



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

OFFICE OF THE ARKANSAS LOTTERY

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January 10, 2020

The Honorable Joyce Elliot, Co-Chair
The Honorable Chris Richey, 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 Richey:

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 December 2019. 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, 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
December 1 through December 31, 2019

1. On December 20, 2019, the Department of Finance and Administration Office of the Arkansas Lottery (OAL) and Cranford Johnson Robinson Woods (CJRW), entered into a First Amendment to the Agreement for Contractual Services for Advertising, Marketing, and Public Relations Services. The following information is provided:

- a. Date of First Amendment to Agreement: December 20, 2019
- b. Vendor or Other Parties to the Agreement: CJRW
- b. Term of Agreement: The term of agreement is as set forth in the Contractual Services Agreement dated February 16, 2017.
- c. Terms of Compensation: Creative Development will be billed at a rate of \$115 per hour effective December 20, 2019.
- d. Value (cost or cost savings projected for the agreement): The estimated net value is one dollar (\$1.00)

**Arkansas Department of Finance and Administration
Office of the Arkansas Lottery
Debt Set-Off and Retailer Losses
December 2019**

1. Debt Set-Off Collections:

a.	Arkansas Department of Finance and Administration	\$12,232.40
b.	Arkansas Office of Child Support Enforcement - Child Support	<u> \$0.00</u>
	Total Debt Set-Off:	\$12,232.40

2. Retailer Losses: \$0.00

ARKANSAS DEPARTMENT OF FINANCE AND ADMINISTRATION
OFFICE OF THE ARKANSAS LOTTERY
RETAIL SALES BY COUNTY
December 1 through December 31, 2019

COUNTY	CASH 3	CASH 4	FAST PLAY	INSTANT SETTLEMENTS	LUCKY FOR LIFE	MEGA MILLIONS	NATURAL STATE JACKPOT	POWERBALL	TOTAL SALES FOR COUNTY
ARKANSAS	\$11,273.00	\$7,833.50	\$10,847.00	\$498,747.00	\$2,370.00	\$18,164.00	\$7,284.00	\$18,037.00	\$574,555.50
ASHLEY	\$14,429.00	\$14,821.00	\$3,188.00	\$160,627.00	\$834.00	\$7,486.00	\$3,633.00	\$10,936.00	\$215,954.00
BAXTER	\$3,376.00	\$1,201.50	\$10,780.00	\$437,216.00	\$5,934.00	\$24,515.00	\$15,200.00	\$29,346.00	\$527,568.50
BENTON	\$8,072.50	\$3,512.00	\$21,713.00	\$1,255,158.00	\$14,276.00	\$121,566.00	\$33,323.00	\$131,026.00	\$1,588,646.50
BOONE	\$2,018.00	\$2,170.00	\$29,126.00	\$478,905.00	\$2,450.00	\$18,284.00	\$7,463.00	\$21,409.00	\$561,825.00
BRADLEY	\$2,226.50	\$2,530.50	\$4,055.00	\$168,387.00	\$1,038.00	\$5,131.00	\$2,329.00	\$5,353.00	\$191,050.00
CALHOUN	\$3,904.00	\$748.00	\$1,856.00	\$44,687.00	\$342.00	\$1,634.00	\$802.00	\$1,887.00	\$55,860.00
CARROLL	\$314.50	\$758.00	\$7,117.00	\$264,280.00	\$1,666.00	\$11,595.00	\$4,072.00	\$13,542.00	\$303,344.50
CHICOT	\$7,308.50	\$4,553.00	\$2,650.00	\$179,671.00	\$3,948.00	\$25,722.00	\$6,879.00	\$32,739.00	\$263,470.50
CLARK	\$3,527.50	\$1,409.50	\$17,222.00	\$346,977.00	\$1,578.00	\$14,669.00	\$6,760.00	\$13,918.00	\$406,061.00
CLAY	\$105.00	\$50.00	\$2,046.00	\$102,577.00	\$650.00	\$3,955.00	\$2,004.00	\$4,544.00	\$115,931.00
CLEBURNE	\$1,019.50	\$151.50	\$20,626.00	\$310,353.00	\$3,038.00	\$18,897.00	\$13,686.00	\$20,639.00	\$388,410.00
CLEVELAND	\$756.50	\$266.00	\$2,412.00	\$80,166.00	\$1,334.00	\$1,841.00	\$989.00	\$1,786.00	\$89,550.50
COLUMBIA	\$19,135.50	\$8,493.00	\$23,683.00	\$305,851.00	\$1,830.00	\$9,142.00	\$4,602.00	\$11,022.00	\$383,758.50
CONWAY	\$5,224.50	\$3,516.00	\$13,451.00	\$445,105.00	\$1,862.00	\$17,172.00	\$10,041.00	\$17,840.00	\$514,211.50
CRAIGHEAD	\$12,449.50	\$8,839.50	\$35,217.00	\$1,680,699.00	\$6,140.00	\$56,613.00	\$23,709.00	\$57,362.00	\$1,881,029.00
CRAWFORD	\$1,454.50	\$721.50	\$7,511.00	\$331,924.00	\$3,406.00	\$32,264.00	\$13,893.00	\$34,754.00	\$425,928.00
CRITTENDEN	\$20,219.00	\$13,239.50	\$8,076.00	\$626,451.00	\$4,988.00	\$44,137.00	\$13,464.00	\$52,594.00	\$783,168.50
CROSS	\$4,948.00	\$3,159.50	\$8,021.00	\$271,475.00	\$1,024.00	\$8,852.00	\$4,099.00	\$8,821.00	\$310,399.50
DALLAS	\$1,882.00	\$920.50	\$7,707.00	\$177,492.00	\$628.00	\$4,652.00	\$2,113.00	\$5,222.00	\$200,616.50
DESHA	\$2,594.00	\$1,865.50	\$1,786.00	\$214,712.00	\$902.00	\$10,786.00	\$3,800.00	\$10,849.00	\$247,294.50
DREW	\$4,293.50	\$3,042.00	\$8,329.00	\$268,455.00	\$2,328.00	\$12,784.00	\$4,804.00	\$13,728.00	\$317,763.50
FAULKNER	\$10,757.00	\$5,543.00	\$52,764.00	\$1,347,511.00	\$9,308.00	\$71,561.00	\$38,263.00	\$76,408.00	\$1,612,115.00
FRANKLIN	\$394.00	\$162.50	\$9,373.00	\$170,604.00	\$972.00	\$10,617.00	\$4,204.00	\$11,241.00	\$207,567.50
FULTON	\$564.50	\$330.00	\$1,934.00	\$81,980.00	\$1,148.00	\$2,630.00	\$2,101.00	\$3,392.00	\$94,079.50
GARLAND	\$13,694.00	\$6,276.00	\$27,424.00	\$1,025,089.00	\$11,996.00	\$85,919.00	\$49,533.00	\$85,868.00	\$1,305,799.00
GRANT	\$622.50	\$209.00	\$8,318.00	\$163,232.00	\$1,552.00	\$9,202.00	\$4,472.00	\$9,899.00	\$197,506.50
GREENE	\$698.00	\$279.00	\$21,794.00	\$653,247.00	\$2,916.00	\$24,064.00	\$11,417.00	\$25,583.00	\$739,998.00
HEMPSTEAD	\$45,079.00	\$17,738.00	\$14,555.00	\$355,635.00	\$1,100.00	\$10,884.00	\$3,689.00	\$11,182.00	\$459,862.00
HOT SPRING	\$1,221.00	\$582.50	\$17,524.00	\$417,683.00	\$2,652.00	\$19,200.00	\$8,965.00	\$19,755.00	\$487,582.50

**ARKANSAS DEPARTMENT OF FINANCE AND ADMINISTRATION
OFFICE OF THE ARKANSAS LOTTERY
RETAIL SALES BY COUNTY
December 1 through December 31, 2019**

COUNTY	CASH 3	CASH 4	FAST PLAY	INSTANT SETTLEMENTS	LUCKY FOR LIFE	MEGA MILLIONS	NATURAL STATE JACKPOT	POWERBALL	TOTAL SALES FOR COUNTY
HOWARD	\$33,411.00	\$12,900.00	\$3,373.00	\$248,685.00	\$1,582.00	\$6,898.00	\$3,267.00	\$6,837.00	\$316,953.00
INDEPENDENCE	\$1,910.00	\$1,440.00	\$37,392.00	\$563,721.00	\$2,152.00	\$22,413.00	\$12,328.00	\$24,020.00	\$665,376.00
IZARD	\$89.00	\$55.50	\$4,688.00	\$79,298.00	\$694.00	\$5,462.00	\$4,048.00	\$5,475.00	\$99,809.50
JACKSON	\$14,205.00	\$8,395.50	\$23,073.00	\$289,616.00	\$1,408.00	\$10,047.00	\$7,030.00	\$10,501.00	\$364,275.50
JEFFERSON	\$44,873.00	\$40,553.50	\$31,755.00	\$1,356,905.00	\$7,806.00	\$55,363.00	\$27,531.00	\$56,244.00	\$1,621,030.50
JOHNSON	\$738.50	\$879.00	\$4,782.00	\$250,581.00	\$1,220.00	\$12,003.00	\$5,441.00	\$13,443.00	\$289,087.50
LAFAYETTE	\$9,876.00	\$2,132.00	\$3,054.00	\$71,700.00	\$582.00	\$2,898.00	\$786.00	\$3,173.00	\$94,201.00
LAWRENCE	\$935.00	\$629.00	\$10,114.00	\$270,451.00	\$1,018.00	\$8,914.00	\$3,536.00	\$9,489.00	\$305,086.00
LEE	\$2,625.50	\$6,685.00	\$1,496.00	\$63,600.00	\$262.00	\$2,746.00	\$757.00	\$2,938.00	\$81,109.50
LINCOLN	\$293.50	\$417.00	\$3,166.00	\$94,407.00	\$862.00	\$4,774.00	\$2,390.00	\$4,474.00	\$110,783.50
LITTLE RIVER	\$5,732.50	\$3,598.00	\$7,952.00	\$129,485.00	\$822.00	\$5,680.00	\$1,632.00	\$5,712.00	\$160,613.50
LOGAN	\$1,390.50	\$257.00	\$7,831.00	\$216,930.00	\$956.00	\$10,732.00	\$5,274.00	\$12,771.00	\$256,141.50
LONOKE	\$11,393.50	\$4,805.00	\$30,756.00	\$1,048,185.00	\$6,838.00	\$52,516.00	\$25,483.00	\$54,717.00	\$1,234,693.50
MADISON	\$29.50	\$51.00	\$2,657.00	\$93,575.00	\$604.00	\$6,169.00	\$1,853.00	\$6,739.00	\$111,677.50
MARION	\$3,302.00	\$1,858.00	\$4,994.00	\$215,170.00	\$2,260.00	\$8,795.00	\$8,074.00	\$10,366.00	\$254,819.00
MILLER	\$28,639.50	\$13,953.50	\$14,195.00	\$598,737.00	\$3,236.00	\$20,695.00	\$6,797.00	\$20,711.00	\$706,964.00
MISSISSIPPI	\$45,713.50	\$18,574.00	\$15,105.00	\$570,497.00	\$1,906.00	\$20,708.00	\$5,622.00	\$21,840.00	\$699,965.50
MONROE	\$7,381.50	\$1,886.00	\$4,082.00	\$175,279.00	\$534.00	\$8,072.00	\$3,758.00	\$8,846.00	\$209,838.50
MONTGOMERY	\$50.00	\$0.00	\$1,265.00	\$22,800.00	\$222.00	\$2,285.00	\$828.00	\$2,422.00	\$29,872.00
NEVADA	\$2,476.50	\$2,035.50	\$3,306.00	\$206,552.00	\$962.00	\$5,038.00	\$1,513.00	\$5,033.00	\$226,916.00
NEWTON	\$16.50	\$24.00	\$6,263.00	\$42,704.00	\$244.00	\$1,973.00	\$975.00	\$2,291.00	\$54,490.50
OUACHITA	\$11,749.50	\$4,604.50	\$14,161.00	\$558,563.00	\$2,086.00	\$12,999.00	\$7,400.00	\$15,439.00	\$627,002.00
PERRY	\$521.00	\$352.00	\$1,853.00	\$119,859.00	\$476.00	\$4,915.00	\$2,226.00	\$5,233.00	\$135,435.00
PHILLIPS	\$7,822.00	\$5,383.00	\$3,565.00	\$187,196.00	\$2,168.00	\$19,439.00	\$4,090.00	\$21,436.00	\$251,099.00
PIKE	\$281.50	\$303.00	\$9,535.00	\$142,851.00	\$808.00	\$5,860.00	\$4,241.00	\$5,740.00	\$169,619.50
POINSETT	\$9,658.50	\$1,757.00	\$18,976.00	\$524,683.00	\$1,072.00	\$14,717.00	\$6,205.00	\$15,876.00	\$592,944.50
POLK	\$1,048.00	\$63.50	\$4,038.00	\$147,320.00	\$1,546.00	\$9,604.00	\$4,768.00	\$11,911.00	\$180,298.50
POPE	\$4,159.00	\$1,671.00	\$24,951.00	\$884,154.00	\$5,488.00	\$44,020.00	\$21,690.00	\$43,375.00	\$1,029,508.00
PRAIRIE	\$2,680.00	\$1,486.50	\$5,522.00	\$191,015.00	\$474.00	\$6,645.00	\$2,226.00	\$6,357.00	\$216,405.50
PULASKI	\$123,953.00	\$106,546.50	\$196,090.00	\$6,587,866.00	\$52,376.00	\$351,026.00	\$168,642.00	\$346,043.00	\$7,932,542.50
RANDOLPH	\$153.00	\$418.50	\$6,326.00	\$155,503.00	\$1,114.00	\$9,092.00	\$2,920.00	\$9,725.00	\$185,251.50

**ARKANSAS DEPARTMENT OF FINANCE AND ADMINISTRATION
OFFICE OF THE ARKANSAS LOTTERY
RETAIL SALES BY COUNTY
December 1 through December 31, 2019**

COUNTY	CASH 3	CASH 4	FAST PLAY	INSTANT SETTLEMENTS	LUCKY FOR LIFE	MEGA MILLIONS	NATURAL STATE JACKPOT	POWERBALL	TOTAL SALES FOR COUNTY
SAINT FRANCIS	\$22,470.50	\$16,481.00	\$3,962.00	\$293,672.00	\$1,824.00	\$14,822.00	\$5,071.00	\$16,446.00	\$374,748.50
SALINE	\$20,664.50	\$10,475.00	\$153,525.00	\$1,217,949.00	\$12,734.00	\$75,534.00	\$44,372.00	\$76,261.00	\$1,611,514.50
SCOTT	\$116.00	\$42.00	\$5,377.00	\$87,649.00	\$438.00	\$5,334.00	\$1,894.00	\$6,440.00	\$107,290.00
SEARCY	\$116.00	\$483.50	\$1,092.00	\$77,308.00	\$558.00	\$4,027.00	\$2,262.00	\$4,144.00	\$89,990.50
SEBASTIAN	\$13,919.00	\$4,356.50	\$12,870.00	\$791,095.00	\$10,254.00	\$81,798.00	\$36,592.00	\$85,216.00	\$1,036,100.50
SEVIER	\$4,154.00	\$529.00	\$1,065.00	\$143,438.00	\$1,216.00	\$7,806.00	\$2,138.00	\$6,492.00	\$166,838.00
SHARP	\$1,210.00	\$215.50	\$12,272.00	\$263,928.00	\$1,576.00	\$11,856.00	\$7,558.00	\$14,510.00	\$313,125.50
STONE	\$1,042.50	\$427.00	\$4,492.00	\$110,198.00	\$760.00	\$6,572.00	\$4,220.00	\$7,148.00	\$134,859.50
UNION	\$56,453.50	\$25,507.00	\$17,651.00	\$864,522.00	\$4,062.00	\$24,409.00	\$9,410.00	\$26,958.00	\$1,028,972.50
VAN BUREN	\$829.50	\$727.00	\$6,217.00	\$166,188.00	\$944.00	\$8,568.00	\$5,253.00	\$9,800.00	\$198,526.50
WASHINGTON	\$12,536.50	\$6,313.00	\$27,646.00	\$1,522,657.00	\$13,094.00	\$112,829.00	\$40,944.00	\$121,455.00	\$1,857,474.50
WHITE	\$4,873.50	\$2,802.00	\$38,957.00	\$967,678.00	\$5,070.00	\$43,902.00	\$21,707.00	\$44,560.00	\$1,129,549.50
WOODRUFF	\$2,228.00	\$2,564.50	\$1,920.00	\$114,551.00	\$512.00	\$4,440.00	\$1,638.00	\$4,664.00	\$132,517.50
YELL	\$403.50	\$96.50	\$6,867.00	\$287,691.00	\$1,208.00	\$10,292.00	\$6,028.00	\$11,116.00	\$323,702.00

GRAND TOTALS	*Cash 3	*Cash 4	*Fast Play	*Instant Settlements	*Lucky for Life	*Mega Millions	*Natural State Jackpot	*Powerball	*Total Sales
	\$721,685.50	\$429,655.00	\$1,201,334.00	\$35,881,308.00	\$252,238.00	\$1,868,625.00	\$850,011.00	\$1,965,069.00	\$43,169,925.50

*Estimates

**Arkansas Department of Finance and Administration
Office of the Arkansas Lottery
Total Number of Active Retailers
December 2019**

There were 1,963 active retailers as of December 31, 2019.

Arkansas Department of Finance and Administration
Office of the Arkansas Lottery
Statement of Net Position
December 31, 2019

ASSETS

Current assets:	
Cash and cash equivalents	\$ 2,931,032.06
Restricted assets:	
Cash and cash equivalents	102,659,138.54
Accounts receivable	16,643,696.26
Prepaid items	1,185,550.72
Total current assets	<u>123,419,417.58</u>
Non-current assets:	
Restricted assets:	
Cash and cash equivalents	20,996,779.56
Deposits with Multi-State Lottery Association	2,594,777.00
Capital assets (Net of accumulated depreciation)	2,012,311.20
Total non-current assets	<u>25,603,867.76</u>
 Total assets	 149,023,285.34
Deferred outflows of resources:	
Related to pension	1,120,097.39
Related to OPEB	18,004.67
	<u>1,138,102.06</u>
 Total assets and deferred outflows of resources	 <u>\$ 150,161,387.40</u>

LIABILITIES

Current liabilities:	
Accounts payable	\$ 1,352,523.18
Prizes payable	21,194,155.99
Accrued and other liabilities	2,645,677.93
Due to other funds of the State	379,501.42
Due to Education Trust Account	30,908,098.51
Due to Workforce Challenge Trust Account	65,642,994.73
Compensated absences	365,788.94
OPEB Obligation	107,523.28
Unearned revenue	392,519.83
Total current liabilities	<u>122,988,783.81</u>
Long-Term liabilities:	
Net other post employment benefits	3,247,330.86
Net pension liability	4,301,376.00
Total long-term liabilities	<u>7,548,706.86</u>
 Total liabilities	 130,537,490.67
Deferred inflows of resources:	
Related to pension	658,932.00
Related to OPEB	396,615.19
Total deferred inflows of resources	<u>1,055,547.19</u>
 Total liabilities and deferred inflows of resources	 <u>131,593,037.86</u>

NET POSITION

Net position:	
Invested in capital assets	2,012,311.20
Restricted for:	
Scholarship shortfall reserve	20,000,000.00
Retailer bond reserve	997,079.56
Deposits with Multi-State Lottery Association	2,594,777.00
Unclaimed prizes reserve	6,108,045.30
Unrestricted (deficit)	<u>(13,143,863.52)</u>
 Total net position	 <u>18,568,349.54</u>
 Total liabilities, deferred inflows of resources and net position	 <u>\$ 150,161,387.40</u>

Arkansas Department of Finance and Administration
Office of the Arkansas Lottery
Statement of Revenues, Expenses and Change in Net Position
For the Six Months Ended December 31, 2019

	Current month	Year to date
Operating revenues:		
Instant ticket sales	\$ 38,890,237.00	\$ 201,236,658.00
Online ticket sales	7,118,414.50	37,875,336.50
Retailer application, fidelity, bond and service fees	58,333.71	346,886.20
Other revenue	<u>67,484.00</u>	<u>67,808.19</u>
 Total operating revenues	 <u>46,134,469.21</u>	 <u>239,526,688.89</u>
 Operating expenses:		
Instant game prizes	28,594,285.93	143,899,925.64
Online game prizes	4,178,009.16	21,059,032.57
Retailer commissions	2,623,642.89	13,546,401.27
Gaming contract costs	2,033,650.57	10,886,149.19
Compensation and benefits	405,120.96	2,474,427.38
Marketing, advertising and promotions	592,492.28	3,990,141.12
General and administrative expenses	265,881.29	1,591,949.13
Services provided by Arkansas Department of Higher Education	35,398.55	214,992.75
Services provided by Arkansas Legislative Audit	23,316.00	127,080.00
Legal and professional services	115.00	503.45
Depreciation	<u>39,441.48</u>	<u>179,413.22</u>
 Total operating expenses	 <u>38,791,354.11</u>	 <u>197,970,015.72</u>
 Operating income (1)	 7,343,115.10	 41,556,673.17
 Non-operating revenue:		
Interest income	<u>212,683.84</u>	<u>1,444,710.62</u>
 Income before transfers	 7,555,798.94	 43,001,383.79
 Transfers to:		
Education Trust Account (2)	<u>(6,371,983.49)</u>	<u>(34,669,901.19)</u>
 Change in net position	 <u>\$ 1,183,815.45</u>	 8,331,482.60
 Total net position - beginning		 10,236,866.94
Total net position - ending		<u>\$ 18,568,349.54</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 the Six Months Ended December 31, 2019

	CM Actual	%	CM Budget	%	CM Variance	YTD Actual	%	YTD Budget	%	YTD Variance
Operating revenues:										
Instant games	\$ 38,890,237.00	84.30	\$ 37,096,000.00	82.98	\$ 1,794,237.00	\$ 201,236,658.00	84.01	\$ 197,282,000.00	81.52	\$ 3,954,658.00
Online games	7,118,414.50	15.43	7,559,000.00	16.91	(440,585.50)	37,875,336.50	15.81	44,423,000.00	18.36	(6,547,663.50)
Retailer fees	58,333.71	0.13	48,000.00	0.11	10,333.71	346,886.20	0.14	294,000.00	0.12	52,886.20
Other revenue	<u>67,484.00</u>	0.15	<u>1,000.00</u>	0.00	<u>66,484.00</u>	<u>67,808.19</u>	0.03	<u>6,000.00</u>	0.00	<u>61,808.19</u>
				0.00%						
Total operating revenues	<u>46,134,469.21</u>	100.00	<u>44,704,000.00</u>	100.00	<u>1,430,469.21</u>	<u>239,526,688.89</u>	100.00	<u>242,005,000.00</u>	100.00	<u>(2,478,311.11)</u>
Operating expenses:										
Instant game prizes	28,594,285.93	61.98	26,662,000.00	59.64	1,932,285.93	143,899,925.64	60.08	141,489,000.00	58.47	2,410,925.64
Online game prizes	4,178,009.16	9.06	4,000,000.00	8.95	178,009.16	21,059,032.57	8.79	23,399,000.00	9.67	(2,339,967.43)
Retailer commissions	2,623,642.89	5.69	2,392,000.00	5.35	231,642.89	13,546,401.27	5.66	13,618,000.00	5.63	(71,598.73)
Gaming contract costs	2,033,650.57	4.41	1,914,000.00	4.28	119,650.57	10,886,149.19	4.54	11,072,000.00	4.58	(185,850.81)
Compensation & benefits	405,120.96	0.88	437,000.00	0.98	(31,879.04)	2,474,427.38	1.03	2,741,000.00	1.13	(266,572.62)
Marketing, advertising & promotions	592,492.28	1.28	765,000.00	1.71	(172,507.72)	3,990,141.12	1.67	4,006,000.00	1.66	(15,858.88)
General and administrative expenses	265,881.29	0.58	469,000.00	1.05	(203,118.71)	1,591,949.13	0.66	2,695,000.00	1.11	(1,103,050.87)
Services provided by other agencies	58,714.55	0.13	38,000.00	0.09	20,714.55	342,072.75	0.14	357,000.00	0.15	(14,927.25)
Legal and professional service	115.00	0.00	500.00	0.00	(385.00)	503.45	0.00	3,000.00	0.00	(2,496.55)
Depreciation	<u>39,441.48</u>	0.09	<u>36,000.00</u>	0.08	<u>3,441.48</u>	<u>179,413.22</u>	0.07	<u>210,000.00</u>	0.09	<u>(30,586.78)</u>
Total operating expenses	<u>38,791,354.11</u>	84.08	<u>36,713,500.00</u>	82.13	<u>2,077,854.11</u>	<u>197,970,015.72</u>	82.65	<u>199,590,000.00</u>	82.47	<u>(1,619,984.28)</u>
Operating income	7,343,115.10	15.92	7,990,500.00	17.87	(647,384.90)	41,556,673.17	17.35	42,415,000.00	17.53	(858,326.83)
Non-operating revenue:										
Interest income	<u>212,683.84</u>	0.46	<u>153,000.00</u>	0.34	<u>59,683.84</u>	<u>1,444,710.62</u>	0.60	<u>897,000.00</u>	0.37	<u>547,710.62</u>
Income before transfers	<u>\$ 7,555,798.94</u>	16.38	<u>\$ 8,143,500.00</u>	18.22	<u>\$ (587,701.06)</u>	<u>\$ 43,001,383.79</u>	17.95	<u>\$ 43,312,000.00</u>	17.90	<u>\$ (310,616.21)</u>

**Arkansas Department of Finance and Administration
Office of the Arkansas Lottery
Net Proceeds Transfer to Ed Trust Computation
Modified Cash Basis
For the Six Months Ended December 31, 2019**

	Year to date
Operating revenues:	
Instant ticket (Settlements)	\$ 198,451,458.00
Online ticket sales	37,875,336.50
Retailer application, fidelity and service fees	346,886.20
Other revenue	<u>67,808.19</u>
Total operating revenues	<u>236,741,488.89</u>
 Operating expenses:	
Instant game prizes (Settlements)	143,509,867.00
Online game prizes	21,059,032.57
Retailer commissions	13,546,401.27
Gaming contract costs	10,886,149.19
Compensation and benefits	2,474,427.38
Marketing, advertising and promotions	3,990,141.12
General and administrative expenses	1,591,949.13
Services provided by ADHE	214,992.75
Services provided by Legislative Audit Agency	127,080.00
Legal and professional services	503.45
Current year capital asset cost	<u>942,381.88</u>
Total operating expenses	<u>198,342,925.74</u>
 Change in net proceeds from operations	 38,398,563.15
 Non-operating revenue:	
Interest income	1,444,710.62
Other non-operating income	0.00
EDUCATION TRUST FUNDING-Current Year	(28,297,917.70)
Less Act 1180 Unclaimed Prizes	(5,108,045.30)
Less current year Bond Reserve Fees	(79,799.95) restricted reserves
Add back Write Off Retailer Bad Debt	0.00
Less current year MUSL Reserves	(15,527.33) see 23-115-103(17) and (19)(A)&(B)
Add OPEB expense in Comp and Benefits	<u>30,000.00</u>

NET PROCEEDS EARNED-Current Month **\$ 6,371,983.49**

	Transfer	Interest	Total
Academic Challenge Scholarship Trust	\$ 27,969,454.52	\$ 2,938,643.99	\$ 30,908,098.51
Oct 2018 funding - 11/15/18	\$ 11,195,441.29	\$ 63,599.02	\$ 11,259,040.31
Transfer to ADHE 11/30/18	\$ (3,000,000.00)		\$ (3,000,000.00)
Nov 2018 funding - 12/15/18	\$ 6,774,214.21	\$ 47,196.80	\$ 6,821,411.01
Dec 2018 funding - 1/15/19	\$ 6,589,040.01	\$ 61,751.53	\$ 6,650,791.54
Jan 2019 funding - 2/15/19	\$ 7,767,558.59	\$ 80,937.03	\$ 7,848,495.62
Transfer to ADHE 2/19/18	\$ (37,000,000.00)		\$ (37,000,000.00)
Feb 2019 funding - 3/15/19	\$ 8,147,140.24	\$ 51,117.07	\$ 8,198,257.31
Mar 2019 funding - 4/15/19	\$ 8,521,509.06	\$ 30,797.98	\$ 8,552,307.04
Apr 2019 funding - 5/15/19	\$ 8,121,947.09	\$ 54,436.25	\$ 8,176,383.34
May 2019 funding - 6/15/19	\$ 8,325,250.28	\$ 70,943.14	\$ 8,396,193.42
June 2019 funding - 7/15/19	\$ 13,403,065.39	\$ 79,724.20	\$ 13,482,789.59
July 2019 funding - 8/15/19	\$ 4,402,422.51	\$ 121,508.24	\$ 4,523,930.75
Aug 2019 funding - 9/15/19	\$ 4,825,647.15	\$ 117,089.82	\$ 4,942,736.97
Sep 2019 funding - 10/15/19	\$ 6,439,886.65	\$ 126,086.67	\$ 6,565,973.32
Transfer to ADHE 10/16/19	\$ (35,000,000.00)		\$ (35,000,000.00)
October 2019 funding - 11/15/19	\$ 6,222,988.61	\$ 95,110.60	\$ 6,318,099.21
Transfer to ADHE Trust Fund (final 2019 Adj) -11/08/19	\$ 227,293.15		\$ 227,293.15
Transfer excess net proceeds to Workforce Trust Fund 11/8/19	\$ (23,639,040.28)		\$ (23,639,040.28)
November 2019 funding - 12/15/19	\$ 5,911,949.20	\$ 35,228.25	\$ 5,947,177.45
December 2019 funding - 1/15/20	\$ 6,333,195.26	\$ 38,788.23	\$ 6,371,983.49
 Workforce Challenge Scholarship Trust	 \$ 65,642,994.73		 \$ 65,642,994.73
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 11/08/18	\$ 23,639,040.28		\$ 23,639,040.28

Arkansas Department of Finance and Administration
Office of the Arkansas Lottery
Unclaimed Prizes
December 31, 2019

	Monthly	Year to Date
Reserve Balance July 1, 2019		\$1,000,000.00
1. Unclaimed lottery prize money:	\$156,312.69	5,108,045.30
2. Expenditures from unclaimed lottery prize money:		
3. Reserved for future prizes, promotions or reserves:	156,312.69	5,108,045.30
4. Less Deposits to net lottery proceeds from unclaimed Lottery prize money:		
Reserve Balance December 31, 2019		\$6,108,045.30

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

**OFFICE OF THE ARKANSAS LOTTERY MINORITY AND FEMALE OWNED DIVERSITY COMPLIANCE REPORT
December 1 through December 31, 2019**

Vendors	Goods or Services	Diversity Classification	December 2019	FY 2020 Total
Arkansas Business Publishing Group	News Service	WBE		\$64.95
Buds Graphics Sales & Service	Printing Equipment & Service	MBE		\$410.01
Government Supply Services	Office Furniture/Supplies	MBE	\$534.02	\$2,631.28
Totals			\$534.02	\$3,106.24

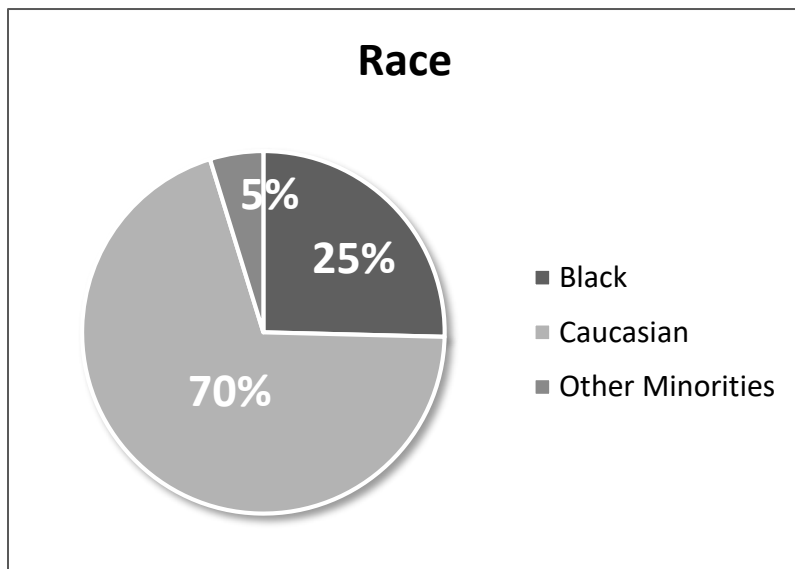
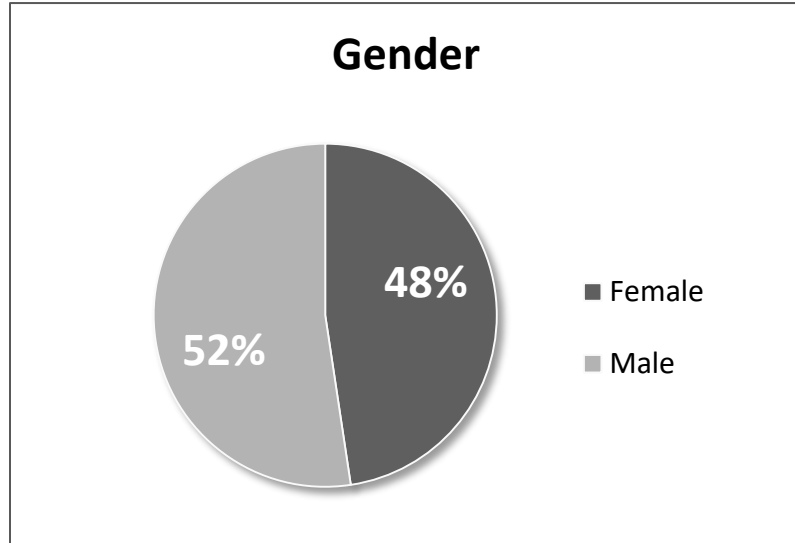
**INTRALOT MINORITY AND FEMALE-OWNED DIVERSITY COMPLIANCE REPORT
December 1 through December 31, 2019**

Vendors	Goods or Services	Diversity Classification	December 2019	FY 2020 Total
J Kelly Referrals and Information Services	Call Center/Information Services	CMBE	\$12,381.80	\$105,112.67
Totals			\$12,381.80	\$105,112.67

**SCIENTIFIC GAMES MINORITY AND FEMALE-OWNED DIVERSITY COMPLIANCE REPORT
December 1 through December 31, 2019**

Vendors	Goods or Services	Diversity Classification	December 2019	FY 2020 Total
Expedited Transportation Service	Transportation Services	DBE		\$6,683.91
Ingage, LLC	Fulfillment Services and Prizes	WBE	\$74,639.26	\$540,265.04
Premier Staffing	Employment Services	MBE		\$12,570.17
Pure Cleaning Services	Janitorial Services	MBE		\$2,923.38
Totals			\$74,639.26	\$562,442.50

**Arkansas Department of Finance and Administration
Office of the Arkansas Lottery
Demographics – December 2019**



Total Number of Employees as of December 2019: 63

Gender:

Females – 30
Males – 33

Race:

Black – 16
Caucasian – 44
Other – 3

Female -- 9	Male - 7
Female -- 21	Male -- 23
Female -- 0	Male -- 3

**Department of Finance and Administration
Office of the Arkansas Lottery – Internal Audit
December 1 through December 31, 2019**

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
December 2019

Sales for the following instant games began December 3, 2019. No ending dates have been determined for these games.

\$1 Payout Multiplier

\$2 UNO™¹

\$5 Super Cash Multiplier

\$10 \$50 or \$100! 3rd Edition

\$20 Millionaires Club

¹UNO™ is a licensed property game. There are no additional costs for this game.

Sales for the following instant games began December 31, 2019. No ending dates have been determined for these games.

\$1 \$100 Stacked

\$2 \$200 Stacked

\$3 \$300 Stacked

\$5 \$500 Stacked

\$10 \$10,000 Stacked

Sales for the following Fast Play games began December 2, 2019. No ending dates have been determined for these games.

\$1 Bingo

\$2 Snowflake Melt