



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>

November 8, 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 October 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 Wosley", with a stylized flourish at the end.

Bishop Wosley  
Director

Enclosures

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



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November 8, 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 October 2019. The reports contain the following information:

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

Bishop Woosley  
Director

Enclosures

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**  
**October 1 through October 31, 2019**

1. On October 9, 2019, Scientific Games International (SGI) granted the Office of the Arkansas Lottery (OAL) the non-exclusive right in the state of Arkansas to reproduce, use, and make copies of the Property in association with the sale, marketing, advertising, and promotion of a scratch-off instant-win lottery game to be conducted by the OAL and identified as AR-543 "SCRABBLE™" Crossword. All rights not specifically granted to the OAL are reserved by SGI and/or Licensor. The following information regarding the agreement is provided:

- a. Date of Agreement: October 9, 2019
- b. Term of Agreement: The term of this agreement shall commence on the date the Working Papers for the Game are signed and shall expire on the last date for claiming Game Prizes as established by the OAL.
- c. Vendor or other parties to the agreement: Scientific Games International
- d. Value (cost or cost savings) projected for this agreement: The base instant game contract price is 1.30% of net sales. There is a price of \$1.89 per 1000 tickets for FailSafe Barcode Services and a price of 1.35% of the prize fund for Points for Prizes Rewards/Merchandise Prizes and Fulfillment. The preceding costs are standard for OAL instant games. Additionally, there is a contractual price of \$4.50 per 1000 tickets for use of SureMark™, which is a necessity for some instant games of the Crossword/Bingo variety. There are no additional costs for the use of SCRABBLE™.

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

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

|    |  |               |
|----|--|---------------|
| a. | Arkansas Department of Finance and Administration            | \$5,346.87    |
| b. | Arkansas Office of Child Support Enforcement - Child Support | <u>\$0.00</u> |
|    | Total Debt Set-Off:  | \$5,346.87    |

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

**ARKANSAS DEPARTMENT OF FINANCE AND ADMINISTRATION**  
**OFFICE OF THE ARKANSAS LOTTERY**  
**RETAIL SALES BY COUNTY**  
**October 1 through October 31, 2019**

| COUNTY     | CASH 3      | CASH 4      | FAST PLAY   | INSTANT SETTLEMENTS | LUCKY FOR LIFE | MEGA MILLIONS | NATURAL STATE JACKPOT | POWERBALL    | TOTAL SALES FOR COUNTY |
|------------|-------------|-------------|-------------|---------------------|----------------|---------------|-----------------------|--------------|------------------------|
| ARKANSAS   | \$11,335.50 | \$7,216.00  | \$16,906.00 | \$459,332.00        | \$2,762.00     | \$11,806.00   | \$4,846.00            | \$15,795.00  | \$529,998.50           |
| ASHLEY     | \$13,625.50 | \$14,744.00 | \$9,734.00  | \$174,340.00        | \$902.00       | \$6,111.00    | \$2,674.00            | \$10,269.00  | \$232,399.50           |
| BAXTER     | \$3,443.50  | \$2,122.00  | \$14,982.00 | \$392,995.00        | \$6,194.00     | \$15,887.00   | \$11,133.00           | \$25,693.00  | \$472,449.50           |
| BENTON     | \$6,268.00  | \$2,729.50  | \$31,864.00 | \$1,182,819.00      | \$13,296.00    | \$67,872.00   | \$22,669.00           | \$112,893.00 | \$1,440,410.50         |
| BOONE      | \$1,852.00  | \$1,579.50  | \$35,872.00 | \$464,065.00        | \$2,346.00     | \$11,799.00   | \$5,905.00            | \$20,267.00  | \$543,685.50           |
| BRADLEY    | \$1,764.50  | \$2,740.00  | \$2,770.00  | \$134,523.00        | \$884.00       | \$2,896.00    | \$1,461.00            | \$4,316.00   | \$151,354.50           |
| CALHOUN    | \$3,424.00  | \$997.50    | \$1,885.00  | \$52,800.00         | \$364.00       | \$1,037.00    | \$612.00              | \$1,675.00   | \$62,794.50            |
| CARROLL    | \$221.50    | \$511.00    | \$12,323.00 | \$237,073.00        | \$1,546.00     | \$8,301.00    | \$3,184.00            | \$13,887.00  | \$277,046.50           |
| CHICOT     | \$7,687.00  | \$5,195.00  | \$3,527.00  | \$198,374.00        | \$3,354.00     | \$19,513.00   | \$5,791.00            | \$32,446.00  | \$275,887.00           |
| CLARK      | \$3,810.00  | \$1,849.50  | \$26,799.00 | \$351,156.00        | \$1,812.00     | \$8,157.00    | \$5,184.00            | \$12,165.00  | \$410,932.50           |
| CLAY       | \$159.50    | \$67.50     | \$1,892.00  | \$97,382.00         | \$530.00       | \$2,683.00    | \$1,333.00            | \$4,047.00   | \$108,094.00           |
| CLEBURNE   | \$1,794.00  | \$283.00    | \$29,108.00 | \$260,103.00        | \$2,816.00     | \$11,757.00   | \$9,039.00            | \$18,215.00  | \$333,115.00           |
| CLEVELAND  | \$602.50    | \$118.00    | \$1,297.00  | \$57,573.00         | \$998.00       | \$1,079.00    | \$549.00              | \$1,869.00   | \$64,085.50            |
| COLUMBIA   | \$15,799.00 | \$7,939.50  | \$25,428.00 | \$267,184.00        | \$1,944.00     | \$6,169.00    | \$3,287.00            | \$10,703.00  | \$338,453.50           |
| CONWAY     | \$4,036.00  | \$3,079.50  | \$23,381.00 | \$421,944.00        | \$1,772.00     | \$10,988.00   | \$6,348.00            | \$16,417.00  | \$487,965.50           |
| CRAIGHEAD  | \$12,176.50 | \$8,893.00  | \$60,104.00 | \$1,505,436.00      | \$5,760.00     | \$31,419.00   | \$16,216.00           | \$48,044.00  | \$1,688,048.50         |
| CRAWFORD   | \$1,303.50  | \$723.00    | \$8,725.00  | \$329,444.00        | \$3,364.00     | \$19,044.00   | \$13,754.00           | \$30,540.00  | \$406,897.50           |
| CRITTENDEN | \$14,475.50 | \$10,984.50 | \$8,325.00  | \$549,659.00        | \$5,152.00     | \$25,378.00   | \$10,161.00           | \$42,545.00  | \$666,680.00           |
| CROSS      | \$3,793.50  | \$2,964.50  | \$7,985.00  | \$222,445.00        | \$1,184.00     | \$4,864.00    | \$2,734.00            | \$7,574.00   | \$253,544.00           |
| DALLAS     | \$2,120.50  | \$1,186.00  | \$7,153.00  | \$164,118.00        | \$674.00       | \$3,531.00    | \$1,930.00            | \$4,961.00   | \$185,673.50           |
| DESHA      | \$2,376.50  | \$2,471.50  | \$3,176.00  | \$197,771.00        | \$996.00       | \$6,809.00    | \$2,924.00            | \$9,173.00   | \$225,697.00           |
| DREW       | \$3,267.00  | \$2,583.00  | \$8,193.00  | \$266,611.00        | \$3,394.00     | \$8,503.00    | \$2,844.00            | \$12,327.00  | \$307,722.00           |
| FAULKNER   | \$10,705.00 | \$5,740.50  | \$67,491.00 | \$1,201,229.00      | \$8,806.00     | \$42,648.00   | \$25,915.00           | \$63,973.00  | \$1,426,507.50         |
| FRANKLIN   | \$535.00    | \$137.50    | \$16,421.00 | \$191,273.00        | \$970.00       | \$6,538.00    | \$3,028.00            | \$10,046.00  | \$228,948.50           |
| FULTON     | \$443.00    | \$215.50    | \$3,592.00  | \$75,382.00         | \$998.00       | \$1,882.00    | \$1,597.00            | \$2,804.00   | \$86,913.50            |
| GARLAND    | \$11,214.00 | \$6,361.50  | \$46,578.00 | \$945,003.00        | \$11,966.00    | \$52,152.00   | \$39,237.00           | \$75,501.00  | \$1,188,012.50         |
| GRANT      | \$691.50    | \$164.50    | \$11,255.00 | \$149,208.00        | \$1,656.00     | \$5,942.00    | \$3,689.00            | \$8,607.00   | \$181,213.00           |
| GREENE     | \$1,015.00  | \$252.50    | \$44,370.00 | \$623,493.00        | \$3,292.00     | \$14,941.00   | \$7,829.00            | \$22,475.00  | \$717,667.50           |
| HEMPSTEAD  | \$42,159.00 | \$13,593.50 | \$20,035.00 | \$333,410.00        | \$1,068.00     | \$6,088.00    | \$2,377.00            | \$9,863.00   | \$428,593.50           |
| HOT SPRING | \$1,031.50  | \$409.00    | \$23,547.00 | \$352,157.00        | \$2,896.00     | \$11,336.00   | \$6,535.00            | \$16,241.00  | \$414,152.50           |

**ARKANSAS DEPARTMENT OF FINANCE AND ADMINISTRATION  
OFFICE OF THE ARKANSAS LOTTERY  
RETAIL SALES BY COUNTY  
October 1 through October 31, 2019**

| COUNTY       | CASH 3       | CASH 4      | FAST PLAY    | INSTANT SETTLEMENTS | LUCKY FOR LIFE | MEGA MILLIONS | NATURAL STATE JACKPOT | POWERBALL    | TOTAL SALES FOR COUNTY |
|--------------|--------------|-------------|--------------|---------------------|----------------|---------------|-----------------------|--------------|------------------------|
| HOWARD       | \$26,166.00  | \$10,899.50 | \$6,913.00   | \$209,885.00        | \$1,660.00     | \$4,042.00    | \$2,218.00            | \$6,267.00   | \$268,050.50           |
| INDEPENDENCE | \$1,716.50   | \$909.00    | \$57,707.00  | \$524,056.00        | \$2,338.00     | \$13,551.00   | \$9,305.00            | \$20,499.00  | \$630,081.50           |
| IZARD        | \$91.50      | \$33.50     | \$6,591.00   | \$68,041.00         | \$582.00       | \$3,619.00    | \$3,110.00            | \$4,863.00   | \$86,931.00            |
| JACKSON      | \$15,051.50  | \$6,933.50  | \$34,770.00  | \$272,225.00        | \$1,868.00     | \$6,421.00    | \$6,030.00            | \$9,268.00   | \$352,567.00           |
| JEFFERSON    | \$47,970.50  | \$36,368.00 | \$58,576.00  | \$1,388,439.00      | \$7,868.00     | \$36,931.00   | \$22,179.00           | \$52,683.00  | \$1,651,014.50         |
| JOHNSON      | \$437.50     | \$1,186.00  | \$6,068.00   | \$227,385.00        | \$1,518.00     | \$7,750.00    | \$3,962.00            | \$11,986.00  | \$260,292.50           |
| LAFAYETTE    | \$7,528.00   | \$956.50    | \$3,138.00   | \$54,334.00         | \$428.00       | \$1,449.00    | \$602.00              | \$2,977.00   | \$71,412.50            |
| LAWRENCE     | \$1,066.00   | \$917.50    | \$8,441.00   | \$237,172.00        | \$1,340.00     | \$5,298.00    | \$2,485.00            | \$7,888.00   | \$264,607.50           |
| LEE          | \$2,955.50   | \$8,770.50  | \$1,163.00   | \$73,436.00         | \$308.00       | \$1,771.00    | \$513.00              | \$2,704.00   | \$91,621.00            |
| LINCOLN      | \$249.50     | \$454.00    | \$4,903.00   | \$84,815.00         | \$1,014.00     | \$2,991.00    | \$2,057.00            | \$4,251.00   | \$100,734.50           |
| LITTLE RIVER | \$6,238.50   | \$2,572.00  | \$12,870.00  | \$121,985.00        | \$676.00       | \$3,778.00    | \$1,179.00            | \$5,465.00   | \$154,763.50           |
| LOGAN        | \$1,172.00   | \$255.50    | \$10,436.00  | \$184,930.00        | \$892.00       | \$6,704.00    | \$4,069.00            | \$10,680.00  | \$219,138.50           |
| LONOKE       | \$11,538.00  | \$5,089.50  | \$42,213.00  | \$861,236.00        | \$6,522.00     | \$31,657.00   | \$17,675.00           | \$46,358.00  | \$1,022,288.50         |
| MADISON      | \$38.00      | \$22.00     | \$1,953.00   | \$84,922.00         | \$768.00       | \$4,051.00    | \$1,845.00            | \$5,631.00   | \$99,230.00            |
| MARION       | \$3,492.00   | \$1,473.50  | \$11,135.00  | \$205,872.00        | \$2,456.00     | \$5,950.00    | \$5,810.00            | \$9,398.00   | \$245,586.50           |
| MILLER       | \$25,233.00  | \$10,786.00 | \$33,501.00  | \$509,502.00        | \$3,314.00     | \$13,169.00   | \$4,473.00            | \$17,121.00  | \$617,099.00           |
| MISSISSIPPI  | \$43,876.00  | \$16,883.50 | \$17,387.00  | \$542,625.00        | \$2,258.00     | \$11,228.00   | \$4,113.00            | \$18,580.00  | \$656,950.50           |
| MONROE       | \$6,358.00   | \$1,885.00  | \$5,978.00   | \$157,613.00        | \$494.00       | \$4,691.00    | \$2,180.00            | \$7,619.00   | \$186,818.00           |
| MONTGOMERY   | \$53.00      | \$10.00     | \$2,166.00   | \$21,747.00         | \$198.00       | \$1,532.00    | \$628.00              | \$2,384.00   | \$28,718.00            |
| NEVADA       | \$2,657.00   | \$2,164.00  | \$5,646.00   | \$192,369.00        | \$888.00       | \$3,235.00    | \$1,262.00            | \$4,613.00   | \$212,834.00           |
| NEWTON       | \$0.00       | \$24.00     | \$7,649.00   | \$48,271.00         | \$232.00       | \$1,428.00    | \$787.00              | \$1,949.00   | \$60,340.00            |
| OUACHITA     | \$13,233.50  | \$5,184.00  | \$23,746.00  | \$505,025.00        | \$2,078.00     | \$8,855.00    | \$5,640.00            | \$14,395.00  | \$578,156.50           |
| PERRY        | \$510.00     | \$352.00    | \$3,019.00   | \$103,650.00        | \$450.00       | \$3,103.00    | \$1,695.00            | \$4,438.00   | \$117,217.00           |
| PHILLIPS     | \$8,019.00   | \$6,241.50  | \$5,326.00   | \$179,133.00        | \$2,238.00     | \$11,793.00   | \$3,520.00            | \$18,804.00  | \$235,074.50           |
| PIKE         | \$325.00     | \$220.50    | \$15,685.00  | \$140,575.00        | \$984.00       | \$3,919.00    | \$2,722.00            | \$5,544.00   | \$169,974.50           |
| POINSETT     | \$8,898.50   | \$1,362.00  | \$22,467.00  | \$457,962.00        | \$1,358.00     | \$7,577.00    | \$4,179.00            | \$11,946.00  | \$515,749.50           |
| POLK         | \$1,329.00   | \$152.00    | \$7,076.00   | \$137,516.00        | \$1,504.00     | \$6,570.00    | \$4,374.00            | \$10,279.00  | \$168,800.00           |
| POPE         | \$4,831.00   | \$2,066.50  | \$29,276.00  | \$748,873.00        | \$5,002.00     | \$27,564.00   | \$14,493.00           | \$38,384.00  | \$870,489.50           |
| PRAIRIE      | \$1,812.00   | \$1,670.00  | \$6,973.00   | \$178,981.00        | \$476.00       | \$3,623.00    | \$1,339.00            | \$5,491.00   | \$200,365.00           |
| PULASKI      | \$118,323.50 | \$97,315.00 | \$326,615.00 | \$5,990,822.00      | \$49,040.00    | \$210,293.00  | \$118,074.00          | \$298,141.00 | \$7,208,623.50         |
| RANDOLPH     | \$175.50     | \$574.50    | \$7,077.00   | \$143,100.00        | \$1,170.00     | \$4,428.00    | \$1,917.00            | \$7,275.00   | \$165,717.00           |

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OFFICE OF THE ARKANSAS LOTTERY  
RETAIL SALES BY COUNTY  
October 1 through October 31, 2019**

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|---------------|-------------|-------------|--------------|---------------------|----------------|---------------|-----------------------|--------------|------------------------|
| SAINT FRANCIS | \$20,036.00 | \$14,730.50 | \$7,795.00   | \$259,664.00        | \$2,098.00     | \$9,982.00    | \$3,618.00            | \$14,685.00  | \$332,608.50           |
| SALINE        | \$21,375.00 | \$7,317.50  | \$160,048.00 | \$1,076,457.00      | \$11,540.00    | \$43,953.00   | \$28,459.00           | \$62,706.00  | \$1,411,855.50         |
| SCOTT         | \$76.50     | \$23.50     | \$7,605.00   | \$75,047.00         | \$460.00       | \$3,216.00    | \$1,288.00            | \$5,223.00   | \$92,939.00            |
| SEARCY        | \$98.00     | \$562.50    | \$1,701.00   | \$80,111.00         | \$678.00       | \$2,561.00    | \$1,691.00            | \$4,269.00   | \$91,671.50            |
| SEBASTIAN     | \$10,177.00 | \$4,014.50  | \$15,241.00  | \$731,918.00        | \$10,394.00    | \$47,654.00   | \$25,023.00           | \$76,284.00  | \$920,705.50           |
| SEVIER        | \$1,823.00  | \$306.50    | \$1,979.00   | \$139,691.00        | \$982.00       | \$4,458.00    | \$1,375.00            | \$5,439.00   | \$156,053.50           |
| SHARP         | \$1,572.00  | \$234.50    | \$20,266.00  | \$242,586.00        | \$1,648.00     | \$7,460.00    | \$5,452.00            | \$11,396.00  | \$290,614.50           |
| STONE         | \$1,164.00  | \$568.00    | \$7,849.00   | \$104,173.00        | \$898.00       | \$3,982.00    | \$3,168.00            | \$5,972.00   | \$127,774.00           |
| UNION         | \$49,520.00 | \$23,596.50 | \$34,045.00  | \$694,629.00        | \$3,724.00     | \$15,546.00   | \$6,689.00            | \$24,323.00  | \$852,072.50           |
| VAN BUREN     | \$1,057.50  | \$686.00    | \$5,577.00   | \$150,389.00        | \$1,036.00     | \$6,185.00    | \$3,747.00            | \$8,680.00   | \$177,357.50           |
| WASHINGTON    | \$10,317.50 | \$5,534.50  | \$36,378.00  | \$1,357,671.00      | \$13,468.00    | \$65,848.00   | \$28,444.00           | \$105,810.00 | \$1,623,471.00         |
| WHITE         | \$4,566.50  | \$2,606.50  | \$68,770.00  | \$912,357.00        | \$4,778.00     | \$25,271.00   | \$14,756.00           | \$35,688.00  | \$1,068,793.00         |
| WOODRUFF      | \$2,489.50  | \$2,352.00  | \$2,751.00   | \$116,279.00        | \$484.00       | \$2,757.00    | \$1,138.00            | \$3,796.00   | \$132,046.50           |
| YELL          | \$312.00    | \$72.00     | \$11,046.00  | \$229,239.00        | \$1,140.00     | \$6,062.00    | \$4,466.00            | \$8,664.00   | \$261,001.00           |

|                     |                |                |                   |                             |                        |                       |                               |                   |                     |
|---------------------|----------------|----------------|-------------------|-----------------------------|------------------------|-----------------------|-------------------------------|-------------------|---------------------|
| <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> |
|                     | \$669,059.00   | \$394,187.50   | \$1,742,233.00    | \$32,685,010.00             | \$248,946.00           | \$1,131,036.00        | \$608,534.00                  | \$1,706,147.00    | \$39,185,152.50     |

\*Estimates

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

There were 1,965 active retailers as of October 31, 2019.



**Arkansas Department of Finance and Administration  
Office of the Arkansas Lottery  
Statement of Net Position  
October 31, 2019**

**ASSETS**

|   |                              |
|---|------------------------------|
| <b>Current assets:</b>                              |                              |
| Cash and cash equivalents                           | \$ 4,126,885.85              |
| Restricted assets:                                  |                              |
| Cash and cash equivalents                           | 89,091,596.58                |
| Accounts receivable                                 | 11,566,898.27                |
| Inter-Agency Receivables                            |                              |
| Prepaid items                                       | 1,551,715.48                 |
| Total current assets                                | <u>106,337,096.18</u>        |
| <b>Non-current assets:</b>                          |                              |
| Restricted assets:                                  |                              |
| Cash and cash equivalents                           | 20,983,414.11                |
| Deposits with Multi-State Lottery Association       | 2,594,777.00                 |
| Capital assets (Net of accumulated depreciation)    | 2,091,195.01                 |
| Total non-current assets                            | <u>25,669,386.12</u>         |
| <br>Total assets                                    | <br>132,006,482.30           |
| <b>Deferred outflows of resources:</b>              |                              |
| Related to pension                                  | 1,120,097.39                 |
| Related to OPEB                                     | 18,004.67                    |
|   | <u>1,138,102.06</u>          |
| <br>Total assets and deferred outflows of resources | <br><u>\$ 133,144,584.36</u> |

**LIABILITIES**

|   |                           |
|---|---------------------------|
| <b>Current liabilities:</b>                             |                           |
| Accounts payable  | \$ 1,491,202.13           |
| Prizes payable  | 19,134,108.87             |
| Accrued and other liabilities                           | 1,742,850.16              |
| Due to other funds of the State                         | 680,861.21                |
| Due to Education Trust Account                          | 18,588,937.57             |
| Due to Workforce Challenge Trust Account                | 65,642,994.73             |
| Compensated absences                                    | 365,788.94                |
| OPEB Obligation   | 107,523.28                |
| Unearned revenue  | 282,846.16                |
| Total current liabilities                               | <u>108,037,113.05</u>     |
| <b>Long-Term liabilities:</b>                           |                           |
| Net other post employment benefits                      | 3,241,330.86              |
| Net pension liability                                   | 4,301,376.00              |
| Total long-term liabilities                             | <u>7,542,706.86</u>       |
| <br>Total liabilities                                   | <br>115,579,819.91        |
| <b>Deferred inflows of resources:</b>                   |                           |
| Related to pension                                      | 658,932.00                |
| Related to OPEB   | 396,615.19                |
| Total deferred inflows of resources                     | <u>1,055,547.19</u>       |
| <br>Total liabilities and deferred inflows of resources | <br><u>116,635,367.10</u> |

**NET POSITION**

|   |                              |
|---|------------------------------|
| <b>Net position:</b>  |                              |
| Invested in capital assets  | 2,091,195.01                 |
| Restricted for:   |                              |
| Scholarship shortfall reserve   | 20,000,000.00                |
| Retailer bond reserve   | 984,064.11                   |
| Deposits with Multi-State Lottery Association                         | 2,594,777.00                 |
| Unclaimed prizes reserve  | 5,086,957.43                 |
| Unrestricted (deficit)  | <u>(14,247,776.29)</u>       |
| <br>Total net position  | <br><u>16,509,217.26</u>     |
| <br>Total liabilities, deferred inflows of resources and net position | <br><u>\$ 133,144,584.36</u> |

**Arkansas Department of Finance and Administration**  
**Office of the Arkansas Lottery**  
**Statement of Revenues, Expenses and Change in Net Position**  
**For the Four Months Ended October 31, 2019**

|  | Current month         | Year to date            |
|--|-----------------------|-------------------------|
| <b>Operating revenues:</b>                                   |                       |                         |
| Instant ticket sales   | \$ 32,356,780.00      | \$ 132,330,736.00       |
| Online ticket sales  | 6,509,829.00          | 24,701,197.50           |
| Retailer application, fidelity, bond and service fees        | 65,732.04             | 241,320.87              |
| Other revenue  | <u>299.19</u>         | <u>324.19</u>           |
| <br>   |                       |                         |
| Total operating revenues                                     | <u>38,932,640.23</u>  | <u>157,273,578.56</u>   |
| <br>   |                       |                         |
| <b>Operating expenses:</b>                                   |                       |                         |
| Instant game prizes  | 23,183,132.14         | 93,950,784.41           |
| Online game prizes   | 3,653,446.00          | 13,642,347.76           |
| Retailer commissions   | 2,191,773.70          | 8,889,555.97            |
| Gaming contract costs  | 1,899,342.32          | 7,428,018.17            |
| Compensation and benefits                                    | 425,134.36            | 1,679,163.41            |
| Marketing, advertising and promotions                        | 696,595.09            | 2,695,765.53            |
| General and administrative expenses                          | 263,131.28            | 1,090,247.38            |
| Services provided by Arkansas Department of Higher Education | 35,398.55             | 144,195.65              |
| Services provided by Arkansas Legislative Audit              | 23,316.00             | 80,448.00               |
| Legal and professional services                              | 164.39                | 388.45                  |
| Depreciation   | <u>39,441.58</u>      | <u>100,529.41</u>       |
| <br>   |                       |                         |
| Total operating expenses                                     | <u>32,410,875.41</u>  | <u>129,701,444.14</u>   |
| <br>   |                       |                         |
| Operating income (1)   | 6,521,764.82          | 27,572,134.42           |
| <br>   |                       |                         |
| <b>Non-operating revenue:</b>                                |                       |                         |
| Interest income  | <u>235,978.84</u>     | <u>1,050,956.15</u>     |
| <br>   |                       |                         |
| Income before transfers                                      | 6,757,743.66          | 28,623,090.57           |
| <br>   |                       |                         |
| <b>Transfers to:</b>   |                       |                         |
| Education Trust Account (2)                                  | <u>(6,318,099.21)</u> | <u>(22,350,740.25)</u>  |
| <br>   |                       |                         |
| Change in net position                                       | <u>\$ 439,644.45</u>  | 6,272,350.32            |
| <br>   |                       |                         |
| Total net position - beginning                               |                       | 10,236,866.94           |
| Total net position - ending                                  |                       | <u>\$ 16,509,217.26</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 the Four Months Ended October 31, 2019**

|                                     | <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                       | \$ 32,356,780.00       | 83.11    | \$ 33,605,000.00       | 81.72    | \$ (1,248,220.00)      | \$ 132,330,736.00       | 84.14    | \$ 129,476,000.00       | 81.30    | \$ 2,854,736.00       |
| Online games                        | 6,509,829.00           | 16.72    | 7,457,000.00           | 18.13    | (947,171.00)           | 24,701,197.50           | 15.71    | 29,564,000.00           | 18.56    | (4,862,802.50)        |
| Retailer fees                       | 65,732.04              | 0.17     | 59,000.00              | 0.14     | 6,732.04               | 241,320.87              | 0.15     | 207,000.00              | 0.13     | 34,320.87             |
| Other revenue                       | 299.19                 | 0.00     | 1,000.00               | 0.00     | (700.81)               | 324.19                  | 0.00     | 4,000.00                | 0.00     | (3,675.81)            |
|                                     |                        |          |                        | 0.00%    |                        |                         |          |                         |          |                       |
| Total operating revenues            | <u>38,932,640.23</u>   | 100.00   | <u>41,122,000.00</u>   | 100.00   | <u>(2,189,359.77)</u>  | <u>157,273,578.56</u>   | 100.00   | <u>159,251,000.00</u>   | 100.00   | <u>(1,977,421.44)</u> |
| <b>Operating expenses:</b>          |                        |          |                        |          |                        |                         |          |                         |          |                       |
| Instant game prizes                 | 23,183,132.14          | 59.55    | 24,111,000.00          | 58.63    | (927,867.86)           | 93,950,784.41           | 59.74    | 92,831,000.00           | 58.29    | 1,119,784.41          |
| Online game prizes                  | 3,653,446.00           | 9.38     | 3,946,000.00           | 9.60     | (292,554.00)           | 13,642,347.76           | 8.67     | 15,538,000.00           | 9.76     | (1,895,652.24)        |
| Retailer commissions                | 2,191,773.70           | 5.63     | 2,287,000.00           | 5.56     | (95,226.30)            | 8,889,555.97            | 5.65     | 9,059,000.00            | 5.69     | (169,444.03)          |
| Gaming contract costs               | 1,899,342.32           | 4.88     | 1,986,000.00           | 4.83     | (86,657.68)            | 7,428,018.17            | 4.72     | 7,398,000.00            | 4.65     | 30,018.17             |
| Compensation & benefits             | 425,134.36             | 1.09     | 468,000.00             | 1.14     | (42,865.64)            | 1,679,163.41            | 1.07     | 1,849,000.00            | 1.16     | (169,836.59)          |
| Marketing, advertising & promotions | 696,595.09             | 1.79     | 667,000.00             | 1.62     | 29,595.09              | 2,695,765.53            | 1.71     | 2,603,000.00            | 1.63     | 92,765.53             |
| General and administrative expenses | 263,131.28             | 0.68     | 487,000.00             | 1.18     | (223,868.72)           | 1,090,247.38            | 0.69     | 1,804,000.00            | 1.13     | (713,752.62)          |
| Services provided by other agencies | 58,714.55              | 0.15     | 64,000.00              | 0.16     | (5,285.45)             | 224,643.65              | 0.14     | 255,000.00              | 0.16     | (30,356.35)           |
| Legal and professional service      | 164.39                 | 0.00     | 500.00                 | 0.00     | (335.61)               | 388.45                  | 0.00     | 2,000.00                | 0.00     | (1,611.55)            |
| Depreciation                        | 39,441.58              | 0.10     | 37,000.00              | 0.09     | 2,441.58               | 100,529.41              | 0.06     | 137,500.00              | 0.09     | (36,970.59)           |
| Total operating expenses            | <u>32,410,875.41</u>   | 83.25    | <u>34,053,500.00</u>   | 82.81    | <u>(1,642,624.59)</u>  | <u>129,701,444.14</u>   | 82.47    | <u>131,476,500.00</u>   | 82.56    | <u>(1,775,055.86)</u> |
| Operating income                    | 6,521,764.82           | 16.75    | 7,068,500.00           | 17.19    | (546,735.18)           | 27,572,134.42           | 17.53    | 27,774,500.00           | 17.44    | (202,365.58)          |
| <b>Non-operating revenue:</b>       |                        |          |                        |          |                        |                         |          |                         |          |                       |
| Interest income                     | <u>235,978.84</u>      | 0.61     | <u>160,000.00</u>      | 0.39     | <u>75,978.84</u>       | <u>1,050,956.15</u>     | 0.67     | <u>597,000.00</u>       | 0.37     | <u>453,956.15</u>     |
| Income before transfers             | <u>\$ 6,757,743.66</u> | 17.36    | <u>\$ 7,228,500.00</u> | 17.58    | <u>\$ (470,756.34)</u> | <u>\$ 28,623,090.57</u> | 18.20    | <u>\$ 28,371,500.00</u> | 17.82    | <u>\$ 251,590.57</u>  |

**Arkansas Department of Finance and Administration  
Office of the Arkansas Lottery  
Net Proceeds Transfer to Ed Trust Computation  
Modified Cash Basis  
For the Four Months Ended October 31, 2019**

|   | Year to date       |
|---|--------------------|
| <b>Operating revenues:</b>                      |                    |
| Instant ticket (Settlements)                    | \$ 132,829,336.00  |
| Online ticket sales                             | 24,701,197.50      |
| Retailer application, fidelity and service fees | 241,320.87         |
| Other revenue                                   | 324.19             |
| <br>Total operating revenues                    | <br>157,772,178.56 |

|   |                |
|---|----------------|
| <b>Operating expenses:</b>                    |                |
| Instant game prizes (Settlements)             | 95,734,613.00  |
| Online game prizes                            | 13,642,347.76  |
| Retailer commissions                          | 8,889,555.97   |
| Gaming contract costs                         | 7,428,018.17   |
| Compensation and benefits                     | 1,679,163.41   |
| Marketing, advertising and promotions         | 2,695,765.53   |
| General and administrative expenses           | 1,090,247.38   |
| Services provided by ADHE                     | 144,195.65     |
| Services provided by Legislative Audit Agency | 80,448.00      |
| Legal and professional services               | 388.45         |
| Current year capital asset cost               | 942,381.88     |
| Total operating expenses                      | 132,327,125.20 |

Change in net proceeds from operations 25,445,053.36

|                                       |  |
|---------------------------------------|--|
| <b>Non-operating revenue:</b>         |  |
| Interest income                       | 1,050,956.15                                   |
| Other non-operating income            | 0.00   |
| EDUCATION TRUST FUNDING-Current Year  | (16,032,641.04)                                |
| Less Act 1180 Unclaimed Prizes        | (4,086,957.43)                                 |
| Less current year Bond Reserve Fees   | (66,784.50) restricted reserves                |
| Add back Write Off Retailer Bad Debt  | 0.00   |
| Less current year MUSL Reserves       | (15,527.33) see 23-115-103(17) and (19)(A)&(B) |
| Add OPEB expense in Comp and Benefits | 24,000.00                                      |

**NET PROCEEDS EARNED-Current Month** **\$ 6,318,099.21**

|  | Transfer           | Interest        | Total              |
|--|--------------------|-----------------|--------------------|
| <b>Academic Challenge Scholarship Trust</b>                    |                    |                 |                    |
|  | \$ 74,136,057.19   | \$ 2,864,627.51 | \$ 77,000,684.70   |
| 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    |
| May 2019 funding - 6/15/19                                     | \$ 8,325,250.28    | \$ 70,943.14    | \$ 8,396,193.42    |
| June 2019 funding - 7/15/19                                    | \$ 13,403,065.39   | \$ 79,724.20    | \$ 13,482,789.59   |
| July 2019 funding - 8/15/19                                    | \$ 4,402,422.51    | \$ 121,508.24   | \$ 4,523,930.75    |
| Aug 2019 funding - 9/15/19                                     | \$ 4,825,647.15    | \$ 117,089.82   | \$ 4,942,736.97    |
| Sep 2019 funding - 10/15/19                                    | \$ 6,439,886.65    | \$ 126,086.67   | \$ 6,565,973.32    |
| October 2019 funding / 11/15/19                                | \$ 6,222,988.61    | 95,110.60       | 6,318,099.21       |
| <br>   |                    |                 |                    |
| <b>Workforce Challenge Scholarship Trust</b>                   |                    |                 |                    |
|  | \$ 42,003,954.45   |                 | \$ 42,003,954.45   |
| 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)  |
| FY 2019 Excess Net Proceeds transferred from Edu Trust 9/5/19  | \$ 3,904,288.48    |                 | \$ 3,904,288.48    |

**Arkansas Department of Finance and Administration**  
**Office of the Arkansas Lottery**  
**Unclaimed Prizes**  
**October 31, 2019**

|   | Monthly      | Year<br>to Date |
|---|--------------|-----------------|
| Reserve Balance July 1, 2019  |              | \$1,000,000.00  |
| 1. Unclaimed lottery prize money:   | \$780,460.82 | 4,086,957.43    |
| 2. Expenditures from unclaimed lottery prize money:                             |              |                 |
| 3. Reserved for future prizes, promotions or reserves:                          | 780,460.82   | 4,086,957.43    |
| 4. Less Deposits to net lottery proceeds from unclaimed<br>Lottery prize money: |              |                 |
| Reserve Balance October 31, 2019  |              | \$5,086,957.43  |

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

**OFFICE OF THE ARKANSAS LOTTERY MINORITY AND FEMALE OWNED DIVERSITY COMPLIANCE REPORT  
October 1 through October 31, 2019**

| <b>Vendors</b>                     | <b>Goods or Services</b>     | <b>Diversity Classification</b> | <b>October 2019</b> | <b>FY 2020 Total</b> |
|------------------------------------|------------------------------|---------------------------------|---------------------|----------------------|
| Arkansas Business Publishing Group | News Service                 | WBE                             |                     | \$64.95              |
| Buds Graphics Sales & Service      | Printing Equipment & Service | MBE                             |                     | \$410.01             |
| Government Supply Services         | Office Furniture/Supplies    | MBE                             | \$442.29            | \$1,657.46           |
| <b>Totals</b>                      |                              |                                 | <b>\$442.29</b>     | <b>\$2,132.42</b>    |

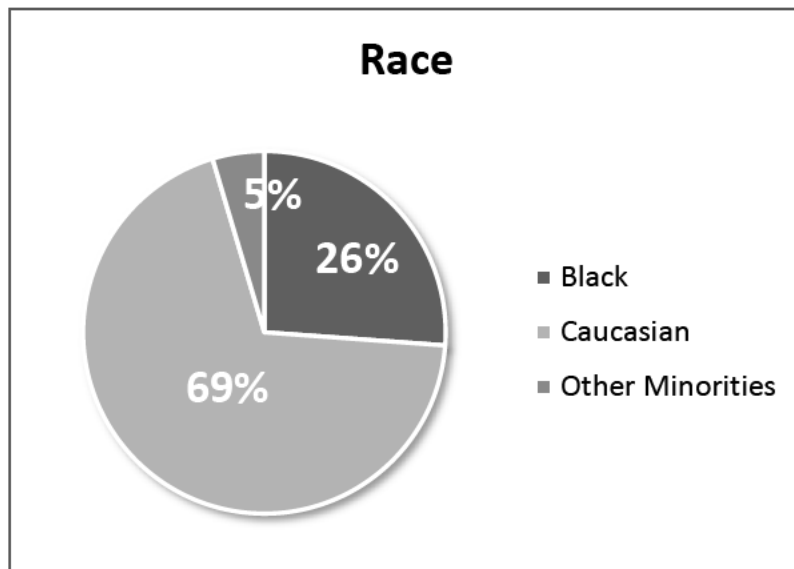
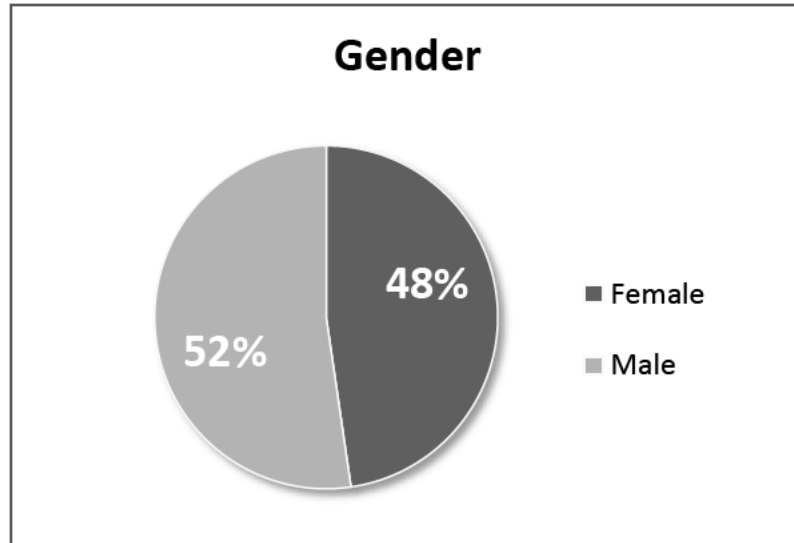
**INTRALOT MINORITY AND FEMALE-OWNED DIVERSITY COMPLIANCE REPORT  
October 1 through October 31, 2019**

| <b>Vendors</b>                             | <b>Goods or Services</b>         | <b>Diversity Classification</b> | <b>October 2019</b> | <b>FY 2020 Total</b> |
|--|----------------------------------|---------------------------------|---------------------|----------------------|
| J Kelly Referrals and Information Services | Call Center/Information Services | CMBE                            | \$22,628.19         | \$76,650.07          |
| <b>Totals</b>                              |                                  |                                 | <b>\$22,628.19</b>  | <b>\$76,650.07</b>   |

**SCIENTIFIC GAMES MINORITY AND FEMALE-OWNED DIVERSITY COMPLIANCE REPORT  
October 1 through October 31, 2019**

| <b>Vendors</b>                   | <b>Goods or Services</b>        | <b>Diversity Classification</b> | <b>October 2019</b> | <b>FY 2020 Total</b> |
|----------------------------------|---------------------------------|---------------------------------|---------------------|----------------------|
| Expedited Transportation Service | Transportation Services         | DBE                             | \$2,907.94          | \$4,386.91           |
| Ingage, LLC                      | Fulfillment Services and Prizes | WBE                             | \$116,995.28        | \$390,068.23         |
| Premier Staffing                 | Employment Services             | MBE                             | \$2,700.31          | \$12,570.17          |
| Pure Cleaning Services           | Janitorial Services             | MBE                             | \$436.00            | \$2,487.38           |
| <b>Totals</b>                    |                                 |                                 | <b>\$123,039.53</b> | <b>\$409,512.69</b>  |

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



**Total Number of Employees as of October 2019: 65**

**Gender:**

Females – 31  
Males – 34

**Race:**

Black – 17  
Caucasian – 45  
Other – 3

|              |            |
|--------------|------------|
| Female -- 10 | Male - 7   |
| Female -- 21 | Male -- 24 |
| Female -- 0  | Male -- 3  |

**Department of Finance and Administration  
Office of the Arkansas Lottery – Internal Audit  
October 1 through October 31, 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**  
**October 2019**

Sales for the following instant games began October 1, 2019. No ending dates have been determined for these games.

**\$1 Match 3 Tripler**

**\$2 \$20,000 Prize Explosion**

**\$5 Ca\$h Fever**

**\$10 Plu\$ the Money!**

There were no new Fast Play games that started sales in October, 2019.