



STATE OF ARKANSAS
**Department of Finance
and Administration**

OFFICE OF THE ARKANSAS LOTTERY

Post Office Box 3238
Little Rock, Arkansas 72203-3238
Phone: (501) 683-2000
Fax: (501) 683-1878
<http://myarkansaslottery.com>

May 7, 2019

The Honorable Asa Hutchinson
Governor of Arkansas
State Capitol
Little Rock, AR 72201

RE: Monthly Disclosure Reports

Dear Governor Hutchinson:

On behalf of the Arkansas Department of Finance and Administration and the Office of the Arkansas Lottery, pursuant to A.C.A. §§ 23-115-206 and 23-115-302, please accept the attached disclosure reports for the month of April 2019. The reports contain the following information:

1. Contracts Awarded
2. Debt Set-Off Collections
3. Retailer Losses
4. Breakdown of Lottery Sales per County
5. Total Number of Retailers
6. Total Lottery Revenue
7. Prize Disbursements
8. Operating Expenses
9. Net Assets
10. Administrative Expenses
11. Unclaimed Prize Report
12. DFA Office of the Arkansas Lottery Minority- and Female-owned Business Report
13. DFA Office of the Arkansas Lottery Vendor Minority- and Female-owned Business Report
14. DFA Office of the Arkansas Lottery Demographics
15. Internal Auditor Report
16. Instant Ticket Games Released

Please call me if you have any questions or need additional information.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Bishop Woosley".

Bishop Woosley
Director

Enclosures

cc: Mr. Larry Walther, Director, Arkansas Department of Finance and Administration



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**Department of Finance
and Administration**

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May 7, 2019

The Honorable Joyce Elliot, Co-Chair
The Honorable Chris Richey, Co-Chair
Arkansas Legislative Council Lottery Oversight Subcommittee
One Capitol Mall, Room R-501
Little Rock, AR 72201

RE: Monthly Disclosure Reports

Dear Senator Elliot and Representative Richey:

On behalf of the Arkansas Department of Finance and Administration and the Office of the Arkansas Lottery, pursuant to A.C.A. §§ 23-115-206 and 23-115-302, please accept the attached disclosure reports for the month of April 2019. The reports contain the following information:

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Bishop Woolsley
Director

Enclosures

cc: Mr. Larry Walther, Director, Arkansas Department of Finance and Administration

**Arkansas Department of Finance and Administration
Office of the Arkansas Lottery
Term Contracts for Goods and Services
April 1 through April 30, 2019**

No term contracts were entered into by the Arkansas Department of Finance and Administration Office of the Arkansas Lottery during the month of April 2019.

**Arkansas Department of Finance and Administration
Office of the Arkansas Lottery
Debt Set-Off and Retailer Losses
April 2019**

1. Debt Set-Off Collections:

| | | |
|----|--|-------------------|
| a. | Arkansas Department of Finance and Administration | \$16,554.92 |
| b. | Arkansas Office of Child Support Enforcement - Child Support | <u>\$3,341.38</u> |
| | Total Debt Set-Off: | \$19,896.30 |

2. Retailer Losses: \$0.00

ARKANSAS DEPARTMENT OF FINANCE AND ADMINISTRATION
OFFICE OF THE ARKANSAS LOTTERY
RETAIL SALES BY COUNTY
April 1 through April 30, 2019

| COUNTY | CASH 3 | CASH 4 | FAST PLAY | INSTANT SETTLEMENTS | LUCKY FOR LIFE | MEGA MILLIONS | NATURAL STATE JACKPOT | POWERBALL | TOTAL SALES FOR COUNTY |
|------------|-------------|-------------|-------------|---------------------|----------------|---------------|-----------------------|--------------|------------------------|
| ARKANSAS | \$7,611.50 | \$6,556.50 | \$7,629.00 | \$478,991.00 | \$2,488.00 | \$14,604.00 | \$5,582.00 | \$18,714.00 | \$542,176.00 |
| ASHLEY | \$13,147.00 | \$12,598.50 | \$2,997.00 | \$166,962.00 | \$1,316.00 | \$7,539.00 | \$2,187.00 | \$10,770.00 | \$217,516.50 |
| BAXTER | \$3,304.00 | \$1,280.00 | \$10,893.00 | \$425,219.00 | \$6,842.00 | \$21,684.00 | \$12,815.00 | \$29,154.00 | \$511,191.00 |
| BENTON | \$5,762.00 | \$3,529.00 | \$17,457.00 | \$1,272,482.00 | \$14,296.00 | \$98,033.00 | \$25,454.00 | \$123,205.00 | \$1,560,218.00 |
| BOONE | \$1,676.00 | \$1,479.50 | \$30,006.00 | \$519,140.00 | \$2,136.00 | \$17,283.00 | \$5,912.00 | \$22,714.00 | \$600,346.50 |
| BRADLEY | \$1,520.00 | \$2,302.50 | \$2,884.00 | \$169,832.00 | \$850.00 | \$4,335.00 | \$1,709.00 | \$5,470.00 | \$188,902.50 |
| CALHOUN | \$4,692.00 | \$1,115.50 | \$2,203.00 | \$43,200.00 | \$410.00 | \$1,483.00 | \$638.00 | \$2,277.00 | \$56,018.50 |
| CARROLL | \$234.00 | \$417.00 | \$5,758.00 | \$242,908.00 | \$1,528.00 | \$10,873.00 | \$3,551.00 | \$14,082.00 | \$279,351.00 |
| CHICOT | \$7,252.50 | \$5,899.50 | \$2,170.00 | \$200,700.00 | \$4,286.00 | \$27,350.00 | \$6,299.00 | \$38,699.00 | \$292,656.00 |
| CLARK | \$2,064.00 | \$1,230.00 | \$17,106.00 | \$348,591.00 | \$1,466.00 | \$11,969.00 | \$5,086.00 | \$14,026.00 | \$401,538.00 |
| CLAY | \$92.00 | \$26.00 | \$1,859.00 | \$119,345.00 | \$552.00 | \$3,945.00 | \$1,653.00 | \$5,034.00 | \$132,506.00 |
| CLEBURNE | \$1,761.00 | \$588.50 | \$14,366.00 | \$292,578.00 | \$2,990.00 | \$17,302.00 | \$8,647.00 | \$21,038.00 | \$359,270.50 |
| CLEVELAND | \$489.00 | \$496.50 | \$1,299.00 | \$75,026.00 | \$790.00 | \$1,582.00 | \$703.00 | \$2,076.00 | \$82,461.50 |
| COLUMBIA | \$14,128.00 | \$6,448.00 | \$10,252.00 | \$344,688.00 | \$2,364.00 | \$9,704.00 | \$3,588.00 | \$11,791.00 | \$402,963.00 |
| CONWAY | \$4,761.50 | \$2,426.50 | \$10,293.00 | \$399,358.00 | \$1,770.00 | \$15,069.00 | \$6,368.00 | \$17,683.00 | \$457,729.00 |
| CRAIGHEAD | \$13,535.00 | \$7,068.50 | \$30,107.00 | \$1,547,356.00 | \$6,834.00 | \$47,503.00 | \$16,421.00 | \$57,753.00 | \$1,726,577.50 |
| CRAWFORD | \$1,594.50 | \$499.50 | \$8,494.00 | \$371,259.00 | \$3,606.00 | \$27,105.00 | \$13,671.00 | \$35,392.00 | \$461,621.00 |
| CRITTENDEN | \$18,379.00 | \$12,265.00 | \$6,718.00 | \$624,408.00 | \$5,510.00 | \$37,975.00 | \$10,327.00 | \$52,937.00 | \$768,519.00 |
| CROSS | \$3,674.00 | \$1,740.00 | \$4,516.00 | \$262,777.00 | \$1,022.00 | \$7,054.00 | \$3,067.00 | \$9,321.00 | \$293,171.00 |
| DALLAS | \$1,458.50 | \$1,022.00 | \$4,940.00 | \$170,875.00 | \$792.00 | \$4,587.00 | \$2,326.00 | \$5,229.00 | \$191,229.50 |
| DESHA | \$2,063.00 | \$1,872.00 | \$1,793.00 | \$217,784.00 | \$1,098.00 | \$8,936.00 | \$3,312.00 | \$11,789.00 | \$248,647.00 |
| DREW | \$3,043.00 | \$2,363.00 | \$11,787.00 | \$290,352.00 | \$2,396.00 | \$10,579.00 | \$3,064.00 | \$12,961.00 | \$336,545.00 |
| FAULKNER | \$11,239.50 | \$5,334.50 | \$53,897.00 | \$1,268,340.00 | \$9,018.00 | \$60,538.00 | \$26,565.00 | \$74,171.00 | \$1,509,103.00 |
| FRANKLIN | \$630.00 | \$146.00 | \$7,114.00 | \$193,610.00 | \$2,474.00 | \$9,829.00 | \$3,379.00 | \$11,956.00 | \$229,138.00 |
| FULTON | \$281.00 | \$299.00 | \$1,786.00 | \$61,445.00 | \$894.00 | \$2,429.00 | \$1,296.00 | \$3,528.00 | \$71,958.00 |
| GARLAND | \$16,737.00 | \$6,144.50 | \$28,838.00 | \$1,062,884.00 | \$12,290.00 | \$73,894.00 | \$38,163.00 | \$88,275.00 | \$1,327,225.50 |
| GRANT | \$679.50 | \$239.00 | \$12,512.00 | \$187,275.00 | \$1,658.00 | \$9,750.00 | \$3,974.00 | \$10,579.00 | \$226,666.50 |
| GREENE | \$835.00 | \$384.00 | \$18,104.00 | \$664,673.00 | \$3,432.00 | \$22,030.00 | \$6,820.00 | \$26,938.00 | \$743,216.00 |
| HEMPSTEAD | \$43,658.00 | \$13,441.00 | \$7,967.00 | \$352,359.00 | \$1,244.00 | \$8,875.00 | \$2,797.00 | \$11,690.00 | \$442,031.00 |
| HOT SPRING | \$1,503.00 | \$356.50 | \$10,604.00 | \$362,021.00 | \$2,990.00 | \$16,357.00 | \$8,216.00 | \$18,219.00 | \$420,266.50 |

ARKANSAS DEPARTMENT OF FINANCE AND ADMINISTRATION
OFFICE OF THE ARKANSAS LOTTERY
RETAIL SALES BY COUNTY
April 1 through April 30, 2019

| COUNTY | CASH 3 | CASH 4 | FAST PLAY | INSTANT SETTLEMENTS | LUCKY FOR LIFE | MEGA MILLIONS | NATURAL STATE JACKPOT | POWERBALL | TOTAL SALES FOR COUNTY |
|--------------|--------------|-------------|--------------|---------------------|----------------|---------------|-----------------------|--------------|------------------------|
| HOWARD | \$23,927.00 | \$7,546.50 | \$6,149.00 | \$246,303.00 | \$1,506.00 | \$5,953.00 | \$2,341.00 | \$7,176.00 | \$300,901.50 |
| INDEPENDENCE | \$1,995.50 | \$1,294.00 | \$40,756.00 | \$700,659.00 | \$2,870.00 | \$20,849.00 | \$10,555.00 | \$25,844.00 | \$804,822.50 |
| IZARD | \$212.00 | \$59.50 | \$4,802.00 | \$89,093.00 | \$858.00 | \$4,713.00 | \$2,670.00 | \$5,948.00 | \$108,355.50 |
| JACKSON | \$15,763.50 | \$6,576.00 | \$18,556.00 | \$320,656.00 | \$1,610.00 | \$9,272.00 | \$5,595.00 | \$10,981.00 | \$389,009.50 |
| JEFFERSON | \$53,599.00 | \$33,925.00 | \$34,759.00 | \$1,651,372.00 | \$9,276.00 | \$55,381.00 | \$22,964.00 | \$65,937.00 | \$1,927,213.00 |
| JOHNSON | \$612.50 | \$736.00 | \$8,837.00 | \$264,144.00 | \$1,834.00 | \$10,487.00 | \$3,869.00 | \$13,759.00 | \$304,278.50 |
| LAFAYETTE | \$5,696.50 | \$1,389.50 | \$2,980.00 | \$75,780.00 | \$482.00 | \$2,661.00 | \$615.00 | \$3,199.00 | \$92,803.00 |
| LAWRENCE | \$1,332.00 | \$430.00 | \$7,701.00 | \$272,331.00 | \$1,306.00 | \$7,748.00 | \$2,295.00 | \$9,540.00 | \$302,683.00 |
| LEE | \$2,021.50 | \$5,704.00 | \$3,044.00 | \$90,900.00 | \$480.00 | \$3,304.00 | \$933.00 | \$4,155.00 | \$110,541.50 |
| LINCOLN | \$233.50 | \$876.00 | \$3,957.00 | \$109,785.00 | \$908.00 | \$4,164.00 | \$2,323.00 | \$5,384.00 | \$127,630.50 |
| LITTLE RIVER | \$6,738.50 | \$3,168.00 | \$3,515.00 | \$111,353.00 | \$670.00 | \$5,944.00 | \$1,250.00 | \$6,077.00 | \$138,715.50 |
| LOGAN | \$1,190.50 | \$224.00 | \$8,045.00 | \$216,283.00 | \$1,276.00 | \$9,665.00 | \$4,095.00 | \$13,197.00 | \$253,975.50 |
| LONOKE | \$9,343.00 | \$4,393.00 | \$22,336.00 | \$947,837.00 | \$6,888.00 | \$44,916.00 | \$18,198.00 | \$53,264.00 | \$1,107,175.00 |
| MADISON | \$16.00 | \$21.50 | \$1,032.00 | \$93,900.00 | \$636.00 | \$5,422.00 | \$1,575.00 | \$6,485.00 | \$109,087.50 |
| MARION | \$4,069.50 | \$651.50 | \$5,113.00 | \$207,078.00 | \$2,846.00 | \$8,256.00 | \$6,052.00 | \$10,091.00 | \$244,157.00 |
| MILLER | \$24,940.50 | \$9,154.00 | \$17,524.00 | \$579,158.00 | \$3,520.00 | \$17,747.00 | \$5,401.00 | \$20,906.00 | \$678,350.50 |
| MISSISSIPPI | \$41,901.00 | \$17,804.50 | \$11,287.00 | \$622,599.00 | \$2,038.00 | \$16,909.00 | \$4,530.00 | \$21,400.00 | \$738,468.50 |
| MONROE | \$3,678.00 | \$2,205.50 | \$3,293.00 | \$180,885.00 | \$742.00 | \$7,417.00 | \$2,507.00 | \$9,193.00 | \$209,920.50 |
| MONTGOMERY | \$31.50 | \$184.50 | \$2,036.00 | \$27,355.00 | \$178.00 | \$1,936.00 | \$772.00 | \$2,641.00 | \$35,134.00 |
| NEVADA | \$2,785.50 | \$2,409.50 | \$2,723.00 | \$223,318.00 | \$1,146.00 | \$4,627.00 | \$1,297.00 | \$5,194.00 | \$243,500.00 |
| NEWTON | \$65.00 | \$13.00 | \$2,310.00 | \$66,029.00 | \$264.00 | \$1,758.00 | \$696.00 | \$2,225.00 | \$73,360.00 |
| OUACHITA | \$11,977.00 | \$5,102.00 | \$12,734.00 | \$551,870.00 | \$2,366.00 | \$12,675.00 | \$4,759.00 | \$16,455.00 | \$617,938.00 |
| PERRY | \$655.00 | \$400.50 | \$3,168.00 | \$104,628.00 | \$720.00 | \$4,251.00 | \$1,668.00 | \$5,413.00 | \$120,903.50 |
| PHILLIPS | \$11,349.50 | \$5,298.50 | \$8,064.00 | \$225,981.00 | \$2,642.00 | \$20,029.00 | \$4,207.00 | \$27,258.00 | \$304,829.00 |
| PIKE | \$251.00 | \$166.50 | \$14,225.00 | \$115,790.00 | \$904.00 | \$5,092.00 | \$2,561.00 | \$6,150.00 | \$145,139.50 |
| POINSETT | \$6,067.50 | \$1,571.00 | \$8,975.00 | \$491,348.00 | \$1,488.00 | \$11,187.00 | \$4,309.00 | \$14,425.00 | \$539,370.50 |
| POLK | \$888.50 | \$34.00 | \$6,138.00 | \$136,907.00 | \$1,360.00 | \$8,792.00 | \$3,782.00 | \$11,413.00 | \$169,314.50 |
| POPE | \$4,921.50 | \$2,174.00 | \$14,625.00 | \$818,820.00 | \$5,320.00 | \$37,198.00 | \$13,560.00 | \$43,775.00 | \$940,393.50 |
| PRAIRIE | \$2,277.00 | \$1,507.50 | \$3,207.00 | \$175,650.00 | \$396.00 | \$4,916.00 | \$1,354.00 | \$6,162.00 | \$195,469.50 |
| PULASKI | \$116,835.00 | \$94,367.50 | \$187,852.00 | \$6,684,967.00 | \$55,680.00 | \$303,165.00 | \$121,935.00 | \$341,665.00 | \$7,906,466.50 |
| RANDOLPH | \$84.00 | \$444.00 | \$8,320.00 | \$142,346.00 | \$1,738.00 | \$7,068.00 | \$2,673.00 | \$8,222.00 | \$170,895.00 |

**ARKANSAS DEPARTMENT OF FINANCE AND ADMINISTRATION
OFFICE OF THE ARKANSAS LOTTERY
RETAIL SALES BY COUNTY
April 1 through April 30, 2019**

| COUNTY | CASH 3 | CASH 4 | FAST PLAY | INSTANT SETTLEMENTS | LUCKY FOR LIFE | MEGA MILLIONS | NATURAL STATE JACKPOT | POWERBALL | TOTAL SALES FOR COUNTY |
|---------------|-------------|-------------|--------------|---------------------|----------------|---------------|-----------------------|--------------|------------------------|
| SAINT FRANCIS | \$19,900.00 | \$13,619.50 | \$3,425.00 | \$334,156.00 | \$1,976.00 | \$12,241.00 | \$3,851.00 | \$17,006.00 | \$406,174.50 |
| SALINE | \$14,425.50 | \$6,085.00 | \$107,901.00 | \$1,149,491.00 | \$11,586.00 | \$63,716.00 | \$28,648.00 | \$74,518.00 | \$1,456,370.50 |
| SCOTT | \$44.50 | \$13.00 | \$2,505.00 | \$94,957.00 | \$574.00 | \$4,524.00 | \$1,127.00 | \$6,143.00 | \$109,887.50 |
| SEARCY | \$149.00 | \$663.00 | \$1,435.00 | \$88,387.00 | \$538.00 | \$3,341.00 | \$1,412.00 | \$3,898.00 | \$99,823.00 |
| SEBASTIAN | \$11,214.00 | \$4,271.50 | \$15,777.00 | \$854,832.00 | \$11,496.00 | \$70,228.00 | \$26,252.00 | \$86,754.00 | \$1,080,824.50 |
| SEVIER | \$2,950.00 | \$589.50 | \$1,226.00 | \$131,900.00 | \$1,044.00 | \$6,430.00 | \$1,386.00 | \$6,461.00 | \$151,986.50 |
| SHARP | \$489.00 | \$173.50 | \$9,815.00 | \$229,476.00 | \$1,820.00 | \$9,673.00 | \$5,360.00 | \$12,929.00 | \$269,735.50 |
| STONE | \$990.00 | \$345.00 | \$5,569.00 | \$104,014.00 | \$858.00 | \$5,339.00 | \$3,447.00 | \$6,761.00 | \$127,323.00 |
| UNION | \$54,905.50 | \$26,089.00 | \$20,542.00 | \$877,899.00 | \$4,464.00 | \$22,938.00 | \$7,891.00 | \$28,819.00 | \$1,043,547.50 |
| VAN BUREN | \$899.50 | \$573.00 | \$4,483.00 | \$144,106.00 | \$1,012.00 | \$8,209.00 | \$3,489.00 | \$10,203.00 | \$172,974.50 |
| WASHINGTON | \$10,757.00 | \$5,509.50 | \$18,050.00 | \$1,438,353.00 | \$17,910.00 | \$99,058.00 | \$31,728.00 | \$120,969.00 | \$1,742,334.50 |
| WHITE | \$4,945.50 | \$3,721.00 | \$42,798.00 | \$1,017,320.00 | \$5,526.00 | \$38,096.00 | \$16,090.00 | \$43,885.00 | \$1,172,381.50 |
| WOODRUFF | \$2,120.50 | \$1,656.00 | \$1,476.00 | \$128,949.00 | \$520.00 | \$3,922.00 | \$1,446.00 | \$4,979.00 | \$145,068.50 |
| YELL | \$744.50 | \$357.50 | \$11,160.00 | \$265,371.00 | \$1,116.00 | \$9,178.00 | \$4,923.00 | \$11,155.00 | \$304,005.00 |

| | | | | | | | | | |
|---------------------|----------------|----------------|-------------------|-----------------------------|------------------------|-----------------------|-------------------------------|-------------------|---------------------|
| GRAND TOTALS | *Cash 3 | *Cash 4 | *Fast Play | *Instant Settlements | *Lucky for Life | *Mega Millions | *Natural State Jackpot | *Powerball | *Total Sales |
| | \$667,797.00 | \$373,065.00 | \$1,070,574.00 | \$36,140,774.00 | \$273,730.00 | \$1,630,591.00 | \$631,981.00 | \$1,985,485.00 | \$42,773,997.00 |

*Estimates

**Arkansas Department of Finance and Administration
Office of the Arkansas Lottery
Total Number of Active Retailers
April 2019**

There were 1,921 active retailers as of April 30, 2019.

Arkansas Department of Finance and Administration
Office of the Arkansas Lottery
Statement of Net Position
April 30, 2019

ASSETS

| | |
|--|--------------------------|
| Current assets: | |
| Cash and cash equivalents | \$ 2,464,623.72 |
| Restricted assets: | |
| Cash and cash equivalents | 77,906,492.18 |
| Accounts receivable | 16,121,814.47 |
| Prepaid items | 36,457.50 |
| Total current assets | <u>96,529,387.87</u> |
| Non-current assets: | |
| Restricted assets: | |
| Cash and cash equivalents | 20,823,916.40 |
| Deposits with Multi-State Lottery Association | 2,596,320.14 |
| Capital assets (Net of accumulated depreciation) | 1,272,256.25 |
| Total non-current assets | <u>24,692,492.79</u> |
| Total assets | 121,221,880.66 |
| Deferred outflows of resources: | |
| Related to pension | <u>1,671,766.67</u> |
| Total assets and deferred outflows of resources | <u>\$ 122,893,647.33</u> |

LIABILITIES

| | |
|---|-----------------------|
| Current liabilities: | |
| Accounts payable | \$ 712,011.00 |
| Prizes payable | 21,962,753.02 |
| Accrued and other liabilities | 1,907,463.86 |
| Due to other funds of the State | 455,752.77 |
| Due to Education Trust Account | 32,770,961.44 |
| Due to Workforce Challenge Trust Account | 38,099,665.97 |
| Compensated absences | 353,007.15 |
| OPEB Obligation | 105,120.06 |
| Unearned revenue | 339,938.86 |
| Total current liabilities | <u>96,706,674.13</u> |
| Long-Term liabilities: | |
| Net other post employment benefits | 3,504,545.99 |
| Net pension liability | 5,110,275.00 |
| Total long-term liabilities | <u>8,614,820.99</u> |
| Total liabilities | 105,321,495.12 |
| Deferred inflows of resources: | |
| Related to pension | 466,356.00 |
| Related to OPEB | 147,211.58 |
| Total deferred inflows of resources | <u>613,567.58</u> |
| Total liabilities and deferred inflows of resources | <u>105,935,062.70</u> |

NET POSITION

| | |
|---|--------------------------|
| Net position: | |
| Invested in capital assets | 1,272,256.25 |
| Restricted for: | |
| Scholarship shortfall reserve | 20,000,000.00 |
| Retailer fidelity reserve | 204,881.34 |
| Retailer bond reserve | 719,035.06 |
| Deposits with Multi-State Lottery Association | 2,596,320.14 |
| Unclaimed prizes reserve | 6,935,864.77 |
| Unrestricted (deficit) | <u>(14,769,772.93)</u> |
| Total net position | <u>16,958,584.63</u> |
| Total liabilities, deferred inflows of resources and net position | <u>\$ 122,893,647.33</u> |

Arkansas Department of Finance and Administration
Office of the Arkansas Lottery
Statement of Revenues, Expenses and Change in Net Position
For Ten Months Ended April 30, 2019

| | Current month | Year to date |
|--|--------------------------|---------------------------|
| Operating revenues: | | |
| Instant ticket sales | \$ 37,298,928.00 | \$ 343,676,489.00 |
| Online ticket sales | 6,603,989.00 | 92,364,301.50 |
| Retailer application, fidelity, bond and service fees | 47,080.62 | 622,227.49 |
| Other revenue | <u>1,260.32</u> | <u>1,932.04</u> |
| Total operating revenues | <u>43,951,257.94</u> | <u>436,664,950.03</u> |
| Operating expenses: | | |
| Instant game prizes | 27,265,509.92 | 247,210,928.06 |
| Online game prizes | 2,961,839.16 | 48,096,483.87 |
| Retailer commissions | 2,474,900.55 | 24,541,070.68 |
| Gaming contract costs | 1,851,806.88 | 20,458,815.55 |
| Compensation and benefits | 428,081.33 | 4,200,631.92 |
| Marketing, advertising and promotions | 266,215.55 | 6,277,872.32 |
| General and administrative expenses | 627,976.81 | 4,920,274.54 |
| Services provided by Arkansas Department of Higher Education | 38,000.00 | 379,000.00 |
| Services provided by Arkansas Legislative Audit | 0.00 | 139,998.00 |
| Legal and professional services | 0.00 | 1,235.68 |
| Depreciation | <u>11,531.71</u> | <u>100,512.01</u> |
| Total operating expenses | <u>35,925,861.91</u> | <u>356,326,822.63</u> |
| Operating income (1) | 8,025,396.03 | 80,338,127.40 |
| Non-operating revenue: | | |
| Interest income | <u>234,665.13</u> | <u>2,066,446.38</u> |
| Income before transfers | 8,260,061.16 | 82,404,573.78 |
| Transfers to: | | |
| Education Trust Account (2) | <u>(8,176,383.34)</u> | <u>(76,532,764.12)</u> |
| Change in net position | <u>\$ 83,677.82</u> | 5,871,809.66 |
| Total net position - beginning | | 11,086,774.97 |
| Total net position - ending | | <u>\$ 16,958,584.63</u> |

1) Includes all GAAP related accounting items including unclaimed prizes.

2) Reflects adjustment of sales and prizes expense to a modified cash basis and does not include unclaimed prizes.

Arkansas Department of Finance and Administration
Office of the Arkansas Lottery
Statement of Revenues and Expenses Budget Comparisons
For Ten Months Ended April 30, 2019

| | CM Actual | % | CM Budget | % | CM Variance | YTD Actual | % | YTD Budget | % | YTD Variance |
|-------------------------------------|------------------------|----------|------------------------|----------|----------------------|-------------------------|----------|-------------------------|----------|-------------------------|
| Operating revenues: | | | | | | | | | | |
| Instant games | \$ 37,298,928.00 | 84.86 | \$ 35,729,000.00 | 83.48 | \$ 1,569,928.00 | \$ 343,676,489.00 | 78.70 | \$ 333,894,000.00 | 82.58 | \$ 9,782,489.00 |
| Online games | 6,603,989.00 | 15.03 | 7,010,000.00 | 16.38 | (406,011.00) | 92,364,301.50 | 21.15 | 69,732,000.00 | 17.25 | 22,632,301.50 |
| Retailer fees | 47,080.62 | 0.11 | 60,000.00 | 0.14 | (12,919.38) | 622,227.49 | 0.14 | 681,000.00 | 0.17 | (58,772.51) |
| Other revenue | <u>1,260.32</u> | 0.00 | <u>1,000.00</u> | 0.00 | <u>260.32</u> | <u>1,932.04</u> | 0.00 | <u>10,000.00</u> | 0.00 | <u>(8,067.96)</u> |
| | | | | 0.00% | | | | | | |
| Total operating revenues | <u>43,951,257.94</u> | 100.00 | <u>42,800,000.00</u> | 100.00 | <u>1,151,257.94</u> | <u>436,664,950.03</u> | 100.00 | <u>404,317,000.00</u> | 100.00 | <u>32,347,950.03</u> |
| Operating expenses: | | | | | | | | | | |
| Instant game prizes | 27,265,509.92 | 62.04 | 25,631,000.00 | 59.89 | 1,634,509.92 | 247,210,928.06 | 56.61 | 239,270,000.00 | 59.18 | 7,940,928.06 |
| Online game prizes | 2,961,839.16 | 6.74 | 3,761,000.00 | 8.79 | (799,160.84) | 48,096,483.87 | 11.01 | 37,408,000.00 | 9.25 | 10,688,483.87 |
| Retailer commissions | 2,474,900.55 | 5.63 | 2,410,000.00 | 5.63 | 64,900.55 | 24,541,070.68 | 5.62 | 22,740,000.00 | 5.62 | 1,801,070.68 |
| Gaming contract costs | 1,851,806.88 | 4.21 | 1,762,000.00 | 4.12 | 89,806.88 | 20,458,815.55 | 4.69 | 19,243,000.00 | 4.76 | 1,215,815.55 |
| Compensation & benefits | 428,081.33 | 0.97 | 455,000.00 | 1.06 | (26,918.67) | 4,200,631.92 | 0.96 | 4,533,000.00 | 1.12 | (332,368.08) |
| Marketing, advertising & promotions | 266,215.55 | 0.61 | 662,000.00 | 1.55 | (395,784.45) | 6,277,872.32 | 1.44 | 6,353,000.00 | 1.57 | (75,127.68) |
| General and administrative expenses | 627,976.81 | 1.43 | 390,000.00 | 0.91 | 237,976.81 | 4,920,274.54 | 1.13 | 3,789,000.00 | 0.94 | 1,131,274.54 |
| Services provided by other agencies | 38,000.00 | 0.09 | 38,000.00 | 0.09 | - | 518,998.00 | 0.12 | 509,000.00 | 0.13 | 9,998.00 |
| Legal and professional service | - | - | 500.00 | 0.00 | (500.00) | 1,235.68 | 0.00 | 5,000.00 | 0.00 | (3,764.32) |
| Depreciation | <u>11,531.71</u> | 0.03 | <u>21,000.00</u> | 0.05 | <u>(9,468.29)</u> | <u>100,512.01</u> | 0.02 | <u>168,000.00</u> | 0.04 | <u>(67,487.99)</u> |
| Total operating expenses | <u>35,925,861.91</u> | 81.74 | <u>35,130,500.00</u> | 82.08 | <u>795,361.91</u> | <u>356,326,822.63</u> | 81.60 | <u>334,018,000.00</u> | 82.61 | <u>22,308,822.63</u> |
| Operating income | 8,025,396.03 | 18.26 | 7,669,500.00 | 17.92 | 355,896.03 | 80,338,127.40 | 18.40 | 70,299,000.00 | 17.39 | 10,039,127.40 |
| Non-operating revenue: | | | | | | | | | | |
| Interest income | <u>234,665.13</u> | 0.53 | <u>106,000.00</u> | 0.25 | <u>128,665.13</u> | <u>2,066,446.38</u> | 0.47 | <u>1,141,000.00</u> | 0.28 | <u>925,446.38</u> |
| Income before transfers | <u>\$ 8,260,061.16</u> | 18.79 | <u>\$ 7,775,500.00</u> | 18.17 | <u>\$ 484,561.16</u> | <u>\$ 82,404,573.78</u> | 18.87 | <u>\$ 71,440,000.00</u> | 17.67 | <u>\$ 10,964,573.78</u> |

**Arkansas Department of Finance and Administration
Office of the Arkansas Lottery
Net Proceeds Transfer to Ed Trust Computation
Modified Cash Basis
For Ten Months Ended April 30, 2019**

| | Year to date |
|---|---------------------------|
| Operating revenues: | |
| Instant ticket (Settlements) | \$ 341,415,139.00 |
| Online ticket sales | 92,364,301.50 |
| Retailer application, fidelity and service fees | 622,227.49 |
| Other revenue | <u>1,932.04</u> |
| Total operating revenues | <u>434,403,600.03</u> |

| | |
|---|-----------------------|
| Operating expenses: | |
| Instant game prizes (Settlements) | 243,465,377.00 |
| Online game prizes | 48,096,483.87 |
| Retailer commissions | 24,541,070.68 |
| Gaming contract costs | 20,458,815.55 |
| Compensation and benefits | 4,200,631.92 |
| Marketing, advertising and promotions | 6,277,872.32 |
| General and administrative expenses | 4,920,274.54 |
| Services provided by ADHE | 379,000.00 |
| Services provided by Legislative Audit Agency | 139,998.00 |
| Legal and professional services | 1,235.68 |
| Current year capital asset cost | <u>1,027,673.53</u> |
| Total operating expenses | <u>353,508,433.09</u> |

Change in net proceeds from operations 80,895,166.94

| | |
|---|---|
| Non-operating revenue: | |
| Interest income | 2,066,446.38 |
| Other non-operating income | 0.00 |
| EDUCATION TRUST FUNDING-Current Year | (68,356,380.78) |
| Less Act 1180 Unclaimed Prizes | (5,935,864.77) |
| Less current year Fidelity Reserve Fees | (22,367.21) restricted reserves |
| Less current year Bond Reserve Fees | (144,950.00) restricted reserves |
| Add back Write Off Retailer Bad Debt | 9,080.60 |
| Less current year MUSL Reserves | (430,747.82) see 23-115-103(17) and (19)(A)&(B) |
| Add OPEB expense in Comp and Benefits | <u>96,000.00</u> |

NET PROCEEDS EARNED-Current Month **\$ 8,176,383.34**

| | Transfer | Interest | Total |
|---|-------------------------|------------------------|-------------------------|
| Academic Challenge Scholarship Trust | \$ 30,516,796.60 | \$ 2,254,164.84 | \$ 32,770,961.44 |
| July 2018 funding - 8/15/18 | \$ 4,998,834.07 | \$ 67,794.66 | \$ 5,066,628.73 |
| Aug 2018 funding - 9/15/18 | \$ 6,094,406.73 | \$ 81,591.67 | \$ 6,175,998.40 |
| Sept 2018 funding - 10/15/18 | \$ 7,699,685.71 | \$ 83,765.11 | \$ 7,783,450.82 |
| Transfer from ADHE (final 2018 Adj) -10/10/18 | \$ (146,112.01) | \$ - | \$ (146,112.01) |
| Transfer to ADHE 10/10/18 | \$ (35,000,000.00) | \$ - | \$ (35,000,000.00) |
| Transfer excess net proceeds to Workforce Trust Fund 10/16/18 | \$ (8,344,929.36) | \$ - | \$ (8,344,929.36) |
| Oct 2018 funding - 11/15/18 | \$ 11,195,441.29 | \$ 63,599.02 | \$ 11,259,040.31 |
| Transfer to ADHE 11/30/18 | \$ (3,000,000.00) | \$ - | \$ (3,000,000.00) |
| Nov 2018 funding - 12/15/18 | \$ 6,774,214.21 | \$ 47,196.80 | \$ 6,821,411.01 |
| Dec 2018 funding - 1/15/19 | \$ 6,589,040.01 | \$ 61,751.53 | \$ 6,650,791.54 |
| Jan 2019 funding - 2/15/19 | \$ 7,767,558.59 | \$ 80,937.03 | \$ 7,848,495.62 |
| Transfer to ADHE 2/19/18 | \$ (37,000,000.00) | \$ - | \$ (37,000,000.00) |
| Feb 2019 funding - 3/15/19 | \$ 8,147,140.24 | \$ 51,117.07 | \$ 8,198,257.31 |
| Mar 2019 funding - 4/15/19 | \$ 8,521,509.06 | \$ 30,797.98 | \$ 8,552,307.04 |
| Apr 2019 funding - 5/15/19 | \$ 8,121,947.09 | \$ 54,436.25 | \$ 8,176,383.34 |

| | Transfer | Total |
|--|-------------------------|-------------------------|
| Workforce Challenge Scholarship Trust | \$ 38,099,665.97 | \$ 38,099,665.97 |
| FY 2017 Excess Net Proceeds transferred from Edu Trust 12/1/17 | \$ 14,157,060.23 | \$ 14,157,060.23 |
| ADHE Refund from FY 2017 - 11/30/17 | \$ 4,887,236.92 | \$ 4,887,236.92 |
| ADHE Refund from FY 2018 - 9/6/18 | \$ 11,710,439.46 | \$ 11,710,439.46 |
| Transfer excess net proceeds to Workforce Trust Fund 10/16/18 | \$ 8,344,929.36 | \$ 8,344,929.36 |
| Transfer to ADHE for 2018 fall funding 11/7/18 | \$ (1,000,000.00) | \$ (1,000,000.00) |

Arkansas Department of Finance and Administration
Office of the Arkansas Lottery
Unclaimed Prizes
April 30, 2019

| | Monthly | Year to Date |
|---|--------------|--------------------|
| Reserve Balance July 1, 2018 | | \$1,000,000.00 |
| 1. Unclaimed lottery prize money: | \$658,625.16 | 5,935,864.77 |
| 2. Expenditures from unclaimed lottery prize money: | | |
| 3. Reserved for future prizes, promotions or reserves: | 658,625.16 | 5,935,864.77 |
| 4. Less Deposits to net lottery proceeds from unclaimed Lottery prize money: | | |
| Reserve Balance April 30, 2019 | | \$6,935,864.77 |

**ARKANSAS DEPARTMENT OF FINANCE AND ADMINISTRATION
OFFICE OF THE ARKANSAS LOTTERY**

**OFFICE OF THE ARKANSAS LOTTERY MINORITY AND FEMALE OWNED DIVERSITY COMPLIANCE REPORT
April 1 through April 30, 2019**

| Vendors | Goods or Services | Diversity Classification | April 2019 | FY 2019 Total |
|-----------------------------|------------------------------|---------------------------------|-------------------|----------------------|
| A-Absolute Moving & Hauling | Moving/Hauling | CMBE | | \$308.33 |
| Allegra Print & Imaging | Advertising/Public Relations | FOB | | \$5,074.77 |
| Goddess Products | Office Furniture/Supplies | CMBE | \$76.71 | \$2,682.91 |
| Government Supply Services | Office Furniture/Supplies | MBE | \$96.67 | \$9,875.80 |
| Party Prints | Advertising/Public Relations | CMBE | | \$1,798.50 |
| Trivia Marketing | Advertising/Public Relations | WBE | | \$11,990.00 |
| Totals | | | \$173.38 | \$31,730.31 |

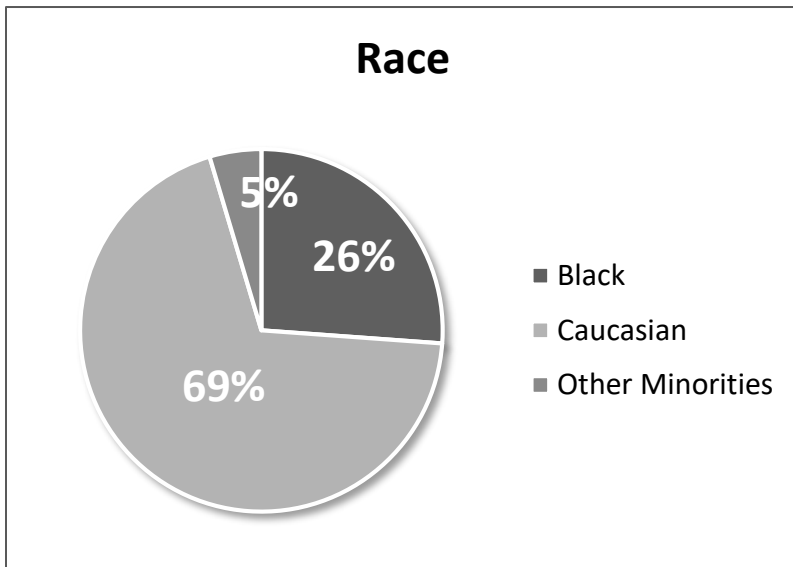
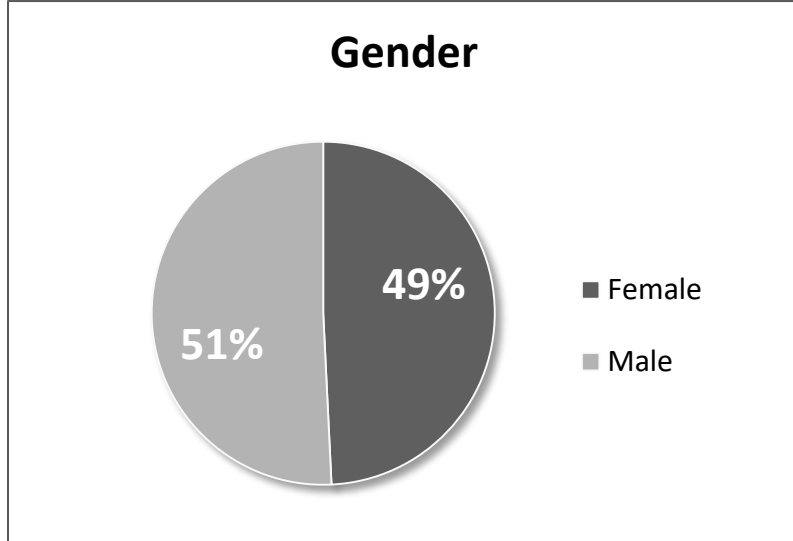
**INTRALOT MINORITY AND FEMALE-OWNED DIVERSITY COMPLIANCE REPORT
April 1 through April 30, 2019**

| Vendors | Goods or Services | Diversity Classification | April 2019 | FY 2019 Total |
|--|----------------------------------|---------------------------------|-------------------|----------------------|
| J Kelly Referrals and Information Services | Call Center/Information Services | CMBE | \$8,462.00 | \$93,082.00 |
| Totals | | | \$8,462.00 | \$93,082.00 |

**SCIENTIFIC GAMES MINORITY AND FEMALE-OWNED DIVERSITY COMPLIANCE REPORT
April 1 through April 30, 2019**

| Vendors | Goods or Services | Diversity Classification | April 2019 | FY 2019 Total |
|-----------------------------------|---------------------------------|---------------------------------|--------------------|----------------------|
| Expedited Transportation Services | Transportation Services | DBE | \$5,483.06 | \$37,170.76 |
| Ingage, LLC | Fulfillment Services and Prizes | WBE | \$38,460.27 | \$600,995.85 |
| Premier Staffing | Employment Agency | MBE | | \$6,198.69 |
| Pure Cleaning Services | Janitorial Services | MBE | \$436.00 | \$5,232.00 |
| Totals | | | \$44,379.33 | \$649,597.30 |

**Arkansas Department of Finance and Administration
Office of the Arkansas Lottery
Demographics – April 2019**



Total Number of Employees as of April 2019: 65

Gender:

Females – 32
Males – 33

Race:

Black – 17
Caucasian – 45
Other – 3

| | |
|--------------|------------|
| Female -- 10 | Male - 7 |
| Female -- 22 | Male -- 23 |
| Female -- 0 | Male -- 3 |

**Department of Finance and Administration
Office of the Arkansas Lottery – Internal Audit
April 1 through April 30, 2019**

No issues or problems resulting from internal audits have been reported for the reporting period.

DFA/Office of the Arkansas Lottery
Instant & Fast Play Games
April 2019

Sales for the following instant games began April 2, 2019. No ending dates have been determined for these games.

\$1 Cash Time!

\$2 Triple 777

\$3 Win 10X

\$5 Double-Sided Dollars

\$10 Big Win

Sales for the following instant games began April 30, 2019. No ending dates have been determined for these games.

\$1 \$5,000 Taxes Paid

\$2 \$20,000 Taxes Paid

\$5 \$100,000 Taxes Paid

\$10 \$200,000 Taxes Paid

Sales for the following Fast Play games began April 1, 2019. No ending dates have been determined for these games.

\$1 Fish Finder

\$1 Hot Cash

Sales for the following Fast Play games began April 29, 2019. No ending dates have been determined for these games.

\$1 Find the 9's

\$3 Stars & Stripes