



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>

February 10, 2022

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 January 2022. 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
15. Instant Ticket Games Released

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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and Administration**

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February 10, 2022

The Honorable Ronald Caldwell, Co-Chair  
The Honorable Gary Deffenbaugh, 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 Deffenbaugh:

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 January 2022. The reports contain the following information:

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

**Arkansas Department of Finance and Administration  
Office of the Arkansas Lottery  
Term Contracts for Goods and Services  
January 1 through January 31, 2022**

Please see the following Term Contracts for Goods and Services.

**SECOND AMENDMENT TO**  
**AGREEMENT FOR CONTRACTUAL SERVICES FOR ADVERTISING,**  
**MARKETING, AND PUBLIC RELATIONS SERVICES**

THIS AGREEMENT, effective as of 2.16.2022, by and between the Department of Finance and Administration Office of the Arkansas Lottery ("OAL" or "Lottery"), 124 West Capitol Avenue, Suite 1400, Little Rock, AR 72201, and CJRW, 300 Main Street, Little Rock, AR 72201, witnesses that the Parties have made agreements set forth below:

**RECITALS**

WHEREAS, the State of Arkansas has, pursuant to Arkansas law, established the Lottery and authorized the Executive Director of the Arkansas Lottery ("Director") to enter into contracts for advertising, marketing, and public relations services; and

WHEREAS, the Lottery issued a Request for Qualifications ("RFQ") for Proposals of Advertising, Marketing, and Public Relations Services, and whereas, upon evaluation of the proposals submitted in response to the RFQ, the Lottery determined that the CJRW proposal dated October 13, 2016, ("Proposal") met or exceeded each of the requirements of the RFQ and was a Successful Vendor pursuant to the Lottery's competitive proposal process; and

WHEREAS, based on in-depth evaluations of CJRW, the Lottery entered into a contractual services agreement ("Agreement" or "Contract") with CJRW for Advertising, Marketing, and Public Relations Services on 2.16.2017, with a First Amendment ("First Amendment") to said contract on 12.20.2019; and

WHEREAS, the Parties now desire to amend the Agreement by this Second Amendment ("Second Amendment") to continue to have CJRW provide advertising, marketing, and public relations services to OAL; and

NOW, THEREFORE, for good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the Parties agree as follows:

**AGREEMENTS**


1. The Parties mutually agree to amend the contract and to exercise the extension period set forth in the First Amendment to the Agreement, and this Second Amendment shall be effective from 2.16.2022 up to and including 6.30.2022. Consistent with the terms of the First Amendment, the Parties may mutually agree during the above period (2.16.2022-6.30.2022) to a final extension of the contract for a period of one (1) additional year up to and including 6.30.2023, or a portion thereof. The rate of payment for services under this Second Amendment shall be as is provided for in the CJRW Cost Schedule, "Exhibit A", which is attached hereto and is incorporated herein by reference as though set out word for word. The amount to be paid under this Second Amendment shall be within the parameters of the FY2022 Advertising and Marketing Budget which is currently in effect. All provisions of the original

Agreement and the First Amendment which are not inconsistent with the terms of this Second Amendment shall continue and remain in full force and effect.

*IN WITNESS WHEREOF*, the Parties have executed this Second Amendment to the Agreement for Contractual Services for Advertising, Marketing, and Public Relations Services on this 3 day of January, 2022.



J. Eric Hagler, Executive Director  
Department of Finance and Administration Office of the Arkansas Lottery

  
Jill Joslin, President  
CJR W

## CJRW COST SCHEDULE "EXHIBIT 'A'" TO 2022 AMENDMENT

SERVICE	PRICE
<b>MEDIA PLACEMENT (TV, Radio, Print, Billboard, Digital, Social)</b>	<b>13% of media cost</b>
<b>ADVERTISING, MARKETING &amp; PR SERVICES</b>	
	<b>Hourly Charge</b>
Creative Director	\$0
Creative Development	\$115
Art Director	\$0
Copy Writer	\$0
Graphic Designer	\$0
Senior Account Supervisor	\$0
Strategic Planning	\$0
Account Manager/Coordinator	\$0
Staff Accountant	\$0
Promotional Specialist	\$0
Promotional Staff	\$0
Public Relations Director/Planning	\$135
Public Relations Coordinator	\$135
Production Director	\$0
Media Planning/Traffic/Production Supervision	\$0
Social Media Planning/Management	\$95
Digital Media Planning/Management	\$0
Media Tracking	\$0
Workshop Meeting Attendance	\$0
Research Material Collection	\$0
External Printing	Outside Vendor Cost
External TV, Radio, Billboard, Digital, Print, Social, and POS Production	Outside Vendor Cost
Website Creative Development	Outside Vendor Cost
Website Hosting, Content Management and Maintenance	Outside Vendor Cost

**Arkansas Department of Finance and Administration**  
**Office of the Arkansas Lottery**  
**Debt Set-Off and Retailer Losses**  
**January 31, 2022**

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

a. Arkansas Department of Finance and Administration	\$ 20,305.51
b. Arkansas Office of Child Support Enforcement - Child Support	<u>\$ 4,694.94</u>
Total Debt Set-Off:	\$ 25,000.45

**2. Retailer Losses:     \$0.00**

**ARKANSAS DEPARTMENT OF FINANCE AND ADMINISTRATION**  
**OFFICE OF THE ARKANSAS LOTTERY**  
**RETAIL SALES BY COUNTY**  
**January 1 through January 31, 2022**

COUNTY	CASH 3	CASH 4	FAST PLAY	INSTANT SETTLEMENTS	LUCKY FOR LIFE	MEGA MILLIONS	NATURAL STATE STATE	POWERBALL	TOTAL
ARKANSAS	\$18,408.50	\$10,740.00	\$15,354.00	\$476,570.00	\$3,416.00	\$14,980.00	\$4,235.00	\$28,499.00	\$572,202.50
ASHLEY	\$13,892.00	\$15,146.50	\$11,462.00	\$186,104.00	\$1,966.00	\$7,716.00	\$2,192.00	\$16,690.00	\$255,168.50
BAXTER	\$3,653.00	\$3,473.00	\$17,437.00	\$542,834.00	\$9,918.00	\$29,221.00	\$11,849.00	\$56,531.00	\$674,916.00
BENTON	\$9,956.50	\$3,840.00	\$29,680.00	\$1,633,754.00	\$22,982.00	\$137,935.00	\$24,539.00	\$256,663.00	\$2,119,349.50
BOONE	\$2,303.50	\$3,591.50	\$27,564.00	\$496,790.00	\$2,396.00	\$20,188.00	\$4,759.00	\$38,254.00	\$595,846.00
BRADLEY	\$1,676.50	\$5,062.50	\$3,249.00	\$168,239.00	\$1,406.00	\$5,813.00	\$1,667.00	\$10,931.00	\$198,044.00
CALHOUN	\$3,101.00	\$672.00	\$1,643.00	\$54,522.00	\$1,042.00	\$1,402.00	\$766.00	\$3,123.00	\$66,271.00
CARROLL	\$619.00	\$910.50	\$10,697.00	\$293,977.00	\$2,496.00	\$13,476.00	\$3,039.00	\$25,569.00	\$350,783.50
CHICOT	\$7,695.00	\$3,397.50	\$5,110.00	\$161,600.00	\$3,276.00	\$12,045.00	\$2,932.00	\$20,930.00	\$216,985.50
CLARK	\$3,874.50	\$1,201.00	\$31,762.00	\$379,921.00	\$3,276.00	\$15,192.00	\$4,785.00	\$26,532.00	\$466,543.50
CLAY	\$1,552.50	\$44.00	\$3,250.00	\$130,913.00	\$1,404.00	\$5,265.00	\$1,675.00	\$9,963.00	\$154,066.50
CLEBURNE	\$3,000.00	\$263.00	\$22,515.00	\$320,413.00	\$5,558.00	\$20,685.00	\$7,987.00	\$38,406.00	\$418,827.00
CLEVELAND	\$1,171.50	\$205.50	\$1,632.00	\$56,616.00	\$1,058.00	\$1,681.00	\$332.00	\$3,738.00	\$66,434.00
COLUMBIA	\$14,020.00	\$6,943.50	\$10,461.00	\$352,030.00	\$4,224.00	\$9,550.00	\$3,280.00	\$20,327.00	\$420,835.50
CONWAY	\$6,378.50	\$1,979.50	\$17,579.00	\$422,084.00	\$5,312.00	\$22,064.00	\$7,136.00	\$34,412.00	\$516,945.00
CRAIGHEAD	\$18,823.00	\$8,493.00	\$60,084.00	\$1,797,584.00	\$11,470.00	\$62,735.00	\$13,427.00	\$112,412.00	\$2,085,028.00
CRAWFORD	\$2,263.00	\$914.50	\$12,070.00	\$431,230.00	\$6,808.00	\$36,390.00	\$8,183.00	\$65,440.00	\$563,298.50
CRITTENDEN	\$37,364.00	\$21,093.50	\$14,750.00	\$721,506.00	\$7,556.00	\$45,468.00	\$8,217.00	\$77,018.00	\$932,972.50
CROSS	\$6,779.00	\$3,675.50	\$9,523.00	\$303,532.00	\$1,310.00	\$9,167.00	\$2,199.00	\$16,002.00	\$352,187.50
DALLAS	\$1,714.00	\$863.00	\$5,787.00	\$204,437.00	\$654.00	\$4,899.00	\$1,927.00	\$9,772.00	\$230,053.00
DESHA	\$3,422.00	\$1,618.00	\$3,318.00	\$219,190.00	\$1,388.00	\$8,360.00	\$2,713.00	\$16,711.00	\$256,720.00
DREW	\$3,407.00	\$2,286.50	\$17,536.00	\$355,756.00	\$3,982.00	\$12,457.00	\$3,005.00	\$22,490.00	\$420,919.50
FAULKNER	\$13,116.00	\$5,491.00	\$43,338.00	\$1,367,045.00	\$20,252.00	\$72,776.00	\$23,881.00	\$125,797.00	\$1,671,696.00
FRANKLIN	\$616.50	\$86.50	\$17,340.00	\$210,436.00	\$1,740.00	\$12,647.00	\$3,116.00	\$24,155.00	\$270,137.00
FULTON	\$1,212.50	\$1,151.50	\$7,410.00	\$61,500.00	\$780.00	\$3,334.00	\$1,018.00	\$5,544.00	\$81,950.00
GARLAND	\$14,349.00	\$6,279.50	\$46,000.00	\$1,263,330.00	\$25,636.00	\$88,360.00	\$37,264.00	\$157,019.00	\$1,638,237.50
GRANT	\$923.50	\$736.00	\$9,054.00	\$164,641.00	\$2,822.00	\$11,240.00	\$2,884.00	\$19,713.00	\$212,013.50
GREENE	\$615.00	\$423.00	\$23,089.00	\$721,921.00	\$5,494.00	\$25,204.00	\$6,867.00	\$48,262.00	\$831,875.00
HEMPSTEAD	\$66,569.50	\$23,501.00	\$12,825.00	\$405,750.00	\$4,046.00	\$11,890.00	\$2,863.00	\$20,521.00	\$547,965.50
HOT SPRING	\$1,016.00	\$433.50	\$16,559.00	\$421,609.00	\$3,916.00	\$17,295.00	\$5,219.00	\$29,123.00	\$495,170.50
HOWARD	\$51,884.50	\$13,249.50	\$9,963.00	\$229,322.00	\$2,260.00	\$7,873.00	\$2,037.00	\$13,231.00	\$329,820.00
INDEPENDENCE	\$4,499.50	\$2,956.00	\$55,667.00	\$648,003.00	\$4,576.00	\$22,826.00	\$6,564.00	\$40,375.00	\$785,466.50
IZARD	\$212.00	\$161.00	\$5,874.00	\$104,895.00	\$828.00	\$6,205.00	\$1,787.00	\$10,671.00	\$130,633.00
JACKSON	\$16,343.50	\$11,430.00	\$21,300.00	\$337,993.00	\$1,924.00	\$11,003.00	\$4,386.00	\$18,949.00	\$423,328.50
JEFFERSON	\$70,165.00	\$45,986.50	\$31,614.00	\$1,333,858.00	\$19,660.00	\$59,691.00	\$20,756.00	\$117,423.00	\$1,699,153.50
JOHNSON	\$1,594.00	\$1,597.50	\$5,689.00	\$291,054.00	\$2,762.00	\$12,889.00	\$4,037.00	\$25,421.00	\$345,043.50
LAFAYETTE	\$15,913.50	\$3,818.50	\$2,051.00	\$106,700.00	\$906.00	\$3,321.00	\$510.00	\$6,536.00	\$139,756.00
LAWRENCE	\$856.50	\$155.50	\$15,727.00	\$283,878.00	\$1,202.00	\$10,480.00	\$2,529.00	\$18,660.00	\$333,488.00



**ARKANSAS DEPARTMENT OF FINANCE AND ADMINISTRATION**  
**OFFICE OF THE ARKANSAS LOTTERY**  
**RETAIL SALES BY COUNTY**  
**January 1 through January 31, 2022**

COUNTY	CASH 3	CASH 4	FAST PLAY	INSTANT SETTLEMENTS	LUCKY FOR LIFE	MEGA MILLIONS	NATURAL STATE STATE	POWERBALL	TOTAL
LEE	\$3,027.00	\$13,255.50	\$5,110.00	\$83,213.00	\$800.00	\$3,428.00	\$1,015.00	\$5,998.00	\$115,846.50
LINCOLN	\$557.00	\$987.50	\$3,370.00	\$106,923.00	\$1,876.00	\$4,862.00	\$1,520.00	\$9,738.00	\$129,833.50
LITTLE RIVER	\$5,436.00	\$3,789.50	\$2,914.00	\$134,234.00	\$646.00	\$6,449.00	\$1,218.00	\$11,365.00	\$166,051.50
LOGAN	\$22.50	\$8.00	\$9,988.00	\$238,263.00	\$1,570.00	\$11,656.00	\$3,334.00	\$22,318.00	\$287,159.50
LONOKE	\$12,572.00	\$6,712.50	\$48,296.00	\$1,173,095.00	\$12,028.00	\$58,557.00	\$17,333.00	\$98,097.00	\$1,426,690.50
MADISON	\$59.00	\$27.00	\$714.00	\$103,199.00	\$1,916.00	\$7,407.00	\$1,594.00	\$14,472.00	\$129,388.00
MARION	\$13,936.50	\$3,252.00	\$10,906.00	\$196,408.00	\$3,162.00	\$9,494.00	\$4,403.00	\$15,859.00	\$257,420.50
MILLER	\$30,377.50	\$11,352.50	\$15,898.00	\$690,021.00	\$9,274.00	\$23,650.00	\$6,393.00	\$39,424.00	\$826,390.00
MISSISSIPPI	\$47,021.00	\$21,961.00	\$17,148.00	\$691,634.00	\$2,148.00	\$21,370.00	\$3,338.00	\$37,906.00	\$842,526.00
MONROE	\$13,692.50	\$12,693.50	\$36,806.00	\$207,710.00	\$1,262.00	\$10,378.00	\$2,399.00	\$17,519.00	\$302,460.00
MONTGOMERY	\$29.00	\$33.00	\$3,653.00	\$32,737.00	\$198.00	\$3,002.00	\$801.00	\$5,453.00	\$45,906.00
NEVADA	\$4,240.00	\$2,042.50	\$1,169.00	\$184,062.00	\$1,088.00	\$4,809.00	\$1,002.00	\$8,028.00	\$206,440.50
NEWTON	\$97.00	\$19.00	\$3,007.00	\$53,536.00	\$332.00	\$1,557.00	\$643.00	\$2,816.00	\$62,007.00
OUACHITA	\$18,403.50	\$7,409.50	\$20,724.00	\$694,149.00	\$4,942.00	\$16,310.00	\$4,786.00	\$29,398.00	\$796,122.00
PERRY	\$1,126.50	\$366.00	\$5,799.00	\$129,346.00	\$1,768.00	\$5,791.00	\$2,057.00	\$11,330.00	\$157,583.50
PHILLIPS	\$13,022.00	\$5,629.00	\$6,436.00	\$263,917.00	\$2,250.00	\$10,683.00	\$3,185.00	\$20,563.00	\$325,685.00
PIKE	\$290.00	\$100.00	\$9,741.00	\$142,329.00	\$1,610.00	\$6,257.00	\$2,800.00	\$11,200.00	\$174,327.00
POINSETT	\$4,669.50	\$876.00	\$22,633.00	\$585,620.00	\$1,820.00	\$14,141.00	\$3,468.00	\$26,125.00	\$659,352.50
POLK	\$1,409.50	\$349.50	\$8,996.00	\$203,500.00	\$2,306.00	\$10,499.00	\$3,680.00	\$19,555.00	\$250,295.00
POPE	\$2,833.50	\$761.50	\$21,762.00	\$888,678.00	\$8,484.00	\$50,286.00	\$13,207.00	\$77,854.00	\$1,063,866.00
PRAIRIE	\$4,079.00	\$840.00	\$4,735.00	\$196,386.00	\$860.00	\$6,684.00	\$1,359.00	\$11,372.00	\$226,315.00
PULASKI	\$166,225.00	\$137,698.50	\$282,301.00	\$6,826,164.00	\$172,342.00	\$475,065.00	\$156,920.00	\$745,966.00	\$8,962,681.50
RANDOLPH	\$163.00	\$74.00	\$7,847.00	\$180,120.00	\$3,238.00	\$12,109.00	\$2,494.00	\$19,884.00	\$225,929.00
SAINT FRANCIS	\$21,142.50	\$12,306.00	\$5,289.00	\$370,848.00	\$2,806.00	\$14,990.00	\$3,730.00	\$27,600.00	\$458,711.50
SALINE	\$21,961.50	\$6,643.00	\$85,120.00	\$1,288,742.00	\$22,230.00	\$77,262.00	\$25,041.00	\$135,648.00	\$1,662,647.50
SCOTT	\$230.50	\$32.00	\$2,513.00	\$101,118.00	\$1,468.00	\$6,725.00	\$1,440.00	\$10,454.00	\$123,980.50
SEARCY	\$67.00	\$173.00	\$3,301.00	\$80,701.00	\$1,032.00	\$3,709.00	\$1,205.00	\$7,561.00	\$97,749.00
SEBASTIAN	\$10,979.50	\$3,917.50	\$22,784.00	\$971,587.00	\$18,564.00	\$90,739.00	\$24,212.00	\$161,954.00	\$1,304,737.00
SEVIER	\$4,119.00	\$872.50	\$2,517.00	\$206,123.00	\$866.00	\$10,758.00	\$1,678.00	\$16,968.00	\$243,901.50
SHARP	\$1,210.50	\$540.50	\$16,586.00	\$335,994.00	\$2,224.00	\$14,894.00	\$5,349.00	\$28,653.00	\$405,451.00
STONE	\$777.00	\$41.50	\$12,904.00	\$108,911.00	\$1,192.00	\$6,532.00	\$3,633.00	\$10,816.00	\$144,806.50
UNION	\$69,409.00	\$36,807.00	\$39,463.00	\$921,063.00	\$6,966.00	\$25,963.00	\$8,021.00	\$49,528.00	\$1,157,220.00
VAN BUREN	\$1,049.00	\$850.50	\$13,353.00	\$226,819.00	\$2,196.00	\$11,365.00	\$4,589.00	\$20,343.00	\$280,564.50
WASHINGTON	\$18,308.00	\$7,955.00	\$50,057.00	\$1,920,802.00	\$24,824.00	\$131,859.00	\$31,093.00	\$239,334.00	\$2,424,232.00
WHITE	\$8,492.50	\$3,911.00	\$52,469.00	\$1,085,712.00	\$8,322.00	\$45,354.00	\$12,772.00	\$79,401.00	\$1,296,433.50
WOODRUFF	\$2,067.50	\$1,729.50	\$4,034.00	\$154,023.00	\$1,360.00	\$6,060.00	\$1,236.00	\$9,198.00	\$179,708.00
YELL	\$932.00	\$1,169.00	\$9,354.00	\$279,202.00	\$2,012.00	\$11,182.00	\$3,850.00	\$19,357.00	\$327,058.00

**ARKANSAS DEPARTMENT OF FINANCE AND ADMINISTRATION**  
**OFFICE OF THE ARKANSAS LOTTERY**  
**RETAIL SALES BY COUNTY**  
 January 1 through January 31, 2022

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>
	\$928,994.50	\$521,056.00	\$1,525,660.00	\$39,718,426.00	\$533,684.00	\$2,105,559.00	\$613,360.00	\$3,670,868.00	\$49,617,607.50

**Arkansas Department of Finance and Administration  
Office of the Arkansas Lottery  
Total Number of Active Retailers  
January 2022**

There were 1967 active retailers as of January 31, 2022.

**Arkansas Department of Finance and Administration  
Office of the Arkansas Lottery  
Statement of Net Position  
January 31, 2022**

**ASSETS**

**Current assets:**

Cash and cash equivalents	\$ 1,685,618.97
<b>Restricted assets:</b>	
Cash and cash equivalents	171,509,699.58
Accounts receivable	15,062,313.28
Prepaid items	1,017,702.03
Total current assets	<u>189,275,333.86</u>

**Non-current assets:**

<b>Restricted assets:</b>	
Cash and cash equivalents	20,585,853.30
Deposits with Multi-State Lottery Association	2,100,401.41
Capital assets (Net of accumulated depreciation)	1,143,416.59
Total non-current assets	<u>23,829,671.30</u>

Total assets 213,105,005.16

**Deferred outflows of resources:**

Related to pension	1,285,278.28
Related to OPEB	759,944.04
Total deferred outflows of resources	<u>2,045,222.32</u>

Total assets and deferred outflows of resources \$ 215,150,227.48

**LIABILITIES**

**Current liabilities:**

Accounts payable	\$ 8,990.28
Prizes payable	21,578,106.40
Accrued and other liabilities	2,487,547.70
Due to other funds of the State	346,918.81
Due to Lottery Scholarship Trust Account	165,574,310.53
Compensated absences	405,539.21
OPEB Obligation	123,791.78
Unearned revenue	278,913.30
Total current liabilities	<u>190,804,118.01</u>

**Long-Term liabilities:**

Net other post employment benefits	4,646,957.34
Net pension liability	5,317,319.00
Total long-term liabilities	<u>9,964,276.34</u>

Total liabilities 200,768,394.35

**Deferred inflows of resources:**

Related to pension	258,159.00
Related to OPEB	407,256.30
Total deferred inflows of resources	<u>665,415.30</u>

Total liabilities and deferred inflows of resources 201,433,809.65

**NET POSITION**

**Net position:**

Invested in capital assets	1,143,416.59
<b>Restricted for:</b>	
Scholarship shortfall reserve	20,000,000.00
Retailer bond reserve	588,431.31
Deposits with Multi-State Lottery Association	2,100,401.41
Unclaimed prizes reserve	5,935,389.05
Unrestricted (deficit)	<u>(16,051,220.53)</u>

Total net position 13,716,417.83

Total liabilities, deferred inflows of resources and net position \$ 215,150,227.48

**Arkansas Department of Finance and Administration**  
**Office of the Arkansas Lottery**  
**Statement of Revenues, Expenses and Change in Net Position**  
**For the Seven Months Ended January 31, 2022**

	Current month	Year to date
<b>Operating revenues:</b>		
Instant ticket sales	\$ 36,940,277.00	\$ 275,651,105.00
Online ticket sales	10,294,018.50	61,277,859.50
Retailer application, fidelity, bond and service fees	58,006.81	418,477.87
Other revenue	<u>296.25</u>	<u>838.87</u>
 Total operating revenues	 <u>47,292,598.56</u>	 <u>337,348,281.24</u>
 <b>Operating expenses:</b>		
Instant game prizes	26,384,166.37	199,617,828.85
Online game prizes	5,559,204.22	33,337,415.53
Retailer commissions	2,643,520.69	19,055,778.75
Gaming contract costs	2,204,462.87	16,132,923.79
Compensation and benefits	440,144.55	3,126,383.10
Marketing, advertising and promotions	650,319.90	3,942,944.66
General and administrative expenses	310,685.29	1,762,234.66
Services provided by Arkansas Department of Higher Education	44,300.00	310,100.00
Services provided by Arkansas Legislative Audit	0.00	156,000.00
Legal and professional services	0.00	0.00
Depreciation	<u>35,896.28</u>	<u>251,271.21</u>
 Total operating expenses	 <u>38,272,700.17</u>	 <u>277,692,880.55</u>
 Operating income (1)	 9,019,898.39	 59,655,400.69
 <b>Non-operating revenue:</b>		
Interest income	<u>26,498.39</u>	<u>298,230.37</u>
 Income before transfers	 9,046,396.78	 59,953,631.06
 <b>Transfers to:</b>		
Lottery Scholarship Trust Account	<u>(7,762,816.80)</u>	<u>(54,444,477.27)</u>
 Change in net position	 <u>\$ 1,283,579.98</u>	 5,509,153.79
 Total net position - beginning		<u>8,207,264.04</u>
Total net position - ending		<u>\$ 13,716,417.83</u>

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

UNAUDITED PRELIMINARY DRAFT

**Arkansas Department of Finance and Administration**  
**Office of the Arkansas Lottery**  
**Statement of Revenues and Expenses Budget Comparisons**  
**For the Seven Months Ended January 31, 2022**

	<b>CM Actual</b>	<b>%</b>	<b>CM Budget</b>	<b>%</b>	<b>CM Variance</b>	<b>YTD Actual</b>	<b>%</b>	<b>YTD Budget</b>	<b>%</b>	<b>YTD Variance</b>
<b>Operating revenues:</b>										
Instant games	\$ 36,940,277.00	78.11	\$ 37,000,000.00	83.84	\$ (59,723.00)	\$ 275,651,105.00	81.71	\$ 235,100,000.00	82.48	\$ 40,551,105.00
Online games	10,294,018.50	21.77	7,092,000.00	16.07	3,202,018.50	61,277,859.50	18.16	49,641,000.00	17.42	11,636,859.50
Retailer fees	58,006.81	0.12	40,000.00	0.09	18,006.81	418,477.87	0.12	296,000.00	0.10	122,477.87
Other revenue	296.25	0.00	500.00	0.00	(203.75)	838.87	0.00	3,500.00	0.00	(2,661.13)
				0.00%						
Total operating revenues	<u>47,292,598.56</u>	100.00	<u>44,132,500.00</u>	100.00	<u>3,160,098.56</u>	<u>337,348,281.24</u>	100.00	<u>285,040,500.00</u>	100.00	<u>52,307,781.24</u>
<b>Operating expenses:</b>										
Instant game prizes	26,384,166.37	55.79	26,677,000.00	60.45	(292,833.63)	199,617,828.85	59.17	169,183,000.00	59.35	30,434,828.85
Online game prizes	5,559,204.22	11.75	4,017,000.00	9.10	1,542,204.22	33,337,415.53	9.88	27,553,000.00	9.67	5,784,415.53
Retailer commissions	2,643,520.69	5.59	2,490,000.00	5.64	153,520.69	19,055,778.75	5.65	16,097,000.00	5.65	2,958,778.75
Gaming contract costs	2,204,462.87	4.66	1,998,000.00	4.53	206,462.87	16,132,923.79	4.78	12,906,000.00	4.53	3,226,923.79
Compensation & benefits	440,144.55	0.93	490,000.00	1.11	(49,855.45)	3,126,383.10	0.93	3,321,000.00	1.17	(194,616.90)
Marketing, advertising & promotions	650,319.90	1.38	523,000.00	1.19	127,319.90	3,942,944.66	1.17	3,937,000.00	1.38	5,944.66
General and administrative expenses	310,685.29	0.66	254,000.00	0.58	56,685.29	1,762,234.66	0.52	1,802,000.00	0.63	(39,765.34)
Services provided by other agencies	44,300.00	0.09	38,000.00	0.09	6,300.00	466,100.00	0.14	415,000.00	0.15	51,100.00
Legal and professional service	-	-	500.00	0.00	(500.00)	-	0.00	3,500.00	0.00	(3,500.00)
Depreciation	35,896.28	0.08	36,000.00	0.08	(103.72)	251,271.21	0.07	252,000.00	0.09	(728.79)
Total operating expenses	<u>38,272,700.17</u>	80.93	<u>36,523,500.00</u>	82.76	<u>1,749,200.17</u>	<u>277,692,880.55</u>	82.32	<u>235,469,500.00</u>	82.61	<u>42,223,380.55</u>
Operating income	9,019,898.39	19.07	7,609,000.00	17.24	1,410,898.39	59,655,400.69	17.68	49,571,000.00	17.39	10,084,400.69
<b>Non-operating revenue:</b>										
Interest income	26,498.39	0.06	27,000.00	0.06	(501.61)	298,230.37	0.09	194,000.00	0.07	104,230.37
Income before transfers	<u>\$ 9,046,396.78</u>	19.13	<u>\$ 7,636,000.00</u>	17.30	<u>\$ 1,410,396.78</u>	<u>\$ 59,953,631.06</u>	17.77	<u>\$ 49,765,000.00</u>	17.46	<u>\$ 10,188,631.06</u>

**Arkansas Department of Finance and Administration**  
**Office of the Arkansas Lottery**  
**Net Proceeds Transfer to Ed Trust Computation**  
**Modified Cash Basis**  
**For the Seven Months Ended January 31, 2022**

	Year to date
<b>Operating revenues:</b>	
Instant ticket (Settlements)	\$ 278,387,882.00
Online ticket sales	61,277,859.50
Retailer application, fidelity and service fees	418,477.87
Other revenue	<u>838.87</u>
 Total operating revenues	 <u>340,085,058.24</u>

<b>Operating expenses:</b>	
Instant game prizes (Settlements)	203,275,785.00
Online game prizes	33,337,415.53
Retailer commissions	19,055,778.75
Gaming contract costs	16,132,923.79
Compensation and benefits	3,126,383.10
Marketing, advertising and promotions	3,942,944.66
General and administrative expenses	1,762,234.66
Services provided by ADHE	310,100.00
Services provided by Legislative Audit Agency	156,000.00
Legal and professional services	0.00
Current year capital asset cost	<u>0.00</u>
Total operating expenses	<u>281,099,565.49</u>
 Change in net proceeds from operations	 58,985,492.75

<b>Non-operating revenue:</b>	
Interest income	298,230.37
Other non-operating income	0.00
EDUCATION TRUST FUNDING-Current Year	(46,681,660.47)
Less Act 1180 Unclaimed Prizes	(4,935,389.05)
Less current year Bond Reserve Fees	(88,431.31) restricted reserves
Add Bond Funds in excess of \$500,000	see 23-115-603(a)(5)
Add back Write Off Retailer Bad Debt	0.00
Less current year MUSL Reserves	30,574.51 see 23-115-103(17) and (19)(A)&(B)
Add OPEB expense in Comp and Benefits	<u>154,000.00</u>

<b>NET PROCEEDS EARNED-Current Month</b>	<b>\$ 7,762,816.80</b>
-Year to Date	<u><u>\$ 54,444,477.27</u></u>

	Transfer	Interest	Total
<b>Lottery Scholarship Trust Account</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>
December 2020 fundng - 1/15/21	\$ 146,985,057.25	\$ 3,421,088.36	\$ 150,406,145.61
January 2021 funding - 2/15/21	\$ 5,956,009.67	\$ 14,912.86	\$ 5,970,922.53
Transfer to ADHE for FY2021 Spring Funding 2/17/20	\$ 10,896,695.24	\$ 16,497.08	\$ 10,913,192.32
February 2021 funding - 3/15/21	\$ (30,000,000.00)	\$ -	\$ (30,000,000.00)
March 2021 funding - 4/15/21	\$ 5,577,047.59	\$ 15,323.36	\$ 5,592,370.95
April 2021 funding - 5/15/21	\$ 8,329,488.02	\$ 12,429.36	\$ 8,341,917.38
May 2021 funding - 6/15/21	\$ 12,285,184.74	\$ 14,753.90	\$ 12,299,938.64
June 2021 funding - 7/15/21	\$ 7,570,133.41	\$ 18,230.96	\$ 7,588,364.37
July 2021 funding - 8/15/21	\$ 15,074,646.71	\$ 26,082.76	\$ 15,100,729.47
Transfer Workforce Challenge Scholarship Trust Balance 9/1/21	\$ 8,309,715.00	\$ 28,849.13	\$ 8,338,564.13
August 2021 funding - 9/15/21	\$ 82,474,411.86	\$ -	\$ 82,474,411.86
Transfer to ADHE for FY 2022 Fall Funding 9/7/20	\$ 6,712,874.53	\$ 73,729.22	\$ 6,786,603.75
September 2021 funding - 10/15/21	\$ (38,000,000.00)	\$ -	\$ (38,000,000.00)
June 2021 adjustment to funding	\$ 9,142,317.81	\$ 17,898.41	\$ 9,160,216.22
Transfers to ADHE for FY 2022 Concurrent & Workforce Funding 10/8/21	\$ (192,215.82)	\$ -	\$ (192,215.82)
October 2021 funding - 11/15/21	\$ (3,000,000.00)	\$ -	\$ (3,000,000.00)
November 2021 funding - 12/15/21	\$ 7,744,993.46	\$ 17,156.95	\$ 7,762,150.41
December 2021 funding - 1/15/22	\$ 7,209,024.86	\$ 19,752.98	\$ 7,228,777.84
January 2022 funding - 2/15/22	\$ 7,385,162.18	\$ 20,185.94	\$ 7,405,348.12
	\$ 7,741,727.84	\$ 21,088.96	\$ 7,762,816.80

**Arkansas Department of Finance and Administration**  
**Office of the Arkansas Lottery**  
**Unclaimed Prizes**  
**January 31, 2022**

	Monthly	Year to Date
Reserve Balance July 1, 2021		\$1,000,000.00
1. Unclaimed lottery prize money:	\$ 1,137,023.65	4,935,389.05
2. Expenditures from unclaimed lottery prize money:		
3. Reserved for future prizes, promotion or reserves:	1,137,023.65	4,935,389.05
4. Less Deposits to net lottery proceeds from unclaimed Lottery prize money:		
Reserve Balance January 31, 2022		\$5,935,389.05



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

**OFFICE OF THE ARKANSAS LOTTERY MINORITY AND FEMALE OWNED DIVERSITY COMPLIANCE REPORT  
January 1 through January 31, 2022**

<b>Vendors</b>	<b>Goods or Services</b>	<b>Diversity Classification</b>	<b>January 2022</b>	<b>FY 2022 Total</b>
Government Supply Services	Office Furniture/Supplies	CMBE	\$ 576.79	\$ 2,135.15
A-Absolute Moving & Hauling	Moving Office Furniture	CMBE	\$ -	\$ 3,264.77
<b>Totals</b>			<b>\$ 576.79</b>	<b>\$ 5,399.92</b>

**INTRALOT MINORITY AND FEMALE OWNED DIVERSITY COMPLIANCE REPORT  
January 1 through January 31, 2022**

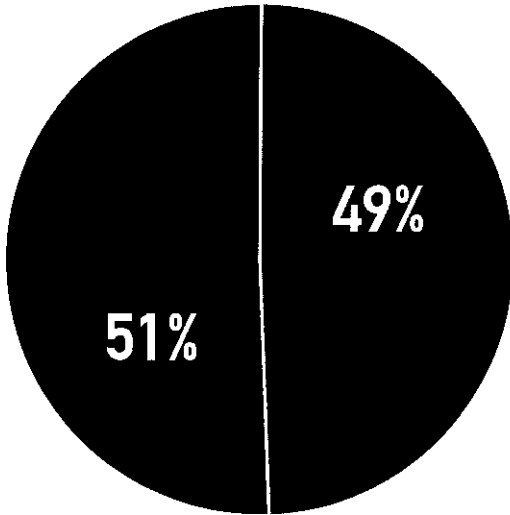
<b>Vendors</b>	<b>Goods or Services</b>	<b>Diversity Classification</b>	<b>January 2022</b>	<b>FY 2022 Total</b>
J Kelly Referrals and Informations Services	Call Center/Information Services	CMBE	\$ 50,929.00	\$ 324,233.67
<b>Totals</b>			<b>\$ 50,929.00</b>	<b>\$ 324,233.67</b>

**SCIENTIFIC GAMES MINORITY AND FEMALE OWNED DIVERSITY COMPLIANCE REPORT  
January 1 through January 31, 2022**

<b>Vendors</b>	<b>Goods or Services</b>	<b>Diversity Classification</b>	<b>January 2022</b>	<b>FY 2022 Total</b>
Expedited Transportation Service	Transportation Services	DBE	\$ 7,770.62	\$ 36,330.17
Pure Cleaning Services	Janitorial Servies	MBE	\$ -	\$ 7,357.56
Ingage, LLC	Fulfillment Services and Prizes	WBE	\$ 68,276.62	\$ 373,021.29
<b>Totals</b>			<b>\$ 76,047.24</b>	<b>\$ 416,709.02</b>

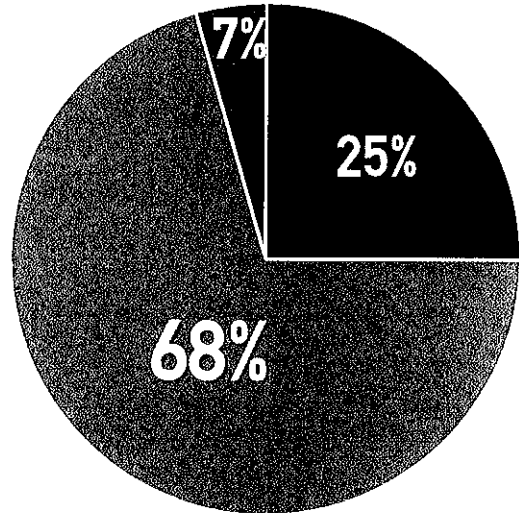
**ARKANSAS DEPARTMENT OF FINANCE AND ADMINISTRATION  
OFFICE OF THE ARKANSAS LOTTERY  
JANUARY 2022**

**GENDER**



- FEMALE
- MALE

**RACE**



- BLACK
- CAUCASIAN
- OTHER MINORITIES

▼ TOTAL NUMBER OF EMPLOYEES AS OF JANUARY 2022: 67 ▼

**GENDER**

Females - 33

Males - 34

**RACE**

Black - 17 ----- Female - 9 Male - 8

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

Other - 5 ----- Female - 1 Male - 4

**Arkansas Department of Finance and Administration  
Office of the Arkansas Lottery  
Internal Auditor Report  
January 1 through January 31, 2022**

There were no Internal Auditor Reports entered into by Arkansas Department of Finance and Administration Office of the Arkansas Lottery during the month of January 2022.

**DFA/Office of the Arkansas Lottery**  
**Instant & Fast Play Games**  
**January 2022**

Sales for the following instant games began January 4, 2022. No ending dates have been determined for these games.

**\$1 \$100 Loaded**  
**\$2 \$200 Loaded**  
**\$3 \$300 Loaded**  
**\$5 \$500 Loaded**  
**\$10 \$5,000 Loaded**

Sales for the following Fast Play games began January 3, 2022. No ending dates have been determined for these games.

**\$1 Cash Count Up**  
**\$1 7's**

Sales for the following Fast Play games began January 31, 2022. No ending dates have been determined for these games.

**\$1 Beat the Dealer**  
**\$2 Lucky Clover**