



March 21, 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 **March 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 February 21, 2025, Public Meeting

Agency Reports

1. Executive Report – Presentation
2. Financial Report – Presentation
3. New Games Introduction – No Presentation

New Business

1. Discussion and possible action on new instant scratch game profiles: *Lucky 13* #1494, *All Cash* #1499, *Ultimate Riches* #1502, and *Taco Tripler* #1503.
2. Discussion and possible action on Fast Play™ game profiles: *Sunny Money* #185, and *Jurassic World* #186.

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 in person on April 18, 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 12th day of March 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 February 21, 2025, Meeting

PRESIDING Chair Jeff Weintraub (Virtual)

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

LOTTERY Executive Director; Alec Thomson, Deputy Director of Operations & Chief Financial Officer; Russ Harben (In-Person), General Counsel; Kome Akpolo, and Legislative Liaison: Jimmy Arwood (Virtual)

Luanne Mansanares, (In Person), and Cydeni Carter (Virtual)

Attorney General Representative Pamela Peiser (Virtual)

PUBLIC Mary Ellen (Virtual)

Call to Order

1. **Call for Quorum:** Pursuant to the Public Notice dated February 13, 2025, the Public Meeting of the Arizona State Lottery Commission was called to order at 10:07 a.m. by Chair Jeff Weintraub. A quorum was present, with Chair Weintraub, Vice Chair Newman, Commissioner Fritz, Commissioner Scheel, and Commissioner Aniles (Virtual).
2. **Notice:** Notice was posted by Anna Hunt on February 13, 2025, at 2:00 p.m., at the Arizona State Lottery, located at 4740 E. University Dr., Phoenix, Arizona.
3. **Approval of Minutes:** Chair Weintraub entertained a motion to approve the January 17, 2025, 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 Alec Thomson presented the Executive Report; Legislative Liaison Jimmy Arwood provided a Legislative update, and Cydeni Carter presented information on our Givesback beneficiary of the month.
2. Financial Report – Presented by Russ Harben
3. Mega Millions® Retailer Incentive – Presented by Kome Akpolo

New Business

1. Chair Weintraub asked if any members of the public wanted to address the Commission regarding new instant scratch game profiles: *Strike it Rich* #1496, *Cosmic Cash Lines* #1498, *Jurassic Park* #1500, and *Red Hot 7s* #1501. 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 #1496, #1498, #1500, and #1501. 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: *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. 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: #211, #212, #1122, #1123 #1124, #1125, #1126, and #1127. 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: *Money Vault Progressive* #182, *Double Money Vault Progressive* #183, *Triple Money Vault Progressive* #184, and amended game profile: *Big Bankroll* #180. 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 Fast Play™ game profiles: #182, #183, #184, and amended game profile #180. Vice Chair Newman 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 on *Change to Mega Millions® Retailer Incentives*. 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: *Change to Mega Millions® Retailer Incentives*. Commissioner Scheel 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.

Ms. Mary Ellen addressed the Commission and asked a question. Attorney General Representative Pamela Peiser reminded the Commission and members of the public that, due to Ms. Ellen's question not being listed on the agenda prior to the meeting, the Commission and the Arizona Lottery are currently unable to provide the requested information. Executive Director Alec Thomson informed Ms. Ellen that a representative from the Arizona Lottery would be in contact with her. Executive Assistant; Luanne Mansanares provided Ms. Ellen with her phone number and requested that Ms. Ellen call after the Commission meeting to ensure her contact information is obtained, allowing for follow-up at a later time.

Announcements

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 throughout the duration of both virtual and in-person public sessions. This will provide anyone without access to the virtual meeting and an opportunity to participate in February's commission meeting.

Adjournment

The meeting adjourned at 10:43 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.

Agency Reports
 Report to Arizona Lottery Commission
 March 21, 2025

Executive Report – Presentation

Financial Report – Presentation

New Games Introduction – No Presentation

New Game Introductions

The following Scratchers games were introduced since the last commission meeting: *Loteria Grande* #1483, *Rock Out* #1484, and *Bank On It* #1486.

The following Fast Play games were introduced since the last commission meeting: *Cash Connect* #178, *Arizona Gold Rush* #179, and *Big Bankroll* #180.

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.

Date Ended	Price Point	Game No.	Game Name	Beginning Inventory	% Sold through 3/10/25
4/1/25	\$5	1395	Secret Agent Crossword	10,078,200	80%
4/1/25	\$1	1405	Wild Cherry Doubler	4,820,400	90%
4/1/25	\$3	1417	Fruit Explosion	2,889,800	92%
4/1/25	\$10	1418	Instant Jackpot	2,211,660	83%
4/1/25	\$2	1422	Triple \$\$\$	2,193,150	82%
4/1/25	\$10	1437	Six Figures	2,138,460	95%
4/1/25	\$10	1438	Cash Blast	2,138,940	89%
4/1/25	\$5	1456	Loteria Grande	2,896,320	84%
4/1/25	\$5	1457	Hit the Jackpot	2,251,200	85%

ATTACHMENT A

Dashboard Report March 2025

SERVING ARIZONA FOR 43 YEARS





-8.54%

vs. Proj (FYTD)

Total Sales (FYTD)
\$923,656,718

-9.91%

vs. PYTD

-21.06%

vs. Proj (FYTD)

Draw Sales
\$238,603,669^{25.8%}
%Total Sales

-27.55%

vs. PYTD

Draw Sales : From
7/1/2019 - To
3/2/2025
Fast Play Sales :
From 7/1/2019 - To
3/2/2025

-3.19%

vs. Proj (FYTD)

Instant Sales
\$685,053,049^{74.2%}
%Total Sales

-1.56%

vs. PYTD

-28.78%

vs. Proj (FYTD)

Multi-State
\$142,200,787^{59.6%}
%Draw Sales

-37.57%

vs. PYTD

-3.45%

vs. Proj (FYTD)

Scratchers Sales
\$673,071,264^{98.3%}
%Instant Sales

-1.83%

vs. PYTD

-7.78%

vs. Proj (FYTD)

In-State
\$60,027,825^{25.2%}
%Draw Sales

-8.39%

vs. PYTD

Scratcher Sales :
From 7/1/2019 - To
3/2/2025
Pulltab Sales : From
7/1/2019 - To
2/28/2025

8.50%

vs. Proj (FYTD)

Charitable Pulltab Sales
\$6,255,245^{0.9%}
%Instant Sales

10.66%

vs. PYTD

1.82%

vs. Proj (FYTD)

Quick Draw
\$1,829,940^{0.8%}
%Draw Sales

-1.60%

vs. PYTD

18.17%

vs. Proj (FYTD)

Age Rest. Pulltab Sales
\$4,193,035^{0.6%}
%Instant Sales

20.91%

vs. PYTD

-3.28%

vs. Proj (FYTD)

Fast Play
\$34,545,117^{14.5%}
%Draw Sales

1.10%

vs. PYTD

29.50%

vs. Proj (FYTD)

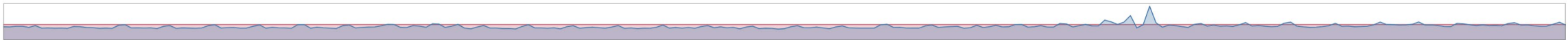
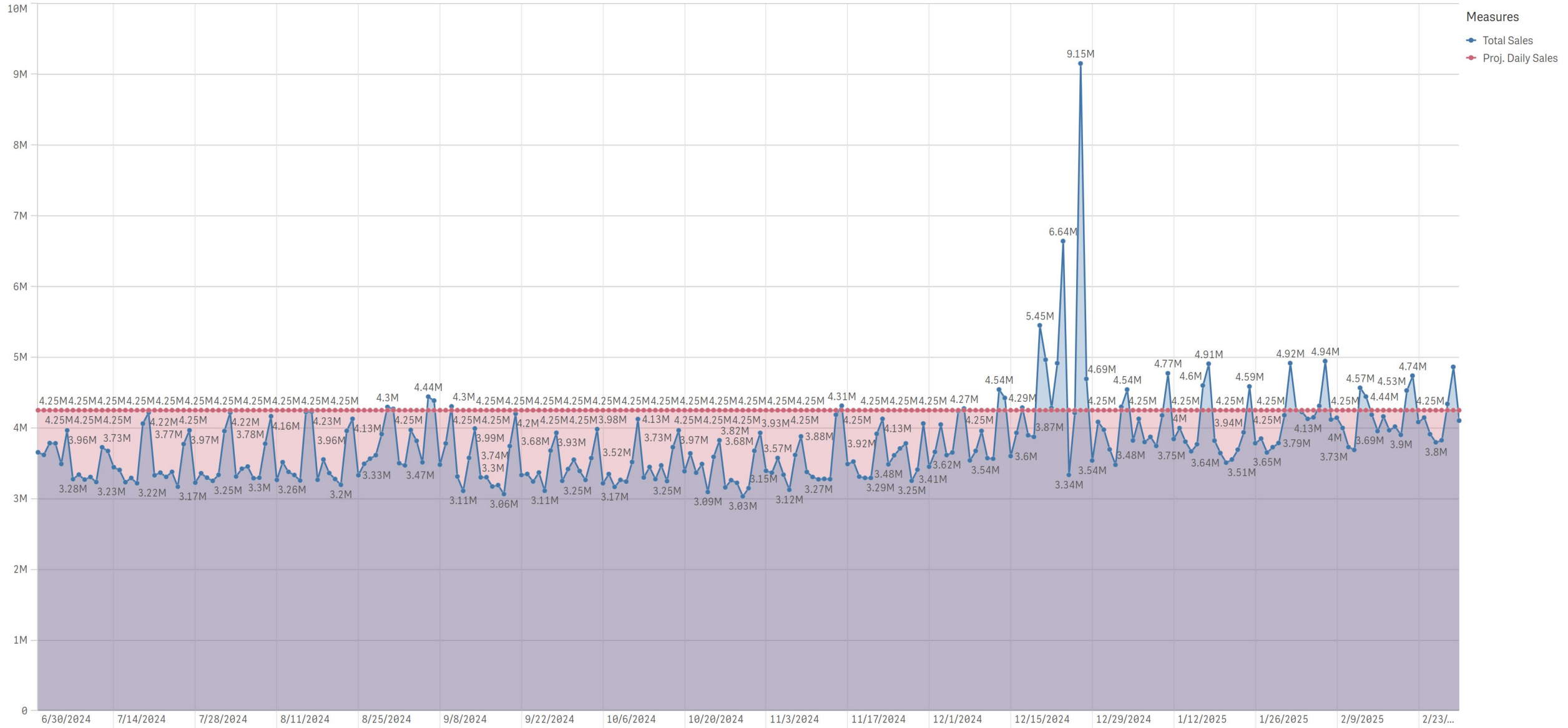
Other Pulltab Sales
\$1,533,505^{0.2%}
%Instant Sales

31.11%

vs. PYTD



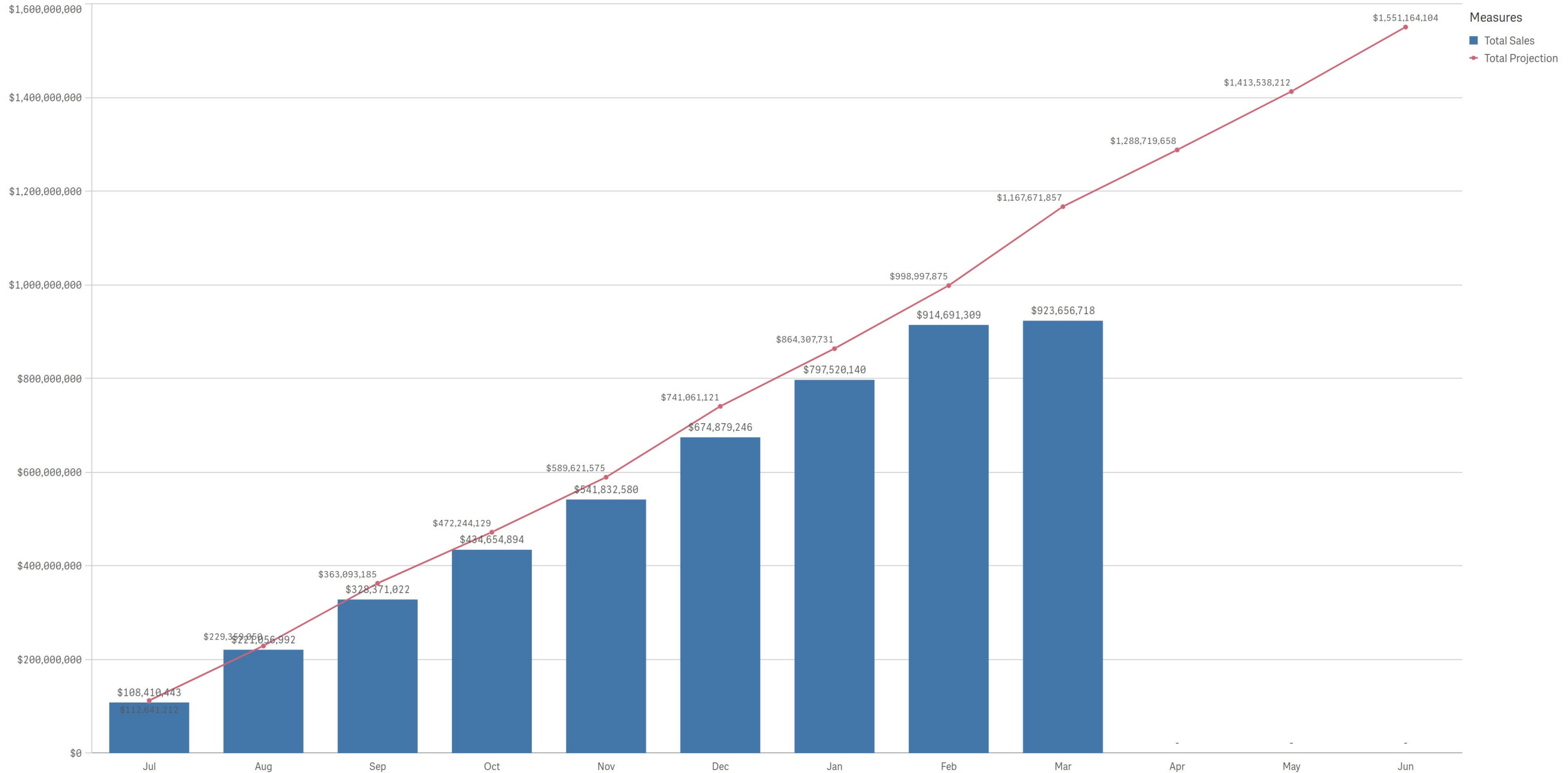
Daily Sales vs. Goal





YTD Sales vs. Projection

FY 2025 Total Sales vs. Projection

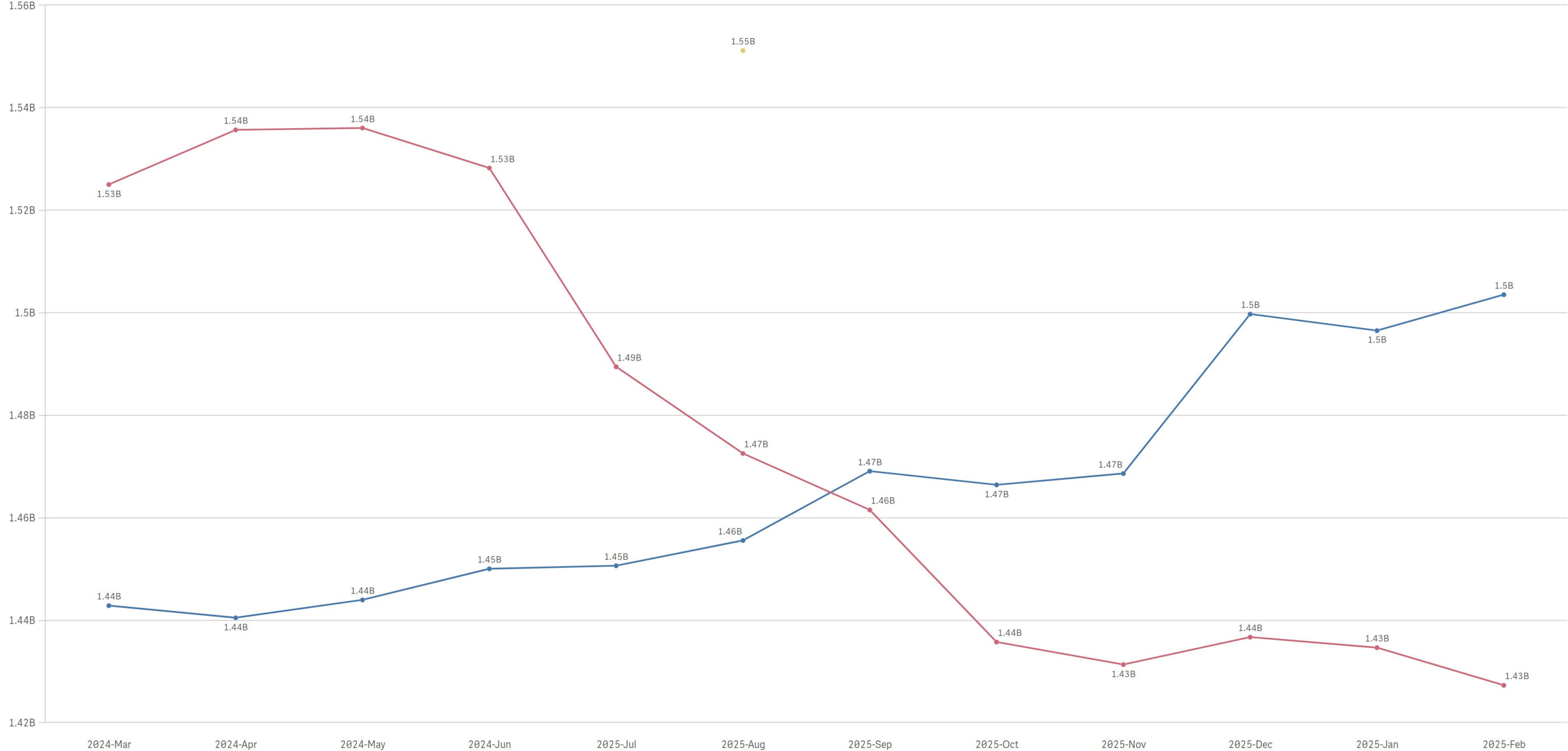




Rolling 12 Month Total Sales

Rolling 12 Month Sales

◆ Total Projection ◆ Current Year Projection ◆ Total Sales

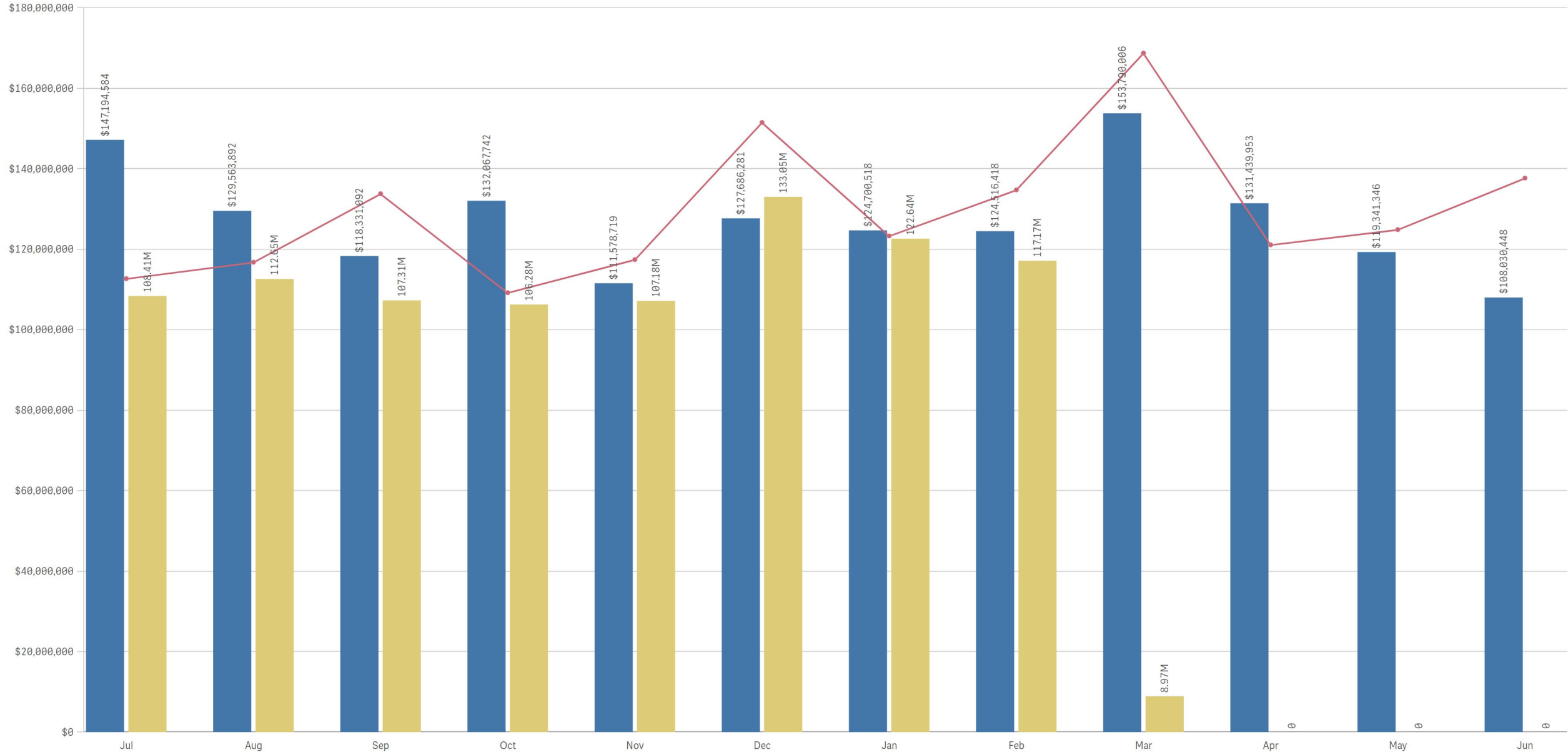




All Games

Sales FY 2024 vs. 2025 vs. Projection

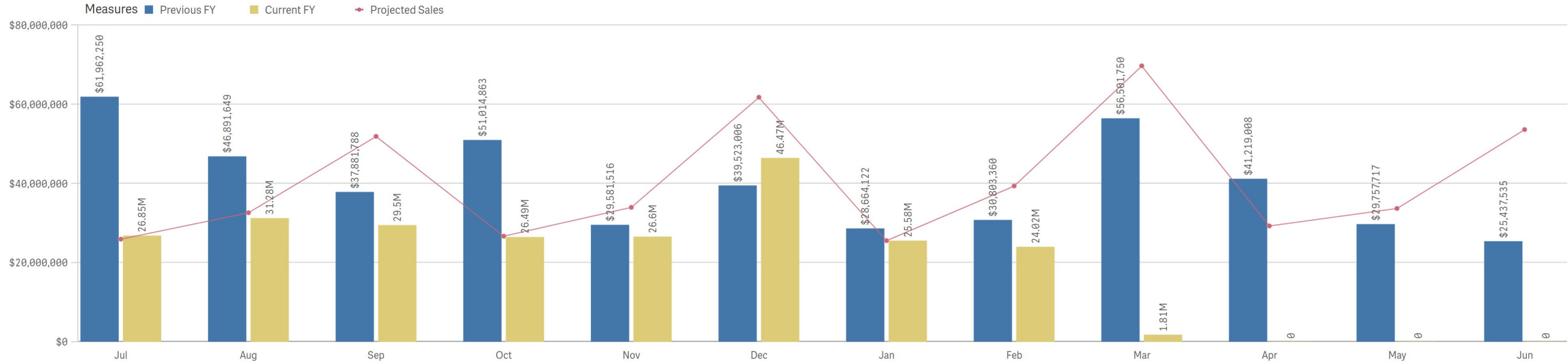
Measures ■ Previous FY ■ Current FY ◆ Projected Sales



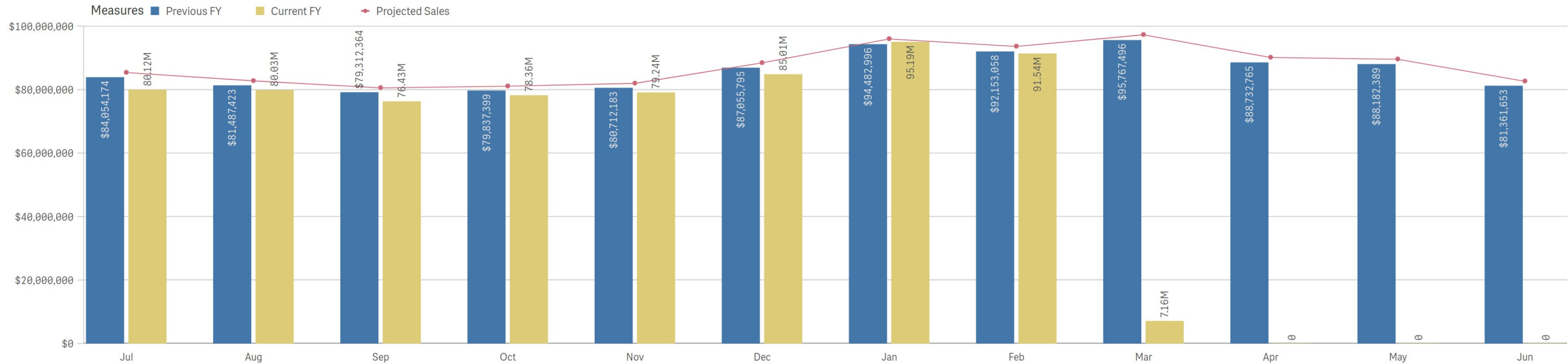


Draw and Instant Games

Draw Sales FY 2024 vs. 2025 vs. Projection



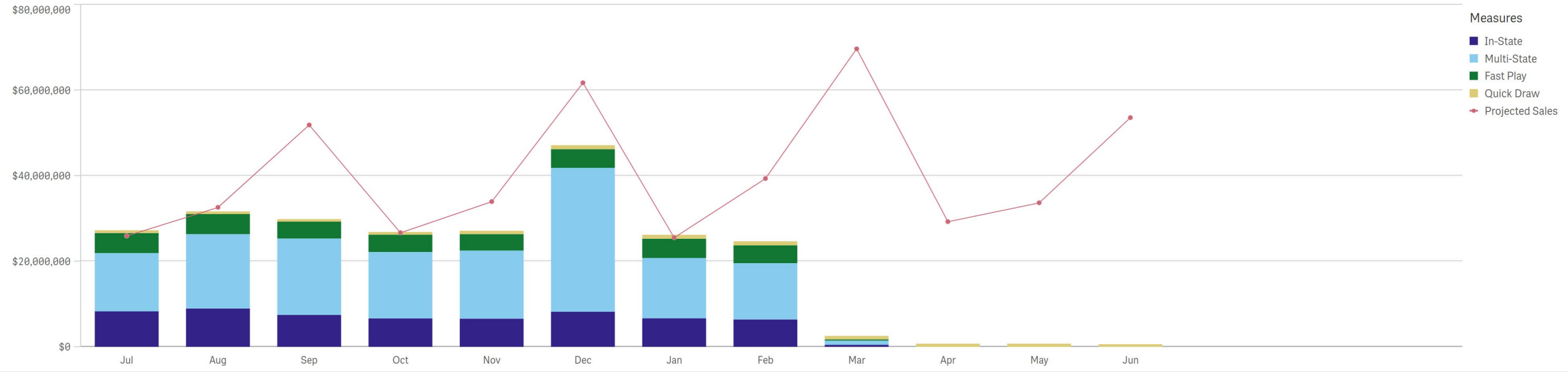
Instant Sales FY 2024 vs. 2025 vs. Projection



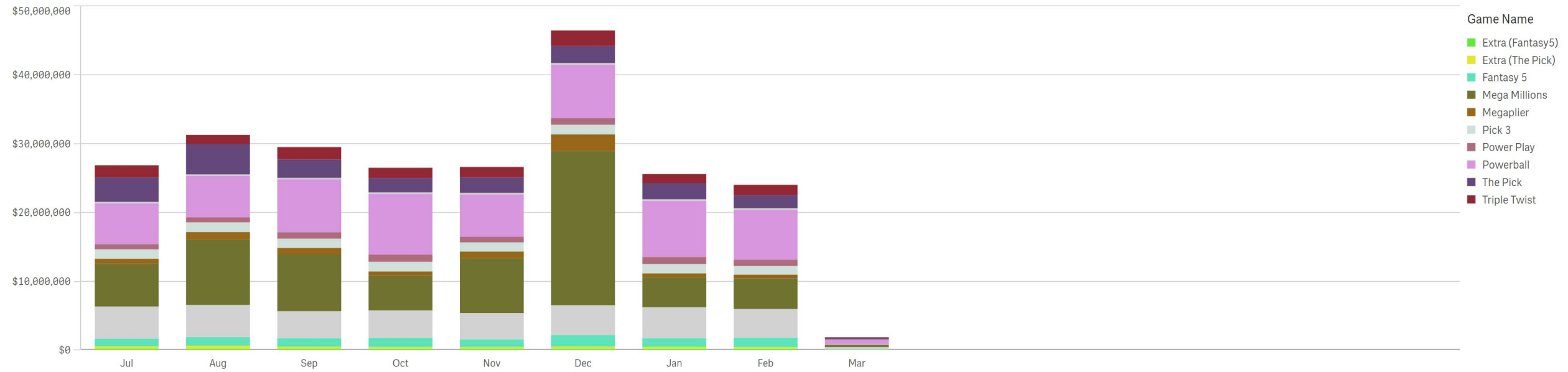


Draw Sales by Month

FY 2025 Draw Sales by Game Type



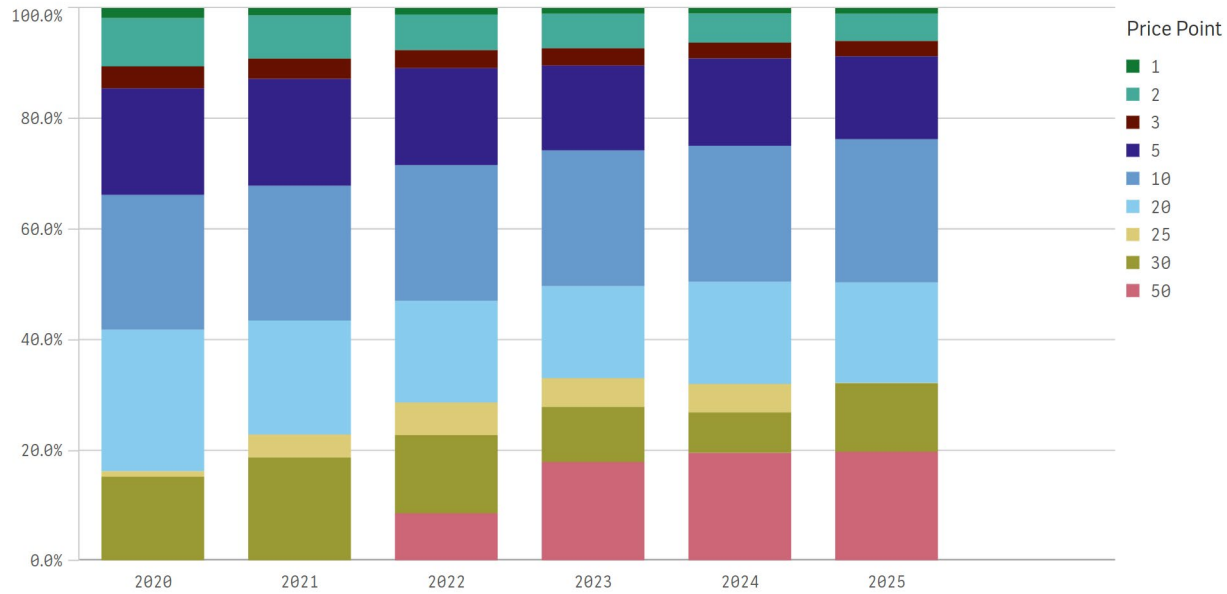
FY 2025 Draw Sales by Game



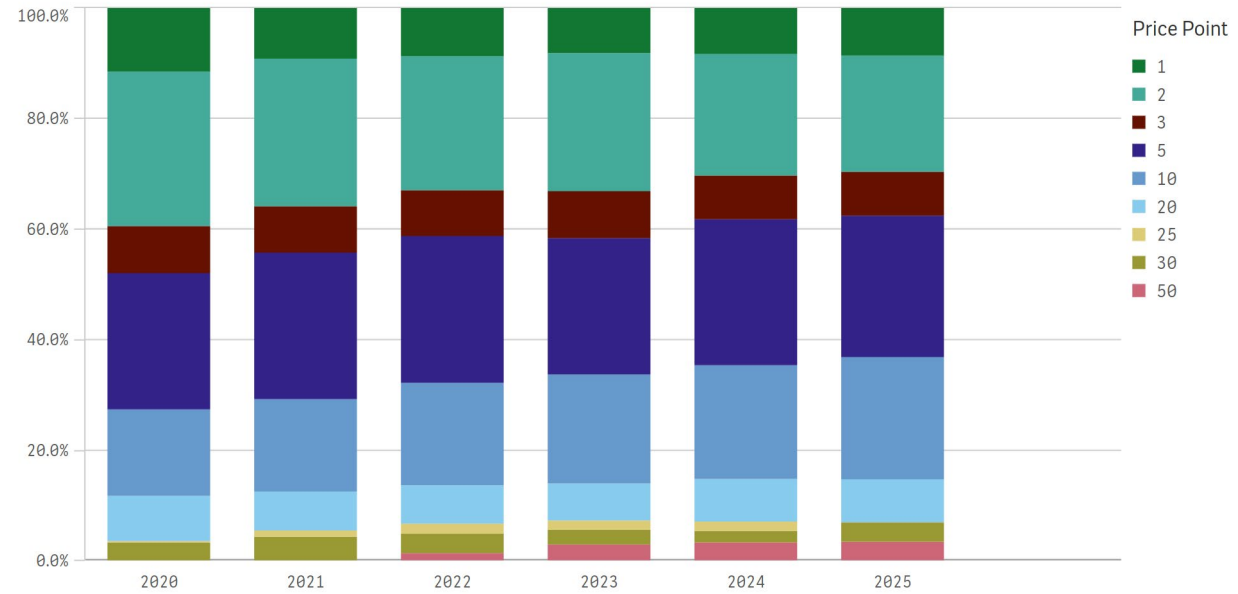


Sales by Price Point - Scratcher and Pull Tabs

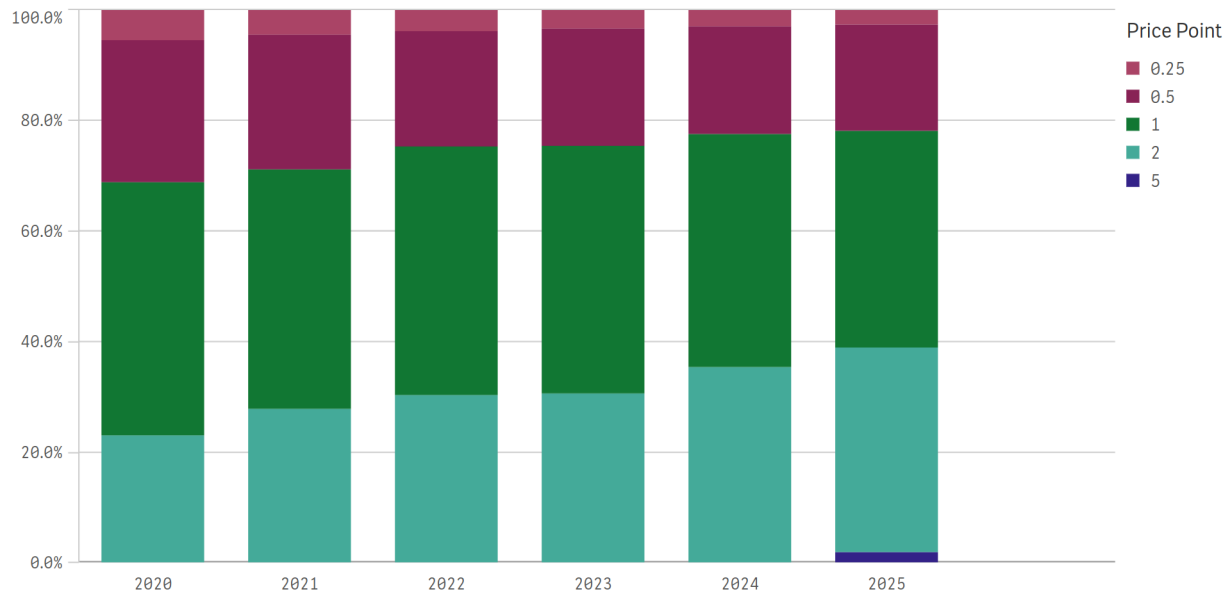
Based on Dollars Sold - Scratcher



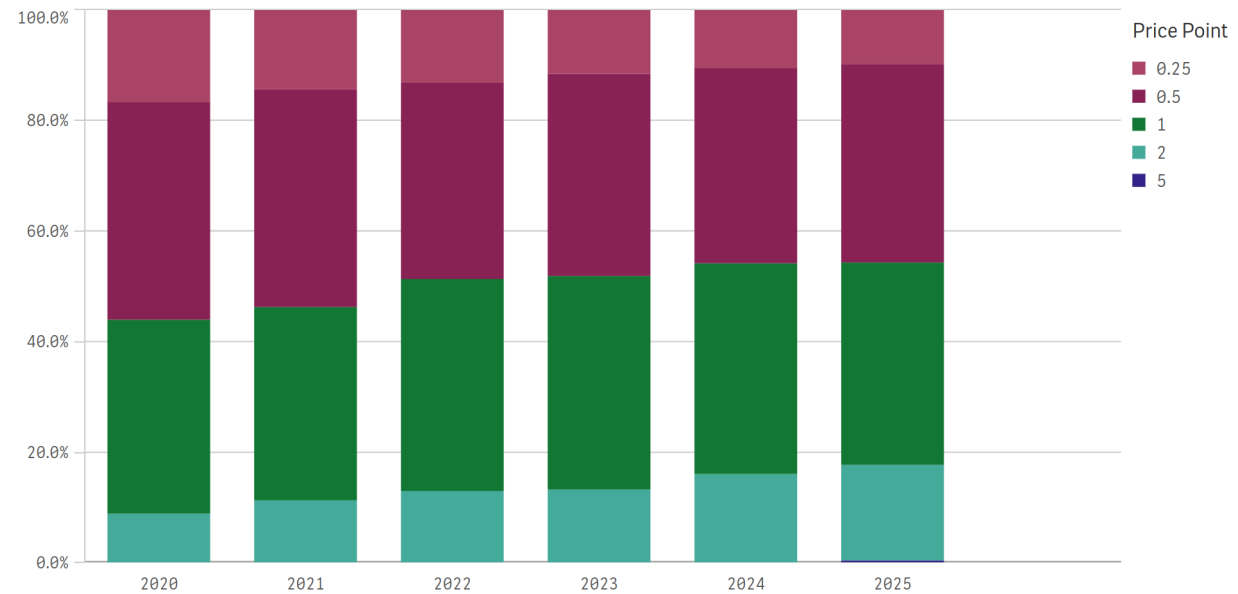
Based on Tickets Sold - Scratcher



Based on Dollars Sold - Pull Tabs

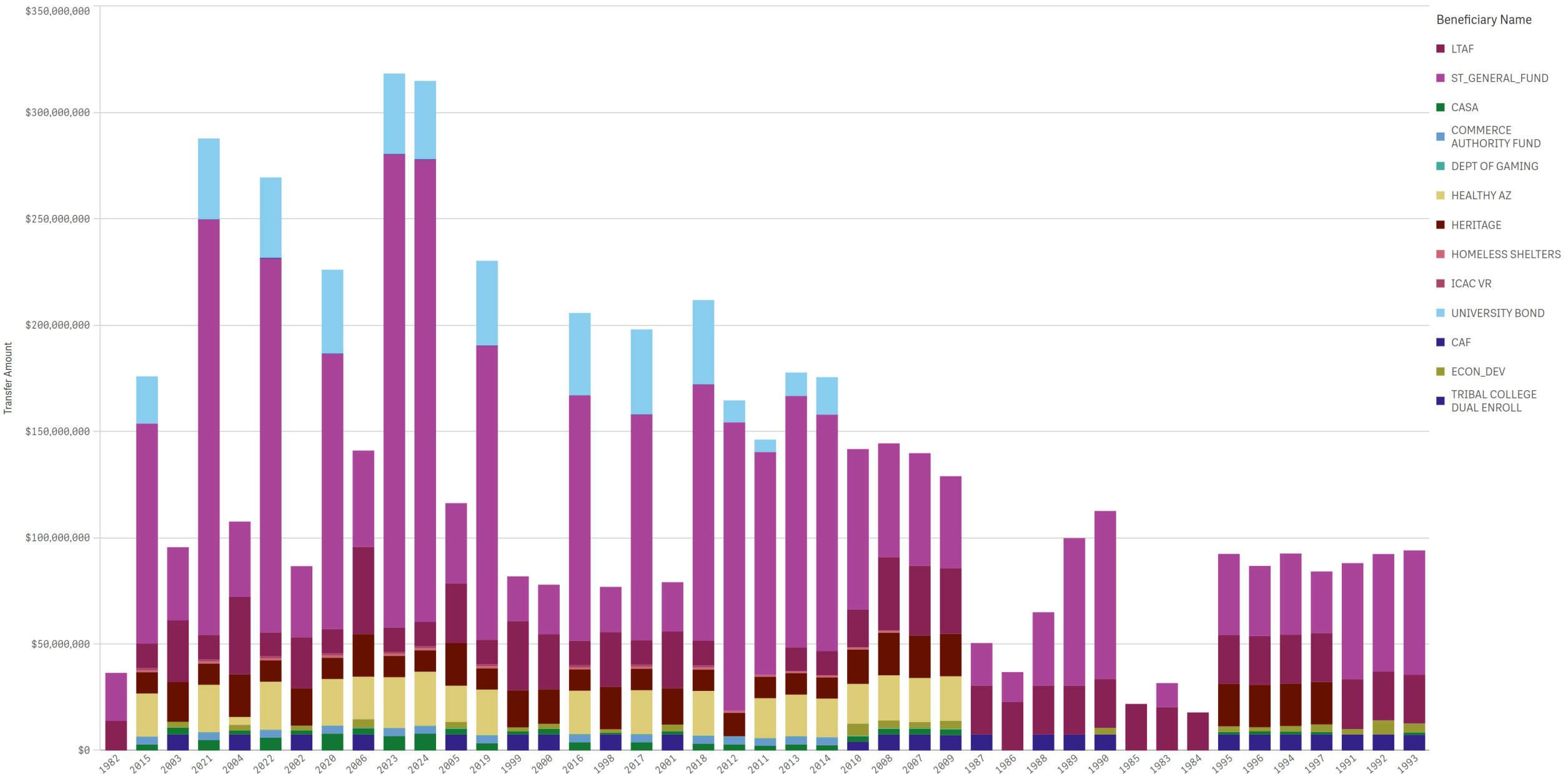


Based on Tickets Sold - Pull Tabs



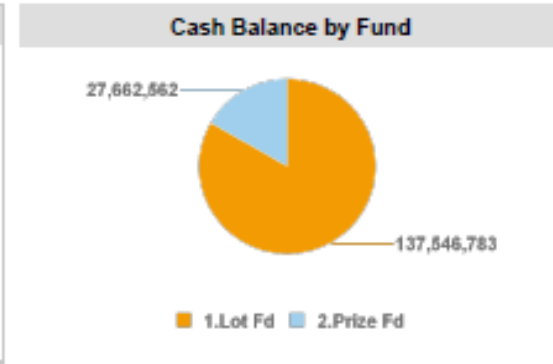
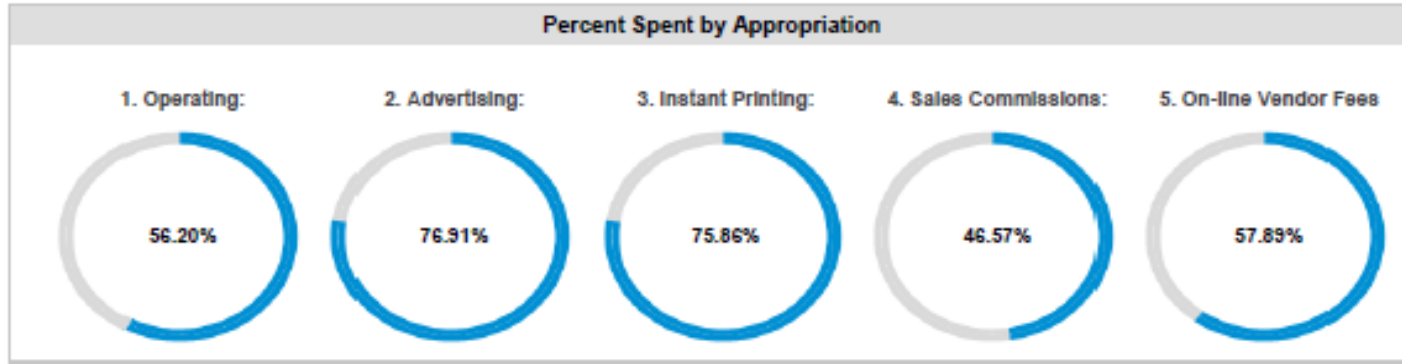
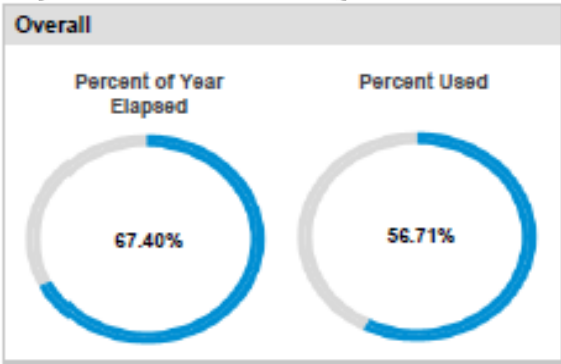


Transfer Amount by Beneficiary

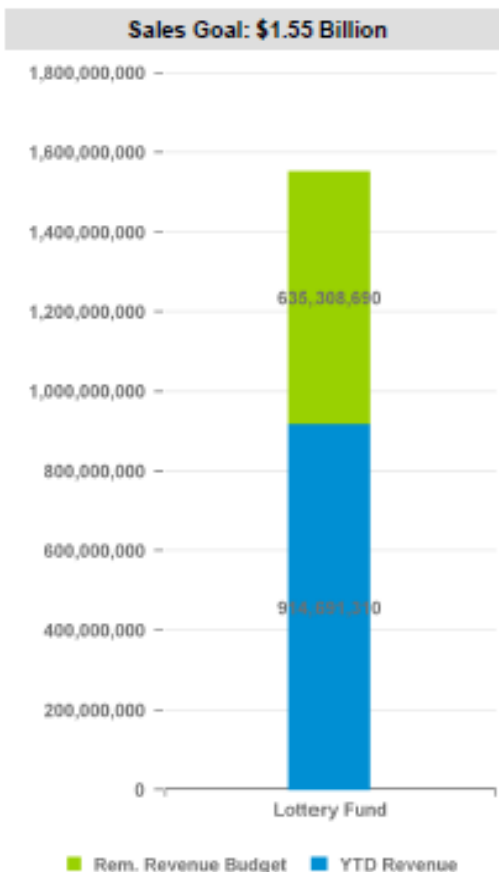




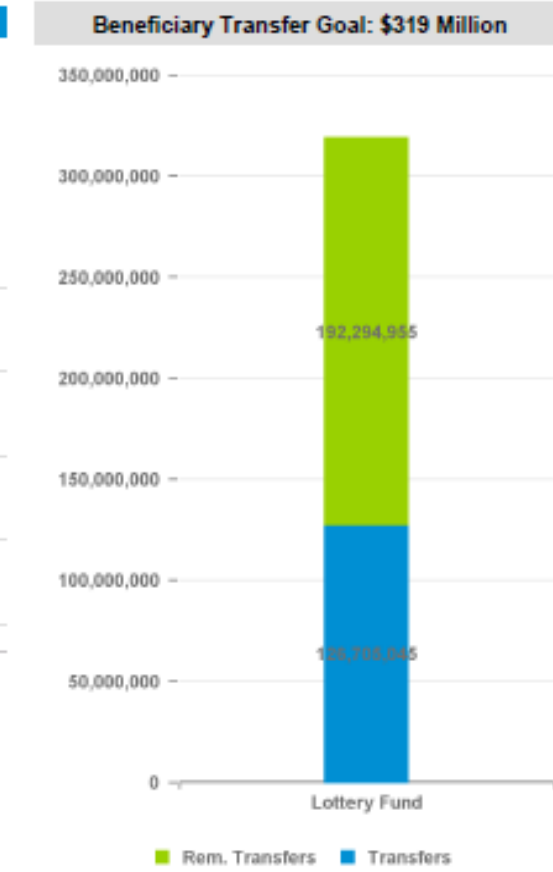
FY25 Year-to-date Financial Status



Budget by Appropriation Type and Object Class



Appropriation	Object Class	Budget	Expenditures	Enumbered	Remaining	% Used
1. Operating:	0000 - Appropriation Budget	10,195,900	-	-	10,195,900	
	6000 - Personal Services	-	2,584,601	-	-2,584,601	
	6100 - Employee Related Expenditures	-	989,494	-	-989,494	
	6200 - Professional And Outside Services	-	475,766	208,800	-684,566	
	6500 - Travel - In-State	-	18,930	6,702	-25,632	
	6600 - Travel - Out-Of-State	-	31,354	4,000	-35,354	
	7000 - Other Operating Expenditures	-	785,897	521,325	-1,307,223	
	8500 - Non-Capital Equipment	-	4,841	3,596	-8,437	
	9100 - Transfers Out	-	64,320	30,441	-94,761	
Total:		10,195,900	4,866,203	774,884	4,485,833	68.20%
2. Advertising:	0000 - Appropriation Budget	15,500,000	-	-	15,500,000	
	7000 - Other Operating Expenditures	-	8,486,152	3,434,209	-11,920,361	
Total:		15,500,000	8,486,152	3,434,209	3,678,838	78.91%
3. Instant Printing:	0000 - Appropriation Budget	42,399,600	-	-	42,399,600	
	7000 - Other Operating Expenditures	-	17,777,706	14,385,400	-32,163,106	
Total:		42,399,600	17,777,706	14,385,400	10,238,484	76.88%
4. Sales Commissions:	0000 - Appropriation Budget	112,871,100	-	-	112,871,100	
	7000 - Other Operating Expenditures	-	52,566,754	-	-52,566,754	
Total:		112,871,100	52,566,754	-	80,304,348	48.67%
5. On-line Vendor Fees:	0000 - Appropriation Budget	20,729,900	-	-	20,729,900	
	6200 - Professional And Outside Services	-	8,870,917	3,129,083	-12,000,000	
	Total:	20,729,900	8,870,917	3,129,083	8,729,900	67.89%
Grand Total:		201,898,600	82,868,733	21,723,668	87,318,211	



Arizona
Lottery

TM

New Business Item #1
Instant Scratch Game Profiles
Report to Arizona Lottery Commission
March 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: *Lucky 13* #1494, *All Cash* #1499, *Ultimate Riches* #1502, and *Taco Tripler* #1503.

Lucky 13 #1494. This \$2 game has a top prize of \$13,000. This game will be printed at a quantity of approximately 1.8 million tickets.

All Cash #1499. This \$10 game has a top prize of \$100,000. This game will be printed at a quantity of approximately 2 million tickets.

Ultimate Riches #1502. This \$30 game has a top prize of \$3,500,000 (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 million tickets.

Taco Tripler #1503. This \$1 game has a top prize of \$900. This game will be printed at a quantity of approximately 4 million tickets.

Attachments (Commissioners only)

New Business Item #2
Fast Play® Game Profiles
Report to Arizona Lottery Commission
March 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: *Sunny Money* #185 and *Jurassic World* #186.

Sunny Money #185. This \$1 game has a top prize of \$1,000. In this game, players match all four SUN symbols to their WINNING NUMBERS symbols to win a prize.

Jurassic World #186. This \$5 game is a licensed property and has a top prize of \$10,000. In this game, players match YOUR NUMBERS symbols to the WINNING NUMBERS symbol to win a prize.