



December 16, 2022
COMMISSION
REPORT

Table of Contents

Notice of Public Meeting and Executive Session.....	3
<u>Notice</u>.....	4
Commission Minutes of November 18, 2022, Meeting	6
Agency Reports	10
Retailer of the Quarter – Presentation	10
Director’s Presentation	10
Financial Report – Presentation	10
Marketing & Products Update - Presentation.....	10
New Game Introductions – No Presentation	10
New Business Item #1	12
Vote For Commission Chair And Vice-Chair	12
New Business Item #2	13
Instant Scratch Game Profiles	13
New Business Item #3	14
Instant Tab Game Profiles	14
New Business Item #4	15
Fast Play Game Profiles	15
New Business Item #5	16
Quick Draw™ Game Profiles	16
New Business Item #6.....	17
Players Club Promotion Profile #123 & 124.....	17

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 **December 16, 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 November 18, 2022, Public Meeting

Agency Reports

1. Retailer of the Quarter - Presentation
2. Director's Presentation
3. Financial Report – Presentation
4. Marketing & Products Update - Presentation
5. New Games Introduction – No Presentation

New Business

1. Commission Election of Chair and Vice Chair.
2. Discussion and possible action on new instant scratch game profiles: *Lady Luck* #1399, *Red Hot 7s* #1410, and *Coffee House Crossword* #1411.
3. Discussion and possible action on new instant tab game profiles: *Celebrate America* #177, *Super 7's* #178, *America's Best* #179, *Gimme Some Luck* #180, *Triple Stars &*

Bars #181, Buckets of Gold #182, Mucho Margaritas #1084, Cool Riches #1085, Black Jack City #1086, and Easy Money #1087.

4. Discussion and possible action on new Fast Play™ game profile: *Desert Dollars #151.*
5. Discussion and possible action on new Quick Draw™ game profiles: *Two To Win #21, and Money Roll #22.*
6. Discussion and possible action on new promotion profiles: *Million Dollar POWER BOWL #123, and Set For Life #124.*

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

1. The next Commission meeting will be held January 20, 2023, at 10:00 a.m.
2. Commissioners are invited to the Arizona Lottery employee holiday luncheon, Friday, December 16, 2022, 11:00 – 1:00pm, at 4740 E. University Drive, Phoenix, Arizona 85034

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

On December 16, 2022, following the meeting, members of the Arizona Lottery Commission may be present at the following social function wherein a quorum of the board may be in attendance. The Board will not consider, discuss, or vote upon any board business at this function which is solely a social gathering.

FUNCTION: (Arizona Lottery employee holiday luncheon, 11:00am – 1:00pm, at 4740 E. University Drive, Phoenix, Arizona 85034.)

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

Dated this 8th day of December, 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 November 18, 2022, Meeting

PRESIDING Chair Jeff Weintraub (Teleconference)

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

LOTTERY Executive Director; Gregory Edgar, Sherri Zendri; Deputy Director of Legal Services (In Person), and Russ Harben; Deputy Director of Operations, Todd Terrell (Teleconference)

Luanne Mansanares, Jacob Rusywick, Orion Steen, and John Gilliland (In Person) Anjali Dang, Art Uthaisri, Debra Andrego, Jenny Lewis, Karla Henriksen, Kathleen Syms, Lisa Schartz, Lynda Sellers, Mary Cimaglio, Michael Jennings, Robin Peters, Shelby Alessi, Steven Wood, Susan Kalember, Todd Terrell, Vicki Neslon, and Victor Mendoza (Teleconference)

GUESTS Attorney General Representative: Pam Peiser (Teleconference)

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

Pollard Banknote Limited Representatives: John Papile, Wes Brown, and Travis Priest (Teleconference)

Owens Harkey Representatives: Jessica Guffy and Ariana Moreno (Teleconference)

PUBLIC Brian Hemmerle, Andrew Gill and (Teleconference)

Call to Order

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

(At 10:04 am Commissioner Crump appeared via teleconference)

2. **Notice:** Notice was posted by Luanne Mansanares on November 14, 2022, at 1:50 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 October 21, 2022, Public Meeting. Commissioner Katsel verbally moved; Commissioner Thomson verbally seconded. The vote was unanimous with Chair Weintraub verbally voting aye, Commissioner Katsel verbally voting aye, and Commissioner Thomson verbally voting aye. The motion carried.

10:04am Commissioner Crump joined the meeting via teleconference.

Agency Reports

1. **Director's Presentation:** Director Edgar presented information on the beneficiary focus of the month, Habitat for Humanity Northern Arizona, and provided financial information generated by the world record Powerball® jackpot. Director Edgar concluded his presentation with election information pertaining to the Governor elects transition and the launch of two new Arizona Lottery products; Ultimate Playlist and Lucky Lounge. The presentation is attached for the official minutes.
2. **Financial Report Presentation:** Russ Harben introduced Brian Hemmerle from Henry+Horne. Mr. Hemmerle presented Henry+Horne's audit report on the Arizona Lottery's financial statements. Russ Harben finished the presentation with the current financial results. Providing information on the 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.

3. **New Games Introduction – No Presentation**

New Business

1. Chair Weintraub opened the discussion of the future election of the Commission Chair and Vice Chair.

Director Edgar informed the Commission that the Arizona Lottery would like to move forward by placing it on the January Commission agenda. To nominate and elect a new chair and vice chair.

Sherri Zendri clarified to Chair Weintraub that all discussions must be made publicly and may not be discussed amongst themselves.

Chair Weintraub informed Sherri Zendri to clarify he would never talk privately and no more than two members would ever get together privately without notice.

Commissioner Julie Katsel informed the Commission that her term is ending and she will not be in a position to serve in a leadership role in this upcoming year. Director Edgar informed Commissioner Katsel that the Governor's office is working on a replacement and thanked her for her service. Chair Weintraub informed Commissioner Katsel that she will be difficult to replace and we appreciate your service.

Commissioner Trent Crump informed the Commission that he has given notice and will be stepping down as Commissioner at the end of the year. Director Edgar informed the Commission that the Governors' office is also working on a replacement for Commissioner Crump's law enforcement position and thanked him for all his efforts

during this difficult time. Commissioner Crump informed the Commission that he would stay on until a replacement has been found.

Commissioner Katsel asked if there is a term limit on the Chairmanship and if it's possible to re-elect the current Chair because he is doing such a great job. Director Edgar informed the Commission that there is no term limit and it is a possibility as long as the chair is willing.

Chair Weintraub stated that the election of Chair and Vice Chair will be on the agenda next month and continued discussion with the next agenda item

2. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new instant scratch game profiles: *\$50,000 Lucky Dog* #1403, *Wild Cherry Doubler* #1405, *Mystery Multiplier* #1407, *Bingo Star* #1408, and *Cash Drop* #1409. 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: #1403, #1405, #1407, #1408 and #1409. Commissioner Crump verbally moved; Commissioner Thomson verbally seconded. The vote was unanimous with Chair Weintraub verbally voting aye, Commissioner Katsel verbally voting aye, Commissioner Thomson verbally voting aye and Commissioner Crump verbally voting aye. The motion carried.

3. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new promotion profile: *Multiplier Mania 2023* #122. 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: #122. Commissioner Katsel verbally moved; Commissioner Thomson verbally seconded. The vote was unanimous with Chair Weintraub verbally voting aye, Commissioner Crump verbally voting aye, Commissioner Katsel verbally voting aye and Commissioner Thomson verbally voting aye. The motion carried.

Call to the Public

Chair Weintraub invited members of the public to speak before the Commission. There were no responses from the public.

Announcements

The next Commission meeting will be held in person on December 16, 2022, at 10:00 a.m.

Director Edgar informed the Commission that following the Commission meeting on December 16, 2022 the Arizona Lottery will have a holiday celebration with its employees. The members of the Commission are invited to attend as long as the members of the Commission stay separate and follow the open public meeting laws.

Chair Weintraub requested that Commissioner Newman be informed of the holiday celebration and a notice be posted for the public that the Commission will be at this event. Chair Weintraub asked if there any other announcements. There were no responses.

Adjournment

Chair Weintraub asked if he has the power to adjourn the meeting.

Luanne Mansanares informed the Commission that the verbiage was approved by the Office of the Attorney General.

Chair Weintraub asked Sherri Zendri if it was ok to adjourn she said yes, you have the power.

Chair Weintraub stated with nothing remaining on the agenda, we are adjourned. The meeting adjourned at 10:47 am.

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.

Agency Reports
Report to Arizona Lottery Commission
December 16, 2022

Retailer of the Quarter – Presentation

Director’s Presentation

Financial Report – Presentation

Marketing & Products Update - Presentation

New Game Introductions – No Presentation

Date Ended	Price Point	Game No.	Game Name	Beginning Inventory	% Sold through 12/5/22
11/30/22	\$5	1383	Arizona Adventure	1,615,380	84%

ATTACHMENT A

Dashboard Report December 2022

SERVING ARIZONA FOR 41 YEARS



16.90%

vs. Proj (FYTD)

Total Sales (FYTD)
\$646,162,947

17.43%

vs. PYTD

81.31%

vs. Proj (FYTD)

Draw Sales
\$213,567,308^{33.1%}
%Total Sales

58.50%

vs. PYTD

Draw Sales : From
7/1/2017 - To
12/4/2022
Fast Play Sales :
From
2/11/2018 - To
12/4/2022

-0.54%

vs. Proj (FYTD)

Instant Sales
\$432,595,639^{66.9%}
%Total Sales

4.11%

vs. PYTD

144.91%

vs. Proj (FYTD)

Multi-State
\$159,153,943^{24.5%}
%Draw Sales

117.20%

vs. PYTD

-0.68%

vs. Proj (FYTD)

Scratchers Sales
\$426,532,039^{66.0%}
%Instant Sales

3.99%

vs. PYTD

4.90%

vs. Proj (FYTD)

In-State
\$35,041,265^{16.4%}
%Draw Sales

-12.63%

vs. PYTD

Pulltab Sales : From
7/2/2017 - To
12/2/2022
Scratcher Sales : From 7/1/2017
- To 12/4/2022

6.98%

vs. Proj (FYTD)

Charitable Pulltab Sales
\$3,665,460^{0.8%}
%Instant Sales

9.74%

vs. PYTD

-35.88%

vs. Proj (FYTD)

Quick Draw
\$912,176^{0.4%}
%Draw Sales

293.99%

vs. PYTD

11.26%

vs. Proj (FYTD)

Age Rest. Pulltab Sales
\$1,757,160^{0.4%}
%Instant Sales

14.36%

vs. PYTD

2.65%

vs. Proj (FYTD)

Fast Play
\$18,459,924^{8.6%}
%Draw Sales

-12.62%

vs. PYTD

23.65%

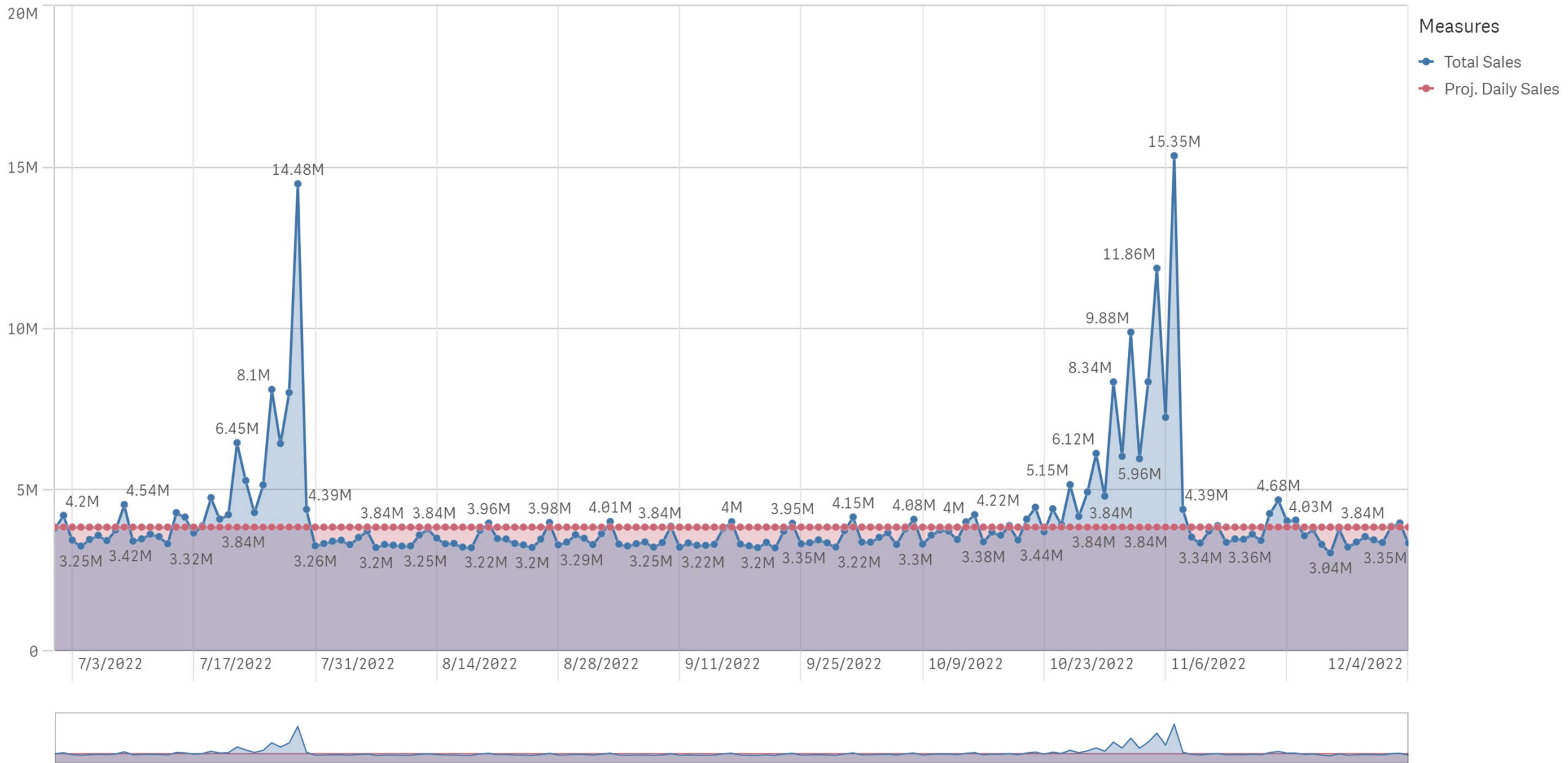
vs. Proj (FYTD)

Other Pulltab Sales
\$637,200^{0.1%}
%Instant Sales

26.34%

vs. PYTD

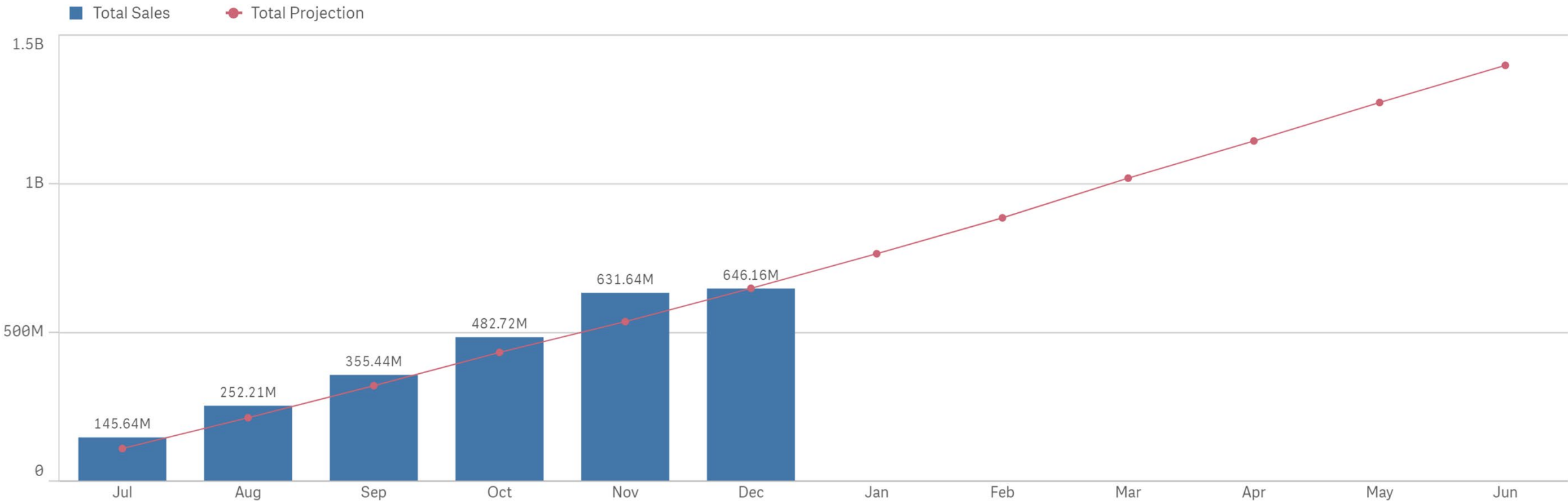
Daily Sales vs Goal





YTD Sales vs. Projection

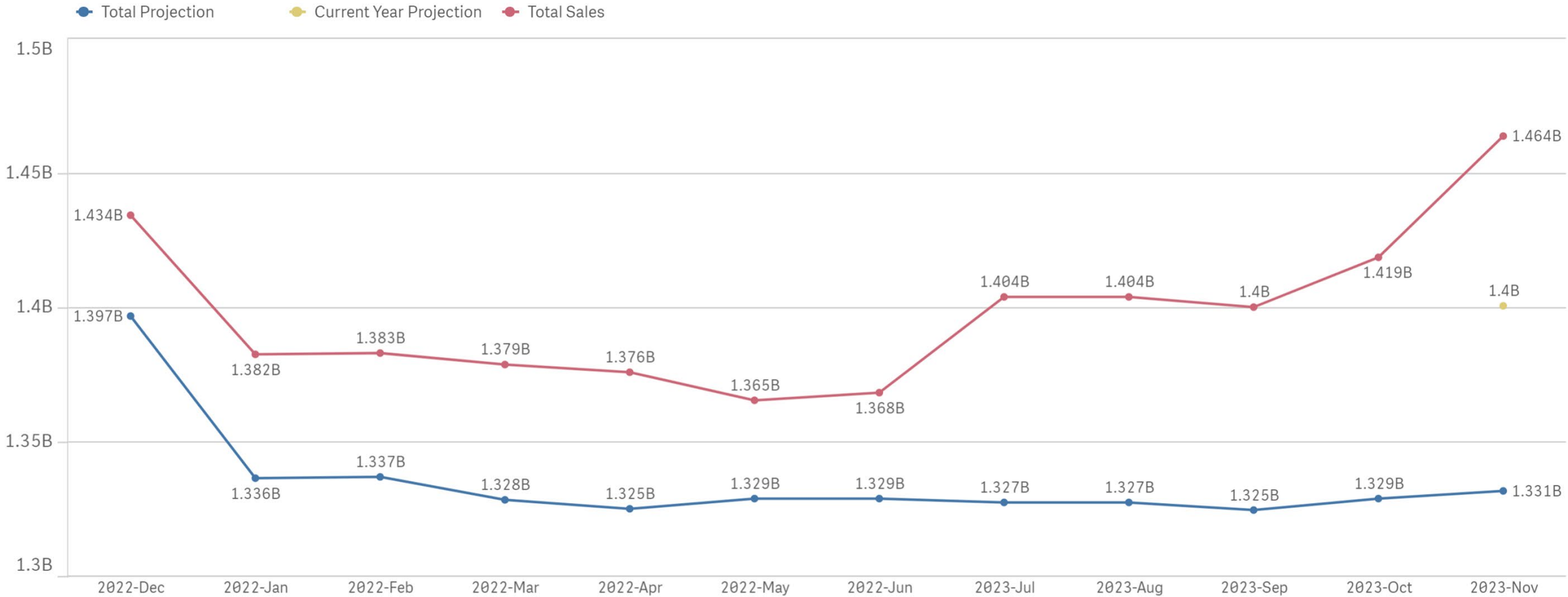
FY 2023 Total Sales vs. Projection



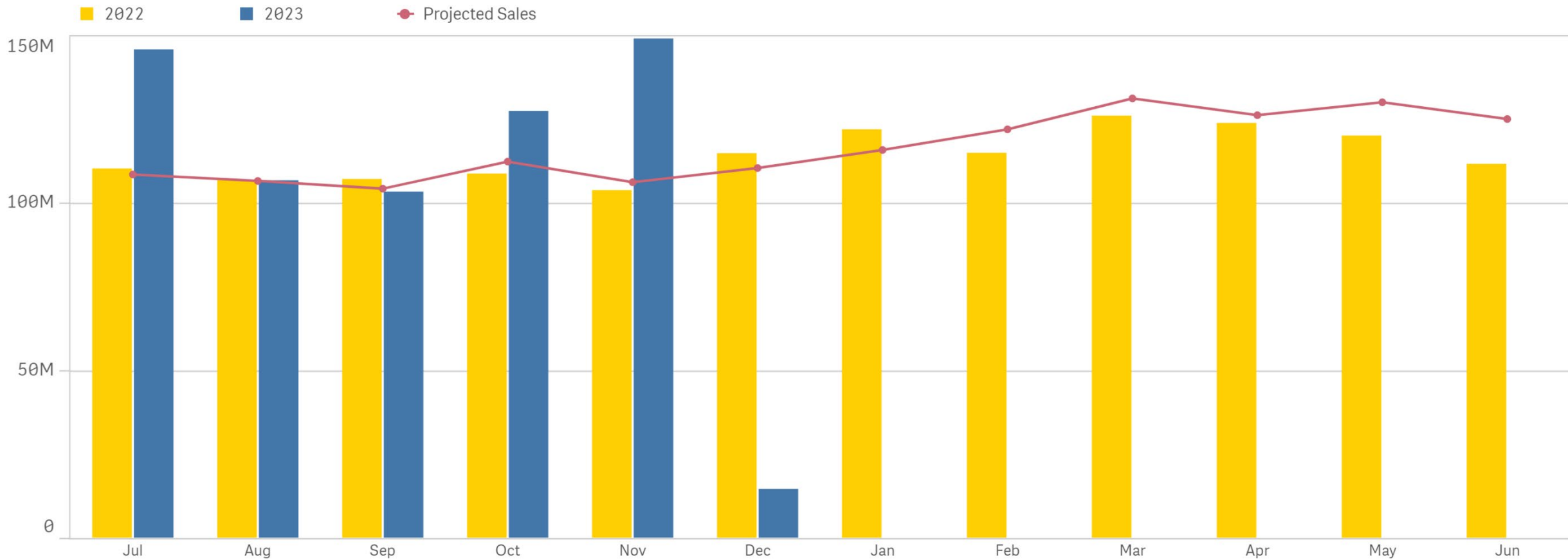


Rolling 12 Month Total Sales

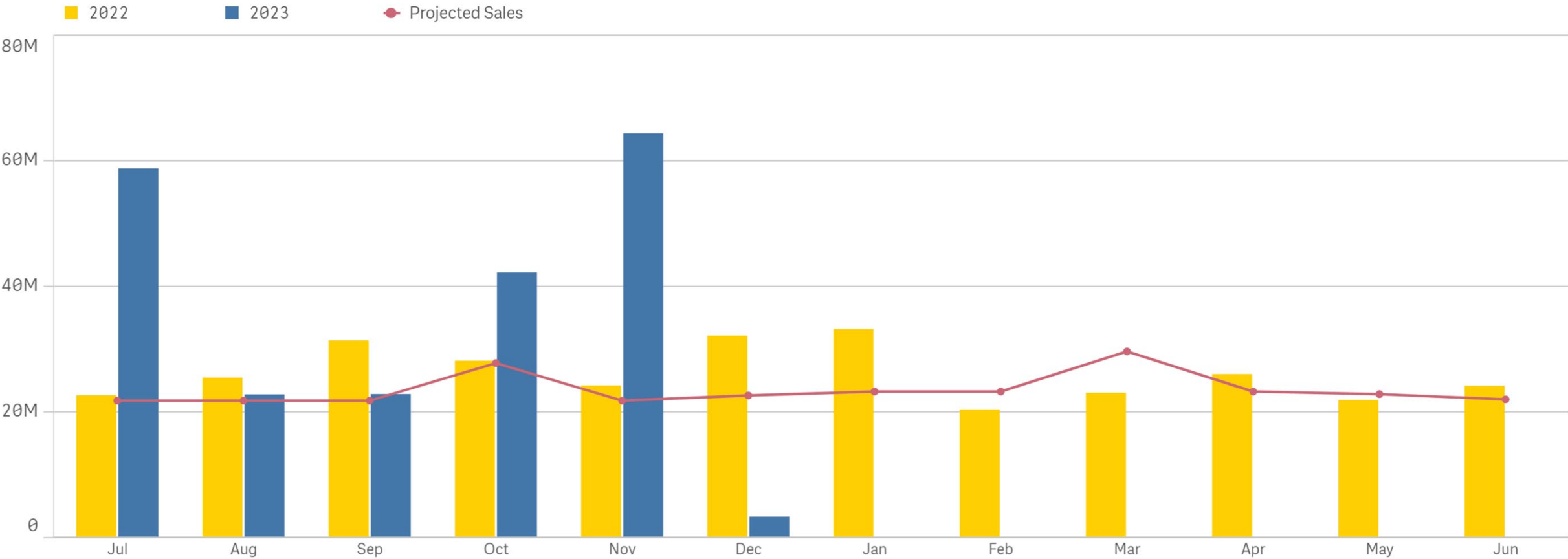
Rolling 12 Month Sales



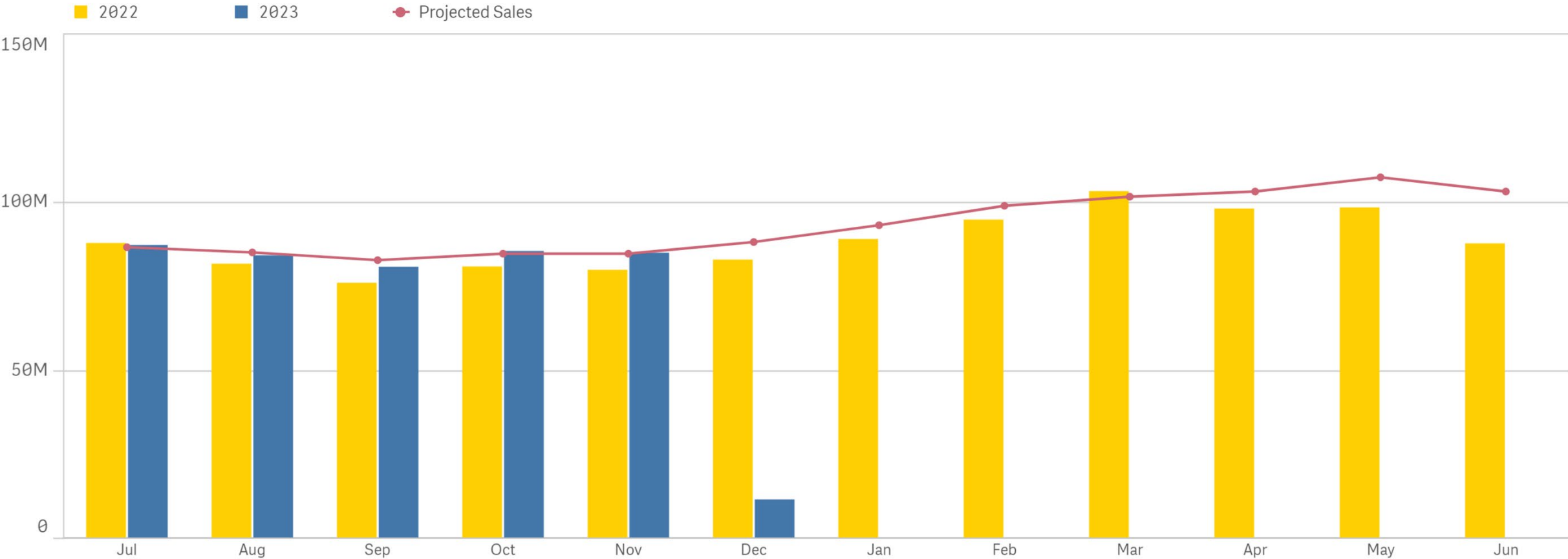
Total Sales FY 2022 vs. 2023 vs. Projection



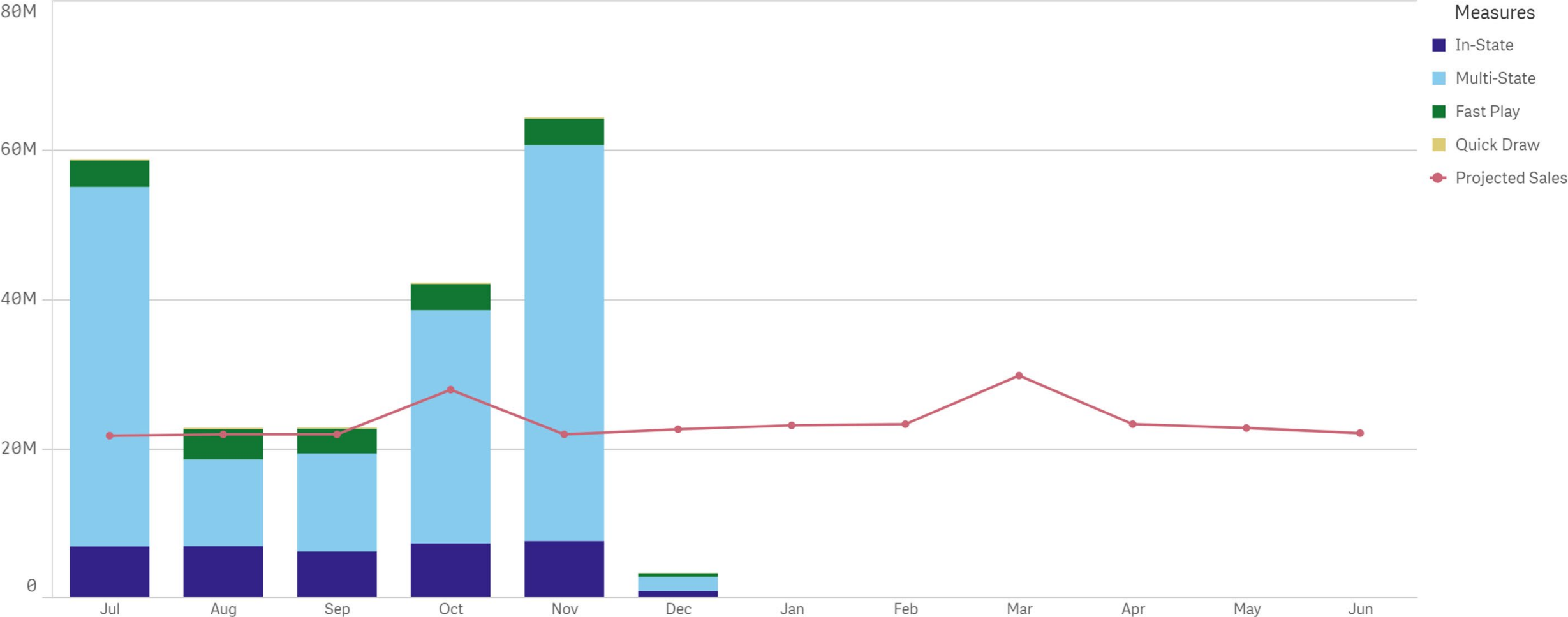
Draw Sales FY 2022 vs. 2023 vs. Projection



Instant Sales FY 2022 vs. 2023 vs. Projection



FY 2023 Draw Sales by month



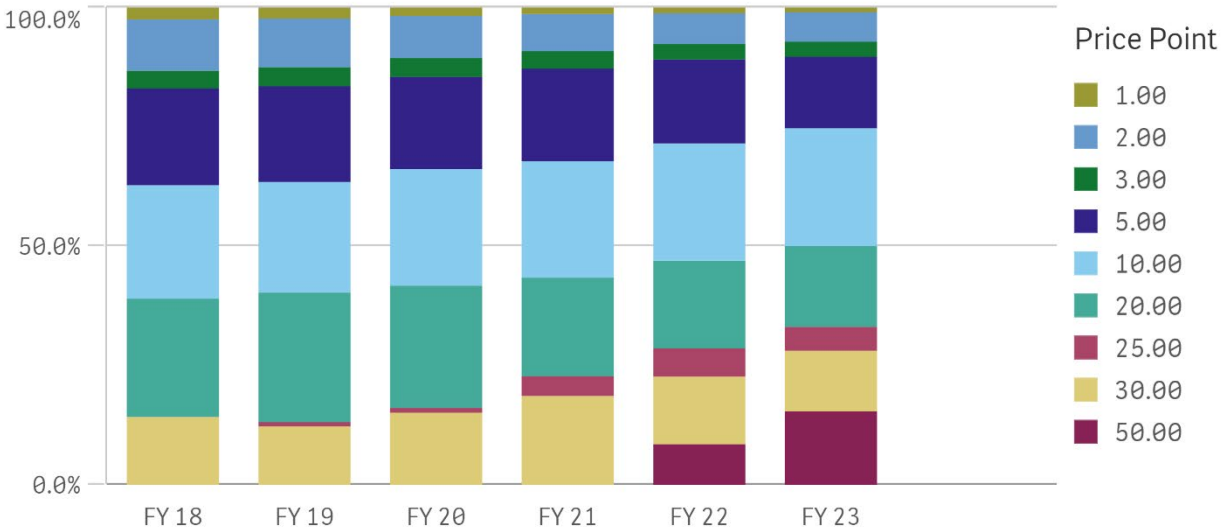
The chart displays the monthly sales for 15 different lottery games. The Y-axis represents sales in millions, ranging from 0 to 70M. The X-axis shows the months from July to December. The games are stacked from bottom to top: Fantasy 5 (light blue), Fast Play (orange), Mega Millions (dark green), Megaplier (brown), Pick 3 (dark red), Powerball (light blue), The Pick (dark blue), Triple Twist (green), 5/10/45 (light green), 5 in a Line (dark green), Extra (Fantasy5) (light green), Extra (The Pick) (dark blue), Fantasy 5 (light blue), Fast Play (orange), Lucky Links (green), Mega Millions (dark green), Megaplier (brown), One to Win (light blue), Pick 3 (dark red), Power Play (dark red), Powerball (light blue), The Pick (dark blue), and Triple Twist (green).

Month	Game	Sales (M)
Jul	5/10/45	1.0
	5 in a Line	1.0
	Extra (Fantasy5)	1.0
	Extra (The Pick)	1.0
	Fantasy 5	1.0
	Fast Play	1.0
	Lucky Links	1.0
	Mega Millions	1.0
	Megaplier	1.0
	One to Win	1.0
	Pick 3	1.0
	Power Play	1.0
	Powerball	1.0
	The Pick	1.0
	Triple Twist	1.0
Aug	5/10/45	1.0
	5 in a Line	1.0
	Extra (Fantasy5)	1.0
	Extra (The Pick)	1.0
	Fantasy 5	1.0
	Fast Play	1.0
	Lucky Links	1.0
	Mega Millions	1.0
	Megaplier	1.0
	One to Win	1.0
	Pick 3	1.0
	Power Play	1.0
	Powerball	1.0
	The Pick	1.0
	Triple Twist	1.0
Sep	5/10/45	1.0
	5 in a Line	1.0
	Extra (Fantasy5)	1.0
	Extra (The Pick)	1.0
	Fantasy 5	1.0
	Fast Play	1.0
	Lucky Links	1.0
	Mega Millions	1.0
	Megaplier	1.0
	One to Win	1.0
	Pick 3	1.0
	Power Play	1.0
	Powerball	1.0
	The Pick	1.0
	Triple Twist	1.0
Oct	5/10/45	1.0
	5 in a Line	1.0
	Extra (Fantasy5)	1.0
	Extra (The Pick)	1.0
	Fantasy 5	1.0
	Fast Play	1.0
	Lucky Links	1.0
	Mega Millions	1.0
	Megaplier	1.0
	One to Win	1.0
	Pick 3	1.0
	Power Play	1.0
	Powerball	1.0
	The Pick	1.0
	Triple Twist	1.0
Nov	5/10/45	1.0
	5 in a Line	1.0
	Extra (Fantasy5)	1.0
	Extra (The Pick)	1.0
	Fantasy 5	1.0
	Fast Play	1.0
	Lucky Links	1.0
	Mega Millions	1.0
	Megaplier	1.0
	One to Win	1.0
	Pick 3	1.0
	Power Play	1.0
	Powerball	1.0
	The Pick	1.0
	Triple Twist	1.0
Dec	5/10/45	1.0
	5 in a Line	1.0
	Extra (Fantasy5)	1.0
	Extra (The Pick)	1.0
	Fantasy 5	1.0
	Fast Play	1.0
	Lucky Links	1.0
	Mega Millions	1.0
	Megaplier	1.0
	One to Win	1.0
	Pick 3	1.0
	Power Play	1.0
	Powerball	1.0
	The Pick	1.0
	Triple Twist	1.0

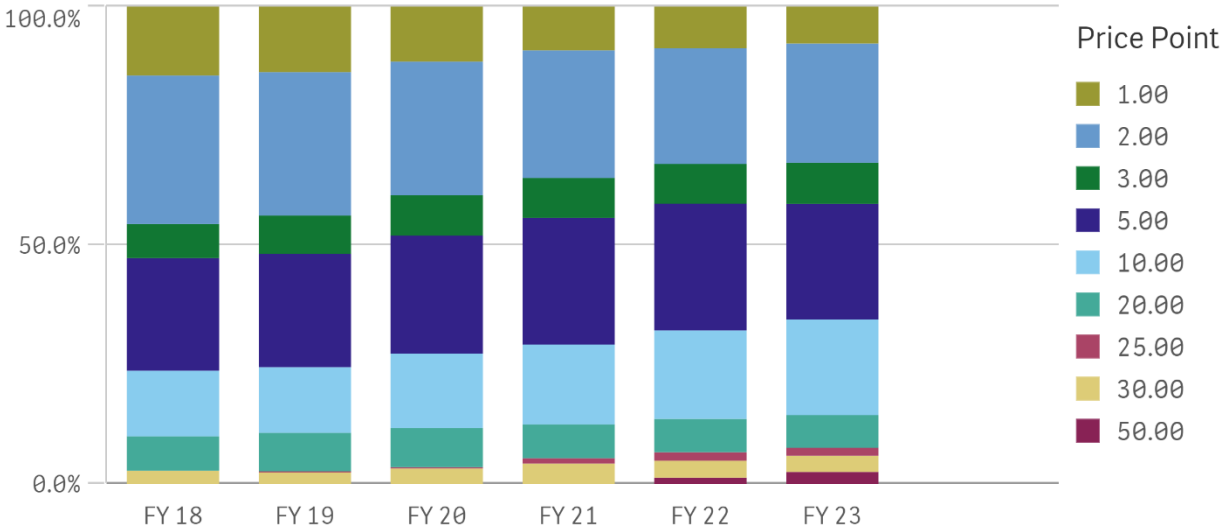


Scratcher Sales by Price Point

Based on Dollars Sold



Based on Tickets Sold

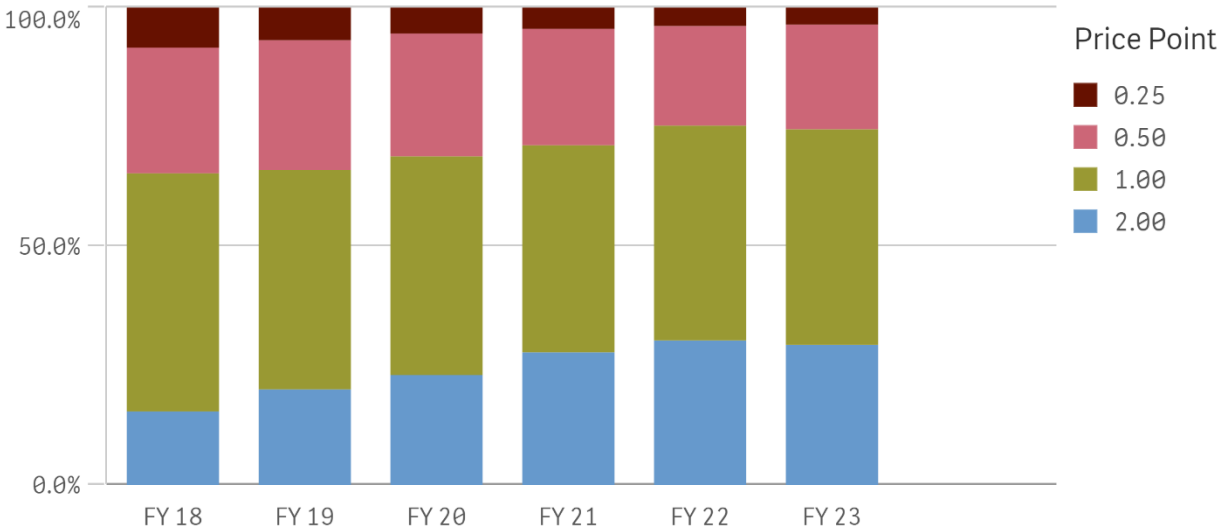


Price Point	FY 19	FY 20	FY 21	FY 22	FY 23	Price Point	FY 19	FY 20	FY 21	FY 22	FY 23
1.00	\$17,327,856	\$15,243,692	\$14,836,696	\$12,025,050	\$4,062,511	1.00	17,327,856	15,243,692	14,836,696	12,025,050	4,062,511
2.00	\$76,045,580	\$74,204,632	\$86,605,472	\$67,053,928	\$26,330,270	2.00	38,022,790	37,102,316	43,302,736	33,526,964	13,165,135
3.00	\$30,416,967	\$33,795,897	\$40,770,039	\$34,325,706	\$13,560,993	3.00	10,138,989	11,265,299	13,590,013	11,441,902	4,520,331
5.00	\$150,294,810	\$163,624,105	\$214,810,495	\$183,329,755	\$63,758,490	5.00	30,058,962	32,724,821	42,962,099	36,665,951	12,751,698
10.00	\$173,763,390	\$207,204,520	\$271,076,850	\$256,301,440	\$105,448,270	10.00	17,376,339	20,720,452	27,107,685	25,630,144	10,544,827
20.00	\$204,007,420	\$217,273,740	\$228,944,840	\$192,016,600	\$72,101,700	20.00	10,200,371	10,863,687	11,447,242	9,600,830	3,605,085
25.00	\$6,504,400	\$8,628,650	\$45,939,625	\$61,671,325	\$21,467,525	25.00	260,176	345,146	1,837,585	2,466,853	858,701
30.00	\$91,917,900	\$128,434,380	\$206,849,550	\$147,402,630	\$53,985,480	30.00	3,063,930	4,281,146	6,894,985	4,913,421	1,799,516
50.00	\$0	\$0	\$0	\$89,036,700	\$65,816,800	50.00	0	0	0	1,780,734	1,316,336

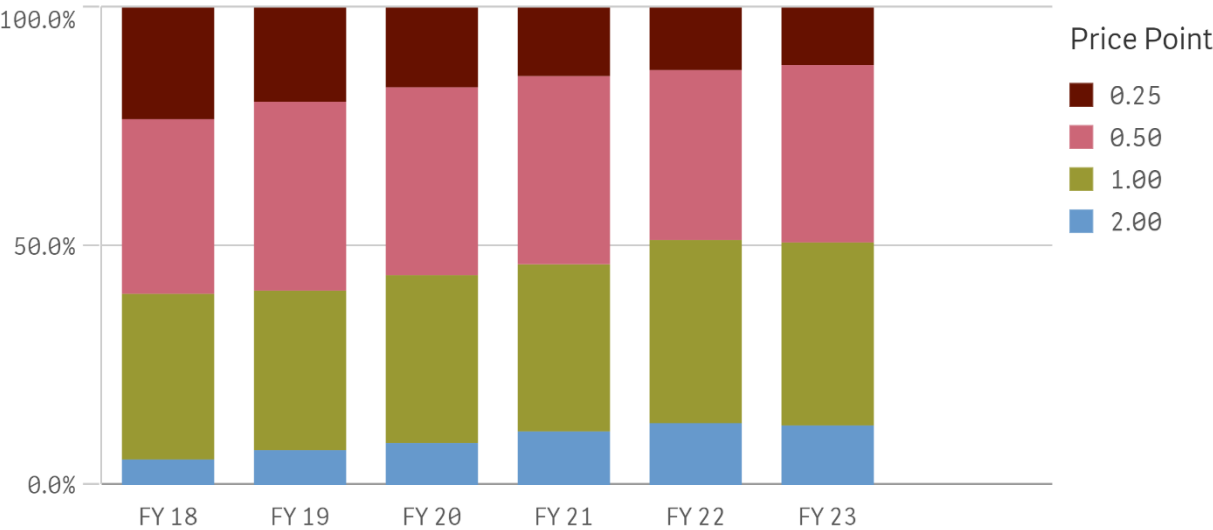


Pull Tab Sales by Price Point

Based on Dollars Sold



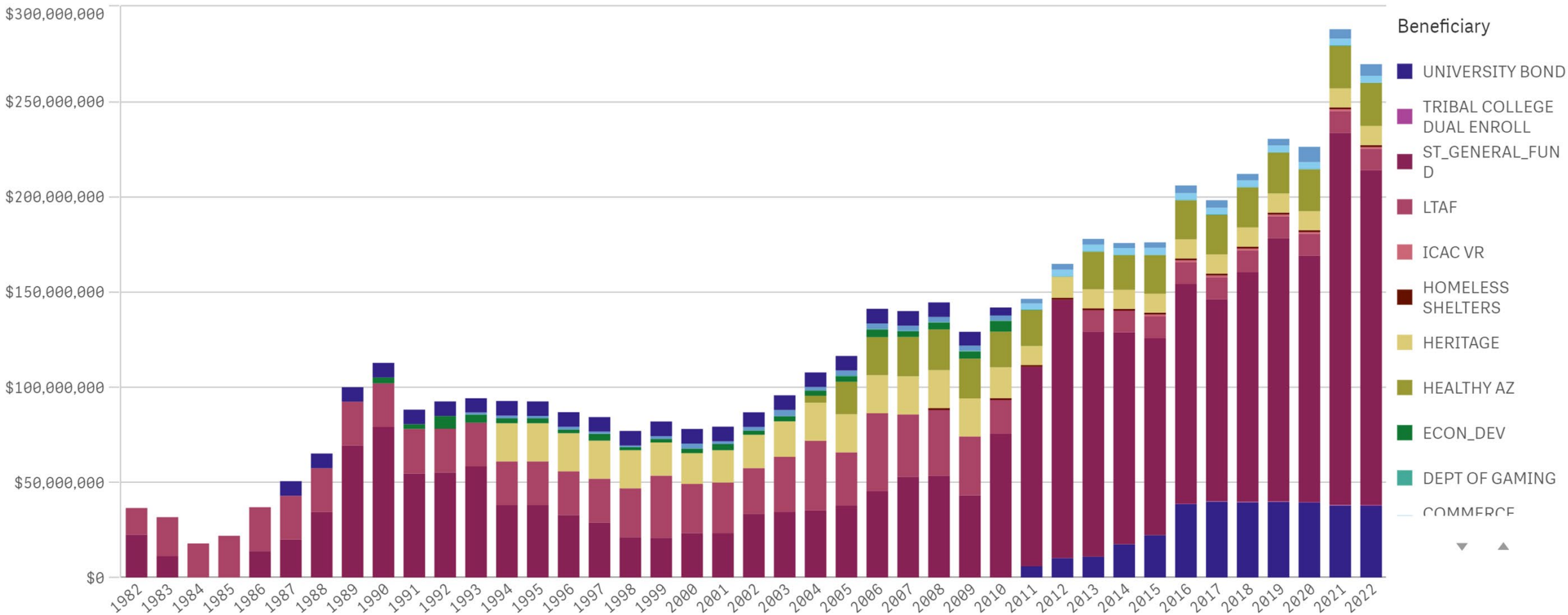
Based on Tickets Sold



Price Point	FY 19	FY 20	FY 21	FY 22	FY 23
0.25	\$673,764	\$438,438	\$532,824	\$538,914	\$214,380
0.50	\$2,699,880	\$2,069,850	\$2,926,590	\$2,933,580	\$1,329,600
1.00	\$4,556,220	\$3,691,860	\$5,201,460	\$6,325,620	\$2,741,340
2.00	\$1,983,840	\$1,851,960	\$3,333,960	\$4,257,360	\$1,778,280

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	857,520
0.50	5,399,760	4,139,700	5,853,180	5,867,160	2,659,200
1.00	4,556,220	3,691,860	5,201,460	6,325,620	2,741,340
2.00	991,920	925,980	1,666,980	2,128,680	889,140

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	\$83,981,140	\$710,460	\$355,320	\$85,187,320	\$80,573,893	5.7%
Nov	\$83,355,949	\$742,020	\$407,160	\$84,660,649	\$79,592,943	6.4%
Dec	\$11,247,269	\$40,020	\$33,480	\$11,332,649	\$82,643,454	-86.3%
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

Overall

Percent of Year Elapsed

42.47%

Percent Used

46.02%

Percent Spent by Appropriation

1. Operating:

54.30%

2. Advertising:

52.67%

3. Instant Printing:

57.35%

4. Sales Commissions:

34.17%

5. On-line Vendor Fees

75.17%

Cash Balance by Fund

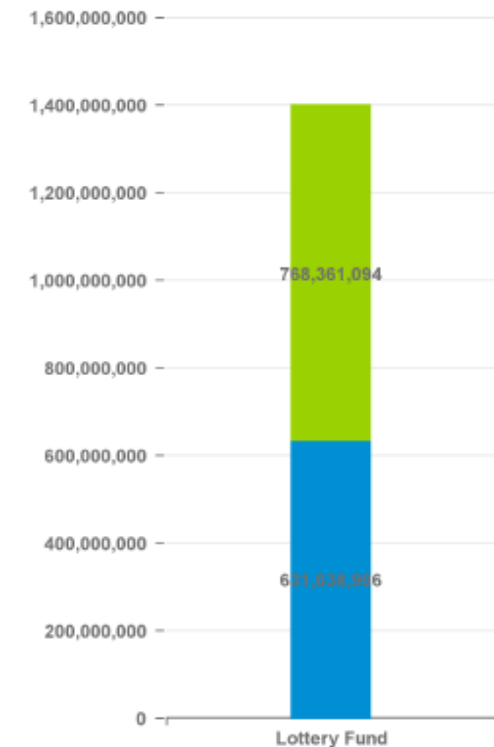
18,505,541

130,150,303

1. Lot Fd 2. Prize Fd

Budget by Appropriation Type and Object Class

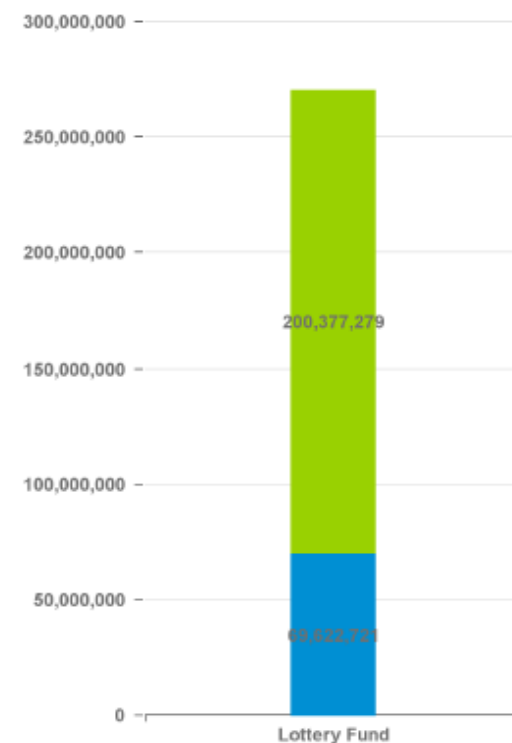
Sales Goal: \$1.4 Billion



Rem. Revenue Budget YTD Revenue

Appropriation	Object Class	Budget	Expenditures	Encumbered	Remaining	% Used
1. Operating:	0000 - Appropriation Budget	10,468,900	-	-	10,468,900	
	6000 - Personal Services	-	2,016,111	-	-2,016,111	
	6100 - Employee Related Expenditures	-	808,773	-	-808,773	
	6200 - Professional And Outside Services	-	270,990	375,117	-646,107	
	6500 - Travel - In-State	-	10,588	16,105	-26,693	
	6600 - Travel - Out-Of-State	-	31,008	-	-31,008	
	7000 - Other Operating Expenditures	-	556,682	1,488,591	-2,045,273	
	8100 - Capital Outlay	-	-	-	-	
	8400 - Capital Equipment	-	-	-	-	
	8500 - Non-Capital Equipment	-	9,752	569	-10,321	
	9100 - Transfers Out	-	75,000	25,000	-100,000	
Total:		10,468,900	3,778,904	1,905,381	4,784,615	54.30%
2. Advertising:	0000 - Appropriation Budget	15,500,000	-	-	15,500,000	
	7000 - Other Operating Expenditures	-	4,405,029	3,758,122	-8,163,150	
	Total:	15,500,000	4,405,029	3,758,122	7,336,850	52.67%
3. Instant Printing:	0000 - Appropriation Budget	38,680,100	-	-	38,680,100	
	7000 - Other Operating Expenditures	-	7,637,768	14,543,453	-22,181,221	
	8400 - Capital Equipment	-	-	-	-	
	Total:	38,680,100	7,637,768	14,543,453	16,498,879	57.35%
4. Sales Commissions:	0000 - Appropriation Budget	92,953,900	-	-	92,953,900	
	7000 - Other Operating Expenditures	-	31,766,800	-	-31,766,800	
	Total:	92,953,900	31,766,800	-	61,187,100	34.17%
5. On-line Vendor Fees:	0000 - Appropriation Budget	16,269,011	-	-	16,269,011	
	6200 - Professional And Outside Services	-	8,820,195	3,408,685	-12,228,880	
	Total:	16,269,011	8,820,195	3,408,685	4,040,131	75.17%
Grand Total:		173,871,911	56,408,696	23,615,640	93,847,575	

Beneficiary Transfer Goal: \$270 Million



Rem. Transfers Transfers

New Business Item #1
Vote for Commission Chair and Vice-Chair
Report to Arizona Lottery Commission
December 16, 2022

Pursuant to Arizona Revised Statute §5-552(A) the commission members are required to elect a new Commission Chair. In addition, the commission members may elect a Vice-Chair. The Chair and/or Vice-Chair may serve more than one term. The term of office will be annually. (January 1, 2023 through December 31, 2023).

The Commission is requested to take this action at the meeting.

New Business Item #2
Instant Scratch Game Profiles
Report to Arizona Lottery Commission
December 16, 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: *Lady Luck* #1399, *Red Hot 7s* #1410, and *Coffee House Crossword* #1411.

Lady Luck #1399. This \$5 game has a top prize of \$50,000. This game will be printed at a quantity of approximately 2.8 million tickets.

Red Hot 7s #1410. This \$2 game has a top prize of \$7,777. This game will be printed at a quantity of approximately 5 million tickets.

Coffee House Crossword #1411. This \$10 game has a top prize of \$100,000. This game will be printed at a quantity of approximately 4.5 million tickets.

Attachments (Commissioners only)

New Business Item #3
Instant Tab Game Profiles
Report to Arizona Lottery Commission
December 16, 2022

This report has been provided to the Lottery Commission regarding game profiles planned for Arizona Lottery instant tab games. The Commission is requested to approve these game profiles. After Commission approval, staff will commence with plans for printing and distribution of these games.

NEW GAME PROFILES

Attached for the Lottery Commission's action are new instant tab game profiles: *Celebrate America* #177, *Super 7's* #178, *America's Best* #179, *Gimme Some Luck* #180, *Triple Stars & Bars* #181, *Buckets of Gold* #182, *Mucho Margaritas* #1084, *Cool Riches* #1085, *Black Jack City* #1086, and *Easy Money* #1087.

Celebrate America #177. This 50¢ game has a top prize of \$150.

Super 7's #178. This 50¢ game has a top prize of \$150.

America's Best #179. This \$1.00 game has a top prize of \$250.

Gimme Some Luck #180. This \$1.00 game has a top prize of \$250.

Triple Stars & Bars #181. This \$2.00 game has a top prize of \$400.

Buckets of Gold #182. This \$2.00 game has a top prize of \$400.

Mucho Margaritas #1084. This 50¢ game has a top prize of \$150.

Cool Riches #1085. This 50¢ game has a top prize of \$150.

Black Jack City #1086. This \$1.00 game has a top prize of \$250.

Easy Money #1087. This \$1.00 game has a top prize of \$250.

Attachments (Commissioners only)

New Business Item #4
Fast Play Game Profiles
Report to Arizona Lottery Commission
December 16, 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: *Desert Dollars* #151.

Desert Dollars #151. This \$2 Arizona-themed game has a top prize of \$10,000. In this game, players match the YOUR SYMBOLS to the WINNING SYMBOLS to win a prize.

Attachments (Commissioners only)

New Business Item #5
Quick Draw™ Game Profiles
Report to Arizona Lottery Commission
December 16, 2022

This report has been provided to the Lottery Commission regarding Quick Draw game profiles planned for Arizona Lottery Quick Draw games. The Commission is requested to approve the two attached game profiles. After Commission approval, staff will commence with plans for game development, launch and subsequent sales of the games listed below.

On January 12, 2023, the Arizona Lottery will introduce two new Quick Draw games. Quick Draw is a new family of online games offered daily from 4 a.m. to midnight, with drawing for each individual game occurring once every hour. These online games can be played through Arizona Lottery terminals or vending machines.

NEW GAME PROFILES

Attached for the Lottery Commission's action are the following Quick Draw game profiles: *Two To Win #21* and *Money Roll #22*.

Two To Win #21. This \$1 Quick Draw game drawn every hour, seven days a week. A two-digit number between 00 and 99 and a bet type of Straight, Box, Front Digit, or Back Digit are selected as a game play and used to identify whether a particular ticket is a winner of one or more prizes.

Money Roll #22. This \$1 Quick Draw game drawn every hour, seven days a week. Five dice, each from 1-6 are selected as a game play and used to identify whether a particular ticket is a winner of one or more prizes.

Attachments (Commissioners only)

New Business Item #6
Players Club Promotion Profile #123 & 124
Report to Arizona Lottery Commission
December 16, 2022

This report has been provided to the Lottery Commission regarding the Million Dollar POWER BOWL Promotion and Set For Life Promotion Profiles. The Commission is requested to approve these Promotion Profiles.

NEW PROMOTION PROFILE

Attached for the Lottery Commission's action is new Promotion Profiles: Million Dollar POWER BOWL Profile #123 & Set For Life Profile #124.

Million Dollar POWER BOWL Promotion Profile #123

Starting January 9th, 2023 players will be able to enter winning and non-winning Powerball tickets for a chance to win \$1,000,000.

Set For Life Promotion Profile #124

Starting February 7th, 2023 players will be able to enter winning and non-winning tickets from designated Instant Scratch, Fast Play™, Quick Draw™ and draw games for a chance to win cash prizes including a Grand Prize of \$2,000,000.

Attachments (Commissioners only)