

PUBLIC MEETING OF THE ARIZONA LOTTERY
Commission Minutes of October 21, 2022, Meeting

PRESIDING Chair Jeff Weintraub (Teleconference)

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

LOTTERY Executive Director; Gregory Edgar (Teleconference), and Russ Harben;
Deputy Director of Operations (In Person)

Luanne Mansanares, Jacob Rusywick, Ron Schartz, and Stacey Henderson,
(In Person) Alexandra Adukeh, Shelby Alessi, Debra Andrego, Mary
Cimaglio, Anjali Dang, Susan Kalember, Jenny Lewis, Ron Schartz, Lynda
Sellers, Kathleen Syms, Nicholas Wagner, Jose Gaona, and Steven Wood
(Teleconference)

GUESTS Attorney General Representative: Pam Peiser (Teleconference)

Scientific Games Representatives: Topper Wilson, and Gabriel Reed
(Teleconference)

Pollard Banknote Limited Representatives: Travis Priest, and Darren
Perche (Teleconference)

Owens Harkey Representatives: Anna Garza, and Noelle Hobaica,
(Teleconference)

IPSOS Market Research Company: Julie Christine Marchand
(Teleconference)

PUBLIC Shaan Rizvi (Teleconference)

Call to Order

1. **Call for Quorum:** Pursuant to the Public Notice dated October 21, 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 Newman, Commissioner Thomson, and Commissioner Katsel appearing via teleconference.
(At 10:10 am Commissioner Crump appeared via teleconference)

2. **Notice:** Notice was posted by Cassandra Bierworth on October 13, 2022, at 3:32 p.m., at the Arizona State Lottery, located at 4740 E. University Dr., Phoenix, Arizona.
3. **Approval of Minutes:** Chair Weintraub entertained a motion to approve the minutes of the September 16, 2022, Public Meeting. Commissioner Katsel verbally moved; Commissioner Thomson verbally seconded. The vote was unanimous with Chair Weintraub verbally voting aye, Commissioner Newman verbally voting aye,

Commissioner Thomson verbally voting aye, and Commission Katsel verbally voting aye.
The motion carried.

10:04am At the discretion of the Commissioners, the meeting agenda order was adjusted. The Commissioners voted on New Business items first, with all other agenda items proceeding in order.

New Business

1. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new instant scratch game profiles: *Money Ball Bingo #1394, 24K Gold #1402, 7-11-21 #1404, and \$10,000 Blowout #1406*. 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: #1394, #1402, #1404, and #1406. Commissioner Thomson verbally moved; Commissioner Newman verbally seconded. The vote was unanimous with Chair Weintraub verbally voting aye, Commissioner Newman verbally voting aye, Commissioner Thomson verbally voting aye 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 new promotion profile: *Living Lucky with Luke Combs Promotion Profile #121*. 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: #121. Commissioner Thomson verbally moved; Commissioner Newman verbally seconded. The vote was unanimous with Chair Weintraub verbally voting aye, Commissioner Newman verbally voting aye, Commissioner Thomson verbally voting aye and Commission Katsel verbally voting aye. The motion carried.

10:10am Commissioner Crump joined the meeting. (Teleconference)

Agency Reports

1. **Retailer of the Quarter:** Stacey Henderson presented information on the retailer of the quarter, ABC Food Mart, Mesa, AZ. The presentation is attached for the official minutes.
2. **Director's Presentation:** Director Edgar presented information on the beneficiary focus of the month, ASU's Global Sports Institute. He also informed the Commission that the Arizona Lottery was recently recognized for two different awards. Mr. Chris Rogers then presented information regarding the two awards received. The 2022 Arizona Innovators in Marketing Association TIM Award, and the 2022 Transformation Lead of the Year award finalist at the Governor's Celebration of Innovation Gala.
Director Edgar continued his presentation by informing the Commission that the Arizona Lottery executive team attended the World Lottery Summit in Vancouver, Canada. The purpose of the trip was to learn about new and innovating products, and companies. The information obtained from this conference will assist in choosing a new company for an

upcoming RFP. Director Edgar concluded his presentation by informing the Commission about a new company called Jackpocket. Informing the Commission that Jackpocket is a company that will sell lottery tickets to consumers online. The consumer will purchase Powerball® and Mega Million® tickets through Jackpocket's online system with a digital wallet. Jackpocket will work with Circle K to purchase the tickets. Jackpocket will physically purchase the Powerball® and Mega Million® tickets for the online customer at a local Circle K in Arizona.

Chair Weintraub asked if Jackpocket will receive a commission for selling tickets. Director Edgar informed the Commission no. A Jackpot customer will purchase a lottery ticket through Jackpocket online utilizing an online wallet. Jackpocket will work inside of a Circle K, purchase the tickets for the online customer, and charge a service fee. Circle K will be the one who earns the commission for the sales. Jackpot will not earn any commission from the sales but will earn revenue through its service fees from the online wallet.

Director Edgar asked Commissioner Newman if he correctly explained how the Jackpot process worked. Commissioner Newman responded to the best of his knowledge, yes. Director Edgar also stated, "This will not change anything for the Arizona Lottery operationally." "Jackpocket operates independently of the Arizona Lottery." The presentation is attached for the official minutes.

10:18am Luanne Mansanares informed the Commission that Commissioner Trent Crump has joined.

10:23am Chair Weintraub left the meeting and Commissioner Katsel resumed the duties for Chair Weintraub.

- 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.

Commissioner Katsel commented that the Arizona Lottery transitions smoothly when sharing incredible news about exceeding sales projections. Commending the Arizona Lottery on an extraordinary job by exceeding the sales projections. Director Edgar thanked Commissioner Katsel for her comments and informed the Commission that the Arizona Lottery is very proud of all of its accomplishments.

- 4. Retailer Satisfaction Survey Presentation** – Travis Priest; Director of Sales & Marketing for Pollard Banknote Limited, introduced Julie Christine Marchand, IPSOS Market Research Company. Julie Christine Marchand presented a brief synopsis of the Arizona Lottery retailer satisfaction survey. The presentation is attached for the official minutes.
- 5. New Games Introduction – No Presentation**

Call to the Public

Commissioner Julie Katsel 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 November 18, 2022, at 10:00 a.m.

Adjournment

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

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.