



December 20, 2024  
COMMISSION  
REPORT

Table Of Contents

**Notice of Public Meeting and Executive Session..... 3**  
Commission Minutes of November 15, 2024..... 5

**Agency Reports ..... 8**  
Executive Report – Presentation ..... 8  
Fiscal Year 2024 Financial Audit - Presentation..... 8  
Financial Report – Presentation ..... 8  
Marketing & Products Update –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 Profile ..... 11

**New Business Item #3 ..... 12**  
Fast Play™ Game Profile ..... 12

**New Business Item #4..... 13**  
Players Club Promotion Profiles #141 & #142 ..... 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 **December 20, 2024, 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 November 15, 2024, Public Meeting

**Agency Reports**

1. Executive Report – Presentation
2. Fiscal Year 2024 Financial Audit - Presentation
3. Financial Report – Presentation
4. Marketing & Products Update - Presentation
5. New Games Introduction – No Presentation

**New Business**

1. Discussion and possible action on new instant scratch game profiles: *PAC-MAN* #1481, *State Forty Eight* #1488, *Money* #1489, *Instant Cash* #1492, and *Ka Pow* #1493.
2. Discussion and possible action on new instant tab game profile: *PAC-MAN* #1117.
3. Discussion and possible action on new Fast Play™ game profiles: *PAC-MAN* #177, *Cash Connect* #178, *Arizona Gold Rush* #179, and *Big Bankroll* #180.
4. Discussion and possible action on new promotion profiles: *\$500K Giveaway* #141, and *CASH EXPLOSION® Million Dollar Giveaway* #142.

## **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 **January 17, 2025, 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 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 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.*

## PUBLIC MEETING OF THE ARIZONA LOTTERY

Commission Minutes of November 15, 2024

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

**COMMISSIONERS** Tereza Fritz, and Shannon Scheel (In-Person),

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

Luanne Mansanares, Cydeni Carter, Mary Cimaglio, Orion Steen, Greg DeSiato, Adam Tollefson, and Anna Hunt (In Person)

Alexandra Adukeh, Valerie Aguilar, Shelby Alessi, Debra Andrego, Cassandra Bierworth, Kyle Burt, Anjali Dang, Greg England, Delijah Jones, Susan Kalember, Ashley Lovett, Mia Marquez, Vicki Nelson, Lisa Schartz, Lynda Sellers, Art Uthaisri, Jennifer Wenger, and Steve Wood (Tele-Conference)

**GUESTS** Attorney General Representatives: Pamela Peiser (In-Person)

Scientific Games Representative: Steve Smith (In-Person), Hannah Balamut (Tele-Conference)

Pollard Banknote Limited Representatives: John Papile, Travis Priest, Jessica Velarde, (Tele-Conference)

OH Partners: Melina Kiser, Carly Johnson, and Lauren Neuman (Teleconference)

## PUBLIC

### Call to Order

1. **Call for Quorum:** Pursuant to the Public Notice dated November 6, 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, Commissioner Fritz, and Commissioner Scheel. (In-Person)
2. **Notice:** Notice was posted by Luanne Mansanares on November 7, 2024, at 11:00 a.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 October 18, 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: Executive Director; Thomson presented information on upcoming airport changes, the 2025 Commission Schedule, and new digital menu boards. Cydeni Carter presented information on the Givesback Beneficiary of the Month.
2. Marketing & Products Update – Presented by Chris Rogers
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: *Loteria Grande* #1483, *\$100,000 Max* #1485, *Bank On It* #1486, and *Easy \$100s* #1487. 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 #1483, #1485, #1486, and #1487. Commissioner Fritz moved; Commissioner Scheel 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 promotion profile: *MONOPOLY Multiplier* #140. 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 promotion profile: #140. Commissioner Scheel moved; Commissioner Fritz seconded. The vote was unanimous, with all Commission Members voting aye. The motion carried.

## **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 **January 17, 2025, 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 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 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  
December 20, 2024

---

**Executive Report – Presentation**

**Fiscal Year 2024 Financial Audit - Presentation**

**Financial Report – Presentation**

**Marketing & Products Update –Presentation**

**New Game Introductions – No Presentation**

New Game Introductions.

The following Scratchers games were introduced since the last commission meeting: *Crossword* #1420, *Blackjack Tripler* #1469, *Arizona Treasure Hunt* #1470, and *Money Maker* #1476.

The following Fast Play game was introduced since the last commission meeting: *Year of the Snake* #174.

More information on these games is available by visiting the Scratchers and Fast Play sections 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 12/9/24</b>
12/3/24	\$10	1443	Cash Craze Crossword	4,785,300	96%
12/3/24	\$2	1446	Double Dollars	2,054,400	79%



# **ATTACHMENT A**

# Dashboard Report December 2024

SERVING ARIZONA FOR 43 YEARS





-8.28%

vs. Proj (FYTD)

Total Sales (FYTD)  
\$545,283,026

-15.17%

vs. PYTD

-18.26%

vs. Proj (FYTD)

Draw Sales  
\$141,489,433<sup>25.9%</sup>  
%Total Sales

-38.10%

vs. PYTD

Draw Sales : From  
7/1/2019 - To  
12/1/2024  
Fast Play Sales :  
From 7/1/2019 - To  
12/1/2024

-4.18%

vs. Proj (FYTD)

Instant Sales  
\$403,793,593<sup>74.1%</sup>  
%Total Sales

-2.52%

vs. PYTD

-26.42%

vs. Proj (FYTD)

Multi-State  
\$80,755,287<sup>57.1%</sup>  
%Draw Sales

-51.30%

vs. PYTD

-4.43%

vs. Proj (FYTD)

Scratchers Sales  
\$396,862,963<sup>98.3%</sup>  
%Instant Sales

-2.78%

vs. PYTD

-4.49%

vs. Proj (FYTD)

In-State  
\$38,341,199<sup>27.1%</sup>  
%Draw Sales

-5.28%

vs. PYTD

Scratcher Sales :  
From 7/1/2019 - To  
12/1/2024  
Pulltab Sales : From  
7/1/2019 - To  
11/27/2024

6.82%

vs. Proj (FYTD)

Charitable Pulltab Sales  
\$3,581,790<sup>0.9%</sup>  
%Instant Sales

8.85%

vs. PYTD

-3.12%

vs. Proj (FYTD)

Quick Draw  
\$1,078,187<sup>0.8%</sup>  
%Draw Sales

-6.42%

vs. PYTD

18.63%

vs. Proj (FYTD)

Age Rest. Pulltab Sales  
\$2,452,880<sup>0.6%</sup>  
%Instant Sales

21.13%

vs. PYTD

-3.48%

vs. Proj (FYTD)

Fast Play  
\$21,314,760<sup>15.1%</sup>  
%Draw Sales

0.99%

vs. PYTD

24.50%

vs. Proj (FYTD)

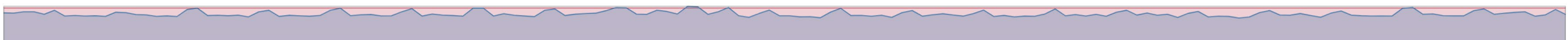
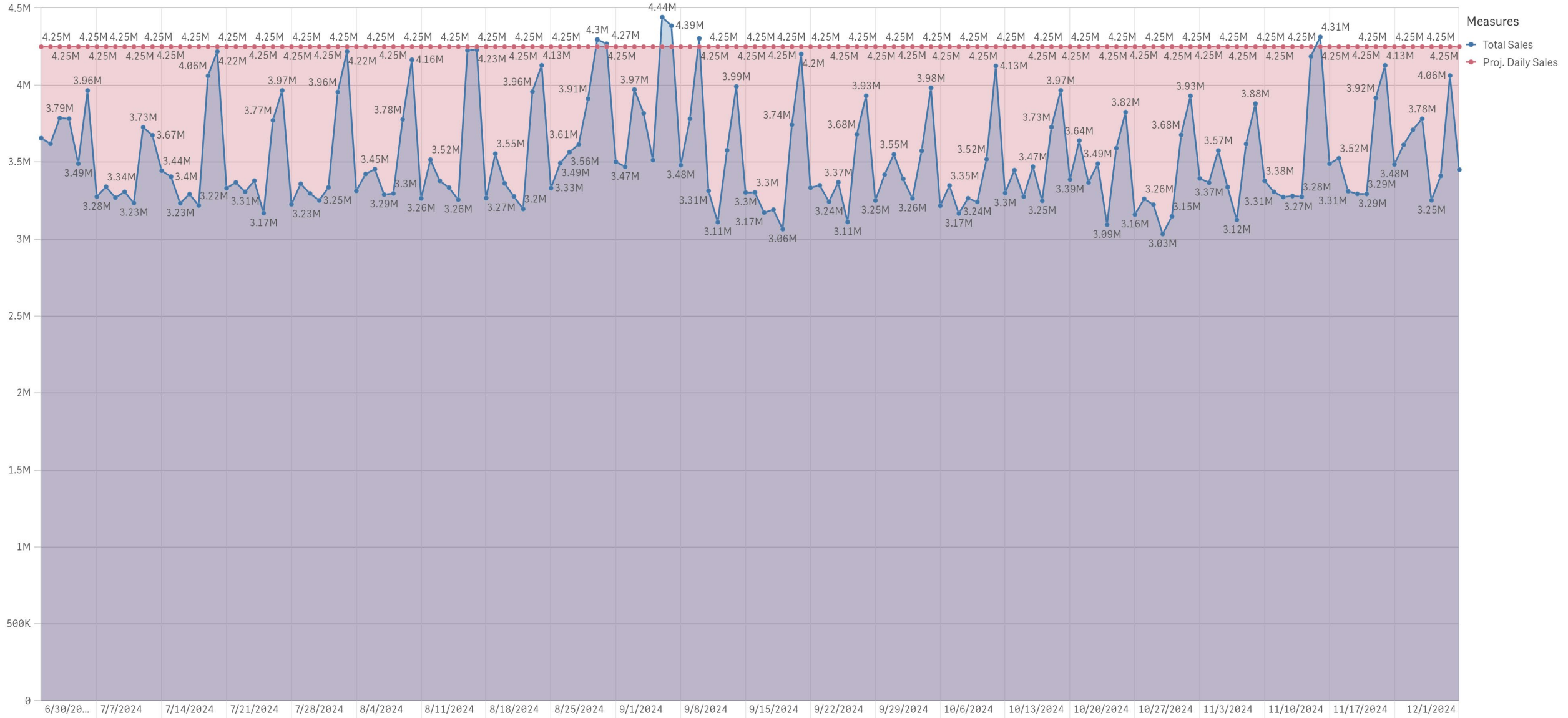
Other Pulltab Sales  
\$895,960<sup>0.2%</sup>  
%Instant Sales

27.24%

vs. PYTD



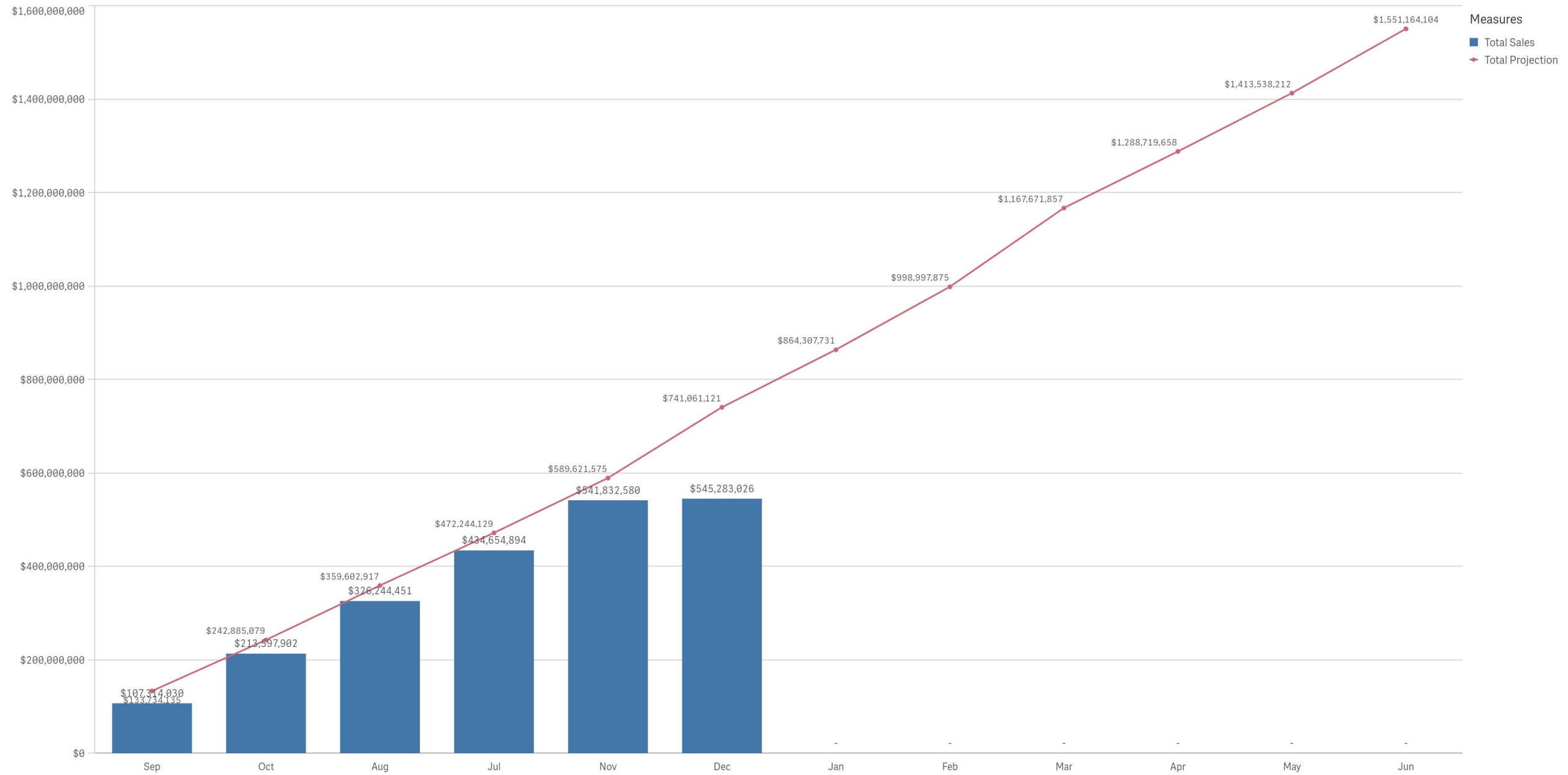
# Daily Sales vs. Goal





# YTD Sales vs. Projection

FY 2025 Total Sales vs. Projection

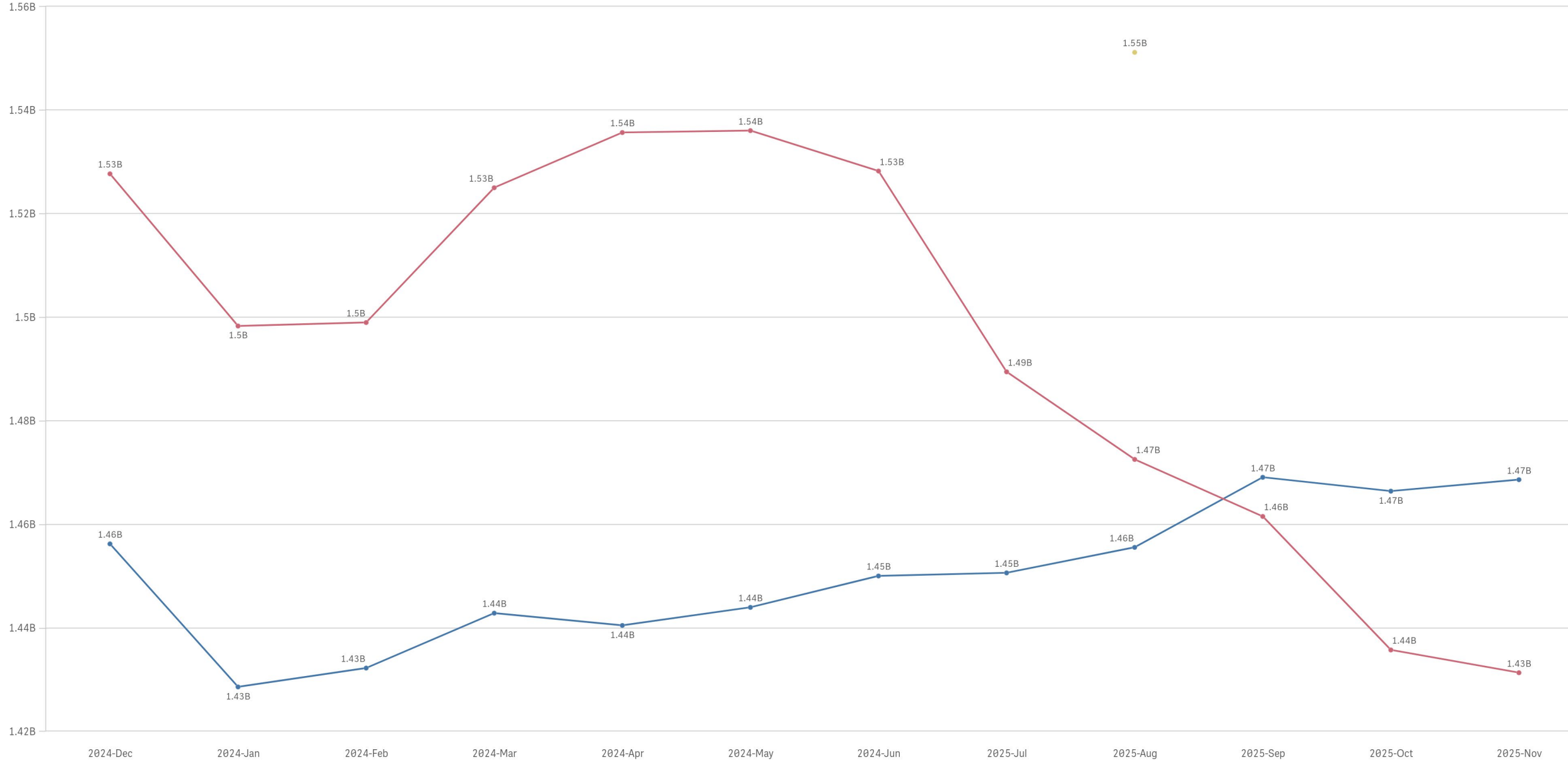




# Rolling 12 Month Total Sales

Rolling 12 Month Sales

◆ Total Projection    ◆ Current Year Projection    ◆ Total Sales

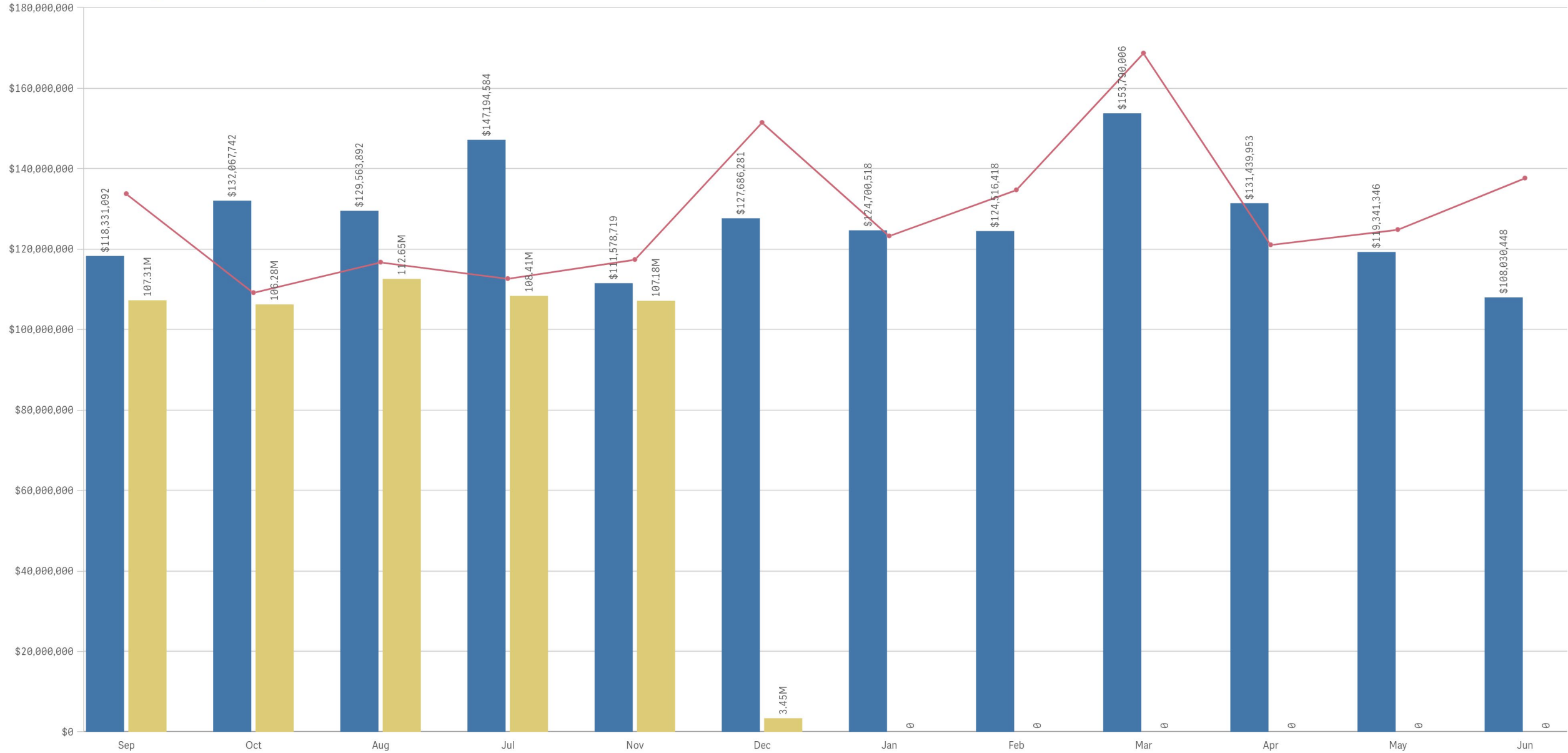




# All Games

Sales FY 2024 vs. 2025 vs. Projection

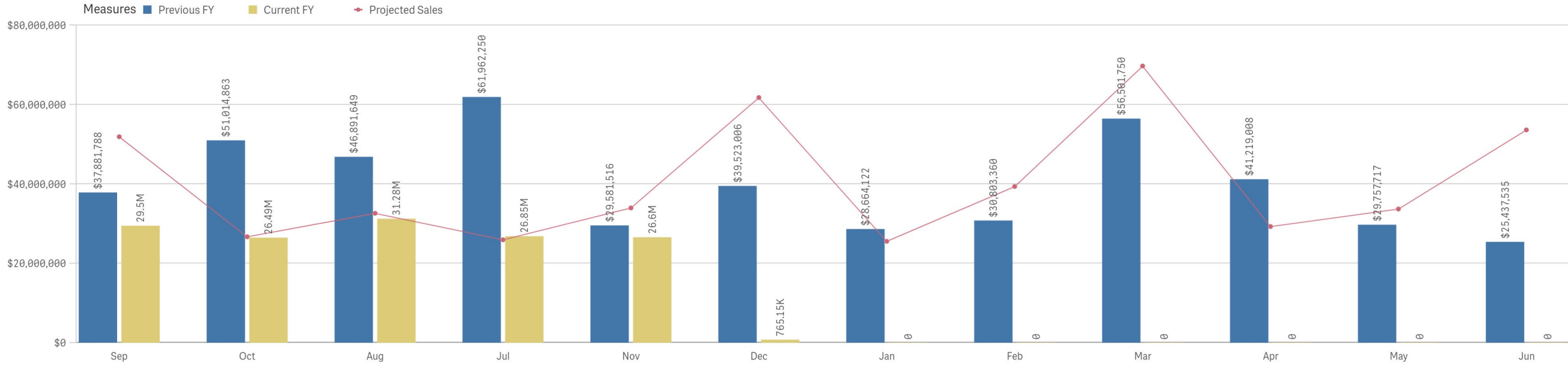
Measures Previous FY Current FY Projected Sales



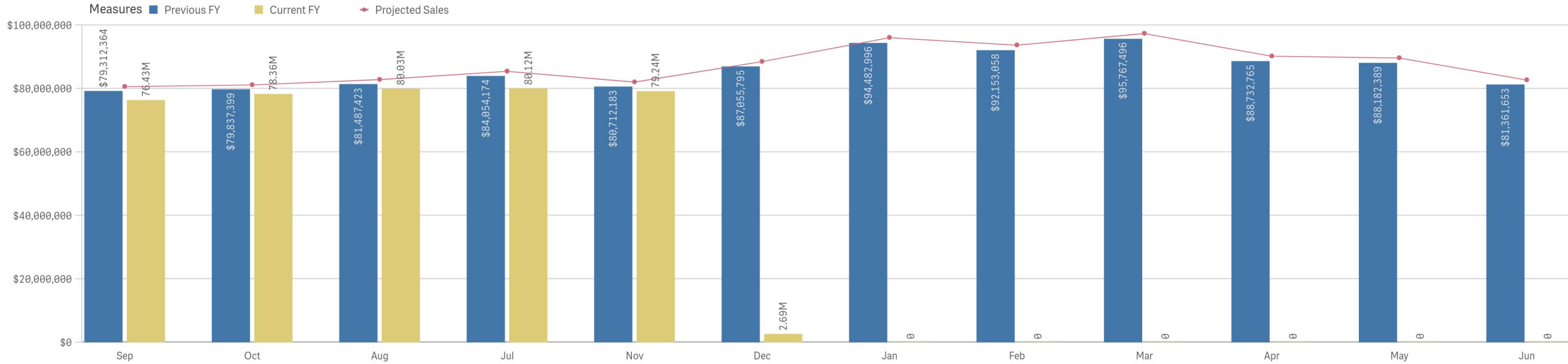


# Draw and Instant Games

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



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



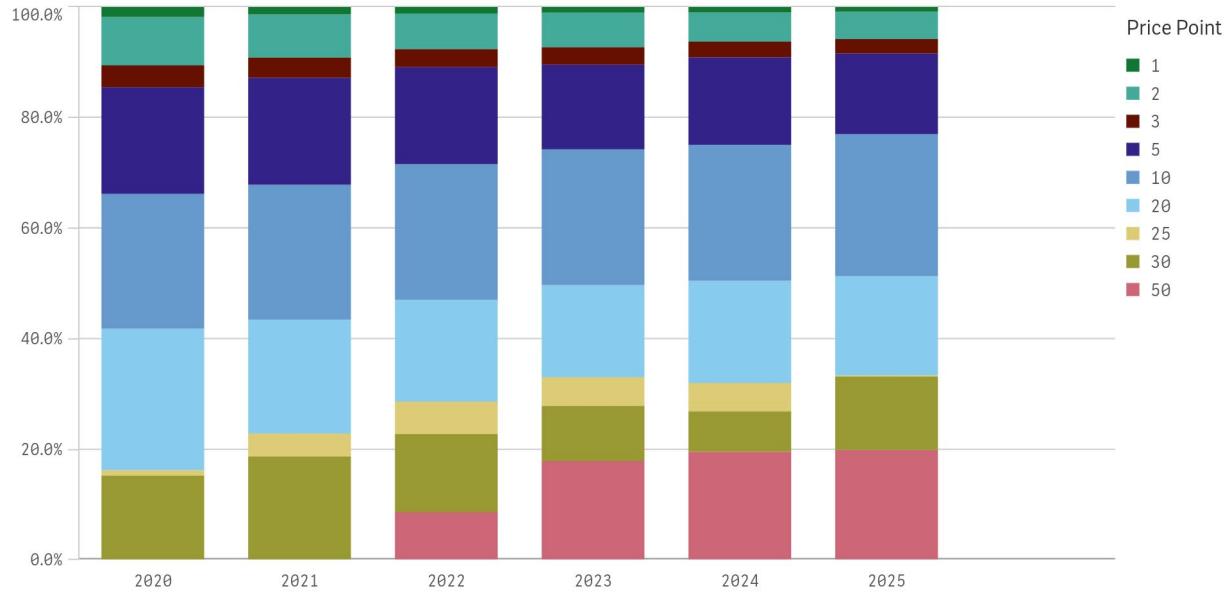




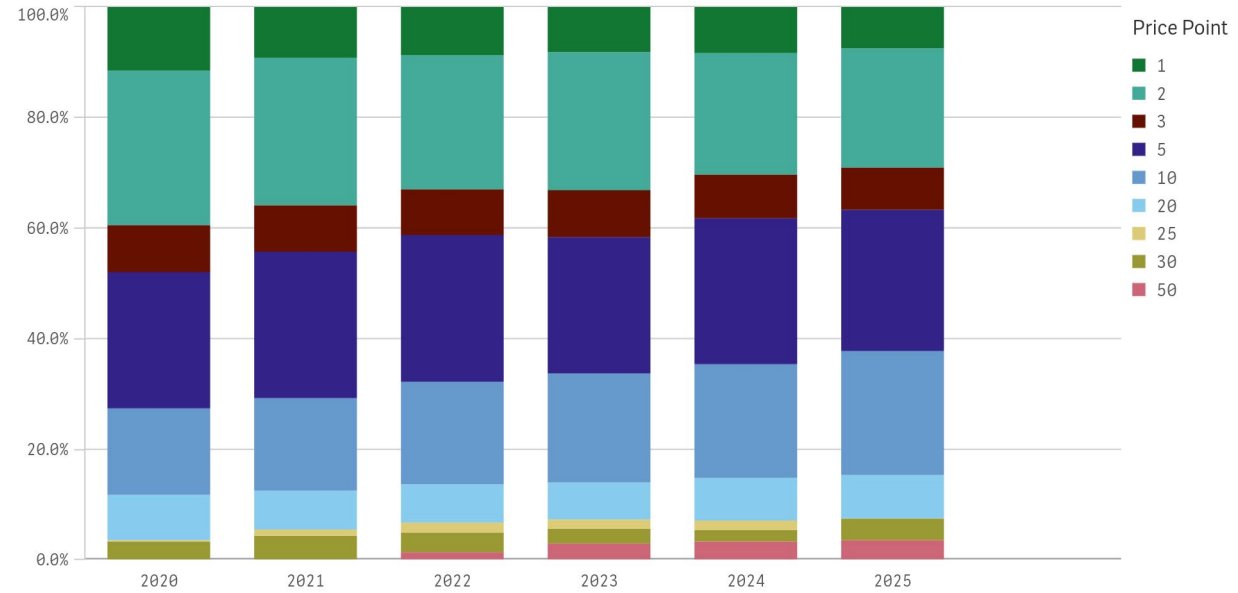


# Sales by Price Point - Scratcher and Pull Tabs

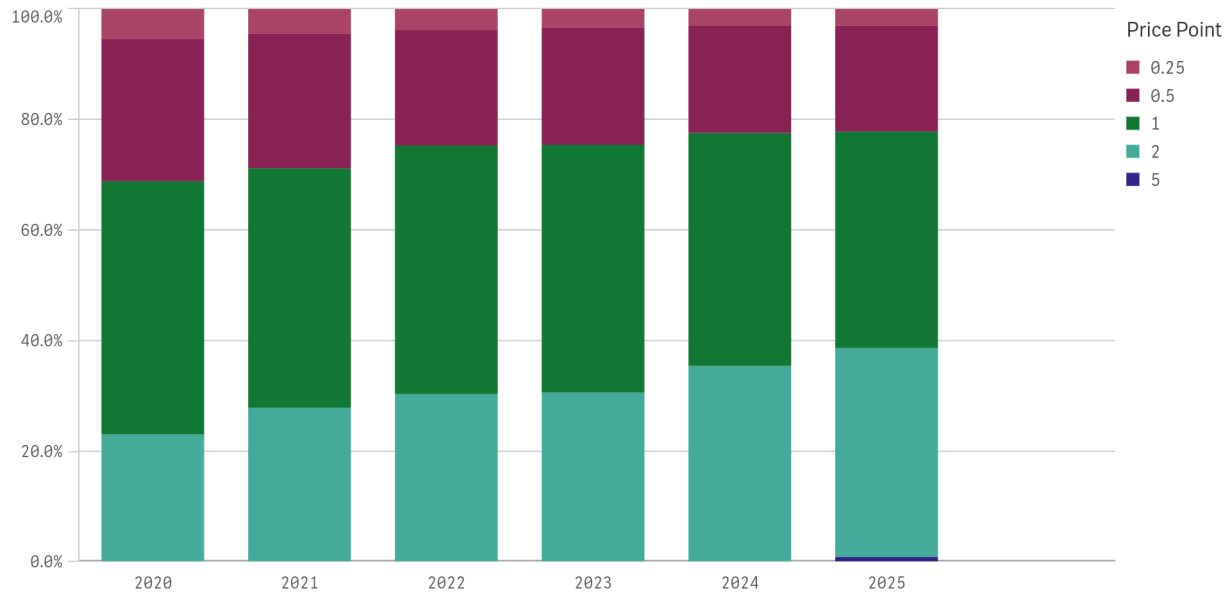
### Based on Dollars Sold - Scratcher



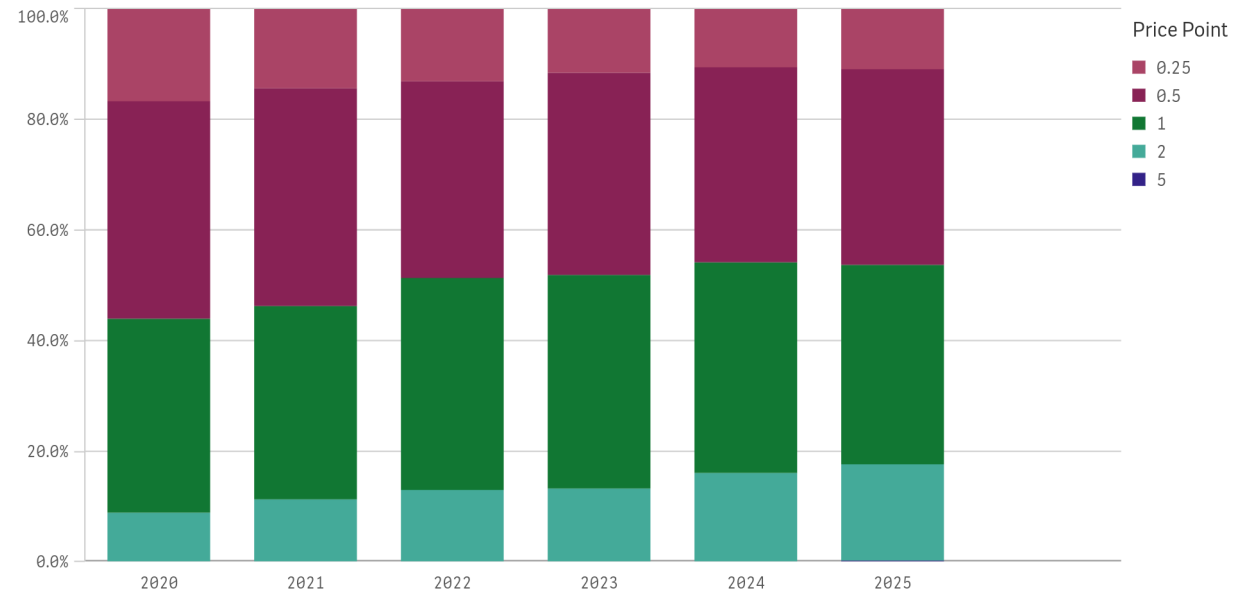
### Based on Tickets Sold - Scratcher



### Based on Dollars Sold - Pull Tabs

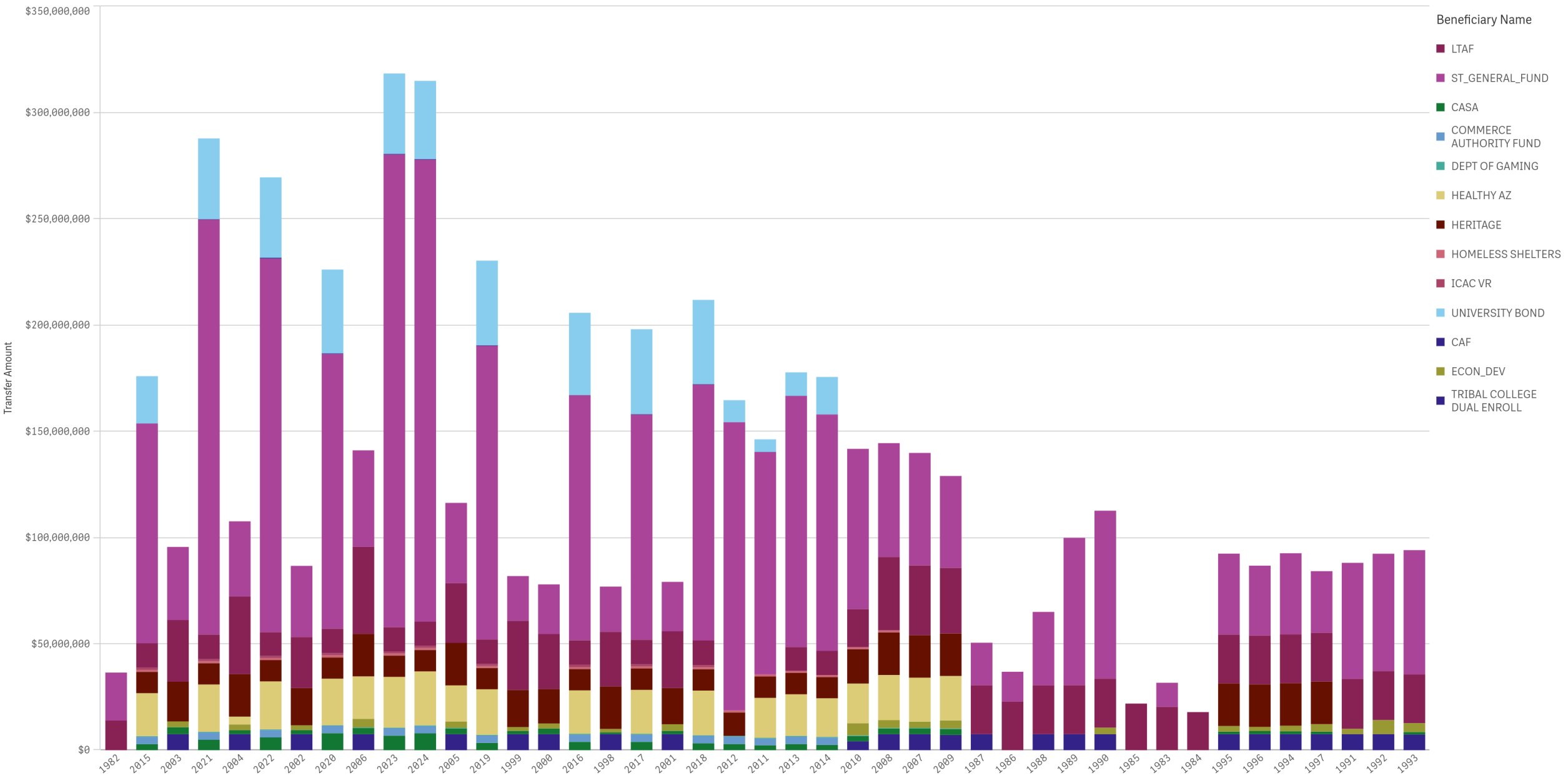


### Based on Tickets Sold - Pull Tabs



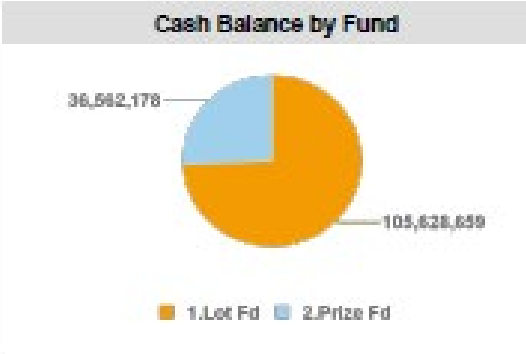
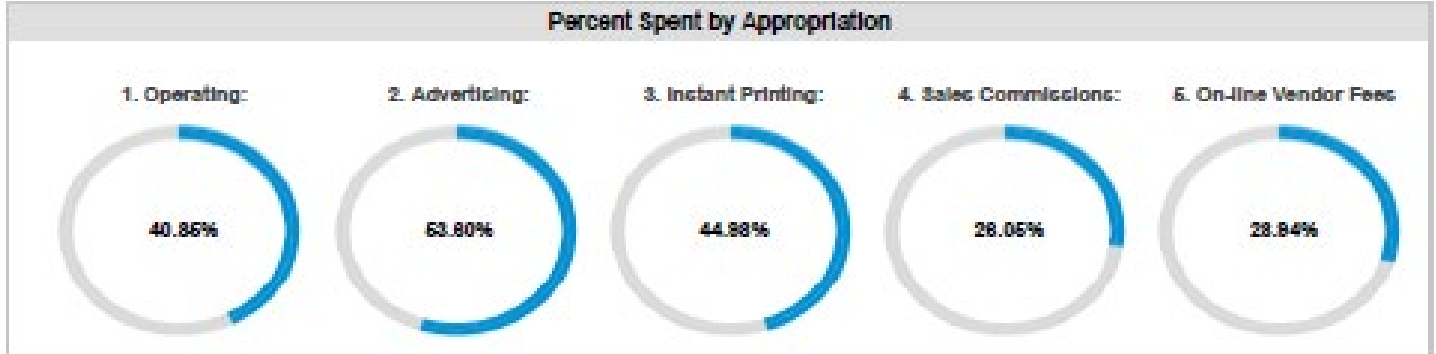
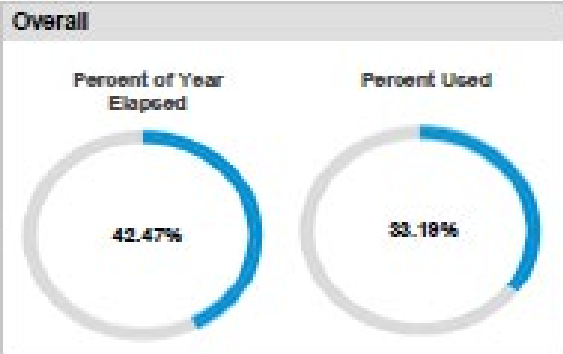


# Transfer Amount by Beneficiary

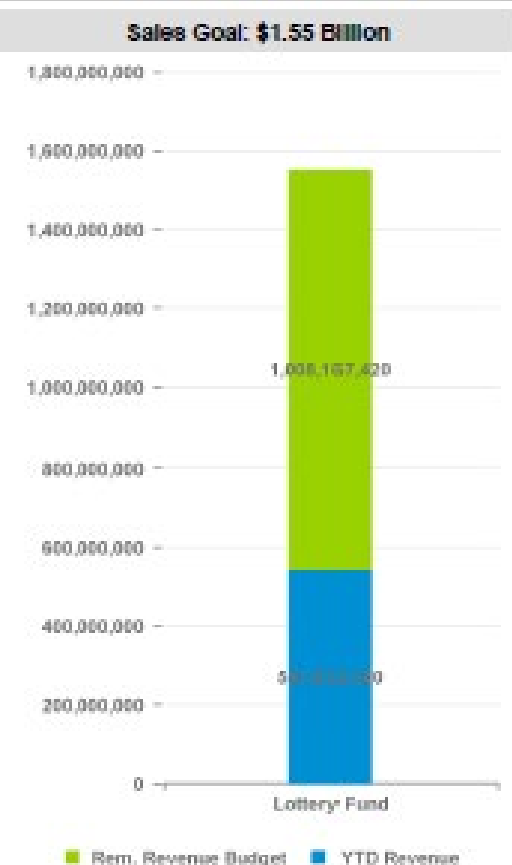




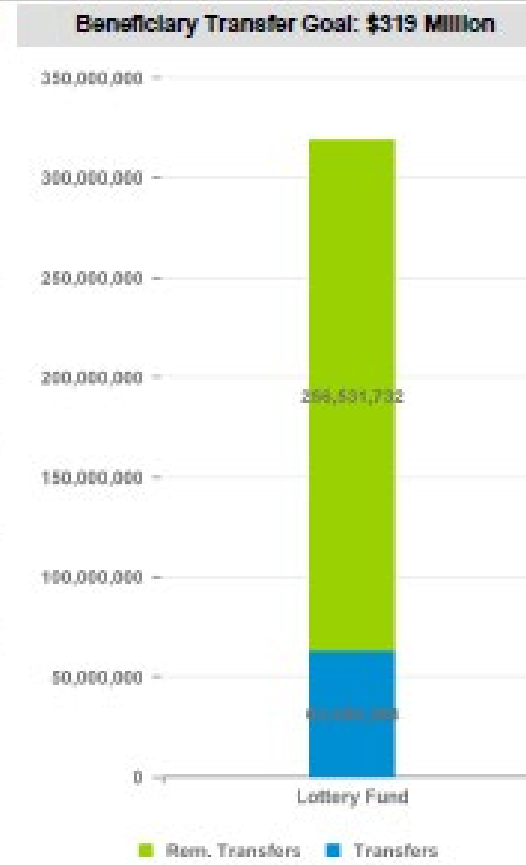
# FY25 Year-to-date Financial Status



## 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	-	1,854,131	-	-1,854,131	
	6100 - Employee Related Expenditures	-	638,122	-	-638,122	
	6200 - Professional And Outside Services	-	317,211	297,522	-814,733	
	6500 - Travel - In-State	-	9,408	14,120	-23,528	
	6600 - Travel - Out-Of-State	-	24,104	4,000	-28,104	
	7000 - Other Operating Expenditures	-	500,190	619,318	-1,119,508	
	8500 - Non-Capital Equipment	-	4,298	127	-4,425	
	9100 - Transfers Out	-	-	48,055	37,807	-84,781
<b>Total:</b>		<b>10,195,900</b>	<b>3,192,415</b>	<b>972,892</b>	<b>8,030,593</b>	<b>40.85%</b>
2. Advertising:	0000 - Appropriation Budget	15,500,000	-	-	15,500,000	
	7000 - Other Operating Expenditures	-	5,315,454	2,991,889	-8,307,343	
	<b>Total:</b>	<b>15,500,000</b>	<b>5,315,454</b>	<b>2,991,889</b>	<b>7,192,657</b>	<b>53.80%</b>
3. Instant Printing:	0000 - Appropriation Budget	42,399,800	-	-	42,399,800	
	7000 - Other Operating Expenditures	-	8,139,128	12,932,854	-19,071,781	
	<b>Total:</b>	<b>42,399,800</b>	<b>8,139,128</b>	<b>12,932,854</b>	<b>23,327,819</b>	<b>44.98%</b>
4. Sales Commissions:	0000 - Appropriation Budget	112,871,100	-	-	112,871,100	
	7000 - Other Operating Expenditures	-	28,645,191	758,783	-29,401,074	
	<b>Total:</b>	<b>112,871,100</b>	<b>28,645,191</b>	<b>758,783</b>	<b>83,469,126</b>	<b>28.05%</b>
5. On-line Vendor Fees:	0000 - Appropriation Budget	20,729,900	-	-	20,729,900	
	6200 - Professional And Outside Services	-	4,714,689	1,285,341	-8,000,000	
	<b>Total:</b>	<b>20,729,900</b>	<b>4,714,689</b>	<b>1,285,341</b>	<b>14,729,900</b>	<b>28.94%</b>
<b>Grand Total:</b>		<b>201,896,500</b>	<b>48,008,847</b>	<b>18,939,558</b>	<b>134,750,095</b>	



Arizona  
Lottery

TM

**New Business Item #1**  
Instant Scratch Game Profiles  
Report to Arizona Lottery Commission  
December 20, 2024

---

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: *PAC-MAN* #1481, *State Forty Eight* #1488, *Money* #1489, *Instant Cash* #1492, and *Ka Pow* #1493.

**PAC-MAN #1481.** This \$5 game has a top prize of \$50,000. This game will be printed at a quantity of approximately 2.5 million tickets.

**State Forty Eight #1488.** This \$5 game has a top prize of \$48,000. This game will be printed at a quantity of approximately 1.9 million tickets.

**Money #1489.** This \$10 game has a top prize of \$100,000. This game will be printed at a quantity of approximately 2 million tickets.

**Instant Cash #1492.** This \$5 game has a top prize of \$50,000. This game will be printed at a quantity of approximately 2.1 million tickets.

**Ka Pow #1493.** This \$10 game has a top prize of \$100,000. This game will be printed at a quantity of approximately 2 million tickets.

Attachments (Commissioners only)

**New Business Item # 2**  
Instant Tab Game Profile  
Report to Arizona Lottery Commission  
December 20, 2024

---

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

**NEW GAME PROFILE**

Attached for the Lottery Commission's action is new instant tab game profile: *PAC-MAN* #1117.

**PAC-MAN #1117**. This \$5.00 game has a top prize of \$500.

Attachments (Commissioners only)

**New Business Item #3**  
Fast Play™ Game Profile  
Report to Arizona Lottery Commission  
December 20, 2024

---

This report has been provided to the Lottery Commission regarding 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: *PAC-MAN #177*, *Cash Connect #178*, *Arizona Gold Rush #179*, and *Big Bankroll #180*.

**PAC-MAN #177.** This \$5 game has a top prize of \$10,000. In this game, players match YOUR NUMBERS symbols to the WINNING NUMBERS symbols to win a prize.

**Cash Connect #178.** This \$1 game has a top prize of \$500. In this game, players match YOUR NUMBERS symbols to the CASH NUMBERS symbols to win a prize.

**Arizona Gold Rush #179.** This \$30 game has a progressive jackpot prize that starts at \$500,000. In this game, players match YOUR NUMBERS symbols to the WINNING NUMBERS symbols to win a prize.

**Big Bankroll #180.** This \$10 game has a top prize of \$100,000. In this game, players match WINNING NUMBERS symbols to the YOUR NUMBERS symbols in each GAME to win a prize.

Attachments (Commissioners only)



**New Business Item #4**  
Players Club Promotion Profiles #141 & #142  
Report to Arizona Lottery Commission  
December 20, 2024

---

This report has been provided to the Lottery Commission regarding the \$500K Giveaway Promotion Profile and the CASH EXPLOSION® Million Dollar Giveaway Promotion Profile. The Commission is requested to approve these Promotion Profiles.

**NEW PROMOTION PROFILE**

Attached for the Lottery Commission's action are new Promotion Profiles: \$500K Giveaway and CASH EXPLOSION® Million Dollar Giveaway.

**\$500K Giveaway Promotion Profile #141**

Starting February 4, 2025 players will be able to enter winning and non-winning eligible Instant Scratch game tickets for a chance to win \$500,000.

**CASH EXPLOSION® Million Dollar Giveaway Promotion Profile #142**

Starting April 1, 2025 players will be able to enter winning and non-winning eligible Instant Scratch game tickets for a chance to win \$5,000 or one of the three \$1,000,000 Grand Prizes.

Attachments (Commissioners only)