## 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

December 9, 2016

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, please accept the attached monthly disclosure reports for the month of November 2016, pursuant to A.C.A. §§ 23-115-206 and 23-115-302. 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,

Bishop Woosley

Director

Enclosures

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

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December 9, 2016

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

RE: Monthly Disclosure Reports

#### Gentlemen:

On behalf of the Arkansas Department of Finance and Administration and the Office of the Arkansas Lottery, please accept the attached monthly disclosure reports for the month of November 2016, pursuant to A.C.A. §§ 23-115-206 and 23-115-302. The reports contain the following information:

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Respectfully submitted,

Bishop Woosley

Director

Enclosures

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

# Arkansas Department of Finance and Administration Office of the Arkansas Lottery Term Contracts for Goods and Services November 1 through November 30, 2016

No term contracts were entered into by the Arkansas Department of Finance and Administration Office of the Arkansas Lottery during the month of November 2016.

## Arkansas Department of Finance and Administration Office of the Arkansas Lottery Debt Set-Off and Retailer Losses November 2016

#### 1. Debt Set-Off:

a.	Arkansas Department of Finance and Administration	\$20,226.82
b.	Arkansas Office of Child Support Enforcement - Child Support	\$3,622.73
	Total Debt Set-Off:	\$23,849.55

2. Retailer losses for period November 1 through November 30, 2016: None.

## ARKANSAS DEPARTMENT OF FINANCE AND ADMINISTRATION OFFICE OF THE ARKANSAS LOTTERY RETAIL SALES BY COUNTY

#### November 1 through November 30, 2016

COUNTY	CASH 3	CASH 4	FAST PLAY	INSTANT SETTLEMENTS	LUCKY FOR LIFE	MEGA MILLIONS	NATURAL STATE JACKPOT	POWERBALL	TOTAL SALES FOR COUNTY
ARKANSAS	\$7,646.00	\$6,789.50	\$12,617.00	\$357,874.00	\$1,974.00	\$8,043.00	\$4,708.00	\$30,252.00	\$429,903.50
ASHLEY	\$11,037.00	\$16,702.50	\$4,628.00	\$107,122.00	\$1,362.00	\$4,697.00	\$1,826.00	\$15,578.00	\$162,952.50
BAXTER	\$2,864.50	\$1,788.50	\$9,704.00	\$320,180.00	\$5,760.00	\$12,169.00	\$9,845.00	\$43,927.00	\$406,238.00
BENTON	\$5,406.00	\$3,008.50	\$34,118.00	\$887,026.00	\$11,604.00	\$46,788.00	\$22,959.00	\$212,661.00	\$1,223,570.50
BOONE	\$3,069.00	\$3,092.00	\$7,803.00	\$402,746.00	\$2,034.00	\$9,807.00	\$4,003.00	\$36,956.00	\$469,510.00
BRADLEY	\$1,076.50	\$2,309.00	\$2,190.00	\$116,100.00	\$664.00	\$2,259.00	\$2,053.00	\$11,724.00	\$138,375.50
CALHOUN	\$3,235.50	\$794.50	\$770.00	\$39,300.00	\$320.00	\$1,280.00	\$680.00	\$3,956.00	\$50,336.00
CARROLL	\$466.00	\$887.00	\$10,477.00	\$231,424.00	\$1,814.00	\$6,158.00	\$2,551.00	\$23,678.00	\$277,455.00
CHICOT	\$8,435.50	\$4,406.50	\$3,347.00	\$145,977.00	\$3,680.00	\$15,045.00	\$5,644.00	\$59,866.00	\$246,401.00
CLARK	\$3,095.00	\$1,724.50	\$13,968.00	\$261,385.00	\$1,386.00	\$5,868.00	\$3,723.00	\$29,975.00	\$321,124.50
CLAY	\$453.50	\$135.50	\$635.00	\$77,370.00	\$498.00	\$1,644.00	\$1,346.00	\$8,206.00	\$90,288.00
CLEBURNE	\$1,465.00	\$1,154.50	\$21,496.00	\$245,677.00	\$2,386.00	\$9,258.00	\$10,771.00	\$38,348.00	\$330,555.50
CLEVELAND	\$272.50	\$271.00	\$993.00	\$55,939.00	\$206.00	\$1,125.00	\$746.00	\$4,745.00	\$64,297.50
COLUMBIA	\$14,220.00	\$8,117.00	\$20,280.00	\$259,146.00	\$1,750.00	\$4,949.00	\$2,305.00	\$17,492.00	\$328,259.00
CONWAY	\$3,785.00	\$1,428.00	\$11,194.00	\$408,123.00	\$1,598.00	\$8,634.00	\$7,033.00	\$39,564.00	\$481,359.00
CRAIGHEAD	\$7,560.50	\$4,476.50	\$33,129.00	\$1,084,341.00	\$4,900.00	\$23,044.00	\$14,634.00	\$109,718.00	\$1,281,803.00
CRAWFORD	\$1,373.50	\$761.00	\$11,883.00	\$303,691.00	\$2,662.00	\$14,878.00	\$9,423.00	\$63,474.00	\$408,145.50
CRITTENDEN	\$16,123.50	\$10,164.50	\$5,166.00	\$484,579.00	\$5,256.00	\$21,237.00	\$8,669.00	\$93,485.00	\$644,680.00
CROSS	\$2,675.50	\$2,365.00	\$9,344.00	\$243,000.00	\$946.00	\$4,064.00	\$3,017.00	\$17,698.00	\$283,109.50
DALLAS	\$1,198.00	\$334.50	\$2,453.00	\$134,657.00	\$388.00	\$2,716.00	\$1,748.00	\$9,767.00	\$153,261.50
DESHA	\$1,898.50	\$1,334.00	\$3,593.00	\$142,500.00	\$1,044.00	\$5,141.00	\$3,561.00	\$20,226.00	\$179,297.50
DREW	\$1,569.50	\$1,476.00	\$6,067.00	\$153,904.00	\$2,324.00	\$5,564.00	\$3,140.00	\$22,507.00	\$196,551.50
FAULKNER	\$8,347.00	\$5,044.00	\$46,674.00	\$928,006.00	\$8,142.00	\$32,933.00	\$29,089.00	\$143,951.00	\$1,202,186.00
FRANKLIN	\$305.00	\$276.50	\$11,949.00	\$141,942.00	\$1,286.00	\$5,110.00	\$3,024.00	\$22,163.00	\$186,055.50
FULTON	\$257.00	\$194.00	\$7,578.00	\$96,845.00	\$466.00	\$1,589.00	\$925.00	\$6,090.00	\$113,944.00
GARLAND	\$6,758.50	\$4,039.00	\$48,499.00	\$785,310.00	\$10,300.00	\$37,843.00	\$33,582.00	\$155,174.00	\$1,081,505.50
GRANT	\$734.00	\$216.50	\$2,772.00	\$116,111.00	\$1,370.00	\$3,816.00	\$3,292.00	\$17,136.00	\$145,447.50
GREENE	\$1,023.50	\$561.00	\$13,471.00	\$485,113.00	\$2,710.00	\$11,454.00	\$6,892.00	\$48,376.00	\$569,600.50
HEMPSTEAD	\$30,205.50	\$9,185.50	\$5,988.00	\$311,937.00	\$1,032.00	\$5,815.00	\$2,590.00	\$17,837.00	\$384,590.00
HOT SPRING	\$1,197.00	\$639.50	\$8,451.00	\$280,741.00	\$2,120.00	\$8,367.00	\$6,447.00	\$32,356.00	\$340,318.50

### ARKANSAS DEPARTMENT OF FINANCE AND ADMINISTRATION OFFICE OF THE ARKANSAS LOTTERY RETAIL SALES BY COUNTY

#### November 1 through November 30, 2016

COUNTY	CASH 3	CASH 4	FAST PLAY	INSTANT SETTLEMENTS	LUCKY FOR LIFE	MEGA MILLIONS	NATURAL STATE JACKPOT	POWERBALL	TOTAL SALES FOR COUNTY
HOWARD	\$20,213.00	\$8,745.00	\$2,966.00	\$171,816.00	\$864.00	\$3,407.00	\$1,982.00	\$11,859.00	\$221,852.00
INDEPENDENCE	\$3,936.50	\$743.00	\$40,567.00	\$459,244.00	\$2,088.00	\$10,586.00	\$7,538.00	\$44,448.00	\$569,150.50
IZARD	\$139.00	\$81.50	\$6,807.00	\$70,325.00	\$466.00	\$2,830.00	\$2,160.00	\$10,259.00	\$93,067.50
JACKSON	\$10,151.00	\$4,532.00	\$9,554.00	\$242,312.00	\$1,604.00	\$5,320.00	\$4,300.00	\$23,011.00	\$300,784.00
JEFFERSON	\$43,059.50	\$30,848.50	\$39,634.00	\$1,248,599.00	\$6,962.00	\$30,313.00	\$24,387.00	\$103,533.00	\$1,527,336.00
JOHNSON	\$689.50	\$404.00	\$10,853.00	\$195,537.00	\$1,430.00	\$6,079.00	\$3,947.00	\$23,288.00	\$242,227.50
LAFAYETTE	\$5,228.00	\$2,341.00	\$2,478.00	\$63,600.00	\$470.00	\$1,147.00	\$723.00	\$4,124.00	\$80,111.00
LAWRENCE	\$1,494.00	\$396.00	\$5,401.00	\$201,000.00	\$780.00	\$3,665.00	\$2,016.00	\$17,287.00	\$232,039.00
LEE	\$2,725.50	\$3,369.50	\$1,238.00	\$88,460.00	\$370.00	\$1,741.00	\$612.00	\$6,054.00	\$104,570.00
LINCOLN	\$318.50	\$262.50	\$6,903.00	\$78,627.00	\$608.00	\$2,081.00	\$2,184.00	\$9,026.00	\$100,010.00
LITTLE RIVER	\$3,530.50	\$2,666.50	\$2,426.00	\$86,218.00	\$420.00	\$2,769.00	\$919.00	\$8,118.00	\$107,067.00
LOGAN	\$1,384.00	\$237.50	\$5,636.00	\$174,272.00	\$1,058.00	\$6,098.00	\$3,593.00	\$23,899.00	\$216,177.50
LONOKE	\$14,743.00	\$4,924.00	\$25,684.00	\$823,075.00	\$5,584.00	\$24,320.00	\$17,589.00	\$104,638.00	\$1,020,557.00
MADISON	\$121.50	\$27.00	\$889.00	\$70,254.00	\$592.00	\$2,801.00	\$1,353.00	\$11,611.00	\$87,648.50
MARION	\$1,601.00	\$450.50	\$4,986.00	\$131,348.00	\$1,980.00	\$4,143.00	\$3,702.00	\$15,360.00	\$163,570.50
MILLER	\$17,628.50	\$10,199.00	\$10,867.00	\$437,940.00	\$2,796.00	\$9,759.00	\$4,469.00	\$32,075.00	\$525,733.50
MISSISSIPPI	\$40,231.00	\$14,065.50	\$9,264.00	\$439,505.00	\$1,718.00	\$8,214.00	\$3,490.00	\$36,516.00	\$553,003.50
MONROE	\$1,755.50	\$1,055.00	\$2,019.00	\$99,278.00	\$426.00	\$2,895.00	\$2,198.00	\$15,107.00	\$124,733.50
MONTGOMERY	\$2.00	\$6.00	\$1,270.00	\$28,004.00	\$478.00	\$1,549.00	\$1,297.00	\$6,268.00	\$38,874.00
NEVADA	\$1,576.50	\$1,637.50	\$3,095.00	\$171,157.00	\$910.00	\$2,673.00	\$1,696.00	\$9,375.00	\$192,120.00
NEWTON	\$29.00	\$13.00	\$3,271.00	\$37,828.00	\$228.00	\$1,231.00	\$589.00	\$3,496.00	\$46,685.00
OUACHITA	\$8,743.00	\$4,245.50	\$6,392.00	\$446,227.00	\$1,504.00	\$6,761.00	\$5,836.00	\$29,559.00	\$509,267.50
PERRY	\$619.00	\$450.00	\$1,024.00	\$75,668.00	\$286.00	\$3,112.00	\$1,264.00	\$9,629.00	\$92,052.00
PHILLIPS	\$7,039.00	\$3,972.50	\$1,243.00	\$154,942.00	\$1,930.00	\$10,720.00	\$2,671.00	\$37,692.00	\$220,209.50
PIKE	\$909.50	\$108.00	\$12,118.00	\$81,900.00	\$630.00	\$3,117.00	\$2,385.00	\$11,622.00	\$112,789.50
POINSETT	\$5,700.50	\$881.50	\$15,803.00	\$389,251.00	\$1,164.00	\$6,706.00	\$4,472.00	\$30,675.00	\$454,653.00
POLK	\$729.50	\$63.00	\$10,096.00	\$108,970.00	\$1,428.00	\$5,296.00	\$3,274.00	\$20,812.00	\$150,668.50
POPE	\$2,326.50	\$1,309.00	\$14,605.00	\$648,518.00	\$4,486.00	\$19,248.00	\$13,859.00	\$88,099.00	\$792,450.50
PRAIRIE	\$1,539.00	\$856.00	\$8,919.00	\$135,892.00	\$504.00	\$2,383.00	\$1,347.00	\$13,222.00	\$164,662.00
PULASKI	\$99,728.50	\$79,871.50	\$187,144.00	\$5,304,941.00	\$46,084.00	\$161,001.00	\$132,481.00	\$624,325.00	\$6,635,576.00
RANDOLPH	\$22.00	\$292.00	\$3,602.00	\$163,500.00	\$1,250.00	\$3,726.00	\$2,240.00	\$15,515.00	\$190,147.00

### ARKANSAS DEPARTMENT OF FINANCE AND ADMINISTRATION OFFICE OF THE ARKANSAS LOTTERY RETAIL SALES BY COUNTY

#### November 1 through November 30, 2016

COUNTY	CASH 3	CASH 4	FAST PLAY	INSTANT SETTLEMENTS	LUCKY FOR LIFE	MEGA MILLIONS	NATURAL STATE JACKPOT	POWERBALL	TOTAL SALES FOR COUNTY
SAINT FRANCIS	\$9,934.50	\$10,550.50	\$3,272.00	\$297,711.00	\$1,626.00	\$7,058.00	\$3,036.00	\$29,317.00	\$362,505.00
SALINE	\$11,004.00	\$4,855.00	\$45,731.00	\$949,701.00	\$9,040.00	\$33,634.00	\$28,569.00	\$142,525.00	\$1,225,059.00
SCOTT	\$210.00	\$93.50	\$3,318.00	\$73,734.00	\$576.00	\$2,273.00	\$1,238.00	\$10,718.00	\$92,160.50
SEARCY	\$94.50	\$308.50	\$1,960.00	\$95,597.00	\$708.00	\$1,925.00	\$1,239.00	\$8,362.00	\$110,194.00
SEBASTIAN	\$20,475.50	\$6,869.00	\$14,032.00	\$673,731.00	\$9,258.00	\$39,509.00	\$22,676.00	\$165,923.00	\$952,473.50
SEVIER	\$1,604.00	\$661.00	\$949.00	\$109,684.00	\$660.00	\$3,091.00	\$878.00	\$11,417.00	\$128,944.00
SHARP	\$881.00	\$338.00	\$18,206.00	\$202,215.00	\$1,466.00	\$5,334.00	\$4,153.00	\$22,809.00	\$255,402.00
STONE	\$1,949.50	\$577.50	\$5,499.00	\$76,005.00	\$832.00	\$2,922.00	\$3,382.00	\$11,543.00	\$102,710.00
UNION	\$53,847.00	\$23,054.00	\$21,313.00	\$728,764.00	\$3,770.00	\$12,702.00	\$7,023.00	\$48,498.00	\$898,971.00
VAN BUREN	\$652.50	\$364.50	\$7,979.00	\$134,248.00	\$1,304.00	\$4,825.00	\$3,685.00	\$20,075.00	\$173,133.00
WASHINGTON	\$14,538.50	\$5,650.50	\$28,350.00	\$1,175,282.00	\$11,974.00	\$51,246.00	\$29,307.00	\$214,734.00	\$1,531,082.00
WHITE	\$6,260.00	\$3,943.00	\$42,061.00	\$914,768.00	\$5,240.00	\$20,336.00	\$15,628.00	\$88,606.00	\$1,096,842.00
WOODRUFF	\$2,745.50	\$1,153.00	\$2,187.00	\$78,642.00	\$420.00	\$1,984.00	\$1,254.00	\$9,167.00	\$97,552.50
YELL	\$763.50	\$191.50	\$9,864.00	\$232,584.00	\$1,048.00	\$5,690.00	\$4,030.00	\$21,664.00	\$275,835.00

<b>GRAND TOTALS</b>	*Cash 3	*Cash 4	*Fast Play	*Instant	*Lucky for Life	*Mega	*Natural State	*Powerball	*Total Sales
				Settlements		Millions	Jackpot		
	\$570,627.00	\$331,339.00	\$1,032,712.00	\$28,178,940.00	\$221,002.00	\$869,515.00	\$596,897.00	\$3,562,746.00	\$35,363,778.00

\*Estimates

## Arkansas Department of Finance and Administration Office of the Arkansas Lottery Total Number of Active Retailers November 2016

There were 1,926 active retailers as of November 30, 2016.

#### Arkansas Department of Finance and Administration Office of the Arkansas Lottery Statement of Net Position November 30, 2016

#### **ASSETS**

Current assets:	
Cash and cash equivalents	\$ 1,725,729.54
Restricted assets:	* ','==,'==::
Cash and cash equivalents	31,089,556.08
Accounts receivable	13,971,846.72
	64,518.72
Prepaid items Total current assets	46,851,651.06
Total current assets	40,001,001.00
Non-current assets:	
Restricted assets:	00 450 550 40
Cash and cash equivalents	20,150,556.43
Deposits with Multi-State Lottery Association	1,909,120.92
Capital assets (Net of accumulated depreciation)	422,194.69
Total non-current assets	22,481,872.04
Total assets	69,333,523.10
Deferred outflows of resources:	
Related to pension	1,130,744.92
Total assets and deferred outflows of resources	\$ 70,464,268.02
LIABILITIES	
Current liabilities:	
Accounts payable	\$ 99,364.56
Prizes payable	18,071,240.54
Accrued and other liabilities	1,929,881.84
Due to other funds of the State	353,191.25
Payable to ADHE for Education Trust Account	26,960,395.04
Compensated absences	323,061.11
Unearned revenue	238,082.03
Total current liabilities	47,975,216.37
Total Current liabilities	47,973,210.37
Long-Term liabilities:	
Net other post employment benefits	2,143,236.19
Net pension liability	4,144,582.00
Total long-term liabilities	6,287,818.19
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Total liabilities	54,263,034.56
	- 1,=-2,22
Deferred inflows of resources:	
Related to pension	665,543.75
Neiateu to perision	003,343.73
Total liabilities and deferred inflows of resources	54,928,578.31
NET POSITION	
Net position:	
Invested in capital assets	422,194.69
Restricted for:	
Scholarship shortfall reserve	20,000,000.00
Retailer fidelity reserve	150,556.43
Retailer bond reserve	304,687.55
Deposits with Multi-State Lottery Association	1,909,120.92
Unclaimed prizes reserve	4,129,161.04
Unrestricted (deficit)	(11,380,030.92)
	(1,111,000.02)
Total net position	15,535,689.71
T 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	
Total liabilities, deferred inflows of resources and net position	\$ 70,464,268.02

#### **Arkansas Department of Finance and Administration** Office of the Arkansas Lottery Statement of Revenues, Expenses and Change in Net Position For the Five Months Ended November 30, 2016

	Current month	Year to date
Operating revenues: Instant ticket sales Online ticket sales Retailer application, fidelity, bond and service fees Other revenue	\$ 29,735,217.00 7,253,419.50 53,197.22 246.00	\$ 142,296,582.00 34,863,120.50 384,392.99 1,685.02
Total operating revenues	37,042,079.72	177,545,780.51
Operating expenses:		
Instant game prizes	21,050,019.00	101,189,031.57
Online game prizes	3,758,239.69	18,043,912.35
Retailer commissions	2,070,575.71	9,936,247.75
Gaming contract costs	1,479,791.73	7,659,666.71
Compensation and benefits	437,575.33	2,078,883.04
Marketing, advertising and promotions	781,427.15	2,588,587.13
General and administrative expenses	333,611.32	1,407,249.93
Services provided by Arkansas Department of Higher Education Audit services provided by Arkansas Legislative Audit	36,666.00 12,000.00	183,330.00 60,000.00
Legal and professional services	339.72	339.72
Depreciation	7,965.97	40,243.32
Depreciation	7,909.97	40,243.32
Total operating expenses	29,968,211.62	143,187,491.52
Operating income (1)	7,073,868.10	34,358,288.99
Non-operating revenue: Interest income	22 096 71	127 261 01
interest income	22,986.71	127,361.91
Income before transfers	7,096,854.81	34,485,650.90
Transfers to: Education Trust Account (2) Shortfall Account to EducationTrust Account	(6,570,979.51)	(31,722,197.72)
Change in net position	\$ 525,875.30	2,763,453.18
Total net position - beginning Total net position - ending		12,772,236.53 \$ 15,535,689.71

Includes all GAAP related accounting items including unclaimed prizes.
 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 For the Five Months Ended November 30, 2016

	CM Actual	%	CM Budget	%	CM Variance	YTD Actual	%	YTD Budget	%	YTD Variance
Operating revenues:										
Instant games	\$ 29,735,217.00	80.27	\$ 30,500,000.00	82.46	\$ (764,783.00)	\$ 142,296,582.00	80.15	\$ 148,310,000.00	82.14 \$	(6,013,418.00)
Online games	7,253,419.50	19.58	6,422,000.00	17.36	831,419.50	34,863,120.50	19.64	31,872,000.00	17.65	2,991,120.50
Retailer fees	53,197.22	0.14	65,000.00	0.18	(11,802.78)	384,392.99	0.22	371,000.00	0.21	13,392.99
Other revenue	246.00	0.00	1,000.00	0.00	(754.00)	1,685.02	0.00	5,000.00	0.00	(3,314.98)
Total operating revenues	37,042,079.72	100.00	36,988,000.00	100.00	54,079.72	177,545,780.51	100.00	180,558,000.00	100.00	(3,012,219.49)
Operating expenses:										
Instant game prizes	21,050,019.00	56.83	21.872.511.00	59.13	(822,492.00)	101,189,031.57	56.99	106,310,778.00	58.88	(5,121,746.43)
Online game prizes	3,758,239.69	10.15	3,439,289.00	9.30	318,950.69	18,043,912.35	10.16	17,058,922.00	9.45	984,990.35
Retailer commissions	2,070,575.71	5.59	2,107,100.00	5.70	(36,524.29)	9,936,247.75	5.60	10,282,800.00	5.70	(346,552.25)
Gaming contract costs	1,479,791.73	3.99	1,750,200.00	4.73	(270,408.27)	7,659,666.71	4.31	8,510,700.00	4.71	(851,033.29)
Compensation & benefits	437,575.33	1.18	438,300.00	1.18	(724.67)	2,078,883.04	1.17	2,171,600.00	1.20	(92,716.96)
Marketing, advertising & promotions	781,427.15	2.11	457,000.00	1.24	324,427.15	2,588,587.13	1.46	2,484,800.00	1.38	103,787.13
General and administrative expenses	333,611.32	0.90	359,300.00	0.97	(25,688.68)	1,407,249.93	0.79	1,772,300.00	0.98	(365,050.07)
Services provided by other agencies	48,666.00	0.13	61,000.00	0.16	(12,334.00)	243,330.00	0.14	305,000.00	0.17	(61,670.00)
Legal and professional service	339.72	0.00	1,700.00	0.00	(1,360.28)	339.72	0.00	8,300.00	0.00	(7,960.28)
Depreciation	7,965.97	0.02	9,600.00	0.03	(1,634.03)	40,243.32	0.02	44,000.00	0.02	(3,756.68)
							<del>.</del>			
Total operating expenses	29,968,211.62	80.90	30,496,000.00	82.45	(527,788.38)	143,187,491.52	80.65	148,949,200.00	82.49	(5,761,708.48)
Operating income	7,073,868.10	19.10	6,492,000.00	17.55	581,868.10	34,358,288.99	19.35	31,608,800.00	17.51	2,749,488.99
N										
Non-operating revenue:	00.000 = 1	0.00	0.000.00	0.00	44000=1	107.004.04	0.0=	10 500 00	0.00	70.004.04
Interest income	22,986.71	0.06	8,000.00	0.02	14,986.71	127,361.91	0.07	48,500.00	0.03	78,861.91
Income before transfers	\$ 7,096,854.81	19.16	\$ 6,500,000.00	17.57	\$ 596,854.81	\$ 34,485,650.90	19.42	\$ 31,657,300.00	17.53_\$	2,828,350.90

#### Arkansas Department of Finance and Administration Office of the Arkansas Lottery Net Proceeds Transfer to Ed Trust Computation Modified Cash Basis For the Five Months Ended November 30, 2016

On another recognition		Year to date	
Operating revenues: Instant ticket SETTLEMENTS	\$	142 000 507 00	
Online ticket sales	Ф	142,009,597.00	
		34,863,120.50	
Retailer application, fidelity and service fees		384,392.99	
Other revenue		1,685.02	
Total operating revenues		177,258,795.51	
Operating expenses:			
Instant game prizes SETTLEMENTS		100,436,609.00	
Online game prizes		18,043,912.35	
Retailer commissions		9,936,247.75	
Gaming contract costs		7,659,666.71	
Compensation and benefits		2,078,883.04	
Marketing, advertising and promotions		2,588,587.13	
General and administrative expenses		1,407,249.93	
Services provided by ADHE		183,330.00	
Services provided by Legislative Audit Agency		60,000.00	
Legal and professional services		339.72	
Current year Capital Asset cost		86,020.75	
Total operating expenses		142,480,846.38	
		,,	
Change in net proceeds from operations		34,777,949.13	
Nonoperating revenue (expense):			
Interest Income		127,361.91	
Other Non-Operating Income		0.00	
EDUCATION TRUST FUNDING-Current Year		(25,151,218.21)	
Less Act 1180 Unclaimed Prizes		(3,129,161.04)	
Less Current year Fidelity Reserve Fees		(13,656.25)	restricted reserves
Less Current year Bond Reserve Fees		, , ,	restricted reserves
Less Current year MUSL Reserves (additions) / reductions		, , ,	see 23-115-103(17) and (19)(A)&(B)
Add OPEB expense in Comp and Benefits		162,029.00	200 20 110 100(11) and (10)(A)a(D)

#### **NET PROCEEDS EARNED-Current Month**

#### \$ 6,570,979.51

	Ť	0,010,010101		
		Transfer	Interest	Total
Totals	\$	25,950,197.83	\$ 1,010,197.21	\$ 26,960,395.04
July 2015 funding - 8/15/15	\$	5,776,292.31	\$ 8,390.78	\$ 5,784,683.09
June 2015 Audit Adjustments - funding 9/15/15	\$	(31,903.86)		\$ (31,903.86)
August 2015 funding - 9/15/15	\$	5,478,001.52	\$ 12,092.48	\$ 5,490,094.00
September transfer to ADHE 9/11/15	\$	(33,000,000.00)		\$ (33,000,000.00)
Transfer from Shortfall Reserve 9/28/15	\$	9,000,000.00		\$ 9,000,000.00
September transfer to ADHE 9/30/15	\$	(9,000,000.00)		\$ (9,000,000.00)
September 2015 funding - 10/15/15	\$	6,620,285.47	\$ 4,681.64	\$ 6,624,967.11
June 2015 Final Adjustment - funding 10/15/15	\$	201,027.87		\$ 201,027.87
Transfer to Shortfall Reserve 10/15/15	\$	(7,034,638.82)		\$ (7,034,638.82)
October 2015 funding - 11/15/15	\$	6,020,616.60	\$ 25.72	\$ 6,020,642.32
ADHE Refund for excess scholarship funding 11/14	\$	286,177.97		\$ 286,177.97
Transfer to Shortfall Reserve 11/15/15		(1,965,361.18)		\$ (1,965,361.18)
November 2015 funding - 12/15/15	\$	5,723,851.53	\$ 1,287.56	\$ 5,725,139.09
December 2015 funding - 1/15/16	\$	6,421,742.32	\$ 4,012.34	\$ 6,425,754.66
January 2016 funding - 2/15/16	\$	13,825,217.24	\$ 6,142.51	\$ 13,831,359.75
Transfer From Shortfall Reserve 2/8/16	\$	4,676,287.39		\$ 4,676,287.39
Transfer to ADHE 2/9/16	\$	(35,000,000.00)		\$ (35,000,000.00)
February 2016 funding - 3/15/16	\$	4,471,591.20	\$ 2,764.86	\$ 4,474,356.06
Transfer to Shortfall Reserve - 3/15/16	\$	(4,474,356.06)		\$ (4,474,356.06)
March 2016 funding - 4/15/16	\$	5,758,892.51	\$ 0.33	\$ 5,758,892.84
Transfer to Shortfall Reserve - 4/15/16	\$	(201,931.33)		\$ (201,931.33)
April 2016 funding - 5/15/16	\$	7,391,329.77	\$ 1,507.23	\$ 7,392,837.00
May 2016 funding - 6/15/16	\$	6,601,034.42	\$ 5,130.52	\$ 6,606,164.94
June 2016 funding - 7/15/16	\$	11,241,076.28	\$ 8,144.09	\$ 11,249,220.37
July 2016 funding - 8/15/16	\$	8,702,788.19	\$ 11,598.20	\$ 8,714,386.39
August 2016 funding - 9/15/16	\$	5,480,243.59	\$ 18,471.27	\$ 5,498,714.86
Transfer to ADHE 9/9/16	\$	(36,000,000.00)		\$ (36,000,000.00)
September 2016 funding - 10/15/16	\$	5,765,568.30	\$ 7,508.12	\$ 5,773,076.42
ADHE Refund for excess scholarship funding for FY 2016	\$	542,198.00		\$ 542,198.00
Transfer from ADHE (final 2016 Adj) -10/28/16	\$	(109,184.50)		\$ (109,184.50)
October 2016 funding - 11/15/16	\$	5,158,748.07	\$ 6,292.47	\$ 5,165,040.54
November 2016 funding - 12/15/16	\$	6,562,384.25	\$ 8,595.26	\$ 6,570,979.51

# Arkansas Department of Finance and Administration Office of the Arkansas Lottery Unclaimed Prizes November 30, 2016

		Year
	Monthly	to Date
Reserve Balance July 1, 2016		\$1,000,000.00
<ol> <li>Unclaimed lottery prize money:</li> </ol>	\$ 563,541.44	3,129,161.04
2. Expenditures from unclaimed lottery prize money:		
3. Reserved for future prizes, promotions or reserves:	\$ 563,541.44	3,129,161.04
4. Less Deposits to net lottery proceeds from unclaime	d	
Lottery prize money:		
Reserve Balance November 30, 2016		\$4,129,161.04

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

#### MINORITY- AND FEMALE-OWNED DIVERSITY COMPLIANCE REPORT

November 1 through November 30, 2016

Vendors	Goods or Services	<b>Diversity Classification</b>	November 2016	FY 2017 Total
A-Absolute Moving & Hauling	Moving/Hauling	СМВЕ		\$1,073.35
BSW Advertising	Advertising/Public Relations	FOB	\$9,679.20	\$36,561.33
Goddess Products	Office Furniture/Supplies	СМВЕ	\$2,443.89	\$12,473.76
Government Supply Services	Office Products	MBE	\$318.43	\$835.68
Party Prints	Advertising/Public Relations	СМВЕ		\$20,486.55
		Totals	\$12,441.52	\$71,430.67

#### INTRALOT MINORITY- AND FEMALE-OWNED DIVERSITY COMPLIANCE REPORT

#### November 1 through November 30, 2016

Vendors	Goods or Services	<b>Diversity Classification</b>	November 2016	FY 2017 Total
J Kelly Referrals and Information Services	Call Center/Information Services	CMBE	\$8,462.00	\$38,079.00
		Totals	\$8,462.00	\$46,541.00

### SCIENTIFIC GAMES MINORITY- AND FEMALE-OWNED DIVERSITY COMPLIANCE REPORT November 1 through November 30, 2016

## VendorsGoods or ServicesDiversity ClassificationNovember 2016FY 2017 TotalExpedited Transportation ServicesTransportation ServicesFOB\$3,356.40\$12,060.65Ingage, LLCFulfillment Services and PrizesFOB\$20,455.57\$81,491.34

MBE

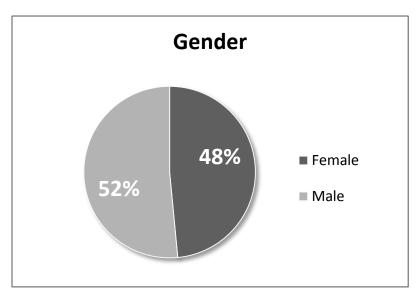
Mr. Klean's Carpet and Janitorial Service | Janitorial Services

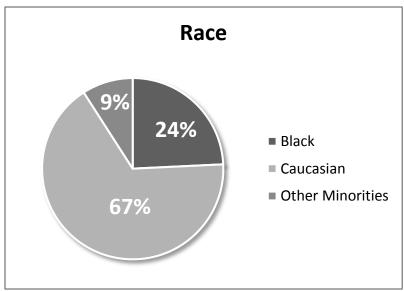
Totals \$24,207.97 \$95,531.99

\$396.00

\$1,980.00

## Arkansas Department of Finance and Administration Office of the Arkansas Lottery Demographics – November 2016





#### Total Number of Employees as of November 30, 2016: 66

#### **Gender:**

Females – 32 Males – 34

#### Race:

 Black- 16
 Female -- 10
 Male -- 6

 Caucasian - 44
 Female -- 19
 Male -- 25

 Other - 6
 Female -- 3
 Male -- 3

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

No issues or problems resulting from internal audits have been reported to the Director of the Department of Finance and Administration for the reporting period.

## DFA/Office of the Arkansas Lottery Instant & Fast Play Games November 2016

Sales for the following instant games began November 1, 2016. No ending dates have been determined for these games.

\$1 The Perfect Gift \$2 Fast 5X \$5 10X Joker's Jackpot \$10 \$10,000 Blast!

Sales for the following instant games began November 29, 2016. No ending dates have been determined for these games.

- \$1 I Love to Win! \$2 Tic Tac Tripler \$3 Bingo \$5 Lucky You
- \$10 Ca\$h Ba\$h

There were no new Fast Play games that started sales in November, 2016.