



February 21, 2025
COMMISSION
REPORT

Table of Contents

Notice of Public Meeting and Executive Session 3
 Commission Minutes of January 17, 2025, Meeting..... 5

Agency Reports 8
 Executive Report – Presentation 8
 Financial Report – Presentation 8
 Mega Millions® Retailer Incentive - Presentation..... 8
 New Game Introductions – No Presentation..... 8

New Business Item #1 10
 Instant Scratch Game Profiles 10

New Business Item #2 11
 Instant Tab Game Profiles..... 11

New Business Item #3 12
 Fast Play Game Profiles 12

New Business Item #4 13
 Change to Mega Millions® Retailer Incentives..... 13

**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 **February 21, 2025, at 10:00 a.m.**, in the **Arizona Lottery Board Room, located at 4740 East University Drive, Phoenix, Arizona.** The Public may join the meeting in person and will have physical access to the Arizona Lottery Board Room fifteen (15) minutes before the start of the meeting. The Public may also join by telephone or Internet through **Google Hangouts Meet**.

The following are instructions for joining the meeting via Google Hangouts Meet:

Join the meeting online by entering the following link into your URL

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 (#)**

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. Members of the Commission may participate by telephone, intranet communication, or in person.

Call to Order

1. Call for Quorum
2. Call for Notice
3. Approval of Minutes for January 17, 2025, Public Meeting

Agency Reports

1. Executive Report – Presentation
2. Financial Report – Presentation
3. Mega Millions® Retailer Incentive - Presentation
4. New Games Introduction – No Presentation

New Business

1. Discussion and possible action on new instant scratch game profiles: *Strike it Rich* #1496, *Cosmic Cash Lines* #1498, *Jurassic Park* #1500, and *Red Hot 7s* #1501.
2. Discussion and possible action on new instant tab game profiles: *American Classics* #211, *Dynamite Deuces* #212, *Cash Champions* #1122, *Bowling Thunder* #1123, *Lost Treasure*, #1124, *Last One In* #1125, *Maki Money* #1126, and *Money Moon Rising* #1127.
3. Discussion and possible action on Fast Play™ game profiles: *Money Vault Progressive* #182, *Double Money Vault Progressive* #183, *Triple Money Vault Progressive* #184, and amended game profile *Big Bankroll* #180.
4. Discussion and possible action on Change to Mega Millions® Retailer Incentives.

Call to the Public

Consideration and discussion of comments from the public. 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 later to comply with A.R.S. § 38-431.02.

Announcements

1. The next meeting is scheduled to be held virtually on March 21, 2025, at 10:00 a.m. The public will have physical access to the meeting room located at 4740 E. University Dr., Phoenix, AZ 85034, beginning 15 minutes prior to the meeting and through the duration of both virtual and in-person public sessions. This will provide anyone without access to the virtual meeting an opportunity to participate during February's commission meeting.

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 in 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 February 2025

Alec Esteban Thomson
Executive Director

Persons with disabilities may request 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 January 17, 2025, Meeting

PRESIDING Chair Jeff Weintraub (In-Person)

COMMISSIONERS Tereza Fritz, and Shannon Scheel (In-Person), Todd Newman, and Mario Aniles (Virtual)

LOTTERY Deputy Director of Operations & Chief Financial Officer; Russ Harben, Chief Marketing Officer; Chris Rogers, Chief of People; Mia Lemke, Chief of Staff; May Mgbolu, and Deputy Director of Security & Regulatory; Todd Terrell (In-Person)

Luanne Mansanares and Anna Hunt (In Person)

Attorney General Representative Pamela Peiser (In-Person)

PUBLIC Legislative Liaison: Jimmy Arwood (In-Person)

Call to Order

1. **Call for Quorum:** Pursuant to the Public Notice dated January 9, 2025, 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 Fritz, and Commissioner Scheel. (In-Person), Vice Chair Newman and Commissioner Aniles (Virtual).
2. **Notice:** Notice was posted by Luanne Mansanares on January 9, 2025, at 1:00 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 December 20, 2024, Public Meeting minutes. Commissioner Fritz moved; Commissioner Scheel seconded. The vote was unanimous, with all Commission Members voting aye. The motion carried.

Agency Report

1. Executive Report – Deputy Director of Operations & Chief Financial Officer Russ Harben provided the Executive Report, and Legislative Liaison Jimmy Arwood provided a Legislative update.
2. Financial Report – Presented by Russ Harben
3. Marketing and Products – Presented by Chris Rogers

New Business

1. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new instant scratch game profiles: *Million Dollar Crossword* #1491. There was

no response.

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 #1491. Commissioner Aniles moved; Vice-Chair Newman seconded. The vote was unanimous, with all Commission Members 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: *Cash Ka-Boom* #1118, *Best in Show* #1119, *Birthday Money* #1120, and *Strike Gold* #1121. There was no response.

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 tab game profiles: #1118, # 1119 #1120, #1121. Commissioner Scheel moved; Commissioner Fritz seconded. The vote was unanimous, with all Commission Members voting aye. The motion carried.

3. Chair Weintraub asked if any members of the public wanted to address the Commission regarding amended game profile: *Mega Millions® Amendment #4*. There was no response.

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 amended game profile: #4. Commissioner Scheel moved; Commissioner Fritz seconded. The vote was unanimous, with all Commission Members 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 profiles. *Double Win* #181. There was no response.

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 Fast Play™ game profiles: #181. Commissioner Fritz moved; Commissioner Scheel seconded. The vote was unanimous, with all Commission Members 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.

Announcements

The next meeting is scheduled to be held virtually on February 21, 2025, at 10:00 a.m. The public will have physical access to the meeting room located at 4740 E. University Dr., Phoenix, AZ 85034, beginning 15 minutes prior to the meeting and throughout the duration of both virtual and in-person public sessions. This will provide anyone without access to the virtual meeting an opportunity to participate during February's commission meeting.

Adjournment

The meeting adjourned at 10:34 a.m.

Materials

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

Notice

Persons with disabilities 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.*

Dated this 11th day of December 2024

Alec Esteban Thomson
Executive Director

Persons with disabilities may request reasonable accommodation by calling (480) 921-4486. Requests should be made as early as possible to allow time to arrange the accommodation. *The Commission reserves the right to change the order of items on the agenda.*

Agency Reports
Report to Arizona Lottery Commission
February 21, 2025

Executive Report – Presentation

Financial Report – Presentation

Mega Millions® Retailer Incentive - Presentation

New Games Introduction – No Presentation

New Game Introductions

The following Scratchers games were introduced since the last commission meeting: *Sunken Treasure Crossword* #1478, *Sizzling Red Hot 7's* #1479, *\$5,000,000 Luxe* #1480, and *\$100,000 Mega Cash* #1482.

More information on these games is available by visiting the Scratchers section at ArizonaLottery.com

More information on these games is available by visiting the Scratchers and Fast Play sections at ArizonaLottery.com

No games have ended since the last commission meeting.

ATTACHMENT A

Dashboard Report February 2025

SERVING ARIZONA FOR 43 YEARS





-7.81%

Total Sales (FYTD)
\$836,706,486

-10.09%

vs. Proj (FYTD)

vs. PYTD

-18.79%

Draw Sales
\$220,131,790^{26.3%}
%Total Sales

-27.67%

Draw Sales : From
7/1/2019 - To
2/9/2025
Fast Play Sales :
From 7/1/2019 - To
2/9/2025

-3.14%

Instant Sales
\$616,574,696^{73.7%}
%Total Sales

-1.55%

vs. Proj (FYTD)

vs. PYTD

vs. Proj (FYTD)

vs. PYTD

-25.75%

Multi-State
\$132,023,352^{15.8%}
%Draw Sales

-37.84%

-3.41%

Scratchers Sales
\$605,804,241^{72.3%}
%Instant Sales

-1.83%

vs. Proj (FYTD)

vs. PYTD

vs. Proj (FYTD)

vs. PYTD

-6.80%

In-State
\$55,080,401^{6.6%}
%Draw Sales

-7.11%

Scratcher Sales :
From 7/1/2019 - To
2/9/2025
Pulltab Sales : From
7/1/2019 - To
2/7/2025

10.05%

Charitable Pulltab Sales
\$5,615,290^{0.7%}
%Instant Sales

12.10%

vs. Proj (FYTD)

vs. PYTD

vs. Proj (FYTD)

vs. PYTD

2.26%

Quick Draw
\$1,644,918^{0.2%}
%Draw Sales

-0.38%

20.28%

Age Rest. Pulltab Sales
\$3,770,480^{0.5%}
%Instant Sales

21.35%

vs. Proj (FYTD)

vs. PYTD

vs. Proj (FYTD)

vs. PYTD

-3.57%

Fast Play
\$31,383,119^{3.7%}
%Draw Sales

1.23%

27.79%

Other Pulltab Sales
\$1,384,685^{0.2%}
%Instant Sales

29.25%

vs. Proj (FYTD)

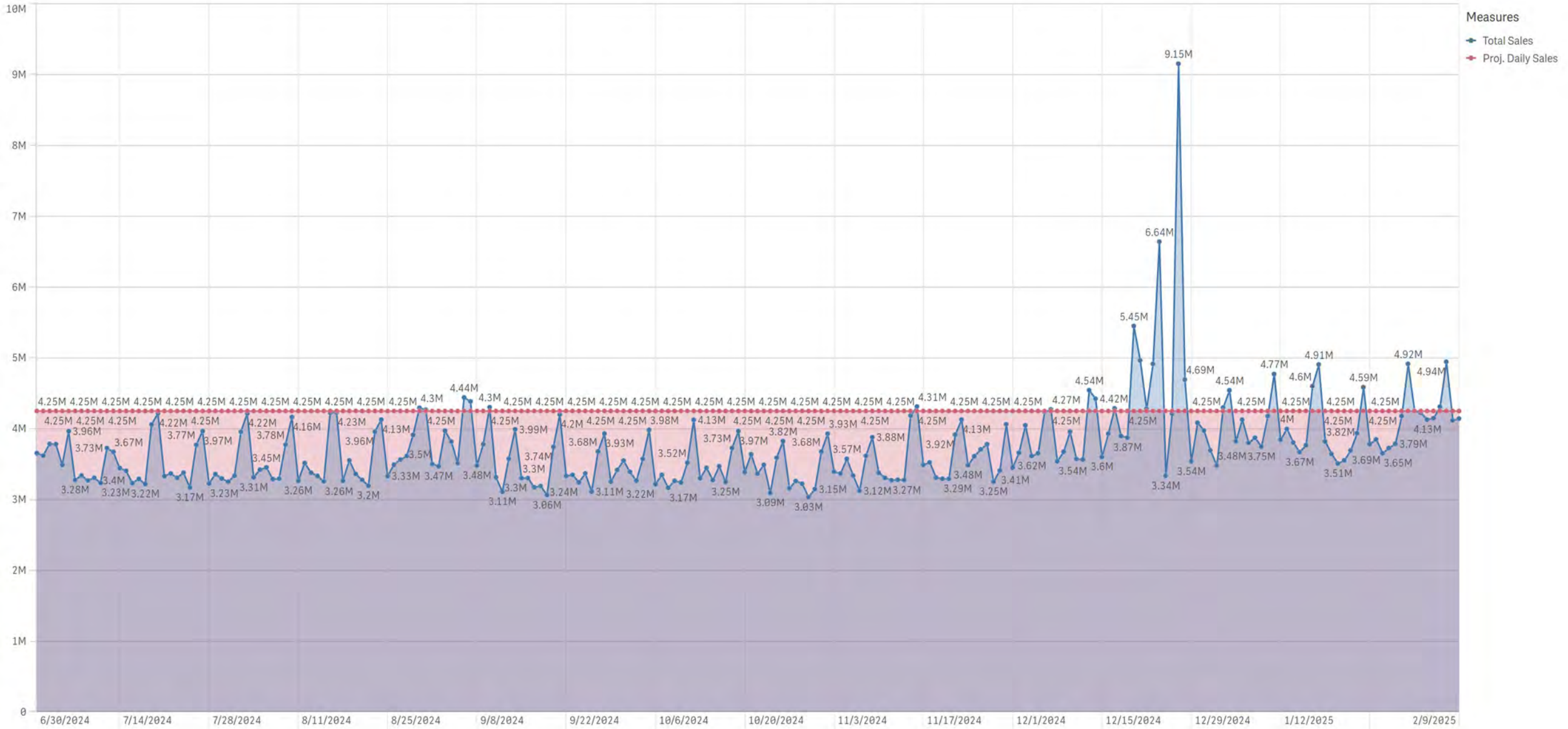
vs. PYTD

vs. Proj (FYTD)

vs. PYTD



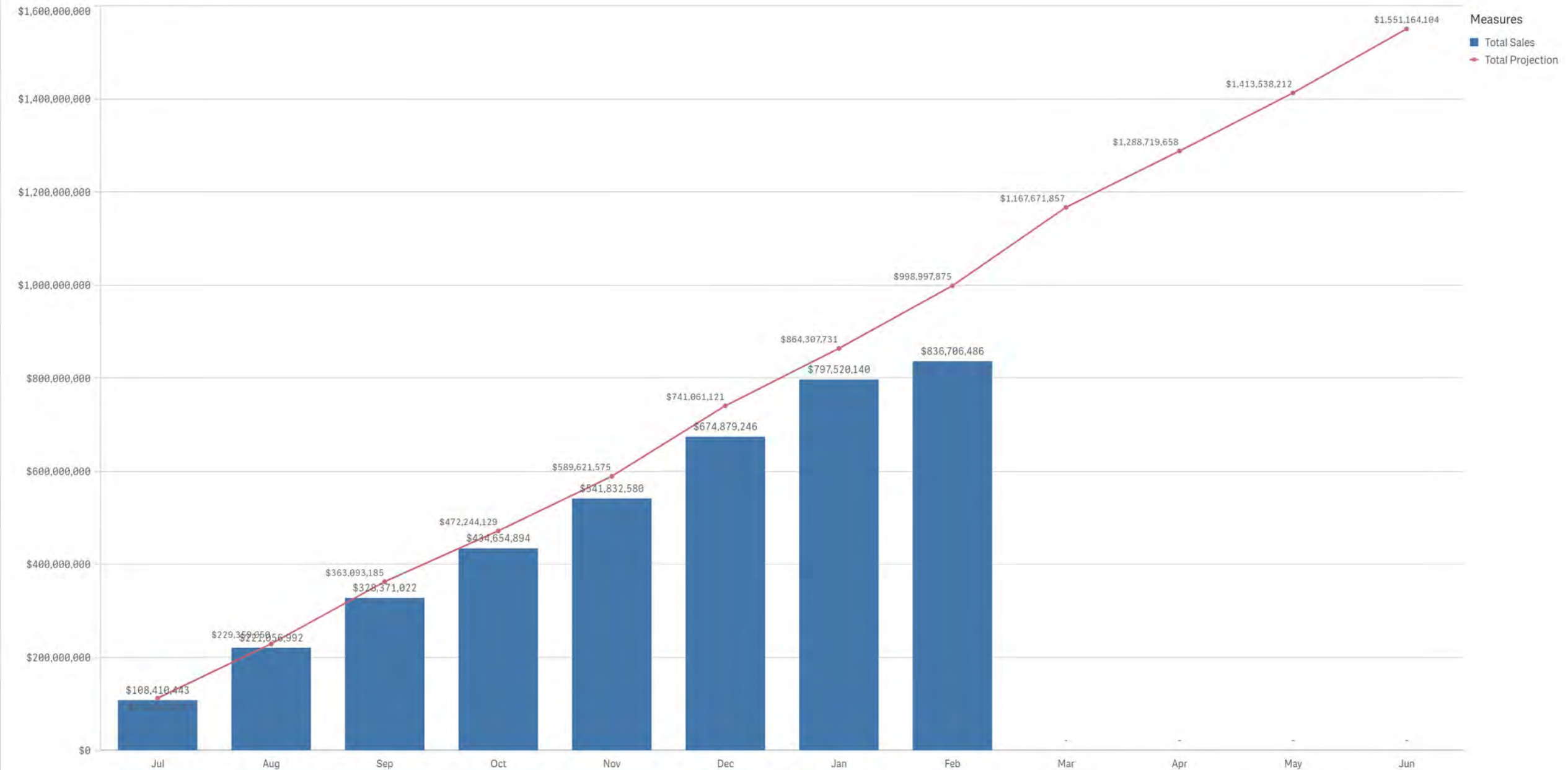
Daily Sales vs. Goal





YTD Sales vs. Projection

FY 2025 Total Sales vs. Projection

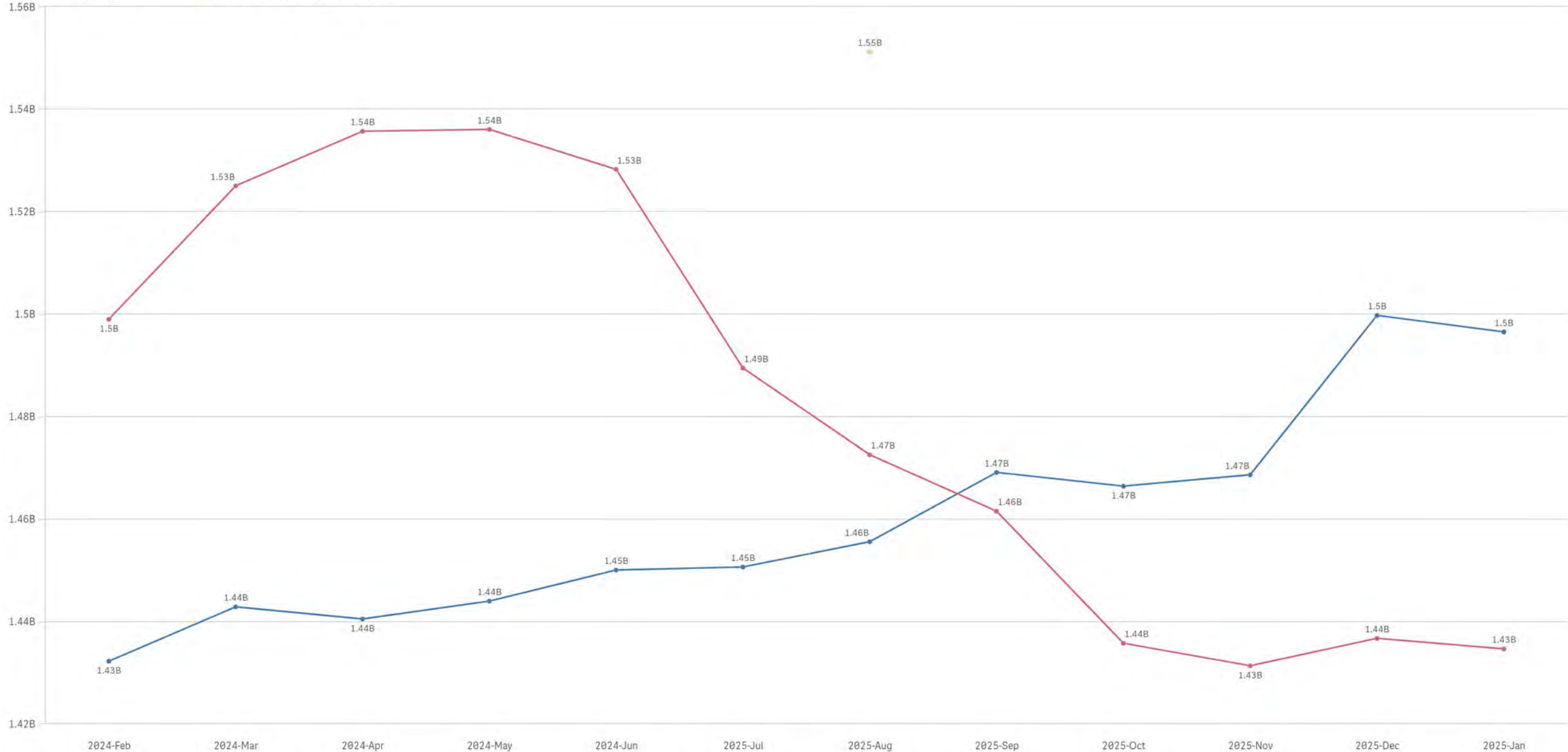




Rolling 12 Month Total Sales

Rolling 12 Month Sales

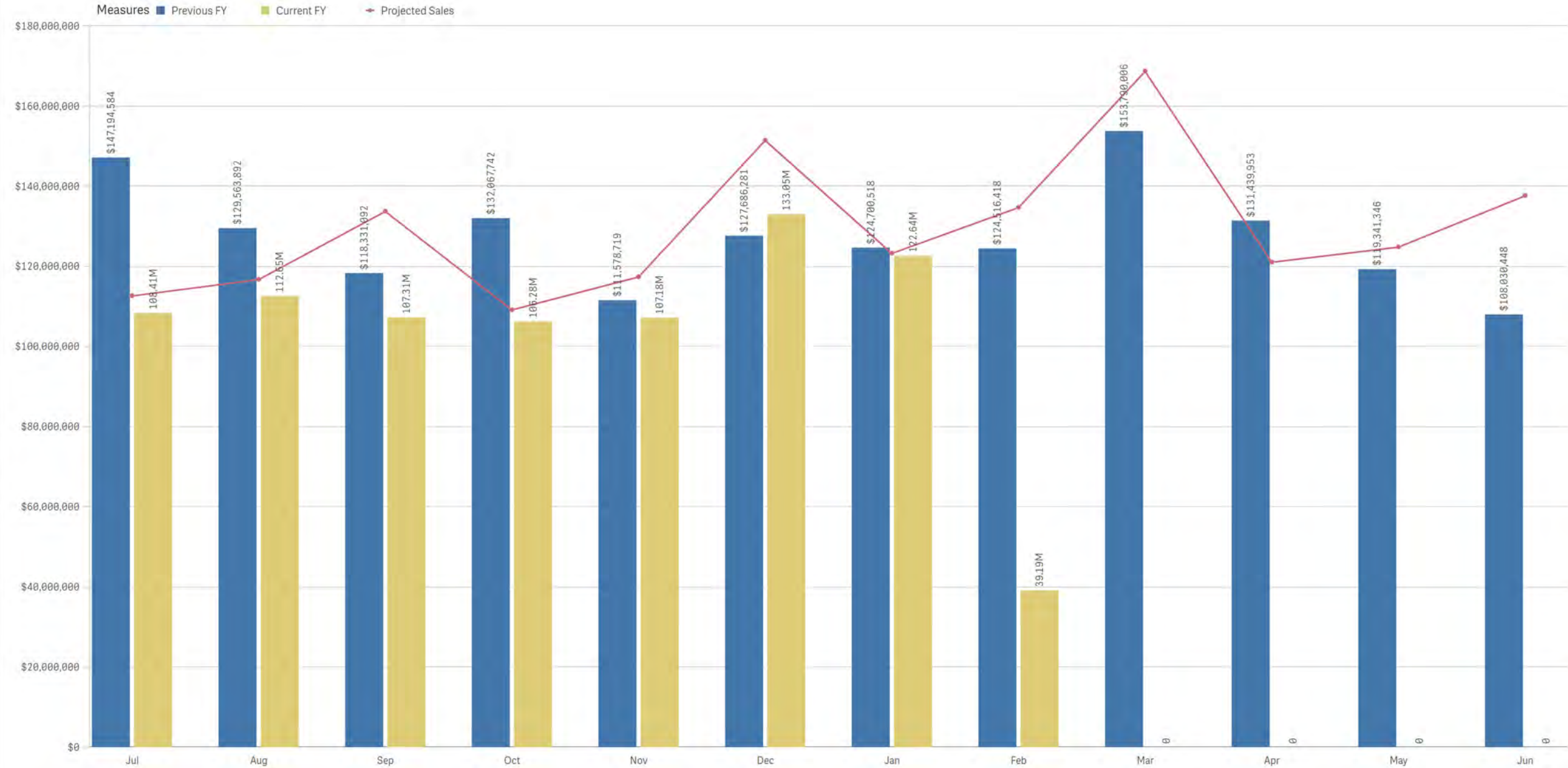
◆ Total Projection ◆ Current Year Projection ◆ Total Sales





All Games

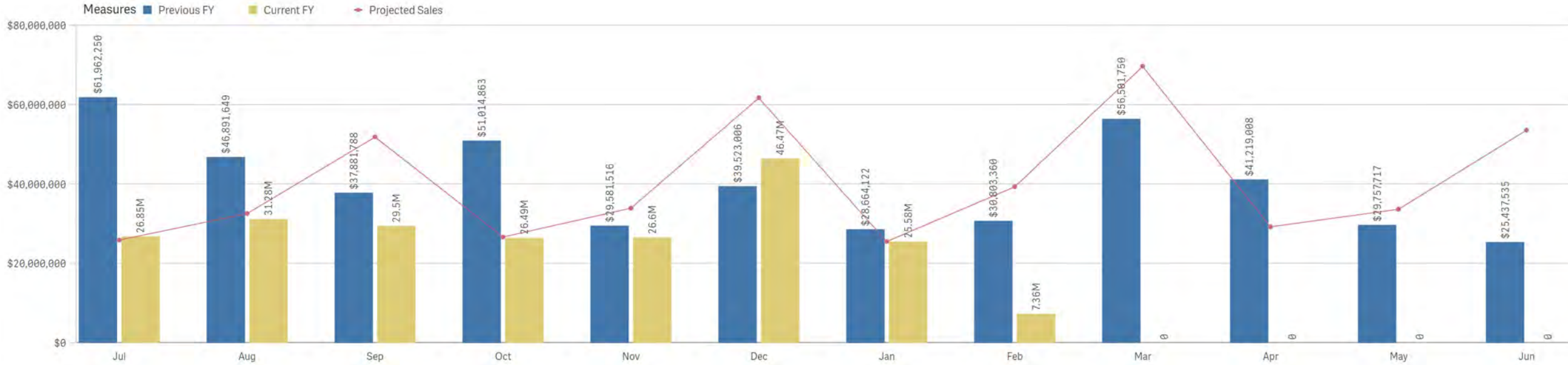
Sales FY 2024 vs. 2025 vs. Projection



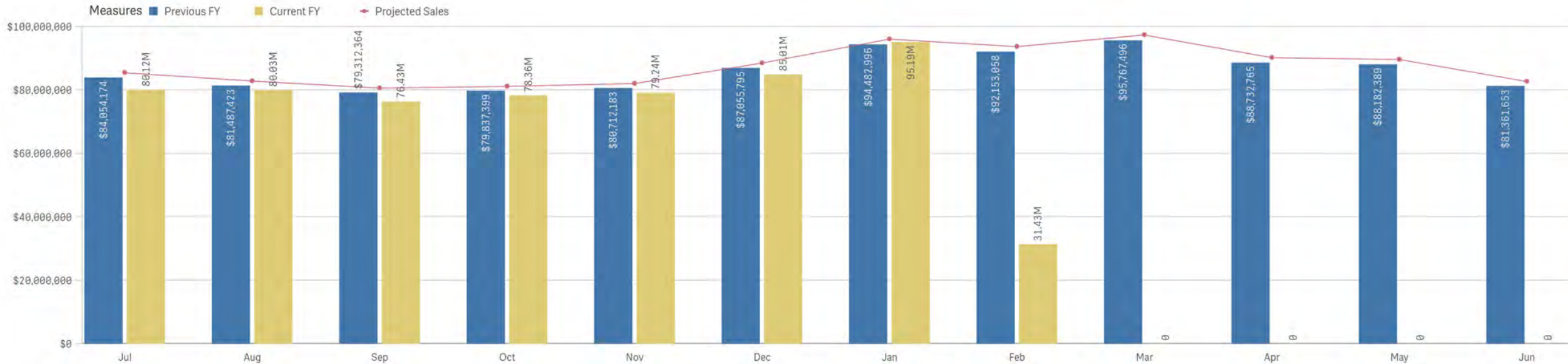


Draw and Instant Games

Draw Sales FY 2024 vs. 2025 vs. Projection



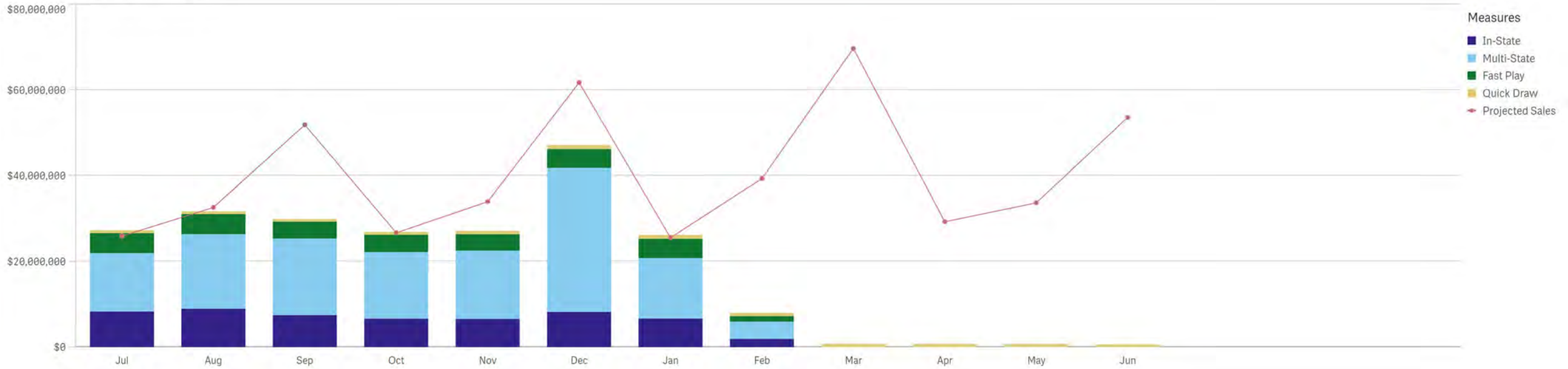
Instant Sales FY 2024 vs. 2025 vs. Projection



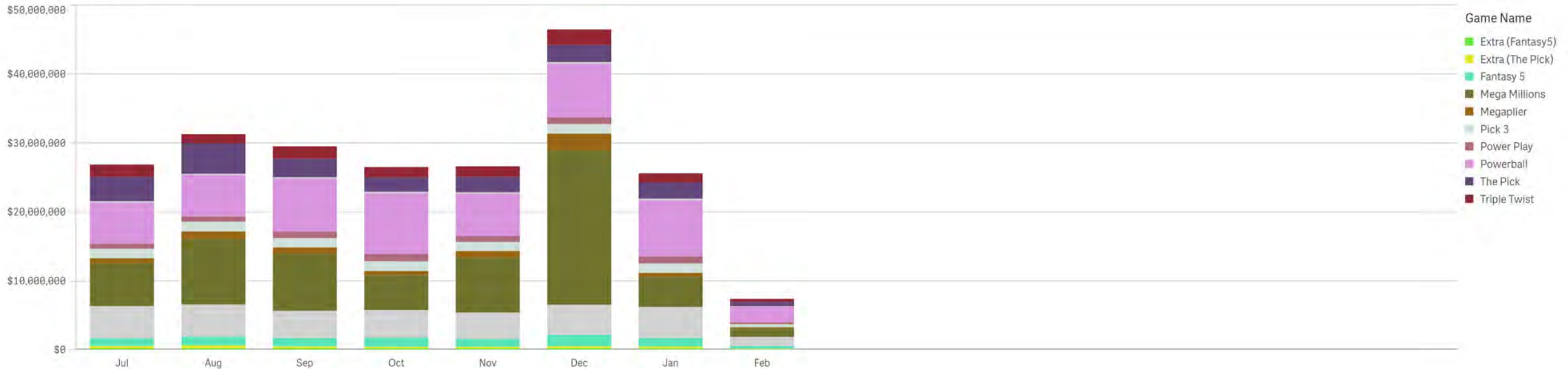


Draw Sales by Month

FY 2025 Draw Sales by Game Type



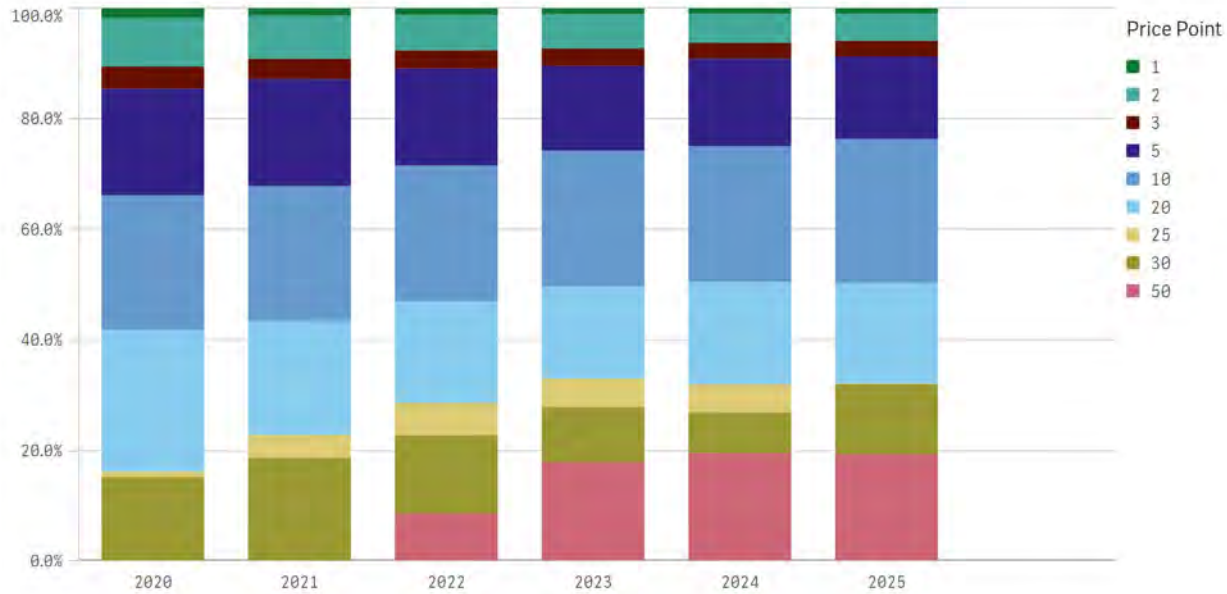
FY 2025 Draw Sales by Game



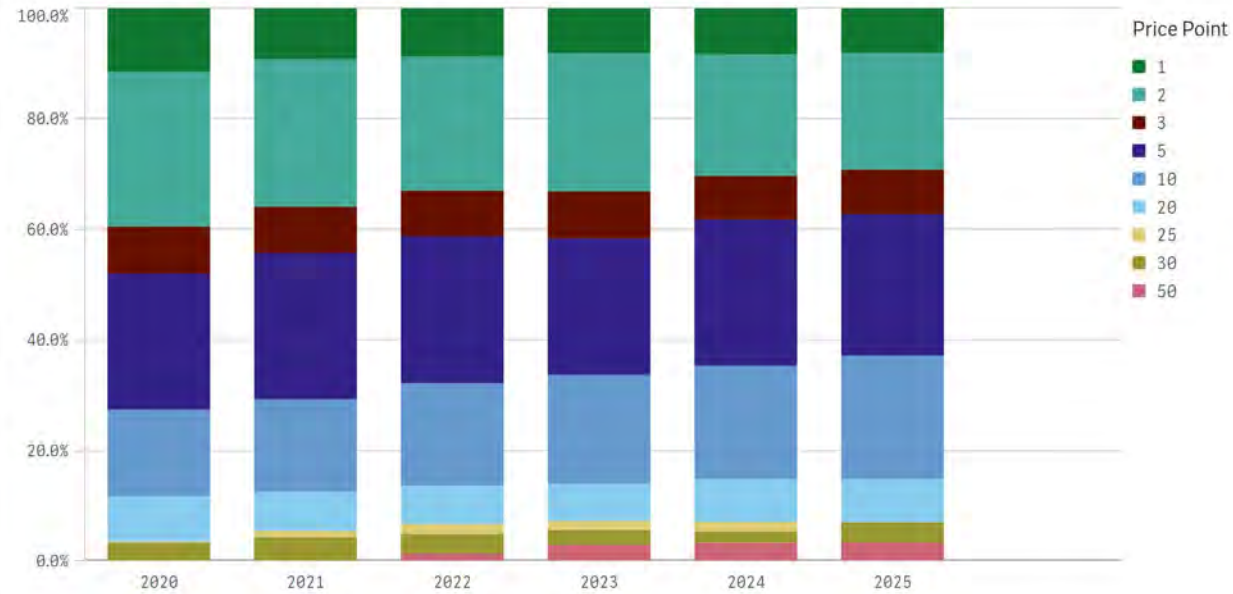


Sales by Price Point - Scratcher and Pull Tabs

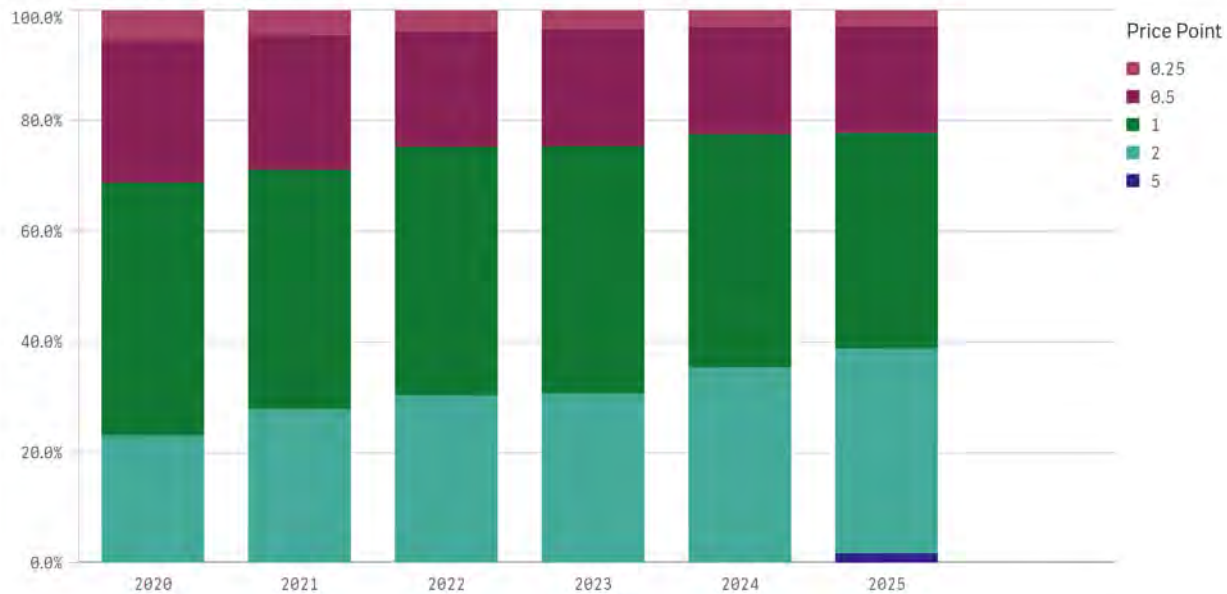
Based on Dollars Sold - Scratcher



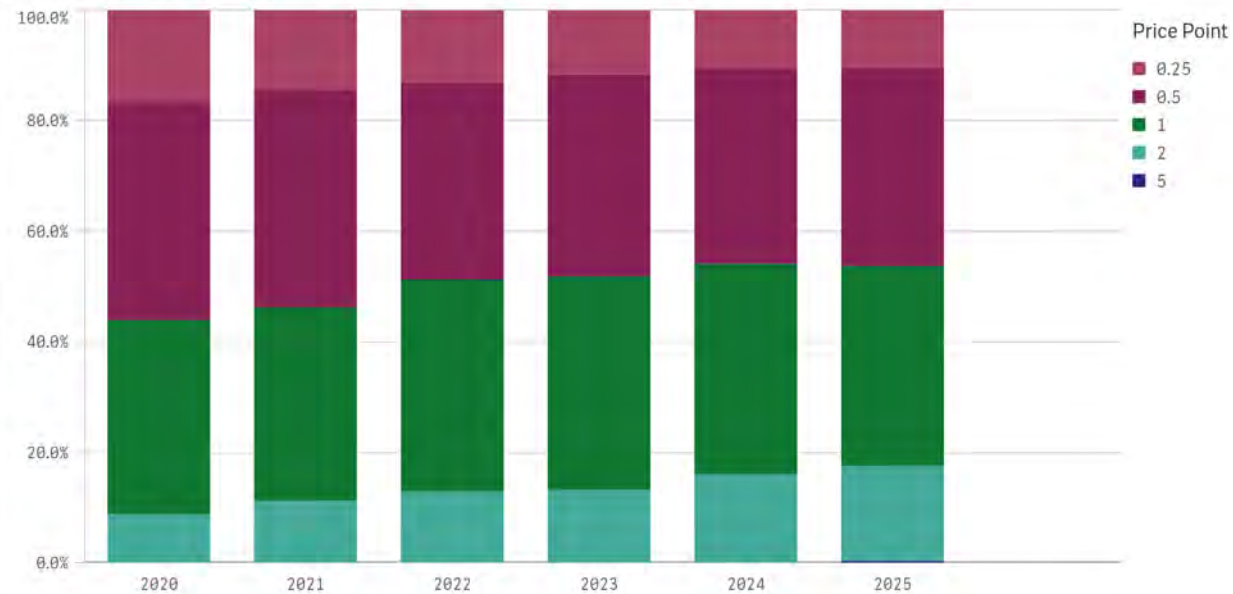
Based on Tickets Sold - Scratcher



Based on Dollars Sold - Pull Tabs



Based on Tickets Sold - Pull Tabs





FY25 Year-to-date Financial Status

Overall

Percent of Year Elapsed

Percent Used

52.33%

44.46%

Percent Spent by Appropriation

1. Operating:

2. Advertising:

3. Instant Printing:

4. Sales Commissions:

5. On-line Vendor Fees

45.63%

53.60%

66.64%

32.30%

57.89%

Cash Balance by Fund

22,290,468

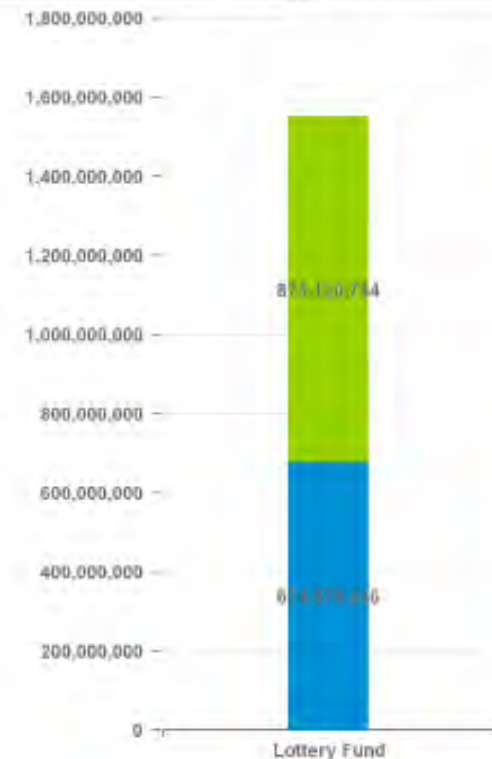
149,403,279

1. Lot Fd 2. Prize Fd

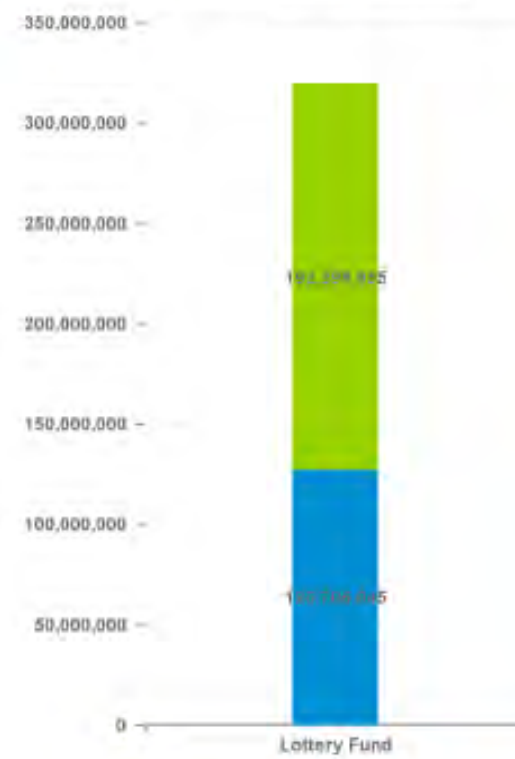
Budget by Appropriation Type and Object Class

Sales Goal: \$1.55 Billion

Beneficiary Transfer Goal: \$319 Million



Appropriation	Object Class	Budget	Expenditures	Encumbered	Remaining	% Used
1. Operating:	0000 - Appropriation Budget	10,195,900	-	-	10,195,900	
	6000 - Personal Services	-	1,965,900	-	-1,965,900	
	6100 - Employee Related Expenditures	-	753,476	-	-753,476	
	6200 - Professional And Outside Services	-	354,311	260,431	-614,742	
	6500 - Travel - In-State	-	15,182	10,175	-25,358	
	6600 - Travel - Out-Of-State	-	26,907	4,000	-30,907	
	7000 - Other Operating Expenditures	-	596,793	565,212	-1,162,005	
	8500 - Non-Capital Equipment	-	4,296	674	-4,970	
	9100 - Transfers Out	-	56,955	37,807	-94,761	
	Total:		10,195,900	3,773,820	878,299	5,543,781
2. Advertising:	0000 - Appropriation Budget	15,500,000	-	-	15,500,000	
	7000 - Other Operating Expenditures	-	5,602,767	2,705,576	-8,308,343	
	Total:	15,500,000	5,602,767	2,705,576	7,191,657	53.60%
3. Instant Printing:	0000 - Appropriation Budget	42,399,600	-	-	42,399,600	
	7000 - Other Operating Expenditures	-	8,823,755	19,432,017	-28,255,772	
	Total:	42,399,600	8,823,755	19,432,017	14,143,828	66.64%
4. Sales Commissions:	0000 - Appropriation Budget	112,871,100	-	-	112,871,100	
	7000 - Other Operating Expenditures	-	35,702,659	756,783	-36,459,442	
	Total:	112,871,100	35,702,659	756,783	76,411,658	32.30%
5. On-line Vendor Fees:	0000 - Appropriation Budget	20,729,900	-	-	20,729,900	
	6200 - Professional And Outside Services	-	6,061,357	5,938,643	-12,000,000	
	Total:	20,729,900	6,061,357	5,938,643	8,729,900	57.89%
Grand Total:		201,696,500	59,964,358	29,711,318	112,020,824	



Rem. Revenue Budget YTD Revenue

Rem. Transfers Transfers

Arizona
Lottery

TM

New Business Item #1
Instant Scratch Game Profiles
Report to Arizona Lottery Commission
February 21, 2025

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: *Strike it Rich* #1496, *Cosmic Cash Lines* #1498, *Jurassic Park* #1500, and *Red Hot 7s* #1501.

Strike it Rich #1496. This \$20 game has a top prize of \$500,000. This game will be printed at a quantity of approximately 2.1 million tickets.

Cosmic Cash Lines #1498. This \$3 game has a top prize of \$20,000. This game will be printed at a quantity of approximately 2.6 million tickets.

Jurassic Park #1500. This \$5 game has a top prize of \$50,000. This game will be printed at a quantity of approximately 1.9 million tickets.

Red Hot 7s #1501. This \$2 game has a top prize of \$7,777. This game will be printed at a quantity of approximately 5.5 million tickets.

Attachments (Commissioners only)

New Business Item #2
Instant Tab Game Profiles
Report to Arizona Lottery Commission
February 21, 2025

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

NEW GAME PROFILES

Attached for the Lottery Commission's action are new instant tab game profiles: *American Classics* #211, *Dynamite Deuces* #212, *Cash Champions* #1122, *Bowling Thunder* #1123, *Lost Treasure* #1124, *Last One In* #1125, *Maki Money* #1126, *Money Moon Rising* #1127.

American Classics #211. This \$.50 game has a top prize of \$150.

Dynamite Deuces #212. This \$.50 game has a top prize of \$150.

Cash Champions #1122. This \$.50 game has a top prize of \$150.

Bowling Thunder #1123. This \$.50 game has a top prize of \$150.

Lost Treasure #1124. This \$1.00 game has a top prize of \$250.

Last One In #1125. This \$1.00 game has a top prize of \$250.

Maki Money #1126. This \$1.00 game has a top prize of \$250.

Money Moon Rising #1127. This \$1.00 game has a top prize of \$250.

Attachments (Commissioners only)

New Business Item #3
Fast Play Game Profiles
Report to Arizona Lottery Commission
February 21, 2025

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

NEW GAME PROFILES

Attached for the Lottery Commission's action are new Fast Play game profiles: *Money Vault Progressive #182*, *Double Money Vault Progressive #183*, and *Triple Money Vault Progressive #184*.

Money Vault Progressive #182. This \$2 game has a progressive top prize that starts at \$5,000. In this game, players match YOUR NUMBERS symbols to the WINNING NUMBERS symbol to win a prize.

Double Money Vault Progressive #183. This \$5 game has a progressive top prize that starts at \$10,000. In this game, players match YOUR NUMBERS symbols to the WINNING NUMBERS symbol to win a prize.

Triple Money Vault Progressive #184. This \$10 game has a progressive top prize that starts at \$50,000. In this game, players match YOUR NUMBERS symbols to the WINNING NUMBERS symbol to win a prize.

AMENDED GAME PROFILE

Attached for the Lottery Commission's action is amended Fast Play game profile: Big Bankroll #180.

Big Bankroll #180. Revised caption for WINNING NUMBER and YOUR NUMBER “55” play symbol.

Attachments (Commissioners only)

New Business Item #4
Change to Mega Millions[®] Retailer Incentives
Report to Arizona Lottery Commission
February 21, 2025

This report is provided to the Lottery Commission regarding the changes to the Mega Millions[®] retailer Incentives. The Arizona Lottery respectfully requests approval from the Lottery Commission.

ORDER CHANGING MEGA MILLIONS[®] INCENTIVES

Attached for the Lottery Commission is a proposed order which will change the Mega Millions[®] retailer incentives by eliminating the “without” 2X multiplier from the Arizona Lottery’s incentive schedule. The proposed order contains a finding of fact section which explains the necessity for the change.

Attachment (Commissioners only)