

MINUTES

ARKANSAS LOTTERY COMMISSION

Monday, June 24, 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 Steve Faris, Ben Pickard, Dianne Lamberth, Raymond Frazier, Mark Scott and Doug Pierce were also present. Commissioners Smokey Campbell and Bruce Engstrom joined the meeting via conference call. Staff members present included Director Bishop Woosley, Chief Legal Counsel Jean Block, Matt Brown, Maria Craig, Patti Vick, Lance Huey, Jerry Fetzer, Robert Stebbins, Mike Smith, Jeremy Smith, and Terry Williams. Chairman Hammons welcomed and recognized newly appointed commissioner Doug Pierce.

Approval of Minutes

The first order of business was the approval of the minutes of the meeting held on May 20, 2013. Commissioner Frazier made a motion to approve, seconded by Commissioner Lamberth, and the minutes were approved unanimously.

Report from the Internal Auditor

ALC Internal Auditor Brown was recognized to present his monthly update (included in file). He stated that he and Ms. Craig were very close to completing most of the FY 2013 audits. The Financial Accounting and CAFR audit would be somewhat delayed, as discussed at a previous meeting, due to the timing of the CAFR. There were two audit follow-ups, IT Gaming Quality Assurance and Back Office System Administration, which he stated he would like to defer to the FY 2014 Audit Plan because there would not be enough time in the current fiscal year to complete them. Mr. Brown reported that during the Accounting Close & Reporting audit, an observation was made that there were inconsistencies in the application of standards regarding completion of bank and general ledger reconciliations, although there were no grave concerns. Management responded by taking corrective measures and there will be a follow-up audit to ensure the observation is cleared.

Report from the Director

Director Woosley was recognized to give his monthly report (in file). He said that although there was an increase in Powerball ticket sales for the month of May because of the largest ever Powerball jackpot, the projected bump didn't happen. He added that this was apparently true nationwide, in that other lottery directors had noted the same trend of sales being less than expected. Regardless, lottery revenues this May were about \$5.3 Million more than last May, and the proceeds transferred in May 2013 exceeded May 2012 by \$2.3 Million.

Director Woosley noted that instant ticket sales were budgeted at \$38.6 Million, but the lottery actually sold \$29.8 Million, a negative difference of \$8.7 Million. Online ticket sales were budgeted at \$6.2 Million, but the lottery sold \$12.3 Million, earning \$6.1 Million over budget. Furthermore, despite the fact that the lottery did not meet the overall projected May 2013 budget, net proceeds exceeded the budgeted amount by \$736,000.

In discussing the year-to-date comparison of May 2013, versus May 2012, Director Woosley said that the lottery had made quite a bit of progress the last few months, and that although the YTD report reflected that net proceeds were down by \$7 Million, that amount did not include the unclaimed prizes of \$4.4 Million that would be recognized at year end; current net proceeds were actually down around \$2.6 Million.

Director Woosley discussed the ADHE Transfer Analysis, stating that during the last three months, sales were trending upward, and that the cumulative balance of transfers was about \$2.7 Million ahead of the revised budgeted amount of \$90 Million in ADHE transfers. Commissioner Pickard asked if the \$2.7 million included unclaimed prizes, and Director Woosley stated that the amount did include unclaimed prizes.

Commissioner Scott noted that on the advertising budget for May 2013, the lottery spent almost \$70,000 more this year than last year, and asked if there was any particular reason for that difference. Director Woosley replied that the lottery ramped up its ADHE advertising because of the [June 1] deadline to apply for lottery scholarships. Commissioner Scott suggested that it might be advantageous for staff to provide a report that outlined exactly how the advertising dollars were being spent. Commissioner Lamberth stated that Marketing Director Joanna Bunten provides good marketing strategy reports and asked that one be presented to the commission in the near future. Commissioner Scott added that it would be a good idea to know whether there was a game plan in place, especially as fall approaches and there are discussions about whether or not to advertise on college campuses. He said a monthly report on advertising, presented to the commission much like the auditing report, would be helpful.

Other Business

Chairman Hammons asked that each of the committees meet soon to elect officers. He also asked the commissioners to check the committee assignments to make sure they were listed on all the committees they wished to be on.

Commissioner Lamberth asked, on behalf of a member of the Legislative Oversight Committee, that the commission revisit Keno, and begin researching the topic. Commissioner Engstrom asked if Keno was incorporated into the original legislation, or if it would require a vote of the people to approve. Director Woosley replied that Keno was within the statute. Commissioner Lamberth also stated that it was within the statute, but that the lottery may need to get clarification of the word, "cash". Commissioner Faris asked Director Woosley if he had gotten any direction from the full Legislative Oversight Committee regarding Keno. Director Woosley said that one member, Representative Perry, asked that he pass the Keno question on to the ALC. Commissioner Faris asked that the ALC get a reading of how the full body of the LOC feels

about the subject prior to proceeding. Commissioner Engstrom agreed with Commissioner Faris. Commissioner Pickard also agreed, stating that when the issue was discussed initially, there was quite a bit of resistance from the legislature. He added that he, too, had concerns about enabling legislation; whether or not Keno was included in the original legislation was foggy and in need of further clarification.

Commissioner Frazier asked Director Woosley if he would give a brief summary of the Spring Directors Meeting which was held in Seattle. Director Woosley said that, generally, two consortiums met and then met jointly, and that the meetings lasted all day. The groups discussed new changes to the Powerball game and agreed to a change to the multiplier option in the future. They also talked about changes to Mega Millions, which would be a matrix change, rather than a change to the cost of the ticket. Texas was voted into the Powerball group, which added a huge member to the group and lessened liability to individual members. There was discussion about potential games that could be licensed or purchased through NASPL and individual lotteries could vote on whether or not they wanted to participate. Most topics of discussion were concepts and would be revisited in October, when the Directors would meet again.

Commissioner Pickard was recognized by the Chairman. He asked Director Woosley if there had been any further response from Scientific Games on whether or not they planned to participate in the educational grant program. Director Woosley said that Scientific Games had an alternate idea and that he would present that to Commissioner Pickard after the meeting. Commissioner Pickard stated that he was disappointed, but that he was willing to look at the alternate proposal.

Meeting Date

Chairman Hammons set the next meeting date for 10:00 a.m., Monday, July 15.

Executive Session

At 10:29, Chairman Hammons called an executive session to discussion performance evaluations for Director Woosley and Internal Auditor Brown.

Meeting Reconvened

Chairman Hammons reconvened the meeting at 11:54 a.m. He stated that performance evaluations were completed during the executive session. Commissioner Faris made a motion to expand the Retail Committee to become the Marketing and Retail Committee. Commissioner Engstrom seconded the motion, and the motion passed without dissent. Commissioner Frazier stated that the Higher Education Committee would meet at 9:30 on July 15.

There being no further business, the meeting was adjourned.

MINUTES

**ARKANSAS LOTTERY COMMISSION
Emergency Meeting via Conference Call
Wednesday, June 26, 2013
11:00 a.m.
124 West Capitol Avenue, Third Floor
Little Rock, Arkansas**

Call to Order

Chairman George Hammons called the meeting to order via conference call. Also present by telephone were Commissioners Doug Pierce, Dianne Lamberth, Bruce Engstrom and Steve Faris. Commissioner Raymond Frazier was present. Staff members present included Director Bishop Woosley, Chief Legal Counsel Jean Block, Matt Brown, Maria Craig, Patti Vick, Lance Huey, Jeremy Smith and Tim Parrish.

COLA and Merit Pay for Employees

The Chairman recognized Commissioner Lamberth, Vice Chair of the 2012-2013 Personnel Committee, who made the following motion:

On April 29 of this year the ALC Personnel Committee met and unanimously approved a cost of living increase and merit increase for all ALC employees contingent upon the approval of same by the Governor and DFA. The Governor and DFA have since issued approval of payment of COLA and Merit Increases to all ALC employees consistent with the memos issued by the Governor and DFA.

Commissioner Engstrom seconded the motion, which passed unanimously.

COLA and Merit Pay for ALC Director Woosley and ALC Internal Auditor Brown

Chairman Hammons again recognized Commissioner Lamberth, who made the motion as follows:

This body went into Executive Session during our meeting Monday morning to conduct employee evaluations of Director Woosley and Internal Auditor Brown. Both employees received favorable evaluations and, assuming they are eligible, should receive the COLA and Merit Increases consistent with the memos issued by the Governor and DFA. I move that we approve a COLA and Merit Increase for Misters Woosley and Brown, assuming they are eligible for them.

Commissioner Faris seconded the motion and the motion passed without dissent.

There being no further business, Chairman Hammons adjourned the meeting.

**Arkansas Lottery Commission
Monthly Internal Audit Update
July 15, 2013**

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**Arkansas Lottery Commission
FY 2013 Internal Audit Plan
Status Report
July 15, 2013**

Project Number ¹	Project Category	Project	Description	Status ²	Comments	Estimated Remaining Hours ³
32	Audit	Education Trust Fund	Controls and procedures that ensure existence and proper handling of education trust and shortfall reserve funds.	Substantially Complete	Status Update: Reporting process remains open; report expected to be issued within a week.	3
33	Audit	Employee Travel Reimbursements	Controls and procedures surrounding employee travel reimbursements, including travel documentation and accurate travel and expense reimbursement reporting.	Substantially Complete	Status Update: Fieldwork substantially complete; report expected to be issued within a week.	7
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	Status Update: Fieldwork began week of May 20, 2013. Aspects of fieldwork expected to continue through August / September, due to timing of CAFR compilation and finalization.	60
37	Audit	Financial Planning/Budgeting	Controls and procedures surrounding the planning and budgeting process, including management assumptions, budget compilation, and long-range planning.	Complete	Status Update: Report issued on June 25, 2013. No issues or observations reported.	-

Total Estimated Hours to Complete FY 2013 Plan

70

Notes

¹Project Number based on number of all projects within the project universe. See Page 3 for complete, numbered project universe.

²Definition of Project Status: 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).

³Estimated 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
Internal Audit
Internal Audit Project Universe for FY2013 - FY2015 Audit Plan

Legal - Block

- 1 Online Games & Gaming System Contract Compliance FY14
- 2 Instant Ticket Lottery Game Services Contract Compliance
- 3 Banking Contract Compliance FY15
- 4 Advertising Contract Compliance FY15
- 5 Record Retention FY15
- 6 Legal Compliance & Monitoring FY15

Gaming & Product Development - Smith

- 7 Instant & Online Ticket Game Development FY14
- 8 Points for Prizes & Play It Again FY14
- 9 IT Gaming Operations FY14
- 10 IT Gaming Quality Assurance FY13
- 11 Instant Ticket Quality FY13 FY15

Security & Licensing - Huey

- 12 Lottery Facilities Security & Controls FY15
- 13 In-State Draw Security & Controls FY14
- 14 Back Office System (BOS) Administration FY13
- 15 Instant Ticket Warehouse Operations FY15
- 16 Licensing & Retailer Compliance
- 17 Security Investigations FY14

Human Resources - Basham

- 18 Background Checks FY15
- 19 Human Resource Processes (Hiring, Benefits, Terminations, etc.) FY15

Commission & Legislative Affairs - TBD

- 20 Public & Legislative Relations FY15

Sales - Stebbins

- 21 Sales Force Reporting FY15

Marketing - Bunten

- 22 Advertising & Marketing (excl Contract Compliance) FY15

Treasury - Fetzer/Parrish

- 23 Prize Validations & Payments FY14
- 24 Cash Receipts FY15
- 25 Retailer Sweeps/Commissions/Accts Receivable & Adjustments
- 26 Cash Management FY15

Financial Control - Fetzer/Williams

- 27 Fixed Assets FY15
- 28 Accounts Payable/Purchasing/Expenditures FY13
- 29 Payroll & Leave FY14
- 30 Federal & State Tax Withholding & Reporting FY14
- 31 Unclaimed Prize Fund FY15
- 32 Education Trust Fund FY13
- 33 Employee Travel Reimbursements FY13
- 34 Revenue/Prize Payments/Reserves - Online Games
- 35 Revenue/Prize Payments - Instant Ticket Games
- 36 Accounting Close & Reporting FY13
- 36A Financial Accounting & CAFR FY13
- 37 Financial Planning/Budgeting FY13

Information Technology - Fetzer/Gilmore/Smith

- 38 IT General Controls FY14
- 39 Disaster Recovery/Business Continuity FY14
- 40 IT Help Desk & Desktop Support FY15

Internal Operations - Fetzer

- 41 Lottery Vehicles FY15
- 42 Building & Facility Maintenance FY15

Projects Not Included in Risk Assessment*

- 43 Facilitation/Review of Risk Assessment required by DFA (Biennially)
- 44 Gaming System SSAE 16 SOC1 Review (Annually) FY14
- 45 Financial Statements & CAFR Review (Annually)
- 46 Instant Ticket Vendor Security Review (Biennially) FY13 FY15

** These items are excluded from the risk assessment process due to their consultative nature; no official report will be issued for these projects, but the Audit & Legal Committee and the Arkansas Lottery Commission will be updated on project progress and completion.*

Arkansas



Scholarship Lottery

Report from the Director
July 15, 2013

Comparative Income Statements

June 2013 and 2012

GAAP Basis Income			Favorable/ <u>(Unfavorable)</u>	Percentage <u>Variance</u>
<u>Statement</u>	<u>June 2013</u>	<u>June 2012</u>		
Revenues				
Instant Tickets	\$ 25,902,368	\$ 28,452,058	\$ (2,549,690)	-9.0%
Online Tickets	6,049,622	6,058,188	(8,566)	-0.1%
Retailer App/Fidelity	<u>50,893</u>	<u>(2,694)</u>	<u>53,587</u>	<u>100.0%</u>
TOTAL Revenues	<u>32,002,883</u>	<u>34,507,552</u>	<u>(2,504,669)</u>	<u>-7.3%</u>
Operating Expense				
Instant Prizes Net	18,147,185	20,105,532	1,958,347	9.7%
Online Prizes Net	3,357,121	2,899,904	(457,217)	-15.8%
Retailer Commissions	2,197,566	1,924,664	(272,902)	-14.2%
Gaming Contract Costs	1,574,004	1,772,592	198,588	11.2%
Advertising	577,403	615,689	38,286	6.2%
General and Admin.	722,480	1,036,162	313,682	30.3%
Other Agency Services	<u>110,000</u>	<u>(357,731)</u>	<u>(467,731)</u>	<u>100.0%</u>
TOTAL Operating Expenses	<u>26,685,759</u>	<u>27,996,812</u>	<u>1,311,053</u>	<u>4.7%</u>
Operating Income	5,317,124	6,510,740	(1,193,616)	-18.3%
Interest Income	28,474	34,278	(5,804)	-16.9%
Other Non Oper Inc	<u> </u>	<u>2,000,000</u>	<u>(2,000,000)</u>	<u>-100.0%</u>
Income Before Transfers	\$ <u>5,345,598</u>	\$ <u>8,545,018</u>	\$ <u>(3,199,420)</u>	<u>-37.4%</u>
Net Proceeds	\$ <u>8,591,483</u>	\$ <u>9,106,977</u>	\$ <u>(515,494)</u>	<u>-5.7%</u>

Note A – June 2013 Net Proceeds includes unclaimed prizes for the year of \$5,040,414

Comparative Income Statements

Actual Versus Budget June 2013

GAAP Basis Income <u>Statement</u>	June 2013 <u>Actual</u>	June 2013 <u>Budget</u>	<u>Favorable/ (Unfavorable)</u>	<u>Percentage Variance</u>
Revenues				
Instant tickets	\$ 25,902,368	\$ 34,842,200	\$ (8,939,832)	-25.7%
Online Tickets	6,049,622	5,972,900	76,722	1.3%
Retailer App/Fidelity	<u>50,893</u>	<u>42,200</u>	<u>8,693</u>	<u>20.6%</u>
TOTAL Revenues	<u>32,002,883</u>	<u>40,857,300</u>	<u>(8,854,417)</u>	<u>-21.7%</u>
Operating Expense				
Instant Game Prizes	18,147,185	24,553,400	6,406,215	26.1%
Online Game Prizes	3,357,121	2,592,500	(764,621)	-29.5%
Retailer Commissions	2,197,566	2,309,400	111,834	4.8%
Gaming Contract Cost	1,574,004	1,961,500	387,496	19.8%
Advertising	577,403	361,998	(215,405)	-59.5%
General and Admin.	722,480	581,518	(140,962)	-24.2%
Other Agency Service	<u>110,000</u>	<u>129,200</u>	<u>19,200</u>	<u>14.9%</u>
TOTAL Operating Expenses	<u>26,685,759</u>	<u>32,489,516</u>	<u>5,803,757</u>	<u>17.9%</u>
Operating Income	5,317,124	8,367,784	(3,050,660)	-36.5%
Interest Income	<u>28,474</u>	<u>26,700</u>	<u>(1,774)</u>	<u>6.6%</u>
Income before transfers	\$ <u>5,345,598</u>	\$ <u>8,394,484</u>	\$ <u>(3,048,886)</u>	<u>-36.3%</u>
Net Proceeds	\$ <u>8,591,483</u>	\$ <u>7,927,084</u>	\$ <u>664,399</u>	<u>8.4%</u>

Note A – June 30, 2013 Net Proceeds includes unclaimed prizes for the year of \$5,040,414.

Comparative Income Statements

YTD June 30, 2013 Compared to June 30, 2012

<u>Statement</u>	Actual <u>YTD 6/30/13</u>	Actual <u>YTD 6/30/12</u>	Favorable/ <u>(Unfavorable)</u>	Percentage <u>Variance</u>
Revenues				
Instant tickets	\$ 355,061,785	\$ 391,290,225	\$ (36,228,440)	-9.3%
Online Tickets	84,486,209	81,795,382	2,690,827	3.3%
Retailer app. fidelity	<u>560,644</u>	<u>553,622</u>	<u>7,022</u>	<u>1.3%</u>
TOTAL Revenues	<u>440,108,638</u>	<u>473,639,229</u>	<u>(33,530,591)</u>	<u>-7.1%</u>
Operating Expense				
Instant Prizes Net	250,168,839	274,203,122	24,034,283	8.8%
Online Prizes Net	42,076,790	41,115,706	(961,084)	-2.3%
Retailer Commissions	24,986,551	26,526,329	1,539,778	5.8%
Gaming Contract Costs	21,873,542	24,308,153	2,434,611	10.0%
Advertising	4,414,655	4,466,054	51,399	1.2%
General and Admin.	7,131,673	7,513,995	382,322	5.1%
Other Agency Services	<u>1,458,880</u>	<u>1,005,549</u>	<u>(453,331)</u>	<u>-45.1%</u>
TOTAL Operating Expenses	<u>352,110,930</u>	<u>379,138,908</u>	<u>27,027,978</u>	<u>7.1%</u>
Operating Income	87,997,708	94,500,321	(6,502,613)	-6.9%
Interest Income	322,722	352,431	(29,709)	-8.4%
Other Non Oper Inc	_____	<u>2,000,000</u>	<u>(2,000,000)</u>	<u>-100.0%</u>
Income before transfers	\$ <u>88,320,430</u>	\$ <u>96,852,752</u>	\$ <u>(8,532,322)</u>	<u>-8.8%</u>
Net Proceeds	\$ <u>89,912,449</u>	\$ <u>97,510,280</u>	\$ <u>(7,597,831)</u>	<u>-7.8%</u>

ADHE Transfer Analysis

<u>Month</u>	<u>2013 Transfers</u>	<u>2013 Unclaimed Prizes</u>	<u>2013 Budget</u>	<u>Over/Under Budget</u>	<u>Cumulative Balance</u>
July, 2012	\$4,752,502	475,984	\$ 7,522,865	-\$2,294,379	-\$2,294,379
August	7,193,286	339,013	7,451,392	80,907	-2,213,472
September	6,584,957	736,068	7,058,362	262,663	-1,950,809
October	6,632,866	445,361	7,756,011	-677,784	-2,628,593
November	8,443,936	80,425	7,473,772	1,050,589	-1,578,005
December	6,914,261	445,555	8,809,750	-1,449,934	-3,027,939
January, 2013	6,538,953	997,935	8,675,137	-1,138,249	-4,166,188
February	6,447,119	130,658	8,911,452	-2,333,675	-6,499,863
March	9,775,273	138,019	9,887,846	25,446	-6,474,417
April	8,143,467	383,745	7,986,661	540,551	-5,933,866
May	9,894,348	253,558	9,158,268	989,638	-4,944,228
June	<u>3,551,068</u>	<u>614,093</u>	<u>7,808,484</u>	-3,643,323	-8,587,551
Totals	<u>\$84,872,035</u>	<u>\$5,040,414</u>	<u>\$98,500,000</u>		
Revised 2013 Estimate to \$90,000,000	<u>\$84,872,035</u>	<u>\$5,040,414</u>	<u>\$90,000,000</u>		-87,551

Industry Sales Comparison

Lottery	Pop	FY 2012 Instant Sales	FY 2012 Per Capita Instant Sales	FY 2013 Per Capita Instant Sales	FY 2012 Advertising Budget % of Sales
Tennessee	6.4	\$ 1,049.6	\$ 164.00		0.6%
Arkansas	2.9	\$ 391.3	\$ 134.93	\$ 122.45	1.0%
Missouri	6.0	\$ 744.2	\$ 124.03		0.7%
North Carolina	9.7	\$ 960.0	\$ 98.97		0.8%
Iowa	3.1	\$ 188.8	\$ 60.90		2.1%
Kansas	2.9	\$ 130.0	\$ 44.83		1.0%
Louisiana	4.6	\$ 158.0	\$ 34.35		1.7%
Oklahoma	3.8	\$ 96.0	\$ 25.26		0.8%

Industry Transfer Comparison

Lottery	Pop	FY 2012 Transfers	FY 2012 Per Capita Transfers	FY 2013 Per Capita Transfer
Tennessee	6.4	\$ 323.4	\$ 50.53	
North Carolina	9.7	\$ 459.2	\$ 47.34	
Missouri	6.0	\$ 280.0	\$ 46.67	
Louisiana	4.6	\$ 156.9	\$ 34.11	
Arkansas	2.9	\$ 97.5	\$ 33.62	\$ 31.00
Iowa	3.1	\$ 78.7	\$ 25.39	
Kansas	2.9	\$ 72.0	\$ 24.83	
Oklahoma	3.8	\$ 70.0	\$ 18.42	

Q1 Instant Games Sales Industry Comparison (Jan – Mar)

Lottery	Q1 2013 Instant Sales	Q1 2012 Instant Sales	Difference
Iowa	\$ 58.2	\$ 52.6	10.8%
Louisiana	\$ 44.8	\$ 43.4	3.1%
Tennessee	\$ 285.3	\$ 291.2	-2.0%
Missouri	\$ 188.4	\$ 193.8	-2.8%
North Carolina	\$ 261.6	\$ 270.7	-3.3%
Kansas	\$ 34.8	\$ 36.3	-4.2%
Arkansas	\$ 101.8	\$ 108.2	-5.9%
Oklahoma	\$ 24.0	\$ 26.9	-10.9%
Ohio	\$ 353.4	\$ 393.2	-10.1%
Maryland	\$ 122.7	\$ 134.0	-8.4%
Minnesota	\$ 93.4	\$ 100.7	-7.3%
West Virginia	\$ 27.8	\$ 29.9	-6.9%
District of Columbia	\$ 14.6	\$ 15.7	-6.6%
Georgia	\$ 704.9	\$ 742.0	-5.0%
Maine	\$ 38.6	\$ 40.6	-5.0%
Rhode Island	\$ 20.8	\$ 21.8	-4.9%
Vermont	\$ 19.4	\$ 20.1	-3.3%
Michigan	\$ 197.4	\$ 204.1	-3.3%
Oregon	\$ 29.6	\$ 30.1	-1.7%
Nebraska	\$ 22.9	\$ 23.3	-1.5%
Connecticut	\$ 165.7	\$ 167.9	-1.4%
Wisconsin	\$ 81.9	\$ 82.5	-0.7%
South Carolina	\$ 211.6	\$ 213.0	-0.6%
New York	\$ 924.7	\$ 928.4	-0.4%

Instant Game Per Capita Comparison

Arkansas, North Carolina, Oklahoma, Tennessee & South Carolina Weekly Per Capita Sales from Startup (12 Week Moving Average)

