



**PRESS RELEASE**

**LOTTERY COMMISSION VENDORS MAKE \$40,000 GIFT FOR UPWARD BOUND**

LITTLE ROCK (Sept. 16, 2013) -- Today, the Arkansas Lottery Commission and its two international vendors announced a \$40,000 gift to be shared by Arkansas Upward Bound programs to improve technology-based education for UB students.

The gift was made by Scientific Games of Alpharetta, GA, and Intralot, Inc., of Duluth, GA, the two major vendors who support the operation of the Arkansas Lottery's instant and draw games. Sale of those tickets is the sole source for the \$375.7 Million provided for college scholarships in Arkansas by the Lottery operation.

"The Arkansas Lottery Commission is proud of the success of Arkansas college students who benefit from the Academic Challenge Scholarships. With this generous donation from our vendors, we can now take pride in helping deserving students prepare to attend college and achieve great things," said Lottery Director Bishop Woosley. "Commissioner Ben Pickard (of Searcy) came up with this idea when he was Chairman and worked hard to make this day happen, and he deserves credit along with our partners at Intralot and Scientific Games."

Present for the announcement were Mary Kate Snow, President, Arkansas Association of Student Assistance Programs; Dr. Constance Nowell, Trio Coordinator, ASU-Beebe; Ms. Melissa Rust, V.P. Governmental Relations, representing Dr. Donald Bobbitt, University of Arkansas System; Robert S. Evans, Director Governmental Relations, representing Dr. Charles Welch, Arkansas State University System; Mr. Rex Nelson, President, Arkansas' Independent Colleges & Universities; Dr. Edward Franklin, Executive Director, Arkansas Association of Two Year Colleges; and Mr. Shane Broadway, Interim Director, Arkansas Department of Higher Education. Steve Beck and Toben Molica represented Intralot and Scientific Games respectively.

Upward Bound and several other similar programs were originally established by the federal government in 1965 to ensure equal educational opportunity for all Americans, regardless of race, ethnic background, or economic circumstance. In many communities, these programs are some of the only programs available that help students overcome the class, social, academic and cultural barriers to higher education.

## **Upward Bound Donation Recipients**

1. Arkansas Baptist College
2. Arkansas State University
3. Arkansas State University – Beebe
4. Arkansas State University – Heber Springs
5. Arkansas Tech University
6. Harding University
7. Lyon College
8. Northwest Arkansas Community College
9. Ouachita Baptist University
10. Philander Smith College
11. Rich Mountain Community College
12. South Arkansas Community College
13. Southern Arkansas University 1
14. Southern Arkansas University 2
15. University of Arkansas Fayetteville 1
16. University of Arkansas Fayetteville 2
17. University of Arkansas – Fort Smith
18. University of Arkansas – Monticello
19. University of Arkansas – Pine Bluff
20. University of Central Arkansas

## MINUTES

### **ARKANSAS LOTTERY COMMISSION**

**Monday, August 26, 2013**

**10:00 a.m.**

**124 West Capitol Avenue, Third Floor  
Little Rock, Arkansas**

#### Call to Order

Chairman George Hammons called the meeting to order. Commissioners Smokey Campbell, Ben Pickard, Dianne Lamberth, Raymond Frazier, Bruce Engstrom, Mark Scott, Doug Pierce and Julie Baldrige were also present. Staff members present included Director Bishop Woosley, Jean Block, Matt Brown, Maria Craig, Patti Vick, Lance Huey, Jerry Fetzer, Robert Stebbins, Mike Smith, Jeremy Smith, Terry Williams, Valerie Basham, Angela Meredith, Mark Olsen, Anita Junior and Justin Rogers.

#### Approval of Minutes

The first order of business was the approval of the minutes of the meeting held on July 15, 2013. Commissioner Pickard made a motion to approve, Commissioner Engstrom seconded the motion, and the minutes were approved unanimously.

#### Report from the Internal Auditor

Internal Auditor Brown gave a status report on the FY 2013 Internal Audit Plan (in file). One project remains, Financial Accounting & CAFR, which will continue into FY 2014 due to the timing of the CAFR compilation and finalization. Mr. Brown gave a brief report on results of the Employee Travel Reimbursements Audit. He made two Observations: (1) travel costs incurred by the Director and reimbursable by MUSL were not reconciled. On the Director's October 2012 trip to Miami, there was a discrepancy between costs incurred by the Director and the amount reimbursed by MUSL. Internal Audit was able to reconcile and validate the amount received from MUSL by supporting documentation. IA recommended that a person be designated to perform travel reconciliation. ALC management responded that an individual has been designated to perform such reconciliation. (2) Regarding MSR travel, there were instances of inadvertent transposition and omission of information in MSR mileage requests, resulting in lower reimbursement amounts that were due. Internal Audit recommended that Management review current reimbursement procedures and that use of the "locked" reimbursement form be emphasized. Management responded that no changes were warranted, but that use of the "locked" form has been emphasized. Follow-up audits of both observations are required to consider the observations cleared.

#### Report from the Director

Director Woosley reported to the commissioners (report in file) that ticket sales for July 2013 were down \$720,000 from July 2012, but revenues were actually up. As reflected in Comparative Income Statement, actual versus budget for July 2013, instant ticket sales were \$2.2 Million less than budgeted, but again, monies transferred to ADHE were up a little.

Commissioner Scott asked why \$747,115 in Unclaimed Prizes was included in the July ADHE transfer. Director Woosley explained that unclaimed prizes are added to the totals for the month to show what the Lottery actually made for that period, but that by law, the transfer of those funds to net proceeds cannot occur until the end of the fiscal year.

Director Woosley updated the Commission on the results of the Natural State Jackpot, an Arkansas-exclusive lotto-style game which was introduced in August 2012. The projected annual sales had been \$6 Million; sales as of July 31, 2013, were \$7.7 Million, signifying a resounding success. Commissioner Baldrige commended Director Woosley for initiating the game, and Director Woosley stated that although he had wanted a \$1 lotto-style game, the success was due to the hard work of the ALC team, which was responsible for the development and promotion of the game.

#### Presentation of Product, Marketing & Sales Plan

Director Woosley, Marketing Director Joanne Buntun and Sales Director Robert Stebbins presented the Product, Marketing & Sales Plan for FY 2014 (report in file).

Director Woosley gave a Product Development overview, along with recommendations for the upcoming year, including Instant Games, Terminal Generated Games, Player Rewards and Player Promotions. He discussed the Arkansas Million Dollar Raffle, an existing ALC game that was revamped and which would be reintroduced in September 2013. Sales for the Raffle end on December 31, 2013. The number of tickets sold will be unlimited, unlike the previous raffle, which was limited to 500,000 tickets. Another major change to the game includes the addition of three Early Bird drawings. He also discussed changes in Mega Millions and Powerball. The change to Mega Millions will occur in October 2013. Odds in winning the jackpot will decrease, but the odds of winning smaller prizes will increase. The change to Powerball will take effect January 24, 2014, the key change being the return to the popular Power Play multiplier option.

Marketing Director Buntun discussed the Lottery's advertising and marketing strategies for the year. The strategies were based on market analysis and research, while modeling on states that have been successful at accomplishing similar goals. Her plan consisted of topics such as budget overview, media flowcharts, creative development, media placement (including social media), event marketing and Arkansas Academic Challenge Scholarship & Beneficiary advertising. Recommendations include heavy promotion of the Arkansas Million Dollar Raffle, advertising of jackpots when they reach levels that trigger sales, improving winner awareness through various strategies including paid advertising, social media, retailer signage, and public relations. She stressed that the marketing plan throughout the fiscal year will remain fluid, allowing for adjustments based on market conditions, games, promotional launches, and the results of their initiatives.

Sales Director Robert Stebbins discussed sales and retailer results for the previous fiscal year and offered recommendations for Fiscal Year 2014. He discussed the consistency of the retailer network the past four years. He stated that, although the numbers have remained fairly static, consideration must be given to the average annual attrition rate of 14% and, he further explained, the sales division is constantly recruiting new businesses to maintain and increase

the retailer network. He said that the biggest increase in sales was in the northeast region of the state, with a net gain of 7%. Based on population figures, retailers needed to be added to the northwest region in order to improve overall retailer per capita sales.

Commissioner Pierce noted that one of the Lottery's key accounts, Doublebee's, was one of the top ten in ticket sales, and he asked if there was an explanation for the strength of those sales. Mr. Stebbins responded that Doublebee's stores tend to carry a larger selection of tickets and they ask for the sale.

Commissioner Pickard asked if the Lottery would have any more retailer rallies, which he felt were highly successful, and Mr. Stebbins agreed, adding that they were being planned for next year.

Commissioner Scott asked why very few of the Marketing Sales Representatives (MSRs) met their FY 2013 sales goals and why there were no MSRs who met the FY 2013 retailer goals. He asked if the Lottery was differentiating between those more successful MSRs in their merit and compensation, rewarding based on performance, and whether or not the goals were realistic, based on the low percentage of MSRs who achieved the set goals. Mr. Stebbins stated that Arkansas Lottery MSRs cannot earn financial incentives, unlike lottery sales forces in other states. Director Woosley added that the sales goals for the last fiscal year were based on sales projections which turned out to be a little high, and that the reason the majority of MSRs did not meet sales goal was because the Lottery did not meet its goal. Commissioner Scott asked if there was anything the Lottery could do to offer incentives. Commissioner Lamberth asked if Director Woosley could poll the other lotteries to see what they do for sales force incentives. She added that by Arkansas statute, MSRs could not be financially incentivized. Commissioner Scott asked if this subject was something that could be further discussed in a personnel meeting and Commissioner Pickard concurred.

Mr. Stebbins presented several goals and recommendations, including same store sales, development of a new retailer call schedule based on sales and future growth, refinement of new retailer acquisition, and the consideration of new sales tools to deploy in territories.

#### Reports from ALC Committees

Commissioner Scott reported that the Vendor committee had met at 9:30 a.m. for election of officers. Commissioner Scott was elected Chair and Julie Baldrige was elected Vice Chair. Items discussed during the meeting included the expiration of vendor contracts in 2016 and the necessity to review/study contracts well ahead of time.

Commissioner Pickard reported that the Personnel committee had met on July 15 to elect officers. He was elected Chair and Commissioner Lamberth was elected Vice Chair.

Commissioner Frazier reported that the Higher Education committee met on July 15 and officers were elected. Commissioner Frazier was elected Chair and Mark Scott was elected Vice Chair.

### Other Business

Chairman Hammons stated that Commissioner Faris's resignation from the commission left vacant the position of Vice Chair and that, following the Rules of Succession, Secretary-Treasurer Campbell would move up to that office for the remainder of the term. Chairman Hammons called for the election of Secretary-Treasurer. Commissioner Pickard nominated Commissioner Baldrige, which was seconded by Commissioner Scott, and Commissioner Baldrige was elected Secretary-Treasurer by unanimous consent.

Following discussion of recent media coverage, Commissioner Scott asked Director Woosley to please periodically forward state-wide media to the commissioners.

### Meeting Dates

The next commission meeting was set for 10:00 on September 16, 2013. There was discussion of the possibility of moving the commission meetings to the third Wednesday of each month, beginning in October.

There being no further business, the meeting was adjourned.

**Arkansas Lottery Commission  
Monthly Internal Audit Update  
September 16, 2013**

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**Arkansas Lottery Commission  
FY 2014 Internal Audit Plan  
Status Report  
September 16, 2013**

Project Number <sup>1</sup>	Project Category	Project	Description	Status <sup>2</sup>	Comments	Estimated Remaining Hours <sup>3</sup>
1	Audit	Online Games & Gaming System Contract Compliance	Compliance with Contract for Online Games & Gaming System (Intralot).	Scheduled		150
7	Audit	Instant & Online Ticket Game Development	Controls and processes surrounding the development of instant and online ticket games.	Scheduled		100
8	Audit	Points for Prizes & Play It Again	Controls and procedures surrounding the Points for Prizes and Play It Again programs.	Scheduled		240
9	Audit	IT Gaming Operations	Overall control environment surrounding the IT Gaming functions and operations, including controls and procedures surrounding multi-state games.	Scheduled		160
13	Audit	In-State Draw Security & Controls	Controls and procedures that ALC draws are secure and reliable.	Scheduled		160
15	Audit	Instant Ticket Warehouse Operations	Controls and procedures surrounding the operation of the instant ticket warehouse, including procedures performed by ALC security and SGI personnel.	In Process	<b>Status Update:</b> Fieldwork ongoing; Internal Audit visited the warehouse facility the week of September 9, 2013.	235
17	Audit	Security Investigations	Controls and procedures involving the investigation process, including allegations of theft, retailer non-compliance, and reported cases of fraud.	Scheduled		86
19	Audit	Human Resources Processes (Hiring, Benefits, Terminations, etc.)	Controls and procedures surrounding hiring and termination of employees, benefits administration, and general human resources functions.	Completed	<b>Status Update:</b> Report issued on September 4, 2013. See Page 5 for additional discussion.	-
23	Audit	Claim Center Operations	Controls and procedures surrounding product sales, claim validations, and prize payments.	Scheduled		270
29	Audit	Payroll & Leave	Controls and procedures surrounding leave, including the authorization and approval of requested leave and related payments to employees, and the payroll function.	Scheduled		130
30	Audit	Federal & State Tax Withholding & Reporting	Controls and procedures surrounding federal and state tax withholding, reporting to appropriate taxing authorities, and remittance of amounts owed.	Scheduled		215
38	Audit	IT General Controls	General IT/Computer-related controls that apply to all system components, processes, and data. ITGCs include logical and physical data center access, system development, change management, backup and recovery, and computer operation controls.	Scheduled		160
39	Audit	Disaster Recovery/Business Continuity	Controls and processes surrounding management response to any disruption or extended interruption of the Lottery's normal business operations and services.	Substantially Complete	<b>Status Update:</b> Fieldwork complete; finalization of reporting remains open.	8
40A	Audit	Transparency Reporting & Compliance	Controls and procedures surrounding required reporting of information and compliance with requirements under Act 303 of 2011, that created the transparency.arkansas.gov website.	Scheduled		81



**Arkansas Lottery Commission  
FY 2014 Internal Audit Plan  
Status Report  
September 16, 2013**

Project Number <sup>1</sup>	Project Category	Project	Description	Status <sup>2</sup>	Comments	Estimated Remaining Hours <sup>3</sup>
10F	Audit Follow-Up	IT Gaming Quality Assurance Follow-Up Procedures	Follow-up procedures regarding observations from FY 2013 audit.	Completed	<b>Status Update:</b> Report issued on August 28, 2013. No observations or recommendations reported.	-
14F	Audit Follow-Up	Back Office System (BOS) Administration Follow-Up Procedures	Follow-up procedures regarding observations from FY 2013 audit.	In Process	<b>Status Update:</b> Fieldwork began week of August 12, 2013.	94
36F	Audit Follow-Up	Accounting Close & Reporting Follow-Up Procedures	Follow-up procedures regarding observations from FY 2013 audit.	In Process	<b>Status Update:</b> Fieldwork began week of September 2, 2013.	32
43	Consulting Project	Facilitation/Review of Risk Assessment required by DFA (Biennially)	Risk Assessment required by DFA.	Scheduled		25
44	Consulting Project	Gaming System SSAE 16 SOC1 Review (Annually)	Controls and procedures gaming system vendor (Intralot) has in place surrounding services provided to the ALC.	Scheduled		32
45	Consulting Project	Financial Statements & CAFR Review (Annually)	Review of financial statements and related notes, management discussion and analysis, and other aspects of the CAFR.	Scheduled		30
46	Consulting Project	Instant Ticket Vendor Security Review (Annually)	Coordinated security review of instant ticket vendor (Scientific Games) with outside firm.	Scheduled	<b>Status Update:</b> Project involves outside consulting firm (Delehanty Consulting LLC); expected timing is mid-February to mid-March 2014. Internal Audit involvement will consist of providing certain deliverables to the firm and analysis of results.	24
47	Audit	Instant Ticket Reconstructions (Annually)	Controls and procedures surrounding instant ticket reconstruction requests.	Scheduled		90

**Total Estimated Hours to Complete FY 2014 Plan**

**2,322**

**Notes**

<sup>1</sup>Project Number based on number of all projects within the project universe. See Page 6 for complete, numbered project universe.

<sup>2</sup>Definition of Project Status: Open - Project has not yet been scheduled; Scheduled - Project has been scheduled and is included in the Internal Audit master schedule. Project timing subject to change based on a number of factors including business need, internal audit resources, etc.; Planning Stage - Project planning beyond scheduling has begun. Actual fieldwork may be several weeks away and finalization of all phases of the project may be several months away; In Progress - Fieldwork is underway. Project completion and finalization may still be several weeks away; Complete - Project is complete for the fiscal year unless otherwise noted (i.e. partially complete, substantially complete).

<sup>3</sup>Estimated hours to complete based on current knowledge of expected scope and complexity of the project. Actual hours needed to complete a project are subject to change based on the overall complexity of the project (including the nature and volume of any audit findings), the timing of the project, the availability of Internal Audit resources, and the discretion of the Internal Auditor and/or Audit Committee.

**Arkansas Lottery Commission  
 FY 2013 Internal Audit Plan  
 Status Report  
 September 16, 2013**

Project Number <sup>1</sup>	Project Category	Project	Description	Status <sup>2</sup>	Comments	Estimated Remaining Hours <sup>3</sup>
36A	Audit	Financial Accounting & CAFR	Controls and procedures surrounding production of the external financial statements, related notes to the statements, and other items/schedules included in the CAFR.	In Progress	<b>Status Update:</b> Fieldwork began week of May 20, 2013. Aspects of fieldwork expected to continue through September / October, due to timing of CAFR compilation and finalization.	59

**Total Estimated Hours to Complete FY 2013 Plan**

59
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Notes

<sup>1</sup>Project Number based on number of all projects within the project universe. See Page 6 for complete, numbered project universe.

<sup>2</sup>Definition of Project Status: Open - Project has not yet been scheduled; Scheduled - Project has been scheduled and is included in the Internal Audit master schedule. Project timing subject to change based on a number of factors including business need, internal audit resources, etc.; Planning Stage - Project planning beyond scheduling has begun. Actual fieldwork may be several weeks away and finalization of all phases of the project may be several months away; In Progress - Fieldwork is underway. Project completion and finalization may still be several weeks away; Complete - Project is complete for the fiscal year unless otherwise noted (i.e. partially complete, substantially complete).

<sup>3</sup>Estimated hours to complete based on current knowledge of expected scope and complexity of the project. Actual hours needed to complete a project are subject to change based on the overall complexity of the project (including the nature and volume of any audit findings), the timing of the project, the availability of Internal Audit resources, and the discretion of the Internal Auditor and/or Audit Committee.

**Arkansas Lottery Commission  
Human Resources Processes Audit  
FY 2014  
September 16, 2013**

General Information

- Audit centered on controls and procedures relative to the hiring, termination, employee benefits, and performance evaluation processes. Additionally, monitoring of employees' annual affirmation of understanding of and compliance with the ALC's *Code of Ethics and Mission, Vision, and Values (MVV)* statement was tested as part of the audit.
- Fieldwork included review of documents generated as early as FY 2012 through August 2013.

Observation

- Timeliness of all phases of employee performance evaluations, including annual affirmation of the *Code of Ethics* and *MVV* statement.
  - FY 2012 performance evaluations were tested, due to the timing of the audit and the FY 2013 performance evaluation process.
  - Completion deadlines were communicated to evaluating managers at the applicable intervals during the performance year.
  - While many performance evaluations were completed in a timely fashion, others were completed at various intervals during FY 2013, resulting in inconsistent timing of the process across the organization.
  - In order to ensure that clear goals and objectives are identified at the outset of the performance year and that formal feedback is provided to employees regarding their job performance in a timely fashion and consistent with their colleagues, IA recommended that Management establish a more stringent monitoring program relative to performance evaluations and the integrated affirmation process that includes clear deadlines for completion of each phase of the performance evaluation process, ongoing monitoring and reporting of progress to the Director, and meaningful follow-up (if necessary) related to past-due evaluations. IA suggested possible completion deadline dates, based on the current design of the performance year and related evaluation processes.
  - Management has responded stating that a more stringent monitoring program will be adopted that will include communication of expected deadlines, active tracking of progress, and updates provided to the Director regarding progress to allow for follow-up, as necessary, related to completion of the components of the performance management process.
  - Follow-up audit procedures, when appropriate, are required in order for IA to consider the observation cleared.

**Arkansas Lottery Commission  
Internal Audit Project Universe for FY 2014 - 2016 Audit Plan**

Process Owner / Area	Audit History / Plan					
	FY	12	13	14	15	16
<b>Legal - Block</b>						
1 Online Games & Gaming System Contract Compliance			X			
2 Instant Ticket Lottery Game Services Contract Compliance	X					
3 Banking Contract Compliance				X		
4 Advertising Contract Compliance				X		
5 Record Retention				X		
6 Legal Compliance & Monitoring				X		
<b>Gaming &amp; Product Development - Smith</b>						
7 Instant & Online Ticket Game Development			X			
8 Points for Prizes & Play It Again			X			
9 IT Gaming Operations			X		X	
10 IT Gaming Quality Assurance		X			X	
11 Instant Ticket Quality	X			X	X	
<b>Security &amp; Licensing - Huey</b>						
12 Lottery Facilities Security & Controls				X		
13 In-State Draw Security & Controls			X			
14 Back Office System (BOS) Administration		X			X	
15 Instant Ticket Warehouse Operations			X		X	
16 Licensing & Retailer Compliance	X				X	
17 Security Investigations			X			
<b>Human Resources - Basham</b>						
18 Background Checks				X		
19 Human Resource Processes (Hiring, Benefits, Terminations, etc.)			X			
<b>Commission &amp; Legislative Affairs - TBD</b>						
20 Public & Legislative Relations				X		
<b>Sales - Stebbins</b>						
21 Sales Force Reporting				X		
<b>Marketing - Bunten</b>						
22 Advertising & Marketing (excl Contract Compliance)				X		

Process Owner / Area	Audit History / Plan					
	FY	12	13	14	15	16
<b>Treasury - Fetzer/Parrish</b>						
23 Claim Center Operations	X		X			X
24 Cash Receipts					X	
25 Retailer Sweeps/Commissions/Accts Receivable & Adjustments	X					X
26 Cash Management				X		
<b>Financial Control - Fetzer/Williams</b>						
27 Fixed Assets					X	
28 Accounts Payable/Purchasing/Expenditures		X				X
29 Payroll & Leave			X			
30 Federal & State Tax Withholding & Reporting			X			
31 Unclaimed Prize Fund					X	
32 Education Trust Fund	X	X				
33 Travel Reimbursements	X	X				X
34 Revenue/Prize Payments/Reserves - Online Games	X					X
35 Revenue/Prize Payments - Instant Ticket Games	X					X
36 Accounting Close & Reporting			X			X
36A Financial Accounting & CAFR			X			X
37 Financial Planning/Budgeting		X				X
<b>Information Technology - Fetzer/Gilmore/Smith</b>						
38 IT General Controls			X			
39 Disaster Recovery/Business Continuity			X			X
40 IT Help Desk & Desktop Support					X	
40A Transparency Reporting & Compliance			X			X
<b>Internal Operations - Fetzer/TBD</b>						
41 Lottery Vehicles					X	
42 Building & Facility Maintenance					X	
<b>Recurring Projects</b>						
43 Facilitation/Review of Risk Assessment required by DFA (Biennially)	X		X			X
44 Gaming System SSAE 16 SOC1 Review (Annually)	X	X	X	X	X	X
45 Financial Statements & CAFR Review (Annually)	X	X	X	X	X	X
46 Instant Ticket Vendor Security Review (Annually)		X	X	X	X	X
47 Instant Ticket Reconstructions (Annually)			X	X	X	X

**Arkansas Department of Higher Education**

**ARKANSAS**  
**academic**  
**challenge**  
**Scholarships**  
**2013-2014**  
**Application**



**Arkansas Lottery Commission**  
**September 16, 2013**  
**Preliminary Student Status Report**  
**Fiscal 2014**

**Arkansas Lottery Commission  
September 16, 2013  
Preliminary Student Status Report  
Fiscal 2014**

**Traditional Awards Demographics ..... 1**

**Traditional Applications by County ..... 2**

**Traditional Applications by School District ..... 5**

**Nontraditional Awards .....12**

**Arkansas Department of Higher Education  
Academic Challenge Scholarship Program  
Traditional Awards Demographics  
Fiscal 2014**

<b>Category</b>	<b>2013</b>	<b>2014</b>	<b>Variance</b>
Count	13,727	13,522	(205)
Average High School GPA	3.32	3.35	0.03
Average ACT	22.41	22.42	0.01
Male	5,682	5,463	(219)
Female	7,597	7,681	84
Not Reported	448	378	(70)
Indian	141	155	14
Asian	252	243	(9)
Black	1,886	1,783	(103)
Hispanic	635	714	79
White	9,921	9,856	(65)
Other Race	148	139	(9)
Not Reported	744	632	(112)
Smart Core	10,522	10,727	205
No Smart Core	2,465	2,098	(367)
Not Reported	740	697	(43)

**Arkansas Department of Higher Education  
Academic Challenge Scholarship Program  
Traditional Applications by County  
Fiscal 2014**

<b>Applicant County</b>	<b>2013</b>	<b>2014</b>	<b>Variance</b>
Arkansas	153	159	6
Ashley	129	103	(26)
Baxter	200	184	(16)
Benton	1,155	1,282	127
Boone	225	254	29
Bradley	93	87	(6)
Calhoun	27	32	5
Carroll	109	128	19
Chicot	70	69	(1)
Clark	168	158	(10)
Clay	59	67	8
Cleburne	158	181	23
Cleveland	59	57	(2)
Columbia	143	139	(4)
Conway	147	149	2
Craighead	662	617	(45)
Crawford	512	564	52
Crittenden	548	470	(78)
Cross	105	116	11
Dallas	46	47	1
Desha	85	77	(8)
Drew	107	108	1
Faulkner	800	844	44
Franklin	162	119	(43)
Fulton	79	90	11
Garland	525	513	(12)
Grant	107	94	(13)
Greene	237	236	(1)
Hempstead	192	171	(21)
Hot Spring	203	214	11
Howard	101	104	3
Independence	216	245	29
Izard	78	68	(10)



**Arkansas Department of Higher Education  
Academic Challenge Scholarship Program  
Traditional Applications by County  
Fiscal 2014**

<b>Applicant County</b>	<b>2013</b>	<b>2014</b>	<b>Variance</b>
Jackson	109	95	(14)
Jefferson	532	515	(17)
Johnson	147	170	23
Lafayette	69	65	(4)
Lawrence	126	117	(9)
Lee	65	59	(6)
Lincoln	70	62	(8)
Little River	77	88	11
Logan	189	211	22
Lonoke	476	459	(17)
Madison	106	100	(6)
Marion	94	96	2
Miller	209	183	(26)
Mississippi	379	382	3
Monroe	50	43	(7)
Montgomery	34	60	26
Nevada	85	79	(6)
Newton	61	66	5
Ouachita	226	224	(2)
Perry	73	82	9
Phillips	127	176	49
Pike	98	89	(9)
Poinsett	188	215	27
Polk	147	137	(10)
Pope	399	391	(8)
Prairie	59	58	(1)
Pulaski	2,078	2,187	109
Randolph	113	97	(16)
Saline	718	693	(25)
Scott	82	70	(12)
Searcy	57	50	(7)
Sebastian	975	980	5
Sevier	151	151	0

**Arkansas Department of Higher Education  
Academic Challenge Scholarship Program  
Traditional Applications by County  
Fiscal 2014**

<b>Applicant County</b>	<b>2013</b>	<b>2014</b>	<b>Variance</b>
Sharp	148	111	(37)
St. Francis	162	132	(30)
Stone	70	75	5
Union	331	284	(47)
Van Buren	73	74	1
Washington	1,225	1,195	(30)
White	460	496	36
Woodruff	47	42	(5)
Yell	156	143	(13)
Not Reported	82	86	4
<b>Total</b>	<b>18,783</b>	<b>18,834</b>	<b>51</b>

**Arkansas Department of Higher Education  
Academic Challenge Scholarship Program  
Traditional Applications by  
School District and Charter Schools  
Fiscal 2014**

<b>High School District</b>	<b>2013</b>	<b>2014</b>	<b>Variance</b>
Academics Plus School District	25	25	0
Alma School District	122	168	46
Alpena School District	16	19	3
Ark. School For The Deaf	2	3	1
Arkadelphia School District	76	85	9
Armored School District	28	25	(3)
Ashdown School District	56	68	12
Atkins School District	30	44	14
Augusta School District	19	15	(4)
Bald Knob School District	33	51	18
Barton-Lexa School District	27	43	16
Batesville School District	84	90	6
Bauxite School District	63	67	4
Bay School District	29	31	2
Bearden School District	34	26	(8)
Beebe School District	115	141	26
Benton County School Of Arts	17	29	12
Benton School District	184	170	(14)
Bentonville School District	361	372	11
Bergman School District	33	54	21
Berryville School District	28	50	22
Bismarck School District	53	58	5
Blevins School District	50	34	(16)
Blytheville School District	109	127	18
Booneville School District	67	69	2
Bradford School District	23	17	(6)
Bradley School District	24	19	(5)
Brinkley School District	31	16	(15)
Brookland School District	78	63	(15)
Bryant School District	287	303	16
Buffalo Island Central School District	51	37	(14)
Cabot School District	345	332	(13)
Caddo Hills School District	22	19	(3)
Calico Rock School District	14	16	2
Camden Fairview School District	118	120	2
Carlisle School District	27	39	12

**Arkansas Department of Higher Education  
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<b>High School District</b>	<b>2013</b>	<b>2014</b>	<b>Variance</b>
Cave City School District	73	60	(13)
Cedar Ridge School District	23	33	10
Cedarville School District	68	62	(6)
Centerpoint School District	49	45	(4)
Charleston School District	56	38	(18)
Clarendon School District	16	21	5
Clarksville School District	77	102	25
Cleveland County School District	25	33	8
Clinton School District	45	43	(2)
Concord School District	19	26	7
Conway School District	342	331	(11)
Corning School District	27	27	0
Cossatot River School Dist	21	45	24
Cotter School District	28	29	1
County Line School District	16	23	7
Covenantkeepers Charter School	0	1	1
Cross County School District	22	16	(6)
Crossett School District	59	60	1
Cutter-Morning Star School District	22	21	(1)
Danville School District	36	29	(7)
Dardanelle School District	55	69	14
Decatur School District	12	8	(4)
Deer/Mt. Judea School District	13	18	5
Dequeen School District	95	93	(2)
Dermott School District	20	17	(3)
Des Arc School District	31	28	(3)
Dewitt School District	49	72	23
Dierks School District	15	20	5
Dollarway School District	43	41	(2)
Dover School District	54	50	(4)
Drew Central School District	30	26	(4)
Dumas School District	56	49	(7)
Earle School District	38	21	(17)
East End School District	36	39	3
East Poinsett County School District	30	45	15
El Dorado School District	205	172	(33)

**Arkansas Department of Higher Education  
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<b>High School District</b>	<b>2013</b>	<b>2014</b>	<b>Variance</b>
Elkins School District	35	28	(7)
Emerson-Taylor School District	16	32	16
England School District	32	13	(19)
Estem High School	58	92	34
Eureka Springs School District	22	23	1
Farmington School District	81	66	(15)
Fayetteville School District	328	314	(14)
Flippin School District	35	37	2
Fordyce School District	32	35	3
Foreman School District	17	13	(4)
Forrest City School District	102	78	(24)
Fort Smith School District	552	598	46
Fouke School District	21	21	0
Fountain Lake School District	42	53	11
Genoa Central School District	47	31	(16)
Gentry School District	38	36	(2)
Glen Rose School District	45	60	15
Gosnell School District	58	41	(17)
Gravette School District	77	69	(8)
Green Forest School District	57	44	(13)
Greenbrier School District	157	167	10
Greene County Tech School District	96	121	25
Greenland School District	35	37	2
Greenwood School District	249	240	(9)
Gurdon School District	42	47	5
Guy-Perkins School District	18	21	3
Haas Hall Academy	37	36	(1)
Hackett School District	29	24	(5)
Hamburg School District	65	40	(25)
Hampton School District	23	28	5
Harmony Grove School District (Ouachita)	75	69	(6)
Harmony Grove School District (Saline)	49	34	(15)
Harrisburg School District	69	71	2
Harrison School District	84	101	17
Hartford School District	16	4	(12)
Hazen School District	29	20	(9)

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<b>High School District</b>	<b>2013</b>	<b>2014</b>	<b>Variance</b>
Heber Springs School District	82	87	5
Hector School District	28	25	(3)
Helena/ W.Helena School District	57	65	8
Hermitage School District	33	18	(15)
Highland School District	74	72	(2)
Hillcrest School District	13	13	0
Hope School District	94	86	(8)
Horatio School District	48	48	0
Hot Springs School District	95	52	(43)
Hoxie School District	34	42	8
Hughes School District	16	16	0
Huntsville School District	101	86	(15)
Izard County Consolidated School District	16	11	(5)
Jackson County School District	38	34	(4)
Jasper School District	52	54	2
Jessieville School District	35	38	3
Jonesboro School District	173	141	(32)
Junction City School District	14	22	8
KIPP:Delta College Prep School District	16	38	22
Kirby School District	26	19	(7)
Lafayette County School District	42	48	6
Lake Hamilton School District	152	158	6
Lakeside (Chicot) School District	38	37	(1)
Lakeside (Garland) School District	154	141	(13)
Lamar School District	55	31	(24)
Lavaca School District	29	27	(2)
Lawrence County School District	43	53	10
Lead Hill School District	23	17	(6)
Lee County School District	53	35	(18)
Lincoln School District	36	30	(6)
Lisa Academy	28	36	8
Lisa Academy North	0	6	6
Little Rock School District	768	723	(45)
Lonoke School District	59	72	13
Magazine School District	20	25	5
Magnet Cove School District	26	44	18
Magnolia School District	102	93	(9)
Malvern School District	78	48	(30)
Mammoth Spring School District	25	19	(6)
Manila School District	48	51	3

**Arkansas Department of Higher Education  
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<b>High School District</b>	<b>2013</b>	<b>2014</b>	<b>Variance</b>
Mansfield School District	35	29	(6)
Marion School District	213	186	(27)
Marked Tree School District	21	20	(1)
Marmaduke School District	28	20	(8)
Marvell School District	10	18	8
Mayflower School District	31	39	8
Maynard School District	11	12	1
Mccrory School District	24	27	3
Mcqeehee School District	32	38	6
Melbourne School District	48	37	(11)
Mena School District	81	86	5
Midland School District	31	21	(10)
Mineral Springs School District	27	21	(6)
Monticello School District	72	77	5
Mount Ida School District	15	28	13
Mountain Home School District	150	119	(31)
Mountain Pine School District	10	19	9
Mountain View School District	69	78	9
Mountainburg School District	23	24	1
Mt. Vernon/Enola School District	17	18	1
Mulberry School District	17	12	(5)
N. Little Rock School District	205	217	12
Nashville School District	70	81	11
Nemo Vista School District	24	32	8
Nettleton School District	131	111	(20)
Nevada School District	28	16	(12)
Newport School District	66	48	(18)
Norfolk School District	22	13	(9)
Norphlet School District	18	24	6
Omaha School District	11	10	(1)
Osceola School District	64	44	(20)
Ouachita River School District	33	29	(4)
Ouachita School District	25	20	(5)
Ozark Mountain School District	39	26	(13)
Ozark School District	93	67	(26)
Palestine-Wheatley School District	24	32	8
Panburn School District	28	30	2
Paragould School District	95	71	(24)
Paris School District	42	63	21
Parkers Chapel School District	37	28	(9)

**Arkansas Department of Higher Education  
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<b>High School District</b>	<b>2013</b>	<b>2014</b>	<b>Variance</b>
Pea Ridge School District	58	88	30
Perryville School District	32	35	3
Piggott School District	25	27	2
Pine Bluff School District	97	108	11
Pocahontas School District	93	72	(21)
Pottsville School District	85	90	5
Poyen School District	16	22	6
Prairie Grove School District	87	100	13
Prescott School District	61	66	5
Pulaski County Spec. School District	381	444	63
Quitman School District	27	38	11
Rector School District	13	16	3
Riverside School District	24	16	(8)
Riverview School District	31	26	(5)
Rogers School District	402	395	(7)
Rose Bud School District	42	39	(3)
Russellville School District	175	175	0
Salem School District	39	50	11
Scranton School District	29	21	(8)
Searcy School District	169	165	(4)
Sheridan School District	146	125	(21)
Shirley School District	14	18	4
Siloam Springs School District	102	109	7
Sloan-Hendrix School District	23	22	(1)
Smackover School District	38	37	(1)
So. Conway County School District	96	81	(15)
So. Miss. County School District	44	68	24
South Pike County School District	34	28	(6)
Southside School District (Independence)	78	79	1
Southside School District (Vanburen)	38	31	(7)
Spring Hill School District	44	36	(8)
Springdale School District	460	516	56
Star City School District	68	57	(11)
Stephens School District	20	15	(5)
Strong-Huttiq School District	22	13	(9)
Stuttgart School District	97	96	(1)
Texarkana School District	163	184	21
Trumann School District	64	91	27
Two Rivers School District	46	36	(10)
Valley Springs School District	34	46	12



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<b>High School District</b>	<b>2013</b>	<b>2014</b>	<b>Variance</b>
Valley View School District	98	125	27
Van Buren School District	284	292	8
Vilonia School District	154	147	(7)
Viola School District	14	19	5
Waldron School District	59	60	1
Warren School District	72	66	(6)
Watson Chapel School District	156	140	(16)
West Fork School District	61	60	(1)
West Memphis School District	290	244	(46)
West Side School District (Cleburne)	36	16	(20)
Western Yell County School District	19	16	(3)
Westside Consolidated School District (Craighead)	72	88	16
Westside School District (Johnson)	21	18	(3)
White County Central School District	24	24	0
White Hall School District	202	207	5
Wonderview School District	13	17	4
Woodlawn School District	27	26	(1)
Wynne School District	89	103	14
Yellville-Summit School District	49	46	(3)
<b>Not Reported</b>	<b>1,422</b>	<b>1,485</b>	<b>63</b>
<b>Total</b>	<b>18,778</b>	<b>18,834</b>	<b>56</b>

**Arkansas Department of Higher Education  
Academic Challenge Scholarship Program  
Nontraditional Awards  
Fiscal 2014**

**First Time Entering 2014 Awards**

<b>Category</b>	<b>Institution Type</b>	<b>Students</b>
Non-Traditional Delayed	College	95
Non-Traditional Delayed	University	81
Non-Traditional Earn-in	College	680
Non-Traditional Earn-in	University	1,505
<b>Total</b>		<b>2,361</b>

**Total 2014 Awards**

<b>Category</b>	<b>Institution Type</b>	<b>Students</b>
Non-Traditional Delayed	College	168
Non-Traditional Delayed	University	205
Non-Traditional Earn-in	College	1,059
Non-Traditional Earn-in	University	2,624
<b>Total</b>		<b>4,056</b>