 19,811,677	3.56%	\$ 652,058	\$ 430,689	\$ 35,891	\$ 14,175	\$ 1,495
8821	Carioca	33	\$ 10,590,381	2.78%	\$ 273,065	\$ 320,921	\$ 26,743	\$ 8,275	\$ 1,114
8037	Circle K	191	\$ 21,580,188	10.06%	\$ 2,028,402	\$ 112,985	\$ 9,415	\$ 10,620	\$ 392
20001	Cobblestone	13	\$ 2,707,050	1.08%	\$ 26,880	\$ 208,235	\$ 17,353	\$ 2,068	\$ 723
9964/9963	CVS	83	\$ 4,998,741	2.03%	\$ 29,334	\$ 60,226	\$ 5,019	\$ 353	\$ 209
8030	El Super	6	\$ 1,784,522	2.64%	\$ 52,333	\$ 297,420	\$ 24,785	\$ 8,722	\$ 1,033
9958	Fast Market	6	\$ 1,863,041	5.30%	\$ 101,838	\$ 310,507	\$ 25,876	\$ 16,973	\$ 1,078
9968	Food City	45	\$ 11,903,542	3.27%	\$ 371,524	\$ 264,523	\$ 22,044	\$ 8,256	\$ 918
8052	Frys Food	192	\$ 115,444,540	5.16%	\$ 6,200,242	\$ 601,274	\$ 50,106	\$ 32,293	\$ 2,088
8021	Jacksons	11	\$ 4,373,782	3.56%	\$ 157,647	\$ 397,617	\$ 33,135	\$ 14,332	\$ 1,381
8031	Los Altos Ranch Market	7	\$ 2,330,512	2.31%	\$ 58,578	\$ 332,930	\$ 27,744	\$ 8,368	\$ 1,156
9800	Loves	13	\$ 3,043,298	4.19%	\$ 146,875	\$ 234,100	\$ 19,508	\$ 11,298	\$ 813
9969	LPT Quik Mart	16	\$ 2,059,853	12.39%	\$ 187,250	\$ 128,741	\$ 10,728	\$ 11,703	\$ 447
9905	Maverik	7	\$ 1,811,724	4.78%	\$ 69,385	\$ 258,818	\$ 21,568	\$ 9,912	\$ 899
9926	Pilot	19	\$ 3,973,603	10.77%	\$ 415,688	\$ 209,137	\$ 17,428	\$ 21,878	\$ 726
9849	QuikTrip	129	\$ 87,275,007	10.14%	\$ 9,016,553	\$ 676,550	\$ 56,379	\$ 69,896	\$ 2,349
8128	Safeway	112	\$ 62,956,829	2.80%	\$ 1,812,444	\$ 562,115	\$ 46,843	\$ 16,183	\$ 1,952
8025	Superpumper	13	\$ 4,325,860	3.50%	\$ 177,923	\$ 332,758	\$ 27,730	\$ 13,686	\$ 1,155
8004	Terribles	10	\$ 1,883,643	2.80%	\$ 44,769	\$ 188,364	\$ 15,697	\$ 4,477	\$ 654
8022	Walmart NHM - HD	26	\$ 9,774,323	7.63%	\$ 774,926	\$ 375,936	\$ 31,328	\$ 29,805	\$ 1,305
8022	Walmart Supercenter - LP	146	\$ 20,474,319	6.18%	\$ 1,193,118	\$ 140,235	\$ 11,686	\$ 8,172	\$ 487
9962	Winco	7	\$ 2,005,872	5.19%	\$ 111,857	\$ 286,553	\$ 23,879	\$ 15,980	\$ 995
Corporate Total		1161	\$ 414,782,241	4.97%	\$ 24,078,658	\$ 357,263	\$ 29,772	\$ 20,739.58	\$ 1,240
Statewide Total - June 2022		1691	\$ 541,148,103	5.47%	\$ 30,214,941	\$ 320,017	\$ 26,668	\$ 17,868	\$ 1,111

Corporate to Statewide Total 68.7%
Sales above corporate average

76.6%

Corporate % to Total Sales

ARIZONA LOTTERY CORPORATE ACCOUNT REVIEW Fiscal Year 2022 July 2021 through June 2022													
	Chain #	# of Accts	% of Accts	Total Draw Games			Scratchers			All Products Combined			Commission
				Sales	Market Share	Per Store Average	Sales	Market Share	Per Store Average	Sales	Market Share	Per Store Average	Earned To Date
4 Sons	9290/9814	22	0.6%	\$ 2,647,705	0.9%	\$120,350	\$ 6,727,170	0.6%	\$305,780	\$9,374,875	0.7%	\$426,131	\$609,367
7-Eleven	8706	55	1.5%	\$ 3,646,861	1.2%	\$66,307	\$ 21,204,497	2.0%	\$385,536	\$24,851,358	1.8%	\$451,843	\$1,615,338
Carioca	8821	38	1.0%	\$ 4,030,007	1.3%	\$106,053	\$ 11,454,201	1.1%	\$301,426	\$15,484,208	1.1%	\$407,479	\$1,006,474
Circle K	8037	607	16.6%	\$ 48,171,273	15.5%	\$79,360	\$ 212,947,613	20.4%	\$350,820	\$261,118,886	19.3%	\$430,179	\$16,972,728
Cobblestone		13	0.4%	\$ 1,467,668	0.5%	\$112,898	\$ 2,732,663	0.3%	\$210,205	\$4,200,331	0.3%	\$323,102	\$273,022
Fast Market	9958	24	0.7%	\$ 3,197,964	1.0%	\$133,249	\$ 12,407,872	1.2%	\$516,995	\$15,605,836	1.2%	\$650,243	\$1,014,379
Fry's Gas	8052	97	2.7%	\$ 4,806,765	1.5%	\$49,554	\$ 22,171,559	2.1%	\$228,573	\$26,978,324	2.0%	\$278,127	\$1,753,591
Good 2 Go	8024	15	0.4%	\$ 756,368	0.2%	\$50,425	\$ 3,505,229	0.3%	\$233,682	\$4,261,597	0.3%	\$284,106	\$277,004
Jackson's Food Stores	8021	11	0.3%	\$ 2,021,624	0.6%	\$183,784	\$ 4,494,338	0.4%	\$408,576	\$6,515,962	0.5%	\$592,360	\$423,538
Loves	9800	13	0.4%	\$ 985,581	0.3%	\$75,814	\$ 3,050,668	0.3%	\$234,667	\$4,036,249	0.3%	\$310,481	\$262,356
Maverik	9905	23	0.6%	\$ 2,642,138	0.8%	\$114,876	\$ 8,632,254	0.8%	\$375,315	\$11,274,392	0.8%	\$490,191	\$732,835
Pilot Travel Centers	9926	19	0.5%	\$ 1,343,837	0.4%	\$70,728	\$ 3,975,616	0.4%	\$209,243	\$5,319,453	0.4%	\$279,971	\$345,764
Quik Mart	8375	17	0.5%	\$ 917,154	0.3%	\$53,950	\$ 3,516,290	0.3%	\$206,841	\$4,433,444	0.3%	\$260,791	\$288,174
QuikTrip	9849	130	3.6%	\$ 32,733,119	10.5%	\$251,793	\$ 99,956,963	9.6%	\$768,900	\$132,690,082	9.8%	\$1,020,693	\$8,624,855
Safeway Gas	8128	32	0.9%	\$ 2,465,353	0.8%	\$77,042	\$ 7,773,191	0.7%	\$242,912	\$10,238,544	0.8%	\$319,955	\$665,505
Shay's	8938	21	0.6%	\$ 1,810,597	0.6%	\$86,219	\$ 8,154,556	0.8%	\$388,312	\$9,965,153	0.7%	\$474,531	\$647,735
Superpumper	8025	13	0.4%	\$ 2,084,157	0.7%	\$160,320	\$ 4,311,493	0.4%	\$331,653	\$6,395,650	0.5%	\$491,973	\$415,717
Terribles	8004	9	0.2%	\$ 2,129,751	0.7%	\$236,639	\$ 2,593,180	0.2%	\$288,131	\$4,722,931	0.3%	\$524,770	\$306,991
Speedway	9956	78	2.1%	\$ 5,170,246	1.7%	\$66,285	\$ 24,222,267	2.3%	\$310,542	\$29,392,513	2.2%	\$376,827	\$1,910,513
Convenience Total		1,237	33.9%	\$123,028,168	39.5%	\$99,457	\$463,831,620	44.5%	\$374,965	\$586,859,788	43.3%	\$474,422	\$38,145,886
Albertsons	8027	30	0.8%	\$ 8,594,877	2.8%	\$286,496	\$ 18,438,383	1.8%	\$614,613	\$27,033,260	2.0%	\$901,109	\$1,757,162
Bashas'	8011	45	1.2%	\$ 5,053,044	1.6%	\$112,290	\$ 11,679,283	1.1%	\$259,540	\$16,732,327	1.2%	\$371,829	\$1,087,601
El Super	8030	6	0.2%	\$ 203,043	0.1%	\$33,841	\$ 1,815,205	0.2%	\$302,534	\$2,018,248	0.1%	\$336,375	\$131,186
Food City		45	1.2%	\$ 1,065,202	0.3%	\$23,671	\$ 5,556,870	0.5%	\$123,486	\$6,622,072	0.5%	\$147,157	\$430,435
Fry's	8052	125	3.4%	\$ 46,492,848	14.9%	\$371,943	\$ 117,809,549	11.3%	\$942,476	\$164,302,397	12.1%	\$1,314,419	\$10,679,656
Los Altos Ranch Market	8026	7	0.2%	\$ 290,404	0.1%	\$41,486	\$ 2,347,003	0.2%	\$335,286	\$2,637,407	0.2%	\$376,772	\$171,431
Safeway	8128	104	2.8%	\$ 32,358,164	10.4%	\$311,136	\$ 65,470,062	6.3%	\$629,520	\$97,828,226	7.2%	\$940,656	\$6,358,835
Walmart	8022	108	3.0%	\$ 9,443,727	3.0%	\$87,442	\$ 30,565,834	2.9%	\$283,017	\$40,009,561	3.0%	\$370,459	\$2,600,621
Costco	9955	17	0.5%	\$ -	0.0%	\$0	\$ 4,360,620	0.4%	\$256,507	\$4,360,620	0.3%	\$256,507	\$283,440
Winco	9962	7	0.2%	\$ 768,417	0.2%	\$109,774	\$ 1,990,163	0.2%	\$284,309	\$2,758,580	0.2%	\$394,083	\$179,308
Food Store Total		494	13.5%	\$104,269,726	33.5%	\$211,072	\$260,032,972	24.9%	\$526,383	\$364,302,698	26.9%	\$737,455	\$23,679,675
Major Chains		1,731	47.4%	\$227,297,894	73.1%	\$131,310	\$723,864,592	69.4%	\$418,177	\$951,162,486	70.2%	\$549,487	\$61,825,562
All Stores*		3654		\$311,152,327		\$85,154	\$1,043,163,134		\$285,485	\$1,354,315,461		\$370,639	\$88,030,505

*Does not include Instant Tabs

ARIZONA LOTTERY BUSINESS CODE REVIEW Fiscal Year 2022 July 2021 through June 2022																		
Business Classification	Business Code	# of Accts	% of Accts	Sales	Market Share	Per Store Average	Sales	Market Share	Per Store Average	Sales	Market Share	Per Store Average	FY2022 Sales	FY2021 Sales	% of change	Market Share	Per Store Average	Commission Earned To Date
Full Product																		
Shopping Malls	01	2	0.1%	96,447	0.0%	48,224	95,400	0.0%	47,700		0.0%	0	191,847	107,982	77.7%	0.0%	95,924	\$ 12,470
Smoke/Gift Shops	02	103	2.8%	1,756,813	0.6%	17,056	9,802,713	0.9%	95,172		0.0%	0	11,559,526	12,672,324	-8.8%	0.8%	112,228	\$ 751,369
Chain Supermarkets	03	593	16.2%	110,680,572	35.6%	186,645	278,232,289	26.7%	469,194		0.0%	0	388,912,861	373,787,362	4.0%	28.4%	655,840	\$ 25,279,336
Independent Supermarkets	04	47	1.3%	2,960,515	1.0%	62,990	9,470,559	0.9%	201,501		0.0%	0	12,431,074	11,652,599	6.7%	0.9%	264,491	\$ 808,020
Chain Convenience Stores	05	1096	30.0%	113,541,464	36.5%	103,596	430,318,425	41.3%	392,626		0.0%	0	543,859,889	628,524,724	-13.5%	39.7%	496,223	\$ 35,350,893
Independent Convenience	06	945	25.9%	54,547,175	17.5%	57,722	228,266,695	21.9%	241,552	7,560	0.0%	43,124	282,821,430	294,762,823	-4.1%	20.7%	299,282	\$ 18,383,393
Liquor Stores	07	101	2.8%	1,967,276	0.6%	19,478	15,545,906	1.5%	153,920		0.0%	0	17,513,182	18,759,294	-6.6%	1.3%	173,398	\$ 1,138,357
Drug Store/Pharmacies	08	3	0.1%	39,318	0.0%	13,106	55,985	0.0%	18,662		0.0%	0	95,303	204,147	-53.3%	0.0%	31,768	\$ 6,195
independent Gas	09	19	0.5%	1,047,005	0.3%	55,106	4,453,496	0.4%	234,395		0.0%	0	5,500,501	6,642,017	-17.2%	0.4%	289,500	\$ 357,533
Truck Service Centers	10	47	1.3%	3,458,159	1.1%	73,578	10,060,499	1.0%	214,053		0.0%	0	13,518,658	14,065,436	-3.9%	1.0%	287,631	\$ 878,713
Bars/Restaurants	11	111	3.0%	4,898,417	1.6%	44,130	8,950,782	0.9%	80,638		0.0%	0	13,849,199	11,972,228	15.7%	1.0%	124,768	\$ 900,198
Spec Non-Grocery/Misc	12	115	3.1%	5,294,064	1.7%	46,035	7,701,040	0.7%	66,966		0.0%	0	12,995,104	11,594,256	12.1%	0.9%	113,001	\$ 844,682
Chain Gas	13	127	3.5%	7,271,407	2.3%	57,255	29,904,093	2.9%	235,465		0.0%	0	37,175,500	36,245,797	2.6%	2.7%	292,720	\$ 2,416,408
Bowling Centers	14	3	0.1%	60,792	0.0%	20,264	192,885	0.0%	64,295		0.0%	0	253,677	233,218	8.8%	0.0%	84,559	\$ 16,489
Route Sales	19	83	2.3%	1,198,655	0.4%		4,346,532	0.4%					5,545,187	548,395	911.2%	0.4%	0	\$ 360,437
Quick Card	20	2	0.1%	758,566	0.2%	379,283	0	0.0%	0		0.0%	0	758,566	416,206	82.3%	0.1%	379,283	\$ 49,307
ASL & Promotions	99	11	0.3%	1,575,682	0.5%	143,244	5,765,835	0.6%	524,167	58,320	0.4%	5,302	7,399,837	5,241,624	41.2%	0.5%	672,712	\$ 480,989
Full Product Sub Total		3408		311,152,327			1,043,163,134			65,880			1,354,381,341	1,427,430,432	-5.1%			
Instant Tab																		
Age-Controlled Instant Tab	15	65	1.8%	0	0.0%	0	0	0.0%	0	4,191,180	29.8%	64,480	4,191,180	2,669,760	57.0%	0.3%	64,480	
Charitable Instant Tab	17	138	3.8%	0	0.0%	0	0	0.0%	0	8,555,334	60.9%	61,995	8,555,334	7,950,690	7.6%	0.6%	61,995	
General Instant Tab	18	43	1.2%	0	0.0%	0	0	0.0%	0	1,243,080	8.8%	28,909	1,243,080	1,323,624	-6.1%	0.1%	28,909	
Instant Tab Sub Total		246	6.7%	0			0			13,989,594			13,989,594	11,944,074				
Total		3654	100%	311,152,327	100%	91,301	1,043,163,134	100%	306,092	14,055,474	100%	57,136	1,368,370,935	1,439,374,506	-4.9%	100%	374,486	\$ 88,034,787
Summary Recap																		
Chain/Indpt Supermarkets		640	17.5%	113,641,087	36.5%	177,564	287,702,848	27.6%	449,536	0	0.0%	0	401,343,935	385,439,961	4.1%	29.3%	627,100	\$ 26,087,356
Total Convenience Stores		2,041	55.9%	168,088,639	54.0%	82,356	658,585,120	63.1%	322,678	7,560	0.1%	13,994	826,673,759	923,287,547	-10.5%	60.4%	405,034	\$ 53,733,794
Total Instant Tabs		246	6.7%	0	0.0%	0	0	0.0%	0	13,989,594	99.5%	56,868	13,989,594	11,944,074	17.1%	1.0%	56,868	\$ 1,316,880
Other Classifications		727	19.9%	29,422,601	9.5%	40,471	96,875,166	9.3%	133,253	58,320	0.4%	616,750	126,356,087	118,702,924	6.4%	9.2%	173,805	\$ 8,213,146
Total All Classifications		3,654	100%	311,152,327	100%	91,301	1,043,163,134	100%	306,092	14,055,474	100%	57,136	1,368,370,935	1,439,374,506	-4.9%	100%	374,486	\$ 89,351,176

ARIZONA LOTTERY
BUSINESS CODE REVIEW
Fiscal Year 2022
July 2021 through June 2022

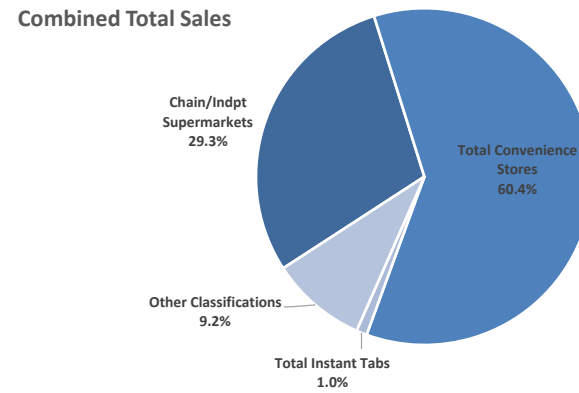
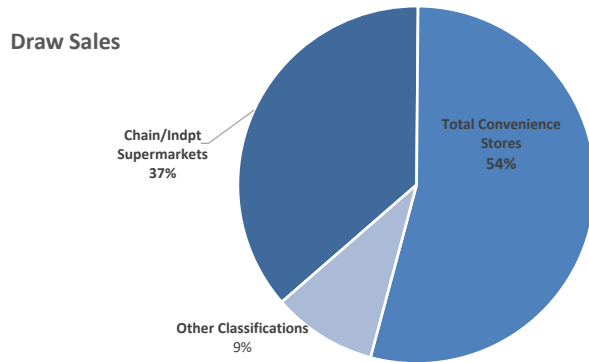
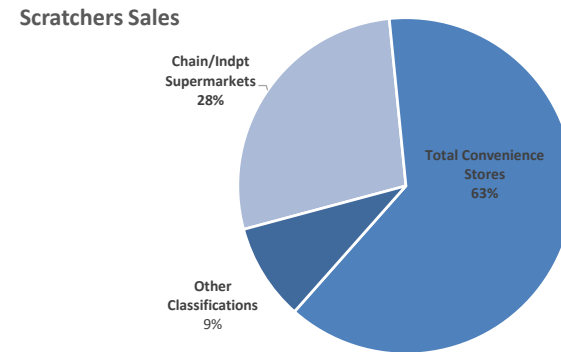
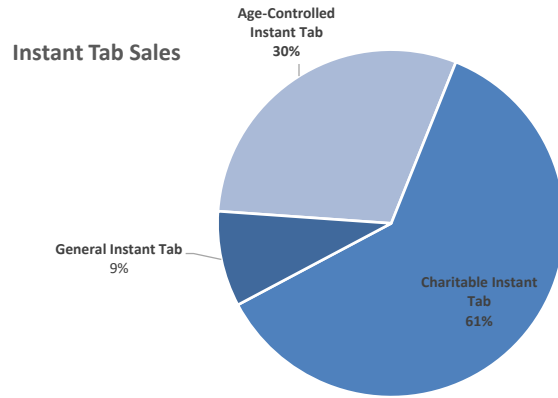


Chart H

<p style="text-align: center;">ARIZONA LOTTERY COUNTY SALES REVIEW Fiscal Year 2022 July 2021 through June 2022</p>																		
County	Code	# of Accts	% of Accts	Sales	Share	Per Store Average	Sales	Share	Per Store Average	Sales	Share	Per Store Average	FY2022 Sales	All Products Combined FY2021 Sales	% of Change	Market Share	Per Store Average	2022 Estimated Per Capita Wkly Sales
Apache	1	19	0.5%	670,954	0.2%	35,313	1,961,146	0.2%	103,218	29,040	0.2%	13,467,188	2,661,140	3,013,573	-11.69%	0.2%	140,060	\$0.71
Cochise	2	91	2.5%	6,024,482	1.9%	66,203	24,303,084	2.3%	267,067	333,030	2.4%	17,200,327	30,660,596	32,684,764	-6.19%	2.2%	336,930	\$4.72
Coconino	3	108	3.0%	5,533,509	1.8%	51,236	17,972,430	1.7%	166,411	20,850	0.1%	1,172,407	23,526,789	24,724,720	-4.85%	1.7%	217,841	\$3.11
Gila	4	45	1.2%	2,406,719	0.8%	53,483	10,044,779	1.0%	223,217	45,300	0.3%	5,856,604	12,496,798	15,185,634	-17.71%	0.9%	277,707	\$4.41
Graham	5	24	0.7%	959,196	0.3%	39,967	7,150,928	0.7%	297,955	38,880	0.3%	12,612,232	8,149,004	9,362,284	-12.96%	0.6%	339,542	\$3.87
Greenlee	6	7	0.2%	256,105	0.1%	36,586	2,253,521	0.2%	321,932	8,340	0.1%	10,132,603	2,517,966	3,002,402	-16.13%	0.2%	359,709	\$5.05
La Paz	15	43	1.2%	1,775,602	0.6%	41,293	4,851,149	0.5%	112,817	377,610	2.7%	66,171,490	7,004,361	8,424,352	-16.86%	0.5%	162,892	\$6.34
Maricopa	7	2078	56.9%	187,752,327	60.3%	90,352	669,433,938	64.2%	322,153	7,197,510	51.2%	11,928,065	864,383,775	890,809,642	-2.97%	63.2%	415,969	\$3.57
Mohave	8	214	5.9%	28,070,472	9.0%	131,170	50,494,641	4.8%	235,956	2,081,910	14.8%	23,077,316	80,647,023	87,739,201	-8.08%	5.9%	376,855	\$7.12
Navajo	9	69	1.9%	3,227,620	1.0%	46,777	12,616,445	1.2%	182,847	281,610	2.0%	27,148,055	16,125,675	19,690,627	-18.10%	1.2%	233,705	\$2.76
Pima	10	486	13.3%	40,221,374	12.9%	82,760	127,463,973	12.2%	262,272	1,344,990	9.6%	10,404,835	169,030,337	184,401,916	-8.34%	12.4%	347,799	\$3.04
Pinal	11	164	4.5%	14,488,671	4.7%	88,346	54,145,671	5.2%	330,157	1,404,294	10.0%	30,158,000	70,038,636	73,494,789	-4.70%	5.1%	427,065	\$2.72
Santa Cruz	12	22	0.6%	2,162,987	0.7%	98,318	5,290,185	0.5%	240,463	0	0.0%	0	7,453,172	7,389,620	0.86%	0.5%	338,781	\$3.07
Yavapai	13	157	4.3%	11,064,353	3.6%	70,474	33,730,401	3.2%	214,843	362,970	2.6%	10,207,462	45,157,724	47,907,845	-5.74%	3.3%	287,629	\$3.59
Yuma	14	125	3.4%	5,779,390	1.9%	46,235	21,450,843	2.1%	171,607	529,140	3.8%	28,487,979	27,759,373	31,126,931	-10.82%	2.0%	222,075	\$2.45
Virtual	26	2	0.1%	758,566	0.2%	379,283	0	0.0%	0	0	0.0%	0	758,566	416,206	82.26%	0.1%	379,283	#DIV/0!
Total		3654	100%	311,152,327	100%	85,154	1,043,163,134	100%	285,485	14,055,474	100%	14,055,474	1,368,370,935	1,439,374,506	-4.93%	100%	374,486	\$3.50

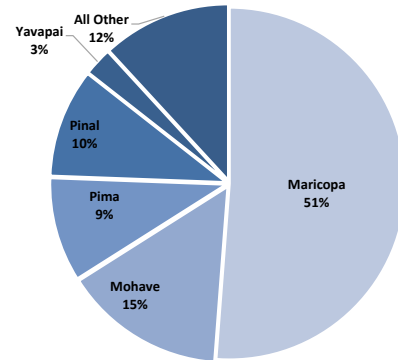
Summary Recap

Maricopa and Pima Counties	2564	70.2%	227,973,701	73.3%	88,913	796,897,911	76.4%	310,803	8,542,500	60.8%	11,659,322	1,033,414,112				75.5%	403,048	
Mohave, Pinal and Yavapai	535	14.6%	53,623,496	17.2%	100,231	138,370,713	13.3%	258,637	3,849,174	27.4%	22,334,975	195,843,383				14.3%	366,062	
All Other Counties	555	15.2%	29,555,130	9.5%	53,252	107,894,510	10.3%	194,405	1,663,800	11.8%	17,516,257	139,113,440				10.2%	250,655	

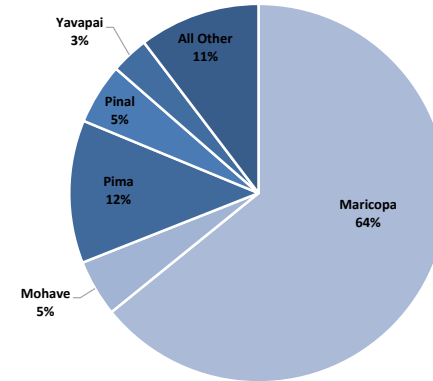
Chart I

**ARIZONA LOTTERY
COUNTY SALES REVIEW
Fiscal Year 2022
July 2021 through June 2022**

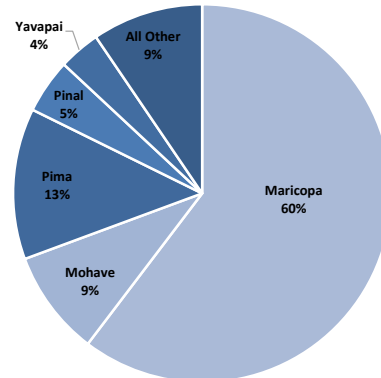
Instant Tab Sales



Scratchers Sales



Draw Game Sales



Combined Sales

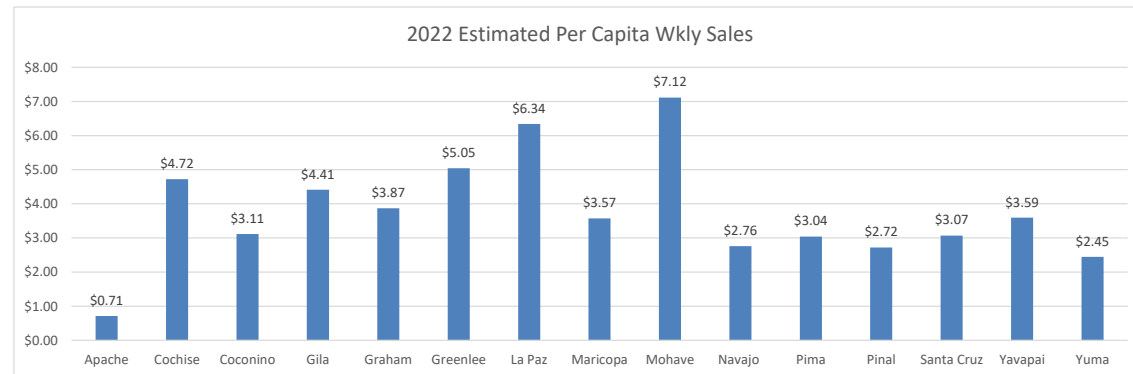
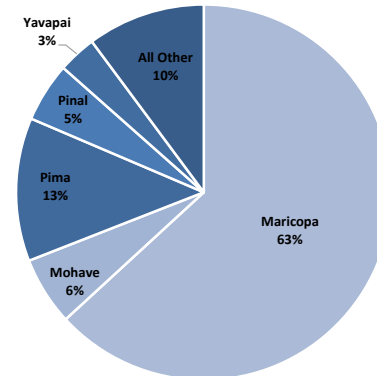


Chart J

New Business Item #1
Instant Scratch Game Profiles
Report to Arizona Lottery Commission
August 19, 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: *Secret Agent Crossword* #1395 and *\$230 Million Cash Explosion*® #1400.

Secret Agent Crossword #1395. This \$5 game has a top prize of \$50,000. This game will be printed at a quantity of approximately 9.6 million tickets.

\$230 Million Cash Explosion® #1400. This \$20 game has a top prize of \$2,500,000 (30-year annuity) or a one-time cash payment to be determined when the prize is claimed. This game will be printed at a quantity of approximately 15.3 million tickets.

Attachments (Commissioners only)

New Business Item #2
Fast Play Game Profiles
Report to Arizona Lottery Commission
August 19, 2022

This report has been provided to the Lottery Commission regarding game profiles planned for Arizona Lottery Fast Play games. The Commission is requested to approve this game profile. After Commission approval, staff will commence with plans for game development, launch, and sales of this game.

NEW GAME PROFILE

Attached for the Lottery Commission's action is new Fast Play game profiles: *Cheers to 2023* #148.

Cheers to 2023 #148. This \$1 New Years-themed game has a top prize of \$2,023. In this game, players match the YOUR NUMBERS symbols to the WINNING NUMBERS symbols to win a prize.

Attachments (Commissioners only)

New Business Item #3
Holly Jolly Jackpot Promotion Profile #120
Report to Arizona Lottery Commission
August 19, 2022

This report has been provided to the Lottery Commission regarding the Holly Jolly 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: *Holly Jolly Jackpot*
Holly Jolly Jackpot Promotion Profile #120

Starting October 4th, 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 along with a Grand Prize Progressive Jackpot.

Attachments (Commissioners only)