



January 17, 2025  
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 17, 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](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 (#)**

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 December 20, 2024, Public Meeting

**Agency Reports**

1. Executive Report – 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 instant scratch game profile: *Million Dollar Crossword* #1491.
2. Discussion and possible action on new instant tab game profiles: *Cash Ka-Boom* #1118, *Best in Show* #1119, *Birthday Money* #1120, and *Strike Gold* #1121.
3. Discussion and possible action on amended game profile: *Mega Millions® Amendment* #4.
4. Discussion and possible action on new Fast Play™ game profile: *Double Win* #181.

## **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 at a later date to comply with A.R.S. § 38-431.02.

## **Announcements**

1. The next meeting will be held 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 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 8th day of January 2025

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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 December 20, 2024, Meeting*

**PRESIDING** Chair Jeff Weintraub (In-Person)

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

**LOTTERY** Executive Director; Alec Thomson, Deputy Director of Operations & Chief Financial Officer; Russ Harben, Chief Marketing Officer; Chris Rogers, Mia Lemke; Chief People Officer, General Counsel; Kome Akpolo, and Deputy Director of Security & Regulatory; Todd Terrell (In-Person)

Luanne Mansanares, Cydeni Carter, and Anna Hunt (In Person)

Attorney General Representative: Pamela Peiser (In-Person)

**PUBLIC** Isaiah Rodriguez, Brian Hemmerle

### **Call to Order**

1. **Call for Quorum:** Pursuant to the Public Notice dated December 11, 2024, 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, Vice Chair Newman, Commissioner Fritz, Commissioner Scheel. (In-Person), and Commissioner Aniles (Virtual)
2. **Notice:** Notice was posted by Luanne Mansanares on December 12, 2024, at 2:40 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 November 15, 2024, Public Meeting minutes. Vice-Chair Newman moved; Commissioner Aniles seconded. The vote was unanimous, with all Commission Members voting aye. The motion carried.

### **Agency Report**

1. Executive Report: Executive Director Thomson informed the Commission of the Arizona Lottery holiday office closures, introduced ASU student Isaiah Rodriguez, and presented information on new games up for approval. Cydeni Carter presented information on the Givesback Beneficiaries of the Month.
2. Fiscal Year 2024 Financial Audit – Presented by Brian Hemmerle, CPA, CFE Principal from Baker Tilly.
3. Financial Report – Presented by Russ Harben
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: *PAC-MAN* #1481, *State Forty Eight* #1488, *Money* #1489, *Instant Cash* #1492, and *Ka Pow* #1493. 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 #1481, #1488, #1489, #1492, and #1493. Commissioner Scheel 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 profile: *PAC-MAN* #1117. 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 instant tab game profile: #1117. Commissioner Scheel moved; Vice-Chair Newman 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 new Fast Play™ game profiles. *PAC-MAN* #177, *Cash Connect* #178, *Arizona Gold Rush* #179, and *Big Bankroll* #180. 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: #177, #178, #179, and #180. Commissioner Scheel moved; Commissioner Aniles 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 promotion profiles: *\$500k Giveaway* #141, and *CASH EXPLOSION® Million Dollar Giveaway* #142. 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 promotion profiles: #141, and #142. Commissioner Fritz moved; Vice-Chair Newman 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**

1. The next meeting will be held on Friday, January 17, 2025, at 10:00 a.m.

## **Adjournment**

The meeting adjourned at 10:32 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**

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*The Commission reserves the right to change the order of items on the agenda.*

Dated this 11th day of December 2024

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Alec Esteban Thomson  
Executive Director

**Agency Reports**  
 Report to Arizona Lottery Commission  
 January 17, 2025

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**Executive Report – Presentation**

**Financial Report – Presentation**

**Marketing & Products Update – Presentation**

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

**New Games Introduction – No Presentation**

New Game Introductions

The following Scratchers games were introduced since the last commission meeting: MONOPOLY™ 5X #1471, MONOPOLY™ 10X® #1472, MONOPOLY™ 20X #1473, MONOPOLY™ 50X #1474, and MONOPOLY™ 100X #1475.

The following Fast Play games were introduced since the last commission meeting: \$20 on the Spot #173, MONOPOLY™ #175, and Lots O’ Loot #176.

More information on these games is available by visiting the Scratchers and Fast Play sections at 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 1/6/25</b>
12/28/24	\$2	1423	\$100 Stacked	2,299,500	83%
12/28/24	\$5	1464	Festive \$500s	2,139,360	73%
1/7/25	\$2	1370	Crossword	13,452,150	96%
1/7/25	\$2	1394	Money Ball Bingo	7,755,000	81%
1/7/25	\$5	1403	\$50,000 Lucky Dog	2,936,640	88%
1/7/25	\$5	1413	Joker’s Wild	2,763,360	85%
1/7/25	\$10	1414	Win \$100,000	2,039,640	95%
1/7/25	\$2	1433	10X	3,120,450	73%
1/7/25	\$10	1435	50X	3,149,880	82%
1/7/25	\$10	1442	Triple Red 7’s	3,866,340	66%
1/7/25	\$1	1448	Money Bags	4,104,000	84%
1/7/25	\$5	1452	Cash Plus	2,217,180	93%
1/7/25	\$1	1461	Happy Holidays	3,506,700	53%
1/7/25	\$2	1462	Milk & Cookie Cash	2,247,150	51%



# **ATTACHMENT A**

# Dashboard Report January 2025

SERVING ARIZONA FOR 43 YEARS





-8.70%

vs. Proj (FYTD)

Total Sales (FYTD)  
\$694,714,612

-11.77%

vs. PYTD

-19.24%

vs. Proj (FYTD)

Draw Sales  
\$191,380,871 <sup>27.5%</sup><sub>%Total Sales</sub>

-29.75%

vs. PYTD

Draw Sales : From  
7/1/2019 - To  
1/5/2025  
Fast Play Sales :  
From 7/1/2019 - To  
1/5/2025

-3.94%

vs. Proj (FYTD)

Instant Sales  
\$503,333,741 <sup>72.5%</sup><sub>%Total Sales</sub>

-2.25%

vs. PYTD

-26.30%

vs. Proj (FYTD)

Multi-State  
\$116,271,458 <sup>68.8%</sup><sub>%Draw Sales</sub>

-40.06%

vs. PYTD

-4.25%

vs. Proj (FYTD)

Scratchers Sales  
\$494,513,983 <sup>98.2%</sup><sub>%Instant Sales</sub>

-2.54%

vs. PYTD

-6.27%

vs. Proj (FYTD)

In-State  
\$47,464,589 <sup>24.8%</sup><sub>%Draw Sales</sub>

-7.13%

vs. PYTD

Scratcher Sales :  
From 7/1/2019 - To  
1/5/2025  
Pulltab Sales : From  
7/1/2019 - To  
1/3/2025

11.38%

vs. Proj (FYTD)

Charitable Pulltab Sales  
\$4,583,438 <sup>0.9%</sup><sub>%Instant Sales</sub>

11.24%

vs. PYTD

0.48%

vs. Proj (FYTD)

Quick Draw  
\$1,353,367 <sup>0.7%</sup><sub>%Draw Sales</sub>

-2.85%

vs. PYTD

25.33%

vs. Proj (FYTD)

Age Rest. Pulltab Sales  
\$3,118,620 <sup>0.6%</sup><sub>%Instant Sales</sub>

25.22%

vs. PYTD

-3.45%

vs. Proj (FYTD)

Fast Play  
\$26,291,457 <sup>13.7%</sup><sub>%Draw Sales</sub>

1.33%

vs. PYTD

26.68%

vs. Proj (FYTD)

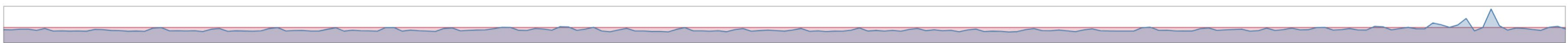
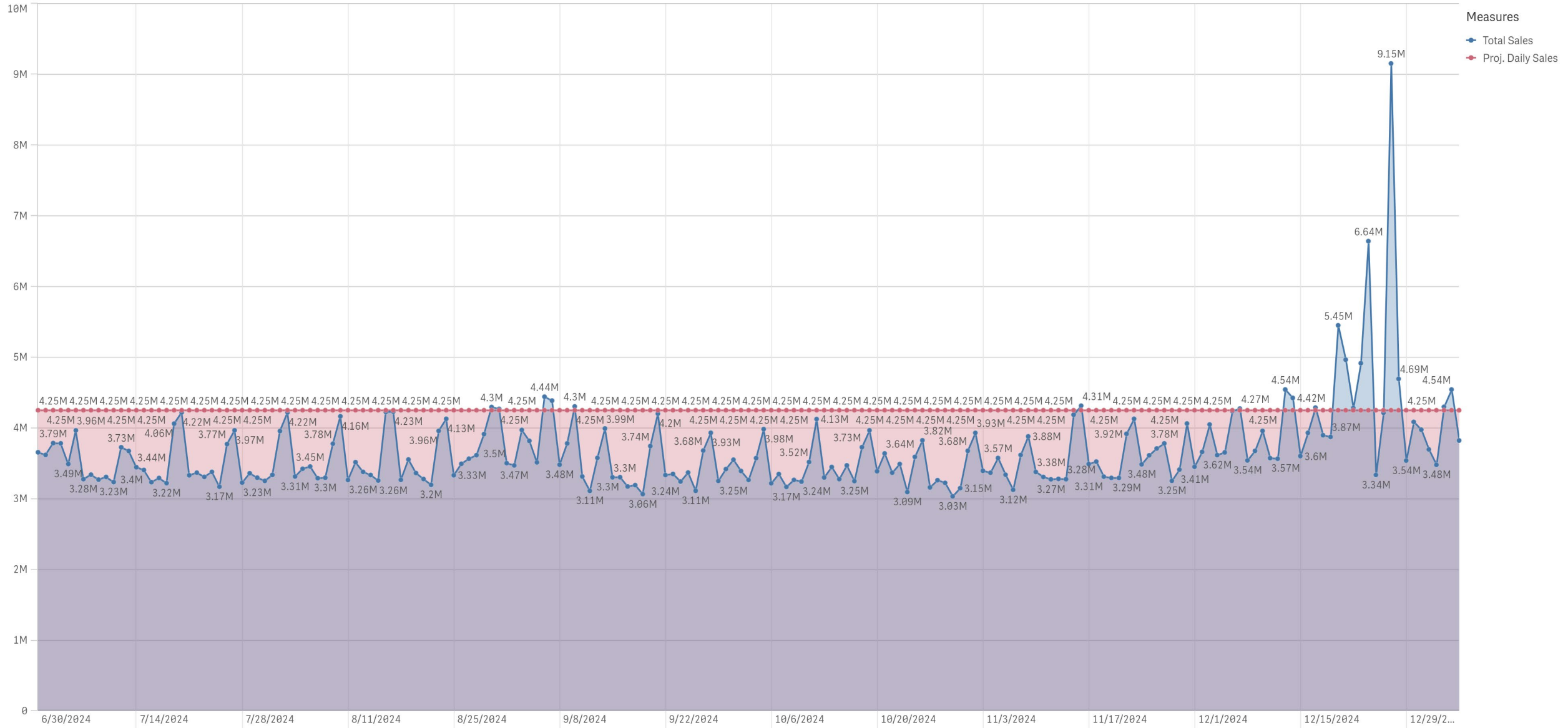
Other Pulltab Sales  
\$1,117,700 <sup>0.2%</sup><sub>%Instant Sales</sub>

23.64%

vs. PYTD



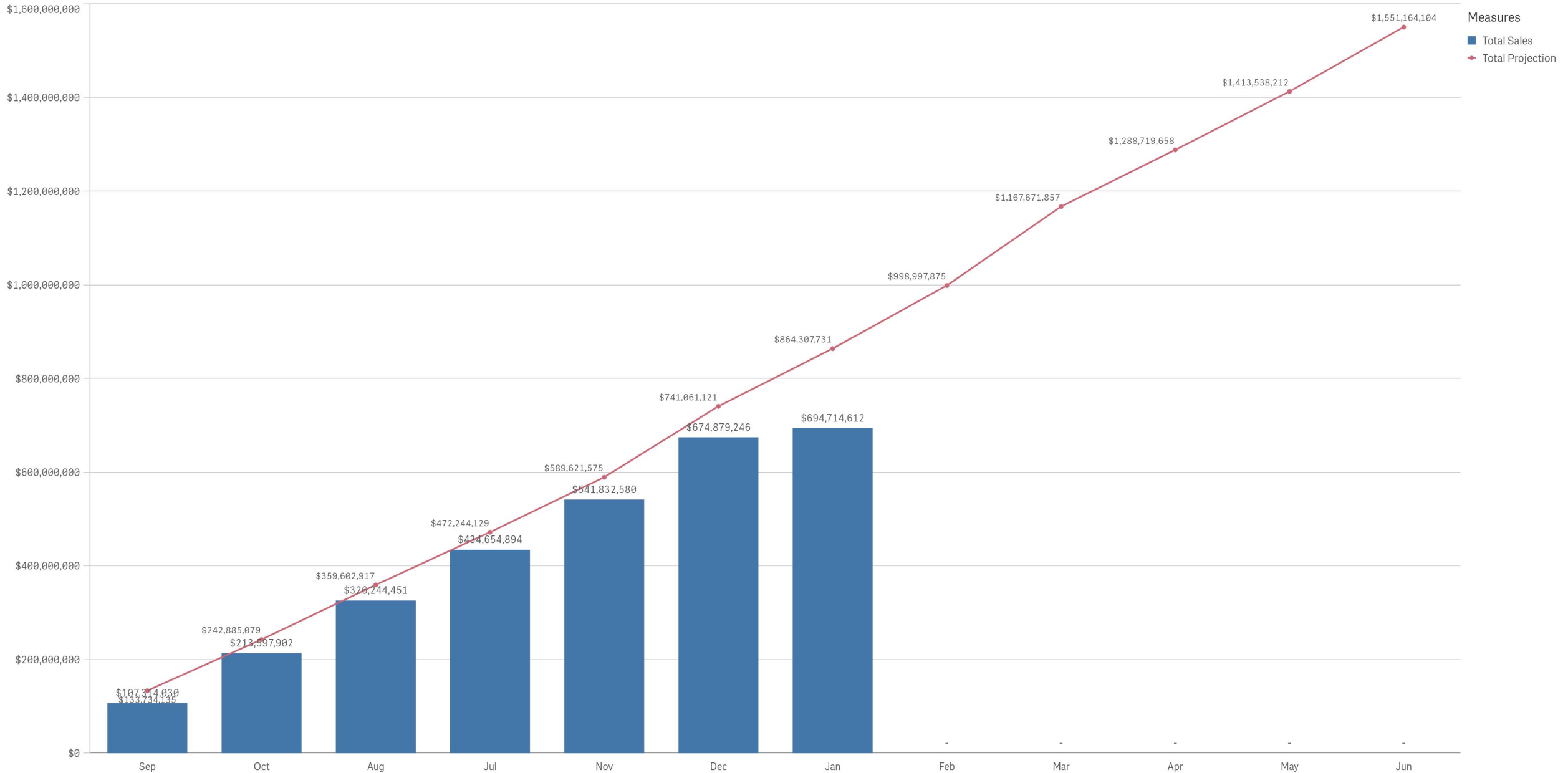
# Daily Sales vs. Goal





# YTD Sales vs. Projection

FY 2025 Total Sales vs. Projection

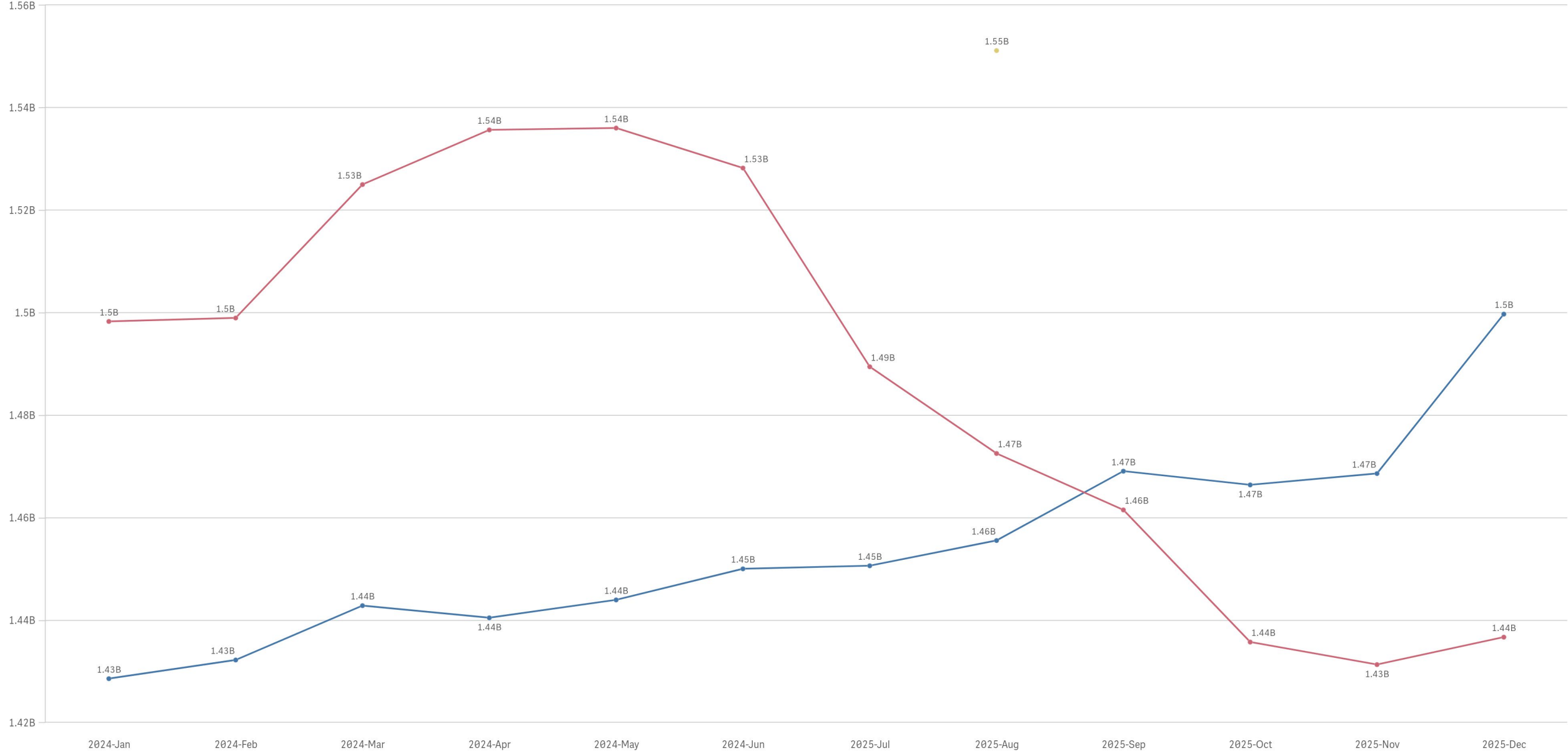




# Rolling 12 Month Total Sales

Rolling 12 Month Sales

◆ Total Projection    ◆ Current Year Projection    ◆ Total Sales

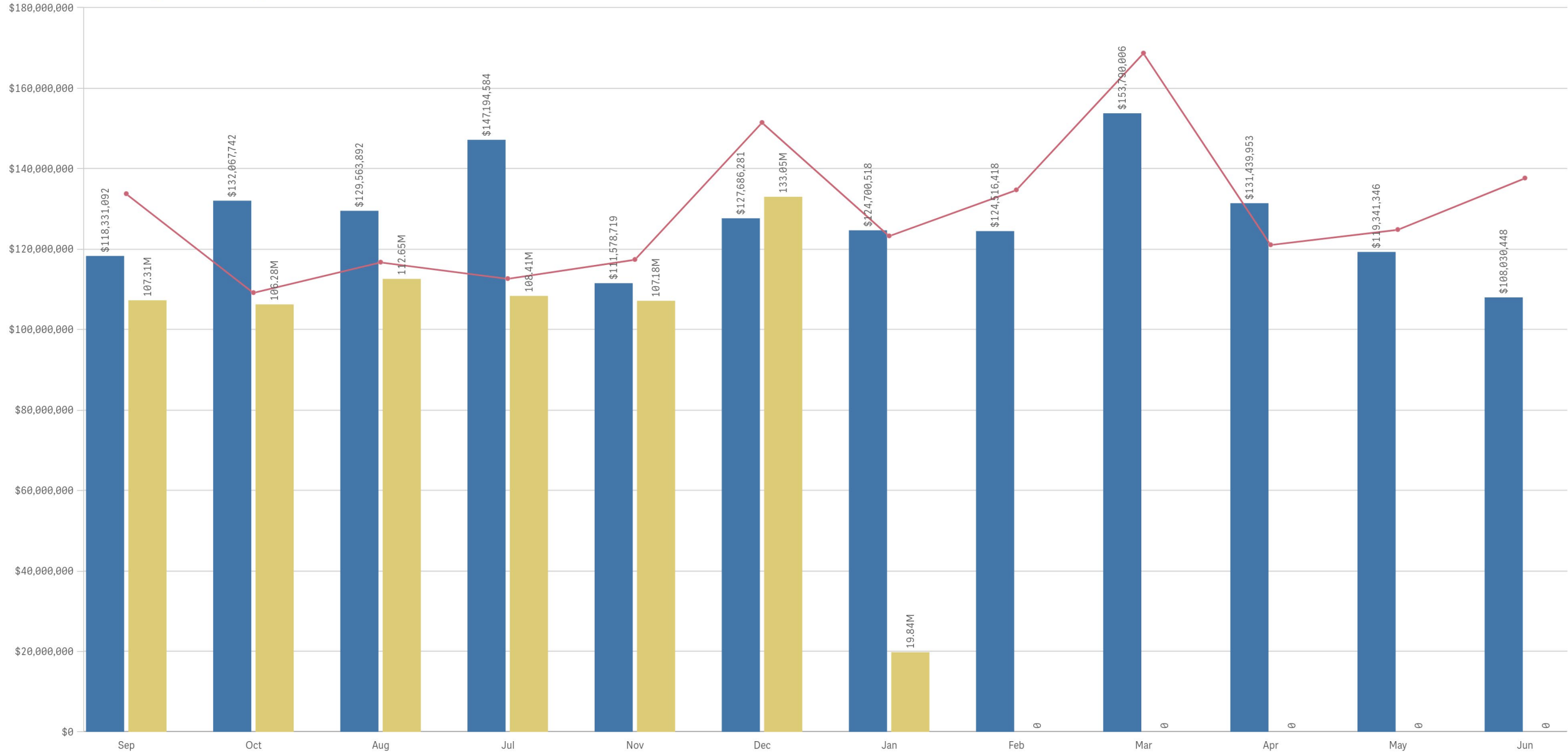




# All Games

Sales FY 2024 vs. 2025 vs. Projection

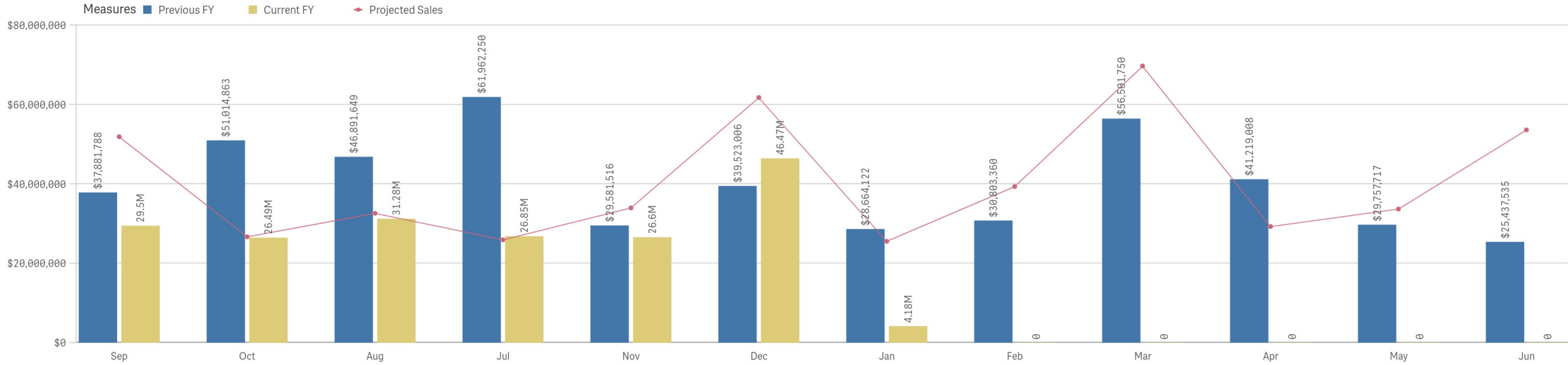
Measures ■ Previous FY ■ Current FY ◆ Projected Sales



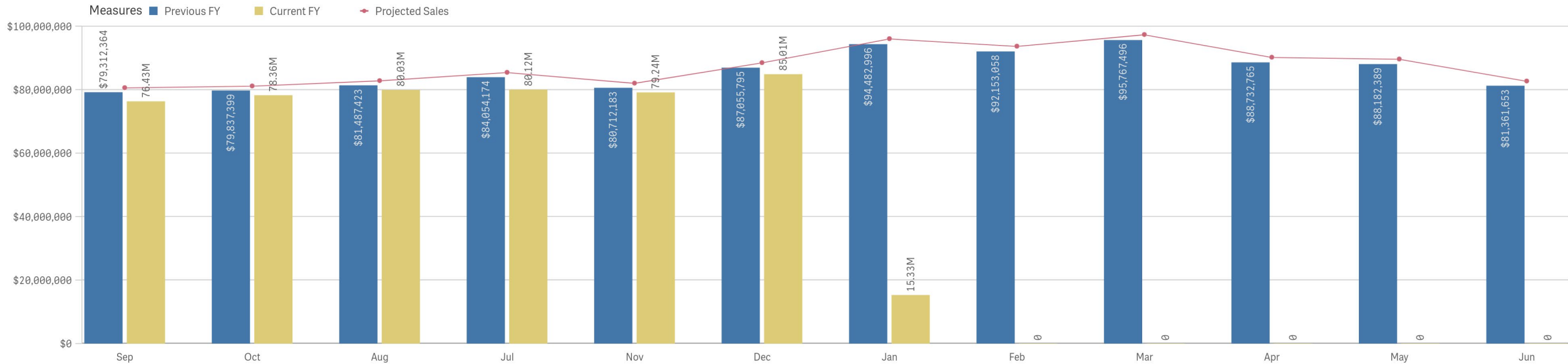


# Draw and Instant Games

### Draw Sales FY 2024 vs. 2025 vs. Projection



### Instant Sales FY 2024 vs. 2025 vs. Projection



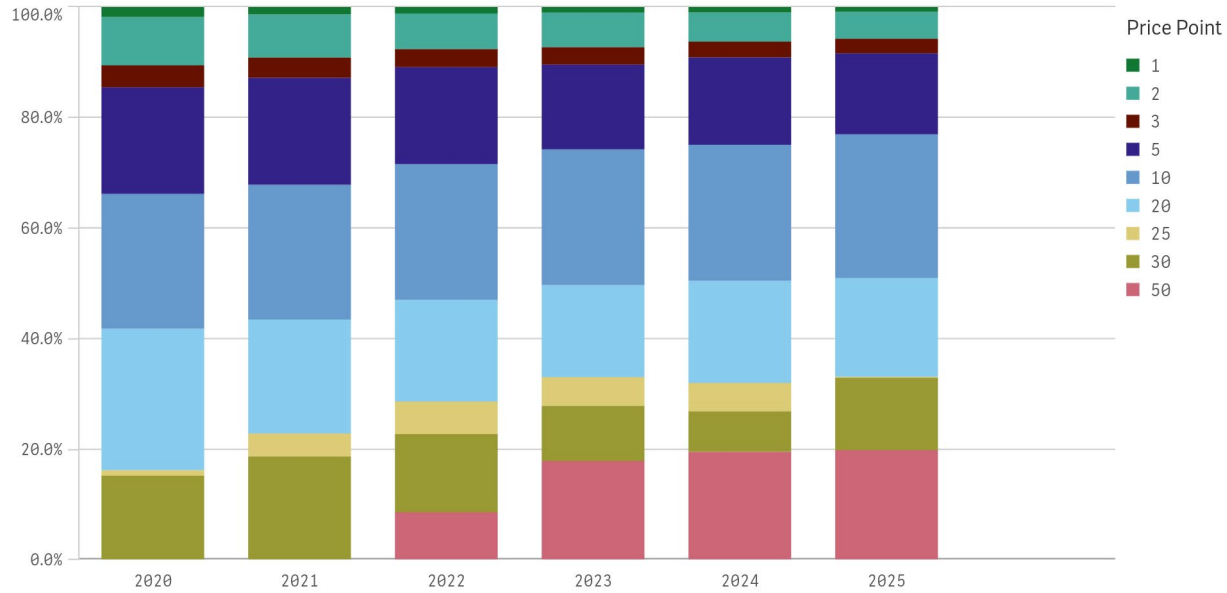




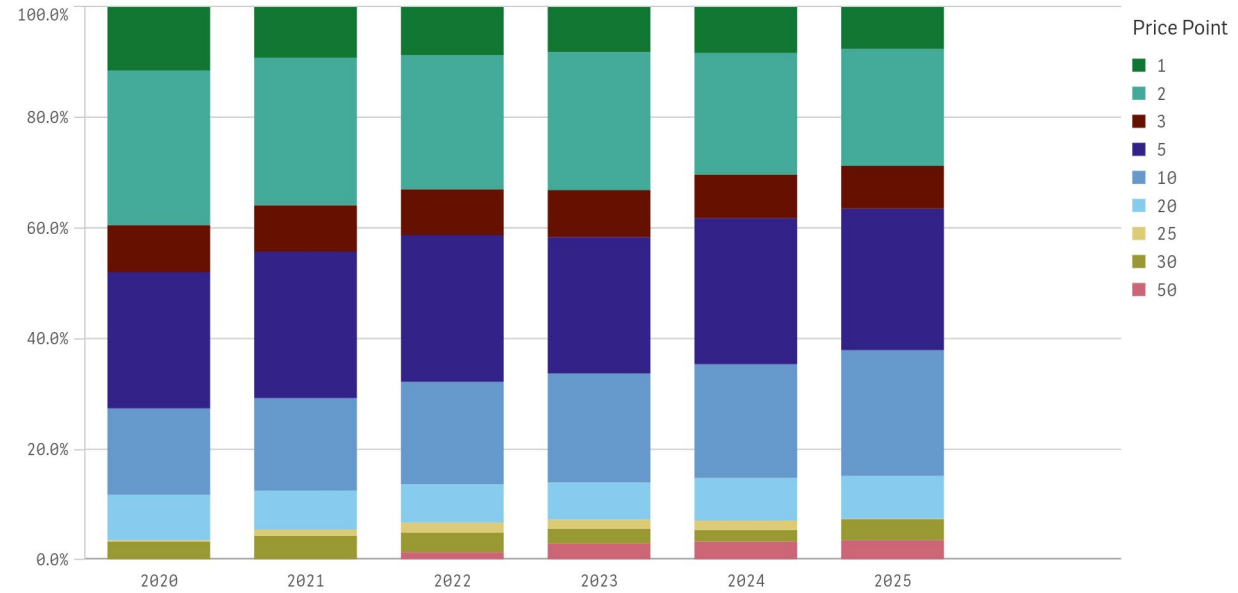


# Sales by Price Point - Scratcher and Pull Tabs

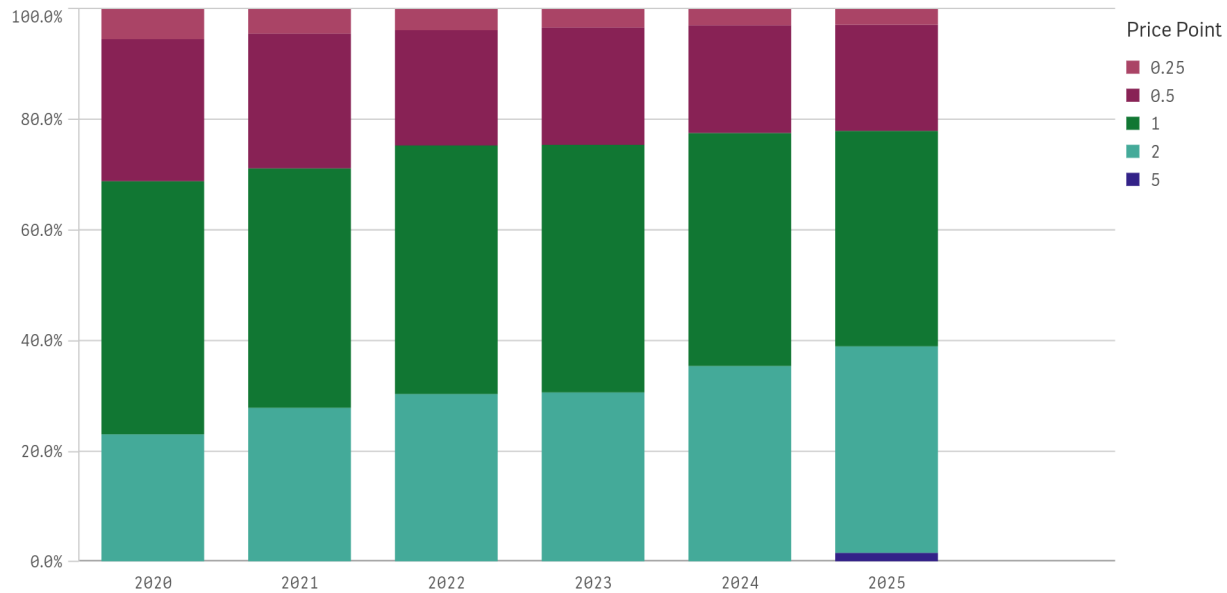
### Based on Dollars Sold - Scratcher



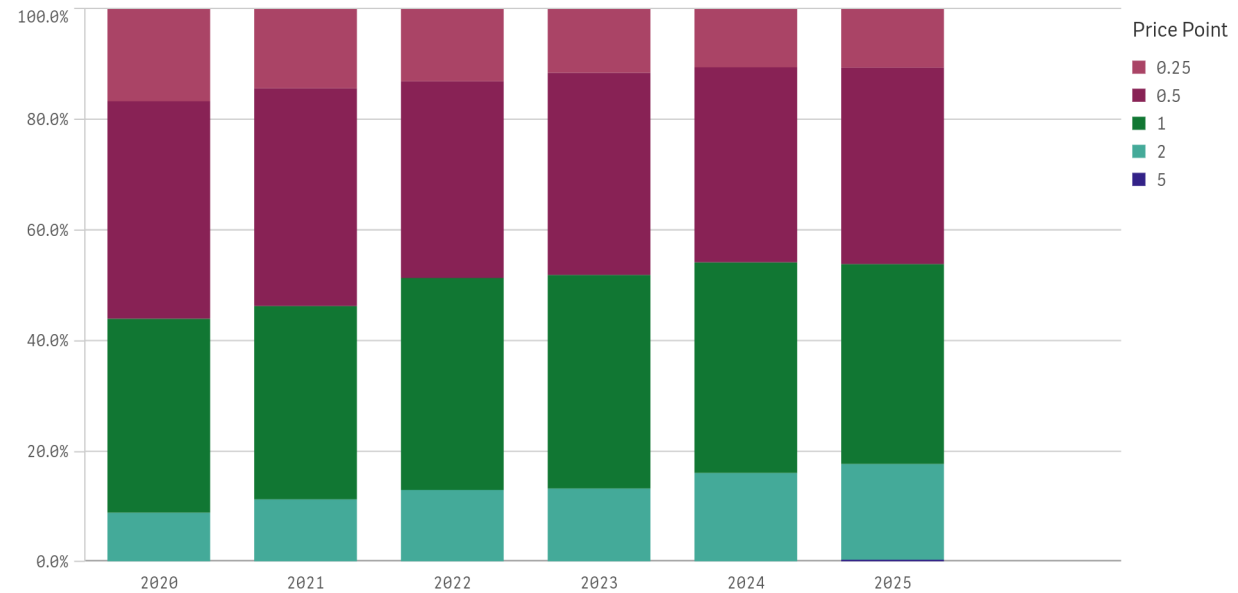
### Based on Tickets Sold - Scratcher



### Based on Dollars Sold - Pull Tabs

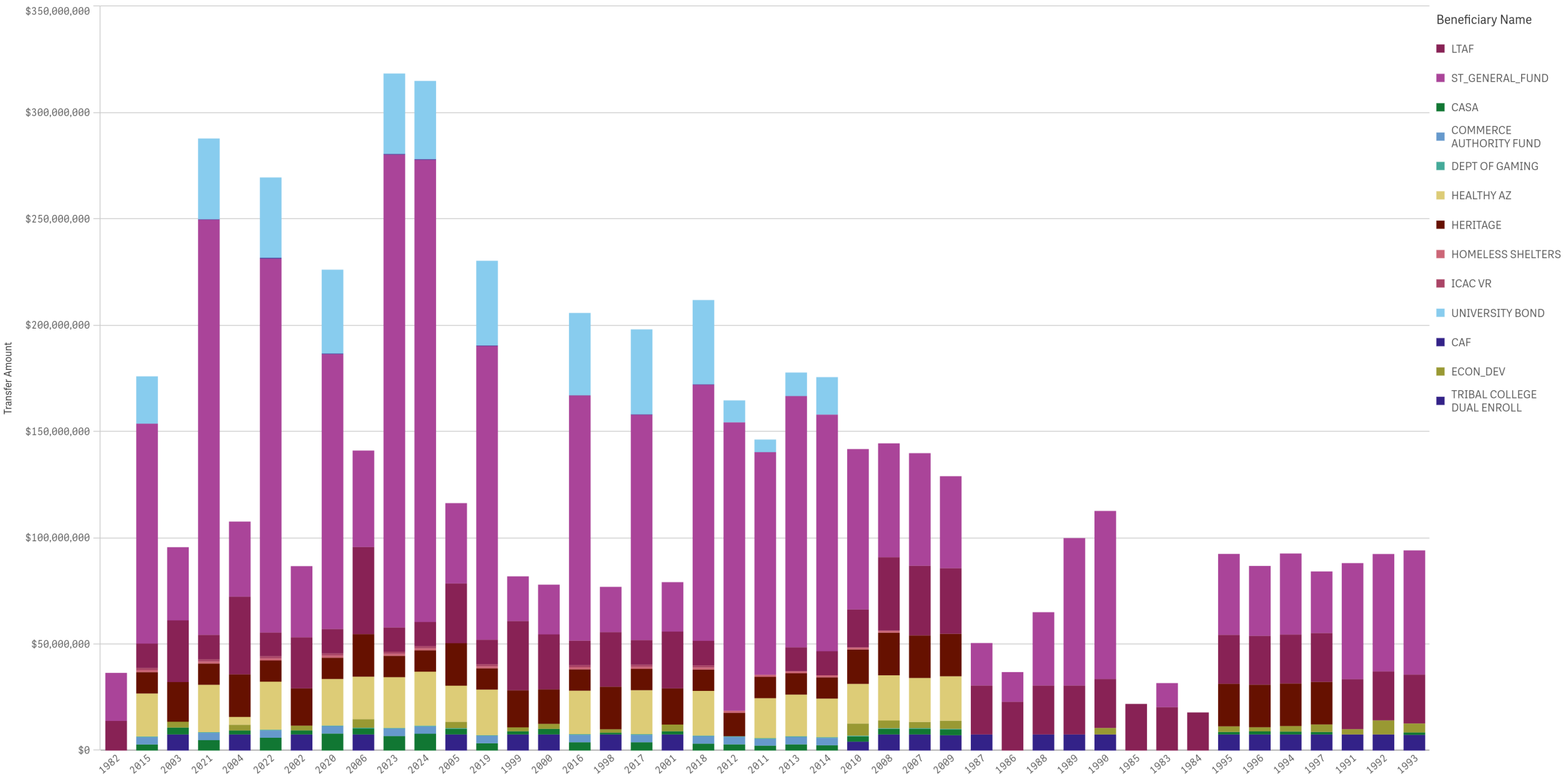


### Based on Tickets Sold - Pull Tabs



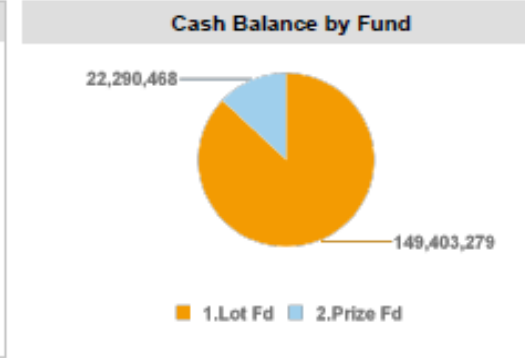
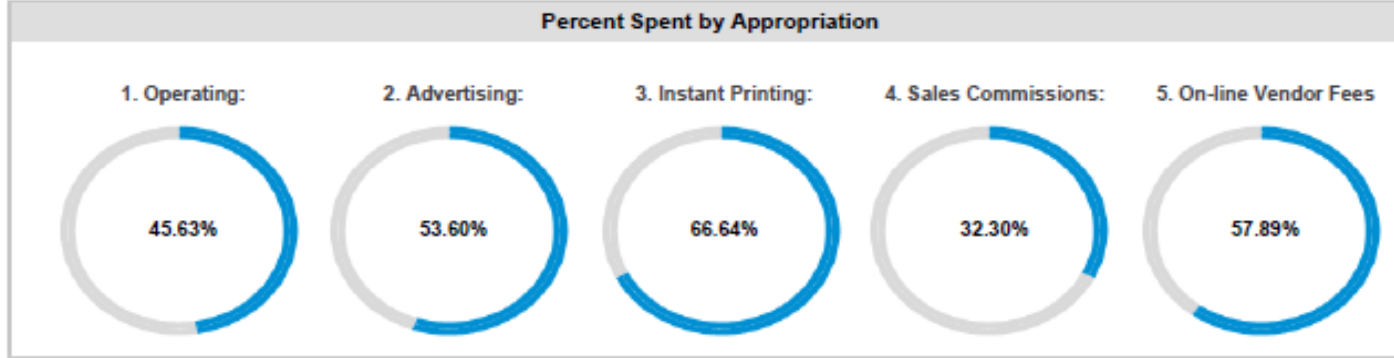
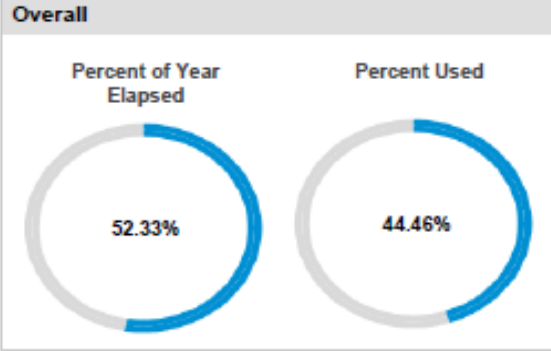


# Transfer Amount by Beneficiary

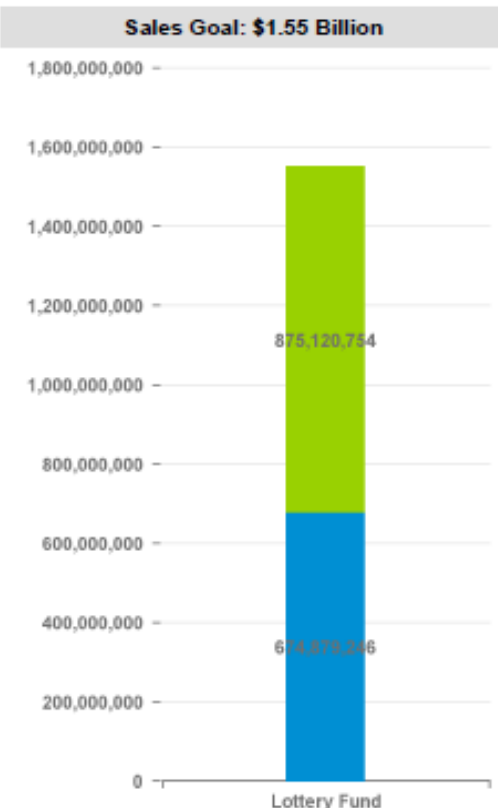




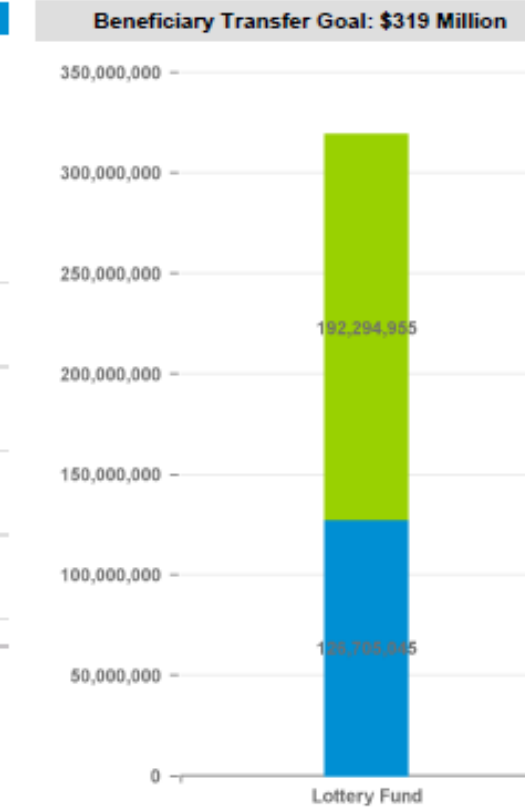
# FY25 Year-to-date Financial Status



## Budget by Appropriation Type and Object Class



Appropriation	Object Class	Budget	Expenditures	Encumbered	Remaining	% Used
1. Operating:	0000 - Appropriation Budget	10,195,900	-	-	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	
<b>Total:</b>		<b>10,195,900</b>	<b>3,773,820</b>	<b>878,299</b>	<b>5,543,781</b>	<b>45.63%</b>
2. Advertising:	0000 - Appropriation Budget	15,500,000	-	-	15,500,000	
	7000 - Other Operating Expenditures	-	5,602,767	2,705,576	-8,308,343	
	<b>Total:</b>	<b>15,500,000</b>	<b>5,602,767</b>	<b>2,705,576</b>	<b>7,191,657</b>	<b>53.60%</b>
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	
	<b>Total:</b>	<b>42,399,600</b>	<b>8,823,755</b>	<b>19,432,017</b>	<b>14,143,828</b>	<b>66.64%</b>
4. Sales Commissions:	0000 - Appropriation Budget	112,871,100	-	-	112,871,100	
	7000 - Other Operating Expenditures	-	35,702,659	756,783	-36,459,442	
	<b>Total:</b>	<b>112,871,100</b>	<b>35,702,659</b>	<b>756,783</b>	<b>76,411,658</b>	<b>32.30%</b>
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	
	<b>Total:</b>	<b>20,729,900</b>	<b>6,061,357</b>	<b>5,938,643</b>	<b>8,729,900</b>	<b>57.89%</b>
<b>Grand Total:</b>		<b>201,696,500</b>	<b>59,964,358</b>	<b>29,711,318</b>	<b>112,020,824</b>	



■ Rem. Revenue Budget ■ YTD Revenue

■ Rem. Transfers ■ Transfers

Arizona  
Lottery

TM

# **ATTACHMENT B**



**Katie Hobbs**  
Governor

**Alec Esteban Thomson**  
Executive Director

**Arizona Lottery**  
**FY2025 - Product Review**  
**Mid-Year Review - July 2024 through December 2024**

As part of a quarterly review process, we report to the agency on the performance of the individual Lottery Products, including draw, instant, Fast Play, and Lucky Lounge games. The information contained in this report includes the following:

- General overview through the current quarter of the fiscal year
- A top-line review of the 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 second quarter of FY25 reached \$674,879,246 - a decrease from -11.9% from the same period last fiscal year.

The Scratchers® contribution to total sales through the current fiscal quarter of the year represents 71.%, an increase from the previous fiscal year. The market share for draw games is 23.9% of total sales, a decrease from the previous fiscal year. The market share for Fast Play games grew this year, representing 3.8% of total sales. Combined Pull-tab sales continue to represent roughly 1.3% of total sales, an increase over the previous fiscal year. These market shares and sales details can be visualized in Appendix B.

**Scratchers Games**

Sales for Scratchers through the current fiscal quarter have totaled \$479,184,626, a decrease of -2.7% from the previous year.

Based on validations, players have earned more than \$357 million in prizes. The prizes paid calculated against the sales revenues equate to an average payout of 74.48%.

Twenty-five new games were introduced through the current fiscal quarter. Combined with the games carried forward, 93 games contributed to sales revenues.

During this same period, 17 games were ended. Of these game endings, seven were because the last top prize was redeemed. The remaining games ended as part of the standard quarterly game-ending process because games were out of inventory or the intended sales period had ended.

Price Point	\$1	\$2	\$3	\$5	\$10	\$20	\$25	\$30	\$50	Total
# New Games	2	5	2	6	7	2	0	1	0	25
Carried Forward	4	11	4	18	18	5	1	4	3	68

### **Scratchers Sales by Price Point**

Through the second quarter of the fiscal year, the category of \$20+ games represents 51.0% of Scratchers sales and 15.1% of tickets sold. The \$5-\$10 games represent 40.7% of Scratchers sales and 48.3% of tickets sold. The \$1-\$3 games account for 8.4% of Scratchers sales and 36.5% of tickets sold.

The charts in Appendix C show a breakdown across all price points for the most recent five years.

### **Top 10 Scratchers**

The Crossword and Bingo-style games remain strong, with more than \$96 million in sales, representing 20.11% of total Scratchers sales. Regarding dollars sold, three of the Top 10 games are Crossword or Bingo-style games, and they also represent five of the Top 10 games in terms of tickets sold.

#### **Top 10 Games - Sales Revenue**

Price	Game	Sales Revenue
\$50	1440 500X FORTUNE	\$ 50,314,100
\$20	1400 \$230 Million Cash Explosion	\$ 47,750,420
\$30	1455 Million Dollar Crossword	\$ 29,353,320
\$50	1401 SET FOR LIFE	\$ 29,240,650
\$20	1459 \$500,000 Gold Rush	\$ 24,162,460
\$10	1443 Cash Craze Crossword	\$ 21,808,620
\$30	1466 Instant Millions	\$ 16,919,610
\$50	1360 500X	\$ 15,273,150
\$10	1453 Lady Luck	\$ 14,153,090
\$5	1444 Cactus Crossword	\$ 13,973,305



### Top 10 Games - Tickets Sold

Price	Game	Tickets Sold
\$2	1370 Crossword	2,846,983
\$5	1444 Cactus Crossword	2,794,661
\$20	1400 \$230 Million Cash Explosion	2,387,521
\$10	1443 Cash Craze Crossword	2,180,862
\$2	1441 Double Bingo	2,090,735
\$1	1448 Money Bags	2,076,627
\$5	1452 Cash Plus	1,782,869
\$1	1461 Happy Holidays!	1,719,776
\$5	1456 Loteria Grande	1,684,861
\$2	1410 Red Hot 7s	1,633,728

### Fast Play Games

Sales for Fast Play games through the second quarter of the fiscal year totaled \$25,565,945, a 1.1% increase over the previous year.

Nine new games were introduced through the second quarter. Combined with games carried forward, 29 games contributed to the sales revenues.

During this same period, nine games ended. Six ended because the last top prize was redeemed, and the remaining games ended because the intended sales period had ended.

Price Point	\$1	\$2	\$5	\$10	\$20	Total
# New Games	3	2	3	0	1	9
Carried Forward	2	5	6	5	2	20

Ten progressive games contributed to sales this year through the second quarter. Fast Play games with progressive top prizes sold \$16,184,984 through the second quarter of this fiscal year, an increase of 5.2% over the same period last year.

**Top 3 Fast Play Games - Sales Revenue**

Price	Game	Sales Revenue
\$ 20	166 CASINO ROYALE SLOTS PROGRESSIVE	\$ 3,703,100
\$ 10	163 TRIPLE RED 7'S PROGRESSIVE	\$ 3,386,660
\$ 20	169 MULTIPLIER MANIA PROGRESSIVE	\$ 3,217,060

**Top 3 Fast Play Games - Tickets Sold**

Price	Game	Tickets
\$ 1	157 \$20 ON THE SPOT	339,774
\$ 10	163 TRIPLE RED 7'S PROGRESSIVE	338,666
\$ 1	167 LUCKY 13	268,040

**Draw Games**

Total draw games sales through the second quarter reached \$161,631,182, a decrease of -33.09% from the same period last year.

**Draw Game - Multi-State Games**

Powerball® - Sales through the second quarter of the fiscal year totaled \$47,743,654, a decrease of -60.2% from the previous year. The highest jackpot reached in the second quarter of the fiscal year was \$478 million on October 23, 2024.

Mega Millions® - Sales through the second quarter of the fiscal year totaled \$66,181,074, a decrease of -6% from the previous year. The highest jackpot reached in the second quarter of the fiscal year was \$1.2 billion on December 27, 2024.

**Draw Games - In-State Games**

Triple Twist™ - Sales through the second quarter of the fiscal year totaled \$10,135,240, a decrease of -24.8% from the previous year. The highest jackpot reached in the second quarter of the fiscal year was \$1.19 million on December 30, 2024.

The Pick™ - Sales through the second quarter of the fiscal year totaled \$19,383,076, an increase of 0.8% over the previous year. The highest jackpot reached in the second quarter of the fiscal year was \$1.6 million on October 7, 2024.

Fantasy 5™ - Sales through the second quarter of the fiscal year totaled \$8,581,344, a decrease of -1.3% from the previous year. The highest jackpot reached in the second quarter of the fiscal year was \$423 thousand on December 17, 2024.

Pick 3™ - Sales through the second quarter of the fiscal year totaled \$8,294,248, a decrease of -2% from the previous year.

**Quick Draw Games**

Sales through the second quarter of the fiscal year totaled \$1,312,546, a decrease of -3.2% from the previous year.

One To Win™ - Sales through the fiscal year's second quarter totaled \$241,366.

5/10/45™ - Sales through the fiscal year's second quarter totaled \$419,353.

5 In A Line™ - Sales through the fiscal year's second quarter totaled \$69,731.

Lucky Links™ - Sales through the fiscal year's second quarter totaled \$70,097.

Two To Win™ - Sales through the fiscal year's second quarter totaled \$292,665.

Money Roll™ - Sales through the fiscal year's second quarter totaled \$77,933.

Hi-Lo™ - Sales through the fiscal year's second quarter totaled \$66,663.

Pick Your Bet™ - Sales through the fiscal year's second quarter totaled \$74,738.

**FY2025 - Sales Review**  
**Mid-Year Review - July 2024 through December 2024**

**Vending Machine Sales (Appendix D)**

Total vending machine sales through the second quarter of FY25 was \$376,396,140, a decrease of -7.1% over FY24 sales of \$405,030,449. Currently, 2081 machines are installed at retail locations compared to 2032 in FY24. The average sales per unit decreased to \$31,702 versus \$34,195 in FY24. FY25 sales from vending machines represented 56.5% of total sales, an increase from 53.3% in FY24.

Chain accounts represented 78.4% of total vending sales in the second quarter of FY25. Safeway leads all chain accounts with average machine sales of \$280,821. Followed by ALBERTSONS at \$278,489 and Frys Food at \$276,641.

The new monthly out-of-stock goal for FY25 is 4.25%. We achieved that goal in two months of the quarter with averages of 4.0% in October, 4.18% in November, and 5.69% in December. The overall average for the second quarter of FY25 was 4.62%, down from 4.76% in FY24. The sales team will continue to focus on vending out-of-stocks in FY25.

**Corporate Account Review (Appendix E)**

- Major retail chains represent 48.2% of all Draw and Scratchers lottery accounts, down slightly from 48.9% in FY24.
- Convenience stores represent 34.6% of total accounts, while chain food stores represent 13.5%.
- Major retail chains comprise 35.7% of the total market share, with convenience and food stores accounting for 19.3% and 16.4%, respectively.
- Fry's Food Stores remain the leader with per-store average sales of \$675,471. Safeway follows at \$520,839, with Albertsons and QuikTrip at \$520,446 and \$435,063, respectively.
- Circle K accounts for 7.6% of the market share with 588 stores, followed by Fry's at 6.6% with 131 stores and QuikTrip at 4.8% with 148 stores.

**Business Classification Review (Appendix G)**

- Chain and independent convenience stores account for 54.7% of total Lottery accounts and 54.9% of the market share in sales. Chain and independent grocery stores account for 15.1% and 33.2% of the market share. Instant Tab retailers account for 7.5% of total lottery accounts and 1.3% of the sales market share.
- FY25 comparison sales to FY24 show chain and independent convenience sales down 14.3%, while chain and independent grocery stores posted a decrease of 11.2%.
- The Instant Tab category is up 19.3% in the second quarter compared to the same period in FY24.

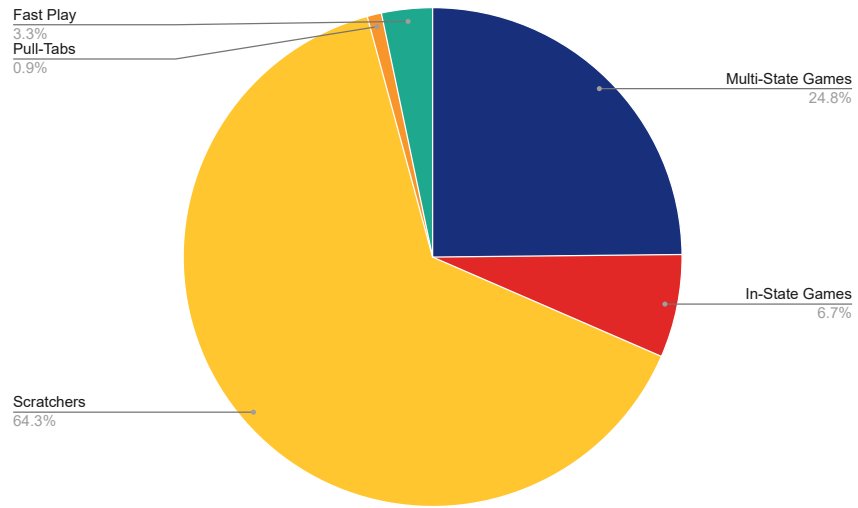
**County Review (Appendix H)**

- The estimated per capita weekly sales for the second quarter of FY25 was \$3.46, a decrease from \$3.99 in FY24.
- Maricopa and Pima counties held a market share of 75.4% of total sales. Mohave, Pinal, and Yavapai counties' combined market share was 14.6%, and the remaining counties represented 9.9% of sales.
- Mohave County posted the highest weekly per capita sales at \$7.13, followed by La Paz County at \$6.44 and Cochise and Greenlee Counties at \$4.65 and \$4.3, respectively.

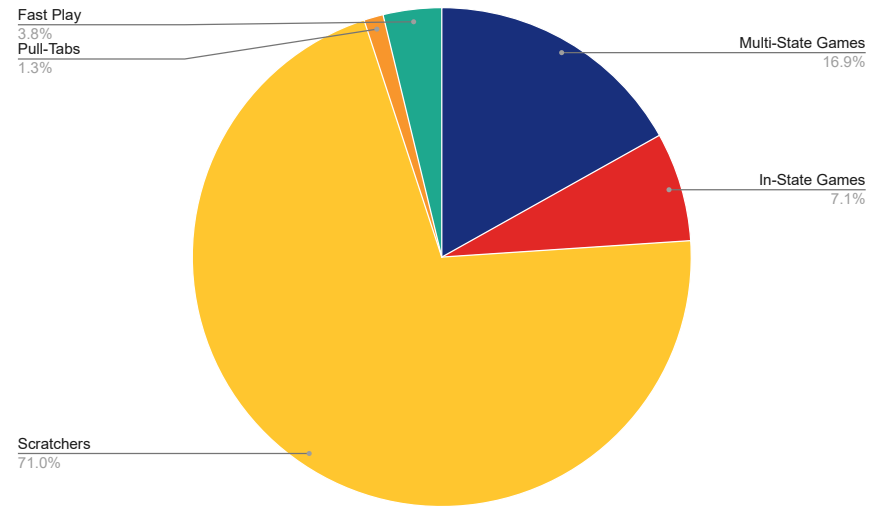
**ARIZONA LOTTERY**  
**QUARTERLY SALES BY PRODUCT**  
 Fiscal Year 2025 - July 2024 through December 2024

Month	Powerball	Mega Millions	The Pick	Fantasy 5	Pick 3	Triple Twist	Quick Draw	Total Draw Games	Fast Play	Scratchers	Charitable Pull-Tabs	General Pull-Tabs	Total Instant Games	Total	Market Share
July	\$ 6,701,880	\$ 6,934,402	\$ 3,917,005	\$ 1,256,710	\$ 1,377,450	\$ 1,774,082	\$ 207,029	\$ 22,168,558	\$ 4,686,157	\$ 80,122,448	\$ 741,540	\$ 691,740	\$ 81,555,728	\$108,410,443	16.1%
August	\$ 6,775,386	\$ 10,602,714	\$ 4,842,720	\$ 1,401,613	\$ 1,412,021	\$ 1,343,498	\$ 210,709	\$ 26,588,661	\$ 4,690,644	\$ 80,027,924	\$ 688,920	\$ 650,400	\$ 81,367,244	\$112,646,549	16.7%
September	\$ 8,660,117	\$ 9,190,326	\$ 2,984,671	\$ 1,380,023	\$ 1,352,537	\$ 1,785,384	\$ 199,409	\$ 25,552,467	\$ 3,949,596	\$ 76,433,867	\$ 728,700	\$ 649,400	\$ 77,811,967	\$107,314,030	15.9%
<b>1st Quarter</b>	<b>\$ 22,137,383</b>	<b>\$ 26,727,442</b>	<b>\$ 11,744,396</b>	<b>\$ 4,038,346</b>	<b>\$ 4,142,008</b>	<b>\$ 4,902,964</b>	<b>\$ 617,147</b>	<b>\$ 74,309,686</b>	<b>\$ 13,326,397</b>	<b>\$ 236,584,239</b>	<b>\$ 2,159,160</b>	<b>\$ 1,991,540</b>	<b>\$ 240,734,939</b>	<b>\$ 328,371,022</b>	<b>48.7%</b>
October	\$ 9,878,102	\$ 5,657,685	\$ 2,343,027	\$ 1,458,348	\$ 1,402,581	\$ 1,479,854	\$ 228,971	\$ 22,448,568	\$ 4,037,329	\$ 78,356,115	\$ 749,160	\$ 692,700	\$ 79,797,975	\$106,283,872	15.7%
November	\$ 6,984,604	\$ 8,928,722	\$ 2,524,865	\$ 1,252,794	\$ 1,352,075	\$ 1,493,832	\$ 225,718	\$ 22,762,610	\$ 3,839,697	\$ 79,237,309	\$ 673,470	\$ 664,600	\$ 80,575,379	\$107,177,686	15.9%
December	\$ 8,743,565	\$ 24,867,225	\$ 2,770,788	\$ 1,831,856	\$ 1,397,584	\$ 2,258,590	\$ 240,710	\$ 42,110,318	\$ 4,362,522	\$ 85,006,963	\$ 838,623	\$ 728,240	\$ 86,573,826	\$133,046,666	19.7%
<b>2nd Quarter</b>	<b>\$ 25,606,271</b>	<b>\$ 39,453,632</b>	<b>\$ 7,638,680</b>	<b>\$ 4,542,998</b>	<b>\$ 4,152,240</b>	<b>\$ 5,232,276</b>	<b>\$ 695,399</b>	<b>\$ 87,321,496</b>	<b>\$ 12,239,548</b>	<b>\$ 242,600,387</b>	<b>\$ 2,261,253</b>	<b>\$ 2,085,540</b>	<b>\$ 246,947,180</b>	<b>\$ 346,508,224</b>	<b>51.3%</b>
January														\$0	0.0%
February														\$0	0.0%
March														\$0	0.0%
<b>3rd Quarter</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>0.0%</b>
April														\$0	0.0%
May														\$0	0.0%
June														\$0	0.0%
<b>4th Quarter</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>0.0%</b>
<b>2025</b>	<b>\$ 47,743,654</b>	<b>\$ 66,181,074</b>	<b>\$ 19,383,076</b>	<b>\$ 8,581,344</b>	<b>\$ 8,294,248</b>	<b>\$ 10,135,240</b>	<b>\$ 1,312,546</b>	<b>\$ 161,631,182</b>	<b>\$ 25,565,945</b>	<b>\$ 479,184,626</b>	<b>\$ 4,420,413</b>	<b>\$ 4,077,080</b>	<b>\$ 487,682,119</b>	<b>\$ 674,879,246</b>	
Mkt Share	7.1%	9.8%	2.9%	1.3%	1.2%	1.5%	0.2%	23.95%	3.79%	71.00%	0.65%	0.60%	72.26%		
<b>2024</b>	<b>\$119,972,166</b>	<b>\$70,377,500</b>	<b>\$19,226,434</b>	<b>\$8,691,692</b>	<b>\$8,462,476</b>	<b>\$13,482,552</b>	<b>\$1,356,452</b>	<b>\$241,569,272</b>	<b>\$25,285,800</b>	<b>\$492,459,338</b>	<b>\$3,913,260</b>	<b>\$3,194,640</b>	<b>\$499,567,238</b>	<b>\$766,422,310</b>	
% of Change	-60.2%	-6.0%	0.8%	-1.3%	-2.0%	-24.8%	-3.2%	-33.1%	1.1%	-2.7%	13.0%	27.6%	-2.4%	-11.9%	

**ARIZONA LOTTERY**  
**QUARTERLY SALES BY PRODUCT**  
Fiscal Year 2024 - July 2023 through December 2023



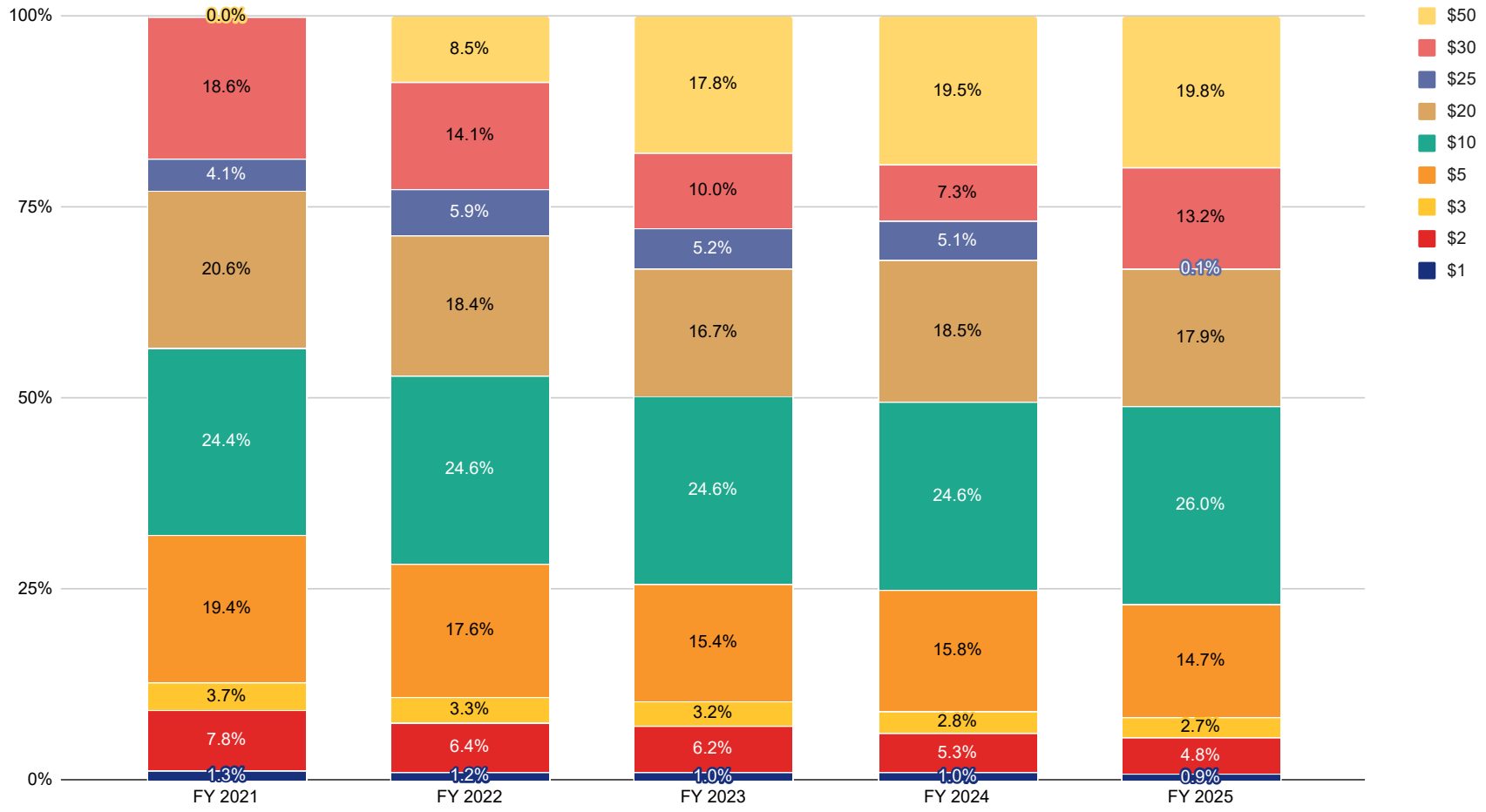
**ARIZONA LOTTERY**  
**QUARTERLY SALES BY PRODUCT**  
Fiscal Year 2025 - July 2024 through December 2024





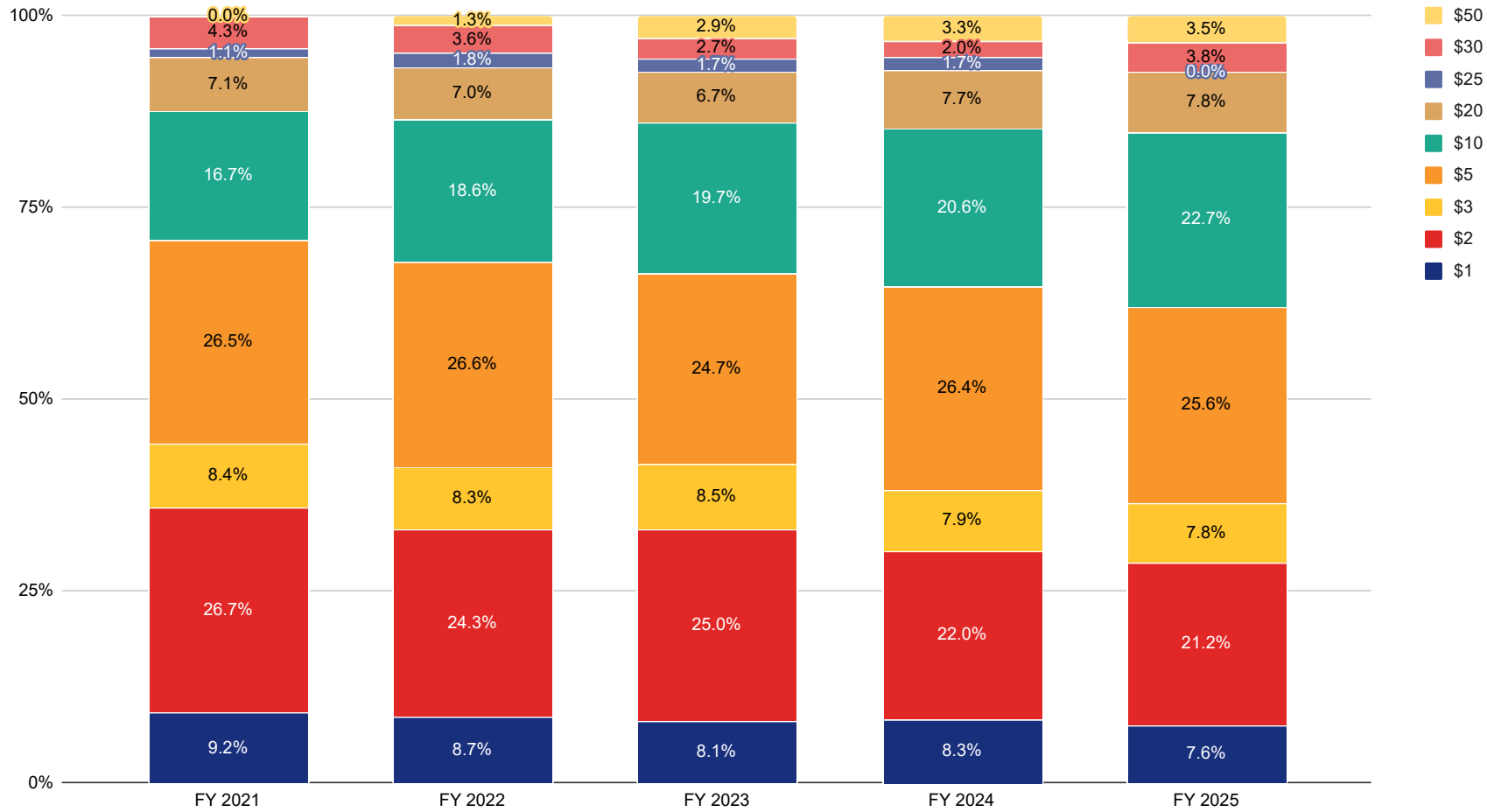
### Arizona Lottery: 5 - Year Review by Price Point

based on Percent of Dollars Sold



### Arizona Lottery: 5 - Year Review by Price Point

based on Percent of Tickets Sold



**Arizona Lottery  
Vending Machine - FY 2025**

1st Quarter	# 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
PCT-HD	1616	1609	1608	\$ 10,671,681	\$ 12,460,672	\$ 11,518,649	\$ 44,224,888	\$ 45,130,553	\$ 42,745,091	\$ 54,896,569	\$ 57,591,225	\$ 54,263,740	\$ 166,751,534	\$ 33,971	\$ 35,793	\$ 33,746	4.07%	3.89%	3.97%	3.98%
PCT-LP	194	194	195	\$ 989,778	\$ 1,203,476	\$ 1,105,261	\$ 2,356,900	\$ 2,354,896	\$ 2,263,256	\$ 3,346,678	\$ 3,558,372	\$ 3,368,517	\$ 10,273,567	\$ 17,251	\$ 18,342	\$ 17,274	5.63%	4.96%	5.35%	5.32%
PCT-EX	267	263	268	\$ 435,629	\$ 462,355	\$ 460,114	n/a	n/a	n/a	\$ 435,629	\$ 462,355	\$ 460,114	\$ 1,358,098	\$ 1,632	\$ 1,758	\$ 1,717	n/a	n/a	n/a	n/a
PCT-HDS	0	1	1	\$ -	\$ 4,005	\$ 6,698	\$ -	\$ 61,293	\$ 52,084	\$ -	\$ 65,298	\$ 58,782	\$ 124,080	\$ -	\$ 65,298	\$ 58,782	-	0.31%	0.56%	0.44%
<b>Total</b>	<b>2,077</b>	<b>2,067</b>	<b>2,071</b>	<b>\$ 12,097,088</b>	<b>\$ 14,130,508</b>	<b>\$ 13,084,024</b>	<b>\$ 46,581,788</b>	<b>\$ 47,546,742</b>	<b>\$ 45,060,431</b>	<b>\$ 58,678,876</b>	<b>\$ 61,677,250</b>	<b>\$ 58,151,153</b>	<b>\$ 178,507,279</b>	<b>\$ 28,252</b>	<b>\$ 29,839</b>	<b>\$ 28,079</b>	<b>4.23%</b>	<b>4.00%</b>	<b>4.12%</b>	<b>4.12%</b>
% of Lottery Sales				45.0%	45.2%	44.3%	58.1%	59.4%	59.0%	54.9%	55.4%	54.9%	55.1%							
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	1613	1615	1604	\$ 10,413,577	\$ 10,662,724	\$ 17,187,875	\$ 44,650,350	\$ 45,864,206	\$ 55,032,814	\$ 55,063,927	\$ 56,526,930	\$ 72,220,689	\$ 183,811,546	\$ 34,138	\$ 35,001	\$ 45,025	3.81%	3.93%	5.31%	4.35%
PCT-LP	194	196	197	\$ 1,005,456	\$ 1,034,833	\$ 1,763,599	\$ 2,324,896	\$ 2,410,917	\$ 2,988,413	\$ 3,330,352	\$ 3,445,750	\$ 4,752,012	\$ 11,528,114	\$ 17,167	\$ 17,580	\$ 24,122	5.55%	6.26%	8.63%	6.81%
PCT-EX	269	270	267	\$ 425,975	\$ 438,691	\$ 606,673	n/a	n/a	n/a	\$ 425,975	\$ 438,691	\$ 606,673	\$ 1,471,339	\$ 1,584	\$ 1,625	\$ 2,272	n/a	n/a	n/a	n/a
PCT-HDS	1	3	13	\$ 7,562	\$ 14,187	\$ 212,829	\$ 54,501	\$ 121,155	\$ 667,628	\$ 62,063	\$ 135,342	\$ 880,457	\$ 1,077,862	\$ 62,063	\$ 45,114	\$ 67,727	0.00%	0.40%	7.36%	2.59%
<b>Total</b>	<b>2,077</b>	<b>2,084</b>	<b>2,081</b>	<b>\$ 11,852,570</b>	<b>\$ 12,150,435</b>	<b>\$ 19,770,976</b>	<b>\$ 47,029,747</b>	<b>\$ 48,396,278</b>	<b>\$ 58,688,855</b>	<b>\$ 58,882,317</b>	<b>\$ 60,546,713</b>	<b>\$ 78,459,831</b>	<b>\$ 197,888,861</b>	<b>\$ 28,350</b>	<b>\$ 29,053</b>	<b>\$ 37,703</b>	<b>4.00%</b>	<b>4.18%</b>	<b>5.69%</b>	<b>4.62%</b>
% of Lottery Sales				44.8%	45.7%	42.5%	60.0%	61.1%	69.0%	56.2%	57.2%	59.7%	57.8%							
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																				
PCT-LP																				
PCT-EX																				
PCT-HDS																				
<b>Total</b>																				
% of Lottery Sales																				
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																				
PCT-LP																				
PCT-EX																				
PCT-HDS																				
<b>Total</b>																				
% of Lottery Sales																				
<b>Total Vending</b>				<b>\$ 23,949,658</b>	<b>\$ 26,280,943</b>	<b>\$ 32,855,000</b>	<b>\$ 93,611,535</b>	<b>\$ 95,943,020</b>	<b>\$ 103,749,286</b>	<b>\$ 117,561,193</b>	<b>\$ 122,223,963</b>	<b>\$ 136,610,984</b>	<b>\$ 376,396,140</b>							
<b>Total Fiscal Year</b>													<b>\$ 666,381,753</b>							
<b>% of Total Sales</b>													<b>56.5%</b>							

\*Disclaimer: Number of machines may vary as offline machines may not be included at the time data was pulled. Accurate as of: 7/2/2024

Monthly Chain Vending Report

Chain	Retailer Name	# of Machines	Oct 2024 Sales	OOS%	Lost Sales	Nov 2024 Sales	OOS%	Lost Sales	Dec 2024 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	Chain	Retailer Name
8027	ALBERTSONS	38	\$ 1,691,998	0.92%	\$ 14,968	\$ 1,699,043	1.19%	\$ 20,305	\$ 2,137,605	2.62%	\$ 52,066	\$ 10,582,569	1.22%	\$ 129,978	\$ 278,489	\$ 3,420.47	\$ 967	8027	ALBERTSONS
9968	Bashas	61	\$ 1,807,606	1.84%	\$ 32,289	\$ 1,845,962	2.05%	\$ 37,786	\$ 2,267,375	3.39%	\$ 79,433	\$ 11,229,519	2.24%	\$ 255,685	\$ 184,090	\$ 4,191.56	\$ 639	9968	Bashas
8821	Carioca	35	\$ 714,058	2.20%	\$ 16,487	\$ 741,701	2.18%	\$ 17,161	\$ 870,882	2.84%	\$ 26,379	\$ 4,522,579	2.50%	\$ 118,964	\$ 129,217	\$ 3,398.97	\$ 449	8821	Carioca
8037	Circle K	192	\$ 3,106,426	7.97%	\$ 259,566	\$ 3,199,240	8.96%	\$ 293,282	\$ 3,908,983	10.40%	\$ 421,882	\$ 19,460,971	8.95%	\$ 1,806,975	\$ 101,359	\$ 9,411.33	\$ 352	8037	Circle K
20001	Cobblestone	15	\$ 276,638	0.38%	\$ 1,042	\$ 273,133	0.63%	\$ 1,425	\$ 361,475	0.72%	\$ 2,892	\$ 1,661,561	0.66%	\$ 10,905	\$ 110,771	\$ 727.00	\$ 385	20001	Cobblestone
9964/9963	CVS	72	\$ 656,425	0.26%	\$ 1,884	\$ 642,539	0.19%	\$ 1,583	\$ 811,496	0.59%	\$ 6,006	\$ 4,013,437	0.26%	\$ 12,902	\$ 55,742	\$ 179.19	\$ 194	9964/9963	CVS
8030	El Super	6	\$ 167,617	2.20%	\$ 3,629	\$ 183,822	1.88%	\$ 3,543	\$ 203,267	2.32%	\$ 4,570	\$ 1,059,560	1.95%	\$ 21,141	\$ 176,593	\$ 3,523.50	\$ 613	8030	El Super
9958	Fast Market	6	\$ 115,530	2.53%	\$ 2,765	\$ 119,230	2.18%	\$ 2,582	\$ 140,635	4.02%	\$ 5,383	\$ 719,676	2.69%	\$ 19,387	\$ 119,946	\$ 3,231.17	\$ 416	9958	Fast Market
9968	Food City	61	\$ 968,792	2.66%	\$ 25,945	\$ 995,288	2.43%	\$ 24,756	\$ 1,151,144	2.71%	\$ 31,735	\$ 5,961,502	2.66%	\$ 161,484	\$ 132,478	\$ 3,588.53	\$ 460	9968	Bashas
8052	Frys Food	213	\$ 9,301,322	2.25%	\$ 204,678	\$ 9,717,621	2.12%	\$ 214,306	\$ 12,078,951	5.56%	\$ 698,403	\$ 58,924,431	2.54%	\$ 1,613,955	\$ 276,641	\$ 7,577.25	\$ 961	8052	Frys Food
8021	Jacksons	11	\$ 277,313	2.11%	\$ 6,178	\$ 280,926	2.68%	\$ 7,797	\$ 364,539	3.15%	\$ 12,078	\$ 1,784,861	2.31%	\$ 43,471	\$ 162,260	\$ 3,951.91	\$ 563	8021	Jacksons
8031	Los Altos Ranch Market	7	\$ 227,226	0.44%	\$ 1,102	\$ 237,966	0.37%	\$ 889	\$ 280,019	0.20%	\$ 601	\$ 1,389,523	0.41%	\$ 5,718	\$ 198,503	\$ 816.88	\$ 689	8031	Los Altos Ranch Market
9800	Loves	15	\$ 235,241	2.24%	\$ 4,949	\$ 232,006	2.14%	\$ 5,156	\$ 301,241	3.85%	\$ 9,636	\$ 1,468,680	2.77%	\$ 37,806	\$ 97,912	\$ 2,520.40	\$ 340	9800	Loves
9905	Maverik	16	\$ 305,265	3.56%	\$ 11,094	\$ 303,593	4.63%	\$ 13,316	\$ 354,197	5.40%	\$ 18,471	\$ 1,862,332	4.25%	\$ 79,790	\$ 116,396	\$ 4,986.88	\$ 404	9905	Maverik
9926	Pilot	22	\$ 276,402	5.19%	\$ 15,854	\$ 290,470	4.36%	\$ 15,335	\$ 336,395	5.17%	\$ 19,207	\$ 1,783,336	4.63%	\$ 93,416	\$ 81,061	\$ 4,246.18	\$ 281	9926	Pilot
9849	QuikTrip	147	\$ 6,397,068	7.64%	\$ 506,028	\$ 6,549,869	7.80%	\$ 519,829	\$ 8,048,937	10.04%	\$ 812,017	\$ 39,567,121	8.23%	\$ 3,332,670	\$ 269,164	\$ 22,671.22	\$ 935	9849	QuikTrip
8128	Safeway	129	\$ 5,817,363	2.56%	\$ 153,884	\$ 5,906,157	2.48%	\$ 150,851	\$ 7,317,768	4.62%	\$ 357,307	\$ 36,225,926	2.83%	\$ 1,062,358	\$ 280,821	\$ 8,235.33	\$ 975	8128	Safeway
9027	Smith's Food & Drug	4	\$ 170,507	4.38%	\$ 5,536	\$ 172,668	4.04%	\$ 5,719	\$ 200,561	5.12%	\$ 9,531	\$ 1,034,804	4.34%	\$ 37,544	\$ 258,701	\$ 9,386.00	\$ 898	9027	Smith's Food & Drug
9956	Speedway	28	\$ 155,366	6.08%	\$ 9,518	\$ 167,656	6.43%	\$ 11,072	\$ 196,252	9.11%	\$ 18,750	\$ 979,292	6.51%	\$ 65,921	\$ 34,975	\$ 2,354.32	\$ 121		
8025	Superpumper	13	\$ 345,730	1.42%	\$ 5,335	\$ 373,899	1.90%	\$ 8,343	\$ 458,539	3.18%	\$ 17,889	\$ 2,131,203	1.84%	\$ 46,915	\$ 163,939	\$ 3,608.85	\$ 569	8025	Superpumper
8004	Terribles	11	\$ 168,349	1.46%	\$ 2,609	\$ 172,171	1.52%	\$ 3,113	\$ 204,604	1.95%	\$ 4,694	\$ 1,029,342	1.61%	\$ 18,982	\$ 93,577	\$ 1,725.64	\$ 325	8004	Terribles
3	TA Truck Centers	9	\$ 136,940	3.41%	\$ 6,822	\$ 118,957	3.33%	\$ 5,690	\$ 136,944	4.85%	\$ 7,655	\$ 801,553	4.15%	\$ 45,505	\$ 89,061	\$ 5,056.07	\$ 309		
8022	Walmart NHM - HD	26	\$ 902,842	4.42%	\$ 37,890	\$ 935,701	4.06%	\$ 37,304	\$ 1,127,168	5.51%	\$ 61,823	\$ 5,690,627	4.54%	\$ 256,170	\$ 218,870	\$ 9,852.69	\$ 760	8022	Walmart NHM - HD
8022	Walmart Supercenter	26	\$ 2,379,994	6.40%	\$ 152,098	\$ 2,457,747	7.29%	\$ 176,355	\$ 3,083,526	10.27%	\$ 320,597	\$ 14,941,403	7.02%	\$ 1,085,060	\$ 107,492	\$ 7,806.19	\$ 373	8022	Walmart NHM - HD
9962	Winco	8	\$ 204,900	7.01%	\$ 13,479	\$ 223,432	8.81%	\$ 18,526	\$ 264,374	9.08%	\$ 24,514	\$ 1,260,162	7.14%	\$ 89,761	\$ 157,520	\$ 11,220.13	\$ 547	9962	Winco
	Corporate Total	1268	\$ 36,806,918	3.26%	\$ 1,495,229	\$ 37,840,797	3.43%	\$ 1,596,024	\$ 46,606,877	4.67%	\$ 3,023,519	\$230,085,970	3.53%	\$ 10,362,702	\$ 181,456	\$ 8,172.48	\$ 630		Corporate Total
	Independent & ASL Total	546	\$ 10,222,829	3.52%	\$ 358,956	\$ 10,555,481	3.40%	\$ 387,039	\$ 12,081,978	3.88%	\$ 533,322	\$ 63,217,871	3.66%	\$ 2,438,046	\$ 115,784	\$ 4,465.29	\$ 402		Independent Total
FY 24	Statewide Total	1814	\$ 47,029,747	4.00%	\$ 1,854,185	\$ 48,396,278	4.18%	\$ 1,983,063	\$ 58,688,855	5.69%	\$ 3,556,841	\$293,303,841	4.37%	\$ 12,890,509	\$ 161,689	\$ 7,106.12	\$ 561		Statewide Total
FY 23	Statewide Total	1802	\$ 47,344,526	4.44%	\$ 2,095,122	\$ 48,921,900	4.26%	\$ 2,123,377	\$ 60,637,481	5.59%	\$ 3,616,327	\$299,174,817	4.66%	\$ 14,219,562	\$ 344,408	\$ 18,343.55	\$ 1,196		Statewide Total

Corporate % to Total

78.3%

78.2%

79.4%

78.4%

Corporate % to Total Vending Sales

Highest Sales

Highest Lost Sales

Below OOS goal 4.25%

4.25%

**ARIZONA LOTTERY**  
**CORPORATE ACCOUNT REVIEW**  
**Fiscal Year 2025**  
**July 2024 through December 2024**

	Chain #	# of Accts	% of Accts	Draw Games			Scratchers			Draw and Scratchers 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%	\$ 1,141,376	0.3%	\$ 51,881	\$ 2,038,481	0.2%	\$ 92,658	\$ 3,179,857	0.2%	\$ 144,539	\$ 206,691
7-Eleven	8706	55	1.5%	\$ 1,770,065	0.5%	\$ 32,183	\$ 8,510,549	0.9%	\$ 154,737	\$ 10,280,614	0.8%	\$ 186,920	\$ 668,240
Carioca	8821	41	1.1%	\$ 2,264,737	0.6%	\$ 55,237	\$ 5,031,973	0.5%	\$ 122,731	\$ 7,296,710	0.5%	\$ 177,969	\$ 474,286
Circle K	8037	588	16.2%	\$ 24,578,122	6.6%	\$ 41,800	\$ 77,368,605	8.1%	\$ 131,579	\$ 101,946,727	7.6%	\$ 173,379	\$ 6,626,537
Cobblestone		15	0.4%	\$ 1,034,632	0.3%	\$ 68,975	\$ 1,607,531	0.2%	\$ 107,169	\$ 2,642,163	0.2%	\$ 176,144	\$ 171,741
Fast Market	9958	24	0.7%	\$ 1,340,850	0.4%	\$ 55,869	\$ 4,702,655	0.5%	\$ 195,944	\$ 6,043,505	0.5%	\$ 251,813	\$ 392,828
Fry's Gas	8052	103	2.8%	\$ 2,680,551	0.7%	\$ 26,025	\$ 11,458,969	1.2%	\$ 111,252	\$ 14,139,520	1.1%	\$ 137,277	\$ 919,069
Good 2 Go	8024	15	0.4%	\$ 412,217	0.1%	\$ 27,481	\$ 1,613,766	0.2%	\$ 107,584	\$ 2,025,983	0.2%	\$ 135,066	\$ 131,689
Jackson's Food Stores	8021	11	0.3%	\$ 1,041,281	0.3%	\$ 94,662	\$ 1,704,915	0.2%	\$ 154,992	\$ 2,746,196	0.2%	\$ 249,654	\$ 178,503
Loves	9800	15	0.4%	\$ 581,956	0.2%	\$ 38,797	\$ 1,505,776	0.2%	\$ 100,385	\$ 2,087,732	0.2%	\$ 139,182	\$ 135,703
Maverik	9905	27	0.7%	\$ 1,834,167	0.5%	\$ 67,932	\$ 4,420,050	0.5%	\$ 163,706	\$ 6,254,217	0.5%	\$ 231,638	\$ 406,524
Pilot Travel Centers	9926	22	0.6%	\$ 644,336	0.2%	\$ 29,288	\$ 1,766,119	0.2%	\$ 80,278	\$ 2,410,455	0.2%	\$ 109,566	\$ 156,680
QuikTrip	9849	148	4.1%	\$ 20,118,448	5.4%	\$ 135,935	\$ 44,270,860	4.6%	\$ 299,127	\$ 64,389,308	4.8%	\$ 435,063	\$ 4,185,305
Safeway Gas	8128	32	0.9%	\$ 1,413,102	0.4%	\$ 44,159	\$ 4,757,369	0.5%	\$ 148,668	\$ 6,170,471	0.5%	\$ 192,827	\$ 401,081
Shay's	8938	22	0.6%	\$ 1,026,338	0.3%	\$ 46,652	\$ 3,955,641	0.4%	\$ 179,802	\$ 4,981,979	0.4%	\$ 226,454	\$ 323,829
Smith's Gas	9027	4	0.1%	\$ 8,572	0.0%	\$ 2,143	\$ 50,698	0.0%	\$ 12,675	\$ 59,270	0.0%	\$ 14,818	\$ 3,853
Speedway	9956	78	2.2%	\$ 2,852,051	0.8%	\$ 36,565	\$ 11,058,463	1.2%	\$ 141,775	\$ 13,910,514	1.0%	\$ 178,340	\$ 904,183
Superpumper	8025	13	0.4%	\$ 1,109,332	0.3%	\$ 85,333	\$ 2,045,524	0.2%	\$ 157,348	\$ 3,154,856	0.2%	\$ 242,681	\$ 205,066
TA Truck Centers	3	9	0.2%	\$ 340,892	0.1%	\$ 37,877	\$ 868,760	0.1%	\$ 96,529	\$ 1,209,652	0.1%	\$ 134,406	\$ 78,627
Terribles	8004	10	0.3%	\$ 1,219,538	0.3%	\$ 121,954	\$ 1,352,374	0.1%	\$ 135,237	\$ 2,571,912	0.2%	\$ 257,191	\$ 167,174
<b>Convenience Total</b>		<b>1,254</b>	<b>34.6%</b>	<b>\$67,412,563</b>	<b>18.0%</b>	<b>\$ 53,758</b>	<b>\$190,089,078</b>	<b>19.8%</b>	<b>\$ 151,586</b>	<b>\$257,501,641</b>	<b>19.3%</b>	<b>\$ 205,344</b>	<b>\$ 16,737,607</b>
Albertsons	8027	30	0.8%	\$ 5,125,141	1.4%	\$ 170,838	\$ 10,488,235	1.1%	\$ 349,608	\$ 15,613,376	1.2%	\$ 520,446	\$ 1,014,869
Bashas'	9968	44	1.2%	\$ 5,187,178	1.4%	\$ 117,890	\$ 10,696,138	1.1%	\$ 243,094	\$ 15,883,316	1.2%	\$ 360,984	\$ 1,032,416
El Super	8030	6	0.2%	\$ 170,694	0.0%	\$ 28,449	\$ 1,052,650	0.1%	\$ 175,442	\$ 1,223,344	0.1%	\$ 203,891	\$ 79,517
Food City	9968	45	1.2%	\$ 1,071,269	0.3%	\$ 23,806	\$ 5,888,157	0.6%	\$ 130,848	\$ 6,959,426	0.5%	\$ 154,654	\$ 452,363
Fry's	8052	131	3.6%	\$ 27,556,044	7.4%	\$ 210,351	\$ 60,930,645	6.4%	\$ 465,119	\$ 88,486,689	6.6%	\$ 675,471	\$ 5,751,635
Los Altos Ranch Market	8026	7	0.2%	\$ 186,022	0.0%	\$ 26,575	\$ 1,493,171	0.2%	\$ 213,310	\$ 1,679,193	0.1%	\$ 239,885	\$ 109,148
Safeway	8128	106	2.9%	\$ 19,888,112	5.3%	\$ 187,624	\$ 35,320,868	3.7%	\$ 333,216	\$ 55,208,980	4.1%	\$ 520,839	\$ 3,588,584
Smith's	9027	4	0.1%	\$ 599,115	0.2%	\$ 149,779	\$ 1,030,383	0.1%	\$ 257,596	\$ 1,629,498	0.1%	\$ 407,375	\$ 105,917
Walmart NHM	8022	27	0.7%	\$ 2,256,244	0.6%	\$ 83,565	\$ 5,524,232	0.6%	\$ 204,601	\$ 7,780,476	0.6%	\$ 288,166	\$ 505,731
Walmart Supercenters	8022	82	2.3%	\$ 7,397,523	2.0%	\$ 90,214	\$ 14,590,612	1.5%	\$ 177,934	\$ 21,988,135	1.6%	\$ 268,148	\$ 1,429,229
Winco	9962	8	0.2%	\$ 627,481	0.2%	\$ 78,435	\$ 1,189,820	0.1%	\$ 148,728	\$ 1,817,301	0.1%	\$ 227,163	\$ 118,125
<b>Food Store Total</b>		<b>490</b>	<b>13.5%</b>	<b>\$70,064,823</b>	<b>18.7%</b>	<b>\$ 142,989</b>	<b>\$148,204,911</b>	<b>15.5%</b>	<b>\$ 302,459</b>	<b>\$ 218,269,734</b>	<b>16.4%</b>	<b>\$ 445,448</b>	<b>\$ 14,187,533</b>
<b>Major Chains</b>		<b>1,744</b>	<b>48.2%</b>	<b>\$137,477,386</b>	<b>36.7%</b>	<b>\$ 78,829</b>	<b>\$338,293,989</b>	<b>35.3%</b>	<b>\$ 193,976</b>	<b>\$ 475,771,375</b>	<b>35.7%</b>	<b>\$ 272,805</b>	<b>\$ 30,925,139</b>
All Stores*		3621		\$374,394,254		\$ 103,395	\$958,369,252		\$ 264,670	\$1,332,763,506		\$ 368,065	\$ 86,629,628

\*Does not include Instant Tabs



**ARIZONA LOTTERY  
COUNTY SALES REVIEW  
Fiscal Year 2025  
July 2024 through December 2024**

County	# of % of		Draw Games			Scratchers			Instant Tabs			Combined Total Sales					2025 Estimated	
	Code	Accts	Accts	Sales	Market Share	Per Store Average	Sales	Market Share	Per Store Average	Sales	Market Share	Per Store Average	FY2024 Sales	FY2023 Sales	% of Change	Market Share	Per Store Average	Per Capita Wkly Sales
Apache	1	18	0.5%	315,754	0.2%	17,542	955,942	0.2%	53,108	10,620	0.1%	590	1,282,316	1,336,980	-4.09%	0.2%	71,240	\$0.76
Cochise	2	100	2.8%	3,406,121	1.8%	34,061	11,392,465	2.4%	113,925	179,493	2.1%	1,795	14,978,079	16,804,578	-10.87%	2.2%	149,781	\$4.65
Coconino	3	112	3.1%	3,456,258	1.8%	30,859	8,518,894	1.8%	76,062	79,335	0.9%	708	12,054,487	13,600,876	-11.37%	1.8%	107,629	\$3.20
Gila	4	48	1.3%	1,321,026	0.7%	27,521	4,303,022	0.9%	89,646	47,970	0.6%	999	5,672,018	6,488,654	-12.59%	0.8%	118,167	\$4.03
Graham	5	23	0.6%	560,124	0.3%	24,353	3,223,725	0.7%	140,162	14,040	0.2%	610	3,797,889	4,123,912	-7.91%	0.6%	165,126	\$3.63
Greenlee	6	7	0.2%	140,707	0.1%	20,101	887,050	0.2%	126,721	24,810	0.3%	3,544	1,052,567	1,376,913	-23.56%	0.2%	150,367	\$4.30
La Paz	15	39	1.1%	799,442	0.4%	20,499	1,859,229	0.4%	47,673	168,535	2.0%	4,321	2,827,206	3,374,312	-16.21%	0.4%	72,492	\$6.44
Maricopa	7	2021	55.8%	115,621,974	61.8%	57,210	306,981,035	64.1%	151,896	4,338,705	51.1%	2,147	426,941,714	480,873,798	-11.22%	63.3%	211,253	\$3.56
Mohave	8	224	6.2%	16,338,363	8.7%	72,939	24,543,225	5.1%	109,568	1,110,510	13.1%	4,958	41,992,098	51,360,568	-18.24%	6.2%	187,465	\$7.13
Navajo	9	70	1.9%	1,947,978	1.0%	27,828	5,507,172	1.1%	78,674	188,198	2.2%	2,689	7,643,348	8,714,324	-12.29%	1.1%	109,191	\$2.68
Pima	10	454	12.5%	22,846,479	12.2%	50,323	58,583,023	12.2%	129,037	815,745	9.6%	1,797	82,245,247	94,484,375	-12.95%	12.2%	181,157	\$2.96
Pinal	11	175	4.8%	8,614,792	4.6%	49,227	23,540,869	4.9%	134,519	618,218	7.3%	3,533	32,773,879	38,201,060	-14.21%	4.9%	187,279	\$2.50
Santa Cruz	12	27	0.7%	1,438,071	0.8%	53,262	2,285,972	0.5%	84,666	0	0.0%	0	3,724,043	4,017,374	-7.30%	0.6%	137,928	\$2.89
Yavapai	13	168	4.6%	6,830,822	3.6%	40,660	16,496,107	3.4%	98,191	512,170	6.0%	3,049	23,839,099	26,346,642	-9.52%	3.5%	141,899	\$3.64
Yuma	14	133	3.7%	3,457,228	1.8%	25,994	10,106,896	2.1%	75,992	389,145	4.6%	2,926	13,953,269	14,888,700	-6.28%	2.1%	104,912	\$2.47
Virtual	26	2	0.1%	101,988	0.1%	50,994	0	0.0%	0	0	0.0%	0	101,988	429,244	-76.24%	0.0%	50,994	
<b>Total</b>		<b>3621</b>	<b>100%</b>	<b>187,197,127</b>	<b>100%</b>	<b>51,698</b>	<b>479,184,626</b>	<b>100%</b>	<b>132,335</b>	<b>8,497,493</b>	<b>100%</b>	<b>2,347</b>	<b>674,879,246</b>	<b>766,422,310</b>	<b>-11.94%</b>	<b>100%</b>	<b>186,379</b>	<b>\$3.46</b>

Summary Recap

Maricopa and Pima Counties	2475	68.4%	138,468,453	74.0%	55,947	365,564,058	76.3%	147,703	5,154,450	60.7%	6,968,361	509,186,961				75.4%	205,732	
Mohave, Pinal and Yavapai	567	15.7%	31,783,977	17.0%	56,056	64,580,201	13.5%	113,898	2,240,898	26.4%	13,198,146	98,605,076				14.6%	173,907	
All Other Counties	579	16.0%	16,944,697	9.1%	29,265	49,040,367	10.2%	84,698	1,102,145	13.0%	12,175,985	67,087,209				9.9%	115,867	

**New Business Item #1**  
Instant Scratch Game Profile  
Report to Arizona Lottery Commission  
January 17, 2025

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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 this game profile. After Commission approval, staff will commence with plans for printing, distribution, and sales of this game.

**NEW GAME PROFILE**

Attached for the Lottery Commission's action is new instant scratch game profile: *Million Dollar Crossword #1491*.

**Million Dollar Crossword #1491**. This \$30 game has a top prize of \$1,000,000 (30-year annuity) or a one-time cash payment to be determined when the prize is claimed. This game will be printed at a quantity of approximately 2.2 million tickets.

Attachments (Commissioners only)



**New Business Item #2**  
Instant Tab Game Profiles  
Report to Arizona Lottery Commission  
January 17, 2025

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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: *Cash Ka-Boom* #1118, *Best in Show* #1119, *Birthday Money* #1120, and *Strike Gold* #1121.

**Cash Ka-Boom #1118.** This \$2.00 game has a top prize of \$400.

**Best in Show #1119.** This \$2.00 game has a top prize of \$400.

**Birthday Money #1120.** This \$2.00 game has a top prize of \$400.

**Strike Gold #1121.** This \$2.00 game has a top prize of \$400.

Attachments (Commissioners only)

**New Business Item #3**  
Mega Millions® Game Profile  
Report to Arizona Lottery Commission  
January 17, 2025

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This report has been provided to the Lottery Commission regarding Mega Million game profile amendment #4 planned for Arizona Lottery draw games. The Commission is requested to approve the attached game profile amendment. After Commission approval, staff will commence with plans for game development, launch and subsequent sales of the game listed below.

On April 5, 2025, the Arizona Lottery will implement game changes to Mega Millions, adopted by the Multi-State Lottery Association (MUSL) Mega Millions Product Group. Mega Millions is a multi-state draw game, with drawings occurring two days per week. This online game can be played through Arizona Lottery terminals or vending machines.

**GAME PROFILE AMENDMENT**

Attached for the Lottery Commission's action is the following draw game profile amendment:  
*Mega Millions.*

**Mega Millions.** This \$5 draw game is drawn two days a week. Five numbers between 1 and 70, and one number between 1 and 24 are selected as a game play and used to identify whether a particular ticket is a winner of one or more prizes.

Attachment (Commissioners only)

**New Business Item #4**  
Fast Play™ Game Profile  
Report to Arizona Lottery Commission  
January 17, 2025

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This report has been provided to the Lottery Commission regarding the game profile planned for the Arizona Lottery. 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 profile: *Double Win #181*.

**Double Win #181**. This \$2 game has a top prize of \$5,000. In this game, players match YOUR NUMBERS symbols to the WINNING NUMBERS symbols to win a prize. Players can also match three identical PRIZE SYMBOLS to win.

Attachments (Commissioners only)