



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>

October 10, 2023

The Honorable Sarah Huckabee Sanders
Governor of Arkansas
State Capitol
Little Rock, AR 72201

RE: Monthly Disclosure Reports

Dear Governor Sanders:

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 September 2023. The report contains the following:

1. Revenue and Expenses
2. Net Position
3. Lottery Scholarship Account
4. Unclaimed Prize Report
5. Debt Set-off Collections
6. Retailer Losses
7. Breakdown of Lottery Sales per County
8. Total Number of Retailers
9. ADHE
10. Instant Ticket Games Releases
11. Contracts Awarded
12. Internal Auditor Reports

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

Respectfully submitted,

J. Eric Hagler
Director

Enclosures

cc: Mr. Jim Hudson, Secretary of the Department of Finance and Administration



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>

October 10, 2023

The Honorable Ronald Caldwell, Co-Chair
The Honorable Mindy McAlindon, Co-Chair

One Capitol Mall Room R-501
Little Rock, AR 72201

RE: Monthly Disclosure Reports

Dear Senator Caldwell and Representative McAlindon:

On behalf of the Arkansas of 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 September 2023. The report contains the following:

1. Revenue and Expenses
2. Net Positions
3. Lottery Scholarship Account
4. Unclaimed Prize Report
5. Debt Set-off Collections
6. Retailer Losses
7. Breakdown of Lottery Sales per County
8. Total Number of Retailers
9. ADHE
10. Instant Ticket Games Releases
11. Contracts
12. Internal Auditor Reports

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

Respectfully submitted,

J. Eric Hagler
Director

Enclosures

cc: Mr. Jim Hudson, Secretary of the Department of Finance and Administration



Sections 1-4
Finance

Arkansas Department of Finance and Administration
Office of the Arkansas Lottery
Statement of Net Position
September 30, 2023

ASSETS

Current assets:	
Cash and cash equivalents	\$ 3,826,374.24
Restricted assets:	
Cash and cash equivalents	252,437,053.58
Accounts receivable	15,405,210.41
Prepaid items	91,367.17
Total current assets	<u>271,760,005.40</u>
Non-current assets:	
Restricted assets:	
Cash and cash equivalents	20,519,595.10
Deposits with Multi-State Lottery Association	2,080,890.27
Capital assets (Net of accumulated depreciation)	454,729.83
Right to use assets-net	792,842.66
Total non-current assets	<u>23,848,057.86</u>
Total assets	<u>295,608,063.26</u>
Deferred outflows of resources:	
Related to pension	745,414.27
Related to OPEB	504,192.38
Total deferred outflows of resources	<u>1,249,606.65</u>
Total assets and deferred outflows of resources	<u>\$ 296,857,669.91</u>

LIABILITIES

Current liabilities:	
Accounts payable	\$ 8,611.73
Prizes payable	26,594,757.06
Accrued and other liabilities	648,664.01
Due to other funds of the State	1,836,606.40
Due to Lottery Scholarship Trust Account	247,887,733.05
Lease Liability	259,870.17
Compensated absences	407,425.88
OPEB Obligation	98,210.89
Unearned revenue	241,137.86
Total current liabilities	<u>277,983,017.05</u>
Long-Term liabilities:	
Net other post employment benefits	2,467,344.96
Net pension liability	1,476,746.00
Lease Liability	557,487.11
Total long-term liabilities	<u>4,501,578.07</u>
Total liabilities	<u>282,484,595.12</u>
Deferred inflows of resources:	
Related to pension	2,794,615.00
Related to OPEB	1,373,783.53
Total deferred inflows of resources	<u>4,168,398.53</u>
Total liabilities and deferred inflows of resources	<u>286,652,993.65</u>

NET POSITION

Net position:	
Invested in capital assets	454,729.83
Restricted for:	
Scholarship shortfall reserve	20,000,000.00
Retailer bond reserve	545,845.10
Deposits with Multi-State Lottery Association	2,080,890.27
Unclaimed prizes reserve	4,549,320.53
Unrestricted (deficit)	<u>(17,426,109.47)</u>
Total net position	<u>10,204,676.26</u>
Total liabilities, deferred inflows of resources and net position	<u>\$ 296,857,669.91</u>

Arkansas Department of Finance and Administration
Office of the Arkansas Lottery
Statement of Revenues, Expenses and Change in Net Position
For the Three Months Ended September 30, 2023

	Current month	Year to date
Operating revenues:		
Instant ticket sales	\$ 36,321,902.00	\$ 115,516,344.00
Online ticket sales	10,846,674.50	41,066,326.00
Retailer application, fidelity, bond and service fees	74,610.31	185,188.02
Other revenue	<u>9.97</u>	<u>(1,545.84)</u>
 Total operating revenues	 <u>47,243,196.78</u>	 <u>156,766,312.18</u>
 Operating expenses:		
Instant game prizes	27,173,849.24	83,464,362.94
Online game prizes	5,855,159.01	21,369,893.53
Retailer commissions	2,696,461.30	8,817,775.48
Gaming contract costs	2,306,465.26	7,444,138.58
Compensation and benefits	478,899.98	1,419,404.97
Marketing, advertising and promotions	567,128.53	1,407,429.72
General and administrative expenses	101,808.34	266,278.83
Services provided by Arkansas Department of Education - Division of Higher Education	100,000.00	300,000.00
Services provided by Arkansas Legislative Audit	13,400.00	40,200.00
Amortization - GASB 87 Leases	22,652.66	67,957.95
Depreciation	<u>35,019.05</u>	<u>105,660.39</u>
 Total operating expenses	 <u>39,350,843.37</u>	 <u>124,703,102.39</u>
 Operating income (1)	 7,892,353.41	 32,063,209.79
 Non-operating revenue:		
Interest income	992,790.39	1,481,273.09
Interest Expense	<u>(1,100.62)</u>	<u>(3,392.04)</u>
 Income before transfers	 8,884,043.18	 33,541,090.84
 Transfers to:		
Lottery Scholarship Trust Account	<u>(10,130,971.85)</u>	<u>(30,300,180.58)</u>
 Change in net position	 <u>\$ (1,246,928.67)</u>	 3,240,910.26
 Total net position - beginning		<u>6,963,766.00</u>
Total net position - ending		<u>\$ 10,204,676.26</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 Three Months Ended September 30, 2023

	CM Actual	%	CM Budget	%	CM Variance	YTD Actual	%	YTD Budget	%	YTD Variance
Operating revenues:										
Instant games	\$ 36,321,902.00	76.88	\$ 37,500,000.00	82.89	\$ (1,178,098.00)	\$ 115,516,344.00	73.69	\$ 115,000,000.00	83.09	\$ 516,344.00
Online games	10,846,674.50	22.96	7,664,000.00	16.94	3,182,674.50	41,066,326.00	26.20	23,225,000.00	16.78	17,841,326.00
Retailer fees	74,610.31	0.16	76,000.00	0.17	(1,389.69)	185,188.02	0.12	183,000.00	0.13	2,188.02
Other revenue	9.97	0.00	100.00	0.00	(90.03)	(1,545.84)	(0.00)	400.00	0.00	(1,945.84)
		0.00%								
Total operating revenues	47,243,196.78	100.00	45,240,100.00	100.00	2,003,096.78	156,766,312.18	100.00	138,408,400.00	100.00	18,357,912.18
Operating expenses:										
Instant game prizes	27,173,849.24	57.52	27,127,583.00	59.96	46,266.24	83,464,362.94	53.24	83,225,749.00	60.13	238,613.94
Online game prizes	5,855,159.01	12.39	4,154,417.00	9.18	1,700,742.01	21,369,893.53	13.63	12,610,251.00	9.11	8,759,642.53
Retailer commissions	2,696,461.30	5.71	2,556,000.00	5.65	140,461.30	8,817,775.48	5.62	7,820,000.00	5.65	997,775.48
Gaming contract costs	2,306,465.26	4.88	2,262,000.00	5.00	44,465.26	7,444,138.58	4.75	6,921,000.00	5.00	523,138.58
Compensation & benefits	478,899.98	1.01	485,000.00	1.07	(6,100.02)	1,419,404.97	0.91	1,500,000.00	1.08	(80,595.03)
Marketing, advertising & promotions	567,128.53	1.20	541,000.00	1.20	26,128.53	1,407,429.72	0.90	1,623,000.00	1.17	(215,570.28)
General and administrative expenses	101,808.34	0.22	120,000.00	0.27	(18,191.66)	266,278.83	0.17	360,000.00	0.26	(93,721.17)
Services provided by other agencies	113,400.00	0.24	106,000.00	0.23	7,400.00	340,200.00	0.22	318,000.00	0.23	22,200.00
Amortization - GASB 87 Leases	22,652.66	0.05	-	-	22,652.66	67,957.95	0.04	-	0.00	67,957.95
Depreciation	35,019.05	0.07	59,000.00	0.13	(23,980.95)	105,660.39	0.07	177,000.00	0.13	(71,339.61)
Total operating expenses	39,350,843.37	83.29	37,411,000.00	82.69	1,939,843.37	124,703,102.39	79.55	114,555,000.00	82.77	10,148,102.39
Operating income	7,892,353.41	16.71	7,829,100.00	17.31	63,253.41	32,063,209.79	20.45	23,853,400.00	17.23	8,209,809.79
Non-operating revenue:										
Interest income	992,790.39	2.10	255,000.00	0.56	737,790.39	1,481,273.09	0.94	660,000.00	0.48	821,273.09
Interest expense	(1,100.62)	(0.00)	(1,500.00)	(0.00)	399.38	(3,392.04)	(0.00)	(4,500.00)	(0.00)	1,107.96
Income before transfers	\$ 8,884,043.18	18.80	\$ 8,082,600.00	17.87	\$ 801,443.18	\$ 33,541,090.84	21.40	\$ 24,508,900.00	17.71	\$ 9,032,190.84

Arkansas Department of Finance and Administration
Office of the Arkansas Lottery
Net Proceeds Computation to Transfer to Lottery Scholarship Trust
Modified Cash Basis
For the Three Months Ended September 30, 2023

	Year to date
Operating revenues:	
Instant ticket (Settlements)	\$ 117,262,161.00
Online ticket sales	41,066,326.00
Retailer application, fidelity and service fees	185,188.02
Other revenue	<u>(1,545.84)</u>
Total operating revenues	<u>158,512,129.18</u>
Operating expenses:	
Instant game prizes (Settlements)	85,007,523.00
Online game prizes	21,369,893.53
Retailer commissions	8,817,775.48
Gaming contract costs	7,444,138.58
Compensation and benefits	1,419,404.97
Marketing, advertising and promotions	1,407,429.72
General and administrative expenses	266,278.83
Services provided by Arkansas Department of Education - Division of Higher Education	300,000.00
Services provided by Legislative Audit Agency	40,200.00
Amortization - GASB 87 Leases	67,957.95
Current year capital asset cost	<u>18,230.46</u>
Total operating expenses	<u>126,158,832.52</u>
Change in net proceeds from operations	32,353,296.66
Non-operating revenue:	
Interest income	1,481,273.09
Other non-operating income	(3,392.04)
EDUCATION TRUST FUNDING-Current Year	(20,169,208.73)
Less Act 1180 Unclaimed Prizes	(3,549,320.53)
Less current year Bond Reserve Fees	(45,845.10) 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	0.00 see 23-115-103(17) and (19)(A)&(B)
Add OPEB expense in Comp and Benefits	<u>66,000.00</u>
NET PROCEEDS EARNED-Current Month	<u>\$ 10,130,971.85</u>
-Year to Date	<u>\$ 30,300,180.58</u>

	Transfer	Interest	Total
Lottery Scholarship Trust Account	\$ 262,202,175.10	\$ 6,304,586.10	\$ 268,506,761.20
November 2022 funding 12/15/22	\$ 10,496,530.57	\$ 161,458.63	\$ 10,657,989.20
Transfer to ADHE for FY 2023 Concurrent Scholarship Funding 12/7/22	\$ (2,000,000.00)		\$ (2,000,000.00)
December 2022 funding 1/15/23	\$ 6,266,787.59	\$ 168,995.81	\$ 6,435,783.40
January 2023 funding - 2/15/22	\$ 11,781,045.35	\$ 185,947.51	\$ 11,966,992.86
Transfer to ADHE for FY 2023 Spring Funding 2/22/22	\$ (30,000,000.00)		\$ (30,000,000.00)
February 2023 funding 3/15/23	\$ 6,931,065.01	\$ 166,498.75	\$ 7,097,563.76
March 2023 funding 4/15/23	\$ 8,124,755.27	\$ 171,089.26	\$ 8,295,844.53
Transfer to ADHE for FY 2023 Concurrent Scholarship Funding 4/18/22	\$ (400,000.00)		\$ (400,000.00)
April 2023 funding 5/15/23	\$ 7,814,389.31	\$ 160,070.07	\$ 7,974,459.38
May 2023 funding 6/15/23	\$ 8,969,373.45	\$ 197,096.83	\$ 9,166,470.28
June 2023 funding 7/15/23	\$ 16,703,750.82	\$ 185,573.05	\$ 16,889,323.87
Transfer to ADHE for FY 2024 Concurrent Scholarship Funding 7/14/23	\$ (2,500,000.00)		\$ (2,500,000.00)
Aug 8, 2023 ADHE Refund of FY 23 unused Scholarship Money	\$ 5,775,854.04		\$ 5,775,854.04
July 2023 funding 8/15/23	\$ 12,464,635.60	\$ 201,867.71	\$ 12,666,503.31
August 2023 funding 9/15/23	\$ 7,285,028.66	\$ 217,676.76	\$ 7,502,705.42
September 2023 funding 10/15/23	\$ 9,266,597.78	\$ 864,374.07	\$ 10,130,971.85

**Arkansas Department of Finance and Administration
Office of the Arkansas Lottery
Lottery Scholarship Trust Account**

	Fiscal Year June 30, 2023	Fiscal Year June 30, 2024 (YTD September 2023)
Beginning Balance	\$ 192,693,718	\$ 250,837,552
Net Proceeds	114,767,980	30,300,181 (1)
Transfers to ADHE:	FY23	FY24
Fall Academic Challenge Scholarships	9/23/22	7/14/23
		(30,000,000)
Fall Academic Challenge Scholarships		9/28/23
		(2,500,000)
Concurrent and Workforce Scholarships	12/7/22	
		(30,000,000)
Spring Academic Challenge Scholarships	2/22/23	
		(400,000)
Concurrent Scholarships	4/18/23	
		(750,000)
Workforce Scholarships		9/28/23
		<u>(62,400,000)</u>
		<u>(33,250,000)</u>
Refund of Unused Scholarship Proceeds Requested:	FY23	FY24
		5,775,854
Ending Balance	<u>\$ 250,837,552</u>	<u>\$ 247,887,733</u>

Note 1 - Does not include Unclaimed Prizes.

Arkansas Department of Finance and Administration
Office of the Arkansas Lottery
Unclaimed Prizes
September 30, 2023

	Monthly	Year to Date
Reserve Balance July 1, 2023		\$1,000,000.00
1. Unclaimed lottery prize money:	\$106,942.00	3,549,320.53
2. Expenditures from unclaimed lottery prize money:		
3. Reserved for future prizes, promotions or reserves:	106,942.00	3,549,320.53
4. Less Deposits to net lottery proceeds from unclaimed Lottery prize money:		0
Reserve Balance September 30, 2023		\$4,549,320.53



Sections 5&6
Debt Set-Off Collections/Retailer
Losses

Department of Finance & Administration
Office of the Arkansas Lottery
Retailer Loss/Debt Set-Off/ Income Tax
September 2023

As of 09/30/2023

Retailer losses \$0

Arkansas Debt Set-Off	Sep-23	Total Since Inception
Department of Finance and Administration	\$ 10,977.31	\$ 1,772,814.91
Office of Child Support Enforcement	\$ -	\$ 697,880.12
Total Debt Set-Off	\$ 10,977.31	\$ 2,470,695.03

Income Taxes Withheld	Sep-23	Total Since Inception
Federal	\$ 1,922,654.00	\$ 135,106,370.00
State	\$ 380,374.00	\$ 36,369,514.00
Total Income Taxes Withheld	\$ 2,303,028.00	\$ 171,475,884.00



Section 7
Breakdown of Lottery Sales per
County

ARKANSAS DEPARTMENT OF FINANCE AND ADMINISTRATION
OFFICE OF THE ARKANSAS LOTTERY
RETAIL SALES BY COUNTY
September 1 through September 30, 2023

COUNTY	CASH 3	CASH 4	FAST PLAY	INSTANT	LOTTO	LUCKY FOR LIFE	MEGA MILLIONS	NATURAL STATE STATE	POWERBALL	TOTAL
ARKANSAS	\$19,728.50	\$11,647.50	\$13,219.00	\$440,605.00	\$3,978.00	\$4,110.00	\$9,636.00	\$5,228.00	\$24,954.00	\$333,106.00
ASHLEY	\$12,855.00	\$16,026.50	\$7,348.00	\$198,311.00	\$1,850.00	\$2,206.00	\$6,334.00	\$2,875.00	\$18,659.00	\$266,484.50
BAXTER	\$3,958.00	\$2,706.00	\$14,766.00	\$473,839.00	\$6,180.00	\$8,784.00	\$19,978.00	\$16,046.00	\$59,835.00	\$606,072.00
BENTON	\$9,291.50	\$4,323.50	\$24,352.00	\$1,491,366.00	\$27,204.00	\$24,758.00	\$89,607.00	\$44,688.00	\$308,887.00	\$2,024,477.00
BOONE	\$2,637.00	\$2,100.50	\$19,924.00	\$419,795.00	\$3,652.00	\$2,452.00	\$13,739.00	\$517,999.00	\$45,113.00	\$517,051.50
BRADLEY	\$1,670.00	\$2,773.00	\$2,456.00	\$166,807.00	\$1,306.00	\$910.00	\$3,158.00	\$1,571.00	\$8,674.00	\$189,325.00
CALHOUN	\$3,623.00	\$372.00	\$1,439.00	\$40,900.00	\$572.00	\$634.00	\$828.00	\$1,103.00	\$2,880.00	\$52,351.00
CARROLL	\$1,252.50	\$356.00	\$1,747.00	\$242,836.00	\$2,644.00	\$2,356.00	\$10,275.00	\$4,843.00	\$29,189.00	\$305,498.50
CHICOT	\$8,945.00	\$2,269.50	\$5,341.00	\$191,102.00	\$2,170.00	\$3,180.00	\$8,320.00	\$2,760.00	\$22,184.00	\$246,271.50
CLARK	\$3,402.50	\$1,277.50	\$18,949.00	\$413,838.00	\$4,210.00	\$4,772.00	\$9,807.00	\$6,905.00	\$25,687.00	\$488,848.00
CLAY	\$438.00	\$86.00	\$4,708.00	\$177,260.00	\$1,096.00	\$1,446.00	\$2,761.00	\$2,681.00	\$8,082.00	\$198,558.00
CLEBURNE	\$1,678.50	\$1,950.00	\$23,300.00	\$326,768.00	\$5,680.00	\$5,620.00	\$13,121.00	\$11,299.00	\$40,924.00	\$430,340.50
CLEVELAND	\$491.50	\$224.50	\$1,441.00	\$41,522.00	\$474.00	\$1,130.00	\$1,274.00	\$510.00	\$3,987.00	\$51,054.00
COLUMBIA	\$15,991.00	\$7,793.00	\$13,357.00	\$360,515.00	\$2,202.00	\$3,086.00	\$5,472.00	\$2,876.00	\$18,806.00	\$430,098.00
CONWAY	\$9,379.00	\$3,218.00	\$12,875.00	\$445,480.00	\$6,204.00	\$3,922.00	\$10,849.00	\$11,117.00	\$30,589.00	\$533,643.00
CRAIGHEAD	\$14,903.50	\$8,876.00	\$41,654.00	\$1,587,135.00	\$11,640.00	\$12,628.00	\$36,234.00	\$21,753.00	\$118,018.00	\$1,852,841.50
CRAWFORD	\$2,225.00	\$1,042.00	\$11,833.00	\$391,684.00	\$6,970.00	\$5,956.00	\$18,908.00	\$14,659.00	\$58,784.00	\$512,081.00
CRITTENDEN	\$41,600.50	\$24,115.50	\$18,847.00	\$706,940.00	\$4,460.00	\$12,210.00	\$32,394.00	\$12,114.00	\$97,321.00	\$950,002.00
CROSS	\$6,640.00	\$5,326.00	\$11,233.00	\$332,830.00	\$1,834.00	\$1,780.00	\$6,316.00	\$3,173.00	\$20,534.00	\$389,666.00
DALLAS	\$4,205.50	\$1,485.50	\$3,573.00	\$208,235.00	\$1,420.00	\$872.00	\$3,344.00	\$2,317.26.00	\$8,895.00	\$263,756.00
DESHA	\$3,075.50	\$2,216.50	\$2,326.00	\$226,894.00	\$1,974.00	\$1,080.00	\$5,466.00	\$2,849.00	\$15,125.00	\$261,006.00
DREW	\$4,879.50	\$2,163.50	\$8,870.00	\$380,963.00	\$2,746.00	\$2,960.00	\$7,402.00	\$4,545.00	\$20,069.00	\$434,598.00
FAULKNER	\$12,477.00	\$5,757.50	\$40,306.00	\$1,332,821.00	\$21,026.00	\$15,860.00	\$44,675.00	\$34,792.00	\$129,925.00	\$1,637,639.50
FRANKLIN	\$658.00	\$82.50	\$178,735.00	\$178,111.00	\$3,288.00	\$1,482.00	\$6,991.00	\$4,293.00	\$227,808.50	\$227,808.50
FULTON	\$287.00	\$569.00	\$4,003.00	\$45,740.00	\$862.00	\$806.00	\$1,736.00	\$646.00	\$7,091.00	\$61,940.00
GARLAND	\$15,534.00	\$7,721.00	\$36,078.00	\$1,224,878.00	\$22,034.00	\$16,486.00	\$55,504.00	\$61,390.00	\$171,327.00	\$1,610,952.00
GRANT	\$1,201.00	\$948.50	\$5,751.00	\$191,012.00	\$2,866.00	\$3,030.00	\$6,426.00	\$4,177.00	\$19,281.00	\$234,692.50
GREENE	\$860.50	\$407.00	\$19,214.00	\$607,019.00	\$4,434.00	\$3,264.00	\$15,089.00	\$8,578.00	\$47,137.00	\$706,002.50
HEMPSTEAD	\$65,129.00	\$22,547.50	\$7,675.00	\$386,132.00	\$1,846.00	\$3,344.00	\$6,988.00	\$2,952.00	\$21,734.00	\$518,347.50
HOT SPRING	\$1,802.50	\$571.50	\$15,752.00	\$369,449.00	\$4,376.00	\$5,500.00	\$11,286.00	\$8,376.00	\$31,208.00	\$448,321.00
HOWARD	\$55,674.00	\$16,007.00	\$8,392.00	\$229,269.00	\$1,478.00	\$2,294.00	\$4,766.00	\$2,650.00	\$13,339.00	\$333,869.00
INDEPENDENCE	\$4,095.00	\$2,416.00	\$49,793.00	\$630,433.00	\$5,112.00	\$3,538.00	\$13,282.00	\$7,287.00	\$38,285.00	\$754,221.00
IZARD	\$50.50	\$8.50	\$10,136.00	\$118,591.00	\$1,224.00	\$742.00	\$4,008.00	\$4,463.00	\$11,695.00	\$150,918.00
JACKSON	\$17,294.50	\$8,342.50	\$13,950.00	\$300,826.00	\$2,370.00	\$1,728.00	\$5,537.00	\$5,355.00	\$16,109.00	\$371,512.00
JEFFERSON	\$75,818.50	\$71,056.00	\$48,549.00	\$1,500,051.00	\$23,328.00	\$29,748.00	\$42,156.00	\$30,583.00	\$110,086.00	\$1,931,375.50
JOHNSON	\$661.00	\$1,871.50	\$4,175.00	\$263,059.00	\$2,788.00	\$2,726.00	\$9,482.00	\$4,790.00	\$24,310.00	\$313,882.50
LAFAYETTE	\$11,714.00	\$6,427.50	\$1,683.00	\$78,200.00	\$414.00	\$708.00	\$2,382.00	\$634.00	\$6,149.00	\$108,511.50
LAWRENCE	\$1,066.00	\$161.50	\$13,618.00	\$272,587.00	\$1,560.00	\$1,588.00	\$5,272.00	\$4,502.00	\$17,796.00	\$318,170.50
LEE	\$3,059.00	\$17,858.50	\$2,808.00	\$82,100.00	\$222.00	\$2,714.00	\$2,248.00	\$563.00	\$6,331.00	\$117,903.50
LINCOLN	\$749.50	\$440.50	\$1,550.00	\$88,700.00	\$1,306.00	\$1,826.00	\$2,695.00	\$2,495.00	\$7,244.00	\$107,006.00
LITTLE RIVER	\$5,442.50	\$3,592.00	\$3,977.00	\$123,887.00	\$958.00	\$1,150.00	\$4,340.00	\$1,282.00	\$12,598.00	\$157,236.50
LOGAN	\$625.50	\$84.50	\$13,575.00	\$228,308.00	\$3,048.00	\$1,566.00	\$6,670.00	\$4,615.00	\$21,300.00	\$279,795.00
LONOKE	\$15,314.00	\$10,452.50	\$46,927.00	\$1,122,515.00	\$14,740.00	\$10,450.00	\$33,759.00	\$27,145.00	\$100,660.00	\$1,381,962.50
MADISON	\$186.00	\$19.00	\$2,113.00	\$100,397.00	\$1,548.00	\$1,566.00	\$5,025.00	\$1,725.00	\$15,871.00	\$128,450.00
MARION	\$4,126.50	\$2,342.50	\$14,836.00	\$242,756.00	\$2,908.00	\$3,128.00	\$7,450.00	\$7,087.00	\$19,870.00	\$304,504.00
MILLER	\$28,874.50	\$13,483.50	\$15,213.00	\$541,761.00	\$5,094.00	\$6,786.00	\$15,717.00	\$9,512.00	\$41,845.00	\$678,266.00
MISSISSIPPI	\$51,826.50	\$27,448.50	\$18,752.00	\$726,578.00	\$2,870.00	\$2,754.00	\$14,580.00	\$5,002.00	\$41,572.00	\$891,383.00

ARKANSAS DEPARTMENT OF FINANCE AND ADMINISTRATION
OFFICE OF THE ARKANSAS LOTTERY
RETAIL SALES BY COUNTY
September 1 through September 30, 2023

COUNTY	CASH 3	CASH 4	FAST PLAY	INSTANT SETTLEMENTS	LOTTO	LUCKY FOR LIFE	MEGA MILLIONS	NATURAL STATE STATE	POWERBALL	TOTAL
MONROE	\$12,886.50	\$7,057.50	\$22,557.00	\$177,905.00	\$2,096.00	\$2,110.00	\$5,563.00	\$2,526.00	\$15,268.00	\$247,969.00
MONTGOMERY	\$12.00	\$0.00	\$4,211.00	\$36,374.00	\$684.00	\$304.00	\$1,999.00	\$1,282.00	\$5,967.00	\$50,833.00
NEVADA	\$3,419.00	\$2,428.50	\$1,274.00	\$174,400.00	\$1,022.00	\$872.00	\$2,996.00	\$1,323.00	\$7,932.00	\$199,766.50
NEWTON	\$462.00	\$80.50	\$2,066.00	\$41,372.00	\$38.00	\$332.00	\$1,469.00	\$1,255.00	\$4,183.00	\$51,667.50
OUACHITA	\$16,043.00	\$9,139.50	\$17,413.00	\$609,464.00	\$4,094.00	\$4,560.00	\$8,866.00	\$6,594.00	\$25,966.00	\$702,142.50
PERRY	\$838.00	\$866.00	\$3,881.00	\$112,465.00	\$2,086.00	\$1,176.00	\$4,288.00	\$2,839.00	\$10,940.00	\$139,409.00
PHILLIPS	\$16,904.50	\$6,811.50	\$4,910.00	\$187,599.00	\$1,516.00	\$2,298.00	\$7,266.00	\$3,234.00	\$21,446.00	\$251,985.00
PIKE	\$497.50	\$106.50	\$4,935.00	\$128,281.00	\$2,016.00	\$1,388.00	\$4,373.00	\$3,101.00	\$10,680.00	\$155,973.00
POINSETT	\$4,288.50	\$1,361.50	\$18,893.00	\$469,785.00	\$2,108.00	\$1,570.00	\$7,954.00	\$4,202.00	\$27,811.00	\$537,973.00
POLK	\$1,472.00	\$54.50	\$12,092.00	\$167,235.00	\$2,752.00	\$2,640.00	\$6,946.00	\$5,356.00	\$20,200.00	\$218,747.50
PRAIRIE	\$3,348.50	\$1,004.00	\$26,531.00	\$846,053.00	\$10,706.00	\$11,128.00	\$26,889.00	\$19,885.00	\$78,662.00	\$1,024,206.50
PULASKI	\$1,375.00	\$398.00	\$5,474.00	\$128,086.00	\$1,002.00	\$566.00	\$3,491.00	\$1,451.00	\$9,948.00	\$151,791.00
RANDOLPH	\$190,801.50	\$153,554.50	\$233,746.00	\$6,733,259.00	\$177,326.00	\$292,932.00	\$428,183.00	\$369,045.00	\$1,180,987.00	\$9,759,834.00
SAINTE FRANCIS	\$603.50	\$161.50	\$6,438.00	\$196,265.00	\$2,194.00	\$2,284.00	\$6,659.00	\$3,100.00	\$17,722.00	\$237,427.00
SALINE	\$30,592.00	\$9,731.50	\$10,897.00	\$326,219.00	\$2,008.00	\$3,406.00	\$9,626.00	\$5,621.00	\$33,173.00	\$431,273.50
SCOTT	\$25,530.00	\$7,038.00	\$46,361.00	\$1,132,853.00	\$17,870.00	\$19,032.00	\$41,504.00	\$36,792.00	\$123,914.00	\$1,450,894.00
SEARCY	\$133.00	\$39.00	\$2,239.00	\$83,440.00	\$1,298.00	\$920.00	\$5,037.00	\$1,497.00	\$12,407.00	\$107,010.00
SEBASTIAN	\$32.50	\$124.50	\$5,465.00	\$123,871.00	\$1,090.00	\$726.00	\$3,415.00	\$2,082.00	\$8,639.00	\$145,047.00
SEVER	\$12,671.50	\$3,554.50	\$23,674.00	\$866,880.00	\$15,520.00	\$16,236.00	\$50,407.00	\$39,890.00	\$175,699.00	\$1,204,532.00
SHARP	\$5,645.00	\$518.50	\$745.00	\$195,524.00	\$1,432.00	\$846.00	\$6,430.00	\$6,889.00	\$15,201.00	\$227,423.50
SHARPE	\$1,064.50	\$109.50	\$11,709.00	\$296,544.00	\$3,044.00	\$3,692.00	\$9,358.00	\$6,889.00	\$30,020.00	\$367,430.00
STONE	\$889.00	\$273.00	\$7,220.00	\$117,132.00	\$1,666.00	\$1,218.00	\$3,691.00	\$3,428.00	\$10,931.00	\$146,448.00
UNION	\$82,684.50	\$39,235.50	\$36,903.00	\$830,847.00	\$4,950.00	\$6,972.00	\$15,175.00	\$10,137.00	\$45,676.00	\$1,072,580.00
VAN BUREN	\$868.00	\$1,102.00	\$11,056.00	\$249,075.00	\$3,884.00	\$2,708.00	\$8,209.00	\$6,858.00	\$22,837.00	\$306,597.00
WASHINGTON	\$21,616.00	\$8,256.00	\$36,438.00	\$1,687,540.00	\$28,760.00	\$27,166.00	\$77,145.00	\$47,993.00	\$259,749.00	\$2,194,663.00
WHITE	\$12,064.50	\$4,290.50	\$60,666.00	\$968,034.00	\$10,956.00	\$9,140.00	\$26,423.00	\$20,665.00	\$77,737.00	\$1,189,976.00
WOODRUFF	\$1,815.00	\$892.00	\$3,513.00	\$143,360.00	\$1,172.00	\$790.00	\$3,018.00	\$1,629.00	\$7,951.00	\$164,140.00
YELL	\$236.50	\$55.00	\$4,207.00	\$239,581.00	\$2,224.00	\$1,946.00	\$6,323.00	\$5,266.00	\$18,024.00	\$277,862.50

GRAND TOTALS *Cash 3 \$996,190.50 *Cash 4 \$581,248.50 *Fast Play \$1,310,633.00 *Instant Settlements \$37,520,268.00 *Lotto \$538,090.00 *Lucky for Life \$650,734.00 *Mega Millions \$1,424,970.00 *Natural State Jackpot \$1,043,838.00 *Powerball \$4,221,833.00 *Total Sales \$48,287,805.00



Section 8

Total Number of Retailers

Arkansas Scholarship Lottery Retailer, Terminal Counts, and Vendor Service Highlights

September 2023

Retailer Count by Status	
Active	1,770
Renewal	237
Total	2,007

Monthly Highlights

- ▶ 4,771,462 Total transactions processed through the Arkansas Scholarship Lottery System in September
- ▶ 946 service tickets resolved by Field Service and the Call Center for the month of September
- ▶ 477 Preventative Maintenance Actions completed by Field Service Technicians for the month of September

Terminal Count by Type	
Photon	2,081
TVM	125
DreamTouch Smart	84
Total	2,290



This document is confidential, proprietary, and contains trade secrets of Intralot. Reproduction or redistribution without the written consent of Intralot is prohibited and exemption from public disclosure is claimed.



Section 9
Arkansas Department of Higher
Education

Arkansas Department of Finance and Administration
Office of the Arkansas Lottery
September 1 through September 30th, 2023



Office of the Arkansas Lottery had two requests from ADHE on September 22nd.

- 1. \$30,000,000 requested to fund the first disbursement of scholarships for Fall 2023 semester.**
- 2. \$750,000 requested to fund the first disbursement for the Workforce Challenge Scholarship for 2023-2024 Academic Year.**



Division of Higher Education

101 E. Capital Ave., Suite 300 • Little Rock, Arkansas • 72201-3818 • (501) 371-2000 • Fax (501) 371-2001

Jacob Oliva
Secretary

Ken Warden, Ed.D.
Commissioner

September 22, 2023

Mr. Eric Hagler, Director
Arkansas Scholarship Lottery
P.O. Box 3238
Little Rock, AR 72203-3238

Dear Mr. Hagler:

I hereby certify to the Office of the Arkansas Lottery that an estimated thirty million (\$30,000,000) in net lottery proceeds will be required to fund the first disbursement of scholarships awarded under A.C.A. § 6-85-201 et. seq. for the fall 2023 semester.

Therefore, I am requesting the amount of thirty million (\$30,000,000) be transferred to the Arkansas Division of Higher Education's commercial bank account with First Security Bank by Friday, September 29, 2023. We will monitor closely and advise if additional requests for net proceeds are needed based on the submissions of the universities and colleges enrollment verification rosters.

If you require additional information or have questions, please contact me at 501.371.2026.

Thank you for your consideration in this matter.

Sincerely,

A handwritten signature in black ink that reads "Nicholas Fuller".

Nicholas Fuller
Assistant Commissioner for Finance

Digitally signed
by Jerold
Fetzer
Date:
2023.09.25
13:25:09 -05'00'

Digitally signed
by Eric Hagler
Date:
2023.09.25
14:00:23 -05'00'



Division of Higher Education

101 E. Capital Ave., Suite 300 • Little Rock, Arkansas • 72201-3818 • (501) 371-2000 • Fax (501) 371-2001

Jacob Oliva
Secretary

Ken Warden, Ed.D.
Commissioner

September 22, 2023

Mr. Eric Hagler, Director
Arkansas Scholarship Lottery
P.O. Box 3238
Little Rock, AR 72203-3238

Dear Mr. Hagler:

I hereby certify to the Office of the Arkansas Lottery that an estimated seven hundred fifty thousand dollars (\$750,000) in net lottery proceeds will be required to fund the disbursement of scholarships awarded under A.C.A. § 6-85-301 et. seq. for the Workforce Challenge Scholarship for the 2023-2024 Academic Year.

Therefore, I am requesting the amount of seven hundred fifty thousand (\$750,000) be transferred to the Arkansas Division of Higher Education's commercial bank account with First Security Bank by Friday September 29, 2023. We will monitor closely and advise if additional requests for net proceeds are needed based on the submissions of the universities and colleges enrollment verification rosters.

If you require additional information or have questions, please contact me at 501.371.2026.

Thank you for your consideration in this matter.

Sincerely,

A handwritten signature in black ink that reads "Nicholas Fuller".

Nicholas Fuller
Assistant Commissioner for Finance

**Jerold
Fetzer** Digitally signed
by Jerold Fetzer
Date:
2023.09.25
13:25:42 -05'00'

**Eric
Hagler** Digitally signed
by Eric Hagler
Date: 2023.09.25
14:00:49 -05'00'



Section 10
Instant Ticket Games Releases

DFA/Office of the Arkansas Lottery
Instant & Fast Play Games
September 2023

There were no new Instant games that started sales in September 2023.

Sales for the following Fast Play games began September 4, 2023. No ending dates have been determined for these games.

\$1 Tic Tac Rock

\$1 3 Times Lucky



Section 11

Contracts Awarded

Arkansas Department of Finance and Administration

Office Arkansas Lottery

Term Contracts for Goods and Services

September 1 through September 30th, 2023



Office of Arkansas Lottery is requesting approval for two contracts for increases. OAL Marketing department entered into a contract that will start 11/01/2023 with Meltwater.

- 1. Intralot- 4600050996
Increase amount by \$51,000,000.**
- 2. Scientific Games US Parent LP- 4600050815
Increase amount by \$68,000,000.**
- 3. OAL Marketing Department entered into an agreement with Meltwater Services to begin on 11/01/2023. This contract will cover media services such as social media, search results, widgets, etc. the cost for this service is \$13,432.00 due in one payment due 30 days from invoice date.**

Meltwater Services

Meltwater Regular

- Users: Access by up to 5 Authorized Users (defined herein) to the Meltwater platform. "Authorized Users" means those specific employees or consultants located in United States that Customer has authorized to use the Meltwater platform solely for Customer's own internal business purposes.
- Searches: 15 Searches. A "Search" is a string of keywords used to search online news or social media sources and find relevant results in the form of articles or posts. Results are displayed in the Meltwater platform and contain a hyperlink to the original source article or post.
- Dashboards: 10 dashboard(s) on the Meltwater platform. Dashboards are customizable and display analytics and search results from any Searches. Each Dashboard can contain up to 9 Widgets.
- Widgets: Access to both Brand Monitoring and Brand Analysis widget groups, including Potential Reach, Sentiment Score, Share of Voice, Advertising Value Equivalency, Top Languages, RSS Feed, Content Streams, Media Exposure, World Heat Map, Trending Themes, Top Publishers and Top Locations widgets.
- Sources: News and social media monitoring. News search results from all sources tracked by Meltwater worldwide.
- Extras: Tagging, translation and distribution of search results.
- Sentiment: Natural Language Processing (NLP) analysis of article sentiment in selected languages.
- Alerts: Twitter Influencer (twitter only), Top reach (news only), Spike detection, Sentiment Shift, and Events (40 companies) are included. Authorized Users can configure Alerts for Searches and Users. Alerts are available in the Meltwater Platform, email reports and/or Mobile App.
- Support: Technical and Consultative support during normal local business hours, for the duration of the subscription.
- Email: Daily e-mail reports and ad-hoc dashboard reports showing search results for Authorized Users.
- Mobile: Access to Meltwater app (available in iOS and Android) to view saved Searches and Search Results.
- Subject to the approval of Twitter, Customer may receive content from Twitter or post content to Twitter ("Twitter Content") pursuant to this Agreement and Customer represents that it has read, understands, and agrees to be bound by Twitter's terms of service located at <https://twitter.com/en/tos>. Meltwater or Twitter may terminate Customer's access to Twitter Content if Meltwater or Twitter reasonably believes that Customer is violating Twitter's terms of service.

Global Print Media

- Global Media coverage from over 10,000 news sources globally.
- Global media feed integration powered by Moody's delivered to Meltwater Platform.

Dow Jones Bundle

- Full-text, licensed content from over 5,000 sources globally, powered by Dow Jones Factiva.
- API integration of Factiva content into client's Meltwater Media Intelligence platform.
- Dow Jones content is available for 30 days from the date of publishing.

Broadcast Local

- Streaming with monitoring coverage in the state of Arkansas.
- Searchable Broadcast content database from one US state within the Meltwater Platform.
- Clips can be edited and shared with colleagues.
- Broadcast content can be added to widgets for analysis and benchmarking.

Media Relations Platform

- Access to media contacts in the following country: United States
- Ability to research, organize and manage relevant media contacts and sources.
- Proprietary media contact search with relevance rankings.
- Advanced search of media contact database by journalist or publication name, location, beat, role and channel.
- Access for all Authorized Users with current access to Meltwater platform. If purchased as a standalone product without prior access to Meltwater platform, access provided for up to 5 Authorized Users
- Ability to email media outreach (pitches, press releases and media advisories) and track open rates.
- Ability to upload contacts. Customer is responsible for obtaining all required consent from such contacts where necessary.

Premium Social Package

- Social media content package for use with searches and dashboard analytics in Meltwater platform.
- Search results from Twitter, Facebook, Instagram, Forum sites, Product Review sites and website comment sections.
- Search results can be visualized alongside other content types in integrated dashboards.
- Available widgets for visualization include Heat Maps, Media Exposure, Share of Voice, Top Posters, Sentiment Score, Sentiment, Languages, Locations, Sources, Topic Momentum and Trending Themes.
- Sentiment rating for all results using Natural Language Processing. (selected languages only)
- Search results can be exported in PDF, Image or Excel formats.(selected languages only)
- Subject to the approval of Twitter, Customer may receive content from Twitter or post content to Twitter ("Twitter Content") pursuant to this Agreement and Customer represents that it has read, understands, and agrees to be bound by Twitter's terms of service located at <https://twitter.com/en/tos>. Meltwater or Twitter may terminate Customer's access to Twitter Content if Meltwater or Twitter reasonably believes that Customer is violating Twitter's terms of service.

Terms of Service:

Meltwater will provide the above Services for the period of time reflected by the start & end dates below.

Product	Start Date	End Date
Meltwater Regular	Nov 01, 2023	Oct 31, 2024
Global Print Media	Nov 01, 2023	Oct 31, 2024
Dow Jones Bundle	Nov 01, 2023	Oct 31, 2024
Broadcast Local	Nov 01, 2023	Oct 31, 2024
Media Relations Platform	Nov 01, 2023	Oct 31, 2024
Premium Social Package	Nov 01, 2023	Oct 31, 2024

Payment Terms:

Meltwater Services are paid for in advance of the Start Date in a single lump sum. Once this Order Confirmation is signed, an invoice for the price below will be generated and due net14. Except as provided in the Terms of Use, all payment is non-refundable. Discounts and/or special pricing and/or payment terms, if any, may not apply to your renewal term.

(If you are tax exempt please provide your Meltwater representative with a valid current tax exemption form upon signing.)

Price : 13432.00 USD

Terms of Use:

The company identified in the signature block below ("Customer") hereby agrees that its use of any Meltwater Service is governed by the terms set out in this Order Confirmation and the terms and conditions of use, located at <https://www.meltwater.com/terms-of-use/northamerica/> ("Terms") (together the "Agreement"). Any other terms, including those on a purchase order, in a vendor registration application, or part of an RFP, are considered void and shall have no force and effect.

Special Terms:

Any Special Terms below shall supersede Meltwater's standard Terms of Use.

- Invoices under this Agreement will be due within 30 days of invoice date.

- Invoices under this Agreement will be issued according to the following schedule: Invoice 1 in the amount of 13432.00 USD due on or before Nov 30, 2023 ;

By signing this Agreement, you warrant that you have the authority to enter into this Agreement on behalf of Customer and that you have read, understand, and accept all of the terms of this Agreement

Customer

Name and Contact Information:

Arkansas Scholarship Lottery
124 W., Capitol Ave. , Suite 1400
Little Rock, Arkansas 72201
United States
Contact: Ashley McNatt

Date _____
Name _____
Email _____
Title _____
Signature _____

Meltwater

Name and Contact Information:

Meltwater News US Inc.
Suite 165, 555 Twin Dolphin Drive,
Redwood City, CA, 94065
United States of America
FTIN number: 20-8289528 (b2b-version)

Date 10/10/23
Name **Erika Welter Carly Copelovitch**
carly.copelovitch@meltwater.com
Managing Director
Carly Copelovitch
Carly Copelovitch (Oct 10, 2023 11:39 EDT)

Eric Hagler Digitally signed
by Eric Hagler
Date:
2023.09.11
07:27:34 -05'00'



Section 12
Internal Auditor Reports

**Arkansas Department of Finance and Administration
Office of the Arkansas Lottery**

for September 1 through September 30th ,2023.



Office of the Arkansas Lottery had no audit reports issued during the reporting period September 1st through September 30th.