



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 10, 2020

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 2020. 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,

J. Eric Hagler  
Director

Enclosures

cc: Mr. Larry Walther, 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>

November 10, 2020

The Honorable Joyce Elliot, Co-Chair  
The Honorable Laurie Rushing, 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 Rushing:

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 2020. 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,

J. Eric Hagler  
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, 2020**

No term contracts were entered into by the Arkansas Department of Finance and Administration Office of the Arkansas Lottery during the month of October 2020.

**Arkansas Department of Finance and Administration  
Office of the Arkansas Lottery  
Debt Set-Off and Retailer Losses  
October 2020**

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

a.	Arkansas Department of Finance and Administration	\$6,825.62
b.	Arkansas Office of Child Support Enforcement - Child Support	<u>\$500.00</u>
	Total Debt Set-Off:	\$7,325.62

**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, 2020**

COUNTY	CASH 3	CASH 4	FAST PLAY	INSTANT SETTLEMENTS	LUCKY FOR LIFE	MEGA MILLIONS	NATURAL STATE JACKPOT	POWERBALL	TOTAL SALES FOR COUNTY
ARKANSAS	\$14,214.50	\$7,766.50	\$12,051.00	\$464,661.00	\$2,196.00	\$10,137.00	\$12,636.00	\$13,320.00	\$536,982.00
ASHLEY	\$16,782.50	\$20,140.00	\$7,225.00	\$182,627.00	\$1,796.00	\$5,189.00	\$4,720.00	\$9,630.00	\$248,109.50
BAXTER	\$4,028.00	\$2,478.50	\$12,402.00	\$407,073.00	\$5,668.00	\$15,996.00	\$20,014.00	\$23,955.00	\$491,614.50
BENTON	\$8,124.50	\$3,078.50	\$20,041.00	\$1,291,313.00	\$15,328.00	\$69,493.00	\$51,754.00	\$101,867.00	\$1,560,999.00
BOONE	\$1,786.50	\$2,708.50	\$25,240.00	\$442,037.00	\$2,348.00	\$11,675.00	\$9,770.00	\$16,806.00	\$512,371.00
BRADLEY	\$2,992.50	\$4,489.00	\$2,747.00	\$216,260.00	\$900.00	\$3,341.00	\$3,979.00	\$4,358.00	\$239,066.50
CALHOUN	\$2,894.50	\$513.00	\$1,275.00	\$56,569.00	\$340.00	\$731.00	\$851.00	\$999.00	\$64,172.50
CARROLL	\$999.50	\$777.00	\$11,043.00	\$251,552.00	\$1,420.00	\$7,415.00	\$6,129.00	\$11,567.00	\$290,902.50
CHICOT	\$7,730.50	\$4,895.50	\$5,181.00	\$186,238.00	\$2,726.00	\$7,803.00	\$7,444.00	\$11,070.00	\$233,088.00
CLARK	\$5,171.50	\$2,188.00	\$24,649.00	\$369,824.00	\$1,882.00	\$8,715.00	\$10,550.00	\$11,637.00	\$434,616.50
CLAY	\$559.50	\$116.00	\$4,581.00	\$97,111.00	\$482.00	\$2,176.00	\$2,456.00	\$3,346.00	\$110,827.50
CLEBURNE	\$1,660.00	\$291.50	\$25,135.00	\$310,590.00	\$2,680.00	\$10,940.00	\$20,886.00	\$14,556.00	\$386,738.50
CLEVELAND	\$1,621.50	\$163.00	\$2,237.00	\$71,217.00	\$1,208.00	\$781.00	\$1,428.00	\$1,464.00	\$80,119.50
COLUMBIA	\$19,132.50	\$9,164.50	\$14,461.00	\$350,631.00	\$1,628.00	\$5,569.00	\$8,543.00	\$9,261.00	\$418,390.00
CONWAY	\$7,812.00	\$4,230.00	\$20,348.00	\$443,400.00	\$1,912.00	\$10,265.00	\$19,088.00	\$13,930.00	\$520,985.00
CRAIGHEAD	\$14,997.50	\$7,426.00	\$56,725.00	\$1,478,919.00	\$7,108.00	\$28,963.00	\$34,153.00	\$40,915.00	\$1,669,206.50
CRAWFORD	\$1,572.00	\$1,064.00	\$8,253.00	\$371,905.00	\$3,382.00	\$17,216.00	\$20,264.00	\$25,100.00	\$448,756.00
CRITTENDEN	\$21,211.00	\$16,169.50	\$11,426.00	\$761,604.00	\$5,770.00	\$24,611.00	\$18,122.00	\$37,115.00	\$896,028.50
CROSS	\$5,346.50	\$2,572.50	\$11,852.00	\$324,403.00	\$842.00	\$4,831.00	\$5,965.00	\$7,226.00	\$363,038.00
DALLAS	\$2,826.00	\$1,373.50	\$10,180.00	\$213,564.00	\$448.00	\$2,722.00	\$4,713.00	\$3,972.00	\$239,798.50
DESHA	\$2,754.00	\$1,835.50	\$5,649.00	\$238,374.00	\$942.00	\$6,828.00	\$7,493.00	\$8,261.00	\$272,136.50
DREW	\$4,867.50	\$2,306.50	\$7,329.00	\$352,040.00	\$1,918.00	\$7,190.00	\$6,713.00	\$10,213.00	\$392,577.00
FAULKNER	\$18,963.50	\$6,833.50	\$46,180.00	\$1,316,524.00	\$8,752.00	\$41,806.00	\$60,633.00	\$56,697.00	\$1,556,389.00
FRANKLIN	\$1,019.00	\$323.00	\$12,266.00	\$184,183.00	\$1,004.00	\$6,608.00	\$7,094.00	\$9,707.00	\$222,204.00
FULTON	\$391.00	\$369.00	\$8,942.00	\$59,217.00	\$1,078.00	\$1,602.00	\$3,400.00	\$2,435.00	\$77,434.00
GARLAND	\$15,014.50	\$7,522.00	\$35,806.00	\$1,154,091.00	\$12,236.00	\$50,913.00	\$73,954.00	\$67,175.00	\$1,416,711.50
GRANT	\$865.50	\$542.50	\$5,664.00	\$162,014.00	\$1,642.00	\$6,127.00	\$7,341.00	\$8,084.00	\$192,280.00
GREENE	\$1,075.00	\$473.50	\$22,099.00	\$620,111.00	\$2,690.00	\$12,772.00	\$15,869.00	\$18,572.00	\$693,661.50
HEMPSTEAD	\$65,062.50	\$19,091.00	\$8,361.00	\$367,468.00	\$1,220.00	\$7,328.00	\$5,548.00	\$9,983.00	\$484,061.50
HOT SPRING	\$1,190.00	\$510.00	\$17,538.00	\$442,036.00	\$2,200.00	\$10,737.00	\$12,296.00	\$13,926.00	\$500,433.00

**ARKANSAS DEPARTMENT OF FINANCE AND ADMINISTRATION  
OFFICE OF THE ARKANSAS LOTTERY  
RETAIL SALES BY COUNTY  
October 1 through October 31, 2020**

COUNTY	CASH 3	CASH 4	FAST PLAY	INSTANT SETTLEMENTS	LUCKY FOR LIFE	MEGA MILLIONS	NATURAL STATE JACKPOT	POWERBALL	TOTAL SALES FOR COUNTY
HOWARD	\$49,798.50	\$18,756.50	\$5,590.00	\$259,547.00	\$1,668.00	\$4,619.00	\$4,334.00	\$6,367.00	\$350,680.00
INDEPENDENCE	\$5,215.50	\$3,009.50	\$44,168.00	\$509,017.00	\$2,036.00	\$12,621.00	\$15,231.00	\$16,168.00	\$607,466.00
IZARD	\$128.50	\$65.00	\$9,108.00	\$92,235.00	\$644.00	\$3,196.00	\$5,729.00	\$4,710.00	\$115,815.50
JACKSON	\$14,929.00	\$9,253.50	\$19,500.00	\$285,884.00	\$1,364.00	\$5,853.00	\$10,499.00	\$8,229.00	\$355,511.50
JEFFERSON	\$69,582.50	\$54,091.00	\$49,968.00	\$1,620,123.00	\$12,748.00	\$39,252.00	\$47,921.00	\$53,893.00	\$1,947,578.50
JOHNSON	\$1,003.00	\$1,846.00	\$6,698.00	\$294,854.00	\$1,304.00	\$6,949.00	\$7,818.00	\$10,256.00	\$330,728.00
LAFAYETTE	\$11,661.00	\$3,364.00	\$2,675.00	\$85,500.00	\$804.00	\$2,318.00	\$1,525.00	\$3,275.00	\$111,122.00
LAWRENCE	\$374.50	\$154.00	\$10,741.00	\$249,588.00	\$1,220.00	\$4,949.00	\$5,820.00	\$7,095.00	\$279,941.50
LEE	\$4,748.00	\$12,823.50	\$1,540.00	\$93,300.00	\$300.00	\$1,484.00	\$1,177.00	\$2,370.00	\$117,742.50
LINCOLN	\$238.50	\$915.50	\$3,085.00	\$100,911.00	\$904.00	\$2,620.00	\$3,839.00	\$3,742.00	\$116,255.00
LITTLE RIVER	\$6,433.00	\$3,607.50	\$5,713.00	\$127,337.00	\$678.00	\$3,955.00	\$2,635.00	\$5,100.00	\$155,458.50
LOGAN	\$71.50	\$46.50	\$8,728.00	\$221,965.00	\$1,080.00	\$6,040.00	\$7,500.00	\$9,552.00	\$254,983.00
LONOKE	\$16,340.50	\$7,515.50	\$40,130.00	\$1,139,098.00	\$6,798.00	\$32,396.00	\$41,128.00	\$42,828.00	\$1,326,234.00
MADISON	\$57.50	\$17.50	\$2,484.00	\$92,034.00	\$546.00	\$3,544.00	\$2,682.00	\$5,664.00	\$107,029.00
MARION	\$11,197.50	\$4,060.00	\$7,388.00	\$225,136.00	\$2,010.00	\$5,862.00	\$9,972.00	\$8,719.00	\$274,344.50
MILLER	\$34,799.50	\$13,965.00	\$16,770.00	\$622,237.00	\$4,780.00	\$14,034.00	\$11,191.00	\$17,355.00	\$735,131.50
MISSISSIPPI	\$60,935.50	\$21,974.50	\$30,437.00	\$656,593.00	\$1,706.00	\$11,244.00	\$8,179.00	\$16,179.00	\$807,248.00
MONROE	\$8,293.00	\$3,622.50	\$6,752.00	\$207,600.00	\$444.00	\$4,891.00	\$5,665.00	\$6,673.00	\$243,940.50
MONTGOMERY	\$1.00	\$0.00	\$1,549.00	\$28,130.00	\$184.00	\$1,528.00	\$1,300.00	\$2,261.00	\$34,953.00
NEVADA	\$6,030.50	\$2,634.00	\$2,307.00	\$194,708.00	\$978.00	\$2,742.00	\$2,222.00	\$3,139.00	\$214,760.50
NEWTON	\$57.00	\$4.50	\$2,649.00	\$47,888.00	\$132.00	\$1,198.00	\$1,424.00	\$1,775.00	\$55,127.50
OUACHITA	\$17,154.50	\$6,626.50	\$22,335.00	\$613,401.00	\$2,486.00	\$9,121.00	\$10,536.00	\$13,565.00	\$695,225.00
PERRY	\$837.00	\$412.50	\$7,460.00	\$121,510.00	\$608.00	\$3,222.00	\$5,037.00	\$4,005.00	\$143,091.50
PHILLIPS	\$10,636.00	\$5,171.50	\$11,900.00	\$293,165.00	\$2,514.00	\$7,738.00	\$6,218.00	\$10,601.00	\$347,943.50
PIKE	\$413.50	\$264.50	\$14,075.00	\$131,305.00	\$1,006.00	\$3,786.00	\$7,062.00	\$5,052.00	\$162,964.00
POINSETT	\$7,315.00	\$1,472.50	\$22,342.00	\$584,705.00	\$852.00	\$6,624.00	\$9,163.00	\$9,830.00	\$642,303.50
POLK	\$1,417.00	\$29.00	\$5,250.00	\$168,001.00	\$1,540.00	\$6,246.00	\$8,482.00	\$9,739.00	\$200,704.00
POPE	\$5,419.00	\$2,276.00	\$21,256.00	\$822,456.00	\$5,394.00	\$25,196.00	\$32,372.00	\$34,958.00	\$949,327.00
PRAIRIE	\$3,091.00	\$2,004.50	\$4,068.00	\$177,394.00	\$610.00	\$3,277.00	\$4,516.00	\$4,821.00	\$199,781.50
PULASKI	\$152,521.00	\$131,038.00	\$254,323.00	\$7,032,617.00	\$69,010.00	\$239,883.00	\$319,468.00	\$304,111.00	\$8,502,971.00
RANDOLPH	\$110.50	\$40.00	\$7,424.00	\$143,493.00	\$1,090.00	\$5,282.00	\$5,452.00	\$7,006.00	\$169,897.50

**ARKANSAS DEPARTMENT OF FINANCE AND ADMINISTRATION  
OFFICE OF THE ARKANSAS LOTTERY  
RETAIL SALES BY COUNTY  
October 1 through October 31, 2020**

COUNTY	CASH 3	CASH 4	FAST PLAY	INSTANT SETTLEMENTS	LUCKY FOR LIFE	MEGA MILLIONS	NATURAL STATE JACKPOT	POWERBALL	TOTAL SALES FOR COUNTY
SAINT FRANCIS	\$28,028.00	\$16,956.00	\$6,827.00	\$399,693.00	\$1,982.00	\$9,011.00	\$8,427.00	\$13,163.00	\$484,087.00
SALINE	\$20,356.00	\$7,307.50	\$57,271.00	\$1,205,297.00	\$11,184.00	\$43,476.00	\$63,228.00	\$57,421.00	\$1,465,540.50
SCOTT	\$153.00	\$51.00	\$4,242.00	\$95,518.00	\$704.00	\$2,851.00	\$3,105.00	\$5,926.00	\$112,550.00
SEARCY	\$181.50	\$559.00	\$2,882.00	\$80,852.00	\$640.00	\$1,960.00	\$2,888.00	\$2,991.00	\$92,953.50
SEBASTIAN	\$10,319.00	\$3,472.00	\$23,656.00	\$878,850.00	\$10,218.00	\$45,616.00	\$54,115.00	\$66,033.00	\$1,092,279.00
SEVIER	\$5,154.50	\$504.50	\$544.00	\$175,522.00	\$948.00	\$4,507.00	\$3,225.00	\$5,453.00	\$195,858.00
SHARP	\$691.00	\$161.50	\$17,100.00	\$288,776.00	\$1,730.00	\$7,468.00	\$9,449.00	\$10,413.00	\$335,788.50
STONE	\$1,148.00	\$326.00	\$5,420.00	\$85,257.00	\$818.00	\$4,686.00	\$5,707.00	\$5,041.00	\$108,403.00
UNION	\$70,424.00	\$31,655.00	\$44,369.00	\$860,101.00	\$3,868.00	\$15,505.00	\$13,154.00	\$21,937.00	\$1,061,013.00
VAN BUREN	\$818.00	\$728.00	\$12,935.00	\$215,700.00	\$1,130.00	\$5,987.00	\$8,730.00	\$8,670.00	\$254,698.00
WASHINGTON	\$18,955.00	\$9,327.50	\$36,739.00	\$1,529,737.00	\$14,652.00	\$67,736.00	\$64,598.00	\$97,358.00	\$1,839,102.50
WHITE	\$8,067.50	\$2,502.00	\$57,143.00	\$1,037,602.00	\$4,684.00	\$22,310.00	\$32,899.00	\$33,003.00	\$1,198,210.50
WOODRUFF	\$3,399.50	\$2,008.00	\$2,848.00	\$136,346.00	\$482.00	\$2,418.00	\$2,766.00	\$3,513.00	\$153,780.50
YELL	\$830.00	\$266.00	\$6,274.00	\$255,676.00	\$1,144.00	\$5,993.00	\$8,536.00	\$8,301.00	\$287,020.00

<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>
	\$922,000.50	\$518,296.50	\$1,383,549.00	\$37,674,215.00	\$275,368.00	\$1,121,674.00	\$1,350,730.00	\$1,545,408.00	\$44,791,241.00

\*Estimates

**Arkansas Department of Finance and Administration  
Office of the Arkansas Lottery  
Total Number of Active Retailers  
October 2020**

There were 1,964 active retailers as of October 31, 2020.



**Arkansas Department of Finance and Administration  
Office of the Arkansas Lottery  
Statement of Net Position  
October 31, 2020**

**ASSETS**

<b>Current assets:</b>	
Cash and cash equivalents	\$ 688,460.35
Restricted assets:	
Cash and cash equivalents	112,856,146.86
Accounts receivable	13,517,518.56
Prepaid items	<u>2,152,624.22</u>
Total current assets	<u>129,214,749.99</u>
 <b>Non-current assets:</b>	
Restricted assets:	
Cash and cash equivalents	20,573,594.25
Deposits with Multi-State Lottery Association	2,510,856.89
Capital assets (Net of accumulated depreciation)	<u>1,630,834.52</u>
Total non-current assets	<u>24,715,285.66</u>
Total assets	<u>153,930,035.65</u>
 <b>Deferred outflows of resources:</b>	
Related to pension	931,661.70
Related to OPEB	<u>966,044.98</u>
Total deferred outflows of resources	<u>1,897,706.68</u>
Total assets and deferred outflows of resources	<u>\$ 155,827,742.33</u>

**LIABILITIES**

<b>Current liabilities:</b>	
Accounts payable	\$ 0.00
Prizes payable	23,173,005.41
Accrued and other liabilities	2,453,359.50
Due to other funds of the State	323,812.00
Due to Education Trust Account	25,832,602.68
Due to Workforce Challenge Trust Account	84,974,411.86
Compensated absences	427,442.59
OPEB Obligation	114,672.71
Unearned revenue	<u>203,238.82</u>
Total current liabilities	<u>137,502,545.57</u>
 <b>Long-Term liabilities:</b>	
Net other post employment benefits	4,463,889.59
Net pension liability	<u>4,646,795.00</u>
Total long-term liabilities	<u>9,110,684.59</u>
Total liabilities	<u>146,613,230.16</u>
 <b>Deferred inflows of resources:</b>	
Related to pension	338,626.00
Related to OPEB	<u>388,016.43</u>
Total deferred inflows of resources	<u>726,642.43</u>
Total liabilities and deferred inflows of resources	<u>147,339,872.59</u>

**NET POSITION**

<b>Net position:</b>	
Invested in capital assets	1,630,834.52
Restricted for:	
Scholarship shortfall reserve	20,000,000.00
Retailer bond reserve	572,937.26
Deposits with Multi-State Lottery Association	2,510,856.89
Unclaimed prizes reserve	2,049,132.32
Unrestricted (deficit)	<u>(18,275,891.25)</u>
Total net position	<u>8,487,869.74</u>
Total liabilities, deferred inflows of resources and net position	<u>\$ 155,827,742.33</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, 2020**

	Current month	Year to date
<b>Operating revenues:</b>		
Instant ticket sales	\$ 35,423,904.00	\$ 162,157,490.00
Online ticket sales	7,131,413.50	27,164,843.00
Retailer application, fidelity, bond and service fees	60,425.47	245,940.00
Other revenue	<u>96.99</u>	<u>1,266.71</u>
 Total operating revenues	 <u>42,615,839.96</u>	 <u>189,569,539.71</u>
 <b>Operating expenses:</b>		
Instant game prizes	26,147,509.02	119,082,249.11
Online game prizes	3,847,563.48	15,000,953.84
Retailer commissions	2,398,575.55	10,736,071.95
Gaming contract costs	2,198,689.55	9,173,277.47
Compensation and benefits	437,753.72	1,734,476.09
Marketing, advertising and promotions	657,470.95	2,288,108.13
General and administrative expenses	114,876.05	1,270,639.13
Services provided by Arkansas Department of Higher Education	42,000.00	168,000.00
Services provided by Arkansas Legislative Audit	20,600.00	82,400.00
Legal and professional services	0.00	195.05
Depreciation	<u>37,900.78</u>	<u>151,604.57</u>
 Total operating expenses	 <u>35,902,939.10</u>	 <u>159,687,975.34</u>
 Operating income (1)	 6,712,900.86	 29,881,564.37
 <b>Non-operating revenue:</b>		
Interest income	<u>59,143.75</u>	<u>268,918.87</u>
 Income before transfers	 6,772,044.61	 30,150,483.24
 <b>Transfers to:</b>		
Education Trust Account	<u>(8,447,337.00)</u>	<u>(32,594,405.36)</u>
 Change in net position	 <u>\$ (1,675,292.39)</u>	 <u>(2,443,922.12)</u>
 Total net position - beginning		 10,931,791.86
Total net position - ending		<u>\$ 8,487,869.74</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 Four Months Ended October 31, 2020**

	<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	\$ 35,423,904.00	83.12	\$ 32,000,000.00	86.53	\$ 3,423,904.00	\$ 162,157,490.00	85.54	\$ 129,200,000.00	86.63	\$ 32,957,490.00
Online games	7,131,413.50	16.73	4,930,000.00	13.33	2,201,413.50	27,164,843.00	14.33	19,755,000.00	13.25	7,409,843.00
Retailer fees	60,425.47	0.14	51,000.00	0.14	9,425.47	245,940.00	0.13	190,000.00	0.13	55,940.00
Other revenue	<u>96.99</u>	0.00	<u>500.00</u>	0.00	<u>(403.01)</u>	<u>1,266.71</u>	0.00	<u>2,000.00</u>	0.00	<u>(733.29)</u>
				0.00%						
Total operating revenues	<u>42,615,839.96</u>	100.00	<u>36,981,500.00</u>	100.00	<u>5,634,339.96</u>	<u>189,569,539.71</u>	100.00	<u>149,147,000.00</u>	100.00	<u>40,422,539.71</u>
<b>Operating expenses:</b>										
Instant game prizes	26,147,509.02	61.36	22,958,000.00	62.08	3,189,509.02	119,082,249.11	62.82	92,712,000.00	62.16	26,370,249.11
Online game prizes	3,847,563.48	9.03	2,656,000.00	7.18	1,191,563.48	15,000,953.84	7.91	10,643,000.00	7.14	4,357,953.84
Retailer commissions	2,398,575.55	5.63	2,090,000.00	5.65	308,575.55	10,736,071.95	5.66	8,429,000.00	5.65	2,307,071.95
Gaming contract costs	2,198,689.55	5.16	1,878,000.00	5.08	320,689.55	9,173,277.47	4.84	7,161,000.00	4.80	2,012,277.47
Compensation & benefits	437,753.72	1.03	471,000.00	1.27	(33,246.28)	1,734,476.09	0.91	1,846,000.00	1.24	(111,523.91)
Marketing, advertising & promotions	657,470.95	1.54	668,000.00	1.81	(10,529.05)	2,288,108.13	1.21	2,547,000.00	1.71	(258,891.87)
General and administrative expenses	114,876.05	0.27	210,000.00	0.57	(95,123.95)	1,270,639.13	0.67	751,000.00	0.50	519,639.13
Services provided by other agencies	62,600.00	0.15	64,000.00	0.17	(1,400.00)	250,400.00	0.13	255,000.00	0.17	(4,600.00)
Legal and professional service	-	-	500.00	0.00	(500.00)	195.05	0.00	2,000.00	0.00	(1,804.95)
Depreciation	<u>37,900.78</u>	0.09	<u>32,000.00</u>	0.09	<u>5,900.78</u>	<u>151,604.57</u>	0.08	<u>127,000.00</u>	0.09	<u>24,604.57</u>
Total operating expenses	<u>35,902,939.10</u>	84.25	<u>31,027,500.00</u>	83.90	<u>4,875,439.10</u>	<u>159,687,975.34</u>	84.24	<u>124,473,000.00</u>	83.46	<u>35,214,975.34</u>
Operating income	6,712,900.86	15.75	5,954,000.00	16.10	758,900.86	29,881,564.37	15.76	24,674,000.00	16.54	5,207,564.37
<b>Non-operating revenue:</b>										
Interest income	<u>59,143.75</u>	0.14	<u>60,000.00</u>	0.16	<u>(856.25)</u>	<u>268,918.87</u>	0.14	<u>244,000.00</u>	0.16	<u>24,918.87</u>
Income before transfers	<u>\$ 6,772,044.61</u>	15.89	<u>\$ 6,014,000.00</u>	16.26	<u>\$ 758,044.61</u>	<u>\$ 30,150,483.24</u>	15.90	<u>\$ 24,918,000.00</u>	16.71	<u>\$ 5,232,483.24</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, 2020**

	Year to date	
<b>Operating revenues:</b>		
Instant ticket (Settlements)	\$ 164,700,924.70	
Online ticket sales	27,164,843.00	
Retailer application, fidelity and service fees	245,940.00	
Other revenue	1,266.71	
	192,112,974.41	
<b>Operating expenses:</b>		
Instant game prizes (Settlements)	118,252,693.00	
Online game prizes	15,000,953.84	
Retailer commissions	10,736,071.95	
Gaming contract costs	9,173,277.47	
Compensation and benefits	1,734,476.09	
Marketing, advertising and promotions	2,288,108.13	
General and administrative expenses	1,270,639.13	
Services provided by ADHE	168,000.00	
Services provided by Legislative Audit Agency	82,400.00	
Legal and professional services	195.05	
Current year capital asset cost	0.00	
	158,706,814.66	
Change in net proceeds from operations	33,406,159.75	
<b>Non-operating revenue:</b>		
Interest income	268,918.87	
Other non-operating income	0.00	
EDUCATION TRUST FUNDING-Current Year	(24,147,068.36)	
Less Act 1180 Unclaimed Prizes	(1,049,132.32)	
Less current year Bond Reserve Fees	(74,044.25)	restricted reserves
Add Bond Funds in excess of \$500,000		see 23-115-603(a)(5)
Add back Write Off Retailer Bad Debt	1,106.99	
Less current year MUSL Reserves	4,496.32	see 23-115-103(17) and (19)(A)&(B)
Add OPEB expense in Comp and Benefits	36,900.00	
	36,900.00	
<b>NET PROCEEDS EARNED-Current Month</b>	<b>\$ 8,447,337.00</b>	
	Transfer	Interest
<b>Academic Challenge Scholarship Trust</b>	\$	\$
	22,697,927.24	3,134,675.44
	25,832,602.68	Total
November 2019 funding - 12/15/19	\$ 5,911,949.20	\$ 35,228.25
December 2019 funding - 1/15/20	\$ 6,333,195.26	\$ 38,788.23
January 2020 funding - 2/15/20	\$ 8,190,940.02	\$ 48,143.75
Transfer to ADHE 2/18/20	\$ (38,000,000.00)	\$ -
February 2020 funding - 3/15/20	\$ 7,201,704.36	\$ 31,852.41
March 2020 funding - 4/15/20	\$ 7,381,962.30	\$ 4,535.00
April 2020 funding - 5/15/20	\$ 8,312,074.87	\$ 6,237.77
May 2020 funding - 6/15/20	\$ 8,609,833.84	\$ 9,272.55
June 2020 funding - 7/15/20	\$ 14,969,860.90	\$ 14,602.28
June 2020 Final Adjustments funding - 10/22/20	\$ (185,527.29)	\$ (185,527.29)
Transfer excess net proceeds to Workforce Trust Fund 10/22/20	\$ (16,265,393.95)	\$ (16,265,393.95)
July 2020 funding - 8/15/20	\$ 8,573,004.11	\$ 19,569.82
August 2020 funding - 9/15/20	\$ 7,837,402.04	\$ 25,515.40
Transfer to ADHE 9/24/20	\$ (38,000,000.00)	\$ (38,000,000.00)
September 2020 funding - 10/15/20	\$ 7,667,415.02	\$ 24,161.97
October 2020 funding - 11/15/20	\$ 8,435,196.50	\$ 12,140.50
	84,974,411.86	Total
	84,974,411.86	84,974,411.86
<b>Workforce Challenge Scholarship Trust</b>	Transfer	Total
	\$	\$
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
Transfer excess net proceeds to Workforce Trust Fund 11/08/19	\$ 23,639,040.28	\$ 23,639,040.28
Transfer to ADHE for 2020 fall funding 4/24/20	\$ (1,000,000.00)	\$ (1,000,000.00)
Transfer to ADHE for 2020 fall funding 7/24/20	\$ (400,000.00)	\$ (400,000.00)
ADHE refund from FY 2020 - 8/14/20	\$ 4,466,023.18	\$ 4,466,023.18
Transfer excess net proceeds to Workforce Trust Fund 10/22/20	\$ 16,265,393.95	\$ 16,265,393.95

**Arkansas Department of Finance and Administration**  
**Office of the Arkansas Lottery**  
**Unclaimed Prizes**  
**October 31, 2020**

	Monthly	Year to Date
Reserve Balance July 1, 2020		\$1,000,000.00
1. Unclaimed lottery prize money:	\$89,981.00	1,049,132.32
2. Expenditures from unclaimed lottery prize money:		
3. Reserved for future prizes, promotions or reserves:	89,981.00	1,049,132.32
4. Less Deposits to net lottery proceeds from unclaimed Lottery prize money:		
Reserve Balance October 30, 2020		\$2,049,132.32

**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, 2020**

<b>Vendors</b>	<b>Goods or Services</b>	<b>Diversity Classification</b>	<b>October 2020</b>	<b>FY 2021 Total</b>
A-Absolute Moving & Hauling	Moving/Hauling	CMBE	\$413.03	\$1,019.37
Government Supply Services	Office Furniture/Supplies	MBE	\$251.06	\$879.94
<b>Totals</b>			<b>\$664.09</b>	<b>\$1,899.31</b>

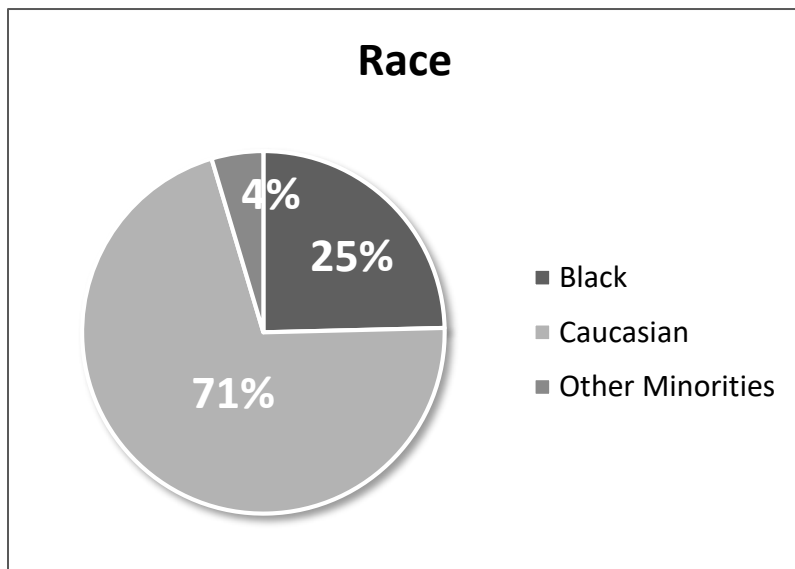
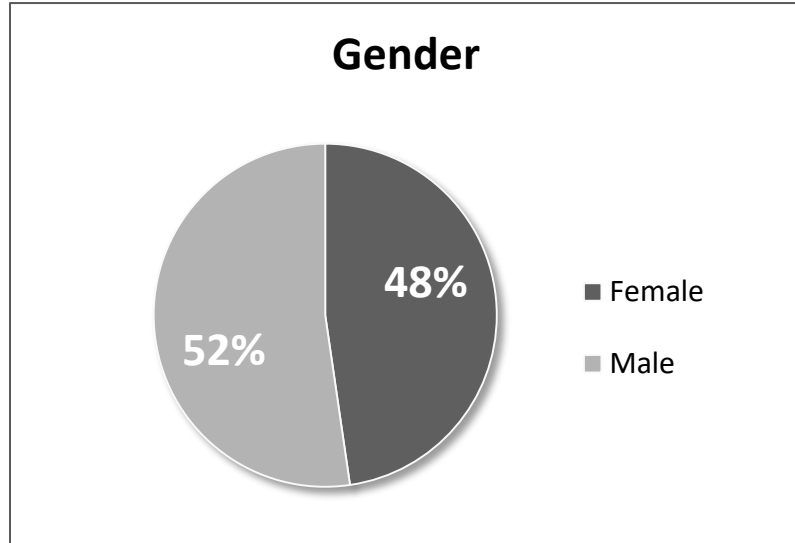
**INTRALOT MINORITY AND FEMALE-OWNED DIVERSITY COMPLIANCE REPORT  
October 1 through October 31, 2020**

<b>Vendors</b>	<b>Goods or Services</b>	<b>Diversity Classification</b>	<b>October 2020</b>	<b>FY 2021 Total</b>
J Kelly Referrals and Information Services	Call Center/Information Services	CMBE	\$14,000.00	\$56,000.000
<b>Totals</b>			<b>\$14,000.000</b>	<b>\$56,000.00</b>

**SCIENTIFIC GAMES MINORITY AND FEMALE-OWNED DIVERSITY COMPLIANCE REPORT  
October 1 through October 31, 2020**

<b>Vendors</b>	<b>Goods or Services</b>	<b>Diversity Classification</b>	<b>October 2020</b>	<b>FY 2021 Total</b>
Expedited Transportation Service	Transportation Services	DBE	\$3,972.81	\$14,544.36
Ingage, LLC	Fulfillment Services and Prizes	WBE	\$85,857.82	\$522,510.34
Pure Cleaning Services	Janitorial Services	MBE	\$2,452.52	\$4,803.78
<b>Totals</b>			<b>\$92,283.15</b>	<b>\$449,575.33</b>

**Arkansas Department of Finance and Administration  
Office of the Arkansas Lottery  
October 2020**



**Total Number of Employees as of October 2020: 65**

**Gender:**

Females – 31  
Males – 34

**Race:**

Black – 16  
Caucasian – 46  
Other – 3

Female -- 9	Male - 7
Female -- 22	Male -- 24
Female -- 0	Male -- 3

**Department of Finance and Administration  
Office of the Arkansas Lottery – Internal Audit  
October 1 through October 31, 2020**

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 2020**

There were no new Instant games that started sales in October 2020.

There were no new Fast Play games that started sales in October 2020.