



STATE OF ARKANSAS
**Department of Finance
and Administration**

EXHIBIT C4
OFFICE OF THE ARKANSAS LOTTERY

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October 9, 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 September 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
September 1 through September 30, 2020**

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

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

1. Debt Set-Off Collections:

a.	Arkansas Department of Finance and Administration	\$15,673.12
b.	Arkansas Office of Child Support Enforcement - Child Support	<u>\$0.00</u>
	Total Debt Set-Off:	\$15,673.12

2. Retailer Losses: \$1,106.99

ARKANSAS DEPARTMENT OF FINANCE AND ADMINISTRATION
OFFICE OF THE ARKANSAS LOTTERY
RETAIL SALES BY COUNTY
September 1 through September 30, 2020

COUNTY	CASH 3	CASH 4	FAST PLAY	INSTANT SETTLEMENTS	LUCKY FOR LIFE	MEGA MILLIONS	NATURAL STATE JACKPOT	POWERBALL	TOTAL SALES FOR COUNTY
ARKANSAS	\$15,302.50	\$8,939.00	\$14,523.00	\$499,220.00	\$1,804.00	\$10,061.00	\$7,427.00	\$12,337.00	\$569,613.50
ASHLEY	\$15,284.50	\$18,177.00	\$12,889.00	\$191,649.00	\$1,620.00	\$4,306.00	\$3,195.00	\$8,068.00	\$255,188.50
BAXTER	\$4,733.00	\$3,003.50	\$31,294.00	\$431,885.00	\$5,594.00	\$15,737.00	\$14,695.00	\$22,186.00	\$529,127.50
BENTON	\$9,343.00	\$3,659.00	\$26,923.00	\$1,285,228.00	\$14,104.00	\$68,835.00	\$35,188.00	\$92,791.00	\$1,536,071.00
BOONE	\$1,850.00	\$2,047.00	\$36,326.00	\$492,960.00	\$2,458.00	\$10,526.00	\$6,521.00	\$15,098.00	\$567,786.00
BRADLEY	\$2,725.00	\$3,966.50	\$2,583.00	\$216,601.00	\$956.00	\$3,365.00	\$2,629.00	\$4,008.00	\$236,833.50
CALHOUN	\$2,691.50	\$405.50	\$2,360.00	\$65,394.00	\$314.00	\$733.00	\$692.00	\$1,159.00	\$73,749.00
CARROLL	\$783.00	\$712.00	\$13,684.00	\$274,019.00	\$1,318.00	\$6,904.00	\$3,922.00	\$10,211.00	\$311,553.00
CHICOT	\$8,364.50	\$5,297.00	\$5,622.00	\$193,324.00	\$2,546.00	\$7,593.00	\$5,909.00	\$10,827.00	\$239,482.50
CLARK	\$4,495.50	\$2,437.00	\$38,052.00	\$406,704.00	\$1,698.00	\$8,198.00	\$6,839.00	\$9,652.00	\$478,075.50
CLAY	\$160.00	\$38.00	\$4,359.00	\$92,904.00	\$454.00	\$2,215.00	\$1,849.00	\$2,773.00	\$104,752.00
CLEBURNE	\$2,039.00	\$207.50	\$36,307.00	\$316,496.00	\$2,748.00	\$10,686.00	\$12,670.00	\$13,762.00	\$394,915.50
CLEVELAND	\$1,098.50	\$183.50	\$2,624.00	\$67,938.00	\$1,150.00	\$906.00	\$715.00	\$1,614.00	\$76,229.00
COLUMBIA	\$14,861.00	\$8,912.00	\$9,980.00	\$367,067.00	\$1,476.00	\$5,665.00	\$5,671.00	\$8,282.00	\$421,914.00
CONWAY	\$8,060.50	\$3,708.50	\$25,051.00	\$434,695.00	\$1,594.00	\$9,700.00	\$10,724.00	\$11,723.00	\$505,256.00
CRAIGHEAD	\$14,795.00	\$7,884.00	\$74,631.00	\$1,528,660.00	\$6,014.00	\$28,311.00	\$21,059.00	\$36,974.00	\$1,718,328.00
CRAWFORD	\$1,481.50	\$762.50	\$12,475.00	\$395,158.00	\$2,902.00	\$17,092.00	\$13,213.00	\$22,370.00	\$465,454.00
CRITTENDEN	\$22,917.00	\$17,519.50	\$12,973.00	\$821,750.00	\$5,446.00	\$23,574.00	\$13,545.00	\$33,713.00	\$951,437.50
CROSS	\$5,695.50	\$2,170.50	\$10,451.00	\$311,053.00	\$674.00	\$4,225.00	\$3,411.00	\$5,928.00	\$343,608.00
DALLAS	\$2,059.50	\$944.00	\$5,491.00	\$194,400.00	\$524.00	\$2,646.00	\$2,545.00	\$3,412.00	\$212,021.50
DESHA	\$3,161.00	\$1,719.00	\$6,707.00	\$245,052.00	\$960.00	\$6,670.00	\$5,552.00	\$7,318.00	\$277,139.00
DREW	\$5,843.00	\$2,605.50	\$7,290.00	\$350,018.00	\$2,092.00	\$6,962.00	\$4,435.00	\$9,092.00	\$388,337.50
FAULKNER	\$15,342.50	\$7,025.00	\$56,309.00	\$1,478,745.00	\$8,204.00	\$40,218.00	\$38,434.00	\$49,703.00	\$1,693,980.50
FRANKLIN	\$807.00	\$288.50	\$19,774.00	\$197,210.00	\$976.00	\$6,053.00	\$4,162.00	\$7,846.00	\$237,116.50
FULTON	\$768.50	\$289.00	\$5,270.00	\$63,504.00	\$742.00	\$1,711.00	\$2,173.00	\$2,389.00	\$76,846.50
GARLAND	\$13,563.50	\$7,480.50	\$47,517.00	\$1,228,716.00	\$11,776.00	\$51,266.00	\$52,041.00	\$60,706.00	\$1,473,066.00
GRANT	\$866.00	\$375.50	\$9,454.00	\$167,893.00	\$1,282.00	\$5,946.00	\$5,074.00	\$7,457.00	\$198,347.50
GREENE	\$783.00	\$403.50	\$28,992.00	\$652,862.00	\$2,524.00	\$12,285.00	\$9,959.00	\$16,557.00	\$724,365.50
HEMPSTEAD	\$57,604.00	\$18,475.50	\$11,603.00	\$392,420.00	\$1,006.00	\$6,191.00	\$3,493.00	\$9,133.00	\$499,925.50
HOT SPRING	\$1,396.00	\$442.50	\$27,112.00	\$416,882.00	\$2,230.00	\$10,025.00	\$8,512.00	\$11,945.00	\$478,544.50

ARKANSAS DEPARTMENT OF FINANCE AND ADMINISTRATION
OFFICE OF THE ARKANSAS LOTTERY
RETAIL SALES BY COUNTY
September 1 through September 30, 2020

COUNTY	CASH 3	CASH 4	FAST PLAY	INSTANT SETTLEMENTS	LUCKY FOR LIFE	MEGA MILLIONS	NATURAL STATE JACKPOT	POWERBALL	TOTAL SALES FOR COUNTY
HOWARD	\$51,215.00	\$18,456.00	\$5,831.00	\$251,505.00	\$1,808.00	\$4,512.00	\$2,858.00	\$5,595.00	\$341,780.00
INDEPENDENCE	\$3,201.00	\$1,800.00	\$53,487.00	\$520,222.00	\$1,828.00	\$11,716.00	\$10,725.00	\$14,457.00	\$617,436.00
IZARD	\$61.00	\$46.00	\$11,442.00	\$100,672.00	\$678.00	\$3,372.00	\$3,919.00	\$4,211.00	\$124,401.00
JACKSON	\$15,566.00	\$10,578.00	\$23,205.00	\$309,029.00	\$1,380.00	\$5,581.00	\$6,998.00	\$6,945.00	\$379,282.00
JEFFERSON	\$71,436.00	\$53,355.50	\$61,208.00	\$1,714,947.00	\$11,134.00	\$36,688.00	\$31,985.00	\$50,556.00	\$2,031,309.50
JOHNSON	\$816.00	\$1,711.50	\$9,206.00	\$313,217.00	\$1,406.00	\$6,511.00	\$5,606.00	\$9,676.00	\$348,149.50
LAFAYETTE	\$11,026.00	\$2,824.50	\$2,239.00	\$83,893.00	\$648.00	\$2,044.00	\$844.00	\$2,617.00	\$106,135.50
LAWRENCE	\$450.50	\$138.50	\$14,203.00	\$254,809.00	\$1,220.00	\$5,054.00	\$3,805.00	\$6,196.00	\$285,876.00
LEE	\$4,907.50	\$11,724.50	\$3,301.00	\$94,784.00	\$380.00	\$1,510.00	\$552.00	\$1,888.00	\$119,047.00
LINCOLN	\$327.50	\$795.50	\$4,538.00	\$107,860.00	\$874.00	\$2,856.00	\$2,093.00	\$3,628.00	\$122,972.00
LITTLE RIVER	\$6,774.00	\$3,710.00	\$7,727.00	\$130,448.00	\$552.00	\$4,143.00	\$1,617.00	\$4,327.00	\$159,298.00
LOGAN	\$773.50	\$207.00	\$9,907.00	\$250,988.00	\$966.00	\$6,219.00	\$5,566.00	\$9,228.00	\$283,854.50
LONOKE	\$15,636.00	\$9,659.00	\$46,333.00	\$1,079,371.00	\$6,160.00	\$30,666.00	\$25,281.00	\$36,110.00	\$1,249,216.00
MADISON	\$401.50	\$33.00	\$2,741.00	\$94,555.00	\$640.00	\$3,415.00	\$2,006.00	\$4,864.00	\$108,655.50
MARION	\$9,128.50	\$3,310.00	\$11,001.00	\$191,121.00	\$1,684.00	\$6,026.00	\$7,670.00	\$8,009.00	\$237,949.50
MILLER	\$37,838.50	\$16,746.50	\$17,186.00	\$679,918.00	\$3,926.00	\$13,613.00	\$7,461.00	\$16,322.00	\$793,011.00
MISSISSIPPI	\$58,028.00	\$22,789.00	\$37,685.00	\$670,637.00	\$1,544.00	\$11,147.00	\$6,177.00	\$14,067.00	\$822,074.00
MONROE	\$9,101.00	\$3,232.00	\$5,010.00	\$200,226.00	\$524.00	\$4,273.00	\$3,937.00	\$5,324.00	\$231,627.00
MONTGOMERY	\$28.50	\$7.00	\$3,002.00	\$29,361.00	\$254.00	\$1,444.00	\$1,040.00	\$1,842.00	\$36,978.50
NEVADA	\$4,746.50	\$1,824.50	\$2,356.00	\$197,012.00	\$852.00	\$2,872.00	\$1,479.00	\$2,929.00	\$214,071.00
NEWTON	\$30.00	\$32.00	\$3,398.00	\$51,128.00	\$202.00	\$1,170.00	\$1,001.00	\$1,472.00	\$58,433.00
OUACHITA	\$15,247.50	\$6,255.00	\$17,870.00	\$584,600.00	\$2,222.00	\$7,647.00	\$6,189.00	\$11,185.00	\$651,215.50
PERRY	\$926.00	\$402.50	\$4,578.00	\$131,700.00	\$588.00	\$3,435.00	\$2,587.00	\$3,685.00	\$147,901.50
PHILLIPS	\$12,230.00	\$5,835.00	\$8,689.00	\$273,633.00	\$2,376.00	\$7,245.00	\$4,374.00	\$9,947.00	\$324,329.00
PIKE	\$401.50	\$242.00	\$14,538.00	\$134,650.00	\$1,190.00	\$3,542.00	\$4,535.00	\$4,056.00	\$163,154.50
POINSETT	\$7,943.00	\$1,529.00	\$23,740.00	\$570,214.00	\$844.00	\$6,633.00	\$5,302.00	\$8,682.00	\$624,887.00
POLK	\$1,352.00	\$29.00	\$6,219.00	\$168,172.00	\$1,292.00	\$6,261.00	\$4,882.00	\$8,942.00	\$197,149.00
POPE	\$5,581.00	\$1,970.50	\$23,976.00	\$834,050.00	\$4,578.00	\$26,213.00	\$20,780.00	\$30,631.00	\$947,779.50
PRAIRIE	\$4,075.00	\$1,847.50	\$5,518.00	\$204,603.00	\$628.00	\$3,070.00	\$2,696.00	\$4,174.00	\$226,611.50
PULASKI	\$158,076.00	\$132,134.50	\$334,106.00	\$7,332,350.00	\$59,330.00	\$225,396.00	\$202,332.00	\$262,815.00	\$8,706,539.50
RANDOLPH	\$100.00	\$45.00	\$10,195.00	\$156,648.00	\$1,130.00	\$4,951.00	\$3,355.00	\$6,253.00	\$182,677.00

**ARKANSAS DEPARTMENT OF FINANCE AND ADMINISTRATION
OFFICE OF THE ARKANSAS LOTTERY
RETAIL SALES BY COUNTY
September 1 through September 30, 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	\$25,021.50	\$17,434.00	\$8,677.00	\$361,304.00	\$1,704.00	\$7,493.00	\$4,602.00	\$11,227.00	\$437,462.50
SALINE	\$16,784.00	\$6,124.00	\$78,313.00	\$1,291,543.00	\$10,676.00	\$43,625.00	\$39,669.00	\$52,740.00	\$1,539,474.00
SCOTT	\$180.50	\$110.50	\$3,958.00	\$93,478.00	\$632.00	\$3,525.00	\$1,848.00	\$4,648.00	\$108,380.00
SEARCY	\$117.50	\$728.50	\$2,506.00	\$71,555.00	\$658.00	\$1,827.00	\$2,233.00	\$2,683.00	\$82,308.00
SEBASTIAN	\$11,406.00	\$3,839.50	\$28,484.00	\$928,107.00	\$10,192.00	\$46,029.00	\$40,550.00	\$58,357.00	\$1,126,964.50
SEVIER	\$5,550.00	\$474.50	\$1,086.00	\$183,721.00	\$900.00	\$4,623.00	\$2,747.00	\$4,725.00	\$203,826.50
SHARP	\$685.00	\$174.50	\$20,696.00	\$301,103.00	\$1,478.00	\$7,567.00	\$7,329.00	\$9,900.00	\$348,932.50
STONE	\$2,010.50	\$794.00	\$11,446.00	\$105,819.00	\$756.00	\$4,259.00	\$4,161.00	\$4,894.00	\$134,139.50
UNION	\$63,267.00	\$30,918.50	\$39,747.00	\$893,312.00	\$3,922.00	\$15,345.00	\$8,802.00	\$20,864.00	\$1,076,177.50
VAN BUREN	\$798.50	\$790.00	\$15,408.00	\$210,983.00	\$832.00	\$5,610.00	\$5,797.00	\$7,051.00	\$247,269.50
WASHINGTON	\$22,752.50	\$9,317.00	\$34,505.00	\$1,565,109.00	\$12,526.00	\$66,622.00	\$42,537.00	\$84,972.00	\$1,838,340.50
WHITE	\$6,961.00	\$3,147.50	\$79,675.00	\$1,084,472.00	\$4,646.00	\$23,202.00	\$21,947.00	\$29,897.00	\$1,253,947.50
WOODRUFF	\$2,517.50	\$1,754.50	\$3,260.00	\$135,273.00	\$470.00	\$2,265.00	\$1,869.00	\$3,219.00	\$150,628.00
YELL	\$732.00	\$293.00	\$7,884.00	\$248,359.00	\$996.00	\$5,858.00	\$5,480.00	\$7,799.00	\$277,401.00

GRAND TOTALS	*Cash 3	*Cash 4	*Fast Play	*Instant Settlements	*Lucky for Life	*Mega Millions	*Natural State Jackpot	*Powerball	*Total Sales
	\$905,082.50	\$519,248.00	\$1,718,706.00	\$38,970,868.00	\$250,412.00	\$1,085,680.00	\$885,477.00	\$1,372,643.00	\$45,708,116.50

*Estimates

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

There were 1,964 active retailers as of September 30, 2020.

**Arkansas Department of Finance and Administration
Office of the Arkansas Lottery
Statement of Net Position
September 30, 2020**

ASSETS

Current assets:	
Cash and cash equivalents	\$ 152,120.46
Restricted assets:	
Cash and cash equivalents	104,254,356.15
Accounts receivable	17,646,302.75
Prepaid items	2,401,752.66
Total current assets	<u>124,454,532.02</u>
Non-current assets:	
Restricted assets:	
Cash and cash equivalents	20,552,584.14
Deposits with Multi-State Lottery Association	2,510,856.89
Capital assets (Net of accumulated depreciation)	1,668,735.30
Total non-current assets	<u>24,732,176.33</u>
 Total assets	 149,186,708.35
Deferred outflows of resources:	
Related to pension	931,661.70
Related to OPEB	18,004.67
	<u>949,666.37</u>
 Total assets and deferred outflows of resources	 <u>\$ 150,136,374.72</u>

LIABILITIES

Current liabilities:	
Accounts payable	\$ 601,230.81
Prizes payable	23,857,381.14
Accrued and other liabilities	2,831,860.56
Due to other funds of the State	758,046.74
Due to Education Trust Account	33,836,186.92
Due to Workforce Challenge Trust Account	68,709,017.91
Compensated absences	427,442.59
OPEB Obligation	107,523.28
Unearned revenue	218,630.79
Total current liabilities	<u>131,347,320.74</u>
Long-Term liabilities:	
Net other post employment benefits	3,226,330.86
Net pension liability	4,646,795.00
Total long-term liabilities	<u>7,873,125.86</u>
 Total liabilities	 139,220,446.60
Deferred inflows of resources:	
Related to pension	338,626.00
Related to OPEB	396,615.19
Total deferred inflows of resources	<u>735,241.19</u>
 Total liabilities and deferred inflows of resources	 <u>139,955,687.79</u>

NET POSITION

Net position:	
Invested in capital assets	1,668,735.30
Restricted for:	
Scholarship shortfall reserve	20,000,000.00
Retailer bond reserve	555,177.15
Deposits with Multi-State Lottery Association	2,510,856.89
Unclaimed prizes reserve	1,959,151.32
Unrestricted (deficit)	<u>(16,513,233.73)</u>
 Total net position	 <u>10,180,686.93</u>
 Total liabilities, deferred inflows of resources and net position	 <u>\$ 150,136,374.72</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, 2020

	Current month	Year to date
Operating revenues:		
Instant ticket sales	\$ 40,629,078.00	\$ 126,733,586.00
Online ticket sales	6,798,742.50	20,033,429.50
Retailer application, fidelity, bond and service fees	73,404.22	185,514.53
Other revenue	<u>0.00</u>	<u>1,169.72</u>
 Total operating revenues	 <u>47,501,224.72</u>	 <u>146,953,699.75</u>
 Operating expenses:		
Instant game prizes	29,827,540.75	92,934,740.09
Online game prizes	3,595,015.39	11,153,390.36
Retailer commissions	2,707,032.61	8,337,496.40
Gaming contract costs	2,272,310.57	6,974,587.92
Compensation and benefits	359,763.46	1,296,722.37
Marketing, advertising and promotions	472,149.62	1,630,637.18
General and administrative expenses	431,500.92	1,155,763.08
Services provided by Arkansas Department of Higher Education	42,000.00	126,000.00
Services provided by Arkansas Legislative Audit	20,600.00	61,800.00
Legal and professional services	145.05	195.05
Depreciation	<u>37,901.59</u>	<u>113,703.79</u>
 Total operating expenses	 <u>39,765,959.96</u>	 <u>123,785,036.24</u>
 Operating income (1)	 7,735,264.76	 23,168,663.51
 Non-operating revenue:		
Interest income	<u>70,327.84</u>	<u>209,775.12</u>
 Income before transfers	 7,805,592.60	 23,378,438.63
 Transfers to:		
Education Trust Account	<u>(7,691,576.99)</u>	<u>(24,147,068.36)</u>
 Change in net position	 <u>\$ 114,015.61</u>	 <u>(768,629.73)</u>
 Total net position - beginning		 10,949,316.66
Total net position - ending		<u>\$ 10,180,686.93</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, 2020

	CM Actual	%	CM Budget	%	CM Variance	YTD Actual	%	YTD Budget	%	YTD Variance
Operating revenues:										
Instant games	\$ 40,629,078.00	85.53	\$ 32,200,000.00	86.60	\$ 8,429,078.00	\$ 126,733,586.00	86.24	\$ 97,200,000.00	86.66	\$ 29,533,586.00
Online games	6,798,742.50	14.31	4,925,000.00	13.25	1,873,742.50	20,033,429.50	13.63	14,825,000.00	13.22	5,208,429.50
Retailer fees	73,404.22	0.15	57,000.00	0.15	16,404.22	185,514.53	0.13	139,000.00	0.12	46,514.53
Other revenue	-	-	500.00	0.00	(500.00)	1,169.72	0.00	1,500.00	0.00	(330.28)
				0.00%						
Total operating revenues	<u>47,501,224.72</u>	100.00	<u>37,182,500.00</u>	100.00	<u>10,318,724.72</u>	<u>146,953,699.75</u>	100.00	<u>112,165,500.00</u>	100.00	<u>34,788,199.75</u>
Operating expenses:										
Instant game prizes	29,827,540.75	62.79	23,105,000.00	62.14	6,722,540.75	92,934,740.09	63.24	69,754,000.00	62.19	23,180,740.09
Online game prizes	3,595,015.39	7.57	2,653,000.00	7.14	942,015.39	11,153,390.36	7.59	7,987,000.00	7.12	3,166,390.36
Retailer commissions	2,707,032.61	5.70	2,101,000.00	5.65	606,032.61	8,337,496.40	5.67	6,339,000.00	5.65	1,998,496.40
Gaming contract costs	2,272,310.57	4.78	1,649,000.00	4.43	623,310.57	6,974,587.92	4.75	5,283,000.00	4.71	1,691,587.92
Compensation & benefits	359,763.46	0.76	426,000.00	1.15	(66,236.54)	1,296,722.37	0.88	1,375,000.00	1.23	(78,277.63)
Marketing, advertising & promotions	472,149.62	0.99	675,000.00	1.82	(202,850.38)	1,630,637.18	1.11	1,879,000.00	1.68	(248,362.82)
General and administrative expenses	431,500.92	0.91	210,000.00	0.56	221,500.92	1,155,763.08	0.79	541,000.00	0.48	614,763.08
Services provided by other agencies	62,600.00	0.13	64,000.00	0.17	(1,400.00)	187,800.00	0.13	191,000.00	0.17	(3,200.00)
Legal and professional service	145.05	0.00	500.00	0.00	(354.95)	195.05	0.00	1,500.00	0.00	(1,304.95)
Depreciation	37,901.59	0.08	32,000.00	0.09	5,901.59	113,703.79	0.08	95,000.00	0.08	18,703.79
Total operating expenses	<u>39,765,959.96</u>	83.72	<u>30,915,500.00</u>	83.15	<u>8,850,459.96</u>	<u>123,785,036.24</u>	84.23	<u>93,445,500.00</u>	83.31	<u>30,339,536.24</u>
Operating income	7,735,264.76	16.28	6,267,000.00	16.85	1,468,264.76	23,168,663.51	15.77	18,720,000.00	16.69	4,448,663.51
Non-operating revenue:										
Interest income	<u>70,327.84</u>	0.15	<u>66,000.00</u>	0.18	<u>4,327.84</u>	<u>209,775.12</u>	0.14	<u>184,000.00</u>	0.16	<u>25,775.12</u>
Income before transfers	<u>\$ 7,805,592.60</u>	16.43	<u>\$ 6,333,000.00</u>	17.03	<u>\$ 1,472,592.60</u>	<u>\$ 23,378,438.63</u>	15.91	<u>\$ 18,904,000.00</u>	16.85	<u>\$ 4,474,438.63</u>

**Arkansas Department of Finance and Administration
Office of the Arkansas Lottery
Net Proceeds Transfer to Ed Trust Computation
Modified Cash Basis
For the Three Months Ended September 30, 2020**

	Year to date																																																																																
Operating revenues:																																																																																	
Instant ticket (Settlements)	\$ 127,026,421.00																																																																																
Online ticket sales	20,033,429.50																																																																																
Retailer application, fidelity and service fees	185,514.53																																																																																
Other revenue	<u>1,169.72</u>																																																																																
Total operating revenues	<u>147,246,534.75</u>																																																																																
Operating expenses:																																																																																	
Instant game prizes (Settlements)	91,571,817.00																																																																																
Online game prizes	11,153,390.36																																																																																
Retailer commissions	8,337,496.40																																																																																
Gaming contract costs	6,974,587.92																																																																																
Compensation and benefits	1,296,722.37																																																																																
Marketing, advertising and promotions	1,630,637.18																																																																																
General and administrative expenses	1,155,763.08																																																																																
Services provided by ADHE	126,000.00																																																																																
Services provided by Legislative Audit Agency	61,800.00																																																																																
Legal and professional services	195.05																																																																																
Current year capital asset cost	<u>0.00</u>																																																																																
Total operating expenses	<u>122,308,409.36</u>																																																																																
Change in net proceeds from operations	24,938,125.39																																																																																
Non-operating revenue:																																																																																	
Interest income	209,775.12																																																																																
Other non-operating income	0.00																																																																																
EDUCATION TRUST FUNDING-Current Year	(16,455,491.37)																																																																																
Less Act 1180 Unclaimed Prizes	(959,151.32)																																																																																
Less current year Bond Reserve Fees	(56,284.14) 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	<u>9,000.00</u>																																																																																
NET PROCEEDS EARNED-Current Month	<u>\$ 7,691,576.99</u>																																																																																
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Arkansas Department of Finance and Administration
Office of the Arkansas Lottery
Unclaimed Prizes
September 30, 2020

	Monthly	Year to Date
Reserve Balance July 1, 2020		\$1,000,000.00
1. Unclaimed lottery prize money:	\$167,166.00	959,151.32
2. Expenditures from unclaimed lottery prize money:		
3. Reserved for future prizes, promotions or reserves:	\$167,166.00	959,151.32
4. Less Deposits to net lottery proceeds from unclaimed Lottery prize money:		
Reserve Balance September 30, 2020		\$1,959,151.32

**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, 2020**

Vendors	Goods or Services	Diversity Classification	September 2020	FY 2021 Total
A-Absolute Moving & Hauling	Moving/Hauling	CMBE	\$606.34	\$606.34
Government Supply Services	Office Furniture/Supplies	MBE	\$176.11	\$628.88
Totals			\$782.45	\$1,235.22

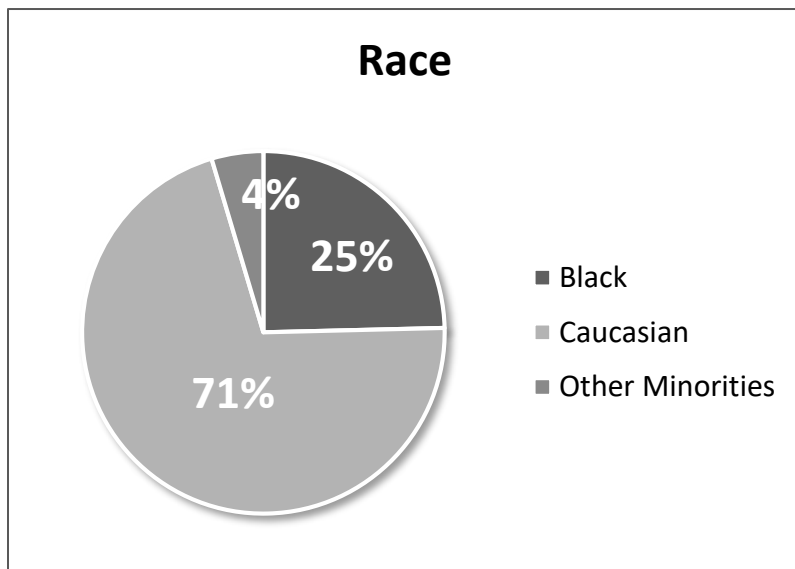
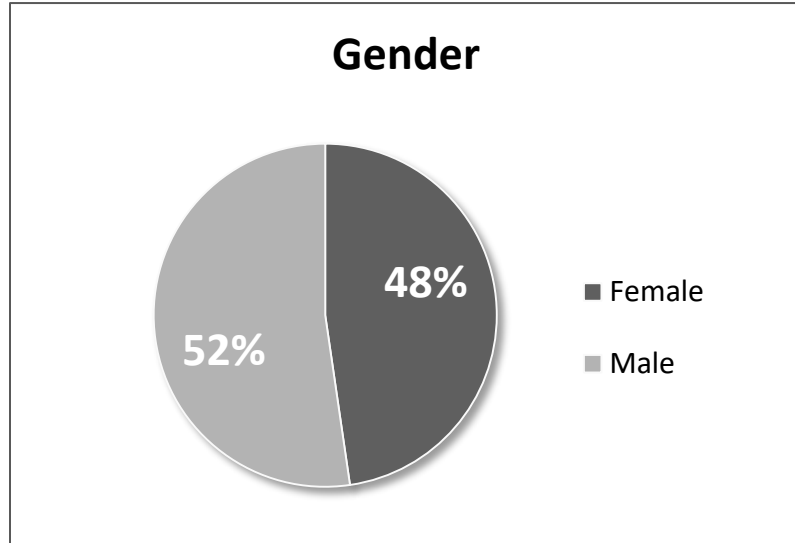
**INTRALOT MINORITY AND FEMALE-OWNED DIVERSITY COMPLIANCE REPORT
September 1 through September 30, 2020**

Vendors	Goods or Services	Diversity Classification	September 2020	FY 2021 Total
J Kelly Referrals and Information Services	Call Center/Information Services	CMBE	\$14,000.00	\$42,000.00
Totals			\$14,000.00	\$42,000.00

**SCIENTIFIC GAMES MINORITY AND FEMALE-OWNED DIVERSITY COMPLIANCE REPORT
September 1 through September 30, 2020**

Vendors	Goods or Services	Diversity Classification	September 2020	FY 2021 Total
Expedited Transportation Service	Transportation Services	DBE	\$3,881.40	\$10,571.55
Ingage, LLC	Fulfillment Services and Prizes	WBE	\$169,109.40	\$436,652.52
Pure Cleaning Services	Janitorial Services	MBE		\$2,351.26
Totals			\$172,990.80	\$449,575.33

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



Total Number of Employees as of September 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



STATE OF ARKANSAS
Department of Finance and Administration

OFFICE OF THE ARKANSAS LOTTERY
Post Office Box 3238
Little Rock, Arkansas 72203-3238
Phone: (501) 683-2010

William C. Miller, CPA, CGMA
Internal Auditor

<u>Audit:</u>	2020-29 Beneficiary Trust Fund	<u>Report Date:</u> September 23, 2020
<u>Report Distribution:</u>	Larry Walther, Secretary Department of Finance and Administration	<u>For Fiscal Year:</u> June 30, 2020
	Office of the Arkansas Lottery Eric Hagler, OAL Executive Director Jerry Fetzer, Chief Financial Officer Timothy Parrish, Treasurer Michael Helms, Chief Legal Counsel	

Introduction

A scheduled periodic audit for Beneficiary Trust Fund for fiscal year ended June 30, 2020 and has been completed by Internal Audit. The periodic review was conducted in accordance with the Office of the Arkansas Lottery (OAL) Internal Audit Charter, which governs the types and objectives of engagements performed by the OAL Internal Audit function.

Background

Arkansas Code Annotated (ACA) § 23-115-801 establishes procedures surrounding and distribution of lottery proceeds, including net proceeds held by the OAL in trust for the Arkansas Department of Higher Education (ADHE). Such funds are held in the Education Trust Fund Account or Workforce Challenge account. ACA § 23-115-802 establishes the Scholarship Shortfall Reserve Trust Account, designed for use when Education Trust Fund Account balances are not adequate to meet funding requests by ADHE for the Arkansas Academic Challenge Scholarship Program. Education Trust Fund, Scholarship Shortfall Reserve Trust and Workforce Challenge balances are deposited at Bank OZK, under an agreement established at the inception of the Arkansas Lottery. Balances held by the OAL are subject to investment policy guidelines established by the State Board of Finance per ACA § 23-115-801 (b) (2).

Purpose, Objectives, and Scope

The overall purpose, objectives, and scope of the audit were as follows:

Purpose

The purpose of this audit was to ensure that the appropriate controls and procedures are in place to provide reasonable assurance that lottery proceeds are appropriately deposited to and withdrawn from the Education Trust Fund, Scholarship Shortfall Trust and Workforce Challenge accounts in accordance with the Arkansas Scholarship Lottery Act (The Act).

Objectives

- Ensure that the Education Trust Fund deposits and withdrawals are in accordance with The Act.
- Ensure that the Scholarship Shortfall Trust Fund deposits and withdrawals are in accordance with The Act.
- Ensure that the Workforce Challenge deposits and withdrawals are in accordance with The Act.
- Independently confirm the balance of the Education Trust Fund and the Workforce Challenge Bank OZK statements against the balances provided in Sage.
- Ensure all of the OAL's bank accounts are properly collateralized by Bank OZK as month-end for each month in the fiscal year.
- Ensure the wire transfers to Arkansas Department of Higher Education (ADHE) have supporting documentation and signatures required for all wire transfers

Scope

The procedures performed included reviewing bank statements, internally prepared calculations, and other supporting documents.

Observations

Internal Audit (IA) had no observations or recommendations to report.



William C Miller, Internal Auditor

DFA/Office of the Arkansas Lottery
Instant & Fast Play Games
September 2020

Sales for the following instant games began September 1, 2020. No ending dates have been determined for these games.

\$1 Money Bags

\$2 WOOO PIG SOOIE!^{®1}

\$3 Cash \$pin

\$5 Diamond Dollars

\$10 Bonus Fortune

¹WOOO PIG SOOIE![®] is a licensed property game. There is a license fee in the amount of seventy-five thousand dollars (\$75,000) for the game.

Sales for the following instant games began September 29, 2020. No ending dates have been determined for these games.

\$1 Win Pigs Fly

\$2 \$20,000 Double Match

\$5 Plu\$ the Ca\$h!

\$10 \$10,000,000 Cash Extravaganza

Sales for the following Fast Play games began September 28, 2020. No ending dates have been determined for these games.

\$1 Hunting for Hundreds

\$2 Shopping Spree