

Arkansas

Scholarship Lottery

"A Natural State of Fun!"

**Arkansas Lottery
Commission**

**Ray Thornton,
Chair**

**Diane Lamberth,
Vice Chair**

**Derrick W. Smith,
Secretary/Treasurer**

George Hammons

Mike Malone

Ben Pickard

Patty L. Shipp

Susan Ward-Jones

Joe White

**Ernie Passailaigue,
Executive Director**

April 9, 2010

The Honorable David Johnson, Chair
Arkansas Lottery Commission Legislative Oversight Committee
433 State Capitol
Little Rock, AR 72201

RE: Monthly Disclosure Reports

Dear Senator Johnson:

On behalf of our agency and the Commissioners of the Arkansas Scholarship Lottery, please accept the attached monthly disclosure reports pursuant to §§ 23-115-206 and 23-115-302 for the month of March, 2010. The report contains the following information:

1. Contracts Awarded
2. Debt Set-Off Collections
3. Retailer Losses
4. Breakdown of Lottery Sales per County
5. Total Lottery Revenue
6. Prize Disbursements
7. Operating Expenses
8. Net Assets
9. Administrative Expenses
10. Arkansas Scholarship Lottery Minority- and Female-owned Business Report
11. Arkansas Scholarship Lottery Vendor Minority- and Female-owned Business Report
12. Arkansas Scholarship Lottery Demographics

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

Respectfully submitted,



Ernie Passailaigue
Director, Arkansas Lottery Commission

Enclosures

cc: Mr. Ray Thornton, Chairman
Arkansas Lottery Commission



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433 State Capitol
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Ernie Passailaigue
Director, Arkansas Lottery Commission

Enclosures

cc: Mr. Ray Thornton, Chairman
Arkansas Lottery Commission

**Arkansas Lottery Commission Term Contracts for Goods and Services
March 2010**

No term contracts were entered into by the Arkansas Lottery Commission during the month of March 2010.

**Arkansas Lottery Commission
Debt Set-Off / Retailer Losses
March 2010**

1. Retailer losses for period March 1 through March 31, 2010:

There were no retailer losses for the month of March 2010.

2. Debt Set-Off:

- a. Office of Child Support Enforcement - Child Support: \$1,000.00
- b. Department of Finance and Administration - Other Taxes: \$6,765.58

Total Debt Set-Off: \$7,765.58

ARKANSAS LOTTERY COMMISSION
RETAIL SALES BY COUNTY
March 1 through March 31, 2010

COUNTY	INSTANT SETTLES	CASH 3	POWERBALL	MEGA MILLIONS	TOTAL SALES FOR COUNTY
ARKANSAS	573,742	9,589	46,670	19,183	649,184
ASHLEY	102,540	11,375	18,361	6,413	138,690
BAXTER	304,612	7,929	51,029	14,312	377,882
BENTON	872,315	9,003	169,852	43,466	1,094,637
BOONE	308,221	3,771	32,405	8,380	352,776
BRADLEY	106,148	2,119	11,772	4,350	124,390
CALHOUN	73,973	1,587	6,572	2,455	84,587
CARROLL	191,247	1,892	25,286	5,676	224,102
CHICOT	161,778	4,417	38,665	11,709	216,569
CLARK	419,247	5,363	38,022	15,226	477,857
CLAY	79,386	656	5,721	1,887	87,650
CLEBURNE	344,907	6,298	60,722	21,168	433,094
CLEVELAND	118,474	1,533	13,937	5,794	139,738
COLUMBIA	235,084	13,222	18,685	5,613	272,604
CONWAY	472,104	12,939	58,565	21,962	565,570
CRAIGHEAD	1,067,902	14,308	106,407	29,005	1,217,623
CRAWFORD	513,301	6,360	101,954	26,611	648,225
CRITTENDEN	591,441	16,122	84,951	22,895	715,409
CROSS	221,318	3,750	24,781	6,707	256,556
DALLAS	284,766	4,157	22,293	10,723	321,939
DESHA	256,500	2,278	22,555	9,778	291,112
DREW	234,849	3,863	28,362	10,634	277,708
FAULKNER	1,461,719	19,815	202,103	78,779	1,762,416
FRANKLIN	194,856	1,095	26,896	7,429	230,275
FULTON	78,183	570	5,623	1,905	86,281
GARLAND	1,019,384	15,101	208,394	75,115	1,317,995
GRANT	182,226	3,019	26,408	11,029	222,683
GREENE	502,561	5,917	42,533	10,073	561,085
HEMPSTEAD	348,816	33,907	27,665	8,836	419,223
HOT SPRING	354,830	6,101	45,925	17,889	424,744
HOWARD	163,583	16,048	12,205	4,614	196,450
INDEPENDENCE	575,703	5,202	56,687	19,314	656,905
IZARD	97,428	479	11,686	3,633	113,225
JACKSON	351,522	15,390	31,915	12,472	411,298
JEFFERSON	1,805,534	66,239	178,544	76,392	2,126,709
JOHNSON	258,605	2,327	37,737	11,143	309,812
LAFAYETTE	73,672	4,049	4,747	1,437	83,905
LAWRENCE	292,885	1,796	15,848	4,169	314,698
LEE	123,589	2,827	6,406	2,272	135,095
LINCOLN	155,163	1,428	14,277	5,532	176,400
LITTLE RIVER	61,945	1,969	5,852	2,258	72,025
LOGAN	304,913	2,674	37,709	9,813	355,109
LONOKE	1,174,990	13,914	145,146	54,087	1,388,137

ARKANSAS LOTTERY COMMISSION
RETAIL SALES BY COUNTY
March 1 through March 31, 2010

COUNTY	INSTANT SETTLES	CASH 3	POWERBALL	MEGA MILLIONS	TOTAL SALES FOR COUNTY
MADISON	150,652	164	12,744	3,898	167,458
MARION	166,890	2,763	18,905	5,919	194,478
MILLER	303,632	18,097	24,228	8,970	354,928
MISSISSIPPI	649,501	46,949	41,060	11,227	748,738
MONROE	156,065	5,814	20,558	8,805	191,243
MONTGOMERY	32,777	104	9,255	2,561	44,696
NEVADA	251,689	3,782	12,564	5,265	273,300
NEWTON	52,322	483	6,446	1,828	61,079
OUACHITA	546,378	15,631	43,402	16,929	622,339
PERRY	97,428	1,911	16,673	6,532	122,544
PHILLIPS	257,675	7,113	29,628	9,002	303,417
PIKE	124,491	420	16,049	7,035	147,995
POINSETT	580,959	8,350	33,260	9,371	631,940
POLK	115,771	887	28,707	8,126	153,490
POPE	835,905	8,912	117,873	40,434	1,003,124
PRAIRIE	139,526	7,332	12,384	5,694	164,937
PULASKI	7,354,742	203,434	887,211	375,398	8,820,784
RANDOLPH	150,051	382	11,869	3,074	165,375
SAINT FRANCIS	297,598	14,384	36,175	9,735	357,892
SALINE	1,345,181	20,029	212,566	81,328	1,659,104
SCOTT	105,848	647	14,933	3,798	125,226
SEARCY	89,610	4,492	11,430	4,185	109,716
SEBASTIAN	862,432	15,304	217,526	53,476	1,148,738
SEVIER	126,295	3,602	9,253	3,358	142,508
SHARP	223,999	2,224	23,319	6,870	256,413
STONE	98,931	1,370	14,020	4,709	119,031
UNION	558,105	47,740	50,479	16,467	672,791
VAN BUREN	234,248	1,921	34,349	11,629	282,146
WASHINGTON	1,492,992	18,170	242,915	63,762	1,817,838
WHITE	1,241,735	7,690	121,615	48,159	1,419,200
WOODRUFF	178,317	4,417	16,582	6,560	205,877
YELL	175,911	2,410	26,386	9,464	214,172
TOTALS	*Settle	*Cash 3	*Powerball	*Mega Millions	*GRAND TOTAL
	36,113,621	839,320	4,506,240	1,575,709	43,034,890

*Estimates

Arkansas Lottery Commission
Statement of Revenue, Expenses, and Changes in Net Assets
For the Nine Months Ending March 31, 2010

	Current Month	%	Year to Date	%
Revenues				
Instant Games	\$ 36,257,409.90	83.72	\$ 241,188,134.31	89.10
OnLine Games	6,974,255.00	16.10	28,908,995.50	10.68
A/R write-offs	0.00	0.00	0.00	0.00
Retailer service reimbursement	73,750.00	0.17	606,566.33	0.22
Other Revenue	<u>516.00</u>	0.00	<u>4,407.69</u>	0.00
Total Revenues	<u>43,305,930.90</u>	100.00	<u>270,708,103.83</u>	100.00
Direct Costs				
Instant Game Prizes	25,049,892.89	57.84	164,007,736.20	60.58
On-Line Game Prizes	3,370,858.03	7.78	14,103,812.18	5.21
Retailer Commissions	2,403,511.54	5.55	15,213,692.01	5.62
Instant Game Ticket Costs	612,861.15	1.42	4,076,721.51	1.51
Instant Game Validation Costs	36,115.98	0.08	379,449.42	0.14
Instant Game Services & Fees	143,828.21	0.33	807,048.00	0.30
OnLine Vendor costs	1,058,038.42	2.44	6,625,451.47	2.45
OnLine Gaming Services	0.00	0.00	194,822.12	0.07
OnLine Gaming Audit Services	<u>8,100.00</u>	0.02	<u>24,300.00</u>	0.01
Total Direct Costs	<u>32,683,206.22</u>	75.47	<u>205,433,032.91</u>	75.89
Gross Profit	<u>10,622,724.68</u>	24.53	<u>65,275,070.92</u>	24.11
Operating Expenses				
Marketing, Advertising & Promo	317,438.29	0.73	2,773,080.94	1.02
Retailer background checks	907.50	0.00	51,989.00	0.02
Staff Compensation & Benefits	553,209.92	1.28	3,980,822.50	1.47
Legal and Professional Fees	(823.00)	(0.00)	23,531.02	0.01
Office Lease and Improvements	5,019.70	0.01	216,951.30	0.08
Depreciation and Equipment Cos	17,977.45	0.04	463,546.27	0.17
Office Administrative Expenses	52,646.58	0.12	478,141.22	0.18
MSR/Staff Travel & Mileage	26,144.42	0.06	157,855.43	0.06
Commission & Executive Travel	1,056.58	0.00	11,735.42	0.00
Dues/Memberships	285.00	0.00	44,387.90	0.02
Training/Education	251.72	0.00	7,579.72	0.00
Property & Liability Insurance	0.00	0.00	57,077.00	0.02
Prior Year expenses	0.00	0.00	16,468.62	0.01
Winner travel reimbursements	0.00	0.00	12,491.10	0.00
Other Administrative Costs	<u>(3,205.22)</u>	(0.01)	<u>(1,307.79)</u>	(0.00)
Total Operating Expenses	<u>970,908.94</u>	2.24	<u>8,294,349.65</u>	3.06
Change in Net Assets from Operations	9,651,815.74	22.29	56,980,721.27	21.05
Non-Operating Income (Expense)				
Interest Income	25,801.29	0.06	81,000.37	0.03
NET PROCEEDS DUE TO EDUCATION	(9,677,617.03)	(22.35)	(56,861,721.64)	(21.00)
Gambling Education Funding	<u>0.00</u>	0.00	<u>(200,000.00)</u>	(0.07)
Change in Net Assets	<u>\$ 0.00</u>	0.00	<u>\$ 0.00</u>	(0.00)

*** The amount due to the Educational Trust Fund (ETF) is computed using accrual basis accounting, which includes Instant Game Revenues not yet due from retailers. The amount actually funded to the ETF is computed on cash basis Revenues due from retailers on Instant Game Settlements. This amount computes to \$58,649,460.31 thru March 2010.

UNAUDITED - Restricted for Internal Use

Arkansas Scholarship Commission
 Net Proceeds Transfer to Ed Trust Computation
 For the Nine Months Ending March 31, 2010

	Year to Date
Revenues	
Instant Games-SETTLES	\$ 231,233,429.00
OnLine Games	28,908,995.50
A/R write-offs	0.00
Retailer service reimbursement	606,566.33
Other Revenue	<u>4,407.69</u>
Total Revenues	<u>260,753,398.52</u>
Direct Costs	
Instant Game Prizes-SETTLES	151,130,677.73
On-Line Game Prizes	14,103,812.18
Retailer Commissions	15,213,692.01
Instant Game Ticket Costs	4,076,721.51
Instant Game Validation Costs	379,449.42
Instant Game Services	807,048.00
OnLine Vendor costs	6,625,451.47
OnLine Gaming Services	194,822.12
OnLine Gaming Audit Services	<u>24,300.00</u>
Total Direct Costs	<u>192,555,974.44</u>
Gross Profit	<u>68,197,424.08</u>
Operating Expenses	
Marketing, Advertising & Promo	2,773,080.94
Retailer background checks	51,989.00
Staff Compensation & Benefits	3,980,822.50
Legal and Professional Fees	23,531.02
Office Lease and Improvements	216,951.30
Depreciation and Equipment Cos	463,546.27
Office Administrative Expenses	478,141.22
MSR/Staff Travel & Mileage	157,855.43
Commission & Executive Travel	11,735.42
Dues/Memberships	44,387.90
Training/Education	7,579.72
Property & Liability Insurance	57,077.00
Prior Year expenses	16,468.62
Winner travel reimbursements	12,491.10
Other Administrative Costs	<u>(1,307.79)</u>
Total Operating Expenses	<u>8,294,349.65</u>
Change in Net Assets from Operations	59,903,074.43
Non-Operating Income (Expense)	
Interest Income	81,000.37
EDUCATION TRUST FUNDING-Prior Months-YTD	(47,634,835.62)
Gambling Education Funding	(200,000.00)
Less Capital Assets	(842,322.50)
Less MUSL Reserves	<u>(292,291.99)</u>
NET PROCEEDS DUE TO EDUCATION-Current Month	<u><u>\$ 11,014,624.69</u></u>

Arkansas Lottery Commission
Statement of Net Assets
March 31, 2010

ASSETS

Current Assets:

Cash and equivalents	\$	11,509,776.35
Educational Trust Fund		47,634,835.62
Retailer Accts Receivable		14,466,010.30

Total Current Assets		73,610,622.27
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Noncurrent Assets:

Capital Assets:

Furniture, Fixtures, & Equip		137,907.05
Data Processing Equipment		61,439.49
Vehicles		53,622.00
Leasehold Improvements		667,667.34
Accumulated Depreciation		(78,313.38)

Total Capital Assets		842,322.50
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Other Assets

Retailer Fidelity Fund		15,757.23
Multi-State Lottery Reserves		292,291.99

Total Other Assets		308,049.22
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Total Assets		\$ 74,760,993.99
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LIABILITIES AND NET ASSETS

Current Liabilities:

Prizes Payable	\$	14,256,375.88
Due to Ed. Trust-Net Proceeds		56,861,721.64
Vendor Accounts Payable		1,556,585.82
Accrued Liabilities		1,778,719.42
Deferred On-Line Revenue		291,834.00

Total Current Liabilities		74,745,236.76
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Noncurrent Liabilities:

NET ASSETS:

Invested in Capital Assets		842,322.50
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Restricted for:

Retailer Fidelity Reserve Fund		15,757.23
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Unrestricted Net Assets:

Unrestricted Net Proceeds		(842,322.50)
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Total Net Assets		15,757.23
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Total Liabilities & Net Assets		\$ 74,760,993.99
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*** The amount due to the Educational Trust Fund (ETF) is computed using accrual basis accounting, which includes Instant Game Revenues not yet due from retailers. The amount actually funded to the ETF is computed on cash basis Revenues due from retailers on Instant Game Settlements. This amount computes to \$58,649,460.31 thru March 2010.

ARKANSAS LOTTERY COMMISSION MINORITY- AND FEMALE-OWNED DIVERSITY COMPLIANCE REPORT
March 1 through March 31, 2010

Vendors	Goods or Services	Diversity Classification	Year To Date	March 2010
Trivia Marketing	Advertising/Public Relations	Female-Owned	\$1,621.19	\$39.24
Goddess Products	Office Furniture/Supplies	Minority-Owned	\$284,193.49	\$18,519.01
Creative Graphics, Inc.	Graphic Design	Minority-Owned	\$559.52	
Gathright Van and Storage	Moving/Hauling	Minority-Owned	\$7,516.25	
Sign Express, Inc. dba Archway Graphics	Signs	Female-Owned	\$10,414.83	
LAF Productions, Inc.	Advertising/Public Relations	Minority-Owned	\$12,277.07	
SHI International Corporation	Computer Software	Female-Owned	\$116,613.13	\$11,809.95
S & B Services	Janitorial Services	Minority-Owned	\$300.00	
Mickey's Special Affairs	Special Events	Minority-Owned	\$253.89	
Crenshaw Signs	Marketing/Promotional Items	Minority-Owned	\$4,955.82	
iHOLA! Arkansas	Media/Publishing	Minority-Owned	\$1,240.00	
MR. B'S 2 Mobile Hand Wash & Wax	Car Detail and Inspection	Minority-Owned	\$365.00	
Advantage Communications, Inc.	Advertising/Public Relations	Minority-Owned	\$2,422.15	
De Lisa Balentine	Janitorial Services	Female-Owned	\$300.00	
Party Prints	Promotional Items	Minority-Owned	\$4,663.44	
Stand! News	Advertising/Public Relations	Minority-Owned	\$343.00	
Premier Staffing	Staffing Services	Female-Owned	\$2,532.74	
AJP Farm, LLC	Assembly/Delivery	Minority-Owned	\$16,312.59	
Inclusion Magazine	Advertising/Public Relations	Minority-Owned	\$5,500.00	\$2,750.00
RB Professional Cleaning Service	Janitorial Services	Female-Owned	\$1,279.80	\$572.40
LA Design	Promotional Items	Female-Owned	\$2,843.05	\$2,843.05
Totals			\$476,506.96	\$36,533.65

INTRALOT MINORITY- AND FEMALE-OWNED DIVERSITY COMPLIANCE REPORT
March 1 through March 31, 2010

Vendors	Goods or Services	Diversity Classification	Year To Date	March 2010
Goddess Products	Office Furniture/Supplies	Minority-Owned	\$73,965.90	
Finders Keepers	Technical Support	Female-Owned	\$207,816.41	
J Kelly Referrals and Information Services, Inc.	Call Center/Information Services	Minority-Owned	\$183,285.27	
Turna Group	Terminal Installation	Minority-Owned	\$24,795.00	
Landers McLarty Ford & Jeep*	Automobiles	Minority-Owned	\$361,021.12	
Totals			\$850,883.70	\$0.00

* The Arkansas dealership is listed with the National Associations of Minority Automobile Dealers on their website at <http://namad.dealersales.com>. The dealership is 51% minority-owned.

SCIENTIFIC GAMES MINORITY- AND FEMALE-OWNED DIVERSITY COMPLIANCE REPORT
March 1 through March 31, 2010

Vendors	Goods or Services	Diversity Classification	Year To Date	March 2010
Central Copiers	Copier Services	Female-Owned	\$3,586.70	
Endless Power	Power Supply Services	Minority-Owned	\$12,909.00	
Indoff Incorporated	Office Supplies	Minority-Owned	\$3,674.55	
Mr. Clean	Janitorial Services	Minority-Owned	\$845.01	\$298.30
Premier Staffing	Staffing Services	Female-Owned	\$41,733.85	
M&N Pest and Sanitation	Janitorial Services	Minority-Owned	\$9,291.50	
Expedited Transportation Service	Transportation Services	Female-Owned	\$9,431.95	\$3,409.00
Totals			\$81,472.56	\$3,707.30

REPORTS FROM OTHER MAJOR VENDORS:

1. Intralot did not have any minority or female business participation at the time this report was submitted.
2. Bank of the Ozarks does not have any minority or female business participation to report.
3. The Communications Group was not available at the time this report was submitted.

ARKANSAS LOTTERY COMMISSION EMPLOYMENT CLASSIFICATION

JOB CATEGORIES	HISPANIC OR LATINO	MALE	FEMALE	WHITE	MALE	FEMALE	BLACK OR AFRICAN AMERICAN	MALE	FEMALE	OTHE
EXECUTIVES		0	0		2	0		0	1	
MID LEVEL MANAGERS		0	0		7	3		1	0	
PROFESSIONALS		0	0		12	8		3	8	
TECHNICIANS		0	0		0	0		0	0	
SALES WORKERS		0	0		9	7		3	2	
ADMINISTRATIVE SUPPORT WORKERS		0	1		1	6		1	7	
CRAFT WORKERS		0	0		0	0		0	0	
OPERATIVES		0	0		0	0		0	0	
LABORERS & HELPERS		0	0		0	0		0	0	
SERVICE WORKERS		0	0		0	0		0	0	
TOTAL		0	1		31	24		8	18	

TOTAL NUMBER OF PERSONS CURRENTLY EMPLOYED: 84
TOTAL NUMBER OF WHITE MALE EMPLOYEES: 31
TOTAL NUMBER OF WHITE FEMALE EMPLOYEES: 24
TOTAL NUMBER OF CAUCASIAN EMPLOYEES: 55
TOTAL NUMBER OF BLACK MALE EMPLOYEES 8
TOTAL NUMBER OF BLACK FEMALE EMPLOYEES: 18
TOTAL NUMBER OF HISPANIC/LATINO EMPLOYEES: 1
TOTAL NUMBER OF OTHER EMPLOYEES IN MINORITY CATEGORY 2
TOTAL NUMBER OF MINORITIES CURRENTLY EMPLOYED: 29 (34.5%)

ARKANSAS LOTTERY COMMISSION EMPLOYMENT CLASSIFICATION

EXECUTIVES:

Ernie Passailaigue
David Barden
Ernestine Middleton

MID LEVEL EXECUTIVES:

Joanna Bunten
Lance Huey
Michael Hyde
Remmele Mazyck
Philip Miley
Tim Parrish
Mike Smith
Robert Stebbins
Robin Ussery
Mary VanLeer
Bishop Woosley

PROFESSIONALS:

Gwen Armbrust
Elizabeth Arnold
Julie Baldrige
Iris Bohannon
Sam Burks
Cindy Burnett
Carolyn Cabell
Rebecca Clark
Undrea Ellis
Henry Gilmore
Whitnie Hall
Andrew Haynes
Teresa Holloway
Ivan Hudson
Shaunta Hudson
Matt Johnson
Anita Junior

Demetria King-Roberts

Paul Lawson
Rick Lee
Kevin McCarthy
Audra McCaskill
Wendi Nix
Chris Pabin
Tyler Pate
Clif Rassmann
Jeremy Smith
Michael Taylor
Ken Treadwell
Amber Tyler
Bobby Walker
Terry Williams

TECHNICIANS:

ADMINISTRATIVE SUPPORT WORKERS:

Shanta Arnold
Abdul Beyah
Donna Brooks
Susan Chamberlain
Lakesha Hinton
Tewanda Kinchen
Angela Meredith-Parker
Felicia Morehead
Paula O'Brien
Ana Rodriguez
Dick Roeben
Crystal Thomas
Lindsey Teague
Patti Vick
Gillis Ward
Kia Webb

CRAFT WORKERS:

OPERATIVES:

LABORERS & HELPER:

SALES WORKERS:

Andy Biernat
Cindy Carlock
Don Cassill
Linda Chambers
Rick Conrad
Bill Cotton
Susan Deveck
Fred Dunavant
Jeff Fitch
Mo Forte
Charles Freeman
Molly Harris
Rhonda Harris
Mark Hearn
Stasha King
Ali Mustafa
Doug Robinson
Don Smith
Debbie Stobaugh
Lisa Tater
Sam Tatom
La'Tonyalyn White

SERVICE WORKER: