TICKET TALK

Supporting Delaware Lottery Retailers | Issue 79 | delottery.com

WINNING NEVER SMELLED SO GOOD

PLAY 5® MAKES
ITS GRAND DEBUT

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Delaware Lottery Games

PLAYERS ARE LOVING PLAY5°

Building on the fun of PLAY 3® and PLAY 4®, players now have the option to pick a five-digit number with the all-new PLAY 5®! The minimum bet per game is 50¢. On August 27th, only eight days after launch, one lucky player won \$25,000 with just a 50¢ bet. We're excited to see players already winning big with this exciting new game. Our PLAY 5® awareness campaign will run through November 3rd, so keep your signage displayed and encourage your customers to give PLAY 5® a try.



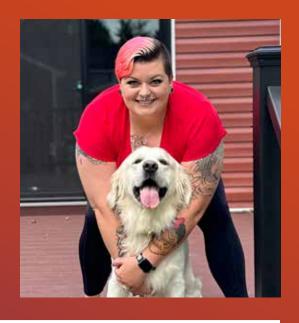


DAY DRAWINGS: Daily at 1:58 PM **NIGHT DRAWINGS:** Daily at 7:57 PM

On Monday, August 19th, the day of launch for Play 5, Wilmington Representative Stephanie T. Bolden helped to kick off the new game. Representative Bolden and the Delaware Lottery did a Facebook Live broadcast from James & Jesse's Barber Shop in Downtown Wilmington. The game has not slowed down since."

MEET YOUR NEW TEL SELL REPRESENTATIVE

We would like to introduce you all to Lisa Duhadaway. She joined Scientific Games in April of this year and has already become a wonderful asset for Tel Sell. Many of you have probably already had a conversation with her. We're grateful for her excellent customer service skills, and we know she'll be a great fit for all of your order processing needs.



1-800-233-7014

Tel Sell/Instant Ticket Orders
1-888-909-4744

Instant Game prizes awarded totaled over \$19 million from July - September 2024



SCENT-SATIONAL HOLIDAY SCRATCH OFFS ARE COMING SOON!

Get your customers into the holiday spirit with our new Instant Tickets coming October 28th. Featuring our first-ever \$20 Holiday ticket,

Winter Winnings, and a peppermint-scented \$5 ticket, Merry Mint Money, winning has never smelled so good this holiday season.



SHOW YOUR CUSTOMERS AN EPIC WAY TO WIN WITH GAME OF THRONES!

As you know, October also marks the release of our new Game of Thrones Instant Ticket. In addition to a \$25,000 Top Prize, this ticket also features a Second Chance Promotion for players to win a trip to Napa Valley and a chance to win their share of up to \$7 million in cash prizes. Make sure your customers don't miss out on this incredible opportunity to win big in Delaware!



INSTANT GAMES EXPIRING SOON

Expiring October 29, 2024

CROSSWORD X-TRA (361) WIN \$100K (341) MORE SERIOUS MONEY (327)

Expiring November 26, 2024

VAULT (360)

For more information about the closeout schedule, please visit: https://www.delottery.com/Instant-Games/Close-Out-Schedule

IN-STORE PARTIES: A MAGNET FOR NEW CUSTOMERS

Throwing a KENO® or Sports Pick party at your store is a great way to get new customers in the door. Just ask Christiana Dash In, Snack & Tobacco Bazaar, and Mike's Food Market. Over the past few months, they worked with our promotional team to bring fun games and giveaways to their locations. We want to thank each of them for reaching out and shining a great light on the Delaware Lottery.

Contact your field representative to find out how you can host a KENO® or Sports Pick party of your own.



















Super Spirits
B & B Liquors
Books & Tobacco
BP To Go
Hickman's Liquors
Liquor Market
Mulligans
Stanley's Tavern

Chestnut Liquors

Wilmington
Milton
Wilmington
New Castle
Ocean View
Bridgeville
Middletown
Wilmington
Wilmington

RETAILER SHOUT-OUTS

If you're looking to add some flair to your Lottery sales area, our field representatives are happy to help. Check out these recent makeovers! We worked together to create a more welcoming space for players and the sales speak for themselves. Talk to your field representative for details about upgrading your display.



Sunset Deli



Delaware C's Outlet



Delux Dairy



Stop & Shop White Oak



Liquor Land



Gas & Go

WELCOME NEW RETAILERS

Super Spirits
B & B Liquors
Books & Tobacco
BP To Go
Hickman's Liquors
Liquor Market
Chestnut Liquors

Wilmington
Milton
Wilmington
New Castle
Ocean View
Bridgeville
Wilmington



DEBIT WORKS WONDERS FOR SALES

Back in 2023, stores had to have a PHD terminal to accept debit transactions. But with the new Wave 8 terminals, all retail locations can now accept them. Note the increase in debit sales below. It shows that customers in Delaware like to pay with debit, and based on statistics from other states, the trend is expected to continue. We've also found that accepting debit not only increases sales, but the average sales size per transaction. That's good news for your business and your bottom line!

Percent of Debit Sales in July					
2023	2024	Increase			
7.12%	11.52%	4.40%			
	Percent of Debit Sales in August				
Percent of I	Debit Sales	in August			
Percent of I	Debit Sales 2024	in August			



WINNERS, WINNERS EVERYWHERE

Check out some recent big wins that have happened across the state. As you can see to the right, retailers love celebrating alongside players and making the moment extra special. Great work to each of you!

Game Name	Draw Date	Date Cashed	Retailer	Amount
CASH X 20		07/01/2024	Royal Farms #263	\$20,000.00
CASH PARTY		07/02/2024	Shore Stop #260	\$100,000.00
\$50,000 RICHER		07/05/2024	Dash In #1292	\$50,000.00
MONEY TALKS		07/08/2024	Royal Farms #123	\$25,000.00
DOUBLE SIDED DOLLARS		07/09/2024	Christiana Shell	\$15,000.00
DOUBLE SIDED DOLLARS		07/11/2024	Super G #389	\$15,000.00
STACKS OF CASH		07/12/2024	BJ's Wholesale Club #197	\$40,000.00
MEGA BUCKS BLOWOUT		07/12/2024	Felton Goose Creek	\$300,000.00
Multi-Win Lotto	07/13/2024	07/15/2024	Shore Stop #263	\$148,000.00
WIN BIG MONEY		07/16/2024	Wawa #844	\$25,000.00
MEGA BUCKS BLOWOUT		07/17/2024	Food Lion #2153	\$300,000.00
STACKS OF CASH		07/19/2024	Wawa #834	\$40,000.00
Multi-Win Lotto	07/18/2024	07/19/2024	Discount Cigarettes	\$52,000.00
WAVES OF CASH		07/25/2024	Wawa #871	\$10,000.00
PLATINUM PAYOUT		07/31/2024	Boyd's Corner Liquors	\$150,000.00
ONE-WORD CASHWORD		08/05/2024	DOT #111	\$10,000.00
MEGA BUCKS BLOWOUT		08/06/2024	Wawa #865	\$10,000.00
MEGA BUCKS BLOWOUT		08/06/2024	Wawa #843	\$300,000.00
MEGA BUCKS BLOWOUT		08/08/2024	Wawa #828	\$10,000.00
WAVES OF CASH		08/12/2024	Boxwood Books, News & Tobacco	\$10,000.00
XTREME MONEY		08/19/2024	Harrington Raceway and Casino	\$40,000.00
LUCKY 7 CROSSWORD		08/19/2024	Royal Farms #51	\$10,000.00
POWERBALL with POWERPLAY	08/19/2024		Fenwick Island Goose Creek	\$100,000.00
MegaMillions with MegaPlier	08/20/2024		Redner's Market #58	\$4,000,000
\$300,000 PAYOUT	,,	08/20/2024	Odessa Sunoco	\$10,000.00
POWERBALL	08/10/2024	08/20/2024	Route 8 Liquors	\$50,000.00
DECO DOLLARS	22, 13, 222 1	08/26/2024	Boxwood Books, News & Tobacco	\$40,000.00
CASH X 20		08/26/2024	Claymont News and Gifts	\$20,000.00
\$300,000 PAYOUT		08/27/2024	Tobacco Field II	\$300,000.00
ONE-WORD CASHWORD		08/27/2024	Sunrise Market & Smoke Shop	\$10,000.00
Play5	08/27/2024	08/28/2024	PW Fuels	\$25,000.00
LUCKY 7 CROSSWORD	00/2//2021	08/30/2024	Quick Mart	\$10,000.00
MegaMillions	08/30/2024	00/30/2024	Wawa #851	\$10,000.00
DOUBLE SIDED DOLLARS	00/30/2024	09/03/2024	DOT #111	\$15,000.00
POWER 20X		09/04/2024	Fenwick Island Goose Creek	\$20,000.00
Multi-Win Lotto	09/08/2024	09/04/2024	General Store	\$75,500.00
MegaMillions	09/03/2024	09/12/2024	Wawa #850	\$10,000.00
MegaMillions	09/03/2024	09/12/2024	BJ's Wholesale Club #197	\$10,000.00
Play5	09/13/2024	09/12/2024	Snack and Tobacco Bazaar	\$25,000.00
Play5	09/13/2024	09/15/2024	Ho Ho Mart	\$25,000.00
-	, ,	· · · ·		\$50,000.00
Play5	09/13/2024	09/16/2024	Wawa #864	
Play5	09/13/2024	09/16/2024	Sunoco A-Plus	\$25,000.00
Play5	09/17/2024	09/19/2024	Hi-Way Inn Liquors	\$25,000.00
Play5	09/23/2024		Hank's House of Liquors	\$50,000.00
Play5	09/23/2024		Hank's House of Liquors	\$10,000.00
Play5	09/23/2024 09/23/2024		Summit Station Shell Middletown Liquors	\$10,000.00
Play5				

YOU CAN SEE THE PRIDE OUR RETAILERS HAVE WHEN SELLING BIG WINNERS!

















DELAWARE IS STILL IN THE RACE!

Players Club member Anthony Lawrence has advanced as one of 8 national semifinalists in the race to win \$1 MILLION in the 2024 NASCAR Powerball Playoff. Tune into the Xfinity 500 on November 3rd to find out who advances as the final 4 with a VIP trip to the NASCAR Cup Series Championship in Phoenix, AZ!





SUMMER EVENT RECAP

It's been a busy summer for our promotion team. With our mobile trailer in tow, we made stops at the Middletown Peach Festival, Festival Hispano in Georgetown, and the CGO Biker Bash in Millsboro. We also sponsored the Rocking the Docks concert series in Lewes. At every event, guests lined up to try Instant and Draw Games, play KENO®, and win exciting prizes.



Like every year, we were also set up at the Delaware State Fair, where we focused promotional efforts on the new PLAY 5® draw game and Players Club. We were also the presenting sponsors of their Summer Concert Series, and had some extra tickets to share with our Retailers.





















???

Wow! It looks like we didn't have any winners this time—no one guessed the correct answer.

Interestingly, there were two possible answers:
X-Fingers and Fastest Fingers. Let's hope everyone does even better in the next round. Good luck!

OUR WAY OF SAYING THANK YOU

Many thanks to everyone that came out to our VIP retailer appreciation events at Delmar Speedway and Subaru Park this year. We had a great time celebrating all of your hard work and dedication.









WE NEVER GIVE UP

The Delmar Speedway event was particularly special. We gave away tickets in 2022 and 2023, but both events were canceled due to inclement weather. We caught up with those original winners, and of those still working as Lottery Retailers, we were happy to have Ismail A. from 7-11 and Danyell D. from Shoprite finally join us for this year's race. We also gave away tickets to Players Club members to join us for Delaware Lottery Night at the speedway. All told, it was a successful summer of promoting the Delaware Lottery all across the state.









HITTING THE AIRWAVES TO PROMOTE THE LOTTERY

One of the ways we work to keep the Delaware Lottery at the top of people's minds is radio remotes. If you were tuned in to the radio this summer, you might have heard us promoting our wide selection of games and drumming up business for our Retailers.





INTRODUCING LOTTERY NEWS

We're also rolling out a new series to boost awareness on social media: Delaware Lottery News. On the last Friday of every month, our host Joe will take to Facebook Live to share updates about our games, upcoming events, and other news. We'll also be giving away prizes at the end of every show, so encourage your customers to tune in and win some Lottery swag.

UPCOMING DATES

October 25, 2024

November 22, 2024

December 27, 2024



STATE FAIR RECAP

2024 CONCERT SERIES WINNERS

Rick Springfield		
Winner	Retaile	r
Chuck Hulbert	80068	Shore Stop #254
Ryan Larrimore	81841	Airport Discount Liquor
Beverlly Anderson	82087	Aiport News
Rosanne Boehmer	80069	Shore Stop #255
Dawn Goepel	81182	Acme #2679
Kevin Butswinkas	81973	Malin's Deli
Jena Haley	71065	Acme #858
Sharon Posceno- Dempsey	71065	Acme #858
Terra Brown	80094	Acme #3816
	Luda	cris
Winner	Retaile	r
Julie Lugos	81182	Acme #2679
Jocelyn Monterori Long	80094	Acme #3816
Bekah Pritchett	81182	Acme #2679
Brandon Foster	80435	Dot #101
Christian Smith	71090	Acme #813
Sharon Haywood	80094	Acme #3816
Darrell Gould	80069	Shore Stop #255
Shellie McKinney	80961	Milford Shell
	Jordan	Davis
Winner	Retaile	r
Bhavik Desai	81160	Kemp's Liquors
Damini Patel	81160	Kemp's Liquors
Jeannie Kickey	80962	Shop Rite of 4 Seasons
Nicol McGraw	80722	Delaware Cig & Tob
Aaron Bey	80926	Spare Rib Express/Kegler's
Tracey Wessell	80206	United Check Cashing
Turnpike Troubadours		
Winner	Retaile	r
Frank Skorpsky	81182	Safeway #4030
Ghanshyambhai Desai	81160	Kemp's Liquors

81160

Kemp's Liquors











Mitchell Fluitt

STATE FAIR RECAP

2024 CONCERT SERIES WINNERS

Jon Pardi			
Winner	Retaile	r	
Ella Patrick	80926	Spare Rib Express/Kegler's	
Marlene Masi	80069	Shore Stop #255	
Eva Webb	80094	Acme #3816	
Tanya Billyou	80069	Shore Stop #255	

Cooper Alan		
Winner	Retaile	r
Lyndsey Blackiston	80094	Acme #3816
Nimesh Edhirisinghage	81841	Airport Discount Liquor

We The Kingdom		
Winner	Retaile	r
Ruth Robinson	81081	Amer. Legion Post 28
David Halim	81243	Ho Ho Mart
Jeannie Rash 42260 Harrington Raceway		

Brantley Gilbert			
Winner	Retaile	r	
Edward Wright	81122	Safeway #4030	
Michell Briggs	41111	Jack's Country Maid	
Stephen Caddell	81122	Safeway #4030	
Karen Glanding	80094	Acme #3816	
Christine Frey	80722	Delaware Cig Outlet	
Amanda Lemon	81327	Books & Tobacco	
David Elliott	82051	Delmarva Billiards & Sports Bar	
Stephanie Johnson	81122	Safeway #4030	
Dianne Cebula	80589	Royal Farms #99	

Demo Derby		
Winner	Retaile	r
Maria Cruz	42260	Harrington Raceway
Jan Leonard	80510	Liquor Market
Shirley Giaffre	42260	Harrington Raceway
Lisa Simpson	80456	Royal Farms #123
Taimoor Alvi	82024	Carroll Motor Fuel
Danyell Doane	80962	Shop Rite 4 Seasons











WHY ILOTTERY

The Lottery held two informative retailer meetings on September 24, 2024, in Dover, to discuss the upcoming launch of an online/digital sales platform, iLottery.

The iLottery platform is designed to meet the growing demand for innovative and convenient entertainment options, particularly among tech-savvy customers. With this platform, players will be able to purchase and play lottery games from our website or mobile app. Initially, iLottery will offer e-Instant games, with select draw games being added at a later date. Importantly, we believe iLottery will generate new revenue streams both for Retailers and for the state's general fund.













HOLIDAY SCHEDULE

SG TEL SELL

Thanksgiving Week Monday, Nov 25

Will call both Monday & Tuesday Retailers—Deliver on Tuesday

Tuesday, Nov 26

Will call both Wednesday & Thursday Retailers—Deliver on Wednesday

Wednesday, Nov 27

Will process returns and any clean up calls

Thursday & Friday, Nov 28 & 29

SGI office is CLOSED

Christmas Week

Monday, Dec 23

Will call both Monday & Tuesday Retailers—Deliver on Tuesday

Tuesday, Dec 24

Will call both remaining Tuesday & All Wednesday Retailers—Deliver on Thursday

Wednesday, Dec 25

SGI office is CLOSED

Thursday, Dec 26

All Thursday orders will ship today—Deliver on Friday

Friday, Dec 27

All Friday orders will ship today—Deliver Monday

New Year's Week

Monday, Dec 30

Will call both Monday & Tuesday Retailers—Deliver on Tuesday

Tuesday, Dec 31

Will call both remaining Tuesday & All Wednesday Retailers—Deliver on Thursday

Wednesday, Jan 1

SGI offices will be CLOSED

Thursday, Jan 2

All Thursday orders will ship today—Deliver on Friday

Friday, Jan 3

All Friday orders will ship today—Deliver Monday

As aways, call 24/7 and leave a message if you need product. We will process the next business day.

DELAWARE LOTTERY

Election Day

Tuesday, Nov 5

Lottery Office will be CLOSED

All Draw Games will take place

Veterans Day

Monday, Nov 11th

Lottery Office will be CLOSED

All Draw Games will take place

Thanksgiving

Thursday, Nov 28th Friday, Nov 29th

Lottery Office will be CLOSED

All Draw Games will take place

Christmas

Wednesday, Dec 25th

Lottery Office will be CLOSED

There will be no Delaware Draw Games except for KENO

New Years

Wednesday, Jan 1st

Lottery Office will be CLOSED

All Draw Games will take place



Players awarded more than **\$1.4 million** in KENO[®] payouts from July - September 2024

KENO® TOP TEN KENO® RETAILERS

New Castle County

Tobacco Time
Books & News
Stanley`s Tavern
Boyd`s Corner Liquors
Sunoco A-Plus - Elsmere
Pockets Discount Liquors
McGlynns-People`s Plaza-KENO
Books & Tobacco
McGlynns-Polly Drummond-KENO
Claymont News and Gifts

Bear Newark Wilmington Middletown Elsmere New Castle Newark Wilmington Newark Claymont

Kent County

Market Place
Milford Plaza Cigarette Outlet
Touchdown Restaurant
Mike's Food Mart
Smyrna News & Tobacco
Hylton's Market
Cigar Cigarette & More
Harrington Raceway and Casino
The Greene Turtle - Dover
Nicks Corner Store

Milford
Milford
Dover
Dover
Smyrna
Camden
Smyrna
Harrington
Dover
Dover

Sussex County

Crab Barn Restaurant
Nicola Pizza
Fox`s Pizza Den-KENO
Lewes Daily Market
Fox`s Pizza Restaurant and Bar
R & R Grill
Jeff`s Tap Room
General Store
Stockley Tavern
Harpoon Hanna`s

Millville Lewes Selbyville Laurel Bridgeville Lewes Georgetown Fenwick Island Lewes

Lewes



RETAILER SPOTLIGHT

Market Place-Milford

Mohammad (Pictured) and his wife Shahida have really concentrated their time and energy on increasing their Lottery sales, especially when it comes to Keno. They have had over a 300% increase in Keno sales compared to this same time last year.

While assisting their customers with purchases of Lottery or other merchandise, they always strive to ask if any of them have ever played Keno and if not, would they like to play a game. Constantly asking for the sale has attributed to the great increase they have had in Keno. Loyal customers, great atmosphere, and playing Keno has created a fun and exciting place to play all Lottery games.

Keep up the great work!!



WIN A VISA GIFT CARD FOR THE HOLIDAYS

It's the most wonderful time of the year: our Retailer Holiday Cash giveaway! Once again, we're giving away a total of \$10,000 in Visa gift cards to Delaware Lottery Retailers and clerks.

See your October Monthly Mailer for more information or visit the Retailer/ Promotions page at delottery.com to download an entry form. All entries must be received by November 27, 2024.

How to enter

Mail or fax your completed entry form to: Delaware Lottery Holiday Cash Promotion P.O. Box 319, Cheswold, DE 19936 Fax: (302) 739-7586

Prizes

1st — 10 winners of \$500 2nd — 10 winners of \$250 3rd — 10 winners of \$100 4th — 30 winners of \$50

Promotion rules and eligibility

Must be 18 years of age or older. Must be an active Retailer by October 1, 2024. Recipient of prize must be an active employee of the Lottery Retailer at the time of the drawing. The same winner cannot win twice, but multiple winners are allowed at the same Retailer location. Only one entry per person is permitted. All entry form fields must be filled out completely to qualify. All entries must be received by Wednesday, November 27, 2024.

Winners will be posted on the Lottery website by Friday, December 6, 2024.

Draw Game payouts exceeded **\$11 million** from July - September 2024

TOP 10 TRADITIONAL RETAILERS

Draw Games

New Castle County

Tobacco Time	Bear
New Castle Shell	New Castle
Fairfax News	Wilmington
Claymont News and Gifts	Claymont
Books & News	Newark
Boxwood Books, News & Tobacco	Wilmington
Airport News	New Castle
State Line Cigarette Outlet-NC	New Castle
Shiva Grocery	Wilmington
Hank`s House of Liquors	New Castle

Instant Games

New Castle County

Tobacco Time	Bear
Boxwood Books, News & Tobacco	Wilmington
Books & News	Newark
Claymont News and Gifts	Claymont
Sunoco A-Plus - Elsmere	Elsmere
Snack and Tobacco Bazaar - Newark	Newark
Speedy Mart-Wilmington	Wilmington
Wawa #863-N.C. Com. Blvd.	New Castle
Wawa #873-Christiana Rd.	Newark
Wawa #854-Claymont Phil. Pike	Claymont

Kent County

Mike's Food Mart	Dover
One Stop - Dover	Dover
Shore Stop #255 - Greentree	Dover
Milford Plaza Cigarette Outlet	Milford
Harrington Raceway and Casino	Harrington
Food Lion #1426 - Smyrna	Smyrna
Smyrna News & Tobacco	Smyrna
Wawa #853-Smyrna (S)	Smyrna
Hylton`s Market	Camden
Stop & Shop - White Oak	Dover

Kent County

Mike's Food Mart	Dover
Wawa #853-Smyrna (S)	Smyrna
Royal Farms #139 * S. Dover	Dover
Shore Stop #231 - Rising Sun	Dover
Wawa #876-Camden	Camden
Royal Farms #13 * Felton	Felton
Royal Farms #117 * Hartly	Hartly
Cigar Cigarette & More	Smyrna
Wawa #855-Dover Rt. 8	Dover
Nicks Corner Store	Dover

Sussex County

Lewes Daily Market	Lewes
Super Soda Center II-Stein Hwy.	Seaford
Sweet Mart	Milford
Milton De-Lux	Milton
General Store	Lewes
Super G #389 - Millville	Millville
Back Bay Tobacco	Millsboro
Redner`s Market #91-Lewes	Lewes
Super G #387 - Rehoboth	Rehoboth
Royal Farms #176 * Ocean View	Ocean View

Sussex County

Lewes Daily Market	Lewes
Royal Farms #123 * Oak Orchard	Millsboro
Royal Farms #295 * Millsboro	Millsboro
Wawa #837-Millsboro Rt. 113	Millsboro
Royal Farms #114 * Laurel	Laurel
Wawa #865-Long Neck	Millsboro
Wawa #834-Lewes	Lewes
Royal Farms #296 * Harbeson	Harbeson
Royal Farms #176 * Ocean View	Ocean View
General Store	Lewes



Believe it or not, this will be the last Ticket Talk issue in 2024! Next issue we'll cover:

The winners of our Keep 'Em Full competition

Holiday Visa Gift Card giveaway winners

Details about our 50th anniversary celebration



SCAN. PLAY. WIN.

Put your Delaware Lottery knowledge to the test for a chance to win a prize.

How it works:

1. Scan the QR code

Use your smartphone to scan the QR code and you'll be directed to a Delaware Lottery trivia question.

2. Answer the trivia question

Test your knowledge with our Delaware Lottery trivia question, fill out the form, and submit your answer.

3. Win a prize

If you answer correctly, you'll be automatically entered to win a prize. Winners will be announced in the next issue of *Ticket Talk*.

Good luck!





Scan this code to answer trivia question.

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