



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>

July 12, 2021

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 June 2021. 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 Demographics
14. Internal Auditor Reports

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

Respectfully submitted,

J. Eric Hagler  
Director

Enclosures

cc: Mr. Larry Walther, Secretary of the Department of Finance and Administration



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July 12, 2021

The Honorable Ronald Caldwell, Co-Chair  
The Honorable Mathew Pitsch, Co-Chair  
Arkansas Legislative Council Lottery Oversight Subcommittee  
One Capitol Mall Room R-501  
Little Rock, AR 72201

RE: Monthly Disclosure Reports

Dear Senator Caldwell and Representative Pitch:

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 June 2021. The reports contain the following information:

1. Contracts Awarded
2. Debt Set-Off Collections
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Respectfully submitted,

J. Eric Hagler  
Director

Enclosures

cc: Mr. Larry Walther, Secretary of the Department of Finance and Administration

**AMENDMENT NO. 003**  
to  
**Agreement for Contractual Services for Business  
Plan and Consultancy Services  
Pursuant to Request for Qualifications SP-15-0097**

THIS AMENDMENT NO. 003 to the Agreement for Contractual Services for Business Plan and Consultancy Services Pursuant to Request for Qualifications SP-15-0097 dated November 30, 2015 (“Original Agreement”) is made effective as of July 1, 2021, (“Amendment Effective Date”), by and between the Department of Finance and Administration Office of the Arkansas Lottery (“OAL”) and Camelot Global Services, (North America) Inc. (“Camelot”), individually known as “Party” and collectively known as “Parties” as follows:

**RECITALS**

WHEREAS, the State of Arkansas has, pursuant to Arkansas law, established OAL and authorized the Director of OAL (“Director”) to enter into contracts for the operation and promotion of the Lottery; and

WHEREAS, the Parties entered into that certain First Amendment to Agreement for Contractual Services for Business Plan and Consultancy Services Pursuant to Request for Qualifications SP-15-0097 dated November 30, 2015; and

WHEREAS, the Parties entered into that certain Second Amendment to Agreement for Contractual Services for Business Plan and Consultancy Services Pursuant to Request for Qualifications SP-15-0097 dated July 1, 2020; and

WHEREAS the Parties now desire to further amend the Original Agreement (“Third Amendment”) to provide for a change in pricing and to extend the term of the contract for 1 (one) additional year;

NOW, THEREFORE, for good and valuable consideration, the receipt and adequacy of which the Parties acknowledge, the Parties hereby agree to amend the Agreement as follows, effective as of the Effective Date of the Amendment:

**AGREEMENTS**

1. Camelot’s address is “200 West Jackson Blvd., Suite 425, Chicago, IL 60606.

2. The term of this Third Amendment shall commence on the Effective Date and continue uninterrupted until June 30, 2022, unless earlier terminated as set forth herein. The Parties further agree that this Third Amendment may be terminated without penalty by either Party with thirty (30) days written notice to the other Party. Compensation may be incurred through the thirtieth (30<sup>th</sup>) day after notice of termination has been provided by either Party. Invoicing and payment for all compensation incurred shall be in accordance with the Third Amendment. These compensation payments shall not constitute penalties under this Amendment.

3. Section 4 of the Original Agreement is replaced in its entirety by the following:

a. Base Compensation. Beginning July 1, 2021, and throughout the term of this extension, OAL shall pay Camelot a compensation not to exceed Five Hundred Thousand Dollars (\$500,000.00) (“Base Compensation” and collectively, with other forms of compensation, “Compensation”). Camelot shall provide a minimum of 500 (five hundred) dedicated days to the services provided pursuant to this Amendment. In the event OAL does not utilize any of its allocated 500 days during the term of this Amendment, the Compensation shall be reduced by One Thousand Dollars (\$1,000.00) for each day not utilized by OAL up to the allocated 500 days. The OAL shall pay the Base Compensation in 12 equal monthly installments totaling \$500,000.00 for the year term of this Amendment within fifteen (15) days of receiving an invoice each month from Camelot. In the event more funding becomes available, the Parties may agree to pay Camelot a compensation not to exceed a total Six Hundred Fifty Thousand Dollars (\$650,000).

b. Incentive Compensation. Camelot shall also be entitled to additional “Incentive Compensation” calculated as follows:

i. For the period of July 1, 2021, to June 30, 2022, the term of this Amendment, Camelot shall receive:

a. Ten percent (10.00%) of all Net Operating Income or Adjusted Net Operating Income, as applicable, that exceeds \$88,600,000.00 (for the avoidance of doubt, all ticket sales are included in the Net Operating Income) and the maximum

Incentive Compensation shall not exceed One Million Dollars (\$1,000,000.00);

b. In the event all current games of Powerball or Mega Millions Jackpots exceed \$400,000,000.00, then the parties agree that revenue directly earned from ticket sales of the Powerball or Mega Millions Jackpots games that exceed \$400,000,000.00 shall be deducted from the Net Operating Income ("Adjusted Net Operating Income") for Incentive Compensation purposes. Camelot shall receive four percent (4%) of Gross Profits for each draw of Powerball and Mega Millions Jackpots games that exceed \$400,000,000.00. For the avoidance of doubt, Camelot is entitled to receive Incentive Compensation as set forth in Section 4(b)(i)(a) and (b) regardless of whether payment is based on Net Operating Income or Adjusted Net Operating Income.

c. For the purposes of this Section 4.b.i.:

1. "Net Operating Income" means Operating Income minus proceeds from Instant games and In-State Draw games as set forth in Sections 4(b)(iii) and (iv) below before charging any expenses related to 1) Services provided by the Arkansas Department of Higher Education, 2) Services provided by the Legislative Audit Agency, 3) Legal and professional services and 4) Depreciation;

2. "Gross Profit" means the thirty-nine and forty-three hundredths percent (39.43%) of all ticket sales for Powerball Jackpot exceeding \$400,000,000.00 and forty percent (40%) of all ticket sales for Mega Millions Jackpot exceeding \$400,000,000.00; and

ii. Instant games: Camelot shall receive proceeds from any Instant game in which any Instant ticket price point exceeds twenty dollars (\$20.00). OAL and Camelot shall agree upon an incentive compensation amount for such

game prior to the commencement or launch of such game. For the avoidance of doubt, Camelot is entitled to receive Incentive Compensation as set forth in Section 4(b)(i)(a) and (b) for any Instant game in which the Instant ticket price point does not exceed twenty dollars (\$20.00).

iii. In-State Draw games: Camelot shall receive proceeds from any in-state draw game. OAL and Camelot shall agree upon an incentive compensation amount for such game launched after July 1, 2021 prior to the commencement or launch of such game. For the avoidance of doubt, Camelot is entitled to receive Incentive Compensation as set forth in Section 4(b)(i)(a) and (b) for any in-state draw game launched prior to July 1, 2021.

c. Accounting Policies and Preparation. In the event of a material change in OAL's accounting policies and/or the basis of preparation of the Statement (e.g. a migration to a new set of accounting standards), the Parties agree to restate the Adjusted Operating Income so that it is consistent with the accounting policies or basis of preparation of the Statement as at the date of this Agreement. A "material change" means any change which impacts the calculation of Adjusted Operating Income by greater than one percent (1%) on an annual basis.

d. Quarterly Invoicing. Following the end of each OAL quarter (ending on either September 30, December 31, March 31 or June 30), Camelot will invoice the OAL for Incentive Compensation payable in respect of the previous quarter. OAL will pay Compensation within thirty (30) days from receipt of invoice, it again being noted that any Incentive Compensation shall not exceed the sum of One Million Dollars (\$1,000,000.00).

e. Quarterly Compensation Payments. The quarterly payments of Compensation will be pro-rated as necessary and calculated as follows (which Parties agree is a method of calculation only):

Compensation in respect of a quarter = Y less Z

Y is the cumulative Compensation chargeable at the end of the OAL quarter in respect of a Fiscal year and

Z is the aggregate amount already invoiced to the OAL by Camelot in respect of that Fiscal Year.

Unless determined to be in violation of public policy, all Compensation due and payable to Camelot by OAL shall be transmitted in gross amounts without deductions or withholdings therefrom.

f. Recalculations. The Parties recognize that the Statement is unaudited, and the OAL typically does not receive audited figures until four (4) to six(6) months after the end of a Fiscal Year. OAL shall provide audited figures to Camelot within ten (10) business days of the official release of the prior Fiscal Year's audit report. If following an audit, Adjusted Operating Income differs from that used as the basis for the calculation of Compensation, the Parties will recalculate Compensation payable for the prior Fiscal Year.

g. Resource Reconciliation. During the term of this Third Amendment, Camelot shall provide to OAL bi-annual written accountings of used resources. Such accountings shall be provided within thirty (30) days of the end of the prior six-month period.

h. Credits. In the event that: 1) Compensation already invoiced at the end of March 31 each year exceeds that amount due at the end of the Fiscal Year, or 2) if there is a recalculation of Compensation as described In Section 4(e) above, then Camelot shall issue a credit for such overpayment to OAL. In the event of an issuance of a credit due to a recalculation, Camelot shall issue such credit within ten (10) business days of receipt of the audit report described in Section 4(e) above.”

4. The following is added as new Section 6 to the Agreement:

“6. Additional Services for Enhanced Data Analytics and Digital Marketing: Subject to the terms of this Agreement, including but not limited to fee and payment terms, Camelot may provide additional enhanced data analytics and digital marketing services (“Digital Services”) to OAL. Such Digital Services shall be delivered in accordance with a final schedule as developed by the Lottery Director and his Senior Management Team and evidenced in writing signed by Camelot and OAL.”

5. Key Deliverables: During the term of this extension Camelot will assist

OAL in all areas of its commercial operations as directed by the Director of members of his Executive Management Committee. In addition to commercial and digital expertise offered by Camelot, Camelot will assist in a review of the existing Players' Club, a review of the existing cost model and profitability by game, opportunities to increase the percentage of sales returned as net proceeds, a review of prize validation processes and procedures, and a review of reporting structures in place.

6. Except as otherwise provided herein, the terms of the Original Agreement shall remain in effect as first set forth therein.

*IN WITNESS WHEREOF*, the Parties hereto have caused this Amendment Three to Original Agreement to be executed by their duly authorized representatives as of the date(s) last set forth below.

DEPARTMENT OF FINANCE AND ADMINISTRATION

  
Larry Walther, Secretary


06/23/2021  
Date

DEPARTMENT OF FINANCE AND ADMINISTRATION OFFICE OF THE  
ARKANSAS LOTTERY

  
J. Eric Hagler, Executive Director

06-22-2021  
Date

CAMELOT GLOBAL SERVICES (NORTH AMERICA) INC.

  
John Skrimshire, Vice President,  
Commercial Operations, Camelot  
Lottery Solutions

JUNE 22 2021  
Date



**Arkansas Department of Finance and Administration  
Office of the Arkansas Lottery  
Debt Set-Off and Retailer Losses  
June 30, 2021**

**1. Debt Set-Off Collections:**

a. Arkansas Department of Finance and Administration	\$ 5,618.09
b. Arkansas Office of Child Support Enforcement - Child Support	\$ 0.00
Total Debt Set-Off:	\$ 5,618.09

**2. Retailer Losses: \$0.00**

**ARKANSAS DEPARTMENT OF FINANCE AND ADMINISTRATION**  
**OFFICE OF THE ARKANSAS LOTTERY**  
**RETAIL SALES BY COUNTY**  
**June 1 through June 30, 2021**

COUNTY	CASH 3	CASH 4	FAST-PLAY	INSTANT SETTLEMENTS	LUCKY FOR LIFE	MEGA MILLIONS	NATURAL STATE STATE	POWERBALL	TOTAL
ARKANSAS	\$34,352.50	\$16,791.50	\$13,362.00	\$503,497.00	\$2,998.00	\$9,712.00	\$13,674.00	\$13,947.00	\$608,334.00
ASHLEY	\$15,413.50	\$14,094.50	\$10,731.00	\$186,517.00	\$1,814.00	\$4,526.00	\$3,980.00	\$9,228.00	\$246,304.00
BAXTER	\$4,375.50	\$2,409.00	\$22,204.00	\$491,736.00	\$5,382.00	\$14,406.00	\$14,696.00	\$22,673.00	\$577,881.50
BENTON	\$10,583.50	\$5,024.50	\$30,438.00	\$1,570,418.00	\$13,868.00	\$65,202.00	\$40,239.00	\$104,810.00	\$1,840,583.00
BOONE	\$1,456.00	\$1,189.50	\$39,471.00	\$529,409.00	\$1,582.00	\$10,787.00	\$6,635.00	\$17,676.00	\$608,205.50
BRADLEY	\$3,156.00	\$5,275.50	\$2,631.00	\$200,307.00	\$928.00	\$3,324.00	\$2,294.00	\$4,795.00	\$222,710.50
CALHOUN	\$3,884.50	\$717.50	\$3,266.00	\$74,862.00	\$504.00	\$817.00	\$855.00	\$1,336.00	\$86,242.00
CARROLL	\$1,188.50	\$1,173.00	\$11,439.00	\$336,997.00	\$1,744.00	\$6,898.00	\$4,891.00	\$12,128.00	\$376,458.50
CHICOT	\$8,408.50	\$3,575.50	\$9,973.00	\$215,048.00	\$2,634.00	\$6,504.00	\$4,724.00	\$11,446.00	\$262,313.00
CLARK	\$4,721.00	\$995.00	\$31,094.00	\$447,034.00	\$1,970.00	\$8,537.00	\$6,639.00	\$12,025.00	\$513,015.00
CLAY	\$1,078.50	\$91.50	\$6,299.00	\$164,241.00	\$608.00	\$2,504.00	\$2,630.00	\$3,490.00	\$180,942.00
CLEBURNE	\$2,798.00	\$815.50	\$30,018.00	\$383,819.00	\$3,050.00	\$10,357.00	\$12,776.00	\$16,059.00	\$459,692.50
CLEVELAND	\$679.50	\$206.50	\$2,536.00	\$85,500.00	\$1,124.00	\$884.00	\$817.00	\$1,589.00	\$93,336.00
COLUMBIA	\$17,119.00	\$7,559.00	\$10,205.00	\$452,639.00	\$1,554.00	\$5,430.00	\$6,254.00	\$8,807.00	\$509,567.00
CONWAY	\$7,453.00	\$2,247.00	\$25,542.00	\$486,171.00	\$2,274.00	\$9,534.00	\$12,201.00	\$14,799.00	\$560,221.00
CRAIGHEAD	\$22,619.00	\$11,906.50	\$60,811.00	\$2,012,016.00	\$6,268.00	\$28,439.00	\$24,162.00	\$43,366.00	\$2,209,587.50
CRAWFORD	\$1,754.50	\$712.00	\$16,384.00	\$458,730.00	\$3,342.00	\$17,342.00	\$15,155.00	\$27,349.00	\$540,768.50
CRITTENDEN	\$26,866.00	\$15,384.50	\$10,525.00	\$858,623.00	\$3,996.00	\$21,387.00	\$11,753.00	\$37,311.00	\$985,845.50
CROSS	\$6,167.50	\$2,394.00	\$15,321.00	\$340,118.00	\$864.00	\$4,018.00	\$3,997.00	\$7,532.00	\$380,411.50
DALLAS	\$1,947.50	\$648.50	\$8,562.00	\$222,821.00	\$482.00	\$2,371.00	\$2,493.00	\$3,516.00	\$242,841.00
DESHA	\$3,633.00	\$1,667.00	\$13,547.00	\$257,700.00	\$996.00	\$5,447.00	\$5,173.00	\$8,197.00	\$296,360.00
DREW	\$4,946.50	\$2,547.50	\$7,751.00	\$384,805.00	\$1,730.00	\$6,718.00	\$4,368.00	\$9,897.00	\$422,763.00
FAULKNER	\$16,157.50	\$6,758.50	\$62,175.00	\$1,519,106.00	\$8,076.00	\$39,502.00	\$35,980.00	\$56,705.00	\$1,744,460.00
FRANKLIN	\$457.00	\$162.00	\$19,501.00	\$227,818.00	\$1,036.00	\$6,076.00	\$4,342.00	\$10,108.00	\$269,500.00
FULTON	\$141.50	\$712.00	\$4,717.00	\$68,642.00	\$536.00	\$1,734.00	\$1,804.00	\$2,714.00	\$81,000.50
GARLAND	\$14,327.00	\$8,562.50	\$57,824.00	\$1,373,220.00	\$10,778.00	\$48,569.00	\$53,383.00	\$67,962.00	\$1,634,625.50
GRANT	\$848.00	\$571.00	\$8,826.00	\$181,457.00	\$1,410.00	\$5,170.00	\$4,869.00	\$7,416.00	\$210,567.00
GREENE	\$1,403.50	\$647.50	\$25,869.00	\$776,934.00	\$2,700.00	\$12,484.00	\$10,432.00	\$21,248.00	\$851,718.00
HEMPSTEAD	\$96,023.00	\$25,944.50	\$8,521.00	\$437,376.00	\$1,344.00	\$6,736.00	\$3,831.00	\$8,983.00	\$588,758.50
HOT SPRING	\$1,090.50	\$446.00	\$21,768.00	\$486,538.00	\$1,964.00	\$10,698.00	\$7,448.00	\$14,674.00	\$544,626.50
HOWARD	\$56,774.00	\$16,693.00	\$16,087.00	\$327,311.00	\$1,398.00	\$4,442.00	\$2,671.00	\$6,980.00	\$432,356.00
INDEPENDENCE	\$4,151.00	\$1,449.50	\$60,771.00	\$691,903.00	\$1,716.00	\$10,878.00	\$10,336.00	\$15,575.00	\$796,779.50
IZARD	\$123.00	\$35.50	\$7,417.00	\$123,429.00	\$602.00	\$3,668.00	\$3,720.00	\$4,261.00	\$143,255.50
JACKSON	\$17,815.00	\$9,569.50	\$22,701.00	\$307,586.00	\$1,220.00	\$5,436.00	\$7,386.00	\$7,647.00	\$379,360.50
JEFFERSON	\$81,689.50	\$53,878.50	\$38,981.00	\$1,599,239.00	\$11,120.00	\$35,362.00	\$30,007.00	\$52,589.00	\$1,902,866.00
JOHNSON	\$940.50	\$2,021.50	\$8,749.00	\$339,426.00	\$1,314.00	\$6,361.00	\$5,348.00	\$10,145.00	\$374,305.00
LAFAYETTE	\$16,087.50	\$5,592.50	\$2,780.00	\$94,910.00	\$540.00	\$1,769.00	\$1,127.00	\$3,055.00	\$125,861.00
LAWRENCE	\$1,107.00	\$309.00	\$16,864.00	\$345,025.00	\$962.00	\$4,816.00	\$4,796.00	\$7,088.00	\$380,967.00

**ARKANSAS DEPARTMENT OF FINANCE AND ADMINISTRATION**  
**OFFICE OF THE ARKANSAS LOTTERY**  
**RETAIL SALES BY COUNTY**  
**June 1 through June 30, 2021**

COUNTY	CASH 3	CASH 4	FAST PLAY	INSTANT SETTLEMENTS	LUCKY FOR LIFE	MEGA MILLIONS	NATURAL STATE STATE	POWERBALL	TOTAL
LEE	\$6,444.50	\$11,668.50	\$1,995.00	\$92,108.00	\$338.00	\$2,058.00	\$929.00	\$2,674.00	\$118,215.00
LINCOLN	\$452.00	\$553.00	\$3,123.00	\$113,960.00	\$782.00	\$2,725.00	\$2,103.00	\$3,876.00	\$127,574.00
LITTLE RIVER	\$8,609.00	\$3,463.50	\$4,048.00	\$165,187.00	\$780.00	\$3,653.00	\$1,860.00	\$5,438.00	\$193,038.50
LOGAN	\$48.50	\$17.50	\$9,328.00	\$263,772.00	\$1,084.00	\$6,373.00	\$4,864.00	\$10,293.00	\$295,780.00
LONOKE	\$16,812.50	\$7,262.00	\$54,650.00	\$1,299,031.00	\$6,238.00	\$29,254.00	\$28,634.00	\$42,613.00	\$1,484,494.50
MADISON	\$55.00	\$42.50	\$2,226.00	\$123,492.00	\$590.00	\$3,542.00	\$2,015.00	\$5,047.00	\$137,009.50
MARION	\$11,489.00	\$3,018.50	\$10,800.00	\$210,180.00	\$1,698.00	\$5,067.00	\$5,710.00	\$8,301.00	\$256,263.50
MILLER	\$33,413.00	\$14,730.00	\$17,586.00	\$754,783.00	\$4,026.00	\$14,160.00	\$8,798.00	\$19,266.00	\$866,762.00
MISSISSIPPI	\$65,323.00	\$28,281.00	\$24,198.00	\$877,703.00	\$1,892.00	\$10,508.00	\$6,102.00	\$15,571.00	\$1,029,578.00
MONROE	\$18,602.50	\$22,963.50	\$19,615.00	\$228,245.00	\$1,416.00	\$4,941.00	\$3,424.00	\$7,493.00	\$306,700.00
MONTGOMERY	\$0.00	\$0.00	\$3,828.00	\$35,080.00	\$242.00	\$1,519.00	\$1,220.00	\$2,747.00	\$44,636.00
NEVADA	\$6,483.00	\$2,750.00	\$1,748.00	\$215,563.00	\$770.00	\$2,499.00	\$1,659.00	\$3,557.00	\$235,029.00
NEWTON	\$193.50	\$91.00	\$1,919.00	\$44,993.00	\$238.00	\$971.00	\$862.00	\$1,392.00	\$50,659.50
OUACHITA	\$18,682.50	\$8,970.50	\$31,502.00	\$810,132.00	\$2,136.00	\$8,081.00	\$7,684.00	\$13,898.00	\$901,086.00
PERRY	\$1,014.00	\$576.50	\$4,974.00	\$156,367.00	\$668.00	\$3,687.00	\$3,553.00	\$5,243.00	\$176,082.50
PHILLIPS	\$10,906.00	\$5,576.00	\$10,387.00	\$326,326.00	\$1,952.00	\$7,460.00	\$3,799.00	\$11,432.00	\$377,838.00
PIKE	\$247.00	\$106.50	\$17,336.00	\$164,364.00	\$750.00	\$3,751.00	\$4,763.00	\$5,310.00	\$196,627.50
POINSETT	\$6,489.00	\$1,160.50	\$38,288.00	\$664,899.00	\$810.00	\$7,404.00	\$5,938.00	\$11,638.00	\$736,626.50
POLK	\$2,035.50	\$285.00	\$6,264.00	\$213,897.00	\$1,386.00	\$5,963.00	\$5,534.00	\$9,102.00	\$244,466.50
POPE	\$4,692.50	\$1,244.00	\$35,965.00	\$956,919.00	\$5,314.00	\$25,486.00	\$21,748.00	\$36,642.00	\$1,088,010.50
PRAIRIE	\$3,415.00	\$1,623.00	\$5,689.00	\$230,176.00	\$556.00	\$3,121.00	\$2,541.00	\$4,755.00	\$251,876.00
PULASKI	\$183,087.50	\$137,949.50	\$361,552.00	\$8,953,598.00	\$82,914.00	\$247,113.00	\$239,441.00	\$348,111.00	\$10,553,766.00
RANDOLPH	\$99.00	\$118.00	\$8,382.00	\$177,420.00	\$1,366.00	\$5,468.00	\$3,788.00	\$7,954.00	\$204,595.00
SAINT FRANCIS	\$32,094.50	\$16,868.00	\$5,330.00	\$466,586.00	\$2,250.00	\$8,024.00	\$5,280.00	\$13,859.00	\$550,291.50
SALINE	\$33,041.50	\$7,455.50	\$75,284.00	\$1,404,236.00	\$10,906.00	\$39,332.00	\$39,540.00	\$57,840.00	\$1,667,635.00
SCOTT	\$423.50	\$110.00	\$3,962.00	\$102,623.00	\$508.00	\$2,917.00	\$1,671.00	\$4,645.00	\$116,859.50
SEARCY	\$191.00	\$526.00	\$6,576.00	\$102,443.00	\$754.00	\$2,628.00	\$1,909.00	\$3,484.00	\$118,511.00
SEBASTIAN	\$9,864.50	\$3,047.00	\$31,797.00	\$1,153,057.00	\$8,884.00	\$42,601.00	\$40,613.00	\$66,974.00	\$1,356,837.50
SEVIER	\$4,321.50	\$460.50	\$1,524.00	\$195,193.00	\$886.00	\$4,517.00	\$2,313.00	\$5,396.00	\$214,611.00
SHARP	\$667.00	\$338.00	\$16,445.00	\$328,650.00	\$1,778.00	\$7,910.00	\$6,727.00	\$11,851.00	\$374,366.00
STONE	\$821.00	\$241.00	\$6,813.00	\$112,149.00	\$630.00	\$3,610.00	\$4,565.00	\$5,498.00	\$134,327.00
UNION	\$98,579.50	\$48,885.50	\$46,416.00	\$1,050,768.00	\$3,950.00	\$14,985.00	\$11,504.00	\$22,635.00	\$1,297,723.00
VAN BUREN	\$1,297.00	\$685.00	\$13,300.00	\$238,128.00	\$1,368.00	\$5,511.00	\$6,591.00	\$8,536.00	\$275,416.00
WASHINGTON	\$20,806.00	\$8,878.00	\$40,021.00	\$1,751,579.00	\$13,356.00	\$64,482.00	\$44,286.00	\$101,854.00	\$2,045,262.00
WHITE	\$6,123.00	\$3,629.50	\$50,588.00	\$1,169,787.00	\$4,070.00	\$21,456.00	\$18,753.00	\$33,200.00	\$1,307,606.50
WOODRUFF	\$1,625.00	\$1,691.50	\$7,879.00	\$157,374.00	\$534.00	\$2,345.00	\$1,823.00	\$3,724.00	\$176,995.50
YELL	\$788.50	\$358.50	\$9,370.00	\$295,504.00	\$1,064.00	\$5,853.00	\$5,052.00	\$8,857.00	\$326,847.00

**ARKANSAS DEPARTMENT OF FINANCE AND ADMINISTRATION**  
**OFFICE OF THE ARKANSAS LOTTERY**  
**RETAIL SALES BY COUNTY**  
**June 1 through June 30, 2021**

COUNTY	CASH 3	CASH 4	FAST PLAY	INSTANT SETTLEMENTS	LUCKY FOR LIFE	MEGA MILLIONS	NATURAL STATE STATE	POWERBALL	TOTAL
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<b>GRAND TOTALS</b>	<b>*Cash 3</b>	<b>*Cash 4</b>	<b>*Fast Play</b>	<b>*Instant Settlements</b>	<b>*Lucky for Life</b>	<b>*Mega Millions</b>	<b>*Natural State Jackpot</b>	<b>*Powerball</b>	<b>*Total Sales</b>
	\$1,102,974.00	\$576,402.50	\$1,756,369.00	\$45,169,200.00	\$275,312.00	\$1,079,820.00	\$945,482.00	\$1,619,832.00	\$52,525,391.50

**Arkansas Department of Finance and Administration  
Office of the Arkansas Lottery  
Total Number of Active Retailers  
June 2021**

There were 1960 active retailers as of June 30, 2021.

**Arkansas Department of Finance and Administration  
Office of the Arkansas Lottery  
Statement of Net Position  
June 30, 2021**

**ASSETS**

<b>Current assets:</b>	
Cash and cash equivalents	\$ 6,382,421.48
Restricted assets:	
Cash and cash equivalents	153,322,049.08
Accounts receivable	18,546,954.01
Prepaid items	124,687.69
Total current assets	<u>178,376,112.26</u>
<b>Non-current assets:</b>	
Restricted assets:	
Cash and cash equivalents	20,500,021.99
Deposits with Multi-State Lottery Association	2,130,975.92
Capital assets (Net of accumulated depreciation)	1,394,687.80
Total non-current assets	<u>24,025,685.71</u>
Total assets	<u>202,401,797.97</u>
<b>Deferred outflows of resources:</b>	
Related to pension	931,661.70
Related to OPEB	966,044.98
Total deferred outflows of resources	<u>1,897,706.68</u>
Total assets and deferred outflows of resources	<u>\$ 204,299,504.65</u>

**LIABILITIES**

<b>Current liabilities:</b>	
Accounts payable	\$ 5,245.73
Prizes payable	24,985,566.33
Accrued and other liabilities	7,346,803.25
Due to other funds of the State	571,736.60
Due to Education Trust Account	69,847,637.22
Due to Workforce Challenge Trust Account	82,474,411.86
Compensated absences	427,442.59
OPEB Obligation	114,672.71
Unearned revenue	217,869.67
Total current liabilities	<u>185,991,385.96</u>
<b>Long-Term liabilities:</b>	
Net other post employment benefits	4,687,089.59
Net pension liability	4,646,795.00
Total long-term liabilities	<u>9,333,884.59</u>
Total liabilities	<u>195,325,270.55</u>
<b>Deferred inflows of resources:</b>	
Related to pension	338,626.00
Related to OPEB	388,016.43
Total deferred inflows of resources	<u>726,642.43</u>
Total liabilities and deferred inflows of resources	<u>196,051,912.98</u>

**NET POSITION**

<b>Net position:</b>	
Invested in capital assets	1,394,687.80
Restricted for:	
Scholarship shortfall reserve	20,000,000.00
Retailer bond reserve	500,000.00
Deposits with Multi-State Lottery Association	2,130,975.92
Unclaimed prizes reserve	1,000,000.00
Unrestricted (deficit)	<u>(16,778,072.05)</u>
Total net position	<u>8,247,591.67</u>
Total liabilities, deferred inflows of resources and net position	<u>\$ 204,299,504.65</u>

**Arkansas Department of Finance and Administration  
Office of the Arkansas Lottery  
Statement of Revenues, Expenses and Change in Net Position  
For the Year Ended June 30, 2021**

	Current month	Year to date
<b>Operating revenues:</b>		
Instant ticket sales	\$ 45,882,270.00	\$ 529,369,617.00
Online ticket sales	7,443,908.00	102,565,310.50
Retailer application, fidelity, bond and service fees	43,863.16	643,516.65
Other revenue	<u>0.00</u>	<u>1,374.54</u>
 Total operating revenues	 <u>53,370,041.16</u>	 <u>632,579,818.69</u>
 <b>Operating expenses:</b>		
Instant game prizes	32,832,587.03	383,337,054.62
Online game prizes	4,095,984.75	56,809,419.92
Retailer commissions	2,967,430.53	35,732,276.47
Gaming contract costs	4,450,177.04	34,080,391.59
Compensation and benefits	443,241.69	5,256,359.76
Marketing, advertising and promotions	541,958.81	7,228,682.71
General and administrative expenses	282,031.60	5,927,895.03
Services provided by Arkansas Department of Higher Education	42,000.00	504,000.00
Services provided by Arkansas Legislative Audit	0.00	164,800.00
Legal and professional services	0.00	675.05
Depreciation	<u>35,895.43</u>	<u>448,620.06</u>
 Total operating expenses	 <u>45,691,306.88</u>	 <u>529,490,175.21</u>
 Operating income (1)	 7,678,734.28	 103,089,643.48
 <b>Non-operating revenue:</b>		
Interest income	<u>88,279.06</u>	<u>835,596.23</u>
 Income before transfers	 7,767,013.34	 103,925,239.71
 <b>Transfers to:</b>		
Education Trust Account	<u>(15,100,729.47)</u>	<u>(106,609,439.90)</u>
 Change in net position	 <u>\$ (7,333,716.13)</u>	 <u>(2,684,200.19)</u>
 Total net position - beginning		 <u>10,931,791.86</u>
Total net position - ending		<u>\$ 8,247,591.67</u>

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

Arkansas Department of Finance and Administration  
Office of the Arkansas Lottery  
Statement of Revenues and Expenses Budget Comparisons  
For the Year Ended June 30, 2021

	CM Actual	%	CM Budget	%	CM Variance	YTD Actual	%	YTD Budget	%	YTD Variance
<b>Operating revenues:</b>										
Instant games	\$ 45,882,270.00	85.97	\$ 31,500,000.00	86.41	\$ 14,382,270.00	\$ 529,369,617.00	83.68	\$ 406,000,000.00	87.16	\$ 123,369,617.00
Online games	7,443,908.00	13.95	4,915,000.00	13.48	2,528,908.00	102,565,310.50	16.21	59,300,000.00	12.73	43,265,310.50
Retailer fees	43,863.16	0.08	39,000.00	0.11	4,863.16	643,516.65	0.10	500,000.00	0.11	143,516.65
Other revenue	-	-	500.00	0.00	(500.00)	1,374.54	0.00	6,000.00	0.00	(4,625.46)
				0.00%						
Total operating revenues	<u>53,370,041.16</u>	100.00	<u>36,454,500.00</u>	100.00	<u>16,915,541.16</u>	<u>632,579,818.69</u>	100.00	<u>465,806,000.00</u>	100.00	<u>166,773,818.69</u>
<b>Operating expenses:</b>										
Instant game prizes	32,832,587.03	61.52	22,592,000.00	61.97	10,240,587.03	383,337,054.62	60.60	291,615,000.00	62.60	91,722,054.62
Online game prizes	4,095,984.75	7.67	2,649,000.00	7.27	1,446,984.75	56,809,419.92	8.98	32,128,000.00	6.90	24,681,419.92
Retailer commissions	2,967,430.53	5.56	2,061,000.00	5.65	906,430.53	35,732,276.47	5.65	26,318,000.00	5.65	9,414,276.47
Gaming contract costs	4,450,177.04	8.34	1,601,000.00	4.39	2,849,177.04	34,080,391.59	5.39	21,800,000.00	4.68	12,280,391.59
Compensation & benefits	443,241.69	0.83	431,000.00	1.18	12,241.69	5,256,359.76	0.83	5,400,000.00	1.16	(143,640.24)
Marketing, advertising & promotions	541,958.81	1.02	602,000.00	1.65	(60,041.19)	7,228,682.71	1.14	7,500,000.00	1.61	(271,317.29)
General and administrative expenses	282,031.60	0.53	174,000.00	0.48	108,031.60	5,927,895.03	0.94	2,519,000.00	0.54	3,408,895.03
Services provided by other agencies	42,000.00	0.08	38,000.00	0.10	4,000.00	668,800.00	0.11	585,000.00	0.13	83,800.00
Legal and professional service	-	-	500.00	0.00	(500.00)	675.05	0.00	6,000.00	0.00	(5,324.95)
Depreciation	35,895.43	0.07	32,000.00	0.09	3,895.43	448,620.06	0.07	383,000.00	0.08	65,620.06
Total operating expenses	<u>45,691,306.88</u>	85.61	<u>30,180,500.00</u>	82.79	<u>15,510,806.88</u>	<u>529,490,175.21</u>	83.70	<u>388,254,000.00</u>	83.35	<u>141,236,175.21</u>
Operating income	7,678,734.28	14.39	6,274,000.00	17.21	1,404,734.28	103,089,643.48	16.30	77,552,000.00	16.65	25,537,643.48
<b>Non-operating revenue:</b>										
Interest income	<u>88,279.06</u>	0.17	<u>61,000.00</u>	0.17	<u>27,279.06</u>	<u>835,596.23</u>	0.13	<u>670,000.00</u>	0.14	<u>165,596.23</u>
Income before transfers	<u>\$ 7,767,013.34</u>	14.55	<u>\$ 6,335,000.00</u>	17.38	<u>\$ 1,432,013.34</u>	<u>\$ 103,925,239.71</u>	16.43	<u>\$ 78,222,000.00</u>	16.79	<u>\$ 25,703,239.71</u>



**Arkansas Department of Finance and Administration  
Office of the Arkansas Lottery  
Net Proceeds Transfer to Ed Trust Computation  
Modified Cash Basis  
For the Year Ended June 30, 2021**

	Year to date
<b>Operating revenues:</b>	
Instant ticket (Settlements)	\$ 529,077,255.00
Online ticket sales	102,565,310.50
Retailer application, fidelity and service fees	643,516.65
Other revenue	<u>1,374.54</u>
<b>Total operating revenues</b>	<u><b>632,287,456.69</b></u>
<b>Operating expenses:</b>	
Instant game prizes (Settlements)	381,392,721.01
Online game prizes	56,809,419.92
Retailer commissions	35,732,276.47
Gaming contract costs	34,080,391.59
Compensation and benefits	5,256,359.76
Marketing, advertising and promotions	7,228,682.71
General and administrative expenses	5,927,895.03
Services provided by ADHE	504,000.00
Services provided by Legislative Audit Agency	164,800.00
Legal and professional services	675.05
Current year capital asset cost	<u>60,868.77</u>
<b>Total operating expenses</b>	<u><b>527,158,090.31</b></u>
<b>Change in net proceeds from operations</b>	<b>105,129,366.38</b>
<b>Non-operating revenue:</b>	
Interest income	835,596.23
Other non-operating income	0.00
EDUCATION TRUST FUNDING-Current Year	(91,508,710.43)
Less Act 1180 Unclaimed Prizes	
Less current year Bond Reserve Fees	restricted reserves
Add Bond Funds in excess of \$500,000	see 23-115-603(a)(5)
Add back Write Off Retailer Bad Debt	
Less current year MUSL Reserves	384,377.29 see 23-115-103(17) and (19)(A)&(B)
Add OPEB expense in Comp and Benefits	<u>260,100.00</u>
<b>NET PROCEEDS EARNED-Current Month</b>	<u><b>\$ 15,100,729.47</b></u>

	Transfer	Interest	Total
<b>Academic Challenge Scholarship Trust</b>	<b>\$ 66,583,935.55</b>	<b>\$ 3,263,701.67</b>	<b>\$ 69,847,637.22</b>
April 2020 funding - 5/15/20	\$ 8,312,074.87	\$ 6,237.77	\$ 8,318,312.64
May 2020 funding - 6/15/20	\$ 8,609,833.84	\$ 9,272.55	\$ 8,619,106.39
June 2020 funding - 7/15/20	\$ 14,969,860.90	\$ 14,602.28	\$ 14,984,463.18
June 2020 Final Adjustments funding - 10/22/20	\$ (185,527.29)	\$ -	\$ (185,527.29)
Transfer excess net proceeds to Workforce Trust Fund 10/22/20	\$ (16,265,393.95)	\$ -	\$ (16,265,393.95)
July 2020 funding - 8/15/20	\$ 8,573,004.11	\$ 19,569.82	\$ 8,592,573.93
August 2020 funding - 9/15/20	\$ 7,837,402.04	\$ 25,515.40	\$ 7,862,917.44
Transfer to ADHE for FY 2021 Fall Funding 9/24/20	\$ (38,000,000.00)	\$ -	\$ (38,000,000.00)
September 2020 funding - 10/15/20	\$ 7,667,415.02	\$ 24,161.97	\$ 7,691,576.99
October 2020 funding - 11/15/20	\$ 8,435,196.50	\$ 12,140.50	\$ 8,447,337.00
November 2020 funding - 12/15/20	\$ 8,196,802.93	\$ 10,795.95	\$ 8,207,598.88
December 2020 funding - 1/15/21	\$ 5,956,009.67	\$ 14,912.86	\$ 5,970,922.53
January 2021 funding - 2/15/21	\$ 10,896,695.24	\$ 16,497.08	\$ 10,913,192.32
Transfer to ADHE for FY2021 Spring Funding 2/17/20	\$ (30,000,000.00)	\$ -	\$ (30,000,000.00)
February 2021 funding - 3/15/21	\$ 5,577,047.59	\$ 15,323.36	\$ 5,592,370.95
March 2021 funding - 4/15/21	\$ 8,329,488.02	\$ 12,429.36	\$ 8,341,917.38
April 2021 funding - 5/15/21	\$ 12,285,184.74	\$ 14,753.90	\$ 12,299,938.64
May 2021 funding - 6/15/21	\$ 7,570,133.41	\$ 18,230.96	\$ 7,588,364.37
June 2021 funding - 7/15/21	\$ 15,074,646.71	\$ 26,082.76	\$ 15,100,729.47
<b>Workforce Challenge Scholarship Trust</b>	<b>\$ 82,474,411.86</b>	<b>\$ -</b>	<b>\$ 82,474,411.86</b>
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 FY 2019 fall funding 11/7/18 Workforce Challenge	\$ (1,000,000.00)	\$ -	\$ (1,000,000.00)
FY 2019 Excess Net Proceeds transferred from Edu Trust 9/5/19	\$ 3,904,288.48	\$ -	\$ 3,904,288.48
Transfer excess net proceeds to Workforce Trust Fund 11/08/19	\$ 23,639,040.28	\$ -	\$ 23,639,040.28
Transfer to ADHE for FY 2020 fall funding 4/24/20 Concurrent Challenge	\$ (1,000,000.00)	\$ -	\$ (1,000,000.00)
Transfer to ADHE for FY 2020 spring funding 7/24/20 Concurrent Challenge	\$ (400,000.00)	\$ -	\$ (400,000.00)
ADHE Refund from FY 2020 / 8/14/20	\$ 4,466,023.18	\$ -	\$ 4,466,023.18
Transfer excess net proceeds to Workforce Trust Fund 10/22/20	\$ 16,265,393.95	\$ -	\$ 16,265,393.95
Transfer to ADHE for FY 2021 Fall funding 11/10/20 Concurrent Challenge	\$ (1,000,000.00)	\$ -	\$ (1,000,000.00)
Transfer to ADHE for FY 2021 Spring funding 2/17/21 Concurrent Challenge	\$ (1,500,000.00)	\$ -	\$ (1,500,000.00)

**Arkansas Department of Finance and Administration**  
**Office of the Arkansas Lottery**  
**Unclaimed Prizes**  
**June 30, 2021**

	Monthly	Year to Date
Reserve Balance July 1, 2020		\$1,000,000.00
1. Unclaimed lottery prize money:	\$ 1,189,635.68	8,682,300.75
2. Expenditures from unclaimed lottery prize money:		
3. Reserved for future prizes, promotions or reserves:	1,189,635.68	8,682,300.75
4. Less Deposits to net lottery proceeds from unclaimed Lottery prize money:		8,682,300.75
Reserve Balance June 30, 2021		\$1,000,000.00

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

**OFFICE OF THE ARKANSAS LOTTERY MINORITY AND FEMALE OWNED DIVERSITY COMPLIANCE REPORT  
June 1 through June 30, 2021**

<b>Vendors</b>	<b>Goods or Services</b>	<b>Diversity Classification</b>	<b>June 2021</b>	<b>FY 2021 Total</b>
Government Supply Services	Office Furniture/Supplies	CMBE	\$ 241.20	\$ 3,656.29
A-Absolute Moving & Hauling	Moving Office Furniture	CMBE	\$ -	\$ 1,753.63
<b>Totals</b>			<b>\$ 241.20</b>	<b>\$ 5,409.92</b>

**INTRALOT MINORITY AND FEMALE OWNED DIVERSITY COMPLIANCE REPORT  
June 1 through June 30, 2021**

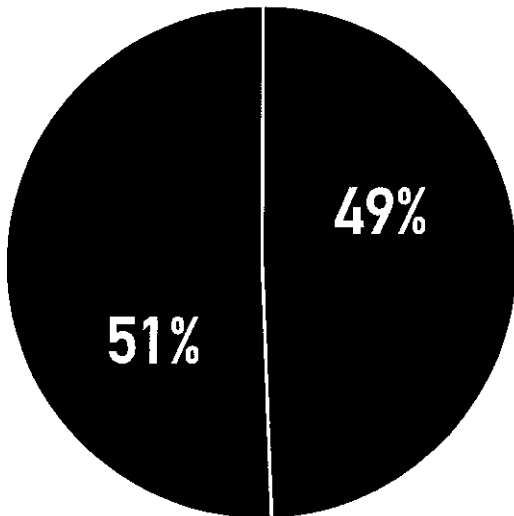
<b>Vendors</b>	<b>Goods or Services</b>	<b>Diversity Classification</b>	<b>June 2021</b>	<b>FY 2021 Total</b>
J Kelly Referrals and Informations Services	Call Center/Information Services	CMBE	\$ 14,000.00	\$ 175,000.00
<b>Totals</b>			<b>\$ 14,000.00</b>	<b>\$ 175,000.00</b>

**SCIENTIFIC GAMES MINORITY AND FEMALE OWNED DIVERSITY COMPLIANCE REPORT  
June 1 through June 30, 2021**

<b>Vendors</b>	<b>Goods or Services</b>	<b>Diversity Classification</b>	<b>June 2021</b>	<b>FY 2021 Total</b>
Expedited Transportation Service	Transportation Services	DBE	\$ 9,409.76	\$ 27,579.20
Pure Cleaning Services	Janitorial Servies	MBE	\$ 1,226.26	\$ 14,512.60
Ingage, LLC	Fulfillment Services and Prizes	WBE	\$ 161,638.21	\$ 766,430.32
<b>Totals</b>			<b>\$ 172,274.23</b>	<b>\$ 808,522.12</b>

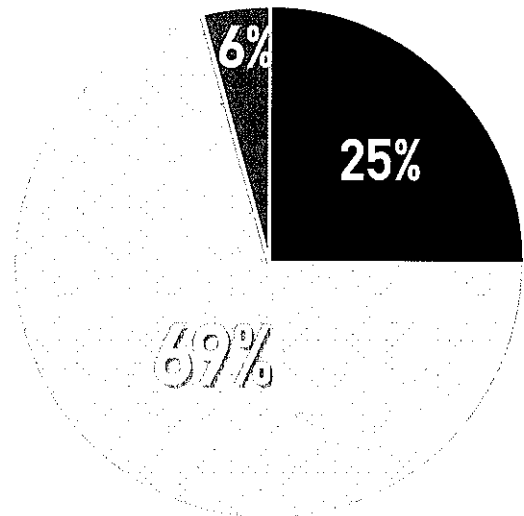
ARKANSAS DEPARTMENT OF FINANCE AND ADMINISTRATION  
 OFFICE OF THE ARKANSAS LOTTERY  
 JUNE 2021

**GENDER**



- FEMALE
- MALE

**RACE**



- BLACK
- CAUCASIAN
- OTHER MINORITIES

▼ TOTAL NUMBER OF EMPLOYEES AS OF JUNE 2021: 65 ▼

**GENDER**

Females - 32

Males - 33

**RACE**

Black - 16 ----- Female - 9 Male - 7

Caucasian - 45 ----- Female - 22 Male - 23

Other - 4 ----- Female - 1 Male - 3

**Arkansas Department of Finance and Administration  
Office of the Arkansas Lottery  
Internal Auditor Report  
June 1 through June 30, 2021**

There were no Internal Auditor Reports entered into by Arkansas Department of Finance and Administration Office of the Arkansas Lottery during the month of June 2021.

**DFA/Office of the Arkansas Lottery**  
**Instant & Fast Play Games**  
**June 2021**

Sales for the following instant games began June 1, 2021. No ending dates have been determined for these games.

**\$1 Win It All**

**\$2 Magic 8 Ball™<sup>1</sup>**

**\$5 \$500 Madness**

**\$10 \$200,000 Black and Gold**

<sup>1</sup>Magic 8 Ball™ is a licensed property game. There are no additional costs for this game.

Sales for the following instant games began June 29, 2021. No ending dates have been determined for these games.

**\$1 \$50 Cash!**

**\$2 Quick \$100!**

**\$3 Crossword Xtreme**

**\$5 \$100,000 Lincoln**

**\$10 Multiplier Rush**

Sales for the following Fast Play games began June 28, 2021. No ending dates have been determined for these games.

**\$1 Quick Cards**

**\$2 Bingo**