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Governor

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TRIBAL CONSULTATION ANNUAL REPORT
July 1, 2019 – June 30, 2020

Agency Overview

The Arizona State Lottery (“Lottery”) is charged with maximizing net revenue consonant with the dignity of the state. On occasion, 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
Expand Sales and Marketing Relationships	Tribal Retailer Licensing for Lottery product sales	There are four tribal resolutions currently in effect which allow Lottery retailers on Tribal lands and for lottery licensing and product sales: <ul style="list-style-type: none"> • Ak-Chin • Fort Mojave • Pascua Yaqui • Yavapai There is one pending tribal resolution for lottery licensing: <ul style="list-style-type: none"> • Fort McDowell Yavapai Nation
	Expand Marketing and Sales Opportunities	Blue Water Resort and Casino – Provided promotional tickets for each Monday of the month when players earned 100 points that day. <ul style="list-style-type: none"> • July 2019: 500 - \$5 Casino Gold Scratchers • December 2019: 500 - \$5 Holiday 7s Scratchers
Joint Efforts on Responsible Gaming Initiatives	Financial support to the Department of Gaming Office of Problem Gambling which is also supported by Tribes	The following funding transfers were made in FY 19: <ul style="list-style-type: none"> • \$300K to Dept. of Gaming for Problem Gambling • \$2,500 sponsorship of the annual Problem Gambling Symposium

Highlights:

In fiscal year 2019, the six currently operating Tribal retailers generated approximately \$1.82 million in sales for Arizona Lottery and themselves earned over \$118,000 in commissions, which represents an increase in both numbers from the previous fiscal year.

Recommendations from Tribal representatives:

None at this time.

Revisions to Tribal Consultation Policy:

None at this time.

Challenges:

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

For questions or more information, please contact:

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