



October 21, 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 **October 21, 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 September 16, 2022, Public Meeting

Agency Reports

1. Retailer of the Quarter - Presentation
2. Director's Presentation
3. Financial Report – Presentation
4. Retailer Satisfaction Survey - Presentation
5. 1st Quarter Products & Sales Review - No Presentation
6. New Games Introduction – No Presentation

New Business

1. Discussion and possible action on new instant scratch game profiles: *Money Ball Bingo* #1394, *24K Gold* #1402, *7-11-21* #1404, and *\$10,000 Blowout* #1406.
2. Discussion and possible action on new promotion profile: *Living Lucky with Luke Combs Promotion Profile* #121.

Call to the Public

Consideration and discussion of comments from the public. Those members of the public wishing to address the Commission need not request permission in advance and will be given approximately five minutes for their comments and requests. Action taken as a result of public comment will be limited to directing staff to study the matter or rescheduling the matter for further consideration at a later date to comply with A.R.S. § 38-431.02.

Announcements

The next Commission meeting will be held November 18, 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 13th day of October 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 September 16, 2022, Meeting

PRESIDING Chair Jeff Weintraub (In Person)

COMMISSIONERS Todd Newman (In Person), Alec Thomson and Julie Katsel, (Teleconference)

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

Luanne Mansanares, Orion Steen, Ron Schartz, Anthony Calles, Stacey Henderson, and Mackenzie Hogan, (In Person) Alexandra Adukeh, Shelby Alessi, Cassandra Bierworth, Kathlene Syms, Victor Mendoza, Mary Cimaglio, Ajjali Dang, Vincent Dunlap, John Gilliland, Karla Henriksen, Holly Hichens, Susan Kalember, David Lyons, Robin Peters, Allyson Saltford, Lisa Schartz, Lynda Sellers, Art Uthaisri, and Jennifer Wenger (Teleconference)

GUESTS Attorney General Representative: Pam Peiser (Teleconference)
Scientific Games Representatives: Gabriel Reed (Teleconference)
Pollard Banknote Limited Representatives: Wes Brown, John Papile, and Travis Priest (Teleconference)
Owens Harkey Representatives: Anna Garza, Noelle Hobaica, Olivia Zurawin, Hannah Balamut, and Ariana Moreno (Teleconference)

PUBLIC

Call to Order

1. **Call for Quorum:** Pursuant to the Public Notice dated September 7, 2022, the Public Meeting of the Arizona State Lottery Commission was called to order at 10:00 a.m. by Chair Jeff Weintraub.

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

2. **Notice:** Notice was posted by Luanne Mansanares on September 9, 2022, at 1:30 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 August 19, 2022, Public Meeting. Commissioner Newman verbally moved; Commissioner Katsel verbally seconded. The vote was unanimous with Chair Weintraub verbally voting aye, Commissioner Newman voting aye, and Commissioner Thomson and

Commission Katsel verbally voting aye. The motion carried.

Agency Reports

1. **Retailer of the Year:** Ron Schartz presented information on the retailer of the year, Corner Market Express. The presentation is attached for the official minutes.
2. **Director's Presentation:** Director Edgar presented financial information on, gross sales, net returns, and retail commissions. He also presented a brief comparison of the amount of money that has been transferred to the State by the Arizona Lottery, sports betting, and The Arizona Tribal Gaming. 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. **Products & Marketing Update Presentation** – Chris Rogers, provided a marketing and products update. The presentation is attached for the official minutes.
5. **Open Meeting & Public Records Law Overview** – (The overview was presented after the Call to Public)
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: *YAHTZEE™ #1396, Lucky Hunt #1397, Winning Streak #1398, and Set for Life #1401*. 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: #1396, #1397, #1398, and #1401. Commissioner Newman moved; Commissioner Katsel verbally seconded. The vote was unanimous with Chair Weintraub voting aye, Commissioner Newman voting aye, and Commissioner Thomson and Commission Katsel verbally voting aye. The motion carried.
2. Chair Weintraub asked if any members of the public wanted to address the Commission regarding *Arizona Administrative Code Title 19 Chapter 3, Article 4-Design & Operation of Lottery Games Generally, Arizona Administrative Code Title 19 Chapter 3, Article 7 – Design & Operation of Instant Games, And Arizona Administrative Code Title 19 Chapter 3, Article 10 – Promotions*. 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 submit the amendments to Arizona Administrative Code Title 19, chapter 3, Article(s) 4, 7, and 10 to the Governors Regulatory Review Council for final review and approval. . Commissioner Newman moved; and Commissioner Thomson verbally seconded. The vote was unanimous with Chair Weintraub voting aye, Commissioner Newman voting aye, and Commissioner Thomson and Commission Katsel verbally voting aye. The motion carried.

3. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new instant tab game profiles: *Veterans Pride* #173, *Cash Track* #174, *Grab the Cash* #175, *American Forever* #176, *Four Kings* #1080, *Have a Cold One* #1081, *Money Matey* #1082, and *I Heart My Bartender* #1083. There were no responses from the public.

Director Edgar made a clarification on the game name and Chair Weintraub repeated the name with the correction

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: #173, # 174, #175, #176, #1080, #1081, #1082, and #1083. Commissioner Newman moved; and Commissioner Katsel verbally seconded. The vote was unanimous with Chair Weintraub voting aye, Commissioner Newman voting aye, Commissioner Thomson verbally voting aye, and Commissioner Katsel verbally voting aye. The motion carried.

Call to the Public

Open Meeting & Public Records Law Overview – Assistant Attorney General Pame Peiser presented information on Open Meeting & Public Records Law. The presentation is attached for the official minutes.

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 October 21, 2022, at 10:00 a.m.

Adjournment

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

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Agency Reports
Report to Arizona Lottery Commission
October 21, 2022

Retailer of the Quarter– Presentation

Director’s Presentation

Financial Report – Presentation

Retailer Satisfaction Survey – Presentation

1st Quarter Products & Sales Review - No Presentation

New Game Introductions – No Presentation

New Game Introductions. The following games were introduced since the last commission meeting: *Stocking Stuffer* #1374, *Polar Payout* #1375, *Candy Cane Crossword* #1376, *Sleigh Bell Bucks* #1377, *25 Days of Winning* #1378, and *100X the Cash* #1380.

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 10/10/22
9/30/22	\$10	1357	Cash King	2,125,800	79%
10/4/22	\$2	1287	Red Line Bingo	9,787,200	92%
10/4/22	\$3	1294	Crossword Corner Cash	7,007,800	95%
10/4/22	\$10	1298	\$100,000 Crossword	6,496,620	93%
10/4/22	\$5	1308	Money Maker	3,274,020	86%
10/4/22	\$1	1311	Fast Cash	3,666,600	77%
10/4/22	\$3	1314	Hidden Cash	3,095,500	95%
10/4/22	\$10	1319	Triple Red 7’s	3,795,600	80%
10/4/22	\$25	1326	Triple Bonus Crossword	1,762,632	83%
10/4/22	\$2	1342	9s in a Line	2,684,550	79%
10/4/22	\$1	1347	\$5 Grand	4,192,200	76%
10/4/22	\$2	1348	\$10 Grand	3,136,500	68%

ATTACHMENT A

Dashboard Report October 2022

SERVING ARIZONA FOR 41 YEARS



11.03%

vs. Proj (FYTD)

Total Sales (FYTD)
\$362,958,526

8.81%

vs. PYTD

57.41%

vs. Proj (FYTD)

Draw Sales

\$105,590,005 29.1% Total Sales

26.60%

vs. PYTD

Draw Sales : From
7/1/2017 - To
10/2/2022

Fast Play Sales :
From
2/11/2018 - To
10/2/2022

-0.95%

vs. Proj (FYTD)

Instant Sales

\$257,368,521 70.9% Total Sales

2.88%

vs. PYTD

107.31%

vs. Proj (FYTD)

Multi-State

\$73,863,970 20.6% Draw Sales

56.36%

vs. PYTD

Pulltab Sales : From
7/2/2017 - To
9/30/2022
Scratcher
Sales : From 7/1/2017
- To 10/2/2022

-1.03%

vs. Proj (FYTD)

Scratchers Sales

\$253,901,181 69.7% Instant Sales

2.80%

vs. PYTD

0.55%

vs. Proj (FYTD)

In-State

\$20,028,750 5.6% Draw Sales

-11.04%

vs. PYTD

Charitable Pulltab Sales

\$2,172,960 0.6% Instant Sales

9.23%

vs. PYTD

-31.21%

vs. Proj (FYTD)

Quick Draw

\$555,002 0.5% Draw Sales

-

vs. PYTD

Age Rest. Pulltab Sales

\$961,200 0.4% Instant Sales

9.11%

vs. PYTD

3.88%

vs. Proj (FYTD)

Fast Play

\$11,142,283 3.1% Draw Sales

-18.38%

vs. PYTD

8.52%

vs. Proj (FYTD)

Other Pulltab Sales

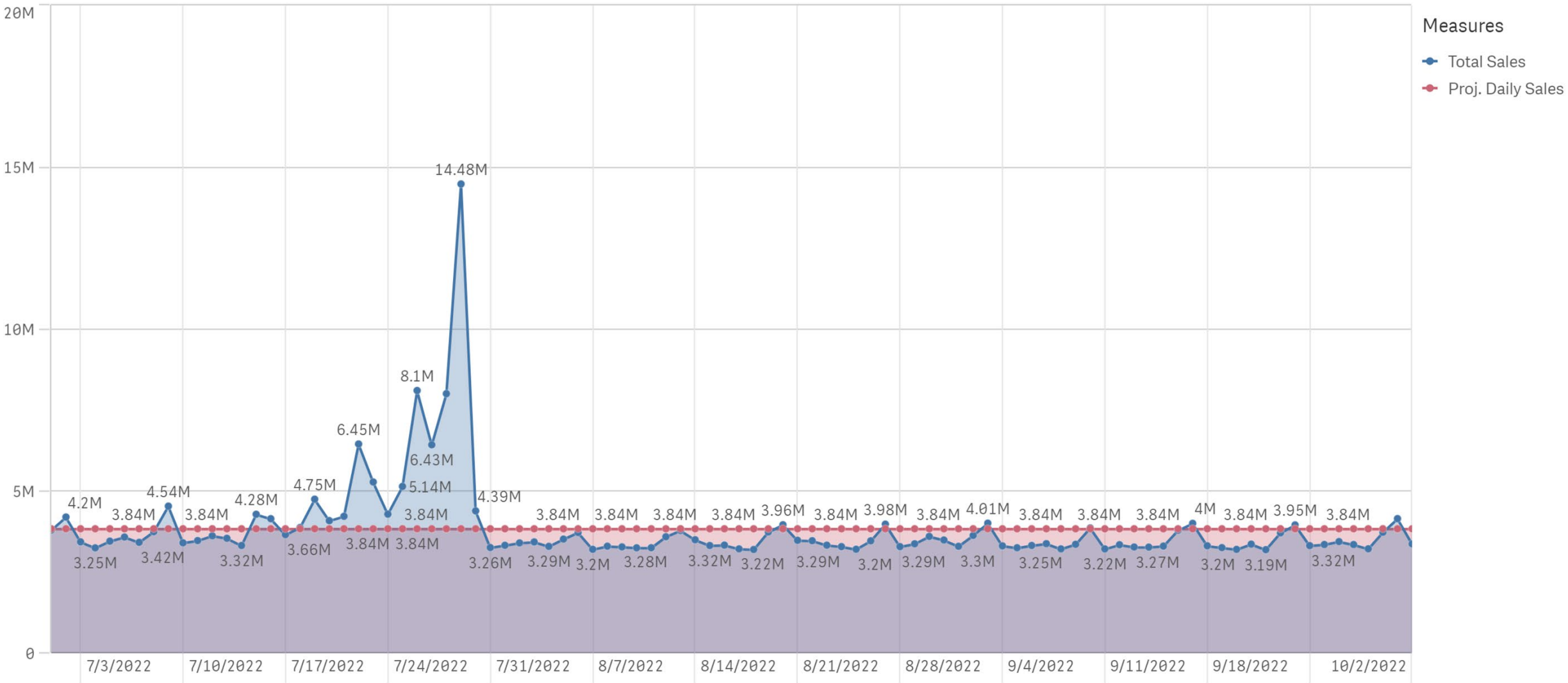
\$333,180 0.1% Instant Sales

8.25%

vs. PYTD

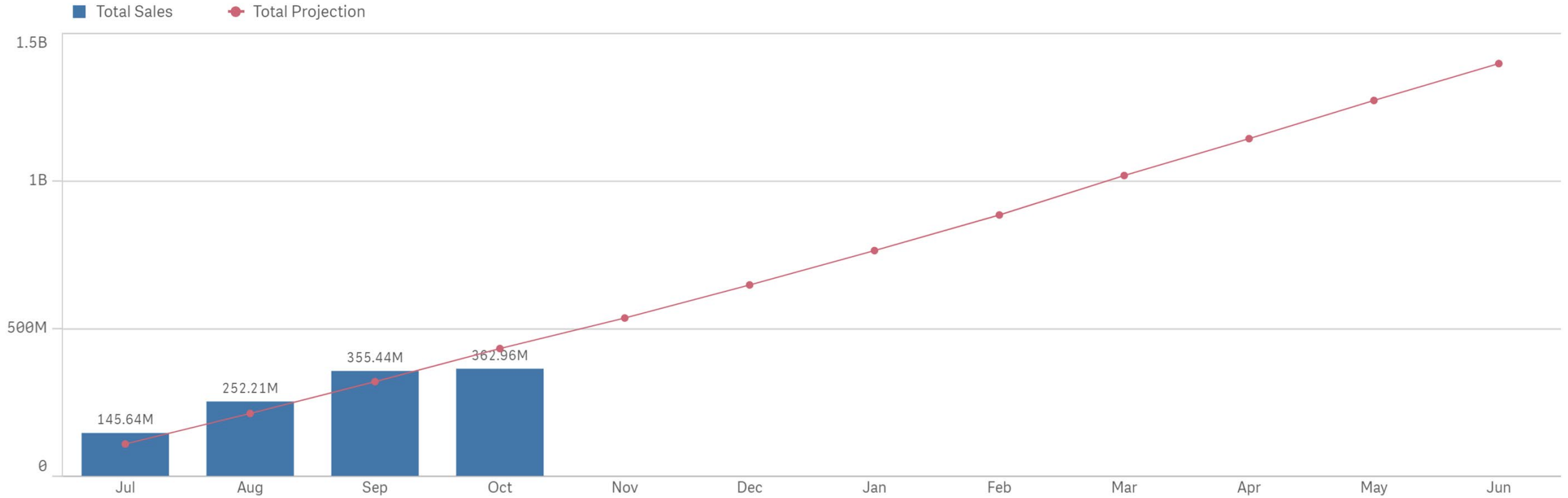


Daily Sales vs Goal



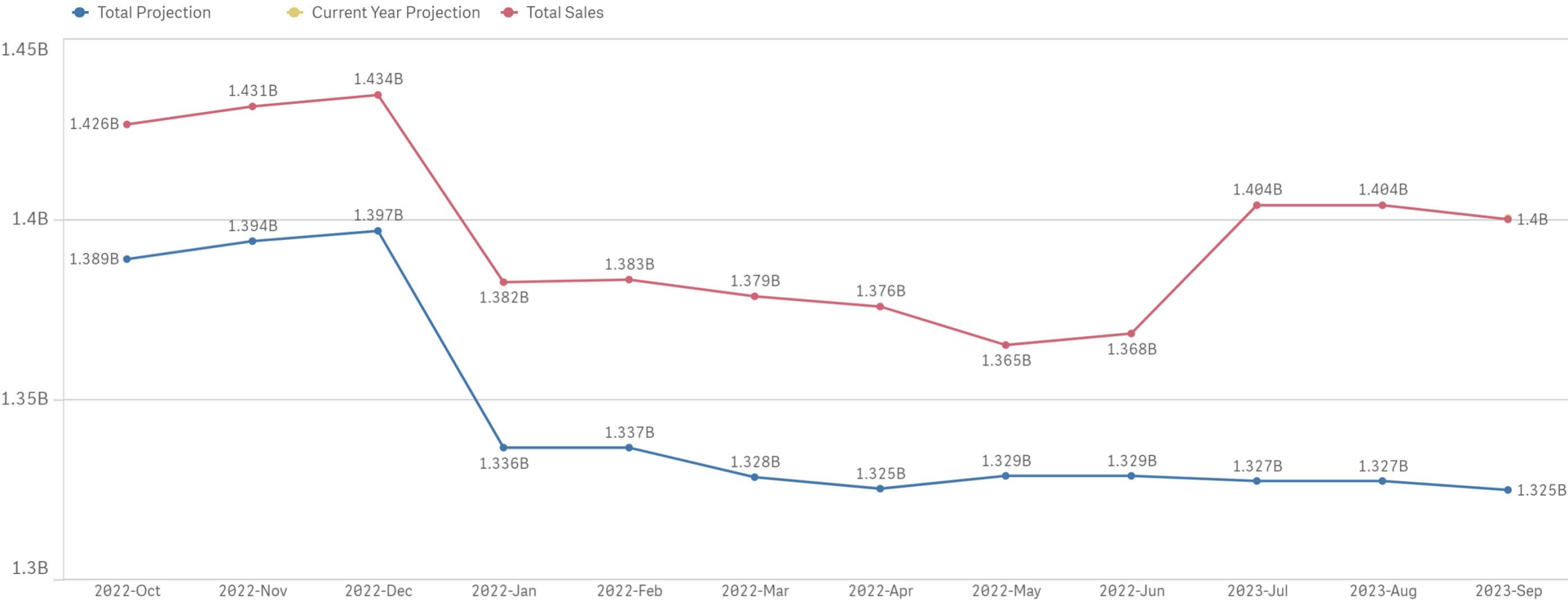
YTD Sales vs. Projection

FY 2023 Total Sales vs. Projection

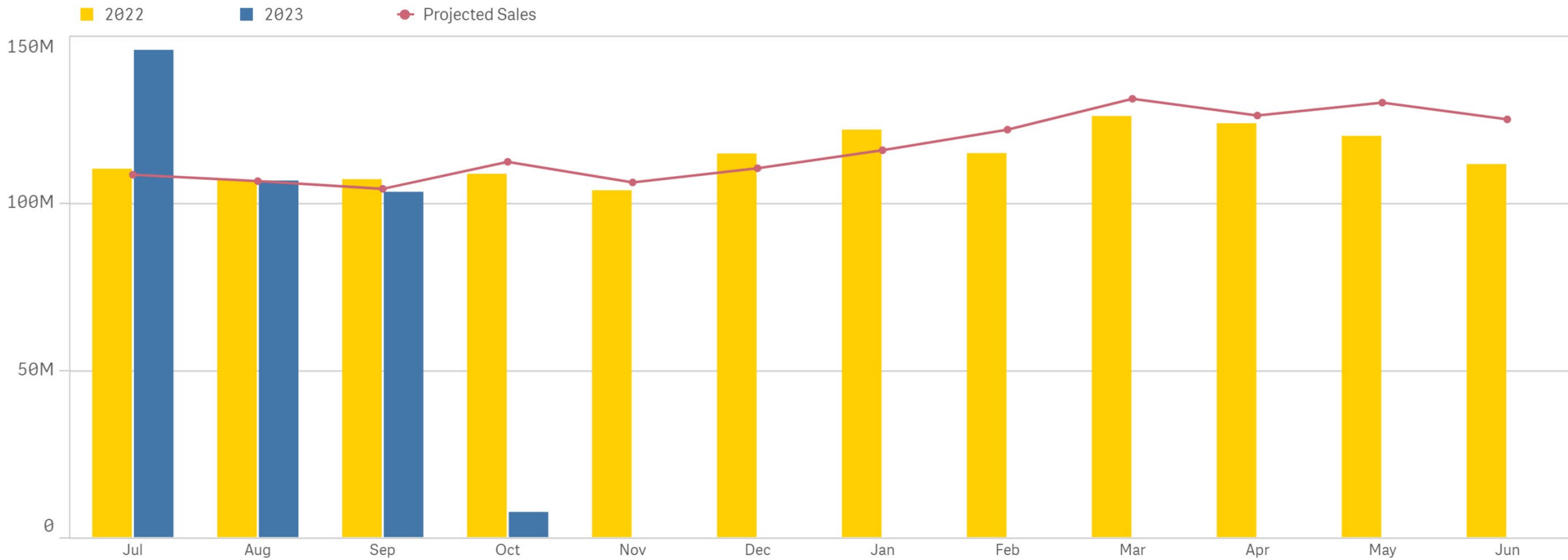


Rolling 12 Month Total Sales

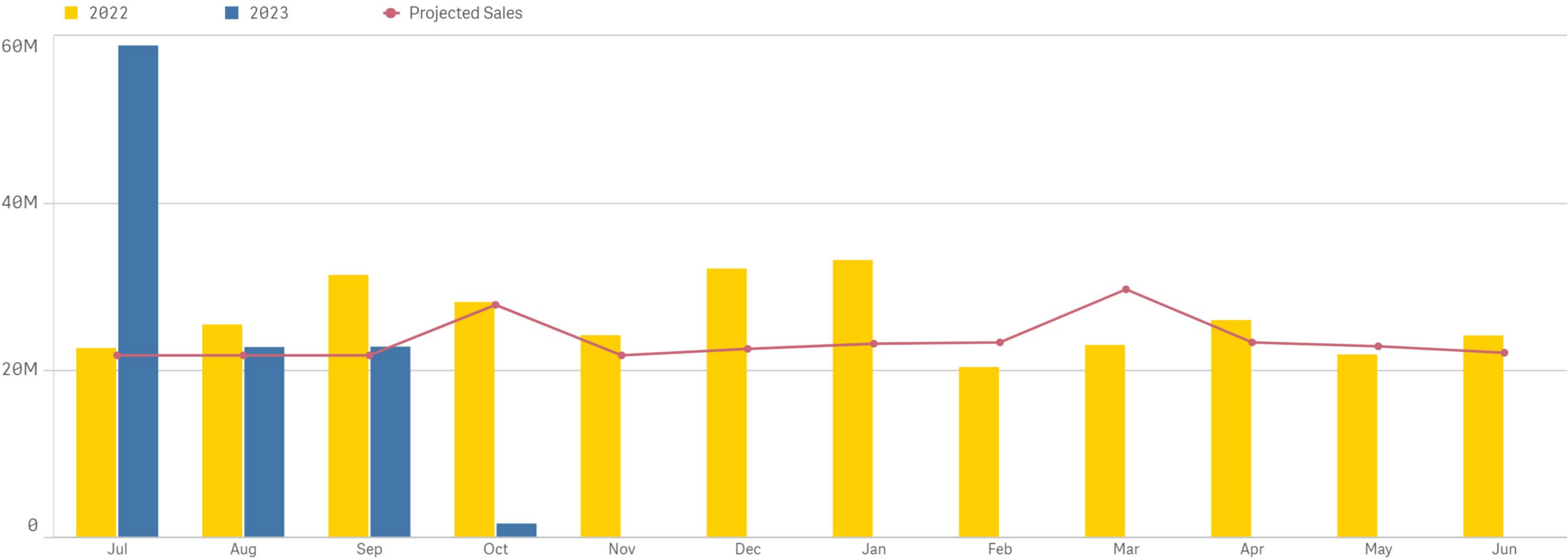
Rolling 12 Month Sales



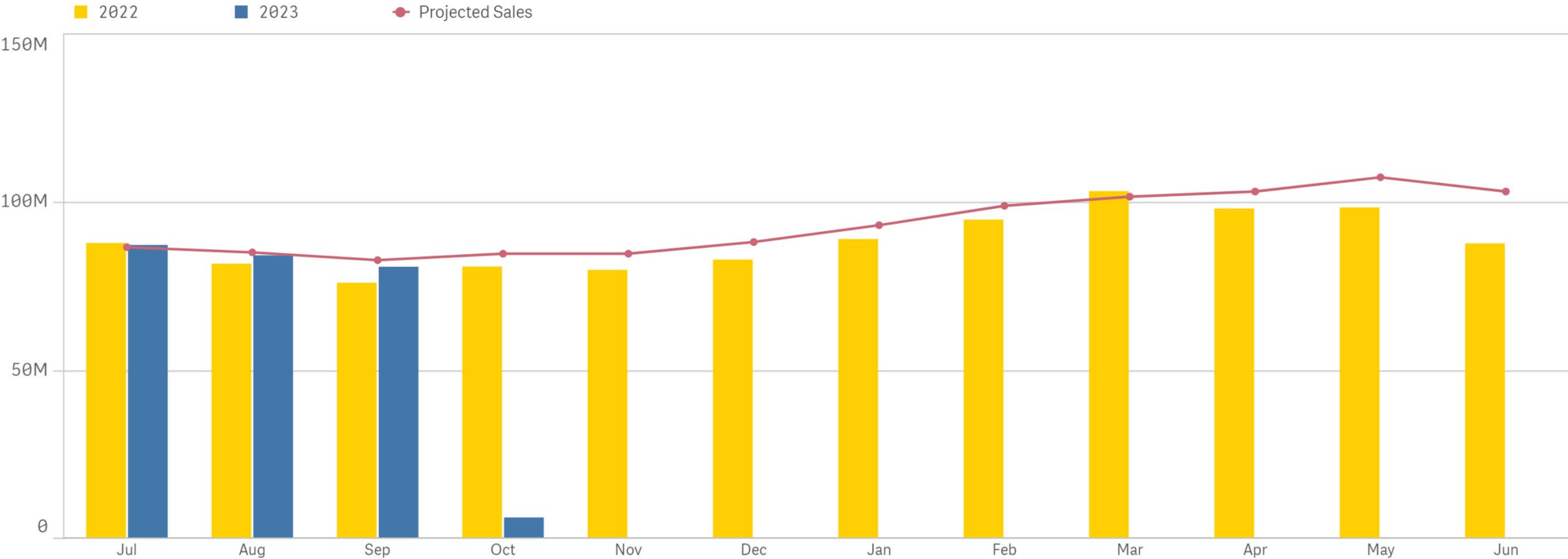
Total Sales FY 2022 vs. 2023 vs. Projection



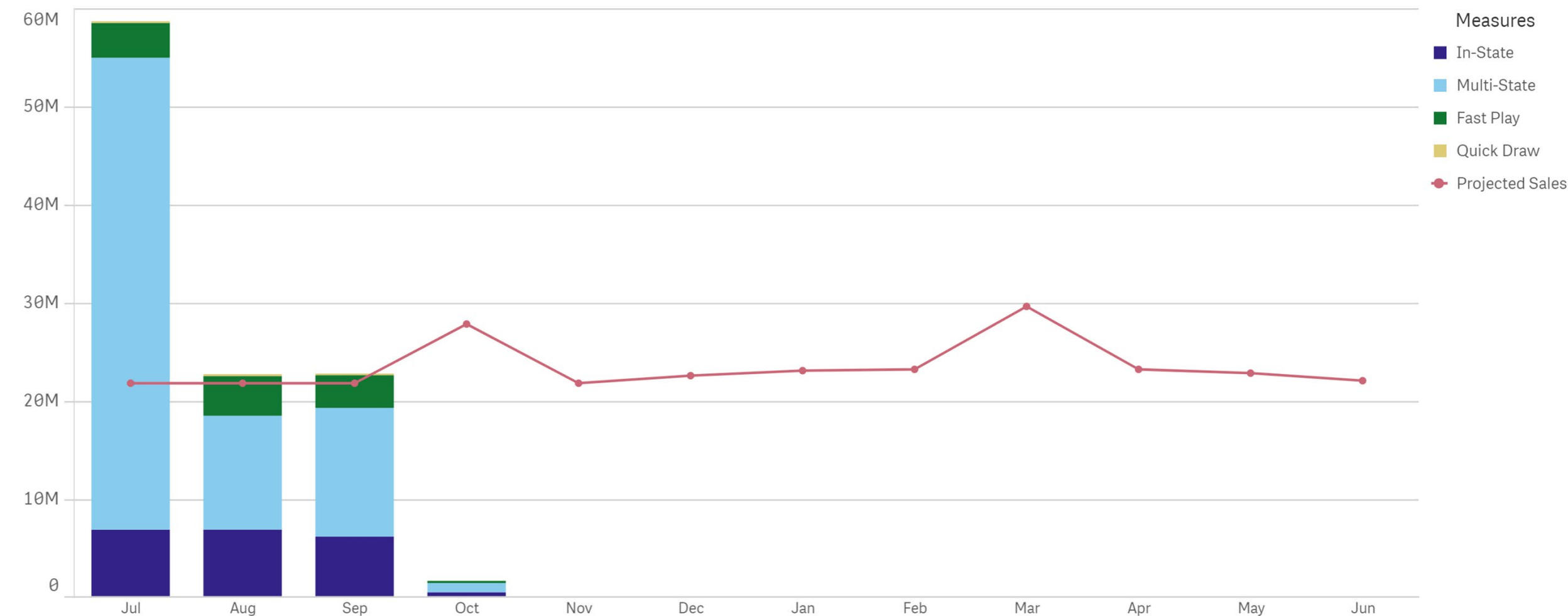
Draw Sales FY 2022 vs. 2023 vs. Projection



Instant Sales FY 2022 vs. 2023 vs. Projection



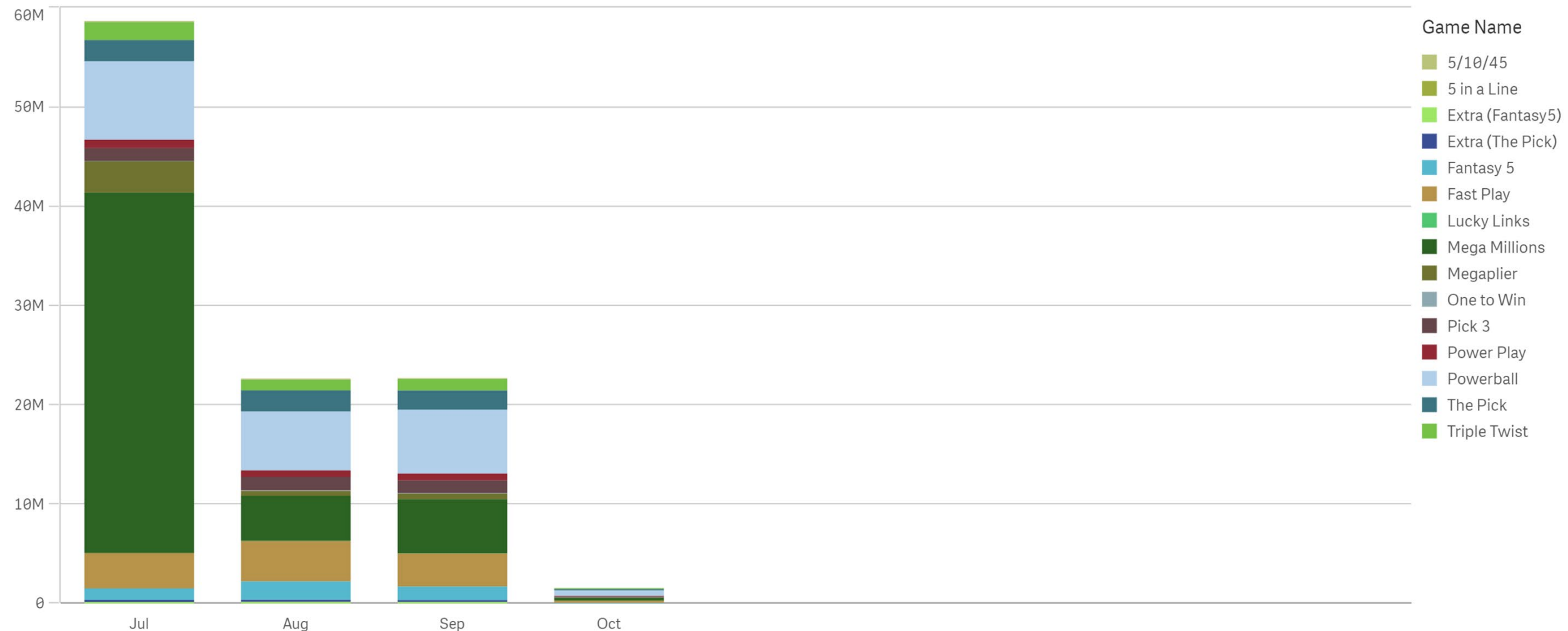
FY 2023 Draw Sales by month





Draw Sales by Game

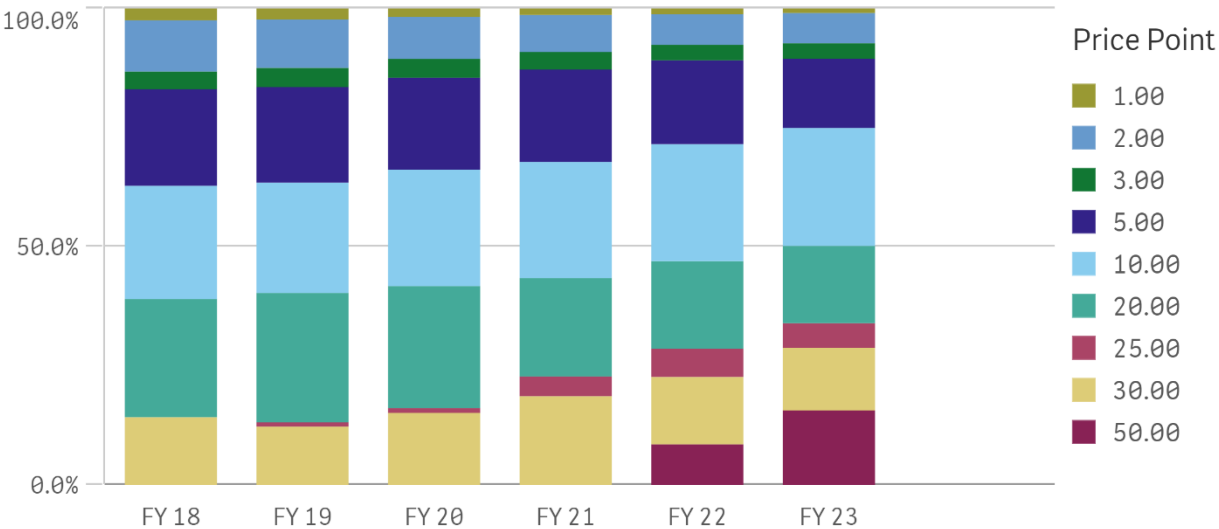
FY 2023 Draw Sales by Game



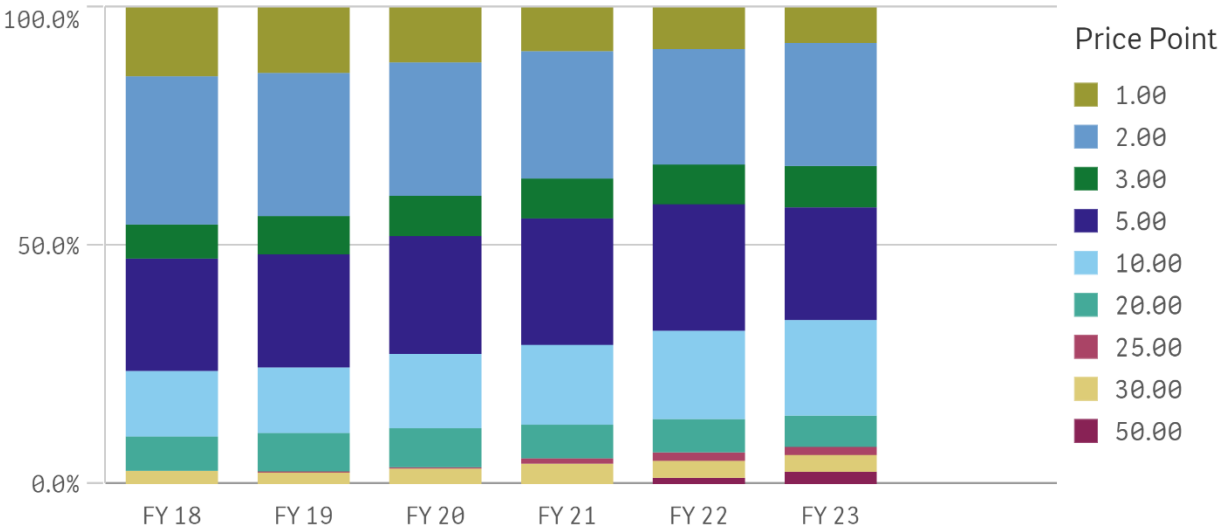


Scratcher Sales by Price Point

Based on Dollars Sold



Based on Tickets Sold

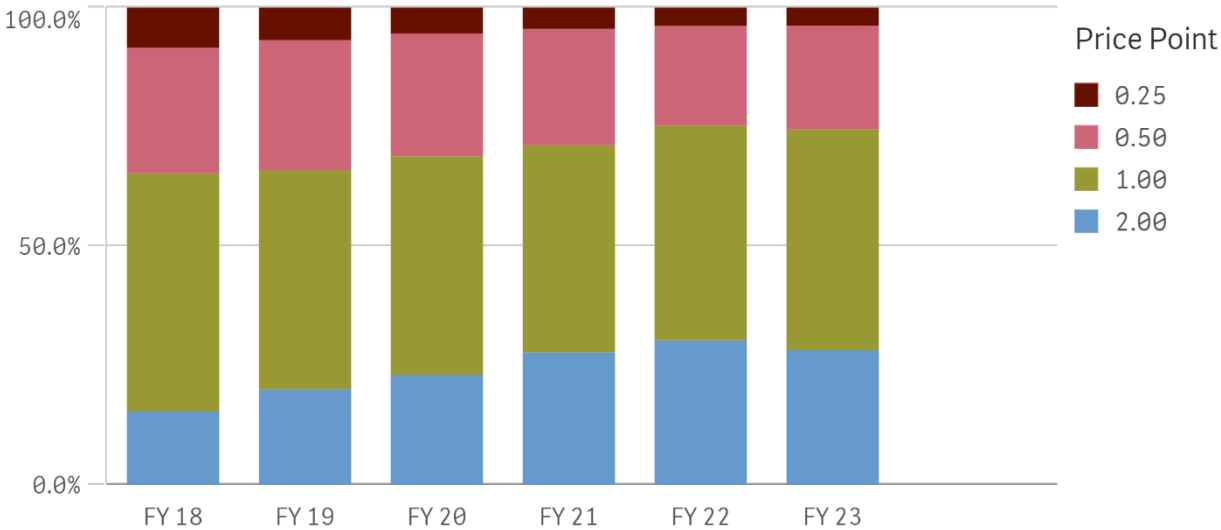


Price Point	FY 19	FY 20	FY 21	FY 22	FY 23	Price Point	FY 19	FY 20	FY 21	FY 22	FY 23
1.00	\$17,327,856	\$15,243,692	\$14,836,696	\$12,025,050	\$2,337,309	1.00	17,327,856	15,243,692	14,836,696	12,025,050	2,337,309
2.00	\$76,045,580	\$74,204,632	\$86,605,472	\$67,053,928	\$16,155,484	2.00	38,022,790	37,102,316	43,302,736	33,526,964	8,077,742
3.00	\$30,416,967	\$33,795,897	\$40,770,039	\$34,325,706	\$8,153,103	3.00	10,138,989	11,265,299	13,590,013	11,441,902	2,717,701
5.00	\$150,294,810	\$163,624,105	\$214,810,495	\$183,329,755	\$36,992,615	5.00	30,058,962	32,724,821	42,962,099	36,665,951	7,398,523
10.00	\$173,763,390	\$207,204,520	\$271,076,850	\$256,301,440	\$62,848,460	10.00	17,376,339	20,720,452	27,107,685	25,630,144	6,284,846
20.00	\$204,007,420	\$217,273,740	\$228,944,840	\$192,016,600	\$41,228,140	20.00	10,200,371	10,863,687	11,447,242	9,600,830	2,061,407
25.00	\$6,504,400	\$8,628,650	\$45,939,625	\$61,671,325	\$13,139,100	25.00	260,176	345,146	1,837,585	2,466,853	525,564
30.00	\$91,917,900	\$128,434,380	\$206,849,550	\$147,402,630	\$33,304,620	30.00	3,063,930	4,281,146	6,894,985	4,913,421	1,110,154
50.00	\$0	\$0	\$0	\$89,036,700	\$39,742,350	50.00	0	0	0	1,780,734	794,847

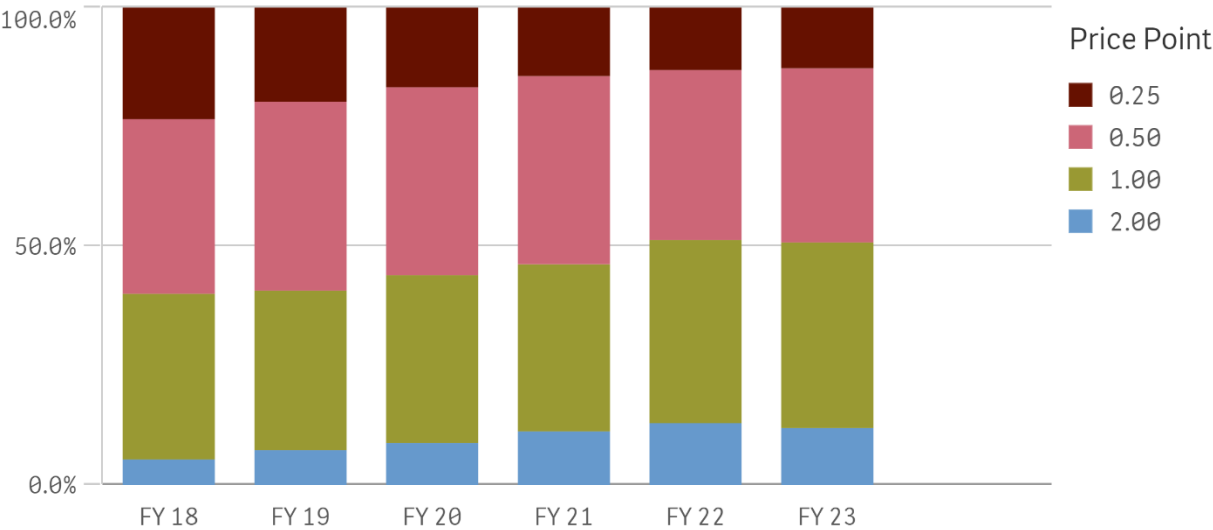


Pull Tab Sales by Price Point

Based on Dollars Sold



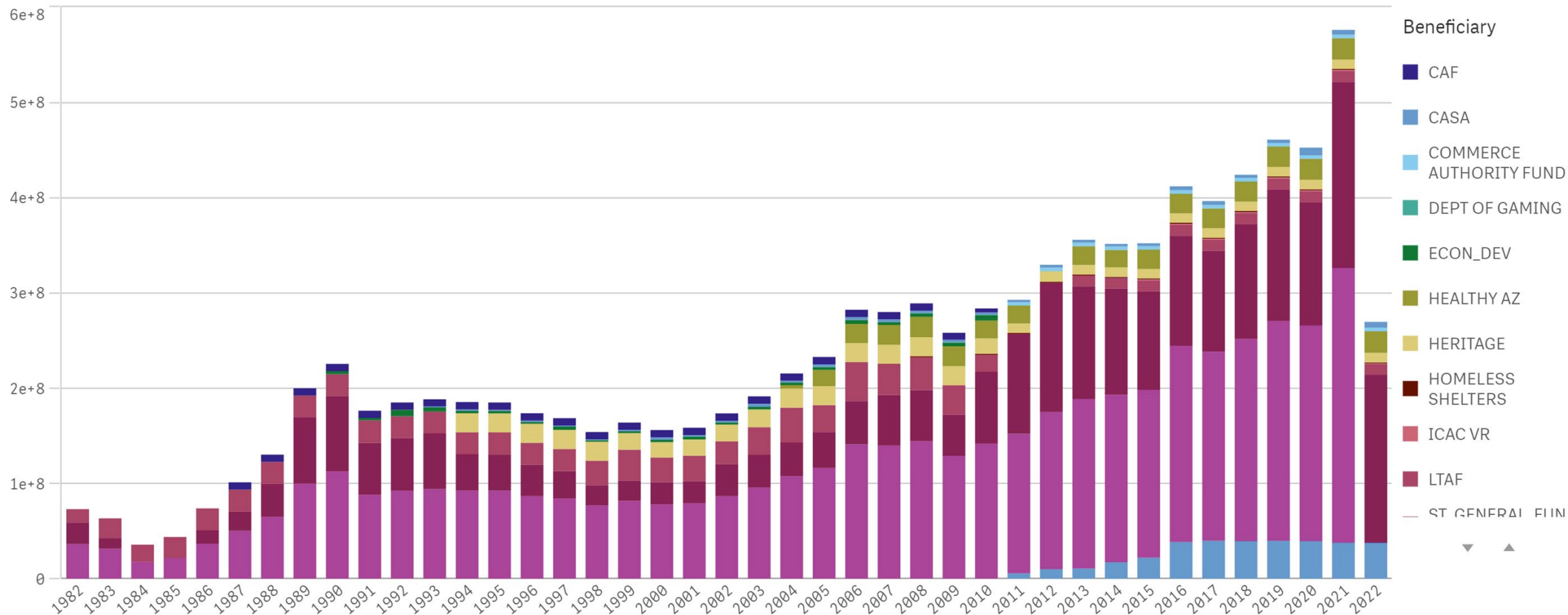
Based on Tickets Sold



Price Point	FY 19	FY 20	FY 21	FY 22	FY 23
0.25	\$673,764	\$438,438	\$532,824	\$538,914	\$130,680
0.50	\$2,699,880	\$2,069,850	\$2,926,590	\$2,933,580	\$753,120
1.00	\$4,556,220	\$3,691,860	\$5,201,460	\$6,325,620	\$1,603,740
2.00	\$1,983,840	\$1,851,960	\$3,333,960	\$4,257,360	\$979,800

Price Point	FY 19	FY 20	FY 21	FY 22	FY 23
0.25	2,695,056	1,753,752	2,131,296	2,155,656	522,720
0.50	5,399,760	4,139,700	5,853,180	5,867,160	1,506,240
1.00	4,556,220	3,691,860	5,201,460	6,325,620	1,603,740
2.00	991,920	925,980	1,666,980	2,128,680	489,900

Transfer Amount by Beneficiary



[illegible]

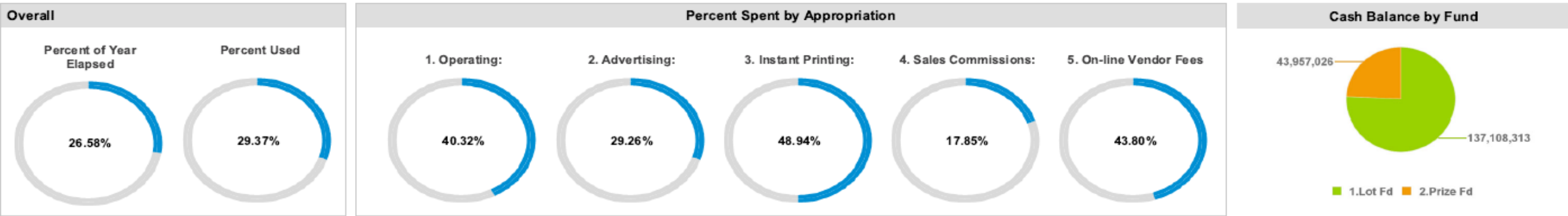


Instant Game Monthly Sales

Month	SCRATCHERS	CHARITABLE PULL-TABS	AGE- RESTRICTED PULL-TABS	TOTAL INSTANT SALES CURRENT FY	TOTAL INSTANT SALES PREVIOUS FY	% of Change
Jul	\$85,830,540	\$725,760	\$292,680	\$86,972,100	\$87,567,671	-0.7%
Aug	\$82,719,267	\$732,240	\$363,960	\$83,921,307	\$81,430,467	3.1%
Sep	\$79,397,874	\$714,960	\$304,560	\$80,521,614	\$75,720,197	6.3%
Oct	\$5,953,500	\$0	\$0	\$5,953,500	\$80,573,893	-92.6%
Nov	\$0	\$0	\$0	\$0	\$79,592,943	-100.0%
Dec	\$0	\$0	\$0	\$0	\$82,643,454	-100.0%
Jan	\$0	\$0	\$0	\$0	\$88,749,211	-100.0%
Feb	\$0	\$0	\$0	\$0	\$94,521,006	-100.0%
Mar	\$0	\$0	\$0	\$0	\$102,981,838	-100.0%
Apr	\$0	\$0	\$0	\$0	\$97,816,671	-100.0%
May	\$0	\$0	\$0	\$0	\$98,156,659	-100.0%
Jun	\$0	\$0	\$0	\$0	\$87,464,598	-100.0%



FY23 Year-to-date Financial Status



5. On-line Vendor Fees

43.80%

Cash Balance by Fund

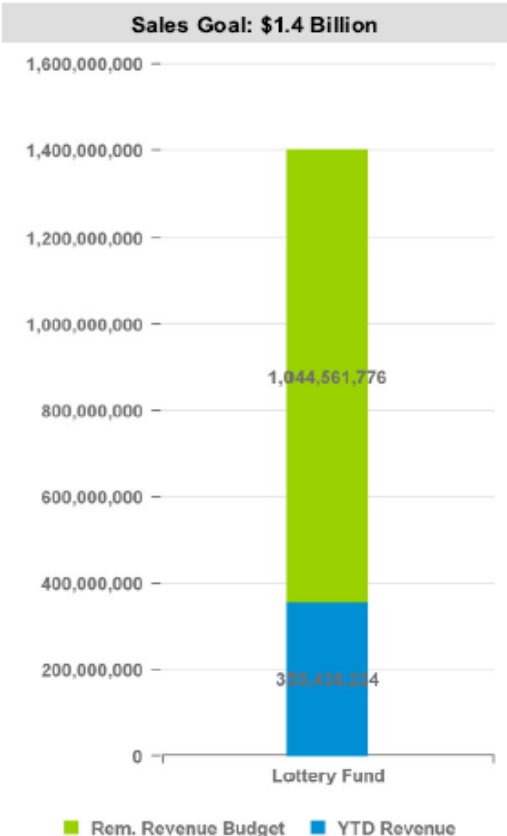
43,957,026

137,108,313

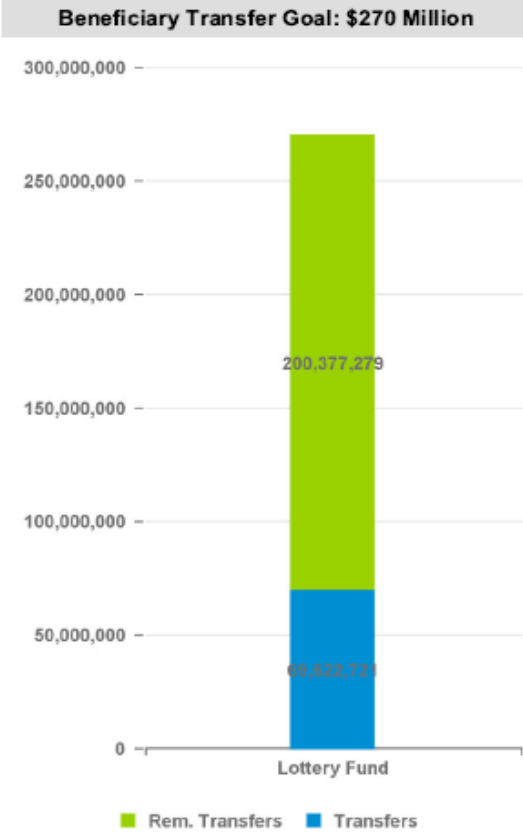
1.Lot Fd

2.Prize Fd

Budget by Appropriation Type and Object Class



Appropriation	Object Class	Budget	Expenditures	Encumbered	Remaining	% Used
1. Operating:	0000 - Appropriation Budget	10,468,900	-	-	10,468,900	
	6000 - Personal Services	-	1,100,084	-	-1,100,084	
	6100 - Employee Related Expenditures	-	439,925	-	-439,925	
	6200 - Professional And Outside Services	-	135,310	447,537	-582,847	
	6500 - Travel - In-State	-	6,137	19,773	-25,909	
	6600 - Travel - Out-Of-State	-	19,525	-	-19,525	
	7000 - Other Operating Expenditures	-	366,839	1,575,916	-1,942,755	
	8100 - Capital Outlay	-	-	-	-	
	8400 - Capital Equipment	-	-	-	-	
	8500 - Non-Capital Equipment	-	2,484	7,268	-9,752	
	9100 - Transfers Out	-	75,000	25,000	-100,000	
Total:		10,468,900	2,145,305	2,075,493	6,248,102	40.32%
2. Advertising:	0000 - Appropriation Budget	15,500,000	-	-	15,500,000	
	7000 - Other Operating Expenditures	-	1,422,434	3,112,192	-4,534,627	
	Total:	15,500,000	1,422,434	3,112,192	10,965,373	29.26%
3. Instant Printing:	0000 - Appropriation Budget	38,680,100	-	-	38,680,100	
	7000 - Other Operating Expenditures	-	3,144,323	15,784,693	-18,929,016	
	8400 - Capital Equipment	-	-	-	-	
	Total:	38,680,100	3,144,323	15,784,693	19,751,084	48.94%
4. Sales Commissions:	0000 - Appropriation Budget	92,953,900	-	-	92,953,900	
	7000 - Other Operating Expenditures	-	16,590,420	-	-16,590,420	
	Total:	92,953,900	16,590,420	-	76,363,480	17.85%
5. On-line Vendor Fees:	0000 - Appropriation Budget	13,912,645	-	-	13,912,645	
	6200 - Professional And Outside Services	-	3,987,288	2,105,825	-6,093,113	
	Total:	13,912,645	3,987,288	2,105,825	7,819,532	43.80%
Grand Total:		171,515,545	27,289,770	23,078,203	121,147,572	



ATTACHMENT B

FY23 1st Quarter Product and Sales Report

The first section of this report focuses on individual product performance and is provided by the Products team. In the second section, Raynie Hosto, Deputy Director of Customer Service & Sales, has provided information on retailer sales and rankings in several different categories. Staff is available to answer any questions the Commission may have.



Douglas A. Ducey
Governor

Gregory R. Edgar
Executive Director

Arizona Lottery
FY2023 – Product Review
1st Quarter Review – July 2022 through September 2022

As part of a quarterly review process, we report to the agency on the performance of the individual Lottery products including draw, instant and Fast Play games. The information contained in this report includes the following:

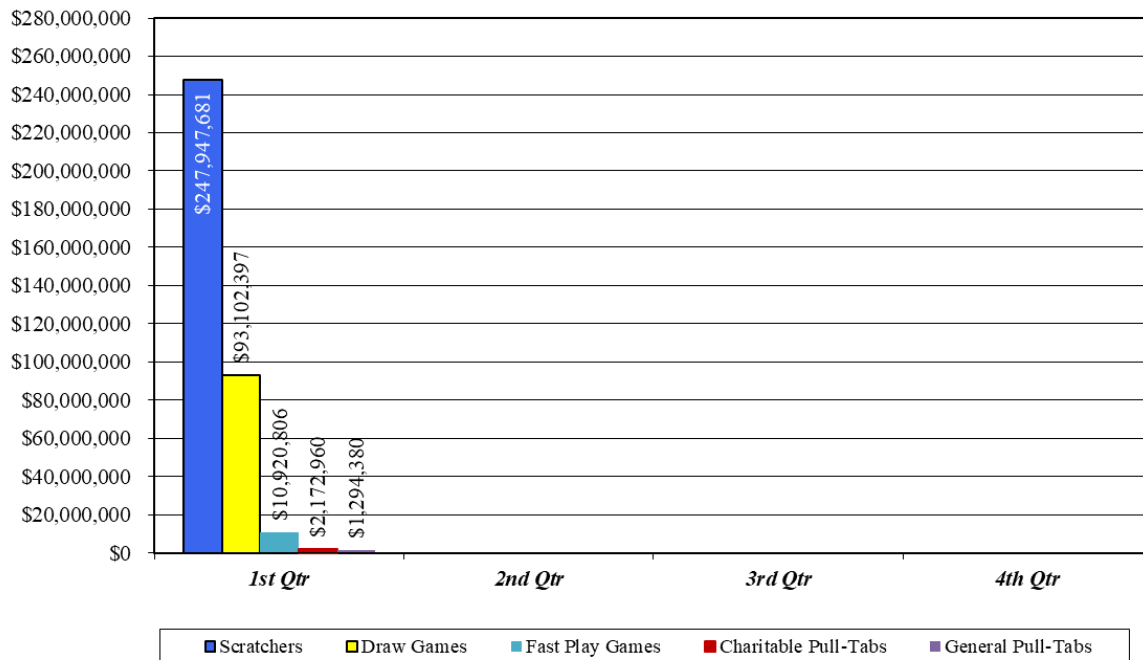
- General overview of the first quarter
- A top line review of sales performance of each product
- A summary review by price point for the instant games
- A top down look at the top performing instant games by revenue and tickets
- A review of new game introductions and game endings

General Overview

Sales for the first quarter of FY23 reached \$355,438,224, an increase of 9.7% from the same period last fiscal year. The breakdown by product is as follows:

	<u>FY22</u>		<u>FY23</u>	
	<u>1st Quarter</u>	<u>1st Quarter</u>	<u>1st Quarter</u>	<u>Mkt Share</u>
<i>Scratchers^{®1}</i>	\$241,588,405	74.60%	\$247,947,681	69.76%
<i>Draw Games</i>	\$65,827,285	20.33%	\$93,102,397	26.19%
<i>Fast Play Games</i>	\$13,319,782	4.11%	\$10,920,806	3.07%
<i>Charitable Pull-Tabs</i>	\$1,960,590	0.61%	\$2,172,960	0.61%
<i>General Pull-Tabs</i>	\$1,169,340	0.36%	\$1,294,380	0.36%
<i>Total</i>	\$323,865,402	100%	\$355,438,224	100%

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



As indicated in the chart above, the Scratchers contribution to total sales in the first quarter of the year represented 69.76%. The market share for draw games is 26.19% of total sales, an increase over the same quarter last fiscal year. Fast Play games represent 3.07% of total sales and pull-tabs represent 0.97% of total sales. Sales detail by product is provided in Attachments A and B.

Charitable Pull-Tabs

The charitable pull-tab games program has 146 organizations currently licensed and selling tickets. Sales for the first quarter of the fiscal year reached \$2,172,960, an increase of 10.8% over the previous year.

General Pull-Tabs

The general pull-tab games program has 118 licensed retailers selling tickets. Sales for the first quarter of the fiscal year were \$1,294,380, an increase of 10.7%.

Scratchers Games

Sales for Scratchers through the first quarter of the fiscal year totaled \$247,947,681, an increase of 2.6% over the previous year.

Based on validations, players have earned more than \$174 million in prizes. The prizes paid calculated against the sales revenues equate to an average payout of 70.4%.

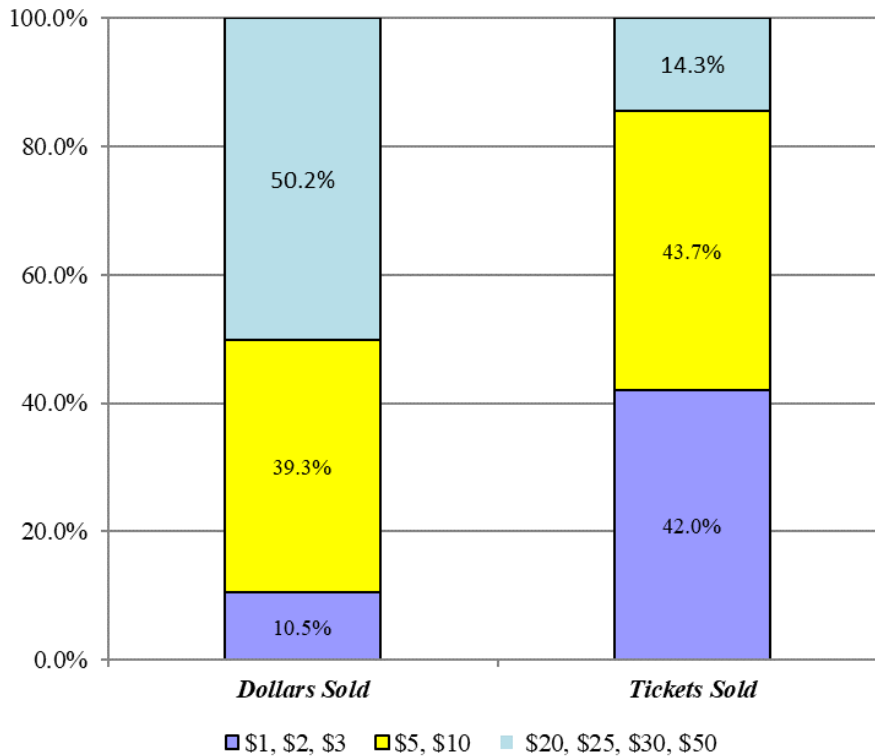
A total of 14 new games were introduced in the first quarter. Combined with the games carried forward, 75 games contributed to the sales revenue.

Price Point	\$1	\$2	\$3	\$5	\$10	\$20	\$25	\$30	\$50	Total
# New Games	1	2	1	5	5	0	0	0	0	14
Carried Forward	4	12	5	17	12	4	2	4	1	61

During this same period, three games ended. All games ended because the last top prize was claimed.

Sales by price point

For the first quarter of the fiscal year, the category of \$20+ games represents 50.2% of Scratchers sales and 14.3% of tickets sold. The \$5-\$10 games represent 39.3% of Scratchers sales and 43.7% of tickets sold the highest of the categories. The \$1-\$3 games account for 10.5% of the Scratchers revenue and 42% of tickets sold. The chart below shows the breakdown of tickets and dollars for FY23. The charts on Attachment C show a comparable breakdown across all price points for the most recent five years.

Top 10 games

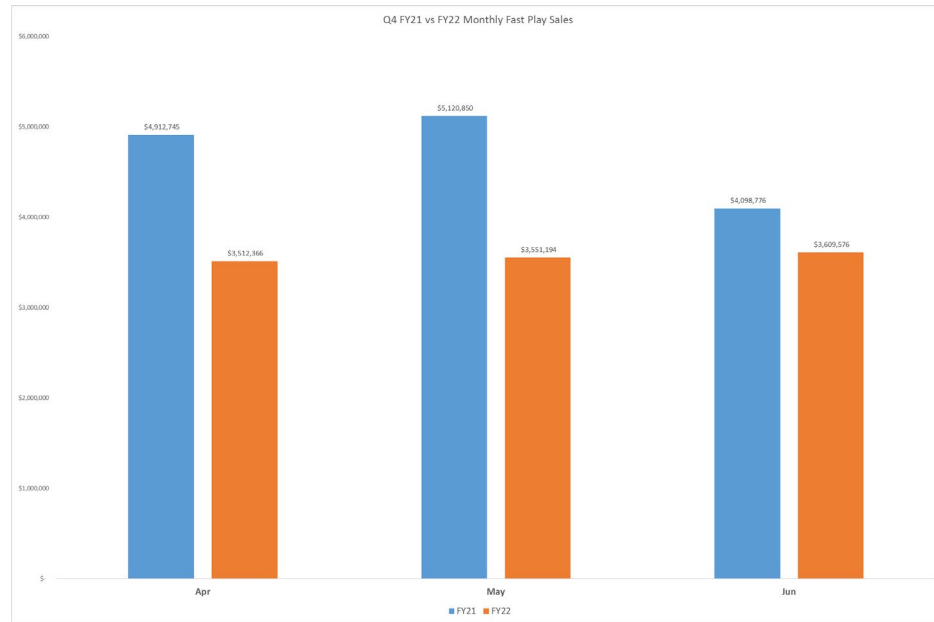
The Crossword and Bingo style games continue to be strong with more than \$54 million in sales, representing 21.85% of total Scratchers sales. In terms of dollars sold, two of the top ten games are Crossword or Bingo style games; they also represent five of the top ten games in terms of tickets sold. The \$20 spotlight game, *\$215 Million Cash Explosion* (#1290) had sales totaling more than \$22.9 million, representing 9.3% of total Scratchers sales.

The table below identifies the top 10 games in terms of sales revenue generated and total tickets sold through the first quarter.

Top 10 games in sales revenue			Top 10 games in tickets sold		
	<u>Game</u>	<u>Sales Revenue</u>		<u>Game</u>	<u>Tickets Sold</u>
\$50	1360 500X	\$38,704,650	\$2	1331 Crossword	2,203,338
\$20	1290 \$215 Million Cash Explosion	\$22,952,820	\$5	1340 Wild Cherry Crossword	1,449,358
\$30	1354 Ultimate Riches	\$17,963,970	\$2	1333 Wild Bingo	1,174,702
\$25	1358 Triple Bonus Crossword	\$12,764,575	\$3	1344 Extra Crossword	1,168,455
\$20	1364 \$100 or \$200	\$12,082,540	\$20	1290 \$215 Million Cash Explosion	1,147,641
\$10	1352 Triple Red 7's	\$10,768,990	\$5	1367 Hit \$500	1,124,640
\$30	1316 Millionaire Maker	\$8,402,340	\$5	1362 Bingo Twist	1,100,822
\$10	1372 Crossword Mania	\$8,284,920	\$2	1321 Red Hot 7s	1,087,394
\$10	1368 Hit \$1,000	\$8,090,790	\$10	1352 Triple Red 7's	1,076,899
\$10	1363 Big Money	\$8,038,730	\$2	1359 Lucky Numbers	1,076,314

Fast Play Games

For the first quarter of the fiscal year, sales for Fast Play games totaled \$10,920,806 an 18% decrease from the previous year.



Two new Fast Play games launched in the first quarter of FY23, and one game ended. The current portfolio includes 17 games, six of which have progressive jackpots. Combined with games carried forward from the previous fiscal year, 18 games contributed to the FY23 sales.

Price Point	\$1	\$2	\$5	\$10	\$20	Total
# New Games	1	0	0	0	1	2
Carried Forward	3	4	4	3	2	16

Draw Games

Total draw games sales for the first quarter reached \$93,102,397, an increase of 41.4% over the same period last year.

Draw Games – Multi-State Games

Powerball – Sales through the first quarter of the year totaled \$22,449,000, a decrease of 19.4% from the previous year. A jackpot did not hit in the first quarter of this fiscal year.

Mega Millions – Sales through the first quarter of the year totaled \$50,470,568, an increase of 211% over the previous year. The highest jackpot reached in the first quarter of the fiscal year was \$1.28 billion in July.

Draw Games – In-State Games

Triple Twist™ – Sales through the first quarter of the year totaled \$4,004,034, an increase of 12.4% over the previous year. The highest jackpot reached in the first quarter of the fiscal year was \$975,021 in July.

The Pick™ – Sales through the first quarter of the year totaled \$6,829,996, a decrease of 27.1% from the previous year. There were two jackpots in the first quarter of the fiscal year – one in July for \$1.5 million, and one in September for \$2.4 million.

Fantasy 5™ – Sales through the first quarter of the year totaled \$4,862,796, an increase of 4.9% over the previous year. The highest jackpot reached in the first quarter of the fiscal year was \$471,000 in August.

Pick 3™ – Sales through the first quarter of the year totaled \$3,942,900, a decrease of 6.1% from the previous year.

Quick Draw™ Games

Sales through the first quarter of the year totaled \$543,103.

One To Win™ – Sales through the first quarter of the year totaled \$140,045.

5/10/45™ – Sales through the first quarter of the year totaled \$297,080.

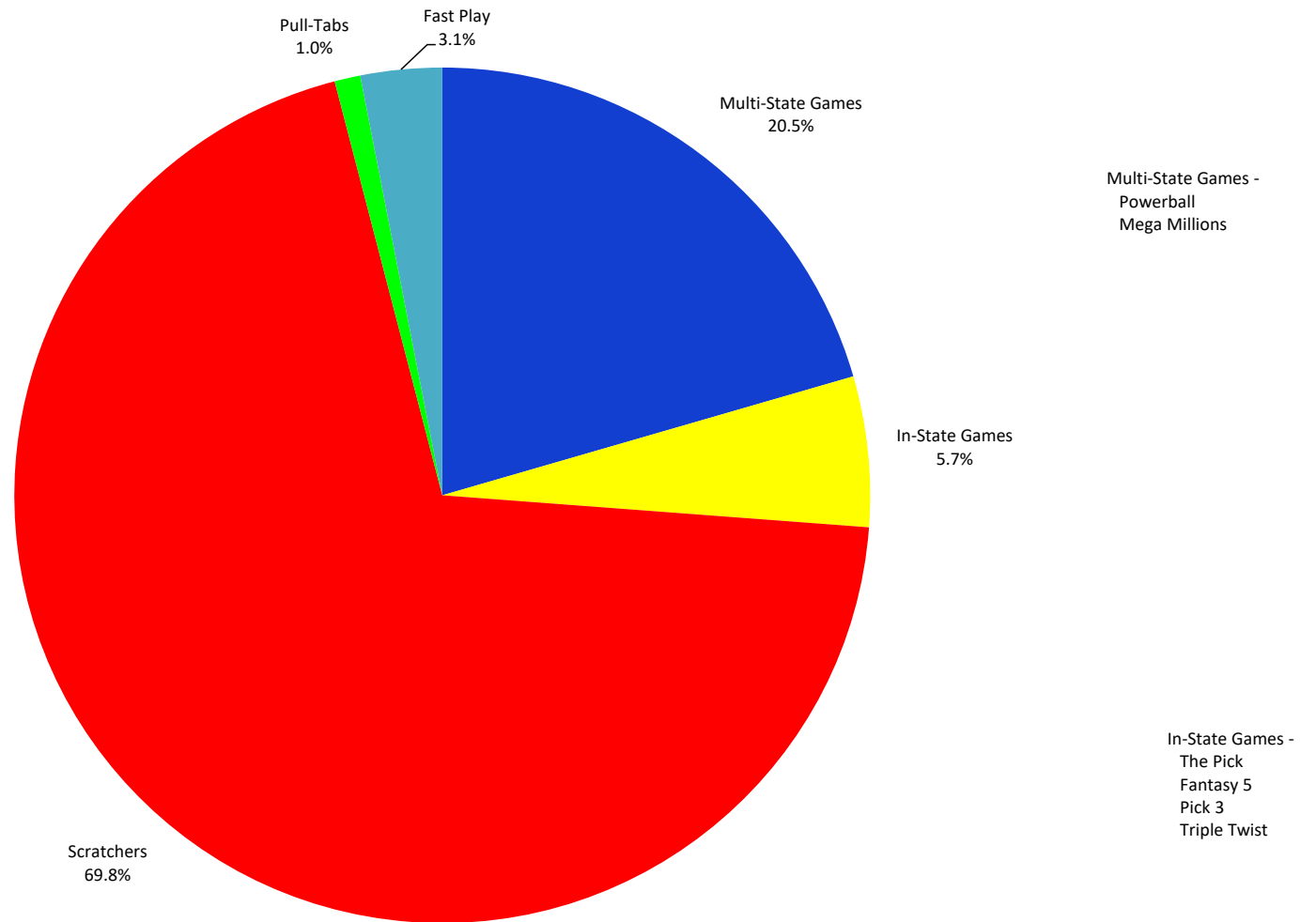
Lucky Links™ – Sales through the first quarter of the year totaled \$61,518.

5 In-A-Line™ – Sales through the first quarter of the year totaled \$44,460.

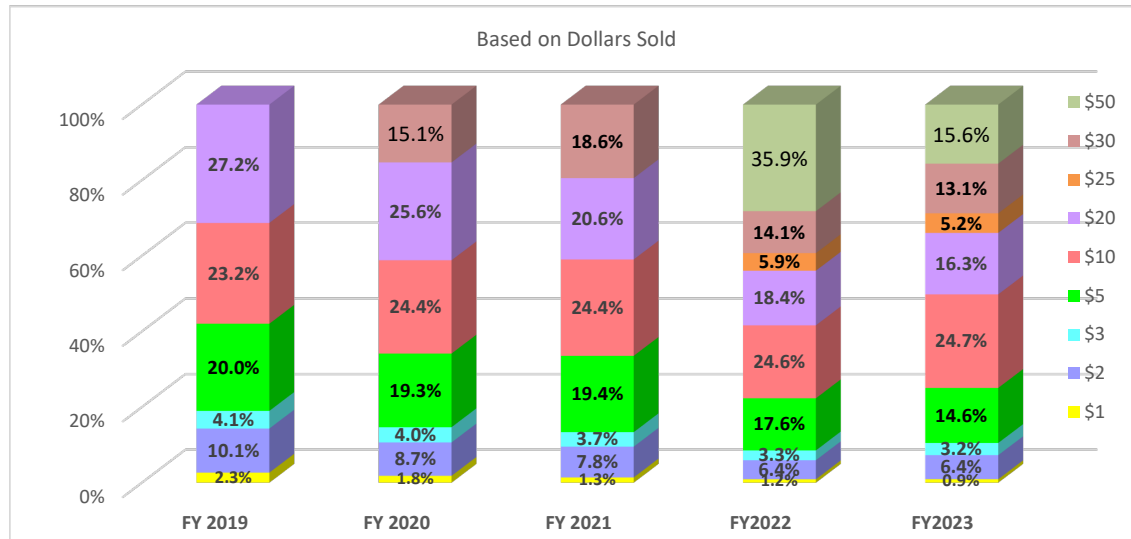
ARIZONA LOTTERY
QUARTERLY SALES BY PRODUCT
Fiscal Year 2023 - July 2022 through September 2022

<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>	\$8,735,275	\$39,432,494	\$2,351,982	\$1,304,028	\$1,306,893	\$1,808,248	\$178,661	\$55,117,581	\$3,547,528	\$85,830,540	\$725,760	\$415,800	\$86,972,100	\$145,637,209	41.0%
<i>August</i>	\$6,591,949	\$5,029,864	\$2,346,454	\$2,033,785	\$1,353,693	\$1,053,398	\$196,232	\$18,605,375	\$4,045,178	\$82,719,267	\$732,240	\$469,800	\$83,921,307	\$106,571,860	30.0%
<i>September</i>	\$7,121,776	\$6,008,210	\$2,131,560	\$1,524,983	\$1,282,314	\$1,142,388	\$168,210	\$19,379,441	\$3,328,100	\$79,397,874	\$714,960	\$408,780	\$80,521,614	\$103,229,155	29.0%
<i>1st Quarter</i>	\$22,449,000	\$50,470,568	\$6,829,996	\$4,862,796	\$3,942,900	\$4,004,034	\$543,103	\$93,102,397	\$10,920,806	\$247,947,681	\$2,172,960	\$1,294,380	\$251,415,021	\$355,438,224	100.0%
<i>October</i>															
<i>November</i>															
<i>December</i>															
<i>2nd Quarter</i>															
<i>January</i>															
<i>February</i>															
<i>March</i>															
<i>3rd Quarter</i>															
<i>April</i>															
<i>May</i>															
<i>June</i>															
<i>4th Quarter</i>															
2023	\$22,449,000	\$50,470,568	\$6,829,996	\$4,862,796	\$3,942,900	\$4,004,034	\$543,103	\$93,102,397	\$10,920,806	\$247,947,681	\$2,172,960	\$1,294,380	\$251,415,021	\$355,438,224	
<i>Mkt Share</i>	6.3%	14.2%	1.9%	1.4%	1.1%	1.1%	0.2%	26.19%	3.07%	69.76%	0.61%	0.36%	70.73%		
2022	\$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	
<i>% of Change</i>	-19.4%	211.0%	-27.1%	4.9%	-6.1%	12.4%		41.4%	-18.0%	2.6%	10.8%	10.7%	2.7%	9.7%	

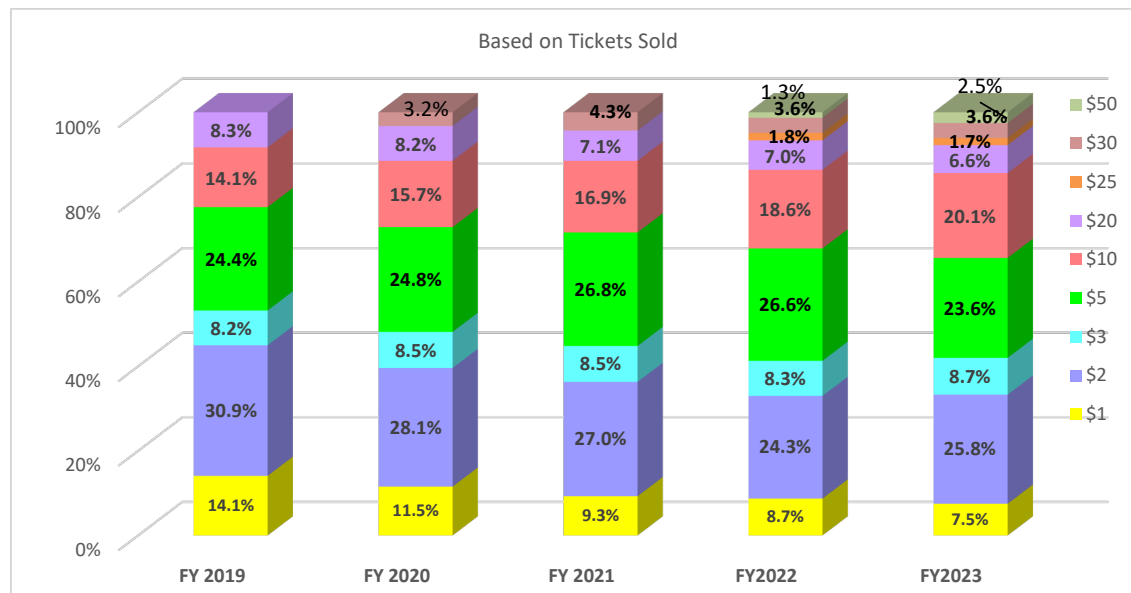
ARIZONA LOTTERY
QUARTERLY SALES BY PRODUCT
Fiscal Year 2023 - July 2022 through September 2022



Arizona Lottery 5-Year Review by Price Point



	FY 2019	FY 2020	FY 2021	FY2022	FY2023
\$1	\$17,327,856	\$15,243,692	\$14,836,696	\$12,025,050	\$2,288,409
\$2	\$76,045,580	\$74,204,632	\$86,605,472	\$67,053,928	\$15,792,148
\$3	\$30,416,967	\$33,795,897	\$40,770,039	\$34,325,706	\$7,973,403
\$5	\$150,294,810	\$163,624,105	\$214,810,495	\$183,329,755	\$36,113,915
\$10	\$173,763,390	\$207,204,520	\$271,076,850	\$256,301,440	\$61,347,860
\$20	\$204,007,420	\$217,273,740	\$228,944,840	\$192,016,600	\$40,310,140
\$25	\$6,504,400	\$8,628,650	\$45,939,625	\$61,671,325	\$12,822,900
\$30	\$91,917,900	\$128,434,380	\$206,849,550	\$147,402,630	\$32,594,220
\$50				\$89,036,700	\$38,704,650
Total	\$750,278,323	\$848,409,616	\$1,109,833,567	\$1,043,163,134	\$247,947,645



	FY 2019	FY 2020	FY 2021	FY2022	FY2023
\$1	17,327,856	15,243,692	14,836,696	12,025,050	2,288,409
\$2	38,022,790	37,102,316	43,302,736	33,526,964	7,896,074
\$3	10,138,989	11,265,299	13,590,013	11,441,902	2,657,801
\$5	30,058,962	32,724,821	42,962,099	36,665,951	7,222,783
\$10	17,376,339	20,720,452	27,107,685	25,630,144	6,134,786
\$20	10,200,371	10,863,687	11,447,242	9,600,830	2,015,507
\$25				2,466,853	512,916
\$30		4,281,146	6,894,985	4,913,421	1,086,474
\$50				1,780,734	774,093
Total	123,125,307	132,201,413	160,141,456	138,051,849	30,588,843

Interoffice Memorandum

Date: October 7, 2022
To: Gregg Edgar, Executive Director
From: Raynie Hosto, Deputy Director Customer Service and Sales
Subject: FY 2023 – First Quarter Sales Review

Vending Machine Sales (Chart E)

Total vending machine sales through the first quarter of FY23 were \$173,021,316, a 17.1% increase over FY22 sales of \$147,758,021. There are currently 1,848 machines installed at retail locations compared to 1,732 in FY22. The average sales per unit increased to \$31,402 versus \$28,616 in FY22. FY23 sales from vending machines represented 49.2% of total sales, an increase from 46.1% in FY22.

Chain accounts represented 77.5% of total vending sales in the first quarter of FY23. Albertsons leads all chain accounts with average machine sales of \$161,231. Fry's follows at \$156,078 with QuikTrip at \$149,546 and Safeway at \$146,546.

The monthly out-of-stock goal for FY23 is 4.9%. We achieved that goal in September with an average of 4.75%. The overall average for the first quarter of FY23 was 4.97%, down from 5.15% in FY22. Out of stocks continues to be a primary focus for the territory managers and corporate accounts in FY23.

Corporate Account Review (Chart F)

- Major retail chains represent 51.0% of all Draw and Scratchers lottery accounts. Convenience stores represent 36.3% of total accounts, while chain food stores represent 14.7%.
- Major retail chains comprise 72.4% of the total market share, with convenience stores and food stores accounting for 41.9% and 30.6%, respectively.
- Fry's food stores remain the leader with per-store average sales of \$359,638. Safeway follows at \$262,003 with Albertsons and QuikTrip at \$255,526 and \$252,501, respectively.
- Circle K accounts for 18.7% of the market share with 610 stores, followed by Fry's at 12.8% with 125 stores and QuikTrip at 9.5% with 132 stores.

Business Classification Review (Charts G and H)

- Chain and independent convenience stores account for 56.9% of total Lottery accounts and 58.4% of the market share in sales. Chain and independent grocery stores account for 16.0% and account for 31.2% of the market share. Instant Tab retailers account for 6.4% of total lottery accounts and 1.0% of the sales market share.
- FY23 comparison sales to FY22 show chain and independent convenience sales up - 20.4%, while chain and independent grocery stores posted an increase of 4.1%. These increases are largely due to the billion-dollar Mega Millions jackpot in July.
- The Instant Tab category posted an 11.1% increase in the first quarter when compared to the same period in FY22.

County Review (Charts I and J)

- The estimated per capita weekly sales for the first quarter of FY23 was \$3.64, an increase from \$3.31 in FY22.
- Maricopa and Pima counties held a market share of 75.3% of total sales. Mohave, Pinal, and Yavapai counties combined market share was 14.8%, and the remaining counties represented 10.0% of sales.
- Mohave County continues to post the highest weekly per capita sales at \$8.13, followed by La Paz County at \$5.94 and Greenlee County at \$5.47.

**Arizona Lottery
Vending Machine - FY 2023**

		# 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	1534	1542	1539	\$ 16,912,348	\$ 7,624,669	\$ 8,041,945	\$ 45,265,223	\$ 43,861,895	\$ 42,492,679	\$ 62,177,571	\$ 51,486,564	\$ 50,534,624	\$ 164,198,759	\$ 40,533	\$ 33,389	\$ 32,836	5.01%	4.95%	4.62%	4.86%
	PCT-LP	168	168	170	\$ 1,096,970	\$ 517,818	\$ 535,085	\$ 1,966,135	\$ 1,889,035	\$ 1,841,474	\$ 3,063,105	\$ 2,406,853	\$ 2,376,559	\$ 7,846,517	\$ 18,233	\$ 14,327	\$ 13,980	5.80%	6.09%	5.89%	5.93%
	PCT-EX	122	131	139	\$ 426,566	\$ 276,262	\$ 273,212	n/a	n/a	n/a	\$ 426,566	\$ 276,262	\$ 273,212	\$ 976,040	\$ 3,496	\$ 2,109	\$ 1,966	n/a	n/a	n/a	n/a
	Total	1,824	1,841	1,848	\$ 18,435,884	\$ 8,418,749	\$ 8,850,242	\$ 47,231,358	\$ 45,750,930	\$ 44,334,153	\$ 65,667,242	\$ 54,169,679	\$ 53,184,395	\$ 173,021,316	\$ 36,002	\$ 29,424	\$ 28,779	5.09%	5.07%	4.75%	4.97%
	% of Lottery Sales				31.4%	37.2%	39.0%	55.0%	55.3%	55.8%	45.4%	51.4%	52.1%	49.2%							
2nd Quarter		Oct	Nov	Dec	Oct	Nov	Dec	Oct	Nov	Dec	Oct	Nov	Dec	2nd Qtr	Oct	Nov	Dec	Oct	Nov	Dec	2nd Qtr
	PCT-HD													\$ -	#DIV/0!	#DIV/0!	#DIV/0!				#DIV/0!
	PCT-LP													\$ -	#DIV/0!	#DIV/0!	#DIV/0!				#DIV/0!
	PCT-EX													\$ -	#DIV/0!	#DIV/0!	#DIV/0!				#DIV/0!
	Total	0	0	0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	#DIV/0!	#DIV/0!	#DIV/0!				#DIV/0!
	% of Lottery Sales				#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!							
3rd Quarter		Jan	Feb	Mar	Jan	Feb	Mar	Jan	Feb	Mar	Jan	Feb	Mar	3rd Qtr	Jan	Feb	Mar	Jan	Feb	Mar	3rd Qtr
	PCT-HD													\$ -	#DIV/0!	#DIV/0!	#DIV/0!				#DIV/0!
	PCT-LP													\$ -	#DIV/0!	#DIV/0!	#DIV/0!				#DIV/0!
	PCT-EX													\$ -	#DIV/0!	#DIV/0!	#DIV/0!				#DIV/0!
	Total	0	0	0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	#DIV/0!	#DIV/0!	#DIV/0!				#DIV/0!
	% of Lottery Sales				#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!							
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													\$ -	#DIV/0!	#DIV/0!	#DIV/0!				#DIV/0!
	PCT-LP													\$ -	#DIV/0!	#DIV/0!	#DIV/0!				#DIV/0!
	PCT-EX													\$ -	#DIV/0!	#DIV/0!	#DIV/0!				n/a
	Total	0	0	0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	#DIV/0!	#DIV/0!	#DIV/0!				#DIV/0!
	% of Lottery Sales				#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!							
	Total Vending				\$ 18,435,884	\$ 8,418,749	\$ 8,850,242	\$ 47,231,358	\$ 45,750,930	\$ 44,334,153	\$ 65,667,242	\$ 54,169,679	\$ 53,184,395	\$ 173,021,316							
	Total Fiscal Year													\$ 351,970,884							
	% of Total Sales													49.2%							

Chart E

Monthly Chain Vending Report

Chain	Retailer Name	# of Machines	Jul 2021 Sales	OOS%	Lost Sales	Aug 2021 Sales	OOS%	Lost Sales	Sept 2021 Sales	OOS%	Lost Sales	YTD Sales	YTD OOS Avg	YTD Total Lost Sales	YTD Sales Per Machine Average	YTD Lost Sales Per Machine	Avg Month Bin Sales
8027	ALBERTSONS	30	\$ 1,643,703	1.14%	\$ 18,753	\$ 1,621,111	0.88%	\$ 13,717	\$ 1,572,118	0.96%	\$ 13,741	\$ 4,836,932	0.99%	\$ 46,211	\$ 161,231	\$ 1,540.36	\$ 560
9968	Bashas	46	\$ 2,014,678	2.54%	\$ 50,809	\$ 1,809,516	2.50%	\$ 45,777	\$ 1,803,028	2.24%	\$ 40,932	\$ 5,627,222	2.42%	\$ 137,518	\$ 122,331	\$ 2,989.51	\$ 425
8821	Carioca	33	\$ 874,208	2.46%	\$ 20,254	\$ 847,066	2.45%	\$ 18,690	\$ 805,847	2.19%	\$ 15,006	\$ 2,527,121	2.37%	\$ 53,949	\$ 76,579	\$ 1,634.82	\$ 266
8037	Circle K	192	\$ 2,190,380	9.98%	\$ 207,124	\$ 2,259,029	10.04%	\$ 223,457	\$ 2,264,150	9.26%	\$ 216,164	\$ 6,713,559	9.76%	\$ 646,745	\$ 34,966	\$ 3,368.46	\$ 121
20001	Cobblestone	13	\$ 255,997	0.86%	\$ 2,079	\$ 252,519	0.77%	\$ 1,768	\$ 252,490	0.75%	\$ 1,468	\$ 761,006	0.80%	\$ 5,314	\$ 58,539	\$ 408.76	\$ 203
9964/9963	CVS	83	\$ 593,596	0.37%	\$ 3,050	\$ 532,749	0.31%	\$ 1,650	\$ 512,954	0.37%	\$ 2,114	\$ 1,639,299	0.35%	\$ 6,815	\$ 19,751	\$ 82.11	\$ 69
8030	El Super	6	\$ 152,427	4.27%	\$ 7,299	\$ 157,249	2.07%	\$ 3,660	\$ 143,637	3.17%	\$ 5,123	\$ 453,313	3.17%	\$ 16,082	\$ 75,552	\$ 2,680.30	\$ 262
9958	Fast Market	6	\$ 156,414	5.29%	\$ 8,811	\$ 152,994	3.88%	\$ 6,485	\$ 139,510	3.48%	\$ 5,039	\$ 448,918	4.22%	\$ 20,335	\$ 74,820	\$ 3,389.19	\$ 260
9968	Food City	45	\$ 1,074,218	2.65%	\$ 30,370	\$ 1,071,803	2.68%	\$ 30,497	\$ 1,026,759	2.46%	\$ 27,306	\$ 3,172,780	2.60%	\$ 88,173	\$ 70,506	\$ 1,959.41	\$ 245
8052	Frys Food	192	\$ 10,413,156	4.20%	\$ 428,458	\$ 9,978,729	3.45%	\$ 350,042	\$ 9,575,049	2.96%	\$ 291,993	\$ 29,966,934	3.54%	\$ 1,070,493	\$ 156,078	\$ 5,575.48	\$ 542
8021	Jacksons	10	\$ 394,956	3.42%	\$ 13,295	\$ 389,348	3.54%	\$ 14,277	\$ 374,662	3.95%	\$ 14,843	\$ 1,158,966	3.64%	\$ 42,416	\$ 115,897	\$ 4,241.58	\$ 402
8031	Los Altos Ranch Market	7	\$ 189,314	2.30%	\$ 4,548	\$ 174,744	2.00%	\$ 3,593	\$ 194,677	3.60%	\$ 7,006	\$ 558,735	2.63%	\$ 15,147	\$ 79,819	\$ 2,163.83	\$ 277
9800	Loves	12	\$ 249,212	4.12%	\$ 10,319	\$ 237,929	4.73%	\$ 11,300	\$ 223,303	4.16%	\$ 7,931	\$ 710,444	4.34%	\$ 29,551	\$ 59,204	\$ 2,462.55	\$ 206
9905	Maverik	8	\$ 156,837	3.91%	\$ 4,512	\$ 177,571	6.88%	\$ 10,666	\$ 153,899	3.49%	\$ 6,238	\$ 488,307	4.76%	\$ 21,416	\$ 61,038	\$ 2,677.06	\$ 212
9926	Pilot	19	\$ 339,242	9.36%	\$ 28,641	\$ 319,849	8.48%	\$ 26,321	\$ 312,591	8.10%	\$ 25,005	\$ 971,682	8.65%	\$ 79,966	\$ 51,141	\$ 4,208.75	\$ 178
9849	QuikTrip	130	\$ 6,659,580	9.30%	\$ 634,104	\$ 6,536,806	9.63%	\$ 635,734	\$ 6,244,569	9.31%	\$ 596,665	\$ 19,440,955	9.41%	\$ 1,866,503	\$ 149,546	\$ 14,357.71	\$ 519
8128	Safeway	112	\$ 5,653,604	2.16%	\$ 120,276	\$ 5,439,544	2.36%	\$ 133,137	\$ 5,288,155	2.10%	\$ 110,971	\$ 16,381,303	2.21%	\$ 364,384	\$ 146,262	\$ 3,253.43	\$ 508
9027	Smith's Food & Drug	4	\$ 175,632	6.43%	\$ 9,842	\$ 167,877	5.42%	\$ 7,858	\$ 167,260	5.40%	\$ 8,657	\$ 510,769	5.75%	\$ 26,357	\$ 127,692	\$ 6,589.30	\$ 443
8025	Superpumper	13	\$ 330,586	2.97%	\$ 9,923	\$ 352,535	3.42%	\$ 12,332	\$ 317,252	2.78%	\$ 10,345	\$ 1,000,373	3.06%	\$ 32,599	\$ 76,952	\$ 2,507.65	\$ 267
8004	Terribles	10	\$ 185,183	2.02%	\$ 6,503	\$ 156,870	2.61%	\$ 4,223	\$ 143,497	1.36%	\$ 2,248	\$ 485,550	1.99%	\$ 12,974	\$ 48,555	\$ 1,297.36	\$ 169
8022	Walmart NHM - HD	26	\$ 932,225	7.36%	\$ 64,401	\$ 949,477	7.92%	\$ 72,015	\$ 898,404	7.99%	\$ 74,087	\$ 2,780,106	7.76%	\$ 210,503	\$ 106,927	\$ 8,096.27	\$ 371
8022	Walmart Supercenter - LP	146	\$ 1,794,835	5.75%	\$ 103,003	\$ 1,718,440	6.48%	\$ 106,904	\$ 1,683,724	5.88%	\$ 100,256	\$ 5,196,999	6.04%	\$ 310,163	\$ 35,596	\$ 2,124.40	\$ 124
9962	Winco	7	\$ 191,652	6.33%	\$ 12,398	\$ 182,453	5.77%	\$ 10,835	\$ 184,670	5.83%	\$ 11,786	\$ 558,775	5.98%	\$ 35,019	\$ 79,825	\$ 5,002.78	\$ 277
	Corporate Total	1150	\$ 36,621,635	4.31%	\$ 1,798,771	\$ 35,486,208	4.27%	\$ 1,744,939	\$ 34,282,205	3.99%	\$ 1,594,922	\$ 106,390,048	#DIV/0!	\$ 5,103,614	\$ 92,513	\$ 4,437.92	\$ 321
	Independent & ASL Total	559	\$ 10,609,723	4.69%	\$ 499	\$ 10,264,722	4.53%	\$ 477,932	\$ 10,051,948	4.40%	\$ 453,250	\$ 30,926,393	4.54%	\$ 931,681	\$ 55,324	\$ 1,666.69	\$ 192
	Statewide Total - Q1	1709	\$ 47,231,358	5.09%	\$ 2,297,768	\$ 45,750,930	5.07%	\$ 2,222,871	\$ 44,334,153	4.75%	\$ 2,048,173	\$ 137,316,441	4.97%	\$ 6,568,812	\$ 80,349	\$ 3,843.66	\$ 279
	FY22 Totals	1691	\$ 42,005,058	5.15%	\$ 2,197,040	\$ 39,625,653	5.06%	\$ 2,079,709	\$ 37,698,420	5.23%	\$ 1,989,483	\$ 541,148,103	5.47%	\$ 30,214,941	\$ 320,017	\$ 17,868.09	\$ 1,111

Corporate % to Total

77.5%

77.6%

77.3%

77.5%
Corporate % to Total Sales

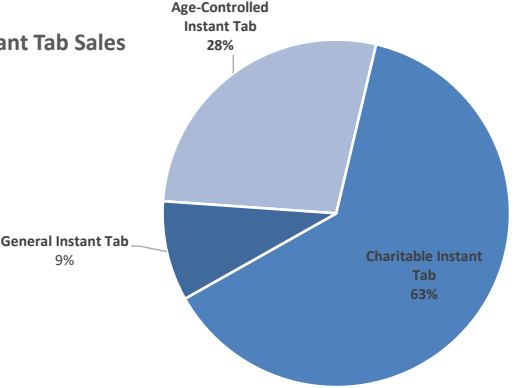
ARIZONA LOTTERY CORPORATE ACCOUNT REVIEW Fiscal Year 2023 July 2022 through September 2022													
	Chain #	# of Accts	% of Accts	Total Draw Games			Scratchers			All Products Combined			Commission Earned To Date
				Sales	Market Share	Per Store Average	Sales	Market Share	Per Store Average	Sales	Market Share	Per Store Average	
4 Sons	9290/9814	22	0.6%	\$ 862,662	0.8%	\$39,212	\$ 1,280,526	0.5%	\$58,206	\$2,143,188	0.6%	\$97,418	\$139,307
7-Eleven	8706	55	1.6%	\$ 1,233,561	1.2%	\$22,428	\$ 4,521,741	1.8%	\$82,213	\$5,755,302	1.6%	\$104,642	\$374,095
Carioca	8821	38	1.1%	\$ 1,414,893	1.4%	\$37,234	\$ 2,788,823	1.1%	\$73,390	\$4,203,716	1.2%	\$110,624	\$273,242
Circle K	8037	610	18.0%	\$ 17,910,879	17.2%	\$29,362	\$ 48,048,085	19.4%	\$78,767	\$65,958,964	18.7%	\$108,129	\$4,287,333
Cobblestone		13	0.4%	\$ 496,059	0.5%	\$38,158	\$ 795,466	0.3%	\$61,190	\$1,291,525	0.4%	\$99,348	\$83,949
Fast Market	9958	24	0.7%	\$ 981,310	0.9%	\$40,888	\$ 2,767,385	1.1%	\$115,308	\$3,748,695	1.1%	\$156,196	\$243,665
Fry's Gas	8052	98	2.9%	\$ 1,624,315	1.6%	\$16,575	\$ 5,470,221	2.2%	\$55,819	\$7,094,536	2.0%	\$72,393	\$461,145
Good 2 Go	8024	15	0.4%	\$ 259,479	0.2%	\$17,299	\$ 825,461	0.3%	\$55,031	\$1,084,940	0.3%	\$72,329	\$70,521
Jackson's Food Stores	8021	11	0.3%	\$ 722,847	0.7%	\$65,713	\$ 1,150,617	0.5%	\$104,602	\$1,873,464	0.5%	\$170,315	\$121,775
Loves	9800	13	0.4%	\$ 315,235	0.3%	\$24,249	\$ 716,026	0.3%	\$55,079	\$1,031,261	0.3%	\$79,328	\$67,032
Maverik	9905	24	0.7%	\$ 955,269	0.9%	\$39,803	\$ 1,994,384	0.8%	\$83,099	\$2,949,653	0.8%	\$122,902	\$191,727
Pilot Travel Centers	9926	19	0.6%	\$ 430,424	0.4%	\$22,654	\$ 977,567	0.4%	\$51,451	\$1,407,991	0.4%	\$74,105	\$91,519
QuikTrip	9849	132	3.9%	\$ 11,119,158	10.7%	\$84,236	\$ 22,210,990	9.0%	\$168,265	\$33,330,148	9.5%	\$252,501	\$2,166,460
Safeway Gas	8128	32	0.9%	\$ 742,286	0.7%	\$23,196	\$ 1,789,588	0.7%	\$55,925	\$2,531,874	0.7%	\$79,121	\$164,572
Shay's	8938	21	0.6%	\$ 588,050	0.6%	\$28,002	\$ 1,662,343	0.7%	\$79,159	\$2,250,393	0.6%	\$107,162	\$146,276
Speedway	9956	78	2.3%	\$ 1,754,550	1.7%	\$22,494	\$ 5,669,109	2.3%	\$72,681	\$7,423,659	2.1%	\$95,175	\$482,538
Superpumper	8025	13	0.4%	\$ 699,432	0.7%	\$53,802	\$ 1,026,101	0.4%	\$78,931	\$1,725,533	0.5%	\$132,733	\$112,160
Terribles	8004	10	0.3%	\$ 896,561	0.9%	\$89,656	\$ 679,555	0.3%	\$67,956	\$1,576,116	0.4%	\$157,612	\$102,448
Convenience Total		1,228	36.3%	\$43,006,970	41.3%	\$35,022	\$104,373,988	42.1%	\$84,995	\$147,380,958	41.9%	\$120,017	\$9,579,762
Albertsons	8027	30	0.9%	\$ 2,702,794	2.6%	\$90,093	\$ 4,962,971	2.0%	\$165,432	\$7,665,765	2.2%	\$255,526	\$498,275
Bashas'	8011	45	1.3%	\$ 3,005,001	2.9%	\$66,778	\$ 5,568,824	2.2%	\$123,752	\$8,573,825	2.4%	\$190,529	\$557,299
El Super	8030	6	0.2%	\$ 75,456	0.1%	\$12,576	\$ 458,939	0.2%	\$76,490	\$534,395	0.2%	\$89,066	\$34,736
Food City		45	1.3%	\$ 627,552	0.6%	\$13,946	\$ 3,241,612	1.3%	\$72,036	\$3,869,164	1.1%	\$85,981	\$251,496
Fry's	8052	125	3.7%	\$ 14,354,166	13.8%	\$114,833	\$ 30,600,642	12.3%	\$244,805	\$44,954,808	12.8%	\$359,638	\$2,922,063
Los Altos Ranch Market	8026	7	0.2%	\$ 89,115	0.1%	\$12,731	\$ 576,808	0.2%	\$82,401	\$665,923	0.2%	\$95,132	\$43,285
Safeway	8128	104	3.1%	\$ 10,213,237	9.8%	\$98,204	\$ 17,035,077	6.9%	\$163,799	\$27,248,314	7.7%	\$262,003	\$1,771,140
Walmart	8022	108	3.2%	\$ 3,272,445	3.1%	\$30,300	\$ 8,111,388	3.3%	\$75,105	\$11,383,833	3.2%	\$105,406	\$739,949
Costco	9955	17	0.5%	\$ -	0.0%	\$0	\$ 1,030,800	0.4%	\$60,635	\$1,030,800	0.3%	\$60,635	\$67,002
Winco	9962	7	0.2%	\$ 272,858	0.3%	\$38,980	\$ 541,506	0.2%	\$77,358	\$814,364	0.2%	\$116,338	\$52,934
Smith's	9027	4	0.1%	\$351,137			\$523,482						
Food Store Total		498	14.7%	\$34,963,761	33.6%	\$70,208	\$72,652,049	29.3%	\$145,888	\$107,615,810	30.6%	\$216,096	\$6,938,177
Major Chains		1,726	51.0%	\$77,970,731	75.0%	\$45,174	\$177,026,037	71.4%	\$102,564	\$254,996,768	72.4%	\$147,739	\$16,574,790
All Stores*		3387		\$104,023,203		\$30,712	\$247,947,681		\$73,206	\$351,970,884		\$103,918	\$22,878,107

*Does not include Instant Tabs

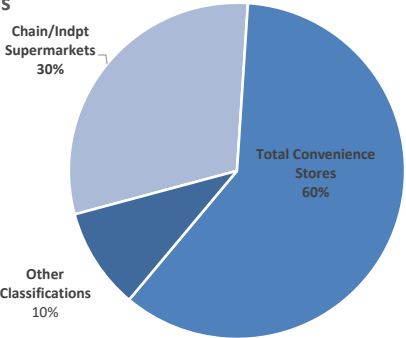
ARIZONA LOTTERY BUSINESS CODE REVIEW Fiscal Year 2023 July 2022 through September 2022																		
				Draw Games			Scratchers			Instant Tab			Combined Total Sales					Commission
Business Classification	Business Code	# of Accts	% of Accts	Sales	Market Share	Per Store Average	Sales	Market Share	Per Store Average	Sales	Market Share	Per Store Average	FY2023 Sales	FY2022 Sales	% of change	Market Share	Per Store Average	Earned To Date
Full Product																		
Shopping Malls	01	2	0.1%	37,555	0.0%	18,778	25,492	0.0%	12,746	0.0%	0	0	63,047	44,164	42.8%	0.0%	31,524	\$ 4,098
Smoke/Gift Shops	02	87	2.6%	491,825	0.5%	5,653	2,169,607	0.9%	24,938	0.0%	0	0	2,661,432	2,850,757	-6.6%	0.7%	30,591	\$ 172,993
Chain Supermarkets	03	497	14.7%	34,912,973	33.6%	70,247	72,565,807	29.3%	146,008	0.0%	0	0	107,478,780	89,185,822	20.5%	30.2%	216,255	\$ 6,986,121
Independent Supermarkets	04	46	1.4%	1,025,850	1.0%	22,301	2,330,264	0.9%	50,658	0.0%	0	0	3,356,114	2,860,936	17.3%	0.9%	72,959	\$ 218,147
Chain Convenience Stores	05	1060	31.3%	39,614,276	38.1%	37,372	95,145,934	38.4%	89,760	0.0%	0	0	134,760,210	132,929,942	1.4%	37.9%	127,132	\$ 8,759,414
Independent Convenience	06	868	25.6%	19,067,072	18.3%	21,967	53,741,813	21.7%	61,915	0.0%	0	0	72,808,885	66,454,281	9.6%	20.5%	83,881	\$ 4,732,578
Liquor Stores	07	95	2.8%	644,772	0.6%	6,787	3,656,701	1.5%	38,492	0.0%	0	0	4,301,473	3,987,429	7.9%	1.2%	45,279	\$ 279,596
Drug Store/Pharmacies	08	3	0.1%	16,587	0.0%	5,529	14,202	0.0%	4,734	0.0%	0	0	30,789	30,967	-0.6%	0.0%	10,263	\$ 2,001
independent Gas	09	20	0.6%	417,289	0.4%	20,864	1,188,764	0.5%	59,438	0.0%	0	0	1,606,053	1,459,001	10.1%	0.5%	80,303	\$ 104,393
Truck Service Centers	10	46	1.4%	1,104,530	1.1%	24,012	2,300,241	0.9%	50,005	0.0%	0	0	3,404,771	3,284,187	3.7%	1.0%	74,017	\$ 221,310
Bars/Restaurants	11	107	3.2%	1,725,298	1.7%	16,124	2,341,420	0.9%	21,882	0.0%	0	0	4,066,718	3,185,517	27.7%	1.1%	38,007	\$ 264,337
Spec Non-Grocery/Misc	12	109	3.2%	1,328,085	1.3%	12,184	1,940,945	0.8%	17,807	0.0%	0	0	3,269,030	3,007,887	8.7%	0.9%	29,991	\$ 212,487
Chain Gas	13	130	3.8%	2,366,601	2.3%	18,205	7,259,809	2.9%	55,845	0.0%	0	0	9,626,410	8,569,935	12.3%	2.7%	74,049	\$ 625,717
Bowling Centers	14	3	0.1%	13,828	0.0%	4,609	38,732	0.0%	12,911	0.0%	0	0	52,560	61,758	-14.9%	0.0%	17,520	\$ 3,416
Route Sales	19	82	2.4%	514,062	0.5%		1,462,790	0.6%					1,976,852	1,147,797	72.2%	0.6%	0	\$ 128,495
Quick Card/ScanActiv	20	3	0.1%	222,734	0.2%	74,245	1,800	0.0%	600	0.0%	0	0	224,534	155,664	44.2%	0.1%	74,845	\$ 14,595
ASL & Promotions	99	11	0.3%	519,866	0.5%	47,261	1,763,360	0.7%	160,305	14,040	0.4%	1,276	2,297,266	1,541,028	49.1%	0.6%	208,842	\$ 149,322
Full Product Sub Total		3169		104,023,203			247,947,681			14,040			351,984,924	320,757,072	9.7%			
Instant Tab																		
Age-Controlled Instant Tab	15	56	1.7%	0	0.0%	0	0	0.0%	0	952,560	27.5%	17,010	952,560	861,540	10.6%	0.3%	17,010	
Charitable Instant Tab	17	133	3.9%	0	0.0%	0	0	0.0%	0	2,179,980	62.9%	16,391	2,179,980	1,968,150	10.8%	0.6%	16,391	
General Instant Tab	18	29	0.9%	0	0.0%	0	0	0.0%	0	320,760	9.3%	11,061	320,760	278,640	15.1%	0.1%	11,061	
Instant Tab Sub Total		218	6.4%	0			0			3,453,300			3,453,300	3,108,330	11.1%			
Total		3387	100%	104,023,203	100%	32,825	247,947,681	100%	78,242	3,467,340	100%	15,905	355,438,224	323,865,402	9.7%	100%	104,942	\$ 22,879,020
Summary Recap																		
Chain/Indpt Supermarkets		543	16.0%	35,938,823	34.5%	66,186	74,896,071	30.2%	137,930	0	0.0%	0	110,834,894	92,046,758	20.4%	31.2%	204,116	\$ 7,204,268
Total Convenience Stores		1,928	56.9%	58,681,348	56.4%	30,436	148,887,747	60.0%	77,224	0	0.0%	0	207,569,095	199,384,223	4.1%	58.4%	107,660	\$ 13,491,991
Total Instant Tabs		218	6.4%	0	0.0%	0	0	0.0%	0	3,453,300	99.6%	15,841	3,453,300	3,108,330	11.1%	1.0%	15,841	\$ 1,316,880
Other Classifications		698	20.6%	9,403,032	9.0%	13,471	24,163,863	9.7%	34,619	14,040	0.4%	155,321	33,580,935	29,326,091	14.5%	9.4%	48,110	\$ 2,182,761
Total All Classifications		3,387	100%	104,023,203	100%	32,825	247,947,681	100%	78,242	3,467,340	100%	15,905	355,438,224	323,865,402	9.7%	100%	104,942	\$ 24,195,900

ARIZONA LOTTERY
BUSINESS CODE REVIEW
Fiscal Year 2023
July 2022 through September 2022

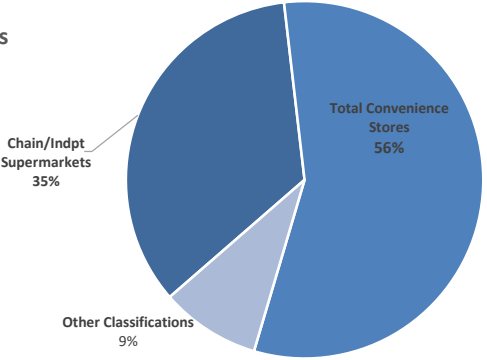
Instant Tab Sales



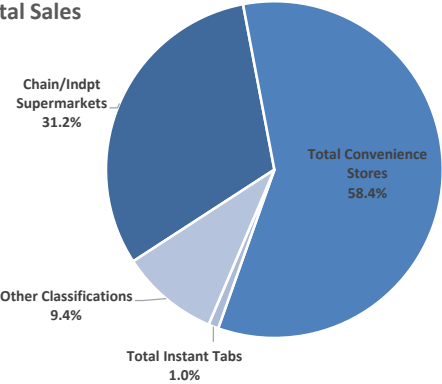
Scratchers Sales



Draw Sales



Combined Total Sales



ARIZONA LOTTERY COUNTY SALES REVIEW Fiscal Year 2023 July 2022 through September 2022																	
	# of		% of	Draw Games			Scratchers			Instant Tabs			All Products Combined			2022 Estimated	
County	Code	Accts	Accts	Sales	Share	Per Store Average	Sales	Share	Per Store Average	Sales	Share	Per Store Average	FY2022 Sales	FY2021 Sales	% of Change	Market Share	Per Capita Wkly Sales
Apache	1	16	0.5%	192,333	0.2%	12,021	494,079	0.2%	30,880	12,720	0.4%	6,879,605	699,132	641,501	8.98%	0.2%	\$0.74
Cochise	2	87	2.6%	1,790,014	1.7%	20,575	5,790,506	2.3%	66,558	82,260	2.4%	4,780,381	7,662,780	7,500,479	2.16%	2.2%	\$4.72
Coconino	3	104	3.1%	1,985,079	1.9%	19,087	4,468,741	1.8%	42,969	5,340	0.2%	279,830	6,459,160	6,259,010	3.20%	1.8%	\$3.42
Gila	4	42	1.2%	804,164	0.8%	19,147	2,461,096	1.0%	58,598	14,400	0.4%	1,862,722	3,279,660	3,101,177	5.76%	0.9%	\$4.63
Graham	5	21	0.6%	330,543	0.3%	15,740	1,631,055	0.7%	77,669	17,760	0.5%	5,589,143	1,979,358	1,912,214	3.51%	0.6%	\$3.76
Greenlee	6	6	0.2%	84,715	0.1%	14,119	594,683	0.2%	99,114	2,760	0.1%	3,389,058	682,158	544,059	25.38%	0.2%	\$5.47
La Paz	15	41	1.2%	505,011	0.5%	12,317	1,060,029	0.4%	25,854	75,960	2.2%	15,646,397	1,641,000	1,456,473	12.67%	0.5%	\$5.94
Maricopa	7	1915	56.5%	62,789,400	60.4%	32,788	160,522,262	64.7%	83,824	1,847,940	53.3%	3,061,482	225,159,602	202,600,830	11.13%	63.3%	\$3.72
Mohave	8	202	6.0%	10,511,707	10.1%	52,038	12,103,412	4.9%	59,918	418,440	12.1%	4,140,856	23,033,559	19,118,188	20.48%	6.5%	\$8.13
Navajo	9	63	1.9%	1,244,971	1.2%	19,761	3,157,794	1.3%	50,124	75,720	2.2%	6,326,763	4,478,485	4,326,262	3.52%	1.3%	\$3.07
Pima	10	439	13.0%	12,629,792	12.1%	28,769	29,379,642	11.8%	66,924	347,400	10.0%	2,861,303	42,356,834	40,682,991	4.11%	11.9%	\$3.05
Pinal	11	158	4.7%	4,764,267	4.6%	30,154	12,630,856	5.1%	79,942	298,260	8.6%	6,512,221	17,693,383	16,241,445	8.94%	5.0%	\$2.75
Santa Cruz	12	21	0.6%	712,066	0.7%	33,908	1,079,610	0.4%	51,410	0	0.0%	0	1,791,676	1,814,560	-1.26%	0.5%	\$2.95
Yavapai	13	150	4.4%	3,583,068	3.4%	23,887	8,034,913	3.2%	53,566	151,920	4.4%	4,410,523	11,769,901	11,242,145	4.69%	3.3%	\$3.75
Yuma	14	119	3.5%	1,873,339	1.8%	15,742	4,537,203	1.8%	38,128	116,460	3.4%	6,466,818	6,527,002	6,268,404	4.13%	1.8%	\$2.30
Virtual	26	3	0.1%	222,734	0.2%	74,245	1,800	0.0%	600	0	0.0%	0	224,534	155,664	44.24%	0.1%	#DIV/0!
Total		3387	100%	104,023,203	100%	30,712	247,947,681	100%	73,206	3,467,340	100%	3,467,340	355,438,224	323,865,402	9.75%	100%	\$3.64

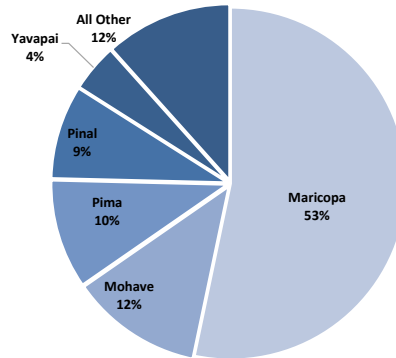
Summary Recap

Maricopa and Pima Counties	2354	69.5%	75,419,192	72.5%	32,039	189,901,904	76.6%	80,672	2,195,340	63.3%	3,027,960	267,516,436	75.3%
Mohave, Pinal and Yavapai	510	15.1%	18,859,042	18.1%	36,979	32,769,181	13.2%	64,253	868,620	25.1%	4,791,157	52,496,843	14.8%
All Other Counties	523	15.4%	9,744,969	9.4%	18,633	25,276,596	10.2%	48,330	403,380	11.6%	4,305,902	35,424,945	10.0%

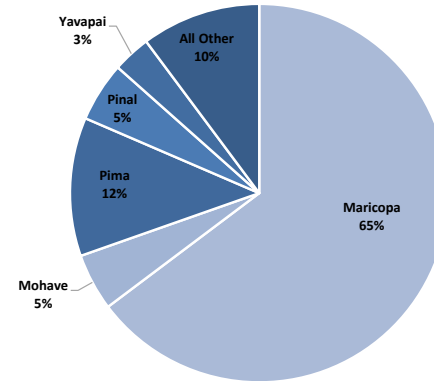
Chart I

**ARIZONA LOTTERY
COUNTY SALES REVIEW
Fiscal Year 2023
July 2022 through September 2022**

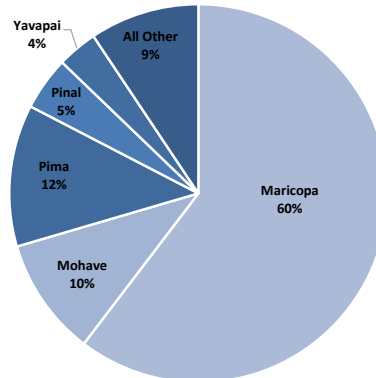
Instant Tab Sales



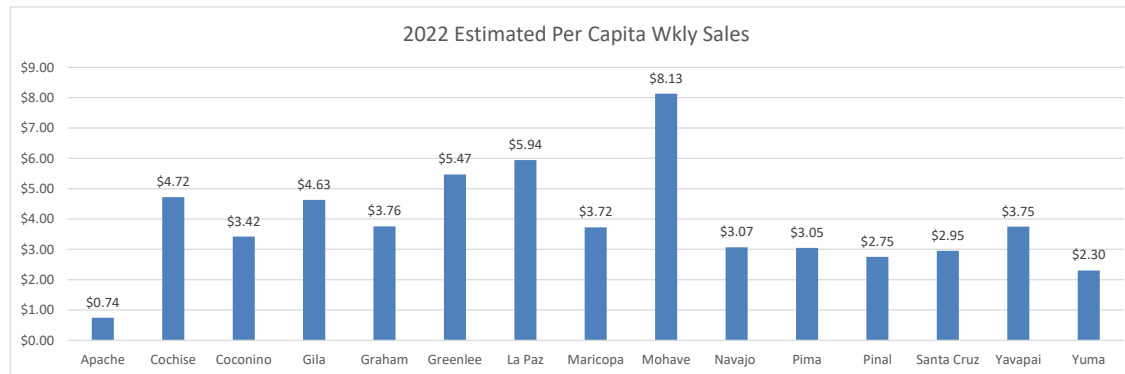
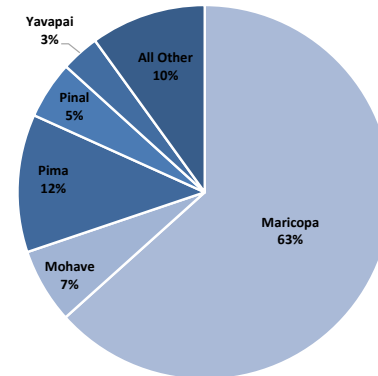
Scratchers Sales



Draw Game Sales



Combined Sales



New Business Item #1
Instant Scratch Game Profiles
Report to Arizona Lottery Commission
October 21, 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: *Money Ball Bingo* #1394, *24K Gold* #1402, *7-11-21* #1404, and *\$10,000 Blowout* #1406.

Money Ball Bingo #1394. This \$2 game has a top prize of \$10,000. This game will be printed at a quantity of approximately 7.4 million tickets.

24K Gold #1402. This \$20 game has a top prize of \$500,000. This game will be printed at a quantity of approximately 2.1 million tickets.

7-11-21 #1404. This \$2 game has a top prize of \$10,000. This game will be printed at a quantity of approximately 2 million tickets.

\$10,000 Blowout #1406. This \$10 game has a top prize of \$10,000. This game will be printed at a quantity of approximately 2 million tickets.

Attachments (Commissioners only)

New Business Item #2
Living Lucky with Luke Combs Promotion Profile #121
Report to Arizona Lottery Commission
October 16, 2022

This report has been provided to the Lottery Commission regarding the Living Lucky with Luke Combs 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: Living Lucky with Luke Combs Profile #121.

Living Lucky with Luke Combs Promotion Profile #121

Starting January 9th, 2023 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 and Luke Combs merchandise prizes along with a Grand Prize Travel Package.

Attachments (Commissioners only)