



January 20, 2023  
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 **January 20, 2023, 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/guc-uece-uyy](https://meet.google.com/guc-uece-uyy)**

**[OR](#)**

**Join the meeting US Toll Free by phone at 406-686-2820** when prompted enter Access Code **846 044 593 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 December 16, 2022, Public Meeting

### **Agency Reports**

1. Director's Presentation
2. Financial Report – Presentation
3. Marketing & Products Update - Presentation
4. 2<sup>nd</sup> Quarter Products & Sales Review – No Presentation
5. New Games Introduction – No Presentation

### **New Business**

1. Discussion and possible action on new Fast Play™ game profile: *Monsoon Money* #152.
2. Discussion and possible action on new promotion profile: *Statehood Giveaway* #125.

### **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 February 17, 2023, at 10:00 a.m.

### **Adjournment**

### **Materials**

A copy of the agenda and background material provided to Commission members, which is not exempt by law from public inspection, is available for public inspection at least 24 hours advance of the meeting at the Lottery Office located at 4740 East University Drive, Phoenix, Arizona.

### **Notice**

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

Dated this 12th day of January, 2023

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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 December 16, 2022, Meeting

- PRESIDING** Chair Jeff Weintraub (Teleconference)
- COMMISSIONERS** Julie Katsel, Alec Thomson, Todd Newman, and Trent Crump, (Teleconference)
- LOTTERY** Executive Director; Gregory Edgar, Todd Terrell; Deputy Director of Security and Investigations, and Russ Harben; Deputy Director of Operations (In Person) (Teleconference)
- Luanne Mansanares, Jacob Rusywick, Holly Hichens, John Gilliland, and Robin Peters (In Person) Adam Tollefson, Alexandra Adukeh, Allyson Saltford, Anjali Dang, Cheyenne McMurtry, Debra Andrego, Jennifer Wenger, Karla Henriksen, Lynda Sellers, Mary Cimaglio, Sandra Blair, Shelby Alessi, Shelby Figueroa, Steven Wood, Susan Kalember and Victor Mendoza (Teleconference)
- GUESTS** Attorney General Representative: Pam Peiser (In Person)
- Scientific Games Representatives: Topper Wilson (In Person) and Gabriel Reed (Teleconference)
- Pollard Banknote Limited Representatives: John Papile, Nowed Patwary, and Travis Priest (Teleconference)
- Owens Harkey Representatives: Jessica Guffy, Noel Hobaica and Ariana Moreno (Teleconference)
- PUBLIC** Patricia Soto (Teleconference)

### **Call to Order**

1. **Call for Quorum:** Pursuant to the Public Notice dated December 8, 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, Commissioner Katsel, Commissioner Newman, Commissioner Crump, and Commissioner Thomson appearing via teleconference.
2. **Notice:** Notice was posted by Luanne Mansanares on December 8, 2022, at 5:00 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 November 18, 2022, Public Meeting. Commissioner Katsel verbally moved; Commissioner Newman verbally seconded. The vote was unanimous with Chair Weintraub verbally voting aye, Commissioner Katsel verbally voting aye, Commissioner Newman verbally voting aye, Commissioner Crump verbally voting aye, and

Commissioner Thomson verbally voting aye. The motion carried.

### **Agency Reports**

1. **Retail of the Quarter Presentation:** Sandra Blair presented information on the retailer of the quarter, Fry's Marketplace 694. Phoenix, AZ. The presentation is attached for the official minutes.
2. **Director's Presentation:** Director Edgar presented information on the beneficiary focus of the month, Recycle Your Bicycle. Director Edgar concluded his presentation with election information pertaining to the Governor elects transition team. 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:** Chris Rogers gave a brief products and marketing update. The presentation is attached for the official minutes.
5. **New Games Introduction – No Presentation**

### **New Business**

1. Chair Weintraub opened the floor for nominations for Chair. Commissioner Thomson verbally nominated Commissioner Weintraub for Chair. There were no other nominations, Commissioner Newman verbally second the nomination. There was no discussion, and Chair Weintraub entertained a motion to elect Jeff Weintraub as Chair. Commissioner Thomson verbally moved, Commissioner Newman verbally second. The vote was unanimous with Chair Weintraub verbally voting aye, Commissioner Katsel verbally voting aye, Commissioner Newman verbally voting aye, Commissioner Crump verbally voting aye, and Commissioner Thomson verbally voting aye. The motion carried.

Chair Weintraub opened the floor for nominations for Vice Chair. Chair Weintraub verbally nominated Commissioner Newman for Vice Chair. There were no other nominations, Commissioner Thomson verbally second the nomination. There was no discussion, and Chair Weintraub entertained a motion to elect Commissioner Newman as Vice Chair. The vote was unanimous with Chair Weintraub verbally voting aye, Commissioner Katsel verbally voting aye, Commissioner Newman verbally voting aye, Commissioner Crump verbally voting aye, and Commissioner Thomson verbally voting aye. The motion carried

2. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new instant scratch game profiles: Luck Lady

Luanne Mansanares, informed Chair Weintraub the name of the game was *Lady Luck*.

Chair Weintraub apologized and informed everyone that he is suffering from COVID. Then asked if any members of the public wanted to address the Commission regarding new instant scratch game profiles: *Lady Luck* #1399, *Red Hot 7s* #1410, and *Coffee House Crossword* #1411. 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: #1399, #1410, and #1411. Commissioner Crump verbally moved; Commissioner Thomson verbally seconded. The vote was unanimous with Chair Weintraub verbally voting aye, Commissioner Katsel verbally voting aye, Commissioner Crump verbally voting aye, Commissioner Newman verbally voting aye, and Commissioner Thomson verbally voting aye. The motion carried.

3. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new 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. There were no responses from the public.

In accordance with A.R.S. §5-554(C), Chair Weintraub entertained a motion to approve the orders and authorize the Director to issue the orders regarding new instant tab game profiles: #177, #178, #179, #180, #181, #182, #1084, #1085, #1086 and #1087. Commissioner Katsel verbally moved; Commissioner Thomson verbally seconded. The vote was unanimous with Chair Weintraub verbally voting aye, Commissioner Katsel verbally voting aye, Commissioner Crump verbally voting aye, Commissioner Newman verbally voting aye, and Commissioner Thomson verbally voting aye. The motion carried.

4. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new Fast Play™ game profile: *Desert Dollars* #151. 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 Fast Play™ game profile: #151. Commissioner Crump verbally moved; Commissioner Katsel verbally seconded. The vote was unanimous with Chair Weintraub verbally voting aye, Commissioner Katsel verbally voting aye, Commissioner Crump verbally voting aye, Commissioner Newman verbally voting aye, and Commissioner Thomson verbally voting aye. The motion carried.

5. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new Quick Draw™ game profiles: *Two to Win* #21, and *Money Roll* #22. 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 Quick Draw™ game profiles: #21, and #22. Commissioner Thomson verbally moved; Commissioner Newman verbally seconded. The vote was unanimous with Chair Weintraub verbally voting aye,

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

6. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new promotion profiles: *Million Dollar POWER BOWL* #123, and *Set For Life* #124. 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: #123, and #124. Commissioner Katsel verbally moved; Commissioner Crump verbally seconded. The vote was unanimous with Chair Weintraub verbally voting aye, Commissioner Katsel verbally voting aye, Commissioner Crump verbally voting aye, Commissioner Newman verbally voting aye, and Commission Thomson verbally voting aye. The motion carried.

### **Call to the Public**

Chair Weintraub invited members of the public to speak before the Commission. There was a response from the public.

A member of the public verbally addressed the Commission from phone number 520-\*\*\*-6219 “Yes, Yes, I would. My name is Patricia Soto.”

Chair Weintraub: Yes, how can we help you?

Patricia Soto: “Hi. I was sent an email on November 9th. That I had won an Arizona adventure draw three. And I was to respond within one week. I am an avid player and I'm always on my players club app. This is daily. I received daily emails from from my players club regarding my points redemption and winning numbers. I answer all my scratchers and in hopes to win, you know, to be a lucky recipient. And apparently, I was, and I did not get that notification. I, Saw the notification about a week ago and I've been trying to see what can happen. I just, you know, I'm, I'm on my players club account daily. My phone numbers correct is. You know, when, when it says that we've, you know, to get notified. Make sure all your information is correct. All of that is correct. And I received one email and and it got lost in all the emails now. I don't understand I just you know I have all my contact information is correct and something that that big of a prize, you know that big for me, you know, I thought you know at least I would get a phone call something and give me you know, an opportunity to respond on that.”

Chair Weintraub: “Thank you for your concern, Director Edgar, I'll turn that one over to you.”

Director Edgar: “Ms. Soto this is the first that I am hearing of your concern. I am happy to take that apart with our team and get with you on the phone and talk through your concerns.” “It's not a problem for us to address that directly with you.”

Patricia Soto: “Absolutely, I appreciate that.”

Director Edgar: “While I got you may I get a phone number?”

Patricia Soto: “Sure it is 520 \*\*\*-6219.”



Luanne Mansanares: “For the spelling of your name, is it P.A.T.R.I.C.I.A. S.O.T.O.?”

Patricia Soto: “That is correct.” “Thank you guys, I appreciate it have a happy holidays.”

Chair Weintraub: “Thank you. Would any other members of the public like to address the Commission?” There was no response.

### **Announcements**

The next Commission meeting will be held in person on January 20, 2023, at 10:00 a.m.

“All are invited to the holiday luncheon, which is today from 11 to 1 and it’s at the headquarters located at 4740 E. University Dr. It’s possible that we may have a quorum of the board in attendance. It’s solely a social function and the board will not consider, discuss, or vote upon any board business at the social function.”

Chair Weintraub asked if there any other announcements. There were no responses.

### **Adjournment**

Chair Weintraub stated with nothing remaining on the agenda, we are adjourned. The meeting adjourned at 10:52 am.

### **Materials**

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**Agency Reports**  
Report to Arizona Lottery Commission  
January 20, 2023

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**Director's Presentation**

**Financial Report – Presentation**

**Marketing & Products Update – Presentation**

**2<sup>nd</sup> Quarter Products & Sales Review – No Presentation**

**New Game Introductions – No Presentation**

New Game Introductions The following games were introduced since the last commission meeting: *5X* #1387, *10X*<sup>®</sup> #1388, *20X* #1389, *50X* #1390, and *One Word Crossword* #1392.

More information on these games are available by visiting the Scratchers section at [ArizonaLottery.com](http://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.

<b>Date Ended</b>	<b>Price Point</b>	<b>Game No.</b>	<b>Game Name</b>	<b>Beginning Inventory</b>	<b>% Sold through 1/9/23</b>
12/29/22	\$30	1300	Ultimate Millions	4,788,540	79%
1/9/23	\$20	1302	\$40 Million Mega Bucks	3,464,160	98%
1/9/23	\$5	1313	MONOPOLY™	3,429,300	85%
1/9/23	\$1	1317	3-2 Won	3,610,200	69%
1/9/23	\$2	1321	Red Hot 7s	4,933,800	95%
1/9/23	\$10	1345	\$100,000 Money Match	3,144,840	65%
1/9/23	\$5	1349	\$50 Grand	3,652,200	79%
1/9/23	\$10	1350	\$100 Grand	3,050,580	70%
1/9/23	\$10	1351	Powershot Multiplier	2,514,900	74%
1/9/23	\$10	1352	Triple Red 7's	3,776,280	85%
1/9/23	\$5	1353	Full of Money	3,516,480	81%
1/9/23	\$2	1356	Blackjack Doubler	2,480,100	71%
1/9/23	\$25	1358	Triple Bonus Crossword	3,464,160	77%
1/9/23	\$1	1374	Stocking Stuffer	3,367,200	55%
1/9/23	\$2	1375	Polar Payout	2,157,750	50%
1/9/23	\$3	1376	Candy Cane Crossword	2,124,400	58%
1/9/23	\$5	1377	Sleigh Bell Bucks	2,379,240	56%
1/9/23	\$10	1378	25 Days of Winning	1,868,280	60%

# **ATTACHMENT A**

# Dashboard Report January 2023

SERVING ARIZONA FOR 41 YEARS



16.34%

vs. Proj (FYTD)

Total Sales (FYTD)  
\$763,930,008

15.85%

vs. PYTD

78.15%

vs. Proj (FYTD)

Draw Sales  
\$247,520,560<sup>32.4%</sup>  
%Total Sales

48.79%

vs. PYTD

Draw Sales : From  
7/1/2017 - To  
1/2/2023  
Fast Play Sales :  
From  
2/11/2018 - To  
1/2/2023

-0.25%

vs. Proj (FYTD)

Instant Sales  
\$516,409,448<sup>67.6%</sup>  
%Total Sales

4.74%

vs. PYTD

141.00%

vs. Proj (FYTD)

Multi-State  
\$182,540,386<sup>73.7%</sup>  
%Draw Sales

94.29%

vs. PYTD

-0.37%

vs. Proj (FYTD)

Scratchers Sales  
\$509,161,988<sup>66.6%</sup>  
%Instant Sales

4.62%

vs. PYTD

4.31%

vs. Proj (FYTD)

In-State  
\$41,688,506<sup>16.8%</sup>  
%Draw Sales

-11.52%

vs. PYTD

Pulltab Sales : From  
7/2/2017 - To  
12/29/2022  
Scratcher  
Sales : From 7/1/2017  
- To 1/2/2023

3.68%

vs. Proj (FYTD)

Charitable Pulltab Sales  
\$4,320,120<sup>0.8%</sup>  
%Instant Sales

8.10%

vs. PYTD

-36.09%

vs. Proj (FYTD)

Quick Draw  
\$1,103,299<sup>0.4%</sup>  
%Draw Sales

124.70%

vs. PYTD

10.33%

vs. Proj (FYTD)

Age Rest. Pulltab Sales  
\$2,118,960<sup>0.4%</sup>  
%Instant Sales

15.57%

vs. PYTD

3.16%

vs. Proj (FYTD)

Fast Play  
\$22,188,369<sup>0.9%</sup>  
%Draw Sales

-10.49%

vs. PYTD

38.19%

vs. Proj (FYTD)

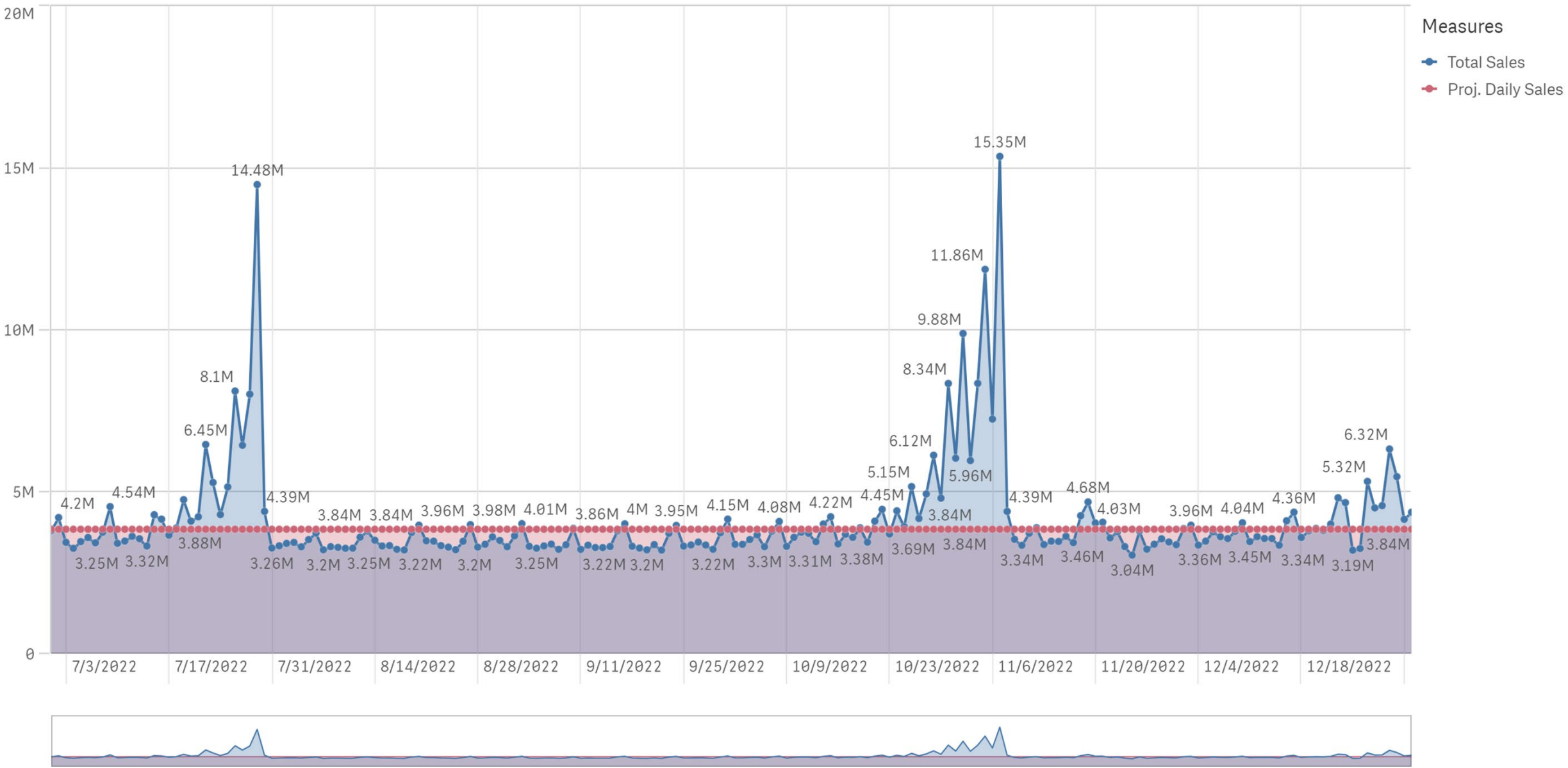
Other Pulltab Sales  
\$804,600<sup>0.2%</sup>  
%Instant Sales

42.45%

vs. PYTD

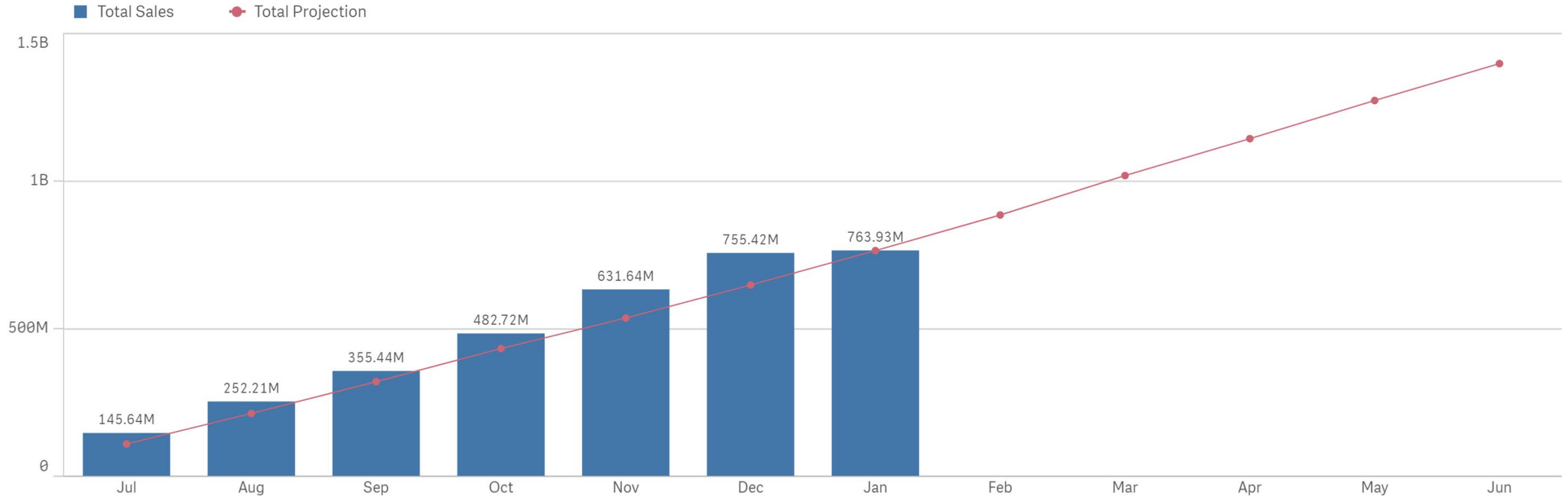


# Daily Sales vs Goal



# YTD Sales vs. Projection

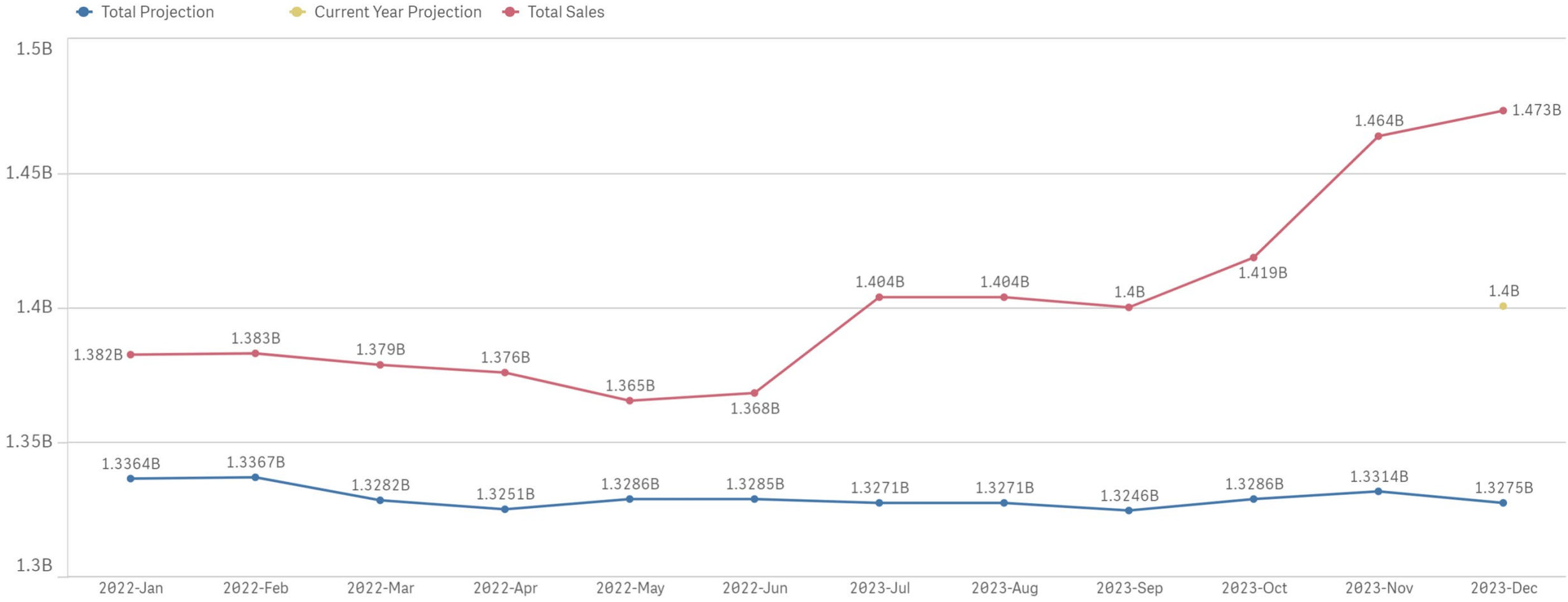
FY 2023 Total Sales vs. Projection





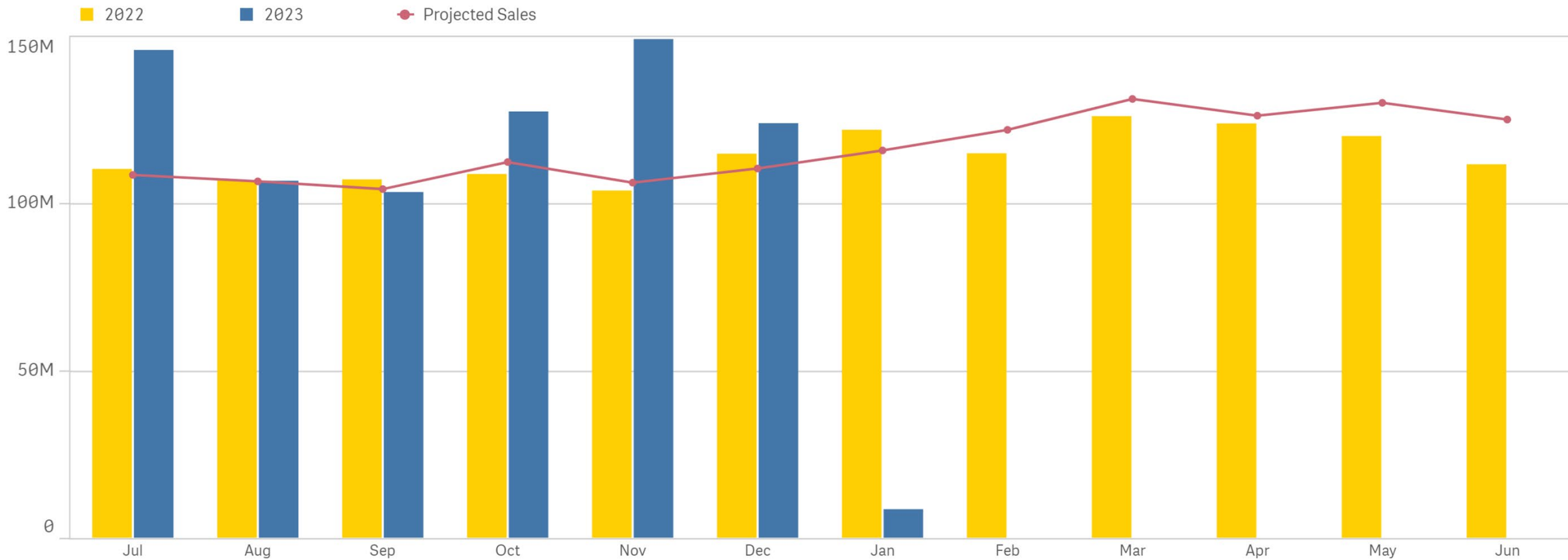
# Rolling 12 Month Total Sales

Rolling 12 Month Sales

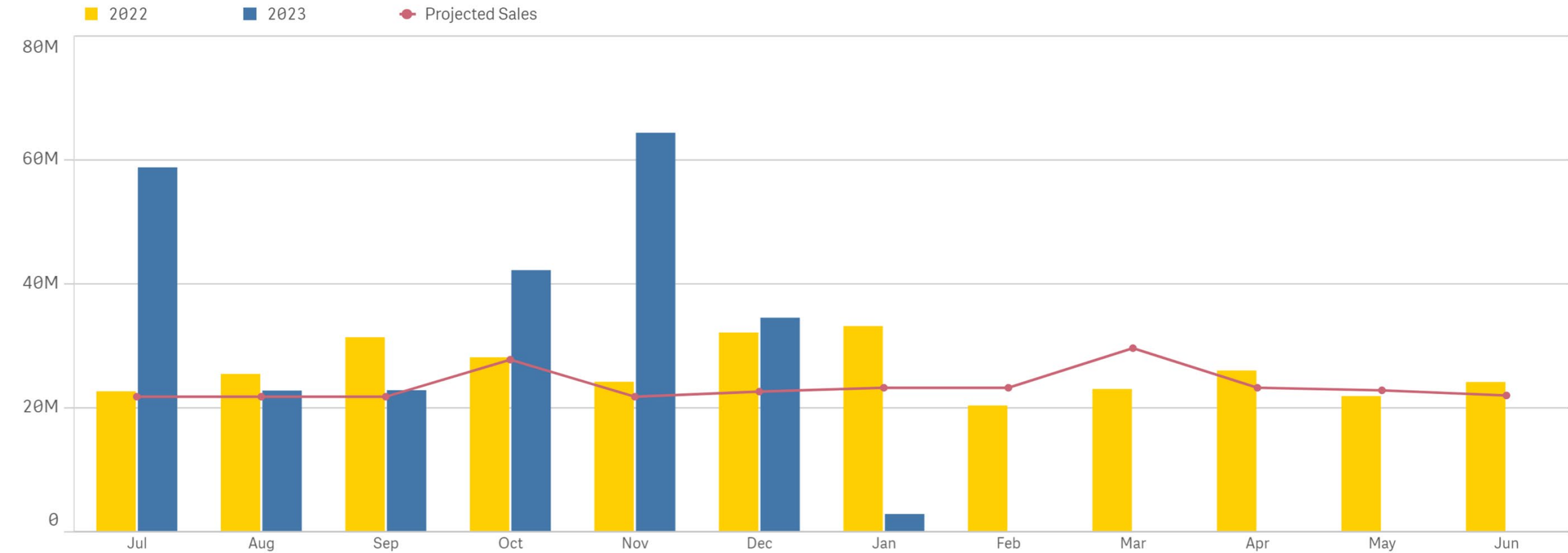




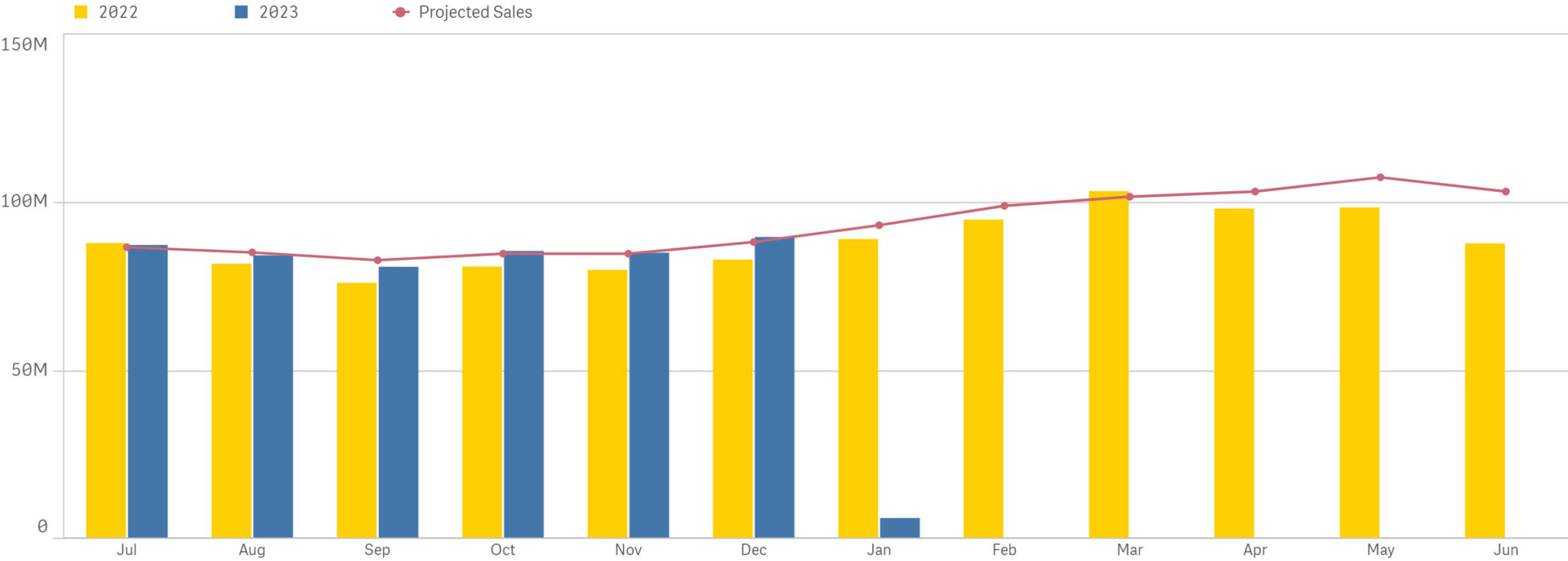
Total Sales FY 2022 vs. 2023 vs. Projection



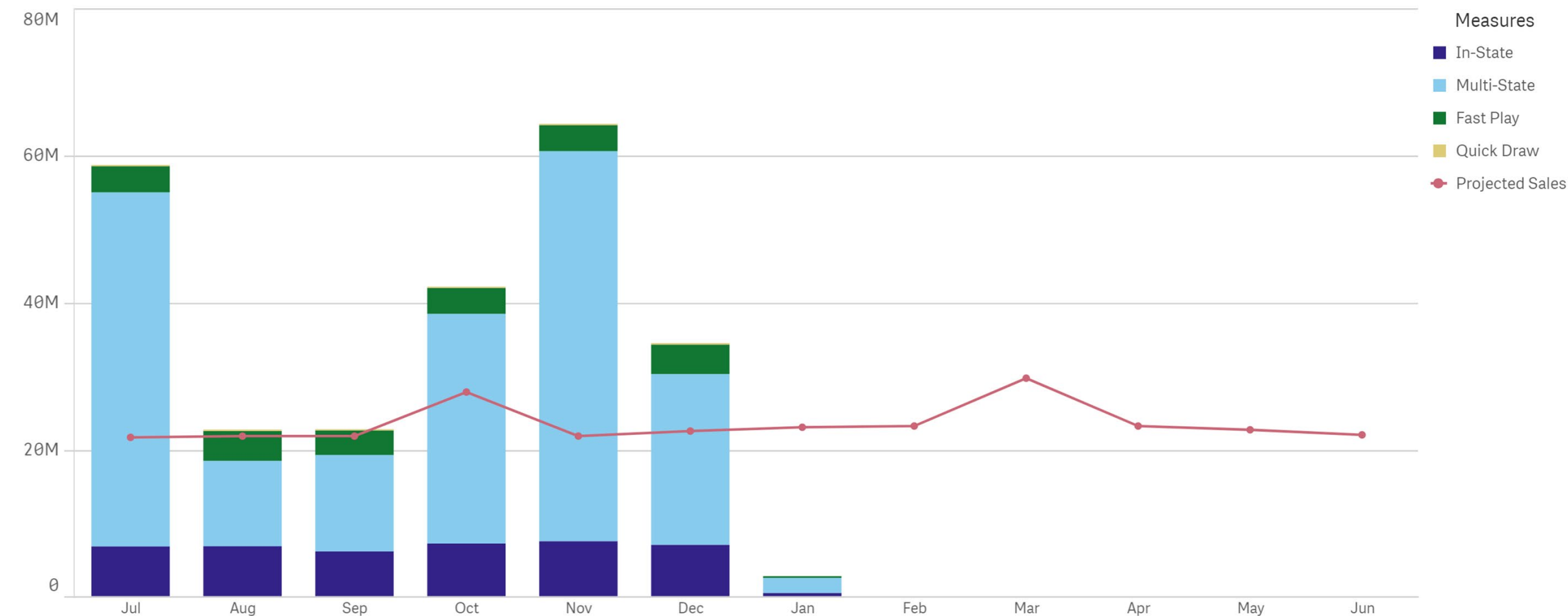
Draw Sales FY 2022 vs. 2023 vs. Projection



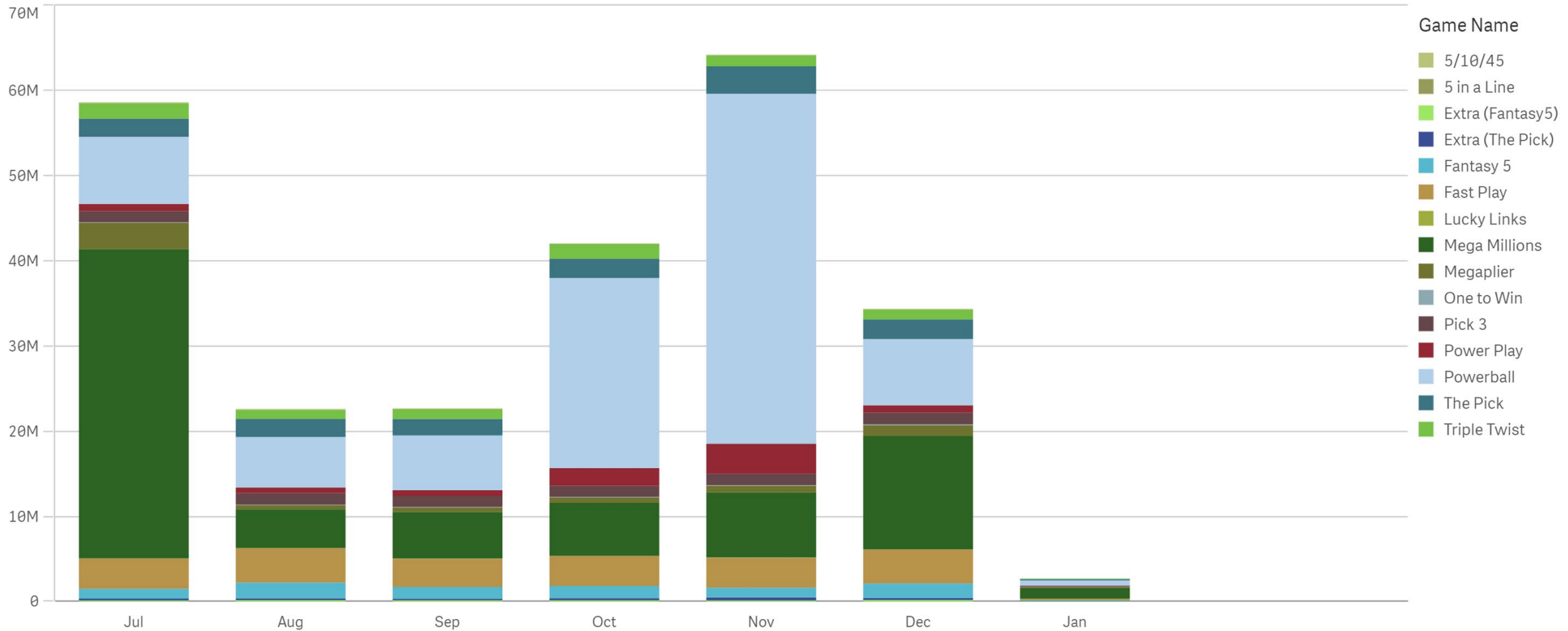
Instant Sales FY 2022 vs. 2023 vs. Projection



FY 2023 Draw Sales by month



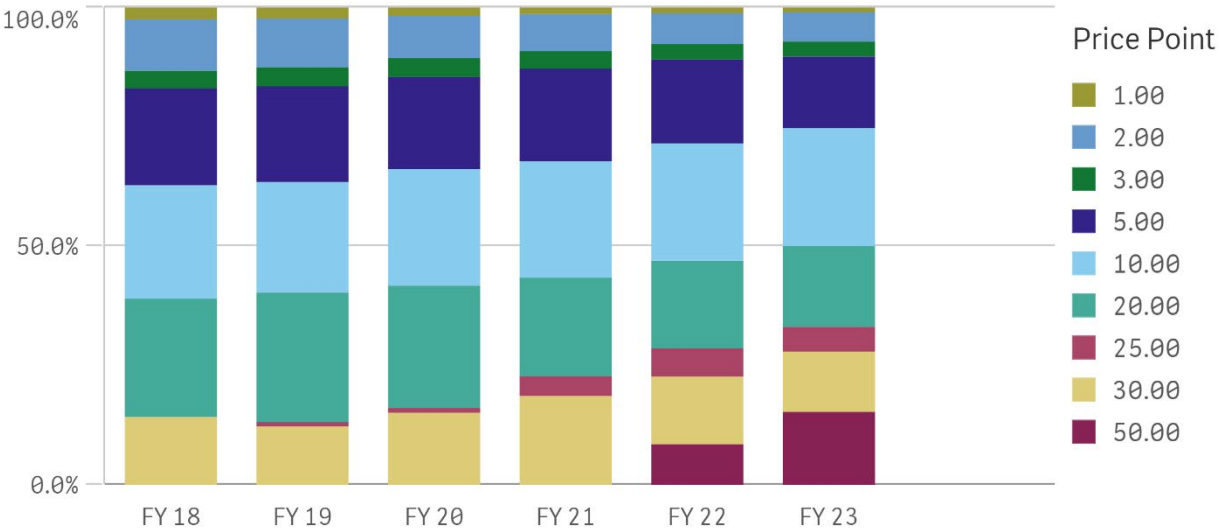
## FY 2023 Draw Sales by Game



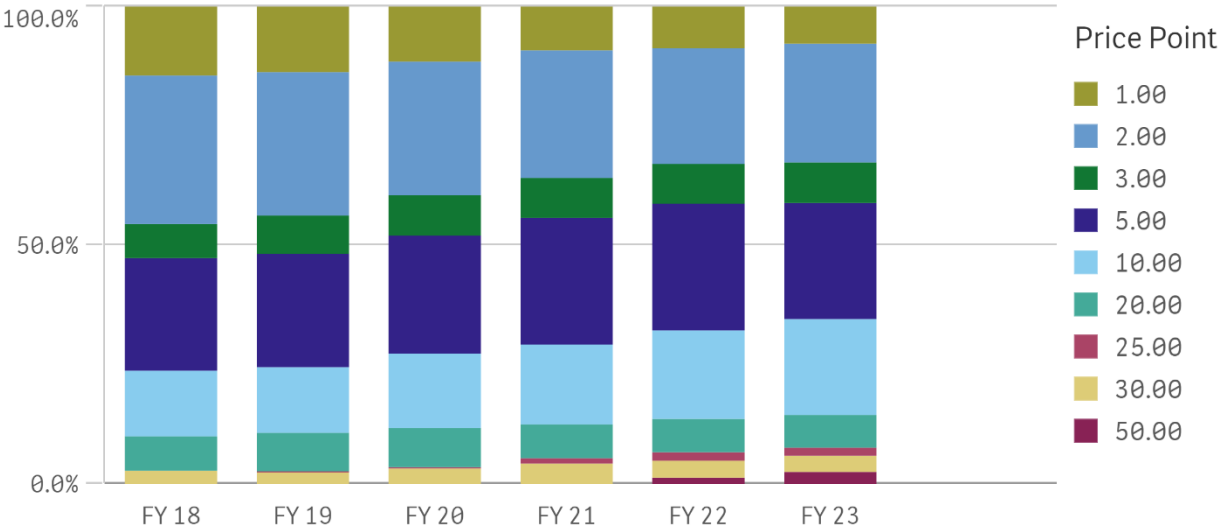


# Scratcher Sales by Price Point

Based on Dollars Sold



Based on Tickets Sold

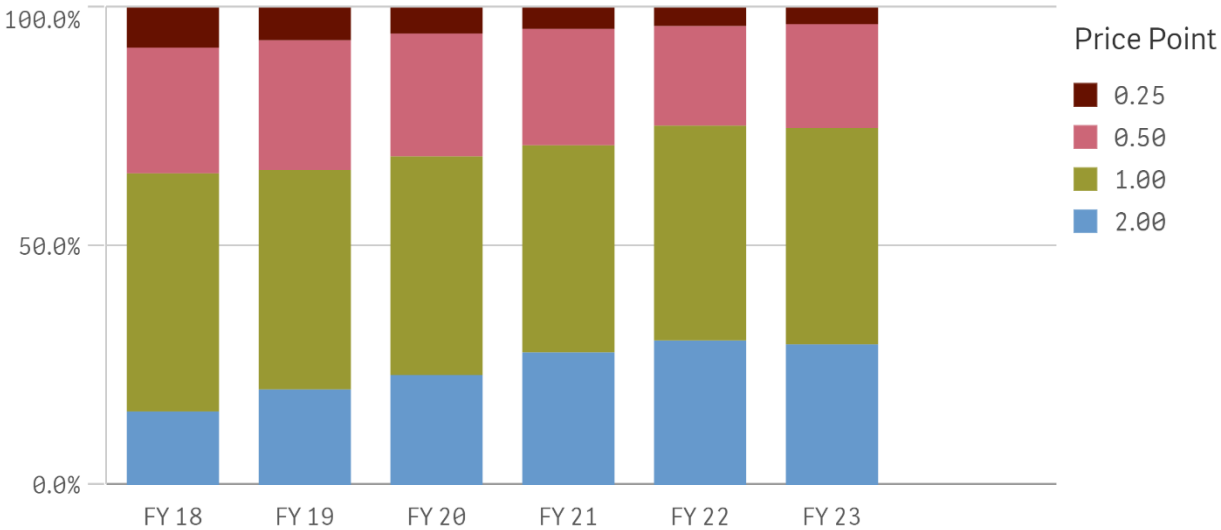


Price Point	FY 19	FY 20	FY 21	FY 22	FY 23	Price Point	FY 19	FY 20	FY 21	FY 22	FY 23
1.00	\$17,327,856	\$15,243,692	\$14,836,696	\$12,025,050	\$4,861,308	1.00	17,327,856	15,243,692	14,836,696	12,025,050	4,861,308
2.00	\$76,045,580	\$74,204,632	\$86,605,472	\$67,053,928	\$31,233,540	2.00	38,022,790	37,102,316	43,302,736	33,526,964	15,616,770
3.00	\$30,416,967	\$33,795,897	\$40,770,039	\$34,325,706	\$16,006,080	3.00	10,138,989	11,265,299	13,590,013	11,441,902	5,335,360
5.00	\$150,294,810	\$163,624,105	\$214,810,495	\$183,329,755	\$76,334,710	5.00	30,058,962	32,724,821	42,962,099	36,665,951	15,266,942
10.00	\$173,763,390	\$207,204,520	\$271,076,850	\$256,301,440	\$126,057,370	10.00	17,376,339	20,720,452	27,107,685	25,630,144	12,605,737
20.00	\$204,007,420	\$217,273,740	\$228,944,840	\$192,016,600	\$86,121,920	20.00	10,200,371	10,863,687	11,447,242	9,600,830	4,306,096
25.00	\$6,504,400	\$8,628,650	\$45,939,625	\$61,671,325	\$26,391,250	25.00	260,176	345,146	1,837,585	2,466,853	1,055,650
30.00	\$91,917,900	\$128,434,380	\$206,849,550	\$147,402,630	\$64,258,260	30.00	3,063,930	4,281,146	6,894,985	4,913,421	2,141,942
50.00	\$0	\$0	\$0	\$89,036,700	\$77,897,550	50.00	0	0	0	1,780,734	1,557,951

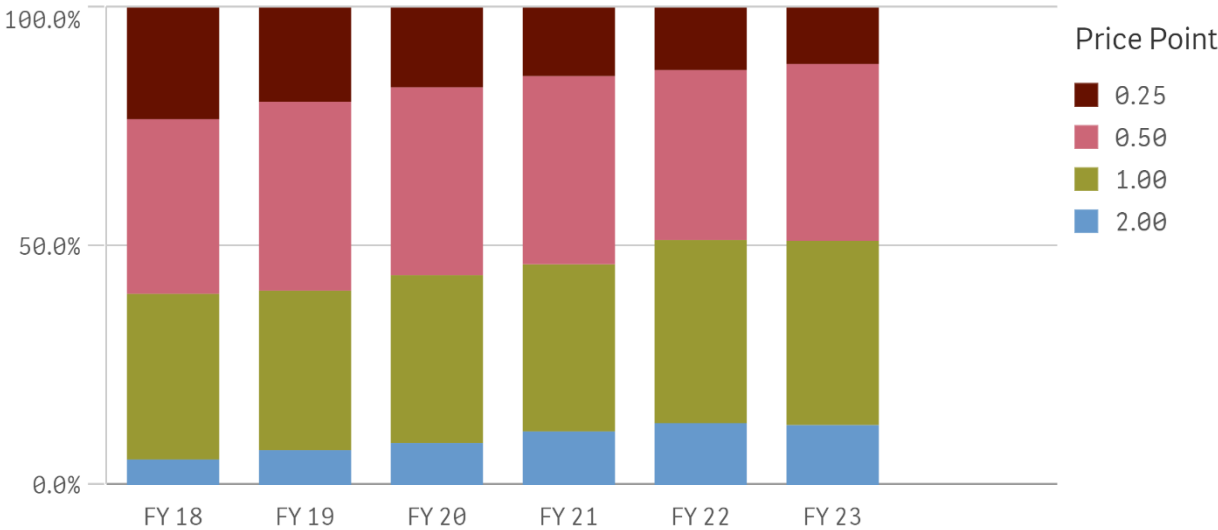


# Pull Tab Sales by Price Point

Based on Dollars Sold



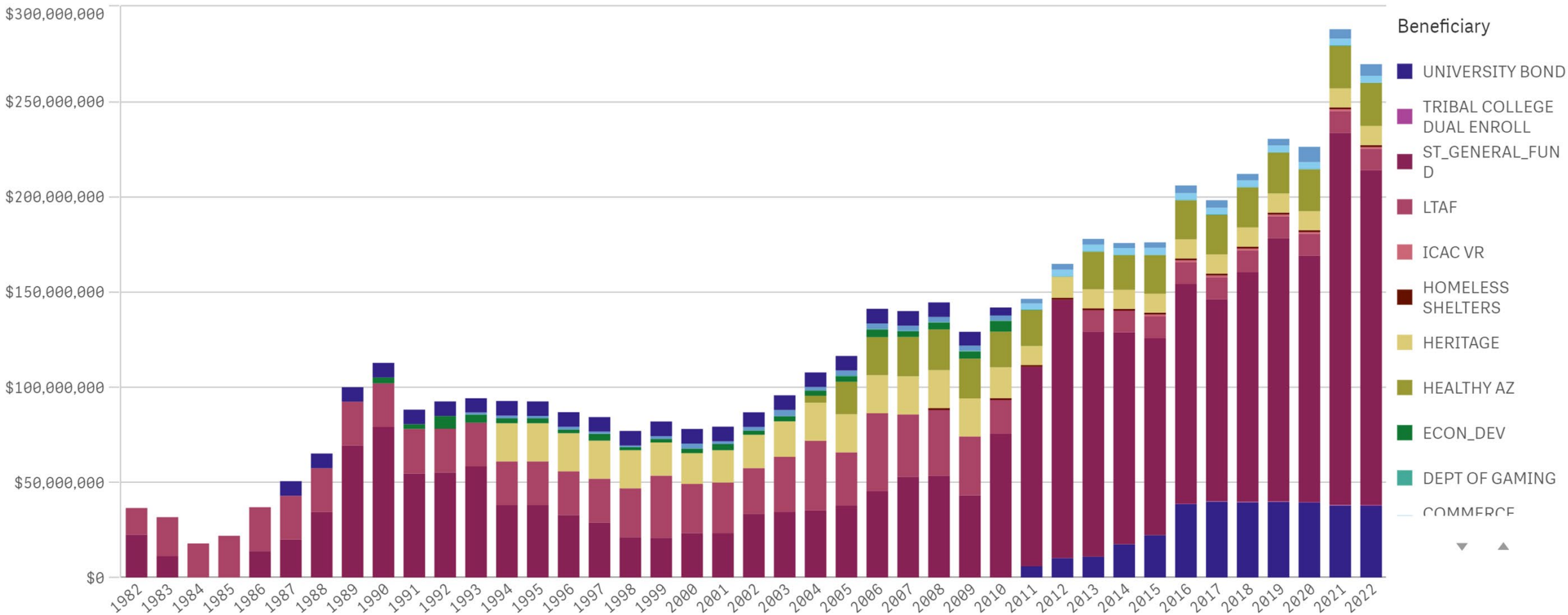
Based on Tickets Sold



Price Point	FY 19	FY 20	FY 21	FY 22	FY 23
0.25	\$673,764	\$438,438	\$532,824	\$538,914	\$251,100
0.50	\$2,699,880	\$2,069,850	\$2,926,590	\$2,933,580	\$1,576,200
1.00	\$4,556,220	\$3,691,860	\$5,201,460	\$6,325,620	\$3,285,360
2.00	\$1,983,840	\$1,851,960	\$3,333,960	\$4,257,360	\$2,134,800

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	1,004,400
0.50	5,399,760	4,139,700	5,853,180	5,867,160	3,152,400
1.00	4,556,220	3,691,860	5,201,460	6,325,620	3,285,360
2.00	991,920	925,980	1,666,980	2,128,680	1,067,400

Transfer Amount by Beneficiary









# 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	\$88,094,418	\$694,680	\$395,280	\$89,363,658	\$82,643,454	8.1%
Jan	\$5,782,800	\$0	\$0	\$5,782,800	\$88,749,211	-93.5%
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

52.05%

Percent Used

52.13%

## Percent Spent by Appropriation

1. Operating:

59.51%

2. Advertising:

50.05%

3. Instant Printing:

58.72%

4. Sales Commissions:

44.70%

5. On-line Vendor Fees

76.14%

## Cash Balance by Fund

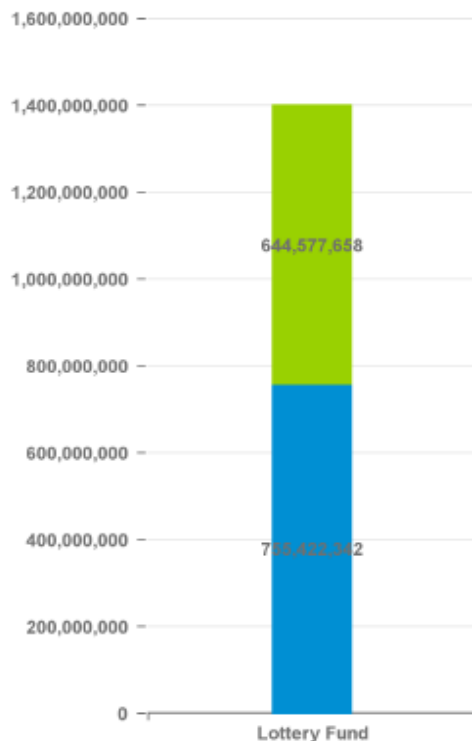
35,501,992

129,665,296

1. Lot Fd 2. Prize Fd

## Budget by Appropriation Type and Object Class

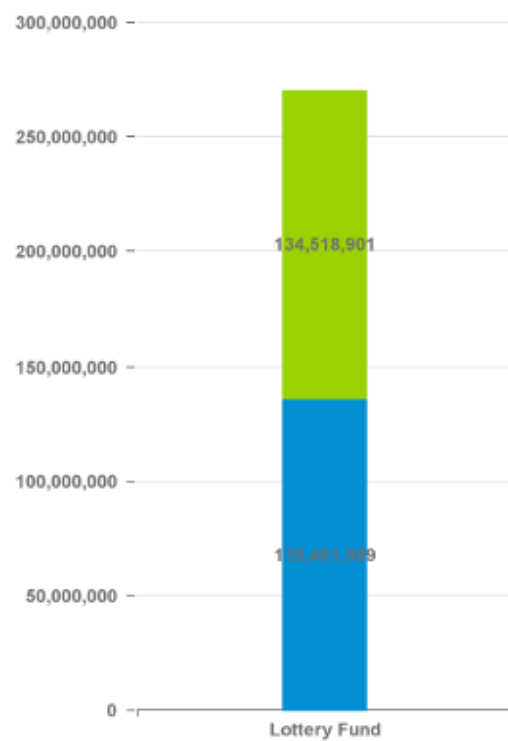
### Sales Goal: \$1.4 Billion



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	-	2,375,562	-	-2,375,562	
	6100 - Employee Related Expenditures	-	955,690	-	-955,690	
	6200 - Professional And Outside Services	-	339,660	306,447	-646,107	
	6500 - Travel - In-State	-	12,805	14,283	-27,088	
	6600 - Travel - Out-Of-State	-	38,452	-	-38,452	
	7000 - Other Operating Expenditures	-	672,832	1,453,302	-2,126,135	
	8100 - Capital Outlay	-	-	-	-	
	8400 - Capital Equipment	-	-	-	-	
	8500 - Non-Capital Equipment	-	10,321	907	-11,229	
	9100 - Transfers Out	-	25,000	25,000	-50,000	
Total:		10,468,900	4,430,322	1,799,940	4,238,638	59.51%
2. Advertising:	0000 - Appropriation Budget	15,500,000	-	-	15,500,000	
	7000 - Other Operating Expenditures	-	4,912,429	2,795,680	-7,708,109	
	9100 - Transfers Out	-	50,000	-	-50,000	
	Total:	15,500,000	4,962,429	2,795,680	7,741,891	50.05%
3. Instant Printing:	0000 - Appropriation Budget	38,680,100	-	-	38,680,100	
	7000 - Other Operating Expenditures	-	9,084,095	13,627,411	-22,711,506	
	8400 - Capital Equipment	-	-	-	-	
	Total:	38,680,100	9,084,095	13,627,411	15,968,594	58.72%
4. Sales Commissions:	0000 - Appropriation Budget	92,953,900	-	-	92,953,900	
	7000 - Other Operating Expenditures	-	41,546,475	-	-41,546,475	
	Total:	92,953,900	41,546,475	-	51,407,425	44.70%
5. On-line Vendor Fees:	0000 - Appropriation Budget	16,269,011	-	-	16,269,011	
	6200 - Professional And Outside Services	-	9,061,480	3,326,257	-12,387,736	
	Total:	16,269,011	9,061,480	3,326,257	3,881,275	76.14%
Grand Total:		173,871,911	69,084,801	21,549,287	83,237,823	

### Beneficiary Transfer Goal: \$270 Million



Rem. Transfers Transfers

# **ATTACHMENT B**

## **FY23 2nd 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.



Katie Hobbs  
Governor

Gregory R. Edgar  
Executive Director

**Arizona Lottery**  
**FY2023 – Product Review**  
**Mid-Year Review – July 2022 through December 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 midway through the fiscal year
- A top-line review of sales performance of each product
- A summary review by price point for the instant games
- A top down look at the top performing instant games by revenue and tickets
- A review of new game introductions and game endings

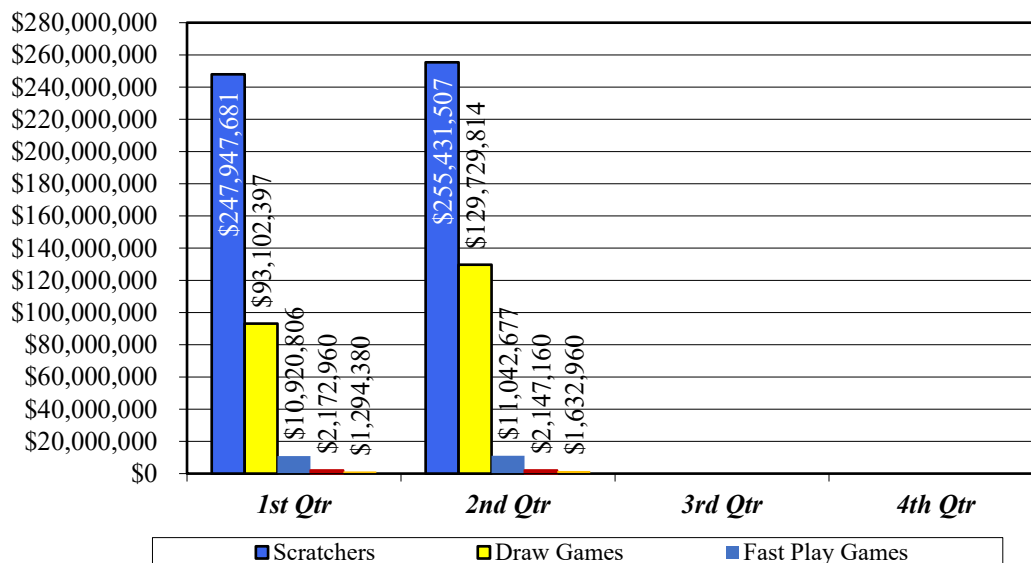
**General Overview**

Sales midway through FY23 reached \$743,646,061, an increase of 14.3% from the same period last fiscal year. The breakdown by product is as follows:

	<b><u>1<sup>st</sup> Quarter</u></b>	<b><u>2nd Quarter</u></b>	<b><u>Total</u></b>	<b><u>Mkt Share</u></b>
<b>Scratchers<sup>®1</sup></b>	\$247,947,681	\$255,431,507	\$503,379,188	66.64%
<b>Draw Games</b>	\$93,102,397	\$129,729,814	\$222,832,211	29.50%
<b>Fast Play Games</b>	\$10,920,806	\$11,042,677	\$21,963,483	2.91%
<b>Charitable Pull-Tabs</b>	\$2,172,960	\$2,147,160	\$4,320,120	0.57%
<b>General Pull-Tabs</b>	\$1,294,380	\$1,632,960	\$2,927,340	0.39%
<b>Total</b>	\$355,438,224	\$399,984,118	\$755,422,342	

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<sup>1</sup> Scratchers<sup>®</sup> is a registered service mark of the California Lottery.



As indicated in the chart above, the Scratchers contribution to total sales in the first half of the year represent 66.64%. The market share for draw games is 29.50% of total sales, an increase over the same quarter last fiscal year. Fast Play games represent 2.91% of total sales, and pull-tabs represent 0.96% of total sales. Sales detail by product is provided in Attachments A and B.

### **Charitable Pull-Tabs**

The charitable pull-tab games program has 145 organizations currently licensed and selling tickets. Sales through the second quarter of the fiscal year reached \$4,320,120, an 8.1% increase over the previous year.

### **General Pull-Tabs**

The general pull-tab games program has 121 licensed retailers selling tickets. Sales through the second quarter of the fiscal year reached \$2,927,340, a 22.4% increase over the previous year.

### **Scratchers Games**

Sales for Scratchers through the second quarter of the fiscal year totaled \$503,379,188, an increase of 4.6% from the previous year.

Based on validations, players have earned more than \$366 million in prizes. The prizes paid calculated against the sales revenues equate to an average payout of 72.8%.

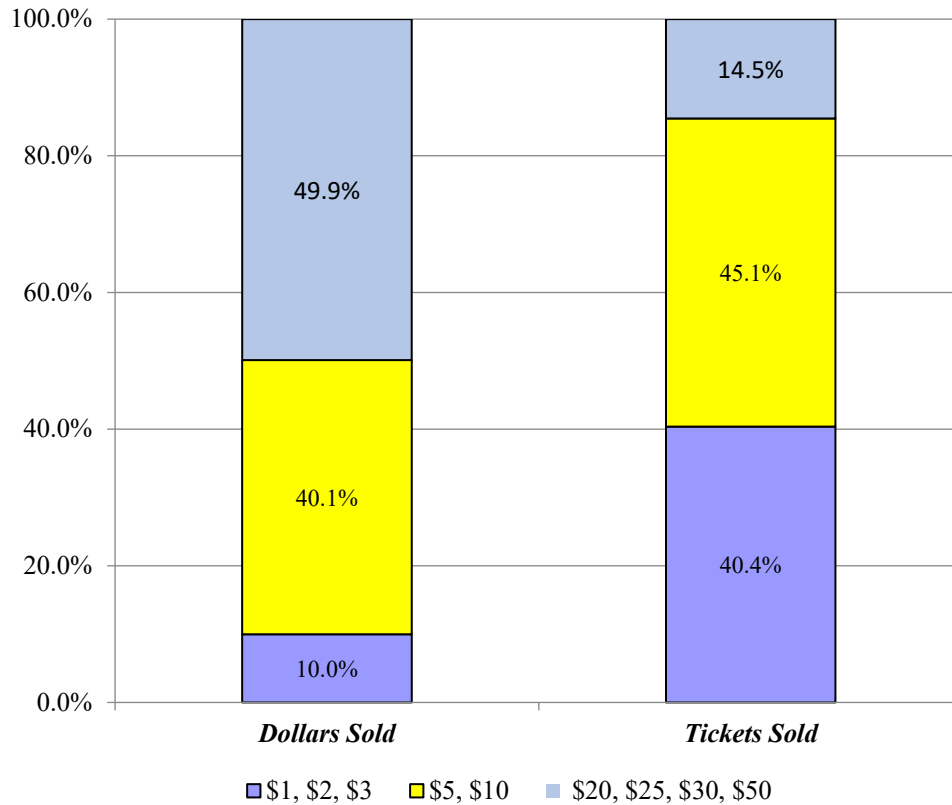
A total of 33 new games were introduced through the second quarter. Combined with the games carried forward, a total of 94 games contributed to the sales revenues.

Price Point	\$1	\$2	\$3	\$5	\$10	\$20	\$25	\$30	\$50	Total
# New Games	3	6	3	9	9	1	1	1	0	33
Carried Forward	4	12	5	17	12	4	2	4	1	61

During this same period, 16 games ended. Four games ended because the last top prize had been redeemed. The remaining games ended as part of the standard quarterly game ending process, because either the games were out of inventory or the intended sales period had ended.

**Sales by price point**

Through the second quarter of the fiscal year, the category of \$20+ games represents 49.9% of Scratchers sales and 14.5% of tickets sold. The \$5-\$10 games represent 40.1% of Scratchers sales and 45.1% of tickets sold the highest of the categories. The \$1-\$3 games account for 10% of the Scratchers revenue and 40.4% 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**

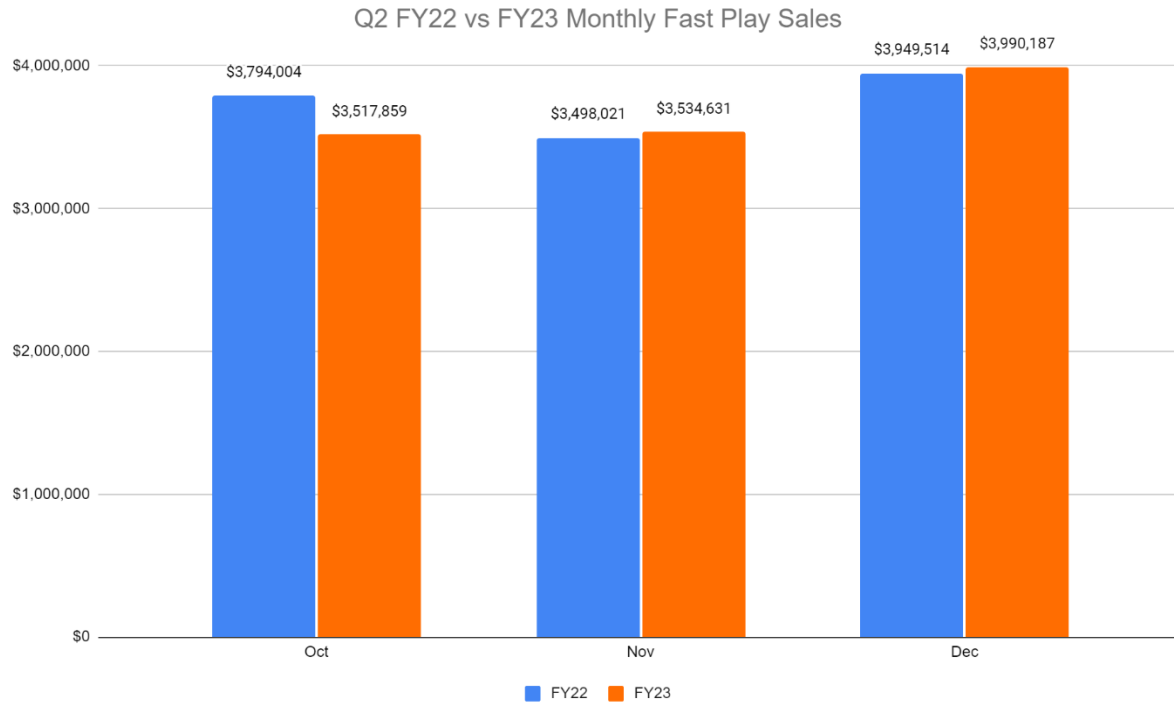
The Crossword and Bingo style games continue to be strong with more than \$107 million in sales, representing 21.40% of total Scratchers sales. In terms of dollars sold, two of the top ten games are Crossword or Bingo style games; they also represent six of the top ten games in terms of tickets sold. Sales for the \$50 game, 500X (#1360) totaled more than \$76 million, representing 15.3% of total Scratchers sales.

The table below identifies the top 10 games in terms of sales revenue generated and total tickets sold through the second 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	\$77,095,650	\$2	1331 Crossword	4,308,054
	1290 \$215 Million Cash	\$44,243,220	\$5	1340 Wild Cherry Crossword	2,752,212
\$20	Explosion				
\$30	1354 Ultimate Riches	\$31,314,600	\$2	1333 Wild Bingo	2,276,204
		\$23,462,625	\$20	1290 \$215 Million Cash	2,212,161
\$25	1358 Triple Bonus Crossword			Explosion	
\$10	1372 Crossword Mania	\$22,049,420	\$10	1372 Crossword Mania	2,204,942
\$20	1380 100X The Cash	\$17,495,400	\$2	1321 Red Hot 7s	1,952,840
\$20	1364 \$100 or \$200	\$17,164,660	\$5	1362 Bingo Twist	1,741,602
\$10	1352 Triple Red 7's	\$16,710,620	\$10	1352 Triple Red 7's	1,671,062
\$30	1316 Millionaire Maker	\$13,921,350	\$3	1344 Extra Crossword	1,663,288
\$5	1340 Wild Cherry Crossword	\$13,761,060	\$1	1374 Stocking Stuffer	1,638,186

**Fast Play Games**

Sales for Fast Play games through the second quarter of the fiscal year totaled \$21,963,483, a 10.6% decrease from the previous year.



A total of five new games were introduced through the second quarter. Combined with the games carried forward, a total of 21 games contributed to the sales revenues.

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

During this same period, two games ended because either the last top prize had been sold or the intended sales period had ended.

### **Draw Games**

Total draw games sales through the second quarter reached \$222,832,211, an increase of 57.4%% over the same period last year.

#### **Draw Games – Multi-State Games**

**Powerball** – Sales through the second quarter of the year totaled \$100,117,808, an increase of 61.7% over the previous year. The highest jackpot reached in the second quarter of the fiscal year was \$1.9 billion at the beginning of November 2022.

**Mega Millions** – Sales through the second quarter of the year totaled \$80,366,359, an increase of 170.5% over the previous year. A jackpot did not hit in the second quarter of this fiscal year.

#### **Draw Games – In-State Games**

**Triple Twist™** – Sales through the second quarter of the fiscal year totaled \$8,163,354, a decrease of 15.3% from the previous year. There was one Triple Twist jackpot winner on December 6, 2022.

**The Pick™** – Sales through the second quarter of the year totaled \$15,462,633, a decrease of 18.7% from the previous year. The highest jackpot reached in the second quarter of the fiscal year was \$6.9 million in November 2022. There was one jackpot winner of the Pick on November 21, 2022.

**Fantasy 5™** – Sales through the second quarter of the year totaled \$9,632,371, an increase of 2.4% over the previous year. The highest jackpot reached in the second quarter of the fiscal year was \$358,000 in early November 2022.

**Pick 3™** – Sales through the second quarter of the year totaled \$7,998,257, a decrease of 6.4% from the previous year.

### **Quick Draw Games**

Sales through the second quarter of the year totaled \$1,091,429.

**One To Win** – Sales through the second quarter of the year totaled \$332,071.

**5/10/45** – Sales through the second quarter of the year totaled \$556,328.

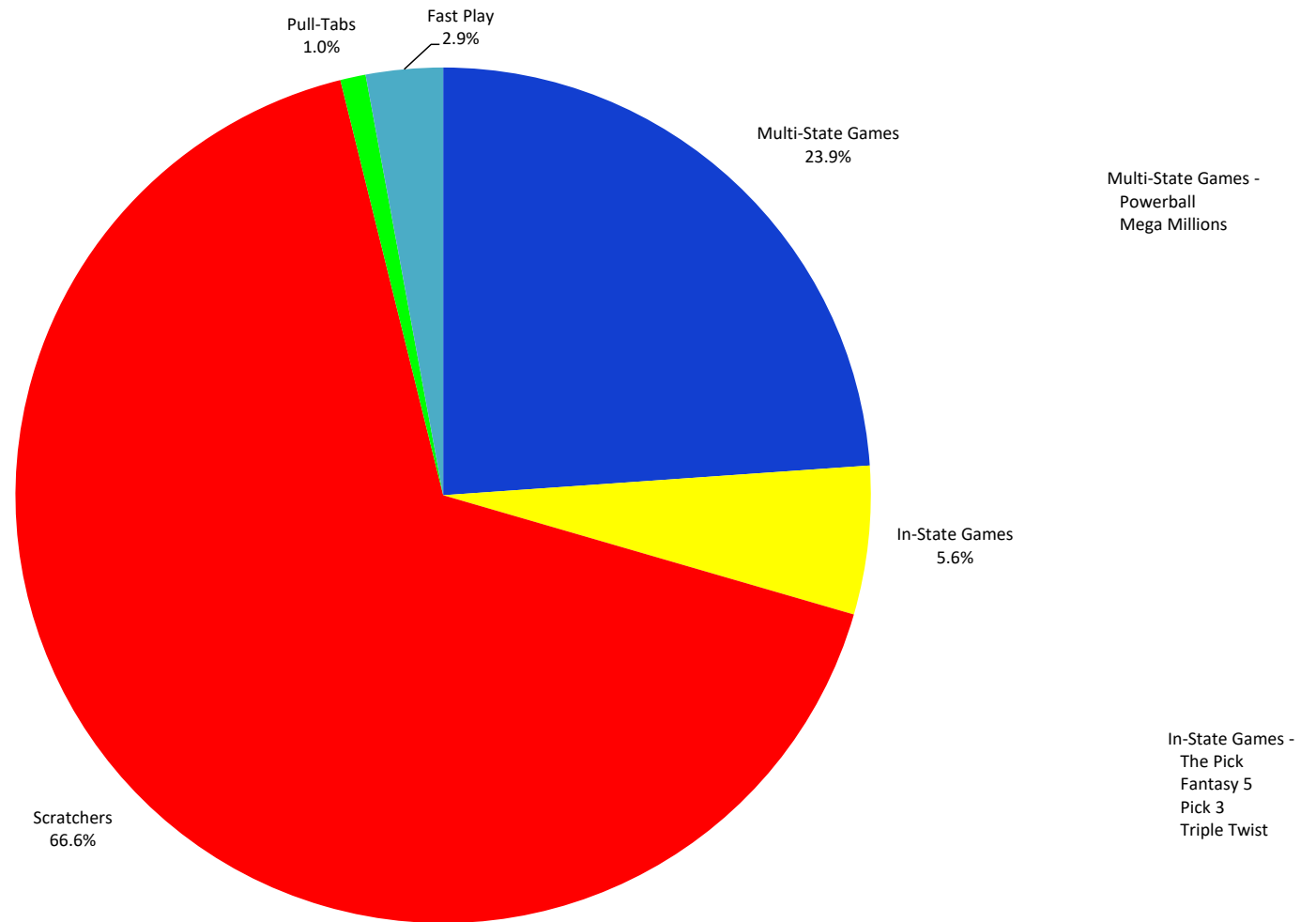
**Lucky Links™** – Sales through the second quarter of the year totaled \$112,464.

**5 In-A-Line™** – Sales through the second quarter of the year totaled \$90,566.

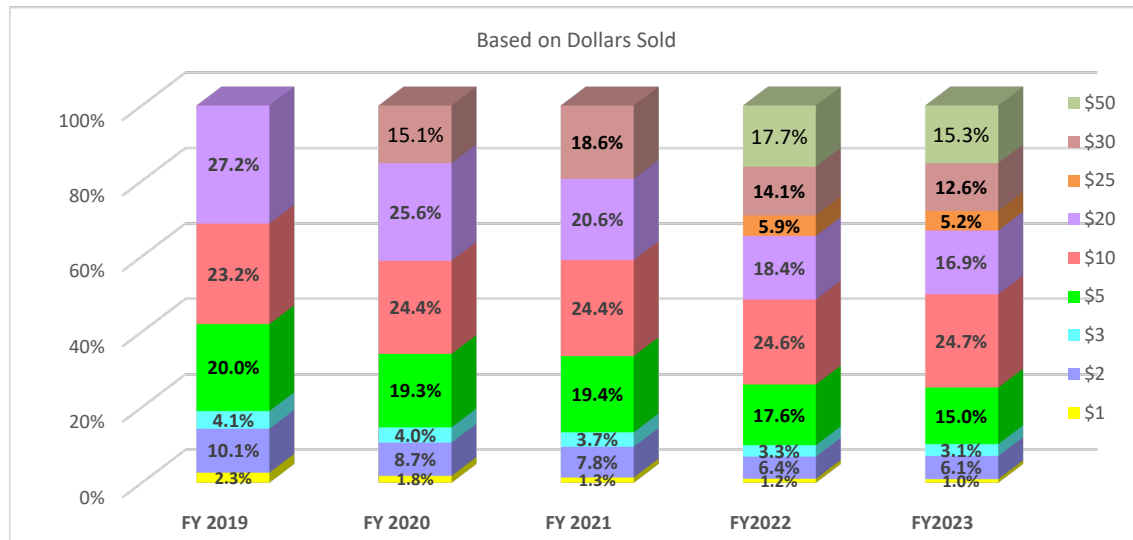
**ARIZONA LOTTERY**  
**QUARTERLY SALES BY PRODUCT**  
**Fiscal Year 2023 - July 2022 through December 2022**

<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	19.3%
<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	14.1%
<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	13.7%
<i>1st Quarter</i>	<b>\$22,449,000</b>	<b>\$50,470,568</b>	<b>\$6,829,996</b>	<b>\$4,862,796</b>	<b>\$3,942,900</b>	<b>\$4,004,034</b>	<b>\$543,103</b>	<b>\$93,102,397</b>	<b>\$10,920,806</b>	<b>\$247,947,681</b>	<b>\$2,172,960</b>	<b>\$1,294,380</b>	<b>\$251,415,021</b>	<b>\$355,438,224</b>	<b>47.1%</b>
<i>October</i>	\$24,390,310	\$6,868,210	\$2,510,242	\$1,603,840	\$1,326,070	\$1,715,738	\$165,667	\$38,580,077	\$3,517,859	\$83,981,140	\$710,460	\$495,720	\$85,187,320	\$127,285,256	16.8%
<i>November</i>	\$44,634,095	\$8,431,817	\$3,572,498	\$1,289,389	\$1,342,610	\$1,274,416	\$175,321	\$60,720,146	\$3,534,631	\$83,355,949	\$742,020	\$562,680	\$84,660,649	\$148,915,426	19.7%
<i>December</i>	\$8,644,403	\$14,595,764	\$2,549,897	\$1,876,346	\$1,386,677	\$1,169,166	\$207,338	\$30,429,591	\$3,990,187	\$88,094,418	\$694,680	\$574,560	\$89,363,658	\$123,783,436	16.4%
<i>2nd Quarter</i>	<b>\$77,668,808</b>	<b>\$29,895,791</b>	<b>\$8,632,637</b>	<b>\$4,769,575</b>	<b>\$4,055,357</b>	<b>\$4,159,320</b>	<b>\$548,326</b>	<b>\$129,729,814</b>	<b>\$11,042,677</b>	<b>\$255,431,507</b>	<b>\$2,147,160</b>	<b>\$1,632,960</b>	<b>\$259,211,627</b>	<b>\$399,984,118</b>	<b>52.9%</b>
<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>															
<b>2023</b>	<b>\$100,117,808</b>	<b>\$80,366,359</b>	<b>\$15,462,633</b>	<b>\$9,632,371</b>	<b>\$7,998,257</b>	<b>\$8,163,354</b>	<b>\$1,091,429</b>	<b>\$222,832,211</b>	<b>\$21,963,483</b>	<b>\$503,379,188</b>	<b>\$4,320,120</b>	<b>\$2,927,340</b>	<b>\$510,626,648</b>	<b>\$755,422,342</b>	
<i>Mkt Share</i>	13.3%	10.6%	2.0%	1.3%	1.1%	1.1%	0.1%	29.50%	2.91%	66.64%	0.57%	0.39%	67.59%		
<b>2022</b>	<b>\$61,920,822</b>	<b>\$29,709,127</b>	<b>\$19,008,542</b>	<b>\$9,410,853</b>	<b>\$8,543,714</b>	<b>\$9,637,876</b>	<b>\$473,871</b>	<b>\$138,704,805</b>	<b>\$24,561,321</b>	<b>\$481,142,495</b>	<b>\$3,996,390</b>	<b>\$2,389,740</b>	<b>\$487,528,625</b>	<b>\$650,794,751</b>	
<i>% of Change</i>	61.7%	170.5%	-18.7%	2.4%	-6.4%	-15.3%		60.7%	-10.6%	4.6%	8.1%	22.5%	4.7%	16.1%	

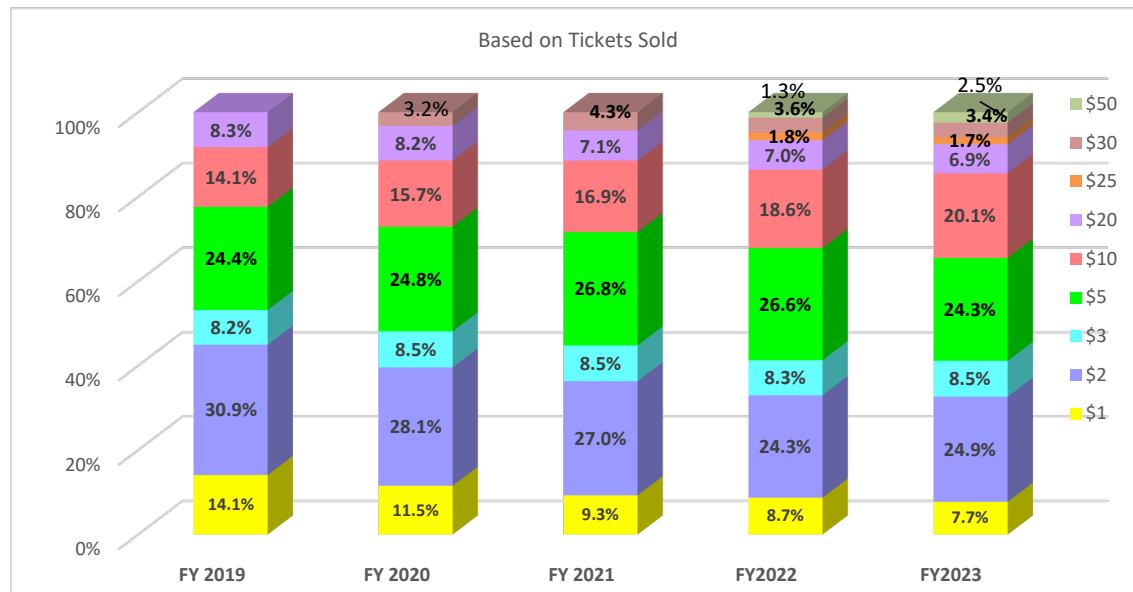
***ARIZONA LOTTERY***  
***QUARTERLY SALES BY PRODUCT***  
***Fiscal Year 2023 - July 2022 through December 2022***



## Arizona Lottery 5-Year Review by Price Point



	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023
\$1	\$17,327,856	\$15,243,692	\$14,836,696	\$12,025,050	\$4,799,208
\$2	\$76,045,580	\$74,204,632	\$86,605,472	\$67,053,928	\$30,918,504
\$3	\$30,416,967	\$33,795,897	\$40,770,039	\$34,325,706	\$15,835,380
\$5	\$150,294,810	\$163,624,105	\$214,810,495	\$183,329,755	\$75,522,610
\$10	\$173,763,390	\$207,204,520	\$271,076,850	\$256,301,440	\$124,408,570
\$20	\$204,007,420	\$217,273,740	\$228,944,840	\$192,016,600	\$85,170,920
\$25	\$6,504,400	\$8,628,650	\$45,939,625	\$61,671,325	\$26,022,250
\$30	\$91,917,900	\$128,434,380	\$206,849,550	\$147,402,630	\$63,606,060
\$50				\$89,036,700	\$77,095,650
Total	\$750,278,323	\$848,409,616	\$1,109,833,567	\$1,043,163,134	\$503,379,152



	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023
\$1	17,327,856	15,243,692	14,836,696	12,025,050	4,799,208
\$2	38,022,790	37,102,316	43,302,736	33,526,964	15,459,252
\$3	10,138,989	11,265,299	13,590,013	11,441,902	5,278,460
\$5	30,058,962	32,724,821	42,962,099	36,665,951	15,104,522
\$10	17,376,339	20,720,452	27,107,685	25,630,144	12,440,857
\$20	10,200,371	10,863,687	11,447,242	9,600,830	4,258,546
\$25				2,466,853	1,040,890
\$30		4,281,146	6,894,985	4,913,421	2,120,202
\$50				1,780,734	1,541,913
Total	123,125,307	132,201,413	160,141,456	138,051,849	62,043,850

# Interoffice Memorandum

**Date:** January 11, 2023  
**To:** Gregg Edgar, Executive Director  
**From:** Raynie Hosto, Deputy Director Customer Service and Sales  
**Subject:** FY 2023 – Second Quarter Sales Review

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## Vending Machine Sales (Chart E)

Total vending machine sales through the second quarter of FY23 were \$373,553,555, a 23.0% increase over FY22 sales of \$303,557,411. There are currently 1,875 machines installed at retail locations compared to 1,777 in FY22. The average sales per unit increased to \$33,620 versus \$29,016 in FY22. FY23 sales from vending machines represented 49.9% of total sales, an increase from 46.9% in FY22.

Chain accounts represented 77.4% of total vending sales through the first half of FY23. Albertsons leads all chain accounts with average machine sales of \$338,945. Fry's follows at \$322,738 with QuikTrip at \$320,995 and Safeway at \$304,995.

The out of stock average for the second quarter of FY 23 was 5.07%, a decrease from 5.55% in FY 22 but still above our annual goal of 4.9%. 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 50.0% of all Draw and Scratchers lottery accounts. Convenience stores represent 35.6% of total accounts, while chain food stores represent 14.4%.
- Major retail chains comprise 72.5% of the total market share, with convenience stores and food stores accounting for 42.0% and 30.5%, respectively.
- Fry's food stores remain the leader with per-store average sales of \$748,660. Safeway follows at \$561,082 with Albertsons and QuikTrip at \$551,242 and \$542,576, respectively.
- Circle K accounts for 18.7% of the market share with 610 stores, followed by Fry's at 12.6% with 126 stores and QuikTrip at 9.6% with 132 stores.

### Business Classification Review (Charts G and H)

- Chain and independent convenience stores account for 56.4% of total Lottery accounts and 58.4% of the market share in sales. Chain and independent grocery stores account for 15.8% and account for 31.1% of the market share. Instant Tab retailers account for 7.0% of total lottery accounts and 1.0% of the sales market share.
- FY23 comparison sales to FY22 show chain and independent convenience sales up - 10.6%, while chain and independent grocery stores posted an increase of 26.2%. These increases are largely due to the billion-dollar jackpots in July and November.
- The Instant Tab category posted a 13.4% increase through the second quarter when compared to the same period in FY22.

### County Review (Charts I and J)

- The estimated per capita weekly sales for the first half of FY23 was \$3.86, an increase from \$3.33 in FY22.
- Maricopa and Pima counties held a market share of 75.1% of total sales. Mohave, Pinal, and Yavapai counties combined market share was 15.1%, and the remaining counties represented 9.8% of sales.
- Mohave County continues to post the highest weekly per capita sales at \$8.94, followed by La Paz County at \$6.54 and Greenlee County at \$5.46.



**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	1,546	1,561	1,563	\$ 13,710,343	\$ 18,350,829	\$ 12,232,883	\$ 45,337,733	\$ 46,210,513	\$ 54,618,295	\$ 59,048,076	\$ 64,561,342	\$ 66,851,178	\$ 190,460,596	\$ 38,194	\$ 41,359	\$ 42,771	4.65%	4.73%	5.44%	4.94%
	PCT-LP	172	153	157	\$ 804,077	\$ 1,126,025	\$ 747,415	\$ 1,978,880	\$ 1,850,473	\$ 2,341,784	\$ 2,782,957	\$ 2,976,498	\$ 3,089,199	\$ 8,848,654	\$ 16,180	\$ 19,454	\$ 19,676	5.59%	5.93%	7.59%	6.37%
	PCT-EX	143	145	155	\$ 368,015	\$ 502,407	\$ 352,567	n/a	n/a	n/a	\$ 368,015	\$ 502,407	\$ 352,567	\$ 1,222,989	\$ 2,574	\$ 3,465	\$ 2,275	n/a	n/a	n/a	#DIV/0!
	Total	1,861	1,859	1,875	\$ 14,882,435	\$ 19,979,261	\$ 13,332,865	\$ 47,316,613	\$ 48,060,986	\$ 56,960,079	\$ 62,199,048	\$ 68,040,247	\$ 70,292,944	\$ 200,532,239	\$ 33,422	\$ 36,600	\$ 37,490	4.75%	4.84%	5.63%	5.07%
	% of Lottery Sales				35.4%	31.1%	38.7%	56.3%	57.7%	64.7%	49.3%	46.1%	57.4%	50.6%							
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				\$ 33,318,319	\$ 28,398,010	\$ 22,183,107	\$ 94,547,971	\$ 93,811,916	\$ 101,294,232	\$ 127,866,290	\$ 122,209,926	\$ 123,477,339	\$ 373,553,555							
	Total Fiscal Year													\$ 748,174,882							
	% of Total Sales													49.9%							

Chart E

Monthly Chain Vending Report

Chain	Retailer Name	# of Machines	Oct 2021 Sales	OOS%	Lost Sales	Nov 2021 Sales	OOS%	Lost Sales	Dec 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	\$ 1,643,823	1.26%	\$ 19,295	\$ 1,630,202	0.94%	\$ 14,740	\$ 2,057,387	2.44%	\$ 47,334	\$ 10,168,344	1.27%	\$ 127,579	\$ 338,945	\$ 4,252.65	\$ 1,177
9968	Bashas	46	\$ 1,874,021	2.36%	\$ 44,391	\$ 1,906,735	2.49%	\$ 50,037	\$ 2,295,070	3.45%	\$ 83,859	\$ 11,703,048	2.60%	\$ 315,804	\$ 254,414	\$ 6,865.31	\$ 883
8821	Carioca	33	\$ 922,236	2.50%	\$ 19,271	\$ 883,087	2.50%	\$ 19,088	\$ 1,005,318	2.78%	\$ 27,179	\$ 5,337,762	2.48%	\$ 119,487	\$ 161,750	\$ 3,620.82	\$ 562
8037	Circle K	192	\$ 2,584,116	8.44%	\$ 233,117	\$ 2,761,196	9.05%	\$ 258,625	\$ 3,419,345	9.19%	\$ 336,390	\$ 15,478,216	9.33%	\$ 1,474,876	\$ 80,616	\$ 7,681.65	\$ 280
20001	Cobblestone	13	\$ 282,832	1.71%	\$ 2,953	\$ 269,136	2.16%	\$ 1,727	\$ 315,566	0.94%	\$ 2,748	\$ 1,628,540	1.20%	\$ 12,742	\$ 125,272	\$ 980.15	\$ 435
9964/9963	CVS	83	\$ 286,410	0.26%	\$ 854	\$ 661,415	0.22%	\$ 1,673	\$ 746,621	0.45%	\$ 3,454	\$ 3,333,745	0.33%	\$ 12,797	\$ 40,166	\$ 154.18	\$ 139
8030	El Super	6	\$ 151,248	2.86%	\$ 4,537	\$ 152,967	3.72%	\$ 6,045	\$ 171,943	4.60%	\$ 8,257	\$ 929,471	3.45%	\$ 34,921	\$ 154,912	\$ 5,820.12	\$ 538
9958	Fast Market	6	\$ 156,242	5.38%	\$ 5,908	\$ 141,649	5.26%	\$ 6,807	\$ 165,367	7.81%	\$ 11,502	\$ 912,176	5.18%	\$ 44,552	\$ 152,029	\$ 7,425.29	\$ 528
9968	Food City	45	\$ 1,088,797	2.49%	\$ 30,704	\$ 1,100,421	3.14%	\$ 35,309	\$ 1,193,079	3.16%	\$ 39,856	\$ 6,555,077	2.76%	\$ 194,042	\$ 145,668	\$ 4,312.05	\$ 506
8052	Frys Food	192	\$ 9,996,191	2.93%	\$ 292,619	\$ 9,824,942	3.13%	\$ 308,247	\$ 12,177,665	5.84%	\$ 721,507	\$ 61,965,732	3.75%	\$ 2,392,866	\$ 322,738	\$ 12,462.85	\$ 1,121
8021	Jacksons	10	\$ 372,987	4.28%	\$ 16,976	\$ 345,060	3.58%	\$ 12,651	\$ 367,862	4.49%	\$ 17,927	\$ 2,244,875	3.88%	\$ 89,970	\$ 224,488	\$ 8,997.01	\$ 779
8031	Los Altos Ranch Market	7	\$ 198,240	4.89%	\$ 8,152	\$ 202,097	3.75%	\$ 8,006	\$ 216,099	3.40%	\$ 7,853	\$ 1,175,171	3.32%	\$ 39,158	\$ 167,882	\$ 5,594.04	\$ 583
9800	Loves	12	\$ 241,154	3.90%	\$ 10,741	\$ 246,799	6.55%	\$ 17,072	\$ 262,759	4.05%	\$ 11,313	\$ 1,461,156	4.58%	\$ 68,677	\$ 121,763	\$ 5,723.05	\$ 423
9905	Maverik	8	\$ 183,689	2.94%	\$ 6,123	\$ 187,383	2.97%	\$ 6,199	\$ 214,883	3.16%	\$ 8,133	\$ 1,074,262	3.89%	\$ 41,871	\$ 134,283	\$ 5,233.91	\$ 466
9926	Pilot	19	\$ 346,029	6.96%	\$ 24,823	\$ 324,470	6.83%	\$ 22,798	\$ 343,157	7.62%	\$ 25,694	\$ 1,985,338	7.89%	\$ 153,281	\$ 104,491	\$ 8,067.45	\$ 363
9849	QuikTrip	130	\$ 6,666,181	9.60%	\$ 651,961	\$ 7,206,389	9.62%	\$ 714,115	\$ 8,415,819	10.51%	\$ 901,075	\$ 41,729,344	9.66%	\$ 4,133,653	\$ 320,995	\$ 31,797.33	\$ 1,115
8128	Safeway	112	\$ 5,452,747	3.25%	\$ 148,023	\$ 5,491,175	2.21%	\$ 116,002	\$ 6,741,670	4.19%	\$ 297,235	\$ 34,066,895	2.71%	\$ 925,644	\$ 304,169	\$ 8,264.68	\$ 1,056
9027	Smith's Food & Drug	4	\$ 163,861	4.69%	\$ 6,038	\$ 176,830	4.93%	\$ 7,816	\$ 221,906	6.95%	\$ 13,621	\$ 1,073,366	5.64%	\$ 53,832	\$ 268,342	\$ 13,457.96	\$ 932
8025	Superpumper	13	\$ 348,816	3.04%	\$ 13,009	\$ 382,631	3.28%	\$ 15,308	\$ 422,764	5.02%	\$ 22,682	\$ 2,154,584	3.42%	\$ 83,598	\$ 165,737	\$ 6,430.61	\$ 575
8004	Terribles	10	\$ 175,127	1.33%	\$ 2,942	\$ 201,033	1.82%	\$ 4,311	\$ 197,816	1.96%	\$ 4,442	\$ 1,059,526	1.85%	\$ 24,668	\$ 105,953	\$ 2,466.80	\$ 368
8022	Walmart NHM - HD	26	\$ 961,858	7.46%	\$ 71,277	\$ 928,619	8.01%	\$ 72,167	\$ 1,120,567	8.84%	\$ 102,191	\$ 5,791,150	7.93%	\$ 456,137	\$ 222,737	\$ 17,543.74	\$ 773
8022	Walmart Supercenter - LP	146	\$ 1,799,331	6.01%	\$ 109,704	\$ 1,762,750	6.23%	\$ 112,548	\$ 2,443,964	8.14%	\$ 199,809	\$ 11,203,044	6.42%	\$ 732,224	\$ 76,733	\$ 5,015.23	\$ 266
9962	Winco	7	\$ 209,794	7.79%	\$ 16,624	\$ 210,798	6.09%	\$ 13,044	\$ 248,704	8.96%	\$ 22,409	\$ 1,228,071	6.80%	\$ 87,096	\$ 175,439	\$ 12,442.36	\$ 609
	Corporate Total	1150	\$ 36,105,730	4.93%	\$ 1,740,041	\$ 36,997,784	5.02%	\$ 1,824,332	\$ 44,765,331	6.18%	\$ 2,916,471	\$ 224,258,893	5.32%	\$ 11,532,381	\$ 195,008	\$ 10,028.16	\$ 677
	Independent & ASL Total	559	\$ 11,210,883	4.35%	\$ 504,616	\$ 11,063,202	4.44%	\$ 513,304	\$ 12,194,748	4.43%	\$ 579,961	\$ 65,395,226	4.47%	\$ 2,529,562	\$ 116,986	\$ 4,525.16	\$ 406
	Statewide Total - Q1	1709	\$ 47,316,613	4.75%	\$ 2,244,657	\$ 48,060,986	4.84%	\$ 2,337,636	\$ 56,960,079	5.63%	\$ 3,496,432	\$ 289,654,119	5.02%	\$ 14,647,537	\$ 169,487	\$ 8,570.82	\$ 588
	FY22 Totals	1691	\$ 41,080,712	4.76%	\$ 2,087,971	\$ 40,427,870	5.07%	\$ 2,180,311	\$ 47,064,736	6.82%	\$ 3,423,928	\$ 541,148,103	5.47%	\$ 30,214,941	\$ 320,017	\$ 17,868.09	\$ 1,111
Corporate % to Total			76.3%			77.0%			78.6%			77.4%			Corporate % to Total Sales		

ARIZONA LOTTERY CORPORATE ACCOUNT REVIEW Fiscal Year 2023 July 2022 through December 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%	\$ 2,081,833	0.9%	\$94,629	\$ 2,525,822	0.5%	\$114,810	\$4,607,655	0.6%	\$209,439	\$299,498
7-Eleven	8706	55	1.6%	\$ 2,888,728	1.2%	\$52,522	\$ 9,279,011	1.8%	\$168,709	\$12,167,739	1.6%	\$221,232	\$790,903
Carioca	8821	38	1.1%	\$ 3,314,422	1.4%	\$87,222	\$ 5,786,873	1.1%	\$152,286	\$9,101,295	1.2%	\$239,508	\$591,584
Circle K	8037	610	17.6%	\$ 42,602,163	17.4%	\$69,840	\$ 96,978,681	19.3%	\$158,981	\$139,580,844	18.7%	\$228,821	\$9,072,755
Cobblestone		15	0.4%	\$ 1,214,438	0.5%	\$80,963	\$ 1,607,879	0.3%	\$107,192	\$2,822,317	0.4%	\$188,154	\$183,451
Fast Market	9958	24	0.7%	\$ 2,325,367	0.9%	\$96,890	\$ 5,619,843	1.1%	\$234,160	\$7,945,210	1.1%	\$331,050	\$516,439
Fry's Gas	8052	99	2.9%	\$ 3,877,523	1.6%	\$39,167	\$ 10,953,859	2.2%	\$110,645	\$14,831,382	2.0%	\$149,812	\$964,040
Good 2 Go	8024	15	0.4%	\$ 609,160	0.2%	\$40,611	\$ 1,696,387	0.3%	\$113,092	\$2,305,547	0.3%	\$153,703	\$149,861
Jackson's Food Stores	8021	11	0.3%	\$ 1,668,922	0.7%	\$151,720	\$ 2,212,742	0.4%	\$201,158	\$3,881,664	0.5%	\$352,879	\$252,308
Loves	9800	13	0.4%	\$ 731,700	0.3%	\$56,285	\$ 1,484,787	0.3%	\$114,214	\$2,216,487	0.3%	\$170,499	\$144,072
Maverik	9905	24	0.7%	\$ 2,376,071	1.0%	\$99,003	\$ 4,065,107	0.8%	\$169,379	\$6,441,178	0.9%	\$268,382	\$418,677
Pilot Travel Centers	9926	19	0.5%	\$ 1,003,385	0.4%	\$52,810	\$ 1,998,148	0.4%	\$105,166	\$3,001,533	0.4%	\$157,975	\$195,100
QuikTrip	9849	132	3.8%	\$ 25,744,464	10.5%	\$195,034	\$ 45,875,602	9.1%	\$347,542	\$71,620,066	9.6%	\$542,576	\$4,655,304
Safeway Gas	8128	32	0.9%	\$ 1,823,018	0.7%	\$56,969	\$ 3,601,384	0.7%	\$112,543	\$5,424,402	0.7%	\$169,513	\$352,586
Shay's	8938	21	0.6%	\$ 1,380,341	0.6%	\$65,731	\$ 3,546,165	0.7%	\$168,865	\$4,926,506	0.7%	\$234,596	\$320,223
Speedway	9956	78	2.3%	\$ 4,205,131	1.7%	\$53,912	\$ 11,754,577	2.3%	\$150,700	\$15,959,708	2.1%	\$204,612	\$1,037,381
Superpumper	8025	13	0.4%	\$ 1,719,130	0.7%	\$132,241	\$ 2,106,917	0.4%	\$162,071	\$3,826,047	0.5%	\$294,311	\$248,693
Terribles	8004	10	0.3%	\$ 2,168,731	0.9%	\$216,873	\$ 1,394,266	0.3%	\$139,427	\$3,562,997	0.5%	\$356,300	\$231,595
Convenience Total		1,231	35.6%	\$101,734,527	41.6%	\$82,644	\$212,488,050	42.2%	\$172,614	\$314,222,577	42.0%	\$255,258	\$20,424,468
Albertsons	8027	30	0.9%	\$ 6,420,229	2.6%	\$214,008	\$ 10,117,022	2.0%	\$337,234	\$16,537,251	2.2%	\$551,242	\$1,074,921
Bashas'	8011	45	1.3%	\$ 7,251,675	3.0%	\$161,148	\$ 11,207,076	2.2%	\$249,046	\$18,458,751	2.5%	\$410,194	\$1,199,819
El Super	8030	6	0.2%	\$ 171,703	0.1%	\$28,617	\$ 929,309	0.2%	\$154,885	\$1,101,012	0.1%	\$183,502	\$71,566
Food City		45	1.3%	\$ 1,426,488	0.6%	\$31,700	\$ 6,463,691	1.3%	\$143,638	\$7,890,179	1.1%	\$175,337	\$512,862
Fry's	8052	126	3.6%	\$ 33,556,031	13.7%	\$266,318	\$ 60,775,165	12.1%	\$482,343	\$94,331,196	12.6%	\$748,660	\$6,131,528
Los Altos Ranch Market	8026	7	0.2%	\$ 197,512	0.1%	\$28,216	\$ 1,166,668	0.2%	\$166,667	\$1,364,180	0.2%	\$194,883	\$88,672
Safeway	8128	104	3.0%	\$ 24,319,270	9.9%	\$233,839	\$ 34,033,232	6.8%	\$327,243	\$58,352,502	7.8%	\$561,082	\$3,792,913
Walmart	8022	108	3.1%	\$ 7,748,142	3.2%	\$71,742	\$ 16,752,995	3.3%	\$155,120	\$24,501,137	3.3%	\$226,862	\$1,592,574
Costco	9955	17	0.5%	\$ -	0.0%	\$0	\$ 2,091,280	0.4%	\$123,016	\$2,091,280	0.3%	\$123,016	\$135,933
Winco	9962	7	0.2%	\$ 684,967	0.3%	\$97,852	\$ 1,174,172	0.2%	\$167,739	\$1,859,139	0.2%	\$265,591	\$120,844
Smith's	9027	4	0.1%	\$826,978			\$1,073,885						
Food Store Total		499	14.4%	\$82,602,995	33.7%	\$165,537	\$145,784,495	29.0%	\$292,153	\$228,387,490	30.5%	\$457,690	\$14,721,631
Major Chains		1,730	50.0%	\$184,337,522	75.3%	\$106,553	\$358,272,545	71.2%	\$207,094	\$542,610,067	72.5%	\$313,647	\$35,269,654
All Stores*		3461		\$244,795,694		\$70,730	\$503,379,188		\$145,443	\$748,174,882		\$216,173	\$48,631,367

\*Does not include Instant Tabs

ARIZONA LOTTERY BUSINESS CODE REVIEW Fiscal Year 2023 July 2022 through December 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	3	0.1%	79,347	0.0%	26,449	46,802	0.0%	15,601	0.0%	0	126,149	96,359	30.9%	0.0%	42,050	\$	8,200	
Smoke/Gift Shops	02	91	2.6%	1,191,905	0.5%	13,098	4,450,009	0.9%	48,901	0.0%	0	5,641,914	5,613,401	0.5%	0.7%	61,999	\$	366,724	
Chain Supermarkets	03	498	14.4%	82,476,600	33.7%	165,616	145,612,663	28.9%	292,395	0.0%	0	228,089,263	180,439,089	26.4%	30.2%	458,011	\$	14,825,802	
Independent Supermarkets	04	48	1.4%	2,317,204	0.9%	48,275	4,806,917	1.0%	100,144	0.0%	0	7,124,121	5,877,070	21.2%	0.9%	148,419	\$	463,068	
Chain Convenience Stores	05	1060	30.6%	93,598,284	38.2%	88,300	193,880,929	38.5%	182,907	0.0%	0	287,479,213	264,567,157	8.7%	38.1%	271,207	\$	18,686,149	
Independent Convenience	06	891	25.7%	44,109,938	18.0%	49,506	109,903,628	21.8%	123,349	0.0%	0	154,013,566	134,610,000	14.4%	20.4%	172,855	\$	10,010,882	
Liquor Stores	07	96	2.8%	1,478,353	0.6%	15,400	7,505,223	1.5%	78,179	0.0%	0	8,983,576	8,196,719	9.6%	1.2%	93,579	\$	583,932	
Drug Store/Pharmacies	08	3	0.1%	33,535	0.0%	11,178	30,395	0.0%	10,132	0.0%	0	63,930	56,999	12.2%	0.0%	21,310	\$	4,155	
Independent Gas	09	19	0.5%	752,666	0.3%	39,614	1,987,446	0.4%	104,602	0.0%	0	2,740,112	2,556,950	7.2%	0.4%	144,216	\$	178,107	
Truck Service Centers	10	49	1.4%	2,582,563	1.1%	52,705	4,750,923	0.9%	96,958	0.0%	0	7,333,486	6,578,958	11.5%	1.0%	149,663	\$	476,677	
Bars/Restaurants	11	116	3.4%	3,984,266	1.6%	34,347	4,819,047	1.0%	41,544	0.0%	0	8,803,313	6,432,359	36.9%	1.2%	75,891	\$	572,215	
Spec Non-Grocery/Misc	12	113	3.3%	3,117,802	1.3%	27,591	3,916,347	0.8%	34,658	0.0%	0	7,034,149	6,070,633	15.9%	0.9%	62,249	\$	457,220	
Chain Gas	13	133	3.8%	5,842,943	2.4%	43,932	14,783,317	2.9%	111,153	0.0%	0	20,626,260	17,504,376	17.8%	2.7%	155,085	\$	1,340,707	
Bowling Centers	14	3	0.1%	34,060	0.0%	11,353	83,569	0.0%	27,856	0.0%	0	117,629	129,411	-9.1%	0.0%	39,210	\$	7,646	
Route Sales	19	82	2.4%	1,342,197	0.5%		3,022,231	0.6%				4,364,428	2,125,284	105.4%	0.6%	0	\$	283,688	
Quick Card/ScanActiv	20	3	0.1%	631,388	0.3%	210,463	19,800	0.0%	6,600	0.0%	0	651,188	407,398	59.8%	0.1%	217,063	\$	42,327	
ASL & Promotions	99	11	0.3%	1,222,643	0.5%	111,149	3,759,942	0.7%	341,813	37,800	0.5%	3,436	5,020,385	3,174,538	58.1%	0.7%	456,399	\$	326,325
Full Product Sub Total		3219		244,795,694			503,379,188			37,800			748,212,682	644,436,701	16.1%				
Instant Tab																			
Age-Controlled Instant Tab	15	63	1.8%	0	0.0%	0	0	0.0%	0	2,093,040	28.9%	33,223	2,093,040	1,810,860	15.6%	0.3%	33,223		
Charitable Instant Tab	17	138	4.0%	0	0.0%	0	0	0.0%	0	4,327,140	59.7%	31,356	4,327,140	4,014,750	7.8%	0.6%	31,356		
General Instant Tab	18	41	1.2%	0	0.0%	0	0	0.0%	0	789,480	10.9%	19,256	789,480	532,440	48.3%	0.1%	19,256		
Instant Tab Sub Total		242	7.0%	0			0			7,209,660			7,209,660	6,358,050	13.4%				
Total		3461	100%	244,795,694	100%	76,047	503,379,188	100%	156,378	7,247,460	100%	29,948	755,422,342	650,794,751	16.1%	100%	218,267	\$ 48,633,824	
Summary Recap																			
Chain/Indpt Supermarkets		546	15.8%	84,793,804	34.6%	155,300	150,419,580	29.9%	275,494	0	0.0%	0	235,213,384	186,316,159	26.2%	31.1%	430,794	\$ 15,288,870	
Total Convenience Stores		1,951	56.4%	137,708,222	56.3%	70,583	303,784,557	60.3%	155,707	0	0.0%	0	441,492,779	399,177,157	10.6%	58.4%	226,291	\$ 28,697,031	
Total Instant Tabs		242	7.0%	0	0.0%	0	0	0.0%	0	7,209,660	99.5%	29,792	7,209,660	6,358,050	13.4%	1.0%	29,792	\$ 1,316,880	
Other Classifications		722	20.9%	22,293,668	9.1%	30,878	49,175,051	9.8%	68,109	37,800	0.5%	415,063	71,506,519	58,943,385	21.3%	9.5%	99,040	\$ 4,647,924	
Total All Classifications		3,461	100%	244,795,694	100%	76,047	503,379,188	100%	156,378	7,247,460	100%	29,948	755,422,342	650,794,751	16.1%	100%	218,267	\$ 49,950,704	

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

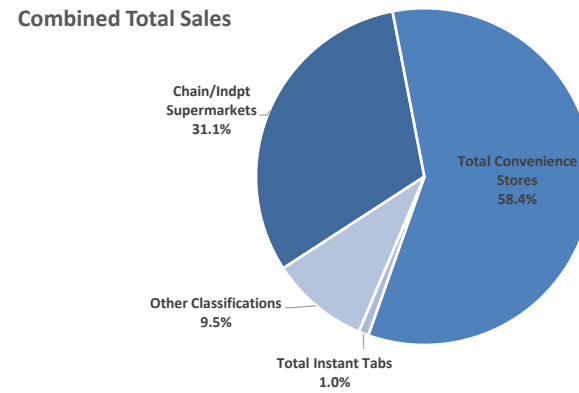
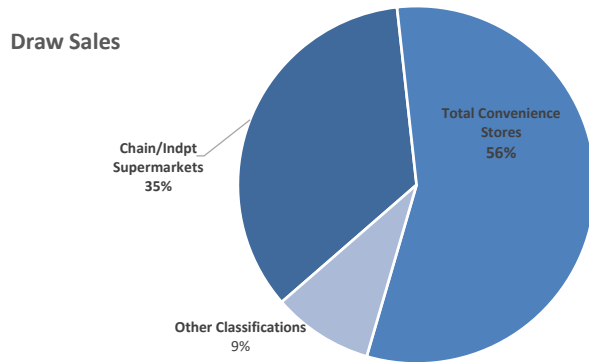
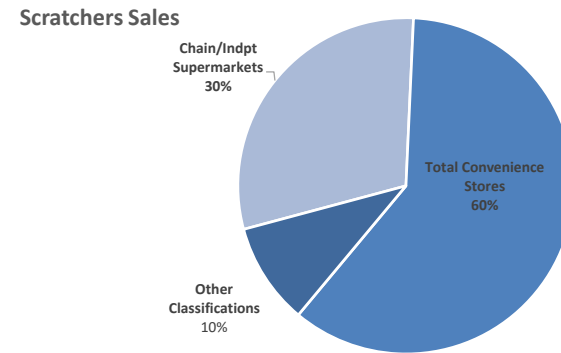
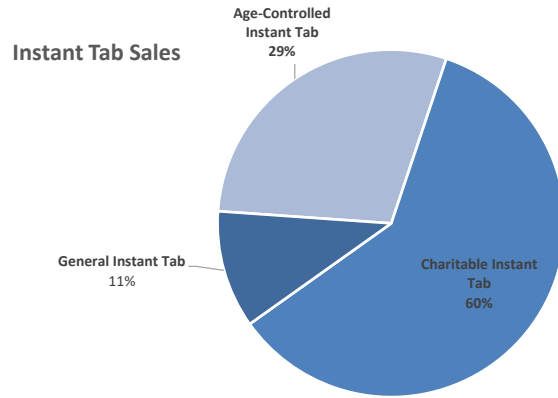


Chart H

ARIZONA LOTTERY COUNTY SALES REVIEW Fiscal Year 2023 July 2022 through December 2022																	
				Draw Games			Scratchers			Instant Tabs			All Products Combined			2022 Estimated	
	# of	% of		Market	Per Store		Market	Per Store		Market	Per Store	FY2022	FY2021	% of	Market	Per Capita	
County	Code	Accts	Accts	Sales	Share	Average	Sales	Share	Average	Sales	Share	Average	Sales	Sales	Change	Share	Wkly Sales
Apache	1	17	0.5%	452,699	0.2%	26,629	1,055,145	0.2%	62,067	27,900	0.4%	15,086,845	1,535,744	1,325,853	15.83%	0.2%	\$0.82
Cochise	2	88	2.5%	4,172,719	1.7%	47,417	11,507,538	2.3%	130,767	171,060	2.4%	10,035,363	15,851,317	14,661,442	8.12%	2.1%	\$4.88
Coconino	3	105	3.0%	4,474,621	1.8%	42,615	8,677,876	1.7%	82,646	15,060	0.2%	823,896	13,167,557	11,931,857	10.36%	1.7%	\$3.48
Gila	4	45	1.3%	1,822,070	0.7%	40,490	4,735,107	0.9%	105,225	28,920	0.4%	3,885,411	6,586,097	6,138,929	7.28%	0.9%	\$4.65
Graham	5	22	0.6%	743,136	0.3%	33,779	3,290,383	0.7%	149,563	26,340	0.4%	8,676,633	4,059,859	3,781,501	7.36%	0.5%	\$3.85
Greenlee	6	6	0.2%	199,228	0.1%	33,205	1,159,361	0.2%	193,227	2,760	0.0%	3,391,271	1,361,349	1,064,887	27.84%	0.2%	\$5.46
La Paz	15	43	1.2%	1,282,640	0.5%	29,829	2,173,750	0.4%	50,552	157,980	2.2%	30,150,957	3,614,370	3,231,109	11.86%	0.5%	\$6.54
Maricopa	7	1954	56.4%	146,883,528	60.0%	75,171	325,993,376	64.8%	166,834	3,798,720	52.4%	6,330,937	476,675,624	408,546,306	16.68%	63.1%	\$3.94
Mohave	8	212	6.1%	25,297,018	10.3%	119,326	24,440,148	4.9%	115,284	897,240	12.4%	8,682,466	50,634,406	38,863,343	30.29%	6.7%	\$8.94
Navajo	9	64	1.8%	2,657,640	1.1%	41,526	6,221,394	1.2%	97,209	123,600	1.7%	11,384,818	9,002,634	8,198,648	9.81%	1.2%	\$3.08
Pima	10	445	12.8%	30,066,379	12.3%	67,565	59,869,861	11.9%	134,539	744,900	10.3%	6,064,858	90,681,140	81,171,210	11.72%	12.0%	\$3.26
Pinal	11	162	4.7%	11,528,346	4.7%	71,163	26,096,380	5.2%	161,089	635,760	8.8%	13,499,882	38,260,486	32,969,278	16.05%	5.1%	\$2.97
Santa Cruz	12	22	0.6%	1,631,660	0.7%	74,166	2,223,406	0.4%	101,064	0	0.0%	0	3,855,066	3,657,949	5.39%	0.5%	\$3.17
Yavapai	13	152	4.4%	8,416,001	3.4%	55,368	16,303,587	3.2%	107,260	318,720	4.4%	9,270,589	25,038,308	22,004,366	13.79%	3.3%	\$3.98
Yuma	14	126	3.6%	4,536,621	1.9%	36,005	9,631,876	1.9%	76,443	298,500	4.1%	16,107,035	14,466,997	12,840,675	12.67%	1.9%	\$2.55
Virtual	26	2	0.1%	631,388	0.3%	315,694	0	0.0%	0	0	0.0%	0	631,388	407,398	54.98%	0.1%	#DIV/0!
Total		3465	100%	244,795,694	100%	70,648	503,379,188	100%	145,275	7,247,460	100%	7,247,460	755,422,342	650,794,751	16.08%	100%	\$3.86

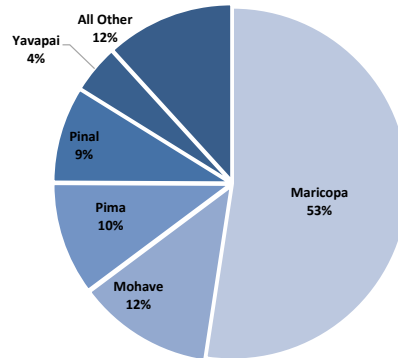
Summary Recap

Maricopa and Pima Counties	2399	69.2%	176,949,907	72.3%	73,760	385,863,237	76.7%	160,843	4,543,620	62.7%	6,285,726	567,356,764				75.1%	
Mohave, Pinal and Yavapai	526	15.2%	45,241,365	18.5%	86,010	66,840,115	13.3%	127,072	1,851,720	25.5%	10,019,439	113,933,200				15.1%	
All Other Counties	540	15.6%	22,604,422	9.2%	41,860	50,675,836	10.1%	93,844	852,120	11.8%	9,228,075	74,132,378				9.8%	

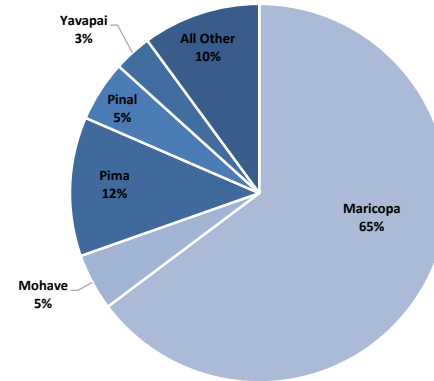
Chart I

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

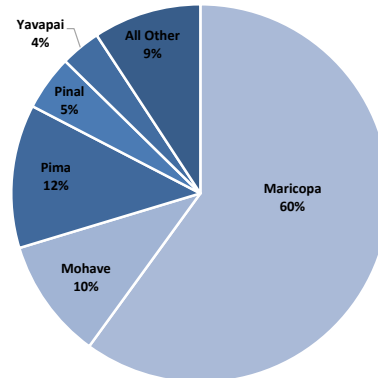
**Instant Tab Sales**



**Scratchers Sales**



**Draw Game Sales**



**Combined Sales**

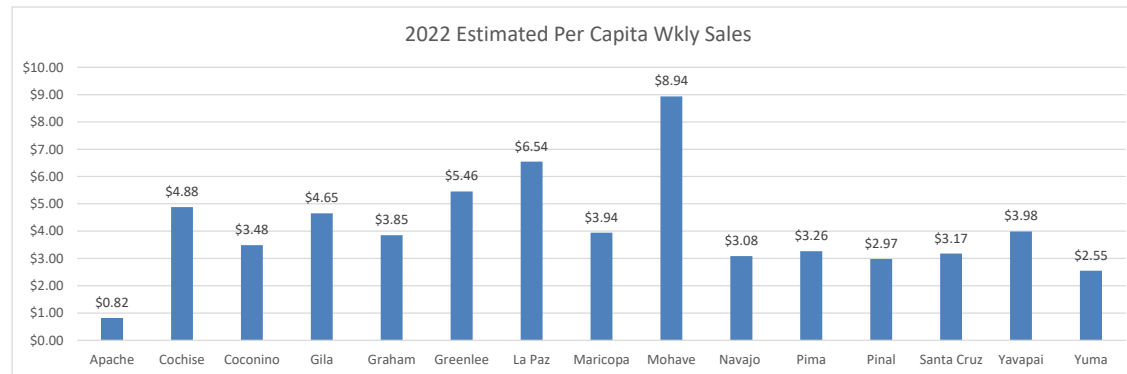
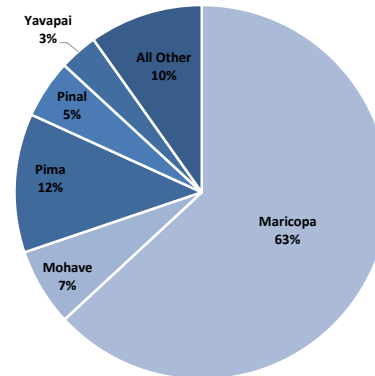


Chart J

**New Business Item #1**  
Fast Play™ Game Profile  
Report to Arizona Lottery Commission  
January 20, 2023

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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: *Monsoon Money* #152.

**Monsoon Money #152.** This \$1 Arizona-themed game has a top prize of \$1,500. In this game, players match the YOUR NUMBERS to the WINNING NUMBERS to win a prize.

Attachments (Commissioners only)



**New Business Item #2**  
Players Club Promotion Profile #125  
Report to Arizona Lottery Commission  
January 20, 2023

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This report has been provided to the Lottery Commission regarding the Statehood Giveaway 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: Statehood Giveaway #125

**Statehood Giveaway Promotion Profile #125**

Starting February 1, 2023 players will be able to enter winning and non-winning eligible draw game tickets for a chance to win \$110,000 and a State Forty Eight prize pack.

Attachments (Commissioners only)