



**Douglas A. Ducey**  
Governor

**Gregory R. Edgar**  
Executive Director

**TRIBAL CONSULTATION ANNUAL REPORT**  
**July 1, 2017 – June 30, 2018**

**Agency Overview**

The Arizona State Lottery (“Lottery”) is charged with maximizing net revenue consonant with the dignity of the state. The State of Arizona has entered into Compacts with Tribal governments within the State of Arizona. It is the intent of the Lottery to comply with the terms of the compacts and to work cooperatively with the Department of Gaming and Tribal governments. On occasions, various entities that operate on Tribal lands or Tribal governments have sought to become lottery retailers; it is consistent with the statutory duty of the Lottery to cooperate with all persons and entities seeking to become a licensed retailer.

**Tribal Consultation Activities**

Goal	Objective	Activity and Performance Measure
Develop Cooperative Relationships	Retailer Licensing	Currently there are four tribal resolutions for lottery licensing: <ul style="list-style-type: none"> <li>- Ak-Chin</li> <li>- Fort Mojave</li> <li>- Pascua Yaqui</li> <li>- Yavapa</li> </ul>
	Expand Gaming Opportunities	Arizona Lottery has actively sought, and conducted, meetings with three Tribal Gaming Operations seeking marketing and retail partnerships. These efforts are ongoing.
Enhance Responsible Gaming Initiatives	Financial support to the tribes and the Department of Gaming	Arizona Lottery provides literature regarding availability of help for problem gambling, including public service announcements on all terminal monitors across 3,000+ retailers throughout Arizona  Additionally, the following funding transfers were made in FY 18: <ul style="list-style-type: none"> <li>● \$300K to Dept. of Gaming</li> <li>● \$250K to Tribal College Dual Enrollment</li> <li>● \$2,500 sponsorship of the annual Problem Gambling Symposium</li> </ul>

**Highlights:**

In fiscal year 2018, the six Tribal retailers generated approximately \$1.5 million in sales for Arizona Lottery and themselves collected approximately \$97,000 in commissions.

**Recommendations from Tribal representatives:**

None at this time.

**Revisions to Tribal Consultation Policy:**

The Arizona Lottery Tribal Consultation Policy was revised in June 2018 to reflect an increased focus on cooperative gaming.

**Challenges:**

Tribes may view Lottery as a competitor rather than a potential partner. Tribes may feel that tribal-state gaming compacts present a barrier to partnership with Arizona Lottery.

For questions or more information, please contact:

Sherri Zendri

Deputy Director: Legal Services

[szendri@azlottery.gov](mailto:szendri@azlottery.gov)

office: 480.921.4401

cell: 480.349.6806