



**Douglas A. Ducey**  
Governor

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Executive Director

**TRIBAL CONSULTATION ANNUAL REPORT July 1, 2020 – June 30, 2021**

**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"> <li>• Ak-Chin</li> <li>• Fort Mojave</li> <li>• Pascua Yaqui</li> <li>• Yavapai</li> </ul>
	Tribal marketing partnerships	Preliminary negotiations and development on redemption agent prize validation processes and joint marketing opportunities. <ul style="list-style-type: none"> <li>• Ak-Chin</li> <li>• Navajo</li> </ul>
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 transfer was made in FY 21: <ul style="list-style-type: none"> <li>• \$300K to Dept. of Gaming for Problem Gambling</li> </ul>

**Highlights:**

In fiscal year 2021, the six currently operating Tribal retailers generated approximately \$2.69 million in sales for Arizona Lottery and themselves earned over \$180,000 in commissions, which represents an increase of over 50% for 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:**

COVID-19 closures for both tribes and Lottery retailers have increased competition for entertainment dollars. Incoming event wagering and fantasy sports wagering will create even more opportunities for potential players. Tribes may feel the updated tribal-state gaming compacts present a barrier to partnership with Arizona Lottery.

For questions or more information, please contact:

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