



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, 2018

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 September 2018. The reports contain the following information:

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

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

Respectfully submitted,

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

Bishop Woosley
Director

Enclosures

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



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**Department of Finance
and Administration**

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October 10, 2018

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

RE: Monthly Disclosure Reports

Gentlemen:

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 2018. The reports contain the following information:

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Bishop Woosley
Director

Enclosures

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

**Arkansas Department of Finance and Administration
Office of the Arkansas Lottery
Term Contracts for Goods and Services
September 1 through September 30, 2018**

No term contracts were entered into by the Arkansas Department of Finance and Administration Office of the Arkansas Lottery during the month of September 2018.

**Arkansas Department of Finance and Administration
Office of the Arkansas Lottery
Debt Set-Off and Retailer Losses
September 2018**

1. Debt Set-Off Collections:

a.	Arkansas Department of Finance and Administration	\$8,923.42
b.	Arkansas Office of Child Support Enforcement - Child Support	<u>\$4,322.42</u>
	Total Debt Set-Off:	\$13,245.84

2. Retailer Losses:

400972		<u>\$4,883.18</u>
	Total Retailer Losses:	\$4,883.18

ARKANSAS DEPARTMENT OF FINANCE AND ADMINISTRATION
OFFICE OF THE ARKANSAS LOTTERY
RETAIL SALES BY COUNTY
September 1 through September 30, 2018

COUNTY	CASH 3	CASH 4	FAST PLAY	INSTANT SETTLEMENTS	LUCKY FOR LIFE	MEGA MILLIONS	NATURAL STATE JACKPOT	POWERBALL	TOTAL SALES FOR COUNTY
ARKANSAS	\$10,001.00	\$6,659.00	\$13,274.00	\$407,179.00	\$1,862.00	\$15,875.00	\$7,446.00	\$17,167.00	\$479,463.00
ASHLEY	\$11,242.50	\$11,209.00	\$3,945.00	\$125,413.00	\$916.00	\$7,613.00	\$2,401.00	\$10,897.00	\$173,636.50
BAXTER	\$2,742.00	\$1,618.00	\$10,145.00	\$335,576.00	\$5,066.00	\$22,904.00	\$14,083.00	\$27,714.00	\$419,848.00
BENTON	\$7,566.00	\$3,172.50	\$23,261.00	\$1,042,508.00	\$11,428.00	\$108,299.00	\$30,964.00	\$117,616.00	\$1,344,814.50
BOONE	\$2,321.50	\$1,473.50	\$19,796.00	\$418,627.00	\$1,942.00	\$17,336.00	\$6,135.00	\$20,888.00	\$488,519.00
BRADLEY	\$1,715.00	\$2,086.50	\$2,215.00	\$154,070.00	\$806.00	\$3,987.00	\$1,763.00	\$6,468.00	\$173,110.50
CALHOUN	\$4,046.50	\$1,076.50	\$2,314.00	\$47,700.00	\$382.00	\$1,612.00	\$834.00	\$1,934.00	\$59,899.00
CARROLL	\$369.50	\$494.00	\$5,401.00	\$219,757.00	\$1,366.00	\$11,783.00	\$4,434.00	\$13,498.00	\$257,102.50
CHICOT	\$7,981.00	\$7,500.00	\$940.00	\$151,914.00	\$4,094.00	\$27,425.00	\$7,462.00	\$39,466.00	\$246,782.00
CLARK	\$1,316.50	\$803.50	\$17,972.00	\$300,500.00	\$1,622.00	\$12,543.00	\$6,139.00	\$13,731.00	\$354,627.00
CLAY	\$184.00	\$83.50	\$3,169.00	\$108,900.00	\$630.00	\$3,857.00	\$1,921.00	\$4,832.00	\$123,576.50
CLEBURNE	\$2,884.00	\$872.50	\$17,437.00	\$265,835.00	\$2,338.00	\$17,928.00	\$9,984.00	\$18,046.00	\$335,324.50
CLEVELAND	\$387.50	\$254.00	\$1,101.00	\$45,872.00	\$430.00	\$1,634.00	\$1,201.00	\$1,861.00	\$52,740.50
COLUMBIA	\$16,429.00	\$6,837.50	\$11,918.00	\$277,850.00	\$1,852.00	\$8,346.00	\$3,801.00	\$10,927.00	\$337,960.50
CONWAY	\$4,791.50	\$2,065.00	\$10,226.00	\$332,483.00	\$1,414.00	\$15,498.00	\$8,623.00	\$18,128.00	\$393,228.50
CRAIGHEAD	\$9,722.50	\$6,563.50	\$36,752.00	\$1,307,671.00	\$5,312.00	\$53,252.00	\$21,677.00	\$56,912.00	\$1,497,862.00
CRAWFORD	\$1,897.50	\$521.50	\$8,826.00	\$333,176.00	\$3,116.00	\$31,476.00	\$20,195.00	\$33,797.00	\$433,005.00
CRITTENDEN	\$19,185.50	\$12,535.00	\$5,083.00	\$506,733.00	\$5,492.00	\$42,210.00	\$12,540.00	\$51,473.00	\$655,251.50
CROSS	\$4,500.50	\$2,737.50	\$7,392.00	\$222,596.00	\$768.00	\$7,136.00	\$3,533.00	\$8,212.00	\$256,875.00
DALLAS	\$1,398.00	\$1,045.00	\$2,949.00	\$134,400.00	\$776.00	\$4,260.00	\$2,267.00	\$5,275.00	\$152,370.00
DESHA	\$1,839.00	\$1,753.00	\$3,069.00	\$159,549.00	\$1,074.00	\$8,844.00	\$4,905.00	\$9,952.00	\$190,985.00
DREW	\$2,521.00	\$1,604.50	\$6,308.00	\$208,444.00	\$3,960.00	\$10,704.00	\$3,825.00	\$12,399.00	\$249,765.50
FAULKNER	\$11,468.50	\$5,126.50	\$51,997.00	\$1,047,798.00	\$7,950.00	\$62,663.00	\$34,373.00	\$69,312.00	\$1,290,688.00
FRANKLIN	\$446.50	\$77.50	\$9,076.00	\$167,865.00	\$2,564.00	\$11,100.00	\$3,832.00	\$11,496.00	\$206,457.00
FULTON	\$276.00	\$243.00	\$2,456.00	\$64,743.00	\$486.00	\$2,713.00	\$1,814.00	\$3,525.00	\$76,256.00
GARLAND	\$7,801.50	\$5,109.50	\$27,650.00	\$895,712.00	\$9,872.00	\$75,394.00	\$48,846.00	\$79,741.00	\$1,150,126.00
GRANT	\$800.00	\$122.00	\$8,881.00	\$134,987.00	\$1,168.00	\$8,387.00	\$4,433.00	\$8,858.00	\$167,636.00
GREENE	\$915.00	\$331.50	\$18,347.00	\$554,423.00	\$3,182.00	\$25,259.00	\$9,139.00	\$25,336.00	\$636,932.50
HEMPSTEAD	\$41,289.50	\$13,015.00	\$12,118.00	\$293,127.00	\$1,262.00	\$10,165.00	\$3,116.00	\$10,856.00	\$384,948.50
HOT SPRING	\$727.50	\$409.00	\$10,022.00	\$281,556.00	\$2,556.00	\$15,873.00	\$8,756.00	\$16,571.00	\$336,470.50

ARKANSAS DEPARTMENT OF FINANCE AND ADMINISTRATION
OFFICE OF THE ARKANSAS LOTTERY
RETAIL SALES BY COUNTY
September 1 through September 30, 2018

COUNTY	CASH 3	CASH 4	FAST PLAY	INSTANT SETTLEMENTS	LUCKY FOR LIFE	MEGA MILLIONS	NATURAL STATE JACKPOT	POWERBALL	TOTAL SALES FOR COUNTY
HOWARD	\$19,372.00	\$6,417.50	\$9,328.00	\$200,535.00	\$1,374.00	\$6,302.00	\$2,991.00	\$6,982.00	\$253,301.50
INDEPENDENCE	\$2,976.50	\$1,264.50	\$42,528.00	\$498,246.00	\$2,556.00	\$21,251.00	\$11,204.00	\$24,183.00	\$604,209.00
IZARD	\$85.50	\$86.00	\$4,556.00	\$69,706.00	\$768.00	\$4,928.00	\$4,405.00	\$5,866.00	\$90,400.50
JACKSON	\$15,790.50	\$7,002.00	\$18,244.00	\$268,458.00	\$1,608.00	\$9,449.00	\$6,119.00	\$10,858.00	\$337,528.50
JEFFERSON	\$41,985.00	\$29,461.00	\$33,787.00	\$1,305,531.00	\$8,030.00	\$48,143.00	\$29,182.00	\$55,042.00	\$1,551,161.00
JOHNSON	\$672.00	\$1,025.50	\$4,545.00	\$218,514.00	\$1,434.00	\$10,956.00	\$5,333.00	\$13,568.00	\$256,047.50
LAFAYETTE	\$5,985.00	\$2,006.50	\$3,862.00	\$64,752.00	\$446.00	\$2,014.00	\$641.00	\$2,484.00	\$82,190.50
LAWRENCE	\$987.00	\$316.00	\$7,622.00	\$196,500.00	\$876.00	\$7,222.00	\$3,644.00	\$9,540.00	\$226,707.00
LEE	\$2,223.50	\$6,611.50	\$3,882.00	\$60,070.00	\$396.00	\$3,273.00	\$585.00	\$3,439.00	\$80,480.00
LINCOLN	\$291.50	\$450.50	\$4,140.00	\$92,897.00	\$830.00	\$4,382.00	\$2,970.00	\$4,930.00	\$110,891.00
LITTLE RIVER	\$4,881.50	\$2,518.50	\$2,872.00	\$81,188.00	\$582.00	\$5,758.00	\$1,684.00	\$5,465.00	\$104,949.00
LOGAN	\$1,601.50	\$356.50	\$8,312.00	\$189,597.00	\$1,388.00	\$11,304.00	\$4,423.00	\$13,055.00	\$230,037.00
LONOKE	\$8,166.00	\$4,931.50	\$38,282.00	\$827,873.00	\$6,636.00	\$45,858.00	\$23,698.00	\$50,135.00	\$1,005,579.50
MADISON	\$185.50	\$28.00	\$1,195.00	\$60,848.00	\$694.00	\$6,024.00	\$2,036.00	\$6,590.00	\$77,600.50
MARION	\$2,283.00	\$484.50	\$7,039.00	\$193,316.00	\$2,474.00	\$7,844.00	\$6,119.00	\$9,900.00	\$229,459.50
MILLER	\$18,882.50	\$10,029.00	\$12,132.00	\$498,293.00	\$3,462.00	\$20,073.00	\$7,071.00	\$20,952.00	\$590,894.50
MISSISSIPPI	\$39,452.50	\$14,790.00	\$11,618.00	\$505,002.00	\$1,622.00	\$17,544.00	\$4,654.00	\$21,301.00	\$615,983.50
MONROE	\$3,697.50	\$1,669.00	\$4,341.00	\$154,262.00	\$500.00	\$7,245.00	\$2,987.00	\$8,169.00	\$182,870.50
MONTGOMERY	\$327.00	\$1,177.00	\$3,469.00	\$27,339.00	\$338.00	\$2,940.00	\$1,517.00	\$2,935.00	\$40,042.00
NEVADA	\$1,540.50	\$1,633.50	\$4,831.00	\$163,762.00	\$970.00	\$5,019.00	\$1,842.00	\$4,904.00	\$184,502.00
NEWTON	\$47.00	\$26.00	\$10,359.00	\$48,690.00	\$308.00	\$1,888.00	\$940.00	\$2,248.00	\$64,506.00
OUACHITA	\$11,619.50	\$4,942.50	\$17,447.00	\$491,472.00	\$1,748.00	\$13,293.00	\$6,691.00	\$15,144.00	\$562,357.00
PERRY	\$615.00	\$374.00	\$3,636.00	\$93,300.00	\$332.00	\$4,837.00	\$1,910.00	\$4,819.00	\$109,823.00
PHILLIPS	\$7,059.50	\$4,818.00	\$4,440.00	\$159,626.00	\$2,352.00	\$17,889.00	\$4,345.00	\$22,490.00	\$223,019.50
PIKE	\$245.50	\$70.50	\$8,615.00	\$100,797.00	\$864.00	\$5,566.00	\$3,175.00	\$6,402.00	\$125,735.00
POINSETT	\$5,237.00	\$1,194.50	\$16,547.00	\$386,015.00	\$1,426.00	\$12,983.00	\$6,221.00	\$15,290.00	\$444,913.50
POLK	\$521.00	\$33.00	\$14,122.00	\$104,565.00	\$1,178.00	\$9,213.00	\$4,048.00	\$10,654.00	\$144,334.00
POPE	\$5,029.50	\$1,768.00	\$18,419.00	\$730,422.00	\$4,994.00	\$41,667.00	\$19,804.00	\$44,189.00	\$866,292.50
PRAIRIE	\$2,245.50	\$1,282.50	\$7,094.00	\$158,457.00	\$432.00	\$5,515.00	\$2,657.00	\$6,166.00	\$183,849.00
PULASKI	\$99,294.50	\$84,759.50	\$251,632.00	\$5,663,677.00	\$46,982.00	\$307,771.00	\$156,373.00	\$314,650.00	\$6,925,139.00
RANDOLPH	\$519.50	\$507.00	\$7,628.00	\$136,200.00	\$1,154.00	\$7,173.00	\$2,468.00	\$7,957.00	\$163,606.50

**ARKANSAS DEPARTMENT OF FINANCE AND ADMINISTRATION
OFFICE OF THE ARKANSAS LOTTERY
RETAIL SALES BY COUNTY
September 1 through September 30, 2018**

COUNTY	CASH 3	CASH 4	FAST PLAY	INSTANT SETTLEMENTS	LUCKY FOR LIFE	MEGA MILLIONS	NATURAL STATE JACKPOT	POWERBALL	TOTAL SALES FOR COUNTY
SAINT FRANCIS	\$12,641.00	\$7,426.50	\$5,000.00	\$283,027.00	\$2,178.00	\$13,147.00	\$4,602.00	\$15,834.00	\$343,855.50
SALINE	\$10,138.50	\$5,385.00	\$88,468.00	\$997,986.00	\$10,888.00	\$65,751.00	\$37,970.00	\$70,559.00	\$1,287,145.50
SCOTT	\$81.00	\$86.00	\$4,349.00	\$72,533.00	\$618.00	\$5,141.00	\$1,787.00	\$5,969.00	\$90,564.00
SEARCY	\$322.50	\$646.50	\$3,786.00	\$90,300.00	\$748.00	\$3,986.00	\$1,674.00	\$4,271.00	\$105,734.00
SEBASTIAN	\$11,164.50	\$4,666.00	\$19,371.00	\$705,857.00	\$8,736.00	\$79,022.00	\$34,570.00	\$87,693.00	\$951,079.50
SEVIER	\$1,103.50	\$602.50	\$1,423.00	\$100,052.00	\$760.00	\$6,079.00	\$1,867.00	\$6,025.00	\$117,912.00
SHARP	\$510.00	\$206.00	\$8,518.00	\$216,190.00	\$1,244.00	\$8,692.00	\$5,798.00	\$11,166.00	\$252,324.00
STONE	\$674.00	\$166.50	\$5,156.00	\$95,396.00	\$706.00	\$5,267.00	\$3,237.00	\$6,315.00	\$116,917.50
UNION	\$49,730.50	\$24,849.50	\$23,011.00	\$753,058.00	\$3,694.00	\$24,327.00	\$10,121.00	\$28,165.00	\$916,956.00
VAN BUREN	\$1,042.00	\$723.00	\$5,664.00	\$153,701.00	\$910.00	\$8,570.00	\$4,297.00	\$10,098.00	\$185,005.00
WASHINGTON	\$8,972.00	\$5,302.50	\$17,705.00	\$1,243,916.00	\$12,570.00	\$110,506.00	\$39,021.00	\$117,027.00	\$1,555,019.50
WHITE	\$4,671.50	\$3,168.50	\$45,334.00	\$893,136.00	\$5,272.00	\$39,695.00	\$21,567.00	\$41,675.00	\$1,054,519.00
WOODRUFF	\$2,904.00	\$1,684.50	\$1,205.00	\$88,200.00	\$666.00	\$4,194.00	\$1,749.00	\$4,266.00	\$104,868.50
YELL	\$1,189.00	\$41.00	\$15,901.00	\$246,281.00	\$1,128.00	\$10,644.00	\$5,131.00	\$11,286.00	\$291,601.00

GRAND TOTALS	*Cash 3	*Cash 4	*Fast Play	*Instant Settlements	*Lucky for Life	*Mega Millions	*Natural State Jackpot	*Powerball	*Total Sales
	\$587,729.50	\$344,387.00	\$1,185,455.00	\$30,236,507.00	\$234,558.00	\$1,706,421.00	\$795,570.00	\$1,877,544.00	\$36,968,171.50

*Estimates

**Arkansas Department of Finance and Administration
Office of the Arkansas Lottery
Total Number of Active Retailers
September 2018**

There were 1,931 active retailers as of September 30, 2018.

Arkansas Department of Finance and Administration
Office of the Arkansas Lottery
Statement of Net Position
September 30, 2018

ASSETS

Current assets:	
Cash and cash equivalents	\$ 4,123,045.52
Restricted assets:	
Cash and cash equivalents	92,273,857.59
Accounts receivable	12,453,021.97
Prepaid items	146,279.95
Total current assets	<u>108,996,205.03</u>
Non-current assets:	
Restricted assets:	
Cash and cash equivalents	20,717,806.06
Deposits with Multi-State Lottery Association	2,279,273.74
Capital assets (Net of accumulated depreciation)	347,079.95
Total non-current assets	<u>23,344,159.75</u>
Total assets	132,340,364.78
Deferred outflows of resources:	
Related to pension	<u>1,671,766.67</u>
Total assets and deferred outflows of resources	<u>\$ 134,012,131.45</u>

LIABILITIES

Current liabilities:	
Accounts payable	\$ 568,378.13
Prizes payable	19,008,006.54
Accrued and other liabilities	2,033,515.67
Due to other funds of the State	726,875.38
Due to Education Trust Account	50,264,275.27
Due to Workforce Challenge Trust Account	39,099,665.97
Compensated absences	339,976.17
OPEB Obligation	105,120.06
Unearned revenue	307,469.31
Total current liabilities	<u>112,453,282.50</u>
Long-Term liabilities:	
Net other post employment benefits	3,441,545.99
Net pension liability	5,110,275.00
Total long-term liabilities	<u>8,551,820.99</u>
Total liabilities	121,005,103.49
Deferred inflows of resources:	
Related to pension	466,356.00
Related to OPEB	147,211.58
Total deferred inflows of resources	<u>613,567.58</u>
Total liabilities and deferred inflows of resources	<u>121,618,671.07</u>

NET POSITION

Net position:	
Invested in capital assets	347,079.95
Restricted for:	
Scholarship shortfall reserve	20,000,000.00
Retailer fidelity reserve	189,146.00
Retailer bond reserve	628,660.06
Deposits with Multi-State Lottery Association	2,279,273.74
Unclaimed prizes reserve	2,809,916.35
Unrestricted (deficit)	<u>(13,860,615.72)</u>
Total net position	<u>12,393,460.38</u>
Total liabilities, deferred inflows of resources and net position	<u>\$ 134,012,131.45</u>

Arkansas Department of Finance and Administration
Office of the Arkansas Lottery
Statement of Revenues, Expenses and Change in Net Position
For Three Months Ended September 30, 2018

	Current month	Year to date
Operating revenues:		
Instant ticket sales	\$ 28,381,785.00	\$ 96,413,735.00
Online ticket sales	6,727,291.00	21,333,998.50
Retailer application, fidelity, bond and service fees	89,850.42	207,708.54
Other revenue	<u>(116.70)</u>	<u>0.00</u>
 Total operating revenues	 <u>35,198,809.72</u>	 <u>117,955,442.04</u>
 Operating expenses:		
Instant game prizes	20,799,998.59	69,106,186.85
Online game prizes	3,418,342.10	11,025,313.55
Retailer commissions	1,965,228.98	6,630,239.09
Gaming contract costs	1,626,019.78	7,400,697.70
Compensation and benefits	388,529.51	1,268,098.49
Marketing, advertising and promotions	670,148.25	1,819,144.46
General and administrative expenses	140,818.70	698,952.26
Services provided by Arkansas Department of Higher Education	38,000.00	113,000.00
Services provided by Arkansas Legislative Audit	28,133.00	69,999.00
Legal and professional services	0.00	338.45
Depreciation	<u>8,968.28</u>	<u>26,785.99</u>
 Total operating expenses	 <u>29,084,187.19</u>	 <u>98,158,755.84</u>
 Operating income (1)	 6,114,622.53	 19,796,686.20
 Non-operating revenue:		
Interest income	<u>189,003.27</u>	<u>536,077.16</u>
 Income before transfers	 6,303,625.80	 20,332,763.36
 Transfers to:		
Education Trust Account (2)	<u>(7,783,450.82)</u>	<u>(19,026,077.95)</u>
 Change in net position	 <u>\$ (1,479,825.02)</u>	 1,306,685.41
 Total net position - beginning		 <u>11,086,774.97</u>
Total net position - ending		<u>\$ 12,393,460.38</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 Three Months Ended September 30, 2018

	CM Actual	%	CM Budget	%	CM Variance	YTD Actual	%	YTD Budget	%	YTD Variance
Operating revenues:										
Instant games	\$ 28,381,785.00	80.63	\$ 30,983,000.00	81.83	\$ (2,601,215.00)	\$ 96,413,735.00	81.74	\$ 94,865,000.00	82.06	\$ 1,548,735.00
Online games	6,727,291.00	19.11	6,777,000.00	17.90	(49,709.00)	21,333,998.50	18.09	20,521,000.00	17.75	812,998.50
Retailer fees	89,850.42	0.26	101,000.00	0.27	(11,149.58)	207,708.54	0.18	220,000.00	0.19	(12,291.46)
Other revenue	<u>(116.70)</u>	<u>(0.00)</u>	<u>1,000.00</u>	<u>0.00</u>	<u>(1,116.70)</u>	<u>-</u>	<u>0.00</u>	<u>3,000.00</u>	<u>0.00</u>	<u>(3,000.00)</u>
				0.00%						
Total operating revenues	<u>35,198,809.72</u>	100.00	<u>37,862,000.00</u>	100.00	<u>(2,663,190.28)</u>	<u>117,955,442.04</u>	100.00	<u>115,609,000.00</u>	100.00	<u>2,346,442.04</u>
Operating expenses:										
Instant game prizes	20,799,998.59	59.09	22,174,000.00	58.57	(1,374,001.41)	69,106,186.85	58.59	67,918,000.00	58.75	1,188,186.85
Online game prizes	3,418,342.10	9.71	3,634,000.00	9.60	(215,657.90)	11,025,313.55	9.35	11,004,000.00	9.52	21,313.55
Retailer commissions	1,965,228.98	5.58	2,129,000.00	5.62	(163,771.02)	6,630,239.09	5.62	6,513,000.00	5.63	117,239.09
Gaming contract costs	1,626,019.78	4.62	1,557,000.00	4.11	69,019.78	7,400,697.70	6.27	7,384,000.00	6.39	16,697.70
Compensation & benefits	388,529.51	1.10	444,000.00	1.17	(55,470.49)	1,268,098.49	1.08	1,366,000.00	1.18	(97,901.51)
Marketing, advertising & promotions	670,148.25	1.90	555,000.00	1.47	115,148.25	1,819,144.46	1.54	1,808,000.00	1.56	11,144.46
General and administrative expenses	140,818.70	0.40	361,000.00	0.95	(220,181.30)	698,952.26	0.59	1,101,000.00	0.95	(402,047.74)
Services provided by other agencies	66,133.00	0.19	64,000.00	0.17	2,133.00	182,999.00	0.16	192,000.00	0.17	(9,001.00)
Legal and professional service	-	-	500.00	0.00	(500.00)	338.45	0.00	1,500.00	0.00	(1,161.55)
Depreciation	<u>8,968.28</u>	<u>0.03</u>	<u>15,000.00</u>	<u>0.04</u>	<u>(6,031.72)</u>	<u>26,785.99</u>	<u>0.02</u>	<u>41,000.00</u>	<u>0.04</u>	<u>(14,214.01)</u>
Total operating expenses	<u>29,084,187.19</u>	82.63	<u>30,933,500.00</u>	81.70	<u>(1,849,312.81)</u>	<u>98,158,755.84</u>	83.22	<u>97,328,500.00</u>	84.19	<u>830,255.84</u>
Operating income	6,114,622.53	17.37	6,928,500.00	18.30	(813,877.47)	19,796,686.20	16.78	18,280,500.00	15.81	1,516,186.20
Non-operating revenue:										
Interest income	<u>189,003.27</u>	0.54	<u>186,000.00</u>	0.49	<u>3,003.27</u>	<u>536,077.16</u>	0.45	<u>470,000.00</u>	0.41	<u>66,077.16</u>
Income before transfers	<u>\$ 6,303,625.80</u>	17.91	<u>\$ 7,114,500.00</u>	18.79	<u>\$ (810,874.20)</u>	<u>\$ 20,332,763.36</u>	17.24	<u>\$ 18,750,500.00</u>	16.22	<u>\$ 1,582,263.36</u>

**Arkansas Department of Finance and Administration
Office of the Arkansas Lottery
Net Proceeds Transfer to Ed Trust Computation
Modified Cash Basis
For Three Months Ended September 30, 2018**

	Year to date																																																																																																																
Operating revenues:																																																																																																																	
Instant ticket (Settlements)	\$ 96,541,434.00																																																																																																																
Online ticket sales	21,333,998.50																																																																																																																
Retailer application, fidelity and service fees	207,708.54																																																																																																																
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Services provided by ADHE	113,000.00																																																																																																																
Services provided by Legislative Audit Agency	69,999.00																																																																																																																
Legal and professional services	338.45																																																																																																																
Current year capital asset cost	28,771.21																																																																																																																
Total operating expenses	97,650,396.21																																																																																																																
Change in net proceeds from operations	20,432,744.83																																																																																																																
 Non-operating revenue:																																																																																																																	
Interest income	536,077.16																																																																																																																
Other non-operating income	0.00																																																																																																																
EDUCATION TRUST FUNDING-Current Year	(11,242,627.13)																																																																																																																
Less Act 1180 Unclaimed Prizes	(1,809,916.35)																																																																																																																
Less current year Fidelity Reserve Fees	(6,631.87) restricted reserves																																																																																																																
Less current year Bond Reserve Fees	(54,575.00) restricted reserves																																																																																																																
Add back Write Off Retailer Bad Debt	9,080.60																																																																																																																
Less current year MUSL Reserves	(113,701.42) see 23-115-103(17) and (19)(A)&(B)																																																																																																																
Add OPEB expense in Comp and Benefits	33,000.00																																																																																																																
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NET PROCEEDS EARNED-Current Month	\$ 7,783,450.82																																																																																																																
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Arkansas Department of Finance and Administration
Office of the Arkansas Lottery
Unclaimed Prizes
September 30, 2018

	Monthly	Year to Date
Reserve Balance July 1, 2018		\$1,000,000.00
1. Unclaimed lottery prize money:	\$ 197,904.23	1,809,916.35
2. Expenditures from unclaimed lottery prize money:		
3. Reserved for future prizes, promotions or reserves:	197,904.23	1,809,916.35
4. Less Deposits to net lottery proceeds from unclaimed Lottery prize money:		
 Reserve Balance September 30, 2018		 \$2,809,916.35

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

**OFFICE OF THE ARKANSAS LOTTERY MINORITY AND FEMALE OWNED DIVERSITY COMPLIANCE REPORT
September 1 through September 30, 2018**

Vendors	Goods or Services	Diversity Classification	September 2018	FY 2019 Total
Allegra Print & Imaging	Advertising/Public Relations	FOB		\$5,074.77
Goddess Products	Office Furniture/Supplies	CMBE		\$572.74
Government Supply Services	Office Furniture/Supplies	MBE	\$2,393.70	\$3,539.36
Trivia Marketing	Advertising/Public Relations	WBE	\$11,990.00	\$11,990.00
Totals			\$14,383.70	\$21,176.87

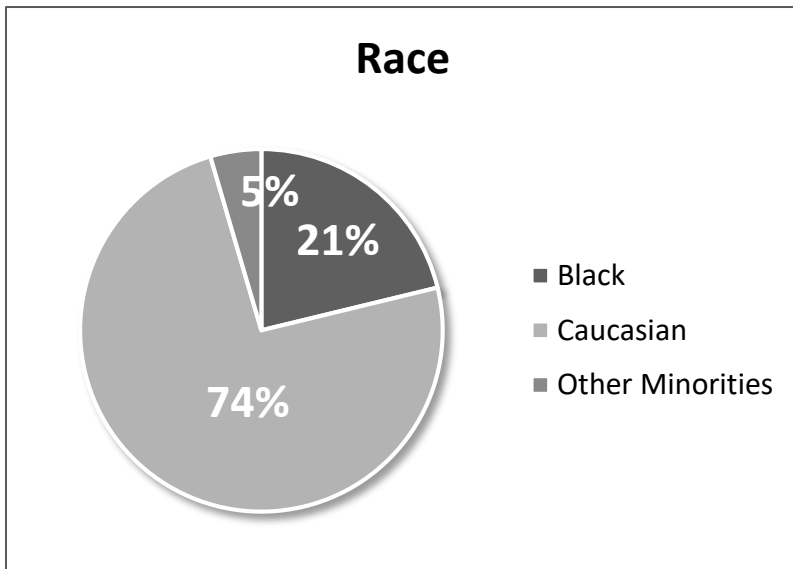
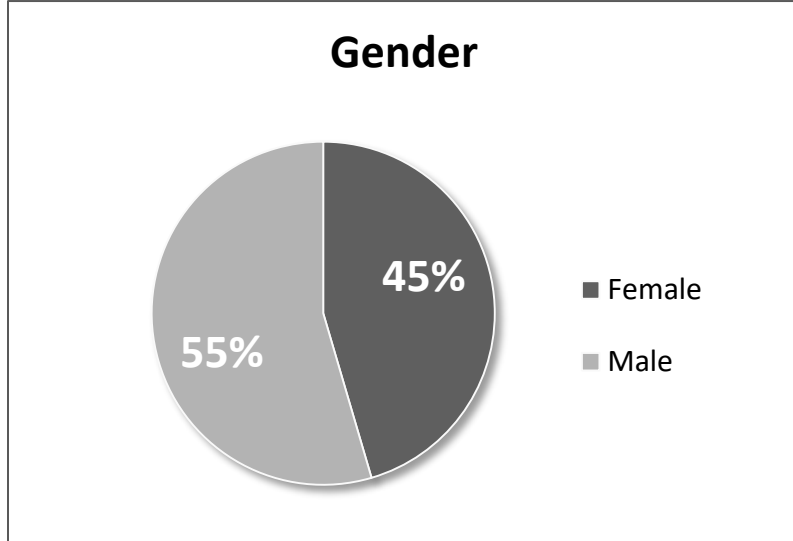
**INTRALOT MINORITY AND FEMALE-OWNED DIVERSITY COMPLIANCE REPORT
September 1 through September 30, 2018**

Vendors	Goods or Services	Diversity Classification	September 2018	FY 2019 Total
J Kelly Referrals and Information Services	Call Center/Information Services	CMBE	\$8,462.00	\$29,617.00
Totals			\$8,462.00	\$29,617.00

**SCIENTIFIC GAMES MINORITY AND FEMALE-OWNED DIVERSITY COMPLIANCE REPORT
September 1 through September 30, 2018**

Vendors	Goods or Services	Diversity Classification	September 2018	FY 2019 Total
Expedited Transportation Services	Transportation Services	DBE		\$6,281.52
Ingage, LLC	Fulfillment Services and Prizes	WBE	\$62,021.98	\$199,816.54
Premier Staffing	Employment Agency	MBE		\$5,487.89
Pure Cleaning Services	Janitorial Services	MBE	\$872.00	\$872.00
Totals			\$62,893.98	\$212,457.95

**Arkansas Department of Finance and Administration
Office of the Arkansas Lottery
Demographics – September 2018**



Total Number of Employees as of September 2018: 66

Gender:

Females – 30
Males – 36

Race:

Black – 14
Caucasian – 49
Other – 3

Female -- 7	Male - 7
Female -- 23	Male -- 26
Female -- 0	Male -- 3

**Department of Finance and Administration
Office of the Arkansas Lottery – Internal Audit
Arkansas Legislative Council – Lottery Oversight Subcommittee Monthly Report**

During the reporting period, the Office of the Arkansas Lottery (OAL) Internal Auditor (Internal Audit) issued the following report:

Disaster Recovery/Business Continuity Audit

The audit centered on controls and procedures in place to ensure that a disaster recovery/business continuity plan (Plan) has been developed to provide reasonable assurance that the OAL will be adequately prepared to respond to the impact of potential disasters to the continuity of its operations.

The following observations and recommendations were reported:

- *Disaster Recovery Test* – OAL’s last off-site disaster recovery test was performed on May 15, 2018. The previous test was performed on October 7, 2015, which is a period of two years and seven months between tests.

Internal Audit recommended performing a test at least once a year for all off-site locations, including all aspects of the Plan. If a full test cannot be completed for a particular year, OAL should perform their own table-top exercise.

- *Disaster Recovery Updates* – while the Plan has been periodically updated by the Disaster Plan Coordinator, the Plan still contains some outdated, inaccurate information including:
 - Call list not current
 - Employee emergency contacts not listed
 - Call tree not sufficient
 - Lottery Commission referred to several times
 - BCO_DR Committee referred to briefly with no explanation
 - The primary alternate site is listed as the DIS facility located at ONE Capitol Mall. This facility is no longer a viable option as a primary alternate site
 - Some management updates were not implemented into the Plan

Internal Audit recommended the Disaster Plan Coordinator should adequately update the Plan in a timely manner.

- *Arkansas Continuity of Operations Program Plan Review Results* – On August 23, 2017, the Department of Information Systems (DIS) conducted a review of the Plan. The overall score received by OAL for their Plan was 49%, which is considered at the low range; the score related to Arkansas Division of Legislative Audit (DLA) requirements within the DIS review was 18%.

Internal Audit recommended OAL management work towards improving their Continuity of Operations Program Plan Review results to an acceptable level.

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

DFA/Office of the Arkansas Lottery
Instant & Fast Play Games
September 2018

There were no new Instant games that started sales in September, 2018.

There were no new Fast Play games that started sales in September, 2018.