



April 21, 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 **April 21, 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 March 17, 2023, Public Meeting

**Agency Reports**

1. Director's Presentation
2. Retailer of the Quarter - Presentation
3. Financial Report – Presentation
4. Marketing & Products Review –Presentation
5. 3<sup>rd</sup> Quarter Review – No Presentation
6. New Games Introduction – No Presentation

**New Business**

1. Discussion and possible action on new instant scratch game profiles: *Instant Jackpot #1418, Triple Bonus Crossword #1421, Triple \$\$\$ #1422, \$100 Stacked #1423, and Snow Much Fun #1427.*
2. Discussion and possible action on new Fast Play™ game profile: *Cauldron Cash #158.*

## **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 May 19, 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 13th day of April, 2023

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Russ Harben  
Deputy Director Operations &  
Chief Financial Officer

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 March 17, 2023, Meeting

**PRESIDING** Chair Jeff Weintraub (Teleconference)

**COMMISSIONERS** Tim Baumgarten (In-Person), Julie Katsel (Teleconference)

**LOTTERY** Russ Harben; Deputy Director of Operations & Chief Financial Officer, Todd Terrell; Deputy Director of Security and Investigations, Raynie Hosto; Deputy Director of Customer Service & Sales, (In-Person) Greg Chmielewski Deputy Director of Strategic Planning & Initiatives (Teleconference)

Luanne Mansanares, Jacob Rusywick, John Gilliland, Adam Tollefson and Ray Ortega (In Person) Alexandra Adukeh, Shelby Alessi, Debra Andrego, Cassandra Bierworth, Mary Cimaglio, Anjali Dang, Justin Felker, Shelby Figueroa, Michael Jennings, Susan Kalember, Mia Lemke, Cheyenne McMurty, Victor Mendoza, Kimberly Morrison, Robin Peters, Allyson Saltford, Lynda Sellers, Kathleen Syms, Nicholas Wagner, and Gregory Welch (Teleconference)

**GUESTS** Attorney General Representative: Pam Peiser (Teleconference)

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

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

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

**PUBLIC** None

### **Call to Order**

1. **Call for Quorum:** Pursuant to the Public Notice dated March 09, 2023, the Public Meeting of the Arizona State Lottery Commission was called to order at 10:04 a.m. by Chair Jeff Weintraub.

A quorum was present, with Chair Weintraub, Commissioner Katsel (Teleconference), and Commissioner Baumgarten. (Appearing in-person)

2. **Notice:** Notice was posted by Luanne Mansanares on March 09, 2023, at 2:00 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 February 17, 2023, Public Meeting. Commissioner Katsel moved; Commissioner Baumgarten seconded. The vote was unanimous with Chair Weintraub voting aye, Commissioner Katsel voting aye, Commissioner Baumgarten voting aye. The motion carried.

## Agency Reports

1. **Director's Presentation:** Deputy Director of Operations, Russ Harben informed the Commission that Deputy Director of Legal Services, Sherri Zendri has left the agency and accepted another offer with the Maricopa County court system. John Gilliland presented information on the beneficiary focus of the month, Phoenix Public Library Foundation's College Depot. Deputy Director of Operations, Russ Harben concluded the presentation with a legislative update. The presentation is attached for the official minutes
2. **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.
3. **Products & Marketing Update – No Presentation**
4. **New Games Introduction – No Presentation**

## New Business

1. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new instant scratch game profiles: *Universal Monsters* #1412, *Fruit Explosion* #1417, and *Sunshine Slingshot Trio* #1419. There was no response from the public.

In accordance with A.R.S. §5-554(C), Chair Weintraub entertained a motion to approve the orders and authorize the Agency to issue the orders regarding new instant scratch game profiles: #1412, #1417, and #1419. Commissioner Baumgarten moved; Commissioner Katsel seconded. The vote was unanimous with Chair Weintraub voting aye, Commissioner Katsel voting aye, and Commissioner Baumgarten voting aye. The motion carried.

2. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new instant tab game profiles: *True Heroes* #183, *USA* #184, *Slots of Cash* #185, *Spicy 9s* #186, *Patriot's Dream* #187, *Got Luck* #188, *Freedom Road* #189, *Lucky Bucks* #190, *Hot Cash* #1088, *Fun Money* #1089, *1<sup>st</sup> & Goal* #1090, *Head'n for Home* #1091, *Suited Up* #1092, *Wild Reels* #1093, *Crisis Cross Cash*

Luanne Mansanares stopped the Commissioner and informed Chair Weintraub that he stated "Crisis Cross Cash" instead of *Criss Cross Cash*.

Chair Weintraub made the correction by stating *Criss Cross Cash* #1094, and *Max Money* #1095. There was no response from the public.

In accordance with A.R.S. §5-554(C), Chair Weintraub entertained a motion to approve the order and authorize the Agency to issue the order regarding new instant tab game profiles: #183, #184, #185, #186, #187, #188, #189, #190, #1088, #1089, #1090, #1091, #1092, #1093, #1094, and #1095.

Commissioner Baumgarten requested to discuss and ask questions regarding the games.

Chair Weintraub informed the Commissioner he would obtain a motion first and then have a discussion. Commissioner Katsel moved; Chair Weintraub seconded, and Chair Weintraub opened the floor for discussion.

Commissioner Baumgarten raised questions regarding the pull tab game odds.

Russ Harben informed the Commission that Deputy Director of Products & Marketing is currently out of the office however, Mary Cimaglio, Senior Instant Games Manager will be able to address your questions.

Mary Cimaglio addressed Commission by verifying the game numbers in question. Mary also explained the game differences that account for the difference in odds between games.

Commissioner Baumgarten clarified the reasons for his comments.

Mary provided additional explanation of the game differences.

Russ Harben provided information regarding the deal information for pull tabs.

Chair Weintraub stated if odds are intentional and not accidental, and it's an intentional strategy, and there's a reason behind the odds it's understandable.

Commissioner Baumgarten stated he can accept the information that was provided and that the items are sold at different venues. He may have a few more questions after the meeting.

Chair Weintraub asked if there was any other discussion. There was no response.

The vote was unanimous with Commissioner Baumgarten voting aye, Commissioner Katsel voting aye, and Chair Weintraub voting aye. The motion carried

3. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new Fast Play™ game profiles: *Lightning Fast Cash Progressive* #154 and *Lightning Fast Cash Double Progressive* #155. There was no response 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: #154, and #155. Commissioner Baumgarten moved; Commissioner Katsel seconded. The vote was unanimous with Chair Weintraub voting aye, Commissioner Katsel voting aye, and Commissioner Baumgarten voting aye. The motion carried

4. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new promotion profile: *Lightning Fast Cash* #127. There was no response from the public.

In accordance with A.R.S. §5-554(C), Chair Weintraub entertained a motion to approve the order and authorize the Agency to issue the order regarding new promotion profile:

#127. Commissioner Katsel moved; Commissioner Baumgarten seconded. The vote was unanimous with Chair Weintraub voting aye, Commissioner Katsel voting aye, and Commissioner Baumgarten voting aye. The motion carried

### **Call to the Public**

Chair Weintraub invited members of the public to speak before the Commission. There was no response from the public.

### **Announcements**

The next Commission meeting will be held in person on April 21, 2023, at 10:00 a.m. Chair Weintraub asked if there any other announcements. There was no response.

### **Adjournment**

Chair Weintraub stated with nothing remaining on the agenda, we are adjourned. The meeting adjourned at 10:43 am.

### **Materials**

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### **Notice**

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**Agency Reports**  
Report to Arizona Lottery Commission  
April 21, 2023

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**Director’s Presentation**

**Retailer of the Quarter - Presentation**

**Financial Report – Presentation**

**Marketing & Products Review – Presentation**

**3<sup>rd</sup> Quarter Review – No Presentation**

**New Game Introductions – No Presentation**

New Game Introductions. The following games were introduced since the last commission meeting: *YAHTZEE™* #1396, *\$230 Million Cash Explosion* #1400, *7-11-21* #1404, *Wild Cherry Doubler* #1405, and *\$10,000 Blowout* #1406.

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 4/10/23</b>
4/4/23	\$2	1331	Crossword	13,476,750	98%
4/4/23	\$3	1332	Treasure Hunt	3,111,300	89%
4/4/23	\$5	1341	Bee Lucky Bingo	6,292,560	46%
4/4/23	\$2	1359	Lucky Numbers	2,137,650	78%
4/4/23	\$10	1363	Big Money	2,198,040	81%

# **ATTACHMENT A**

# Dashboard Report April 2023

SERVING ARIZONA FOR 41 YEARS



**-0.14%**

vs. Proj (FYTD)

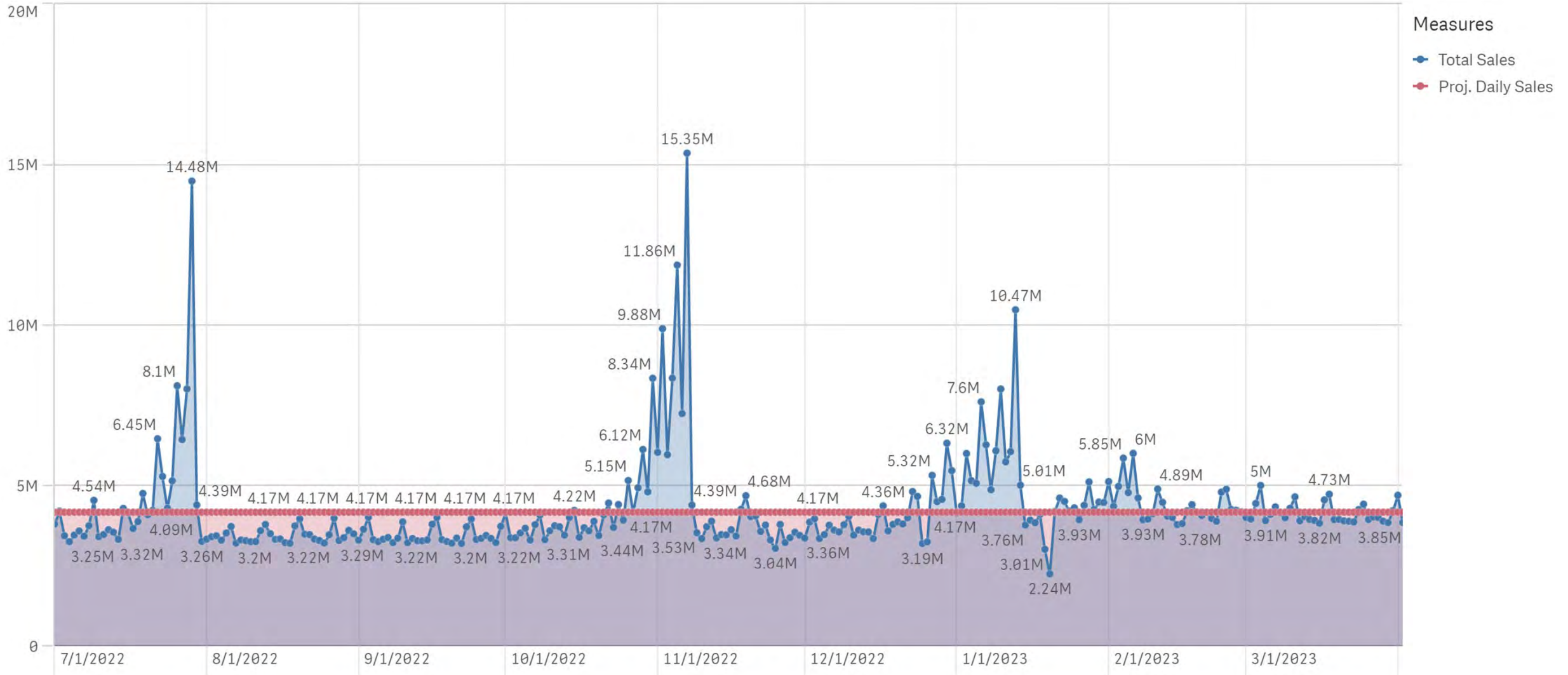
Total Sales (FYTD)  
**\$1,169,653,810**

**14.43%**

vs. PYTD

2.44%	Draw Sales \$361,393,907 <small>30.9% Total Sales</small>	49.73%	Draw Sales : From 7/1/2017 - To 4/2/2023 Fast Play Sales : From 2/11/2018 - To 4/2/2023 Pulltab Sales : From 7/2/2017 - To 3/31/2023 Scratcher Sales : From 7/1/2017 - To 4/2/2023	-1.26%	Instant Sales \$808,259,903 <small>69.1% Total Sales</small>	3.51%
vs. Proj (FYTD)		vs. PYTD		vs. Proj (FYTD)		vs. PYTD
2.72%	Multi-State \$260,322,690 <small>22.0% Draw Sales</small>	89.14%		-1.25%	Scratchers Sales \$796,598,663 <small>68.0% Instant Sales</small>	3.41%
vs. Proj (FYTD)		vs. PYTD		vs. Proj (FYTD)		vs. PYTD
1.68%	In-State \$64,631,077 <small>17.0% Draw Sales</small>	-3.47%		-1.39%	Charitable Pulltab Sales \$6,929,220 <small>0.9% Instant Sales</small>	7.34%
vs. Proj (FYTD)		vs. PYTD	vs. Proj (FYTD)		vs. PYTD	
1.11%	Quick Draw \$1,778,649 <small>0.5% Draw Sales</small>	54.93%	-2.38%	Age Rest. Pulltab Sales \$3,537,000 <small>0.4% Instant Sales</small>	12.55%	
vs. Proj (FYTD)		vs. PYTD	vs. Proj (FYTD)		vs. PYTD	
1.85%	Fast Play \$34,661,491 <small>0.8% Draw Sales</small>	-2.71%	-0.27%	Other Pulltab Sales \$1,191,240 <small>0.1% Instant Sales</small>	34.35%	
vs. Proj (FYTD)		vs. PYTD	vs. Proj (FYTD)		vs. PYTD	

# Daily Sales vs Goal

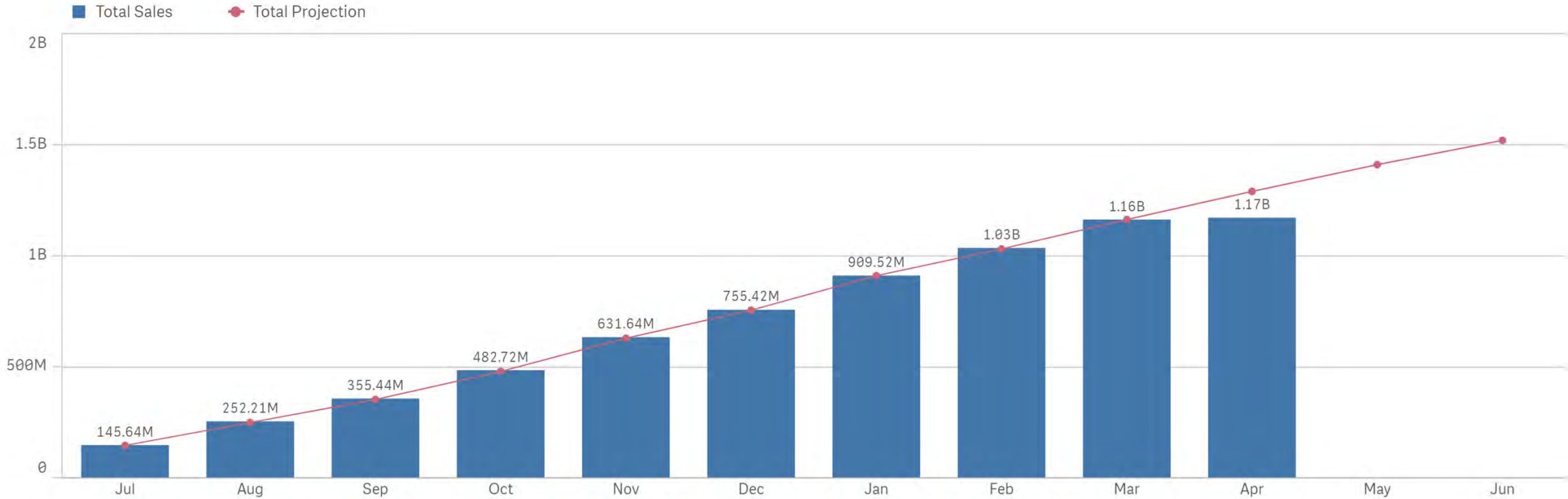






# YTD Sales vs. Projection

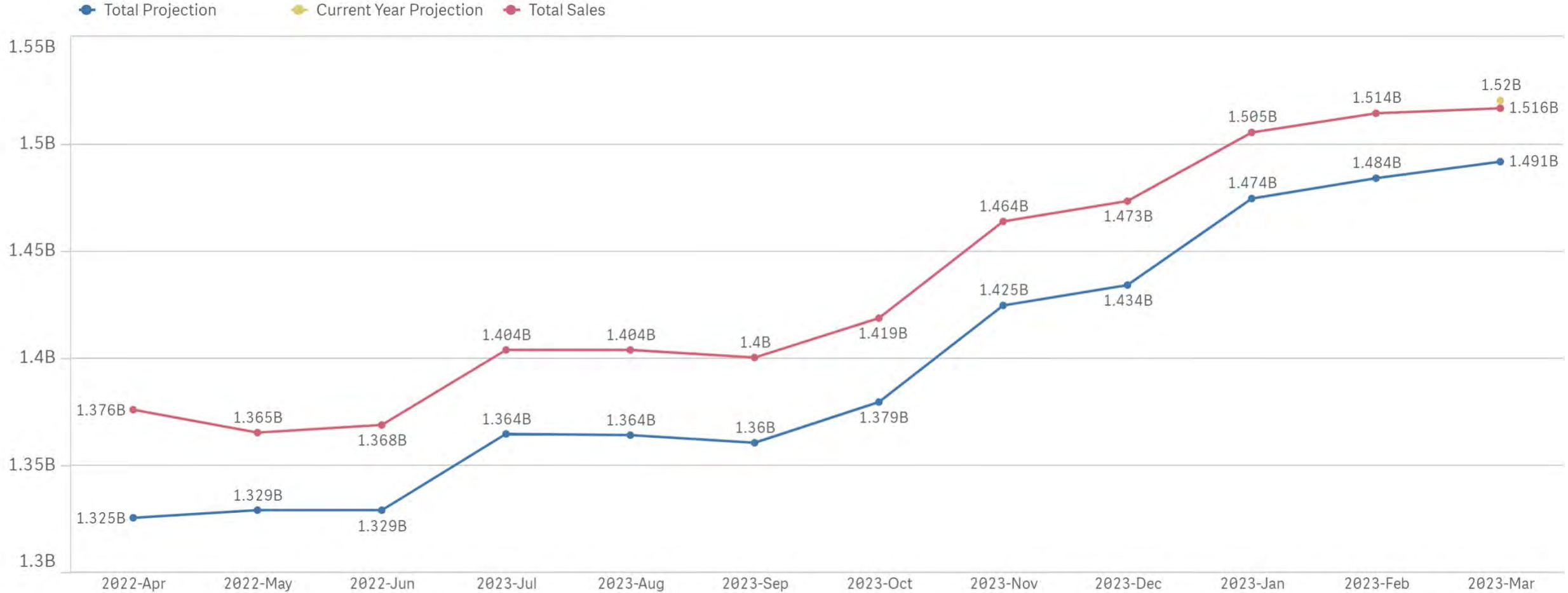
FY 2023 Total Sales vs. Projection



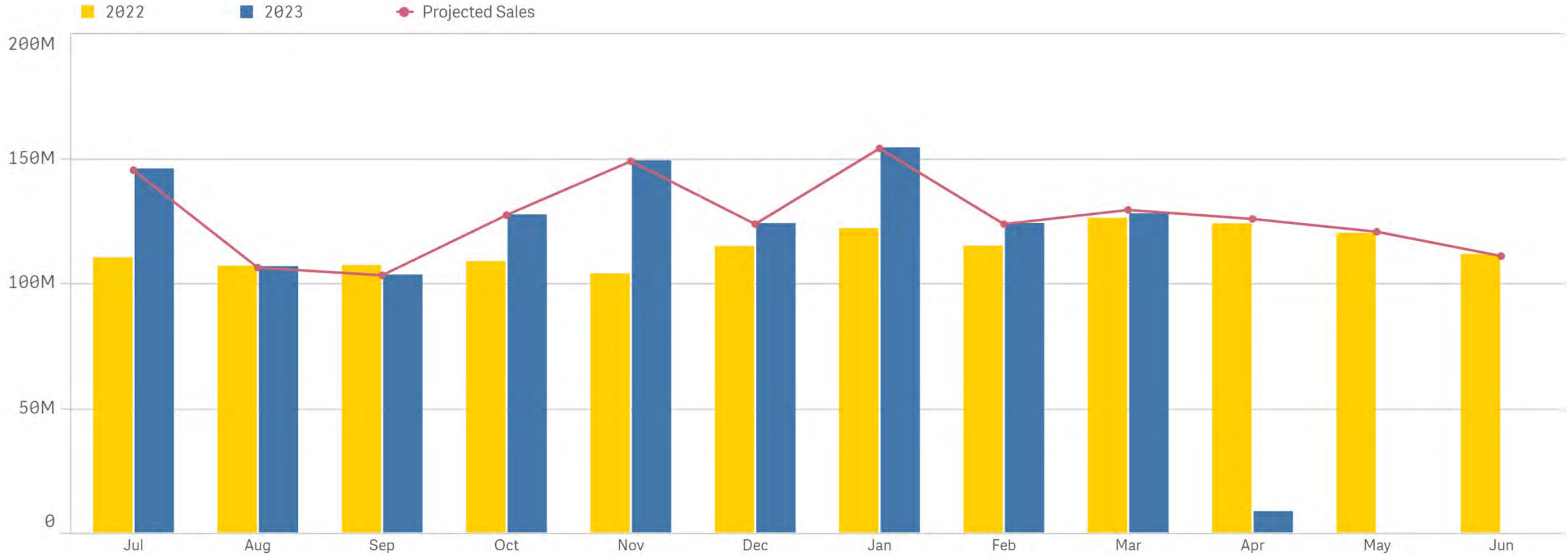


# Rolling 12 Month Total Sales

Rolling 12 Month Sales

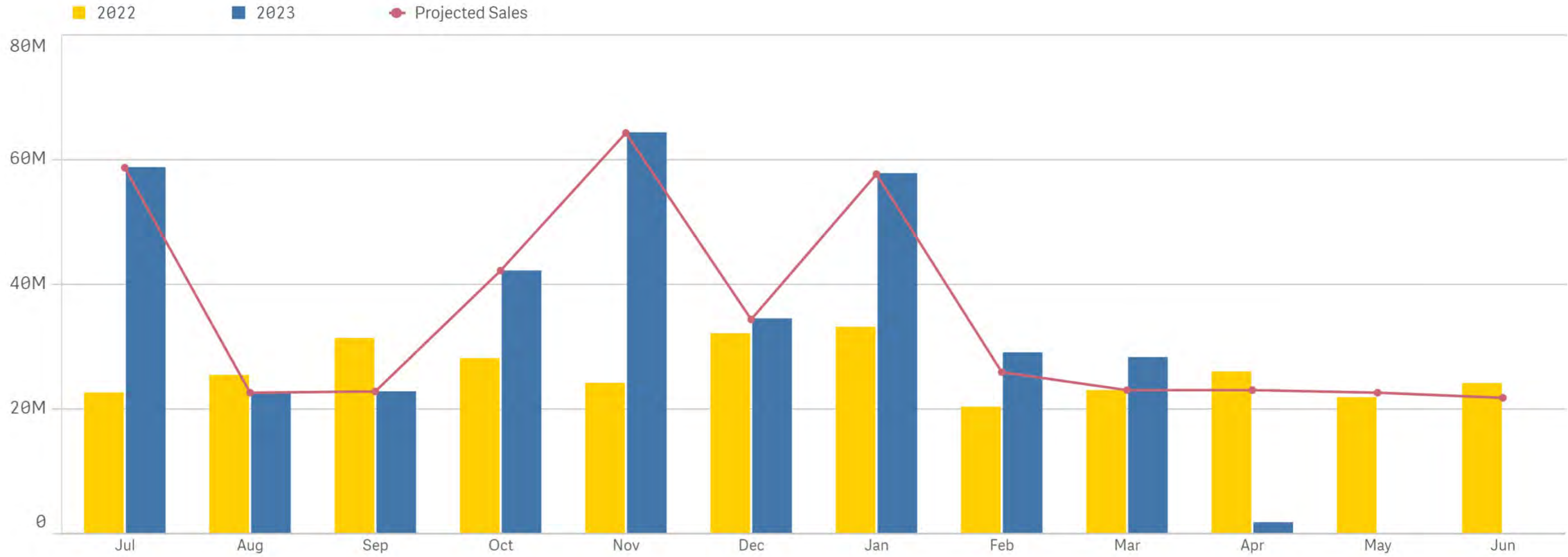


Total Sales FY 2022 vs. 2023 vs. Projection

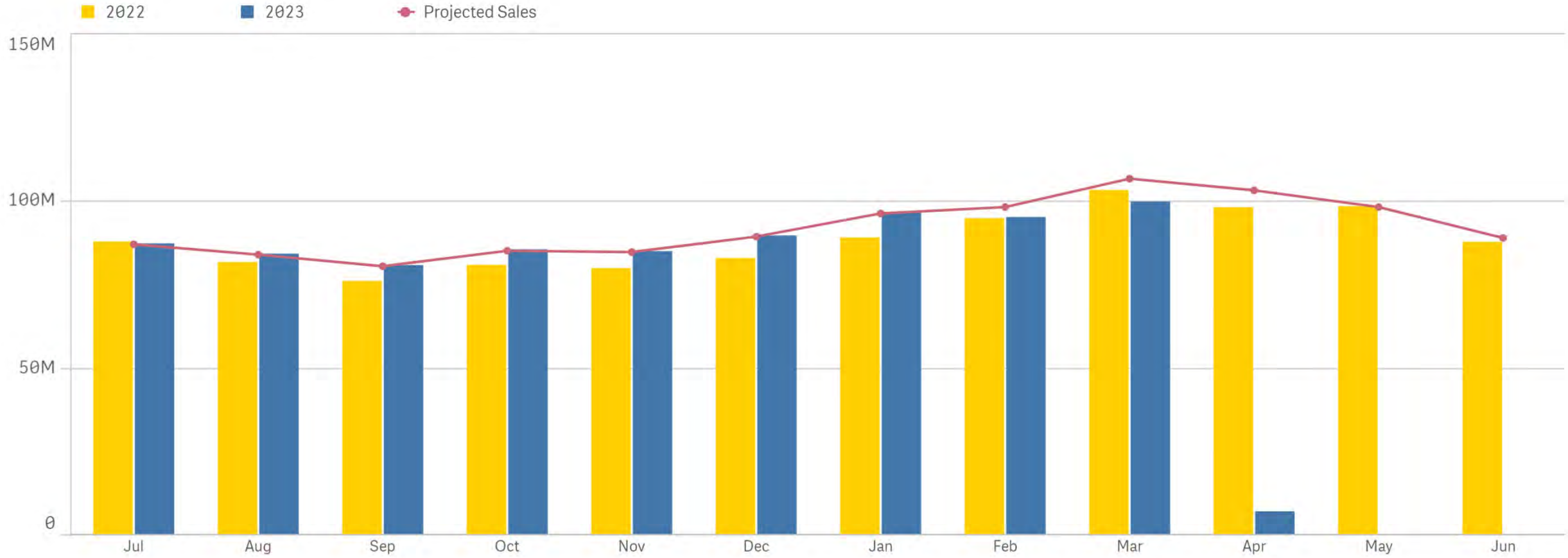




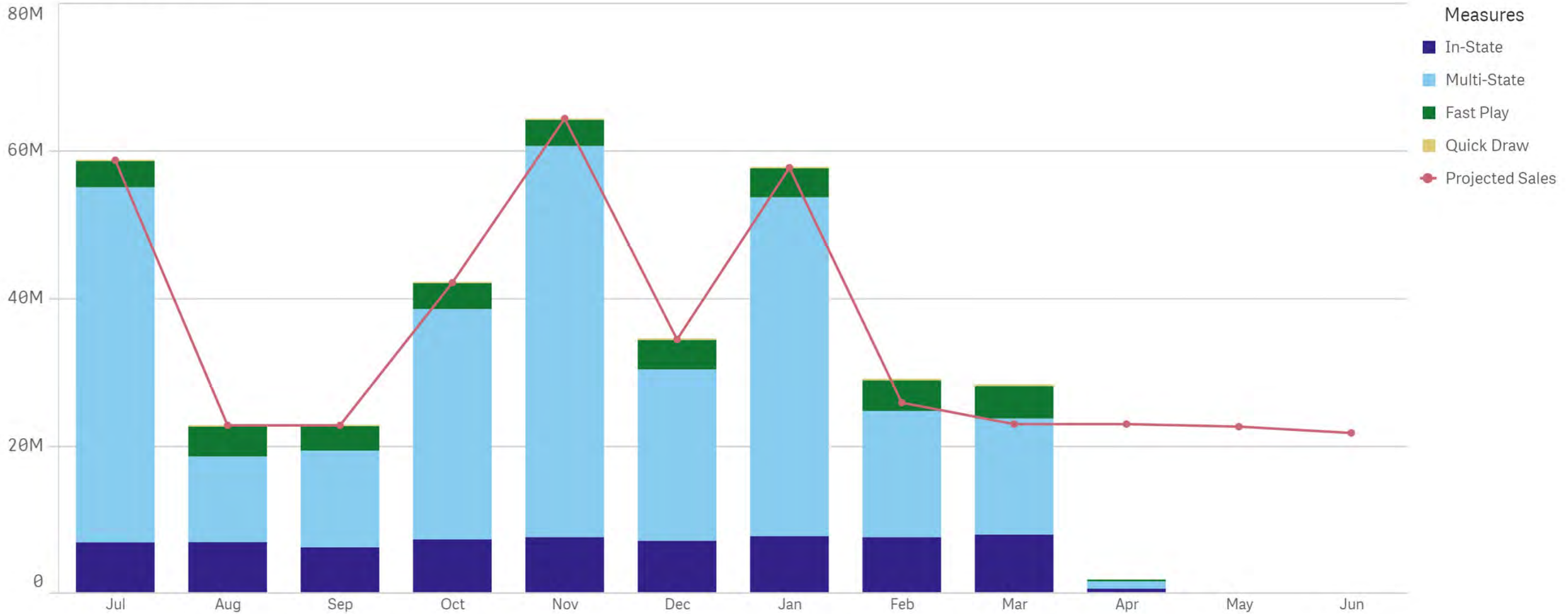
Draw Sales FY 2022 vs. 2023 vs. Projection



Instant Sales FY 2022 vs. 2023 vs. Projection



FY 2023 Draw Sales by month

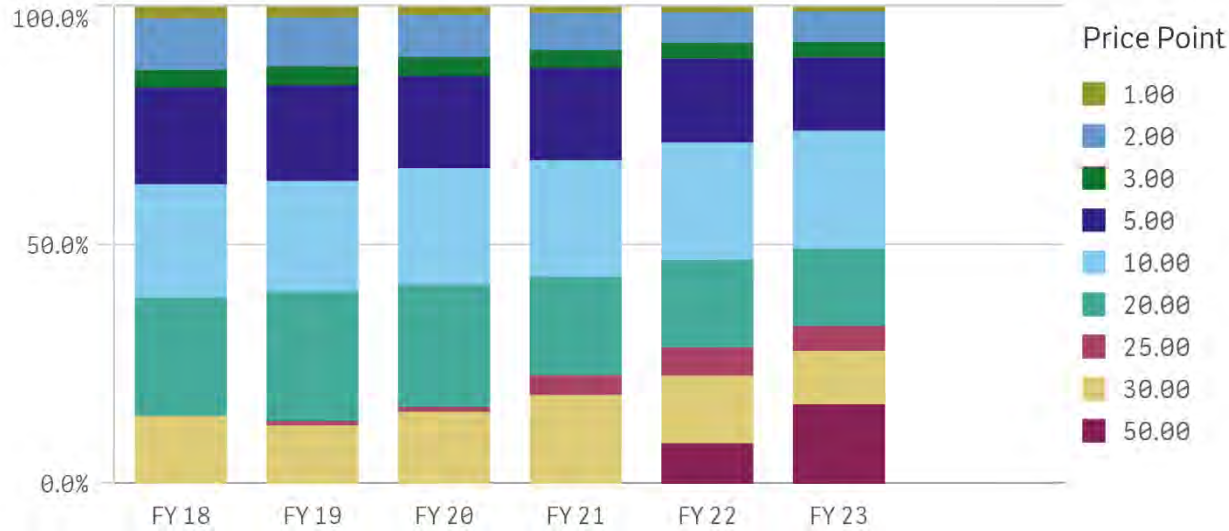




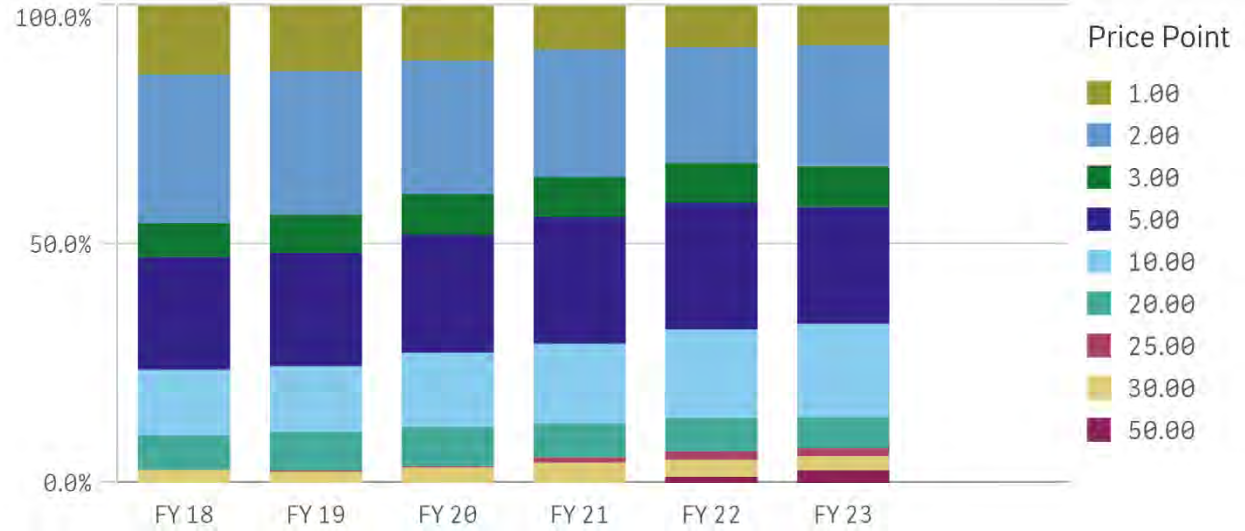


# Scratcher Sales by Price Point

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	\$8,279,460	1.00	17,327,856	15,243,692	14,836,696	12,025,050	8,279,460
2.00	\$76,045,580	\$74,204,632	\$86,605,472	\$67,053,928	\$50,638,122	2.00	38,022,790	37,102,316	43,302,736	33,526,964	25,319,061
3.00	\$30,416,967	\$33,795,897	\$40,770,039	\$34,325,706	\$25,898,841	3.00	10,138,989	11,265,299	13,590,013	11,441,902	8,632,947
5.00	\$150,294,810	\$163,624,105	\$214,810,495	\$183,329,755	\$122,283,990	5.00	30,058,962	32,724,821	42,962,099	36,665,951	24,456,798
10.00	\$173,763,390	\$207,204,520	\$271,076,850	\$256,301,440	\$196,888,850	10.00	17,376,339	20,720,452	27,107,685	25,630,144	19,688,885
20.00	\$204,007,420	\$217,273,740	\$228,944,840	\$192,016,600	\$129,105,160	20.00	10,200,371	10,863,687	11,447,242	9,600,830	6,455,258
25.00	\$6,504,400	\$8,628,650	\$45,939,625	\$61,671,325	\$41,700,050	25.00	260,176	345,146	1,837,585	2,466,853	1,668,002
30.00	\$91,917,900	\$128,434,380	\$206,849,550	\$147,402,630	\$88,787,790	30.00	3,063,930	4,281,146	6,894,985	4,913,421	2,959,593
50.00	\$0	\$0	\$0	\$89,036,700	\$133,016,400	50.00	0	0	0	1,780,734	2,660,328









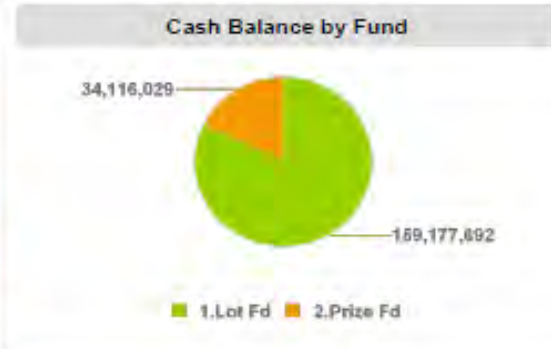
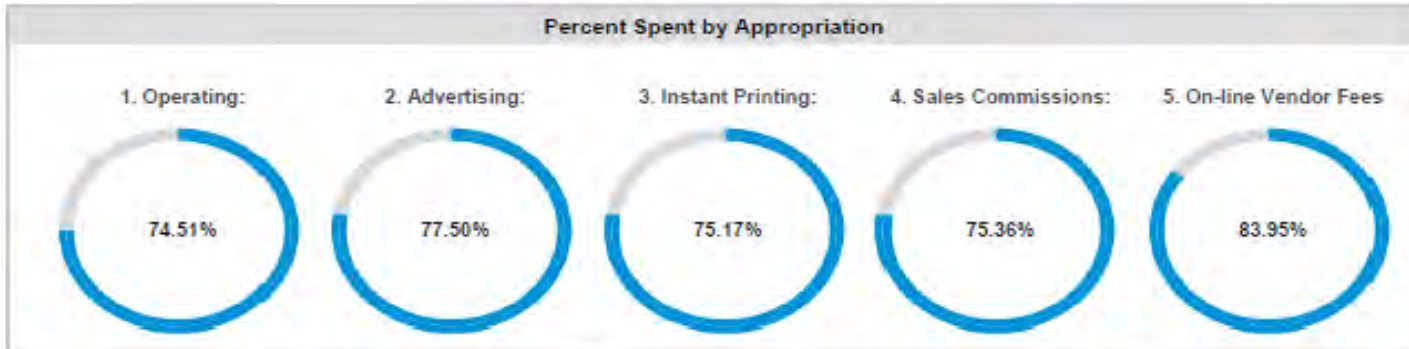
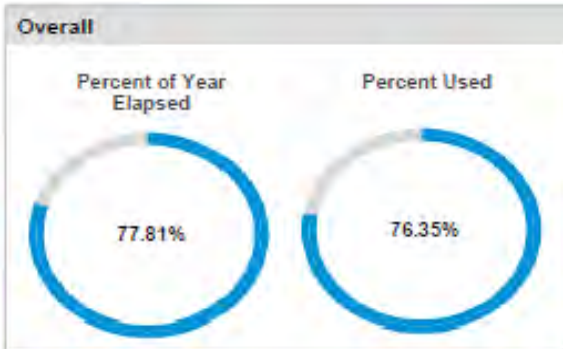




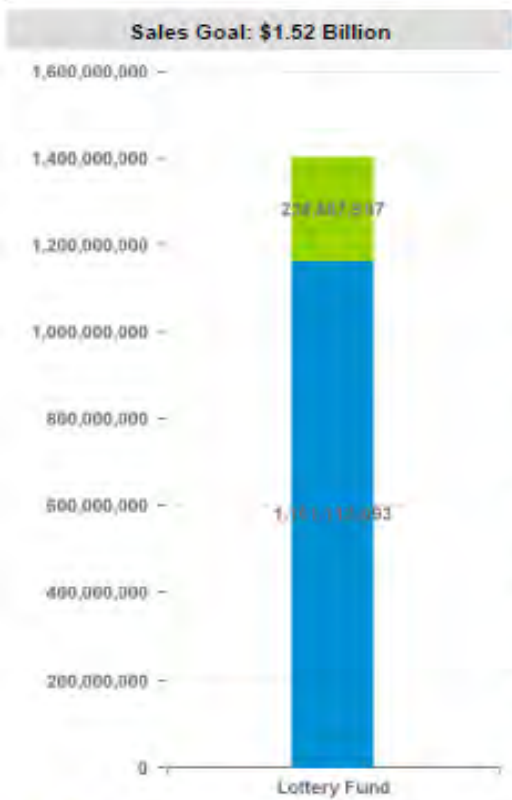
# Instant Game Monthly Sales

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	\$94,862,735	\$933,240	\$465,480	\$96,391,055	\$88,749,211	8.6%
Feb	\$93,542,467	\$773,700	\$452,520	\$94,882,087	\$94,521,006	0.4%
Mar	\$98,001,273	\$902,160	\$500,040	\$99,547,113	\$102,981,838	-3.3%
Apr	\$6,813,000	\$0	\$0	\$6,813,000	\$97,816,671	-93.0%
May	\$0	\$0	\$0	\$0	\$98,156,659	-100.0%
Jun	\$0	\$0	\$0	\$0	\$87,464,598	-100.0%

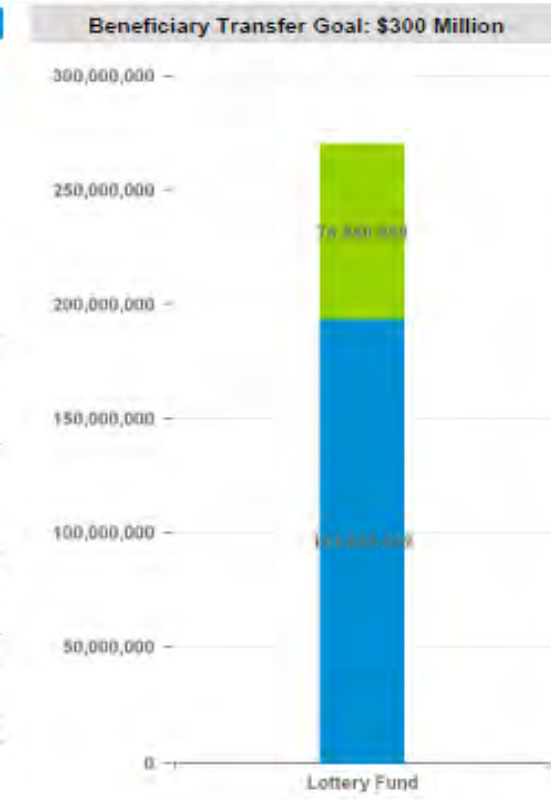
# FY23 Year-to-date Financial Status



## Budget by Appropriation Type and Object Class



Appropriation	Object Class	Budget	Expenditures	Encumbered	Remaining	% Used
1. Operating:	0000 - Appropriation Budget	10,468,900	-	-	10,468,900	
	6000 - Personal Services	-	3,505,527	-	-3,505,527	
	6100 - Employee Related Expenditures	-	1,402,397	-	-1,402,397	
	6200 - Professional And Outside Services	-	445,366	200,542	-645,908	
	6500 - Travel - In-State	-	21,342	15,054	-36,395	
	6600 - Travel - Out-Of-State	-	38,752	-	-38,752	
	7000 - Other Operating Expenditures	-	940,394	1,136,740	-2,077,134	
	8100 - Capital Outlay	-	-	-	-	
	8400 - Capital Equipment	-	-	-	-	
	8500 - Non-Capital Equipment	-	12,831	66	-12,896	
	9100 - Transfers Out	-	81,690	-	-81,690	
<b>Total:</b>		<b>10,468,900</b>	<b>6,448,298</b>	<b>1,352,401</b>	<b>2,668,201</b>	<b>74.51%</b>
2. Advertising:	0000 - Appropriation Budget	15,500,000	-	-	15,500,000	
	7000 - Other Operating Expenditures	-	8,162,844	3,800,123	-11,962,967	
	9100 - Transfers Out	-	50,000	-	-50,000	
<b>Total:</b>		<b>15,500,000</b>	<b>8,212,844</b>	<b>3,800,123</b>	<b>3,487,033</b>	<b>77.50%</b>
3. Instant Printing:	0000 - Appropriation Budget	38,680,100	-	-	38,680,100	
	7000 - Other Operating Expenditures	-	19,604,563	9,470,814	-29,075,377	
	8400 - Capital Equipment	-	-	-	-	
<b>Total:</b>		<b>38,680,100</b>	<b>19,604,563</b>	<b>9,470,814</b>	<b>9,604,723</b>	<b>75.17%</b>
4. Sales Commissions:	0000 - Appropriation Budget	92,953,900	-	-	92,953,900	
	7000 - Other Operating Expenditures	-	61,897,280	8,154,135	-70,051,415	
<b>Total:</b>		<b>92,953,900</b>	<b>61,897,280</b>	<b>8,154,135</b>	<b>22,902,485</b>	<b>75.36%</b>
5. On-line Vendor Fees:	0000 - Appropriation Budget	18,252,317	-	-	18,252,317	
	6200 - Professional And Outside Services	-	14,553,433	769,679	-15,323,113	
<b>Total:</b>		<b>18,252,317</b>	<b>14,553,433</b>	<b>769,679</b>	<b>2,329,204</b>	<b>83.95%</b>
<b>Grand Total:</b>		<b>175,855,217</b>	<b>110,716,419</b>	<b>23,547,152</b>	<b>41,591,646</b>	



# **ATTACHMENT B**

## **FY23 3rd 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

Executive Director

**Arizona Lottery**  
**FY2023 – Product Review**  
**Third Quarter Review – January 2023 through March 2023**

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

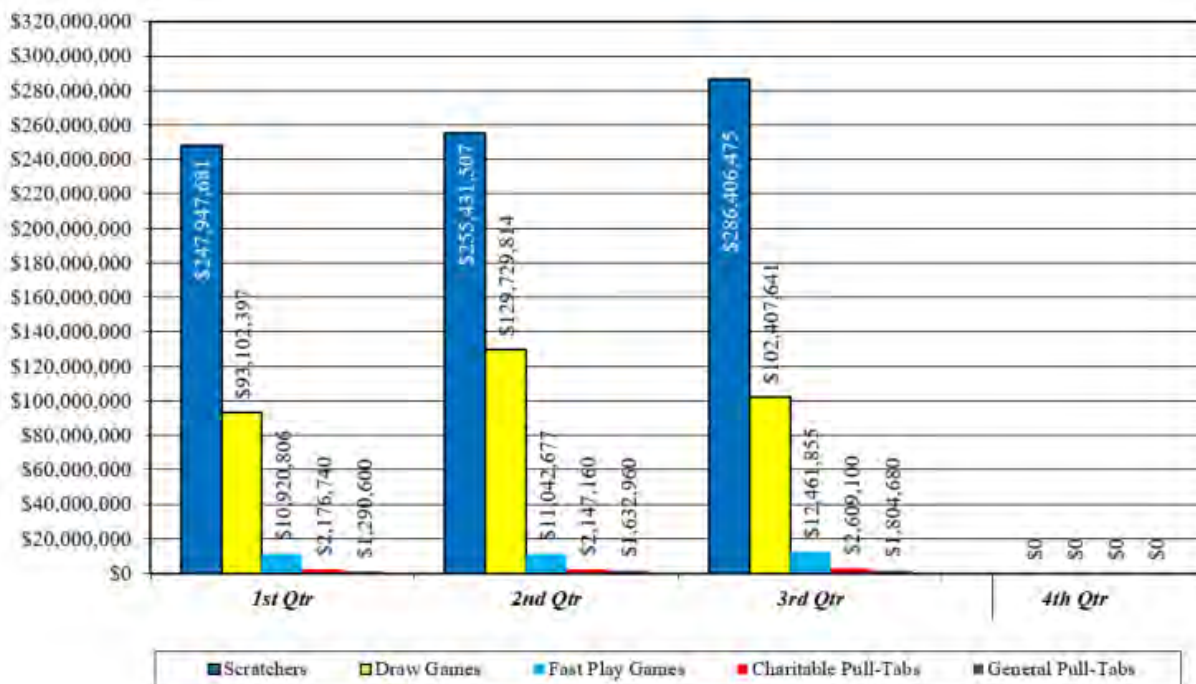
**General Overview**

Sales through the third quarter of FY23 reached \$1,161,112,093 - an increase of 14.6% from the same period last fiscal year. The breakdown by product is as follows:

	<u>1<sup>st</sup> Quarter</u>	<u>2<sup>nd</sup> Quarter</u>	<u>3<sup>rd</sup> Quarter</u>	<u>Total</u>	<u>Mkt Share</u>
<b>Scratchers<sup>®1</sup></b>	\$247,947,681	\$255,431,507	\$286,406,475	\$789,785,663	68.02%
<b>Draw Games</b>	\$93,102,397	\$129,729,814	\$102,407,641	\$325,239,852	28.01%
<b>Fast Play Games</b>	\$10,920,806	\$11,042,677	\$12,461,855	\$34,425,338	2.96%
<b>Charitable Pull-Tabs</b>	\$2,176,740	\$2,147,160	\$2,609,100	\$6,933,000	0.60%
<b>General Pull-Tabs</b>	\$1,290,600	\$1,632,960	\$1,804,680	\$4,728,240	0.41%
<b>Total</b>	<b>\$355,438,224</b>	<b>\$399,984,118</b>	<b>\$405,689,751</b>	<b>\$1,161,112,093</b>	

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



	<u>FY20</u>	<u>FY21</u>	<u>FY22</u>	<u>FY23</u>
<b>Scratchers®</b>	77.27%	77.11%	75.34%	68.02%
<b>Draw Games</b>	19.39%	18.93%	20.15%	28.01%
<b>Fast Play Games</b>	2.60%	3.14%	3.49%	2.96%
<b>Charitable Pull-Tabs</b>	0.49%	0.55%	0.64%	0.60%
<b>General Pull-Tabs</b>	0.24%	0.28%	0.40%	0.41%

As indicated in the charts above, the Scratchers contribution to total sales through the third quarter of the year represents 68.02%, a decline from FY22. The market share for draw games is at 28.01% of total sales, which is an increase over FY22. The market share for Fast Play Games shrank this year representing 2.96% of total sales. Combined Pull-Tab sales continue to represent over 1% of total sales. Sales detail by product is provided in Attachments A and B.

**Charitable Pull-Tabs**

The charitable pull-tab games program has 146 organizations currently licensed and selling tickets. Sales through the third quarter of the fiscal year reached \$6,933,000 - an increase of 7.71% over the previous year.

**General Pull-Tabs**

The general pull-tab games program has 126 licensed retailers selling tickets. Sales through the third quarter of the fiscal year reached \$4,728,240, an increase of 18.08% over the previous year.



**Scratchers Games**

Sales for Scratchers through the third quarter of the fiscal year totaled \$789,785,663 - an increase of 3.46% from the previous year.

Based on validations, players have earned more than \$565 million in prizes. The prizes paid calculated against the sales revenues equate to an average payout of 71.62%.

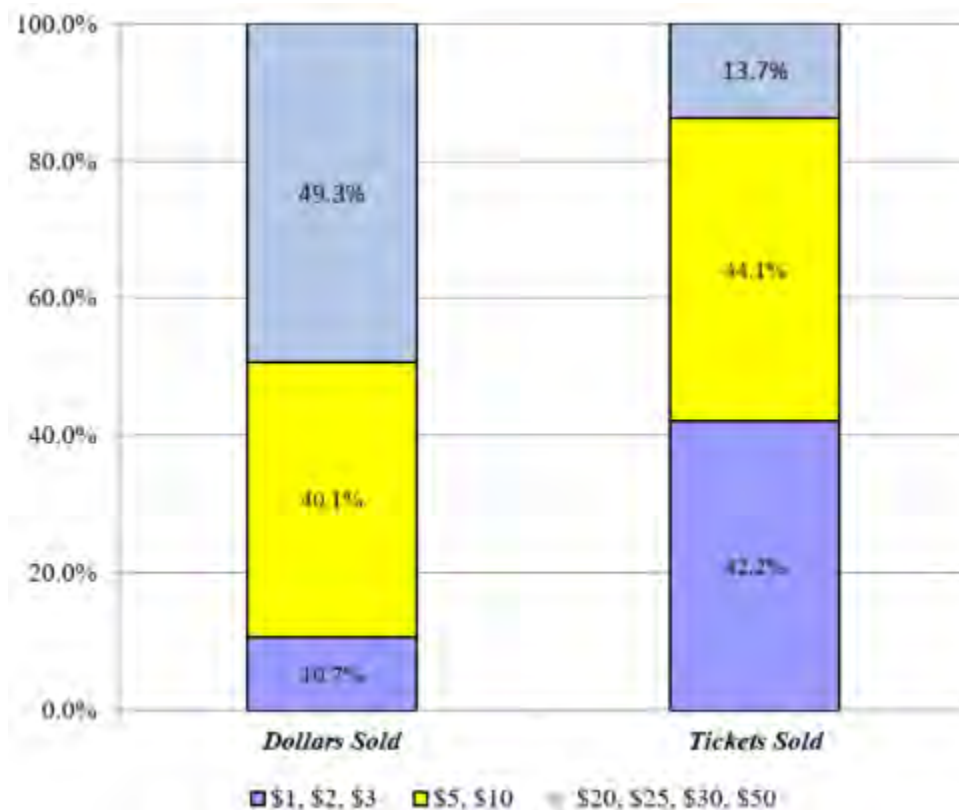
Forty (40) new games were introduced through the third quarter of the year. Combined with the games carried forward, a total of 101 games contributed to the sales revenues.

Price Point	\$1	\$2	\$3	\$5	\$10	\$20	\$25	\$30	\$50	Total
# New Games	3	8	4	11	10	1	1	1	1	40
Carried Forward	4	12	5	17	12	4	2	4	1	61

During this same period, 33 games ended. Three games ended because the last top prize was redeemed. The remaining games ended as part of the standard quarterly game ending process, either because the games were out of inventory or the intended sales period had ended.

**Scratchers Sales by Price Point**

The second \$50 ticket was introduced in February 2023. Through the third quarter of the fiscal year, the new category of \$20+ games represents 49.3% of Scratchers sales and 13.7% of tickets sold. The \$5-\$10 games represent 40.1% of Scratchers sales and 44.1% of tickets sold, the highest of the categories. The \$1--\$3 games account for 10.7% of the Scratchers revenue and 42.2% 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 Scratchers Games**

The Crossword and Bingo style games continue to be strong in the market with more than \$170 million in sales, representing 21.59% of total Scratchers sales. In terms of dollars sold, three of the top ten games are Crossword and Bingo style games; they also represent four of the top ten games in terms of tickets sold. Sales for the \$20 spotlight game, *\$215 Million Cash Explosion* (#1290) totaled more than \$66.9 million, representing 8.48% of total Scratchers sales. The new \$50 game, *SET FOR LIFE* (#1401) has already produced over \$19 million in sales, representing 2.4% of total Scratchers sales.

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

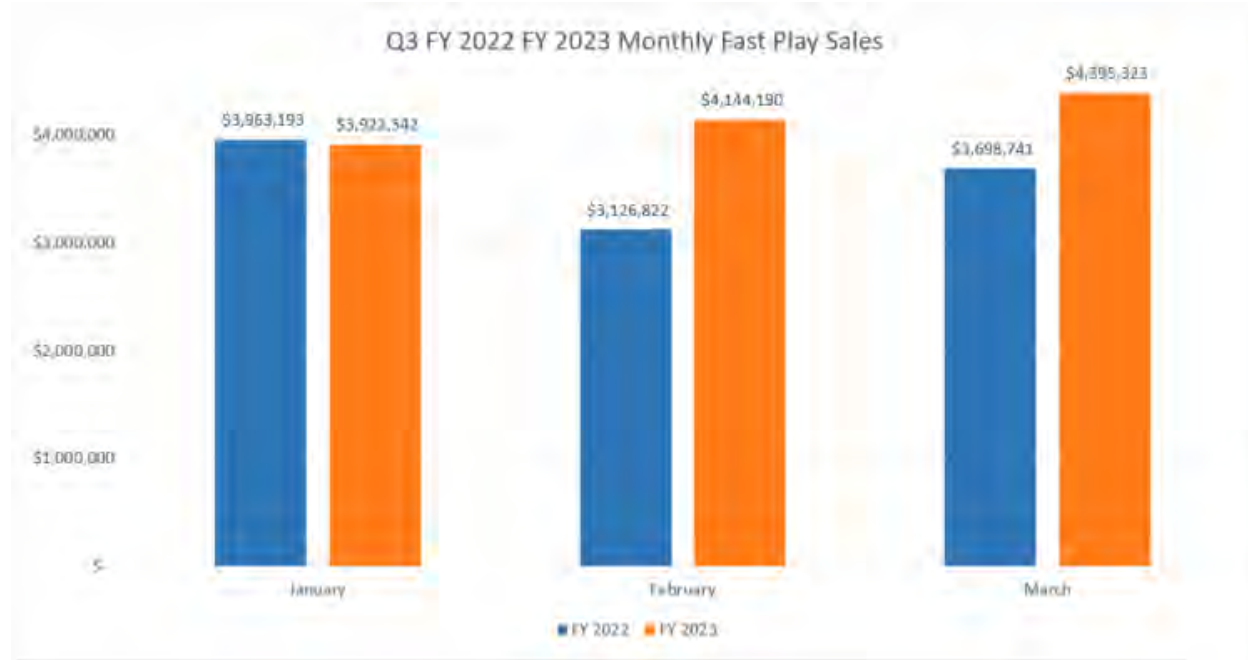
Top 10 games in sales revenue		
	<u>Game</u>	<u>Sales Revenue</u>
\$50	1360 500X	\$112,234,400
\$20	1290 \$215 Million Cash Explosion	\$66,935,240
\$30	1354 Ultimate Riches	\$40,790,070
\$10	1372 Crossword Mania	\$36,700,500
\$20	1380 100X The Cash	\$33,945,520
\$25	1358 Triple Bonus Crossword	\$24,047,375
\$20	1364 \$100 or \$200	\$20,853,580
\$5	1340 Wild Cherry Crossword	\$20,783,010
\$10	1382 Triple Red 7's	\$19,813,730
\$50	1401 SET FOR LIFE	\$19,193,500

Top 10 games in tickets sold		
	<u>Game</u>	<u>Tickets Sold</u>
\$2	1331 Crossword	6,372,862
\$5	1340 Wild Cherry Crossword	4,156,602
\$10	1372 Crossword Mania	3,670,050
\$20	1290 \$215 Million Cash Explosion	3,346,762
\$2	1333 Wild Bingo	3,336,776
\$5	1373 Flaming Hot Slingo Trio	2,664,141
\$1	1374 Stocking Stuffer	2,600,641
\$50	1360 500X	2,244,688
\$5	1346 Wild Cash	2,209,752
\$3	1379 Crisscross Cash	2,177,592



**Fast Play Games**

Sales for Fast Play games for the third quarter of FY23 totaled \$12,461,855 - a 15.5% increase from the previous year. Fiscal year sales to date total \$34,425,338, a 2.62% decrease over the previous year.



Three new Fast Play games were launched in the third quarter of FY23, and five games were ended. The current portfolio includes 18 games, five of which have progressive jackpots. Combined with games carried forward from the previous fiscal year, a total of 24 games have contributed to the FY23 sales to date.

Price Point	\$1	\$2	\$5	\$10	\$20	Total
# New Games	2	2	3	0	1	8
Carried Forward	3	4	4	3	2	16

### **Draw Games**

Total draw games sales through the third quarter of the fiscal year reached \$325,239,852 - an increase of 59.3% from the same period last year.

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

**Powerball** – Sales through the third quarter of the fiscal year totaled \$135,760,294 - an increase of 50% over the previous year. The highest jackpot reached in the third quarter of the fiscal year was \$747 million on February 6, 2023.

**Mega Millions** – Sales through the third quarter of the fiscal year totaled \$123,558,812 - an increase of 168.5% over the previous year. The highest jackpot reached in the third quarter of the fiscal year was \$1.35 billion on January 13, 2023.

#### **Draw Games – In-State Games**

**Triple Twist™** – Sales through the third quarter of the fiscal year totaled \$13,851,436 - a decrease of 3.9% from the previous year. The highest jackpot reached in the third quarter of the fiscal year was \$1.53 million on March 13, 2023.

**The Pick™** – Sales through the third quarter of the fiscal year totaled \$24,258,525 - a decrease of 5.89% from the previous year. The highest jackpot reached in the third quarter of the fiscal year was \$3.5 million on February 1, 2023.

**Fantasy 5™** – Sales through the third quarter of the fiscal year totaled \$13,850,157 - an increase of 2.61% over the previous year. The highest jackpot reached in the third quarter of the fiscal year was \$367,000 on February 27, 2023.

**Pick 3™** – Sales through the third quarter of the fiscal year totaled \$12,198,741 - a decrease of 4.44% from the previous year.

#### **Quick Draw™ Games**

Since this new game category's inception in November 2021, total Quick Draw sales have reached \$1,761,887 through the third quarter of the fiscal year.

**One To Win™** – Sales through the third quarter of the year totaled \$514,155.

**5/10/45™** – Sales through the third quarter of the year totaled \$789,267.

**Lucky Links™** – Sales through the third quarter of the year totaled \$167,329.

**5 In-A-Line™** – Sales through the third quarter of the year totaled \$135,085.

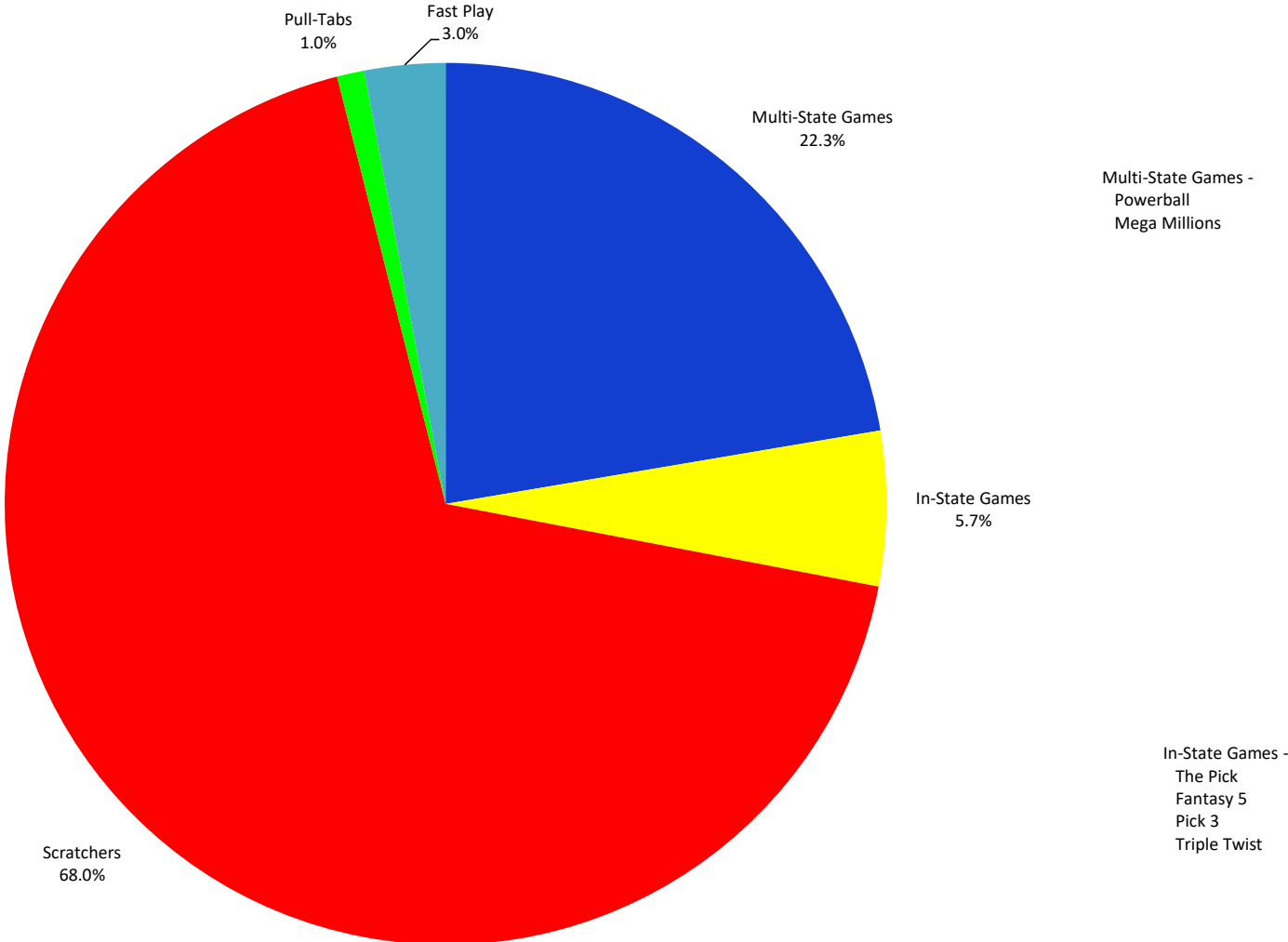
**Two to Win™** – Sales through the third quarter of the year totaled \$94,629.

**Money Roll™** – Sales through the third quarter of the year totaled \$61,422.

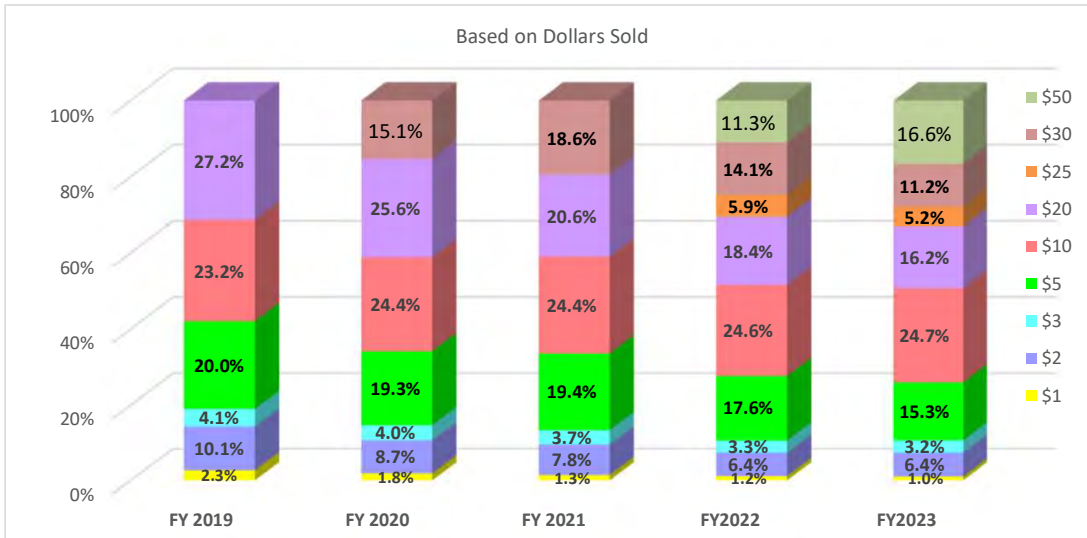
**ARIZONA LOTTERY**  
**QUARTERLY SALES BY PRODUCT**  
*Fiscal Year 2023 - July 2022 through March 2023*

<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	12.5%
<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	9.2%
<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	8.9%
<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>30.6%</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	11.0%
<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	12.8%
<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	10.7%
<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>34.4%</b>
<i>January</i>	\$16,605,276	\$29,356,730	\$3,534,983	\$1,217,123	\$1,414,444	\$1,449,798	\$204,715	\$53,783,069	\$3,922,342	\$94,862,735	\$933,240	\$595,080	\$96,391,055	\$154,096,466	13.3%
<i>February</i>	\$11,602,390	\$5,524,857	\$2,283,846	\$1,704,419	\$1,346,778	\$2,132,928	\$219,829	\$24,815,047	\$4,144,190	\$93,542,467	\$773,700	\$565,920	\$94,882,087	\$123,841,324	10.7%
<i>March</i>	\$7,434,820	\$8,310,866	\$2,977,063	\$1,296,244	\$1,439,262	\$2,105,356	\$245,914	\$23,809,525	\$4,395,323	\$98,001,273	\$902,160	\$643,680	\$99,547,113	\$127,751,961	11.0%
<i>3rd Quarter</i>	<b>\$35,642,486</b>	<b>\$43,192,453</b>	<b>\$8,795,892</b>	<b>\$4,217,786</b>	<b>\$4,200,484</b>	<b>\$5,688,082</b>	<b>\$670,458</b>	<b>\$102,407,641</b>	<b>\$12,461,855</b>	<b>\$286,406,475</b>	<b>\$2,609,100</b>	<b>\$1,804,680</b>	<b>\$290,820,255</b>	<b>\$405,689,751</b>	<b>34.9%</b>
<i>April</i>															
<i>May</i>															
<i>June</i>															
<i>4th Quarter</i>															
<b>2023</b>	<b>\$135,760,294</b>	<b>\$123,558,812</b>	<b>\$24,258,525</b>	<b>\$13,850,157</b>	<b>\$12,198,741</b>	<b>\$13,851,436</b>	<b>\$1,761,887</b>	<b>\$325,239,852</b>	<b>\$34,425,338</b>	<b>\$789,785,663</b>	<b>\$6,929,220</b>	<b>\$4,732,020</b>	<b>\$801,446,903</b>	<b>\$1,161,112,093</b>	
<i>Mkt Share</i>	11.7%	10.6%	2.1%	1.2%	1.1%	1.2%	0.2%	28.01%	2.96%	68.02%	0.60%	0.41%	69.02%		
<b>2022</b>	<b>\$90,506,505</b>	<b>\$46,025,444</b>	<b>\$25,776,537</b>	<b>\$13,498,000</b>	<b>\$12,765,602</b>	<b>\$14,415,316</b>	<b>\$1,132,986</b>	<b>\$204,120,390</b>	<b>\$35,350,077</b>	<b>\$763,339,600</b>	<b>\$6,436,740</b>	<b>\$4,004,340</b>	<b>\$773,780,680</b>	<b>\$1,013,251,147</b>	
<i>% of Change</i>	50.0%	168.5%	-5.9%	2.6%	-4.4%	-3.9%	55.5%	59.3%	-2.6%	3.5%	7.7%	18.2%	3.6%	14.6%	

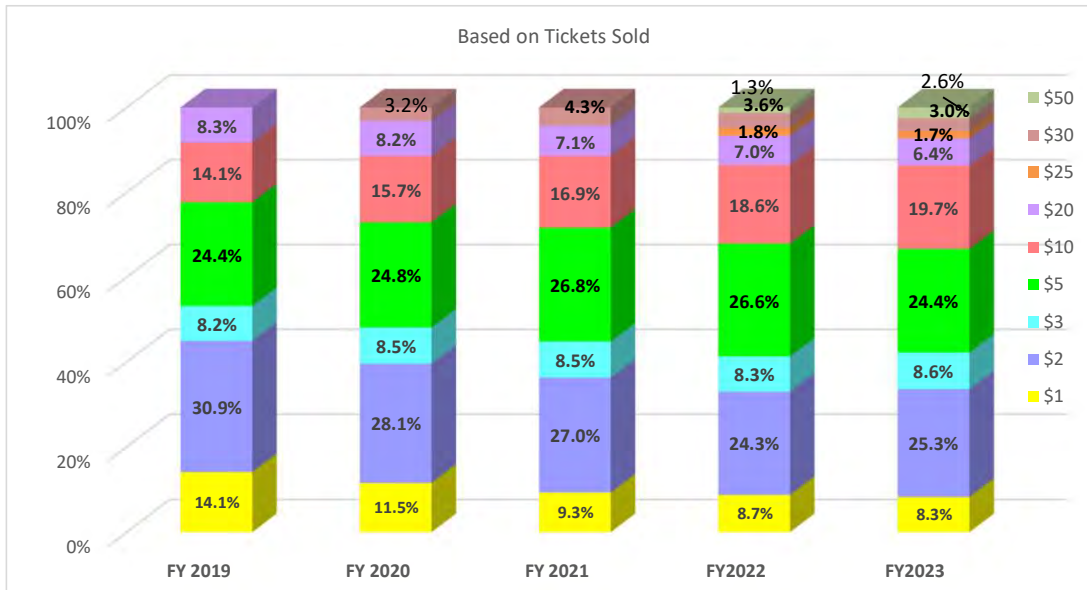
*ARIZONA LOTTERY*  
*QUARTERLY SALES BY PRODUCT*  
*Fiscal Year 2023 - July 2022 through March 2023*



## 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	\$8,214,960
\$2	\$76,045,580	\$74,204,632	\$86,605,472	\$67,053,928	\$50,240,922
\$3	\$30,416,967	\$33,795,897	\$40,770,039	\$34,325,706	\$25,660,641
\$5	\$150,294,810	\$163,624,105	\$214,810,495	\$183,329,755	\$121,228,590
\$10	\$173,763,390	\$207,204,520	\$271,076,850	\$256,301,440	\$195,357,050
\$20	\$204,007,420	\$217,273,740	\$228,944,840	\$192,016,600	\$128,029,360
\$25	\$6,504,400	\$8,628,650	\$45,939,625	\$61,671,325	\$41,328,650
\$30	\$91,917,900	\$128,434,380	\$206,849,550	\$147,402,630	\$88,297,590
\$50				\$89,036,700	\$131,427,900
<b>Total</b>	<b>\$750,278,323</b>	<b>\$848,409,616</b>	<b>\$1,109,833,567</b>	<b>\$1,043,163,134</b>	<b>\$789,785,663</b>



	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023
\$1	17,327,856	15,243,692	14,836,696	12,025,050	8,214,960
\$2	38,022,790	37,102,316	43,302,736	33,526,964	25,120,461
\$3	10,138,989	11,265,299	13,590,013	11,441,902	8,553,547
\$5	30,058,962	32,724,821	42,962,099	36,665,951	24,245,718
\$10	17,376,339	20,720,452	27,107,685	25,630,144	19,535,705
\$20	10,200,371	10,863,687	11,447,242	9,600,830	6,401,468
\$25				2,466,853	1,653,146
\$30		4,281,146	6,894,985	4,913,421	2,943,253
\$50				1,780,734	2,628,558
<b>Total</b>	<b>123,125,307</b>	<b>132,201,413</b>	<b>160,141,456</b>	<b>138,051,849</b>	<b>99,296,816</b>

# Interoffice Memorandum

**Date:** April 7, 2023  
**To:** Alec Estaban Thomson, Executive Director  
**From:** Raynie Hosto, Deputy Director Customer Service and Sales  
**Subject:** FY 2023 – Third Quarter Sales Review

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## Vending Machine Sales (Chart E)

Total vending machine sales through the third quarter of FY23 were \$572,050,960, a 20.4% increase over FY22 sales of \$474,992,131. There are currently 1,912 machines installed at retail locations compared to 1,817 in FY22. The average sales per unit increased to \$34,947 versus \$31,728 in FY22. FY23 sales from vending machines represented 49.8% of total sales, an increase from 47.2% in FY22.

Chain accounts represented 77.4% of total vending sales through the third quarter of FY23. Albertsons leads all chain accounts with average machine sales of \$523,527. QuikTrip follows at \$491,864, with Fry's at \$479,896 and Safeway at \$465,373.

The out-of-stock average for the third quarter of FY23 was 5.06%, a decrease from 5.80% in FY22 but still above our annual goal of 4.9%. Out of stocks remains a primary focus for the territory managers and corporate accounts in FY23.

## Corporate Account Review (Chart F)

- Major retail chains represent 48.9% of all Draw and Scratchers lottery accounts. Convenience stores represent 34.8% of total accounts, while chain food stores represent 14.1%.
- Major retail chains comprise 72.6% of the total market share, with convenience stores and food stores accounting for 42.0% and 30.7%, respectively.
- Fry's food stores remain the leader with per-store average sales of \$1,144,504. Safeway follows at \$868,405 with Albertsons and QuikTrip at \$857,547 and \$821,628, respectively.
- Circle K accounts for 18.6% of the market share with 605 stores, followed by Fry's at 12.6% with 127 stores and QuikTrip at 9.6% with 135 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 mainly due to the billion-dollar jackpots in July and November.
- The Instant Tab category posted an 11.7% increase through the third quarter compared to the same period in FY22.

### County Review (Charts I and J)

- The estimated per capita weekly sales for the third quarter of FY23 was \$3.96, an increase from \$3.45 in FY22.
- Maricopa and Pima counties held a market share of 75.2% of total sales. Mohave, Pinal, and Yavapai counties' combined market share was 15.0%, and the remaining counties represented 9.8% of sales.
- Mohave County continues to post the highest weekly per capita sales at \$9.00, followed by La Paz County at \$7.09, Greenlee County at \$5.56, and Coconino at \$5.05.

**Arizona Lottery  
Vending Machine - FY 2023**

	# of Units			Draw Sales			Instant Sales			Total Sales				Per Unit Average			Out of Stock Average			
	July	Aug	Sept	July	Aug	Sept	July	Aug	Sept	July	Aug	Sept	1st Qtr	July	Aug	Sept	July	Aug	Sept	1st Qtr
<b>1st Quarter</b>																				
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
<b>Total</b>	<b>1,824</b>	<b>1,841</b>	<b>1,848</b>	<b>\$ 18,435,884</b>	<b>\$ 8,418,749</b>	<b>\$ 8,850,242</b>	<b>\$ 47,231,358</b>	<b>\$ 45,750,930</b>	<b>\$ 44,334,153</b>	<b>\$ 65,667,242</b>	<b>\$ 54,169,679</b>	<b>\$ 53,184,395</b>	<b>\$ 173,021,316</b>	<b>\$ 36,002</b>	<b>\$ 29,424</b>	<b>\$ 28,779</b>	<b>5.09%</b>	<b>5.07%</b>	<b>4.75%</b>	<b>4.97%</b>
<b>% of Lottery Sales</b>				31.4%	37.2%	39.0%	55.0%	55.3%	55.8%	45.4%	51.4%	52.1%	49.2%							
<b>2nd Quarter</b>																				
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!
<b>Total</b>	<b>1,861</b>	<b>1,859</b>	<b>1,875</b>	<b>\$ 14,882,435</b>	<b>\$ 19,979,261</b>	<b>\$ 13,332,865</b>	<b>\$ 47,316,613</b>	<b>\$ 48,060,986</b>	<b>\$ 56,960,079</b>	<b>\$ 62,199,048</b>	<b>\$ 68,040,247</b>	<b>\$ 70,292,944</b>	<b>\$ 200,532,239</b>	<b>\$ 33,422</b>	<b>\$ 36,600</b>	<b>\$ 37,490</b>	<b>4.75%</b>	<b>4.84%</b>	<b>5.63%</b>	<b>5.07%</b>
<b>% of Lottery Sales</b>				35.4%	31.1%	38.7%	56.3%	57.7%	64.7%	49.3%	46.1%	57.4%	50.6%							
<b>3rd Quarter</b>																				
PCT-HD	1561	1575	1585	\$ 18,225,013	\$ 10,603,718	\$ 10,783,257	\$ 47,109,340	\$ 48,208,828	\$ 53,781,320	\$ 65,334,353	\$ 58,812,546	\$ 64,564,577	\$ 188,711,476	\$ 41,854.17	\$ 37,341	\$ 40,735	5.01%	4.88%	5.17%	5.02%
PCT-LP	156	157	159	\$ 1,089,520	\$ 642,609	\$ 635,386	\$ 1,913,062	\$ 2,037,078	\$ 2,255,032	\$ 3,002,582	\$ 2,679,687	\$ 2,890,418	\$ 8,572,687	\$ 19,247	\$ 17,068	\$ 18,179	5.53%	5.28%	5.52%	5.44%
PCT-EX	155	165	168	\$ 482,653	\$ 356,083	\$ 374,506	n/a	n/a	n/a	\$ 482,653	\$ 356,083	\$ 374,506	\$ 1,213,242	\$ 3,114	\$ 2,158	\$ 2,229	n/a	n/a	n/a	#DIV/0!
<b>Total</b>	<b>1872</b>	<b>1897</b>	<b>1912</b>	<b>\$ 19,797,186</b>	<b>\$ 11,602,410</b>	<b>\$ 11,793,149</b>	<b>\$ 49,022,402</b>	<b>\$ 50,245,906</b>	<b>\$ 56,036,352</b>	<b>\$ 68,819,588</b>	<b>\$ 61,848,316</b>	<b>\$ 67,829,501</b>	<b>\$ 198,497,405</b>	<b>\$ 36,763</b>	<b>\$ 32,603</b>	<b>\$ 35,476</b>	<b>5.06%</b>	<b>4.92%</b>	<b>5.20%</b>	<b>5.06%</b>
<b>% of Lottery Sales</b>				34.3%	40.1%	41.8%	51.7%	53.7%	57.2%	45.1%	50.5%	53.7%	49.5%							
<b>4th Quarter</b>																				
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
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>#DIV/0!</b>	<b>#DIV/0!</b>	<b>#DIV/0!</b>				<b>#DIV/0!</b>
<b>% of Lottery Sales</b>				#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!							
<b>Total Vending</b>				\$ 53,115,505	\$ 40,000,420	\$ 33,976,256	\$ 143,570,373	\$ 144,057,822	\$ 157,330,584	\$ 196,685,878	\$ 184,058,242	\$ 191,306,840	\$ 572,050,960							
<b>Total Fiscal Year</b>													\$ 1,149,450,293							
<b>% of Total Sales</b>													49.8%							



# Monthly Chain Vending Report

Chain	Retailer Name	# of Machines	Jan 2022 Sales			Feb 2022 Sales			Mar 2022 Sales			YTD Sales			YTD Sales Per Machine Average		YTD Sales Per Machine		Avg Month Bin Sales
			Jan 2022 Sales	OOS%	Lost Sales	Feb 2022 Sales	OOS%	Lost Sales	Mar 2022 Sales	OOS%	Lost Sales	YTD Sales	YTD OOS Avg	YTD Total Lost Sales	Per Machine Average	Per Machine	Sales Per Machine	Bin Sales	
8027	ALBERTSONS	30	\$ 1,717,667	2.82%	\$ 32,206	\$ 1,828,820	1.28%	\$ 22,246	\$ 1,990,990	1.39%	\$ 26,029	\$ 15,705,821	1.46%	\$ 208,059	\$ 523,527	\$ 6,935.32	\$ 1,818		
9968	Bashas	61	\$ 1,918,980	2.41%	\$ 48,283	\$ 1,977,022	2.49%	\$ 51,030	\$ 2,212,326	2.47%	\$ 54,276	\$ 17,811,376	2.55%	\$ 469,394	\$ 291,990	\$ 7,694.98	\$ 1,014		
8821	Carioca	33	\$ 892,528	2.99%	\$ 24,988	\$ 867,295	3.38%	\$ 28,265	\$ 929,189	3.36%	\$ 31,654	\$ 8,026,774	2.74%	\$ 204,394	\$ 243,236	\$ 6,193.75	\$ 845		
8037	Circle K	195	\$ 2,947,992	9.07%	\$ 277,036	\$ 3,104,100	8.48%	\$ 272,266	\$ 3,536,693	9.52%	\$ 325,164	\$ 25,067,001	9.23%	\$ 2,349,343	\$ 128,549	\$ 12,047.91	\$ 446		
20001	Cobblestone	13	\$ 677,108	0.29%	\$ 2,367	\$ 296,249	1.07%	\$ 3,125	\$ 317,281	0.74%	\$ 1,886	\$ 2,919,178	1.03%	\$ 20,120	\$ 224,552	\$ 1,547.66	\$ 780		
9964/9963	CVS	83	\$ 677,108	0.29%	\$ 2,367	\$ 614,391	0.37%	\$ 2,519	\$ 740,639	0.31%	\$ 2,197	\$ 5,365,883	0.33%	\$ 19,880	\$ 64,649	\$ 239.52	\$ 224		
8030	El Super	6	\$ 148,742	7.18%	\$ 12,231	\$ 134,509	4.53%	\$ 6,397	\$ 177,697	3.57%	\$ 6,348	\$ 1,390,419	4.00%	\$ 59,896	\$ 231,737	\$ 9,982.71	\$ 805		
9958	Fast Market	6	\$ 143,010	5.21%	\$ 7,770	\$ 148,687	4.63%	\$ 6,304	\$ 169,298	5.79%	\$ 10,828	\$ 1,373,171	5.19%	\$ 69,454	\$ 228,862	\$ 11,575.67	\$ 795		
9968	Food City	45	\$ 1,056,550	3.16%	\$ 34,833	\$ 1,079,983	3.29%	\$ 37,261	\$ 1,213,075	3.67%	\$ 46,284	\$ 9,904,685	2.97%	\$ 312,419	\$ 220,104	\$ 6,942.65	\$ 764		
8052	Frys Food	195	\$ 9,802,676	3.70%	\$ 378,134	\$ 10,294,491	4.04%	\$ 395,741	\$ 11,516,749	3.40%	\$ 384,749	\$ 93,579,648	3.74%	\$ 3,551,491	\$ 479,896	\$ 18,212.77	\$ 1,666		
8021	Jacksons	11	\$ 338,418	3.74%	\$ 13,049	\$ 346,482	3.60%	\$ 104,289	\$ 395,759	3.56%	\$ 13,989	\$ 3,325,534	3.80%	\$ 221,297	\$ 302,321	\$ 20,117.94	\$ 1,050		
8031	Los Altos Ranch Market	7	\$ 194,247	4.95%	\$ 9,873	\$ 182,756	5.63%	\$ 11,555	\$ 200,535	5.58%	\$ 11,803	\$ 1,752,709	4.01%	\$ 72,389	\$ 250,387	\$ 10,341.33	\$ 869		
9800	Loves	12	\$ 241,015	4.64%	\$ 12,762	\$ 242,024	5.09%	\$ 14,601	\$ 272,273	5.20%	\$ 16,005	\$ 2,216,468	4.72%	\$ 112,045	\$ 184,706	\$ 9,337.05	\$ 641		
9905	Maverik	8	\$ 193,825	2.94%	\$ 6,504	\$ 201,604	2.83%	\$ 6,048	\$ 219,388	3.78%	\$ 8,497	\$ 1,689,079	3.66%	\$ 62,920	\$ 211,135	\$ 7,865.05	\$ 733		
9926	Pilot	19	\$ 311,307	8.88%	\$ 27,940	\$ 291,807	8.69%	\$ 24,704	\$ 350,300	9.59%	\$ 34,341	\$ 2,938,752	8.28%	\$ 240,267	\$ 154,671	\$ 12,645.61	\$ 537		
9849	QuikTrip	131	\$ 7,445,706	8.52%	\$ 726,439	\$ 7,257,696	9.44%	\$ 707,507	\$ 8,001,489	10.01%	\$ 827,516	\$ 64,434,235	9.55%	\$ 6,395,116	\$ 491,864	\$ 48,817.68	\$ 1,708		
8128	Safeway	112	\$ 5,679,590	2.59%	\$ 152,203	\$ 5,849,563	2.35%	\$ 142,706	\$ 6,525,698	2.64%	\$ 179,392	\$ 52,121,746	2.65%	\$ 1,399,945	\$ 465,373	\$ 12,499.51	\$ 1,616		
9027	Smith's Food & Drug	4	\$ 160,473	4.34%	\$ 6,700	\$ 207,908	5.06%	\$ 9,107	\$ 201,579	5.93%	\$ 11,201	\$ 1,643,326	5.46%	\$ 80,840	\$ 410,832	\$ 20,210.00	\$ 1,426		
8025	Superpumper	13	\$ 367,540	3.21%	\$ 12,658	\$ 398,156	2.69%	\$ 12,131	\$ 425,661	3.35%	\$ 15,424	\$ 3,345,941	3.20%	\$ 123,810	\$ 257,380	\$ 9,523.87	\$ 894		
8004	Terribles	10	\$ 210,505	2.27%	\$ 6,086	\$ 164,135	3.53%	\$ 4,897	\$ 212,344	2.11%	\$ 4,639	\$ 1,646,510	2.72%	\$ 40,290	\$ 164,651	\$ 4,028.99	\$ 572		
8022	Walmart NHM - HD	26	\$ 982,328	7.78%	\$ 75,732	\$ 997,531	7.54%	\$ 73,181	\$ 1,167,377	7.22%	\$ 78,699	\$ 8,938,386	7.57%	\$ 683,750	\$ 343,784	\$ 26,298.07	\$ 1,194		
8022	Walmart Supercenter	139	\$ 1,959,609	5.76%	\$ 112,888	\$ 2,067,634	5.22%	\$ 104,289	\$ 2,272,012	5.42%	\$ 125,394	\$ 17,502,299	6.34%	\$ 1,074,795	\$ 125,916	\$ 7,732.33	\$ 437		
9962	Winco	7	\$ 207,846	7.92%	\$ 17,424	\$ 196,163	5.93%	\$ 11,739	\$ 201,962	7.68%	\$ 16,348	\$ 1,834,042	6.56%	\$ 132,608	\$ 262,006	\$ 18,944.04	\$ 910		
	Corporate Total	1176	\$ 38,066,924	5.23%	\$ 1,983,048	\$ 38,504,731	5.07%	\$ 1,962,860	\$ 43,413,363	5.25%	\$ 2,252,001	\$ 344,532,983	5.25%	\$ 17,771,914	\$ 292,970	\$ 15,112.17	\$ 1,017		
	Independent & ASL Total	557	\$ 11,470,718	4.69%	\$ 584,385	\$ 11,745,337	4.60%	\$ 2,531,150	\$ 12,622,989	5.10%	\$ 660,017	\$ 101,234,270	4.62%	\$ 6,305,114	\$ 181,749	\$ 11,319.77	\$ 631		
FY 23	Statewide Total	1733	\$ 49,113,718	5.06%	\$ 2,584,356	\$ 50,250,068	4.92%	\$ 4,494,010	\$ 56,036,352	5.20%	\$ 2,912,018	\$ 445,054,257	5.03%	\$ 24,637,921	\$ 256,811	\$ 14,216.92	\$ 892		
	FY22 Totals	1691	\$ 42,003,229	5.86%	\$ 2,532,221	\$ 48,976,558	5.64%	\$ 2,739,411	\$ 53,709,112	5.91%	\$ 3,034,385	\$ 541,148,103	5.47%	\$ 30,214,941	\$ 320,017	\$ 17,868.09	\$ 1,111		

Corporate % to Total

77.5%

76.6%

77.5%

77.4%

Corporate % to Total Vending Sales

**ARIZONA LOTTERY**  
**CORPORATE ACCOUNT REVIEW**  
**Fiscal Year 2023**  
**July 2022 through March 2023**

				<i>Total Draw Games</i>			<i>Scratchers</i>			<i>All Products Combined</i>			<i>Commission</i>
	<i>Chain #</i>	<i># of Accts</i>	<i>% of Accts</i>	<i>Market</i>		<i>Per Store</i>	<i>Market</i>		<i>Per Store</i>	<i>Market</i>		<i>Per Store</i>	<i>Earned</i>
				<i>Sales</i>	<i>Share</i>	<i>Average</i>	<i>Sales</i>	<i>Share</i>	<i>Average</i>	<i>Sales</i>	<i>Share</i>	<i>Average</i>	<i>To Date</i>
<b>4 Sons</b>	9290/9814	22	0.6%	\$ 2,988,321	0.8%	\$135,833	\$ 3,967,552	0.5%	\$180,343	\$6,955,873	0.6%	\$316,176	\$452,132
<b>7-Eleven</b>	8706	55	1.6%	\$ 4,160,144	1.2%	\$75,639	\$ 14,575,095	1.8%	\$265,002	\$18,735,239	1.6%	\$340,641	\$1,217,791
<b>Carioca</b>	8821	38	1.1%	\$ 4,760,394	1.3%	\$125,274	\$ 8,721,956	1.1%	\$229,525	\$13,482,350	1.2%	\$354,799	\$876,353
<b>Circle K</b>	8037	605	17.1%	\$ 61,732,448	17.2%	\$102,037	\$ 152,427,804	19.3%	\$251,947	\$214,160,252	18.6%	\$353,984	\$13,920,416
<b>Cobblestone</b>		15	0.4%	\$ 1,807,614	0.5%	\$120,508	\$ 2,540,711	0.3%	\$169,381	\$4,348,325	0.4%	\$289,888	\$282,641
<b>Fast Market</b>	9958	24	0.7%	\$ 3,382,409	0.9%	\$140,934	\$ 8,842,398	1.1%	\$368,433	\$12,224,807	1.1%	\$509,367	\$794,612
<b>Fry's Gas</b>	8052	100	2.8%	\$ 5,652,427	1.6%	\$56,524	\$ 17,071,172	2.2%	\$170,712	\$22,723,599	2.0%	\$227,236	\$1,477,034
<b>Good 2 Go</b>	8024	15	0.4%	\$ 875,576	0.2%	\$58,372	\$ 2,630,785	0.3%	\$175,386	\$3,506,361	0.3%	\$233,757	\$227,913
<b>Jackson's Food Stores</b>	8021	11	0.3%	\$ 2,384,484	0.7%	\$216,771	\$ 3,335,640	0.4%	\$303,240	\$5,720,124	0.5%	\$520,011	\$371,808
<b>Loves</b>	9800	13	0.4%	\$ 1,060,794	0.3%	\$81,600	\$ 2,251,010	0.3%	\$173,155	\$3,311,804	0.3%	\$254,754	\$215,267
<b>Maverik</b>	9905	25	0.7%	\$ 3,407,788	0.9%	\$136,312	\$ 6,400,833	0.8%	\$256,033	\$9,808,621	0.9%	\$392,345	\$637,560
<b>Pilot Travel Centers</b>	9926	19	0.5%	\$ 1,424,571	0.4%	\$74,977	\$ 2,962,295	0.4%	\$155,910	\$4,386,866	0.4%	\$230,888	\$285,146
<b>QuikTrip</b>	9849	135	3.8%	\$ 37,869,563	10.5%	\$280,515	\$ 73,050,278	9.2%	\$541,113	\$110,919,841	9.6%	\$821,628	\$7,209,790
<b>Safeway Gas</b>	8128	32	0.9%	\$ 2,697,968	0.8%	\$84,312	\$ 5,778,542	0.7%	\$180,579	\$8,476,510	0.7%	\$264,891	\$550,973
<b>Shay's</b>	8938	21	0.6%	\$ 2,052,884	0.6%	\$97,756	\$ 5,935,443	0.8%	\$282,640	\$7,988,327	0.7%	\$380,397	\$519,241
<b>Speedway</b>	9956	78	2.2%	\$ 6,036,551	1.7%	\$77,392	\$ 18,554,615	2.3%	\$237,880	\$24,591,166	2.1%	\$315,271	\$1,598,426
<b>Superpumper</b>	8025	13	0.4%	\$ 2,504,168	0.7%	\$192,628	\$ 3,349,020	0.4%	\$257,617	\$5,853,188	0.5%	\$450,245	\$380,457
<b>Terribles</b>	8004	10	0.3%	\$ 3,058,824	0.9%	\$305,882	\$ 2,211,145	0.3%	\$221,115	\$5,269,969	0.5%	\$526,997	\$342,548
<b>Convenience Total</b>		<b>1,231</b>	<b>34.8%</b>	<b>\$147,856,928</b>	<b>41.1%</b>	<b>\$120,111</b>	<b>\$334,606,294</b>	<b>42.4%</b>	<b>\$271,817</b>	<b>\$482,463,222</b>	<b>42.0%</b>	<b>\$391,928</b>	<b>\$31,360,109</b>
<b>Albertsons</b>	8027	30	0.8%	\$ 9,635,281	2.7%	\$321,176	\$ 16,091,140	2.0%	\$536,371	\$25,726,421	2.2%	\$857,547	\$1,672,217
<b>Bashas'</b>	8011	45	1.3%	\$ 10,780,635	3.0%	\$239,570	\$ 17,667,326	2.2%	\$392,607	\$28,447,961	2.5%	\$632,177	\$1,849,117
<b>El Super</b>	8030	6	0.2%	\$ 246,904	0.1%	\$41,151	\$ 1,427,384	0.2%	\$237,897	\$1,674,288	0.1%	\$279,048	\$108,829
<b>Food City</b>		45	1.3%	\$ 2,104,435	0.6%	\$46,765	\$ 9,906,509	1.3%	\$220,145	\$12,010,944	1.0%	\$266,910	\$780,711
<b>Fry's</b>	8052	127	3.6%	\$ 50,015,993	13.9%	\$393,827	\$ 95,336,037	12.1%	\$750,677	\$145,352,030	12.6%	\$1,144,504	\$9,447,882
<b>Los Altos Ranch Market</b>	8026	7	0.2%	\$ 290,524	0.1%	\$41,503	\$ 1,762,998	0.2%	\$251,857	\$2,053,522	0.2%	\$293,360	\$133,479
<b>Safeway</b>	8128	104	2.9%	\$ 36,331,934	10.1%	\$349,346	\$ 53,982,196	6.8%	\$519,060	\$90,314,130	7.9%	\$868,405	\$5,870,418
<b>Walmart</b>	8022	108	3.0%	\$ 11,679,614	3.2%	\$108,145	\$ 26,713,888	3.4%	\$247,351	\$38,393,502	3.3%	\$355,495	\$2,495,578
<b>Costco</b>	9955	17	0.5%	\$ -	0.0%	\$0	\$ 2,805,380	0.4%	\$165,022	\$2,805,380	0.2%	\$165,022	\$182,350
<b>Winco</b>	9962	7	0.2%	\$ 1,021,004	0.3%	\$145,858	\$ 1,834,238	0.2%	\$262,034	\$2,855,242	0.2%	\$407,892	\$185,591
<b>Smith's</b>	9027	4	0.1%	\$1,218,701			\$1,692,166						
<b>Food Store Total</b>		<b>500</b>	<b>14.1%</b>	<b>\$123,325,025</b>	<b>34.3%</b>	<b>\$246,650</b>	<b>\$229,219,262</b>	<b>29.0%</b>	<b>\$458,439</b>	<b>\$352,544,287</b>	<b>30.7%</b>	<b>\$705,089</b>	<b>\$22,726,172</b>
<b>Major Chains</b>		<b>1,731</b>	<b>48.9%</b>	<b>\$271,181,953</b>	<b>75.4%</b>	<b>\$156,662</b>	<b>\$563,825,556</b>	<b>71.4%</b>	<b>\$325,722</b>	<b>\$835,007,509</b>	<b>72.6%</b>	<b>\$482,384</b>	<b>\$54,275,488</b>
<b>All Stores*</b>		<b>3541</b>		<b>\$359,665,190</b>		<b>\$101,572</b>	<b>\$789,785,663</b>		<b>\$223,040</b>	<b>\$1,149,450,853</b>		<b>\$324,612</b>	<b>\$74,714,305</b>

\*Does not include Instant Tabs

**ARIZONA LOTTERY  
BUSINESS CODE REVIEW  
Fiscal Year 2023  
July 2022 through March 2023**

Business Classification	Business Code	# of Accts	% of Accts	Draw Games			Scratchers			Instant Tab			Combined Total Sales					Commission Earned To Date	
				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		
<b>Full Product</b>																			
Shopping Malls	01	3	0.1%	112,136	0.0%	37,379	72,590	0.0%	24,197	0.0%	0	184,726	148,581	24.3%	0.0%	61,575	\$	12,007	
Smoke/Gift Shops	02	98	2.8%	1,846,435	0.5%	18,841	7,156,944	0.9%	73,030	0.0%	0	9,003,379	8,571,708	5.0%	0.8%	91,871	\$	585,220	
Chain Supermarkets	03	502	14.2%	123,134,992	34.2%	245,289	228,927,863	29.0%	456,032	0.0%	0	352,062,855	283,561,640	24.2%	30.3%	701,320	\$	22,884,086	
Independent Supermarkets	04	50	1.4%	3,425,340	1.0%	68,507	7,680,466	1.0%	153,609	0.0%	0	11,105,806	9,165,635	21.2%	1.0%	222,116	\$	721,877	
Chain Convenience Stores	05	1067	30.1%	135,969,336	37.8%	127,431	305,549,121	38.7%	286,363	0.0%	0	441,518,457	407,835,886	8.3%	38.0%	413,794	\$	28,698,700	
Independent Convenience	06	921	26.0%	64,180,100	17.8%	69,685	170,900,733	21.6%	185,560	0.0%	0	235,080,833	209,335,837	12.3%	20.2%	255,245	\$	15,280,254	
Liquor Stores	07	98	2.8%	2,175,662	0.6%	22,201	11,670,147	1.5%	119,083	0.0%	0	13,845,809	12,940,123	7.0%	1.2%	141,284	\$	899,978	
Drug Store/Pharmacies	08	3	0.1%	47,250	0.0%	15,750	46,951	0.0%	15,650	0.0%	0	94,201	76,178	23.7%	0.0%	31,400	\$	6,123	
Independent Gas	09	21	0.6%	1,092,755	0.3%	52,036	3,039,120	0.4%	144,720	0.0%	0	4,131,875	3,966,642	4.2%	0.4%	196,756	\$	268,572	
Truck Service Centers	10	48	1.4%	3,730,730	1.0%	77,724	7,178,809	0.9%	149,559	0.0%	0	10,909,539	10,157,145	7.4%	0.9%	227,282	\$	709,120	
Bars/Restaurants	11	126	3.6%	5,925,666	1.6%	47,029	7,626,935	1.0%	60,531	0.0%	0	13,552,601	10,103,171	34.1%	1.2%	107,560	\$	880,919	
Spec Non-Grocery/Misc	12	115	3.2%	4,712,608	1.3%	40,979	5,933,873	0.8%	51,599	0.0%	0	10,646,481	9,563,368	11.3%	0.9%	92,578	\$	692,021	
Chain Gas	13	134	3.8%	8,556,870	2.4%	63,857	23,197,355	2.9%	173,115	0.0%	0	31,754,225	27,756,776	14.4%	2.7%	236,972	\$	2,064,025	
Bowling Centers	14	3	0.1%	48,137	0.0%	16,046	135,065	0.0%	45,022	0.0%	0	183,202	195,280	-6.2%	0.0%	61,067	\$	11,908	
Route Sales	19	82	2.3%	2,056,168	0.6%		4,762,159	0.6%				6,818,327	3,749,600	81.8%	0.6%	0	\$	443,191	
Quick Card/ScanActiv	20	3	0.1%	835,792	0.2%	278,597	129,300	0.0%	43,100	0.0%	0	965,092	571,532	68.9%	0.1%	321,697	\$	62,731	
ASL & Promotions	99	5	0.1%	1,815,213	0.5%	363,043	5,778,232	0.7%	1,155,646	52,920	0.5%	10,584	7,646,365	5,159,565	48.2%	0.7%	1,529,273	\$	497,014
<b>Full Product Sub Total</b>		<b>3279</b>		<b>359,665,190</b>			<b>789,785,663</b>			<b>52,920</b>		<b>1,149,503,773</b>	<b>1,002,858,667</b>	<b>14.6%</b>					
<b>Instant Tab</b>																			
Age-Controlled Instant Tab	15	76	2.1%	0	0.0%	0	0	0.0%	0	3,506,760	30.1%	46,142	3,506,760	3,106,860	12.9%	0.3%	46,142		
Charitable Instant Tab	17	143	4.0%	0	0.0%	0	0	0.0%	0	6,936,240	59.5%	48,505	6,936,240	6,478,860	7.1%	0.6%	48,505		
General Instant Tab	18	43	1.2%	0	0.0%	0	0	0.0%	0	1,165,320	10.0%	27,100	1,165,320	806,760	44.4%	0.1%	27,100		
<b>Instant Tab Sub Total</b>		<b>262</b>	<b>7.4%</b>	<b>0</b>			<b>0</b>			<b>11,608,320</b>		<b>11,608,320</b>	<b>10,392,480</b>	<b>11.7%</b>					
<b>Total</b>		<b>3541</b>	<b>100%</b>	<b>359,665,190</b>	<b>100%</b>	<b>109,687</b>	<b>789,785,663</b>	<b>100%</b>	<b>240,862</b>	<b>11,661,240</b>	<b>100%</b>	<b>44,509</b>	<b>1,161,112,093</b>	<b>1,013,251,147</b>	<b>14.6%</b>	<b>100%</b>	<b>327,905</b>	<b>\$ 74,717,745</b>	

Summary Recap																		
Chain/Indpt Supermarkets	552	15.6%	126,560,332	35.2%	229,276	236,608,329	30.0%	428,638	0	0.0%	0	363,168,661	292,727,275	24.1%	31.3%	657,914	\$	23,605,963
Total Convenience Stores	1,988	56.1%	200,149,436	55.6%	100,679	476,449,854	60.3%	239,663	0	0.0%	0	676,599,290	617,171,723	9.6%	58.3%	340,342	\$	43,978,954
Total Instant Tabs	262	7.4%	0	0.0%	0	0	0.0%	0	11,608,320	99.5%	44,307	11,608,320	10,392,480	11.7%	1.0%	44,307	\$	1,316,880
Other Classifications	739	20.9%	32,955,422	9.2%	44,595	76,727,480	9.7%	103,826	52,920	0.5%	577,552	109,735,822	92,959,669	18.0%	9.5%	148,492	\$	7,132,828
<b>Total All Classifications</b>	<b>3,541</b>	<b>100%</b>	<b>359,665,190</b>	<b>100%</b>	<b>109,687</b>	<b>789,785,663</b>	<b>100%</b>	<b>240,862</b>	<b>11,661,240</b>	<b>100%</b>	<b>44,509</b>	<b>1,161,112,093</b>	<b>1,013,251,147</b>	<b>14.6%</b>	<b>100%</b>	<b>327,905</b>	<b>\$ 76,034,625</b>	

**ARIZONA LOTTERY  
BUSINESS CODE REVIEW  
Fiscal Year 2023  
July 2022 through March 2023**

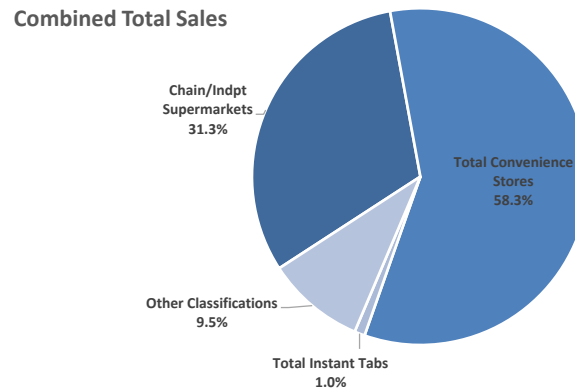
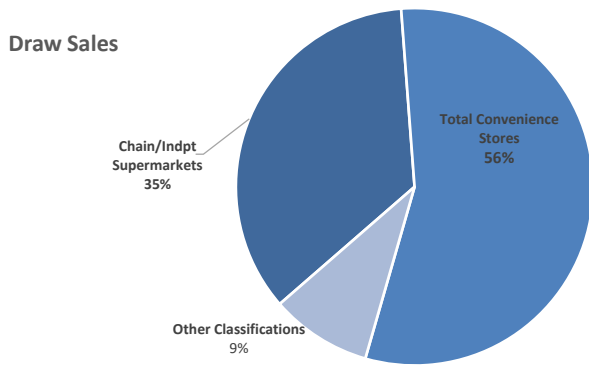
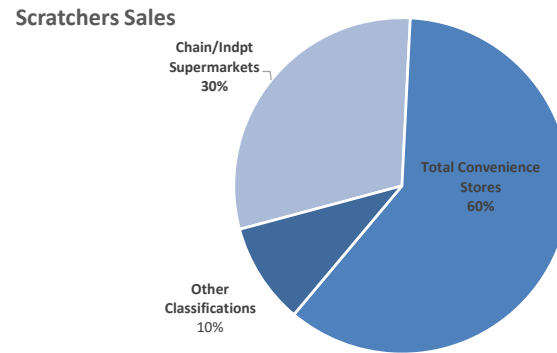
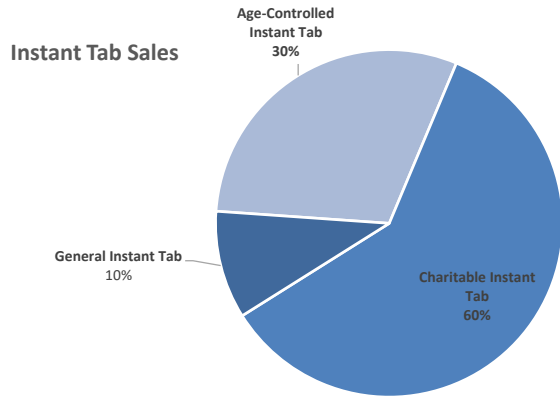


Chart H

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

County	Code	# of Accts	% of Accts	Draw Games			Scratchers			Instant Tabs			All Products Combined				2023 Estimated Per Capita Wkly Sales
				Market Sales	Market Share	Per Store Average	Market Sales	Market Share	Per Store Average	Market Sales	Market Share	Per Store Average	FY2023 Sales	FY2022 Sales	% of Change	Market Share	
Apache	1	17	0.5%	638,342	0.2%	37,550	1,591,537	0.2%	93,620	30,720	0.3%	17,308,770	2,260,599	1,985,500	13.86%	0.2%	\$0.80
Cochise	2	87	2.5%	6,198,873	1.7%	71,251	18,157,582	2.3%	208,708	274,680	2.4%	15,937,225	24,631,135	22,624,663	8.87%	2.1%	\$5.05
Coconino	3	110	3.1%	6,226,926	1.7%	56,608	12,843,237	1.6%	116,757	41,280	0.4%	2,384,319	19,111,443	17,711,653	7.90%	1.6%	\$3.37
Gila	4	48	1.4%	2,594,288	0.7%	54,048	7,182,990	0.9%	149,646	48,420	0.4%	6,712,820	9,825,698	9,299,530	5.66%	0.8%	\$4.63
Graham	5	21	0.6%	1,070,481	0.3%	50,975	5,181,794	0.7%	246,752	33,960	0.3%	11,410,039	6,286,235	6,038,465	4.10%	0.5%	\$3.98
Greenlee	6	6	0.2%	301,025	0.1%	50,171	1,776,660	0.2%	296,110	2,760	0.0%	3,297,653	2,080,445	1,736,042	19.84%	0.2%	\$5.56
La Paz	15	43	1.2%	1,986,616	0.6%	46,200	3,613,482	0.5%	84,034	275,100	2.4%	49,805,244	5,875,198	5,248,094	11.95%	0.5%	\$7.09
Maricopa	7	1999	56.3%	217,034,265	60.3%	108,571	511,122,988	64.7%	255,689	6,083,100	52.2%	10,080,801	734,240,353	638,636,555	14.97%	63.2%	\$4.05
Mohave	8	221	6.2%	36,527,929	10.2%	165,285	38,501,876	4.9%	174,217	1,454,940	12.5%	14,325,785	76,484,745	60,255,521	26.93%	6.6%	\$9.00
Navajo	9	68	1.9%	3,709,942	1.0%	54,558	9,154,978	1.2%	134,632	171,660	1.5%	16,641,804	13,036,580	12,064,998	8.05%	1.1%	\$2.98
Pima	10	457	12.9%	43,976,828	12.2%	96,229	94,264,745	11.9%	206,269	1,215,480	10.4%	9,940,823	139,457,053	125,424,065	11.19%	12.0%	\$3.35
Pinal	11	162	4.6%	17,226,698	4.8%	106,338	41,657,224	5.3%	257,143	1,057,440	9.1%	22,077,612	59,941,362	51,927,650	15.43%	5.2%	\$3.11
Santa Cruz	12	24	0.7%	2,389,863	0.7%	99,578	3,524,463	0.4%	146,853	0	0.0%	0	5,914,326	5,625,877	5.13%	0.5%	\$3.25
Yavapai	13	155	4.4%	12,161,591	3.4%	78,462	25,116,934	3.2%	162,045	470,460	4.0%	13,913,318	37,748,985	33,386,471	13.07%	3.3%	\$4.00
Yuma	14	127	3.6%	6,785,731	1.9%	53,431	15,965,873	2.0%	125,716	501,240	4.3%	26,567,304	23,252,844	20,714,531	12.25%	2.0%	\$2.73
Virtual	26	3	0.1%	835,792	0.2%	278,597	129,300	0.0%	43,100	0	0.0%	0	965,092	571,532	68.86%	0.1%	#DIV/0!
<b>Total</b>		<b>3548</b>	<b>100%</b>	<b>359,665,190</b>	<b>100%</b>	<b>101,371</b>	<b>789,785,663</b>	<b>100%</b>	<b>222,600</b>	<b>11,661,240</b>	<b>100%</b>	<b>11,661,240</b>	<b>1,161,112,093</b>	<b>1,013,251,147</b>	<b>14.59%</b>	<b>100%</b>	<b>\$3.96</b>

Summary Recap

Maricopa and Pima Counties	2456	69.2%	261,011,093	72.6%	106,275	605,387,733	76.7%	246,493	7,298,580	62.6%	10,057,217	873,697,406				75.2%
Mohave, Pinal and Yavapai	538	15.2%	65,916,218	18.3%	122,521	105,276,034	13.3%	195,680	2,982,840	25.6%	16,275,565	174,175,092				15.0%
All Other Counties	554	15.6%	32,737,879	9.1%	59,094	79,121,896	10.0%	142,819	1,379,820	11.8%	15,158,991	113,239,595				9.8%

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

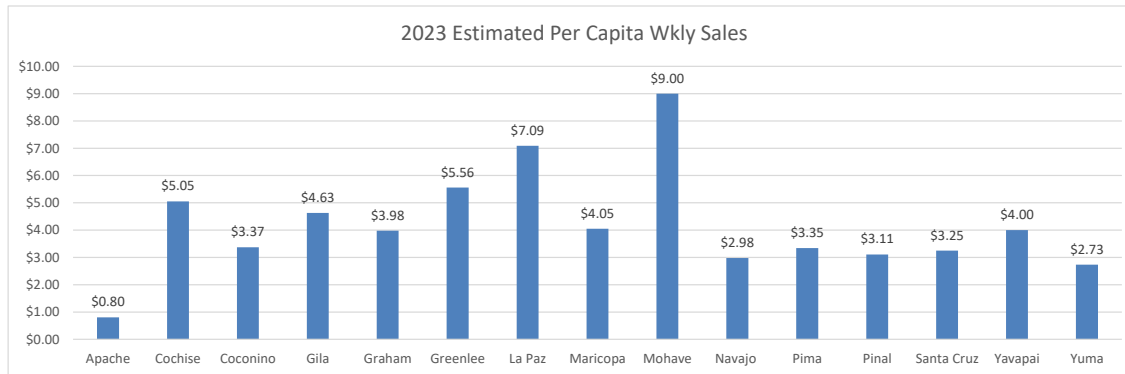
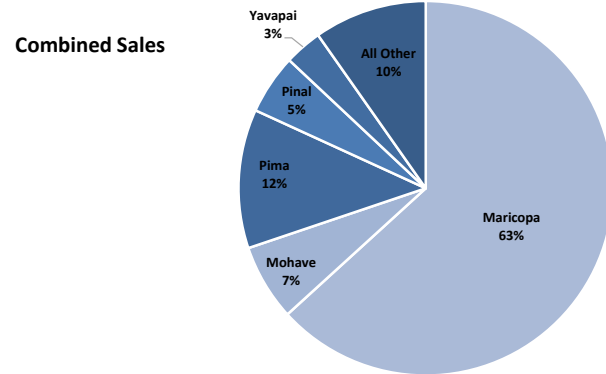
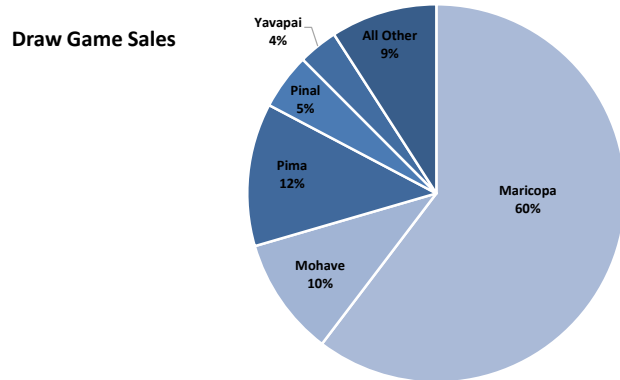
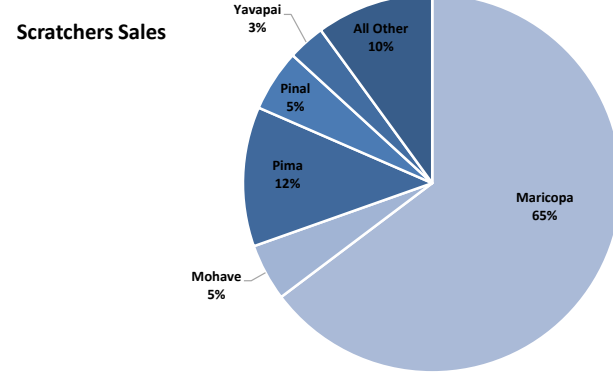
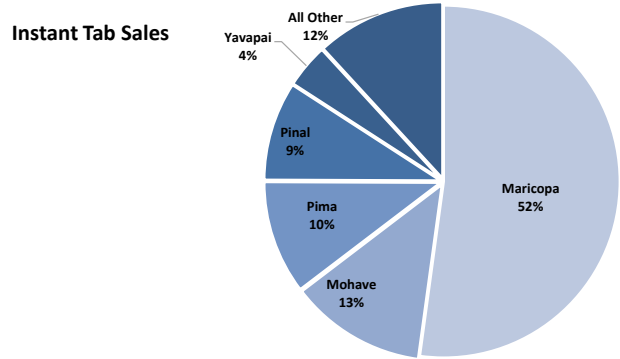


Chart J

**New Business Item #1**  
Instant Scratch Game Profiles  
Report to Arizona Lottery Commission  
April 21, 2023

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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: *Instant Jackpot #1418*, *Triple Bonus Crossword #1421*, *Triple \$\$\$ #1422*, *\$100 Stacked #1423*, and *Snow Much Fun #1427*.

**Instant Jackpot #1418.** This \$10 game has a top prize of \$100,000. This game will be printed at a quantity of approximately 2.1 million tickets.

**Triple Bonus Crossword #1421.** This \$25 game has a top prize of \$500,000. This game will be printed at a quantity of approximately 2.2 million tickets.

**Triple \$\$\$ #1422.** This \$2 game has a top prize of \$10,000. This game will be printed at a quantity of approximately 2.1 million tickets.

**\$100 Stacked #1423.** This \$2 game has a top prize of \$10,000. This game will be printed at a quantity of approximately 2.2 million tickets.

**Snow Much Fun #1427.** This \$2 game has a top prize of \$10,000. This game will be printed at a quantity of approximately 2.1 million tickets.

Attachments (Commissioners only)



**New Business Item #2**  
Fast Play™ Game Profile  
Report to Arizona Lottery Commission  
April 21, 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: *Cauldron Cash #158*.

**Cauldron Cash #158**. This \$1 Halloween-themed game has a top prize of \$1,013. In this game, players match the YOUR NUMBERS symbols to the WINNING NUMBERS symbols to win a prize.

Attachments (Commissioners only)