

Arkansas Lottery Commission  
Budget Detail Schedules  
For the Fiscal Year Ending June 30, 2012

	2010 Audited	%	2011 Budgeted	%	2012 Budgeted	%	Explanation for Change in Budget Amounts
<b>Operating Revenues:</b>							
Instant Games	\$ 335,487,156	87.2%	\$ 374,125,000	80.4%	\$ 379,600,000	82.5%	Instant Game sales are stronger than originally projected.
On-Line Games	\$ 48,211,299	12.5%	\$ 90,106,000	19.4%	\$ 79,697,500	17.3%	On-Line Game sales are weaker than originally projected.
Retailer application, fidelity	\$ 867,023	0.2%	\$ 1,167,700	0.3%	\$ 555,000	0.1%	Retailer communication fee reduced from \$10 per week to \$5 per week
Non Gaming Revenue	\$ 5,650	0.0%	\$ 0	0.0%	\$ 4,000	0.0%	Rebates from other state agencies for purchase discounts and also from legal restitutions
<b>Total Operating Revenues</b>	<b>\$ 384,571,128</b>	<b>100.0%</b>	<b>\$ 485,398,700</b>	<b>100.0%</b>	<b>\$ 459,856,500</b>	<b>100.0%</b>	
<b>Operating Expenses:</b>							
Instant Game Prizes	\$ 224,341,940	58.3%	\$ 254,388,260	54.7%	\$ 256,230,000	55.7%	Increased Instant Game sales resulted in more prizes being awarded.
On-Line Game Prizes	\$ 23,381,100	6.1%	\$ 44,731,851	9.6%	\$ 40,743,000	8.9%	Reduction in On-Line Game Prizes due primarily to lower On-Line Game Revenues.
Retailer Commissions	\$ 21,578,603	5.6%	\$ 26,112,984	5.6%	\$ 25,720,660	5.6%	No change in percentage paid to retailer. Lower budget amount due to lower overall revenues.
Gaming Contract Costs	\$ 20,448,694	5.3%	\$ 19,604,410	4.2%	\$ 23,424,173	5.1%	No change in percentage paid to gaming vendors. Higher budget amount due to change in accounting method for Prizes.
Staff Compensation & Benefits	\$ 6,118,300	1.6%	\$ 6,500,000	1.4%	\$ 6,730,000	1.5%	Governor approved COLA and Merit raises in Jan 2011. APERS rate increased from 11% to 12.46%
Marketing, Advertising & Promotions	\$ 4,352,303	1.1%	\$ 5,000,000	1.1%	\$ 4,500,000	1.0%	Approx. 1% of sales
General and administrative expenses	\$ 1,841,340	0.5%	\$ 2,589,000	0.5%	\$ 1,638,025	0.4%	2011 Budget had non-recurring start up expenses that have been eliminated in the 2012 budget.
Services Provided by Other Agencies	\$ 278,349	0.1%	\$ 922,200	0.2%	\$ 342,000	0.1%	ADHE admin expenses are expected to be lower than amounts budgeted for in 2011.
Legal and Professional Services	\$ 115,862	0.0%	\$ 316,000	0.1%	\$ 375,000	0.1%	Estimated cost for year end and 60 day audits from Legislative Audit. Increased cost due to 60 day audits.
Capital asset depreciation	\$ 122,643	0.0%	\$ 245,000	0.1%	\$ 215,000	0.0%	2011 budgeted expenditures for capital assets did not occur resulting in lower depreciation.
<b>Total Operating Expenses</b>	<b>\$ 302,579,134</b>	<b>78.7%</b>	<b>\$ 350,359,715</b>	<b>77.4%</b>	<b>\$ 359,917,857</b>	<b>78.3%</b>	
<b>Operating Income</b>	<b>\$ 81,991,994</b>	<b>21.3%</b>	<b>\$ 105,038,985</b>	<b>22.6%</b>	<b>\$ 99,938,643</b>	<b>21.7%</b>	
<b>Non-Operating Revenue (Expense):</b>							
Interest Income	\$ 181,807	0.0%	\$ 137,500	0.0%	\$ 220,000	0.0%	Based upon an average balance of \$40 million at 55 basis points
<b>Income before Transfers</b>	<b>\$ 82,173,801</b>	<b>21.4%</b>	<b>\$ 105,176,485</b>	<b>22.6%</b>	<b>\$ 100,158,643</b>	<b>21.8%</b>	
<b>Transfers To:</b>							
Arkansas Department to Health	(\$ 200,000)	-0.1%	(\$ 200,000)	0.0%	(\$ 200,000)	0.0%	
Arkansas Department of Higher Education (Net Proceeds)	(\$ 82,799,809)	-21.5%	(\$ 104,576,485)	-22.6%	(\$ 102,931,131)	-22.2%	
<b>Change in Net Assets</b>	<b>(\$ 826,008)</b>		<b>\$ 0</b>		<b>(\$ 2,972,488)</b>		

**Arkansas Lottery Commission**  
**Net Proceeds Computation**  
**For the Fiscal Year Ending June 30, 2012**

Net Income Before Transfers		\$ 100,158,643
Add:		
Accrual Expenses		
Depreciation	\$ 215,000	
Other Post Employment Benefits	\$ 230,000	\$ 445,000
Unclaimed Prizes		
Gross Unclaimed Prizes	\$ 6,092,488	
Less: Unclaimed Expended	\$ (2,500,000)	
Less: Unclaimed Carried Over	\$ (1,000,000)	\$ 2,592,488
Less:		
Fixed Asset Purchases	\$ (50,000)	
Fidelity Fund Fees	\$ (15,000)	\$ (65,000)
Net Proceeds before Transfers		<u>\$ 103,131,131</u>
Transfers To:		
Arkansas Department to Health		\$ 200,000
Arkansas Department of Higher Education (Net Proceeds)		\$ 102,931,131
Total Transfers		<u>\$ 103,131,131</u>

Arkansas Lottery Commission  
Sales and Cost of Sales  
For the Fiscal Year Ending June 30, 2012

**BUDGET 2012**

	Instant Game	Fast Play	CASH 3	CASH 4	Decades of Dollars	Raffle	POWERBALL	MEGAMILLIONS	Retailer fees	Total
Sales	\$ 374,600,000.00	\$ 5,000,000.00	\$ 5,475,000.00	\$ 3,285,000.00	\$ 9,125,000.00	\$ 3,412,500.00	\$ 36,500,000.00	\$ 21,900,000.00	\$ 555,000.00	\$ 459,852,500.00
Prize expense	\$ (252,855,000.00)	\$ (3,375,000.00)	\$ (2,737,500.00)	\$ (1,642,500.00)	\$ (5,018,750.00)	\$ (1,706,250.00)	\$ (18,250,000.00)	\$ (11,368,000.00)		\$ (286,973,500.00)
Gross Profit	\$ 121,745,000.00	\$ 1,625,000.00	\$ 2,737,500.00	\$ 1,642,500.00	\$ 4,106,250.00	\$ 1,706,250.00	\$ 18,250,000.00	\$ 10,532,000.00	\$ 555,000.00	\$ 162,879,500.00
Gross Profit %	32.50%	32.50%	50.00%	50.00%	45.00%	50.00%	50.00%	48.00%		35.42%
Unclaimed Prizes	\$ 5,619,000.00	\$ 75,000.00	\$ 27,375.00	\$ 16,425.00	\$ 45,625.00	\$ 17,062.50	\$ 182,500.00	\$ 109,500.00		\$ 6,092,487.50
<b>Gross Profit from Games</b>	\$ 162,879,500.00									
<b>Other Cost of Sales:</b>										
Retailer sales commissions	\$ 23,156,841.52									
Retailer incentives & cashing commissions	\$ 2,583,818.05									
Instant Game Ticket Fee	\$ 6,300,866.48									
Other Instant Game Contract Costs	\$ 5,735,345.04									
On-line Game Contract Costs	\$ 11,289,961.31									
MUSL Admin fee	\$ 100,000.00									
Total Other Cost of sales	\$ 49,144,332.39									
<b>Total Gross Profit</b>	\$ 113,734,667.61									

(2,500,000.00) unclaimed used for operations  
(1,000,000.00) unclaimed employee  
2,592,487.50 Addition to Net Proceeds from unclaimed prizes

Includes Points for Prizes to be consistent with DLA

**BUDGET 2011**

	Instant Game	Fast Play	CASH 3	CASH 4	Raffle	POWERBALL	MEGAMILLIONS	Retailer fees	Total
Sales	\$ 374,125,000.00	\$ 10,140,000.00	\$ 10,140,000.00	\$ 4,056,000.00	\$ 10,000,000.00	\$ 50,700,000.00	\$ 15,210,000.00	\$ 1,167,700.00	\$ 465,398,700.00
Prize expense	\$ (261,887,500.00)	\$ -	\$ (5,070,000.00)	\$ (2,028,000.00)	\$ (6,000,000.00)	\$ (25,350,000.00)	\$ (7,605,000.00)		\$ (397,840,500.00)
Unclaimed Prizes	\$ 7,499,239.91	\$ -	\$ -	\$ 2,028,000.00	\$ 4,000,000.00	\$ 1,016,288.53	\$ 304,680.58		\$ 8,828,389.00
Gross Profit	\$ 119,736,739.91	\$ -	\$ 5,070,000.00	\$ 2,028,000.00	\$ 4,000,000.00	\$ 26,366,288.53	\$ 7,909,680.58	\$ 1,167,700.00	\$ 166,276,589.00
Gross Profit %	32.00%		50.00%	50.00%	40.00%	52.00%	52.00%		35.73%
<b>Gross Profit from Games</b>	\$ 166,276,589.00								
<b>Other Cost of Sales:</b>									
Retailer sales commissions	\$ 23,211,550.00								
Retailer incentives & cashing commissions	\$ 2,801,444.00								
Instant Game Ticket Fee	\$ 8,230,750.00								
Other Instant Game Contract Costs	\$ -								
On-line Game Contract Costs	\$ 11,373,860.00								
MUSL Admin fee	\$ -								
Total Other Cost of sales	\$ 45,717,404.00								
<b>Total Gross Profit</b>	\$ 120,559,185.00								

Did not include Points for Prizes in original budget

Arkansas Lottery Commission  
Compensation & Benefits  
Budget 2012

Employee	Gross	Soc. Sec C	Medicare C	APERS C	Annual Gross	COLA %	Merit	Budgeted	Gross	Grades	Position Title	Rate	Annual Tax	Annual APERS	Total Comp and Benefits
5400-G-GE-10000	1,577.60	-81.22	-21.33	-196.57	41,017.60	0.00%	-	-	41,017.60	ACT-C115	Security Spec	BF	2,926.30	5,110.79	13,465.69
5400-G-GH-10000	2,388.80	-145.72	-34.08	-297.84	62,108.80	0.00%	-	-	62,108.80	C128	QA System Analyst	BF	4,674.80	7,798.76	20,168.46
5400-A-AT-12000	1,740.00	-101.86	-23.63	-216.80	45,240.00	0.00%	-	-	45,240.00	C122	Claims Mgr	BF	3,268.46	5,696.90	15,112.36
5400-A-AT-12000	1,095.00	-63.02	-14.74	-133.07	27,768.00	0.00%	-	-	27,768.00	C112	Claims Asst	BF	2,021.76	3,489.89	9,369.55
5400-G-GS-10000	1,554.40	-93.40	-21.84	-193.68	40,414.40	0.00%	-	-	40,414.40	C120	Marketing Rep	BF	2,996.24	5,035.63	13,465.69
5400-A-AT-10000	1,726.40	-103.84	-24.29	-215.11	44,886.40	0.00%	-	-	44,886.40	C122	Accountant	BF	3,331.38	5,592.85	14,920.63
5400-A-AP-00000	6,943.36	-430.26	-100.63	-865.14	225,659.20	0.00%	-	-	225,659.20	N922	VP Administration	BF	13,803.14	28,117.14	74,937.48
5400-A-AT-14000	1,058.00	-62.77	-14.68	-133.07	27,768.00	0.00%	-	-	27,768.00	N922	Claims Asst	BF	2,013.70	3,493.89	9,369.55
5400-A-AH-10000	1,422.40	-80.92	-19.92	-177.23	36,982.40	0.00%	-	-	36,982.40	C112	Admin Support Supv	BF	2,995.84	5,110.79	13,465.69
5400-A-AB-10000	1,577.60	-91.22	-21.33	-196.57	41,017.60	0.00%	-	-	41,017.60	C120	Marketing Rep	BF	2,926.30	5,110.79	13,465.69
5400-A-AC-10000	1,235.01	-73.86	-17.23	-154.01	32,136.26	0.00%	-	-	32,136.26	C115	Licensing Spec	BF	2,363.14	4,004.18	10,643.52
5400-A-AT-10000	1,792.00	-111.10	-25.98	-223.28	44,886.66	0.00%	-	-	44,886.66	C122	Accountant	BF	3,564.08	5,805.38	15,670.86
5400-G-GE-10000	898.85	-50.90	-11.90	-108.26	22,590.10	0.00%	-	-	22,590.10	C110	Postal Courier	BF	1,632.80	2,814.73	7,441.53
5400-A-AC-10000	1,114.63	-66.81	-16.81	-133.14	29,691.20	0.00%	-	-	29,691.20	C122	Accountant	BF	1,977.44	3,493.89	9,369.55
5400-HA-10000	1,594.00	-95.63	-22.37	-199.86	41,704.00	0.00%	-	-	41,704.00	C112	Auditor	BF	3,068.00	5,196.92	13,954.84
5400-G-GS-10000	1,604.00	-92.52	-21.64	-195.17	40,726.40	0.00%	-	-	40,726.40	C120	Marketing Rep	BF	2,958.16	5,074.51	13,465.69
5400-A-AH-10000	1,213.60	-74.00	-18.00	-160.80	31,553.60	0.00%	-	-	31,553.60	C125	IT Admin/Support Spec	EM	3,978.00	6,923.26	18,741.46
5400-A-AB-10000	2,548.60	-154.97	-36.24	-317.88	66,289.60	0.00%	-	-	66,289.60	N901	SMB Project Coordinator	EM	4,971.46	8,289.68	22,220.14
5400-G-GS-10000	2,466.38	-149.84	-35.04	-307.56	64,177.88	0.00%	-	-	64,177.88	C125	IT Project Mgr	EM	4,806.88	7,996.56	21,704.32
5400-G-GS-10000	2,549.60	-144.35	-33.76	-317.68	66,289.60	0.00%	-	-	66,289.60	N901	Regional Sales Mgr	EM	4,971.46	8,289.68	22,220.14
5400-G-GE-10000	1,566.40	-77.10	-19.03	-195.17	40,726.40	0.00%	-	-	40,726.40	C120	Marketing Rep	EM	2,473.38	5,074.51	13,465.69
5400-G-GE-10000	2,942.40	-179.46	-41.97	-366.62	76,502.40	0.00%	-	-	76,502.40	N904	Security Deputy	EM	5,757.18	9,532.05	25,769.63
5400-G-AT-10000	1,806.41	-109.03	-25.50	-225.08	46,966.66	0.00%	-	-	46,966.66	C114	Sr Graphic Spec	EM	3,497.78	5,820.05	15,670.86
5400-G-AT-10000	2,942.40	-179.46	-41.97	-366.62	76,502.40	0.00%	-	-	76,502.40	N904	Product Dev Director	CF	5,757.18	9,532.05	25,769.63
5400-G-AT-10000	1,577.60	-84.80	-19.83	-196.57	41,017.60	0.00%	-	-	41,017.60	C120	Marketing Rep	CF	2,720.38	4,798.38	12,846.76
5400-G-AT-10000	1,728.40	-104.07	-24.34	-215.11	44,886.40	0.00%	-	-	44,886.40	C122	Marketing Rep	CF	3,338.68	5,110.79	13,465.69
5400-G-AT-10000	1,877.60	-94.84	-22.18	-196.57	41,017.60	0.00%	-	-	41,017.60	C122	Marketing Rep	CF	3,042.52	5,110.79	13,465.69
5400-A-AT-10000	1,090.00	-62.75	-14.68	-132.08	27,960.00	0.00%	-	-	27,960.00	C112	Claims Asst	CF	2,013.18	3,493.89	9,369.55
5400-G-GE-10000	1,843.21	-80.08	-18.73	-187.36	34,923.46	0.00%	-	-	34,923.46	C117	Promotions & Special Events	CF	2,569.06	4,351.46	11,762.92
5400-G-GE-10000	542.60	-33.64	-7.87	-78.87	14,107.60	0.00%	-	-	14,107.60	C121	PT Draw Mgr	CF	1,079.26	1,757.81	4,715.67
5400-A-AH-10000	1,569.61	-85.36	-22.30	-272.83	41,329.86	0.00%	-	-	41,329.86	C120	Payroll Specialist	CF	3,059.16	5,149.70	13,954.84
5400-G-GA-10000	2,532.00	-156.98	-36.71	-315.49	65,832.00	0.00%	-	-	65,832.00	N906	Advertising/Marketing Director	CF	5,035.94	8,202.67	22,220.14
5400-E-00-00000	2,532.00	-156.98	-36.71	-315.49	65,832.00	0.00%	-	-	65,832.00	N906	Executive Asst	CF	5,035.94	8,202.67	22,220.14
5400-G-GE-10000	1,577.60	-85.36	-21.98	-196.57	41,017.60	0.00%	-	-	41,017.60	C120	Marketing Rep	CF	3,014.70	5,110.79	13,465.69
5400-G-GE-10000	2,549.60	-155.11	-35.27	-317.68	66,289.60	0.00%	-	-	66,289.60	N901	Security Support Spec	CF	4,978.82	8,289.68	22,220.14
5400-A-AT-10000	4,119.20	-249.32	-58.31	-513.25	107,099.20	0.00%	-	-	107,099.20	N912	Info Technical Director	CF	7,998.38	13,344.56	36,112.36
5400-A-AT-10000	1,068.01	-66.22	-15.49	-133.07	27,768.00	0.00%	-	-	27,768.00	C122	Claims Asst	CF	2,124.46	3,493.89	9,369.55
5400-A-AT-10000	1,726.40	-92.54	-21.64	-215.11	44,886.40	0.00%	-	-	44,886.40	C122	Claims Mgr	CF	2,968.68	5,196.92	13,954.84
5400-G-GS-10000	1,577.60	-84.84	-22.18	-196.57	41,017.60	0.00%	-	-	41,017.60	C120	Marketing Rep	CF	3,042.52	5,110.79	13,465.69
5400-A-AH-10000	1,313.60	-76.81	-17.98	-163.67	34,153.60	0.00%	-	-	34,153.60	C112	Admin Support Spec	CF	2,464.02	4,255.54	11,170.79
5400-G-AT-10000	1,577.60	-84.57	-22.12	-196.57	41,017.60	0.00%	-	-	41,017.60	C120	Marketing Rep	CF	3,033.94	5,110.79	13,465.69
5400-A-AH-10000	2,532.00	-154.01	-36.02	-315.49	65,832.00	0.00%	-	-	65,832.00	C130	HR Director	CF	4,940.78	8,202.67	22,220.14
5400-A-AT-10000	1,726.40	-106.79	-24.97	-215.11	44,886.40	0.00%	-	-	44,886.40	C120	Claims Mgr	CF	3,425.76	5,592.85	14,920.63
5400-G-GS-10000	1,577.60	-84.84	-22.18	-196.57	41,017.60	0.00%	-	-	41,017.60	C120	Marketing Rep	CF	3,042.52	5,110.79	13,465.69
5400-G-AT-10000	1,176.60	-69.99	-16.37	-146.63	30,596.80	0.00%	-	-	30,596.80	ACT-C112	Admin Support Spec	CF	2,245.36	3,812.36	10,164.76
5400-G-AT-10000	1,121.60	-66.57	-15.57	-139.75	29,161.60	0.00%	-	-	29,161.60	C113	IT computer Operator	CF	1,635.64	2,814.73	7,441.53
5400-G-00-00000	8,679.20	-522.59	-122.22	-1,081.43	225,659.20	0.00%	-	-	225,659.20	C922	VP Gaming Operations	CF	16,765.06	28,117.14	74,937.48
5400-G-GS-10000	1,577.60	-87.81	-22.88	-196.57	41,017.60	0.00%	-	-	41,017.60	C120	Marketing Rep	CF	3,137.94	5,110.79	13,465.69
5400-E-00-00000	1,566.40	-83.92	-21.97	-196.57	40,726.40	0.00%	-	-	40,726.40	C120	Marketing Rep	CF	3,013.14	5,074.51	13,465.69
5400-E-00-00000	12,710.40	-776.12	-181.51	-1,983.72	330,470.40	0.00%	-	-	330,470.40	ACT-Q1451	Executive Director	CF	24,898.38	41,329.86	111,762.92
5400-G-GS-10000	1,577.60	-87.81	-22.88	-196.57	41,017.60	0.00%	-	-	41,017.60	C120	Marketing Rep	CF	3,137.94	5,110.79	13,465.69
5400-G-GE-10000	967.88	-56.23	-12.83	-124.32	24,764.88	0.00%	-	-	24,764.88	C121	PT Draw Mgr	CF	1,129.44	1,839.70	4,869.56
5400-G-GI-10000	1,334.20	-67.35	-15.75	-141.32	29,489.20	0.00%	-	-	29,489.20	C115	Licensing Mgr	CF	2,160.60	3,674.36	9,843.52
5400-G-GE-10000	1,566.40	-83.92	-21.97	-196.57	40,726.40	0.00%	-	-	40,726.40	C120	Marketing Rep	CF	3,013.14	5,074.51	13,465.69
5400-A-AH-10000	2,628.00	-159.38	-37.27	-327.45	68,328.00	0.00%	-	-	68,328.00	C130	Network Engineer	CF	5,112.90	8,513.67	22,841.57
5400-G-ST-10000	3,138.40	-183.18	-42.84	-391.04	81,598.40	0.00%	-	-	81,598.40	N904	Sales Training & Retail Coord	CF	5,876.52	10,167.16	27,841.53
5400-G-GE-10000	2,568.78	-166.78	-39.21	-354.22	65,648.00	0.00%	-	-	65,648.00	N910	Production Director	CF	8,622.64	14,409.74	39,112.36
5400-G-AT-10000	1,372.80	-82.14	-19.21	-171.05	35,692.80	0.00%	-	-	35,692.80	C112	Production Coordinator	CF	2,635.10	4,447.32	11,762.92
5400-G-GI-10000	5,864.80	-351.44	-82.19	-739.25	153,004.80	0.00%	-	-	153,004.80	N919	IT Gaming Director	CF	11,274.38	19,064.40	50,937.48
5400-HA-10000	4,648.80	-271.50	-63.50	-678.92	120,868.80	0.00%	-	-	120,868.80	C146U	Internal Auditor	CF	8,710.00	15,060.25	39,843.52
5400-A-AT-10000	1,451.20	-87.01	-20.35	-180.82	37,731.20	0.00%	-	-	37,731.20	C112	Internal	CF	2,791.36	4,701.31	12,464.76
5400-A-AH-10000	2,157.61	-130.80	-30.59	-268.84	56,097.66	0.00%	-	-	56,097.66	C121	HR Generalist	CF	4,196.14	6,989.79	18,762.92
5400-G-GS-10000	1,566.40	-83.92													

Arkansas Lottery Commission  
 Compensation & Benefits  
 Budget 2012

12,463

Employee	Gross	Soc. Sec. C	Medicare C	APERS C	Annual Gross	COLA %	Merrit	Budgeted Gross	Career Grades	Position Title	Rate	Annual Tax	Annual APERS	Total Comp and Benefits
5400-G-GI-10000	2,570.40	-153.85	-35.98	-320.27	66,830.40	0.00%	\$	\$	C130	Sr Data Base Admin	CM	\$ 4,935.59	\$ 8,327.07	\$ 5,919,905.25
5400-G-GS-10000	1,577.60	-94.84	-22.18	-196.57	41,017.60	0.00%	\$	\$	C120	Marketing Rep	CM	\$ 3,042.52	\$ 5,110.79	\$ 360,000.00
5400-G-GA-10000	1,368.80	-97.04	-22.70	-196.47	40,788.80	0.00%	\$	\$	C117	Copy Editor	CM	\$ 3,113.24	\$ 5,082.28	\$ 230,000.00
5400-A-AC-10000	2,189.61	-135.76	-31.75	-272.83	56,929.86	0.00%	\$	\$	C122	Accountant	CM	\$ 4,355.26	\$ 7,093.46	\$ 211,000.00
5400-A-AT-10000	2,757.60	-163.74	-38.29	-343.60	71,697.60	0.00%	\$	\$	N903	Treasurer	CM	\$ 5,292.78	\$ 8,933.62	\$ 6,321.00
5400-G-GE-10000	2,888.00	-160.46	-37.53	-322.46	67,288.00	0.00%	\$	\$	C128	IT Security Analyst	CM	\$ 5,147.74	\$ 8,384.08	\$ 13,344.56
5400-G-GL-10000	4,119.20	-242.24	-56.65	-513.25	107,099.20	0.00%	\$	\$	N910	Chief Legal Counsel	CM	\$ 7,771.14	\$ 13,344.56	\$ 6,727,226.25
5400-A-AT-10000	1,713.60	-103.27	-24.15	-213.51	44,553.60	0.00%	\$	\$	C122	Accountant/Collections Mgr	CM	\$ 3,312.92	\$ 5,551.38	\$ 5,919,905.25
5400-G-GS-10000	1,577.60	-94.84	-22.18	-196.57	41,017.60	0.00%	\$	\$	C120	Marketing Rep	CM	\$ 3,042.52	\$ 5,110.79	\$ 360,000.00
5400-G-GS-10000	1,577.60	-94.84	-22.18	-196.57	41,017.60	0.00%	\$	\$	C120	Marketing Rep	CM	\$ 3,042.52	\$ 5,110.79	\$ 360,000.00
5400-G-GS-10000	1,577.60	-94.84	-22.18	-196.57	41,017.60	0.00%	\$	\$	C120	Marketing Rep	CM	\$ 3,042.52	\$ 5,110.79	\$ 360,000.00
5400-A-AP-10000	1,227.20	-73.12	-17.10	-152.91	31,907.20	0.00%	\$	\$	ACT-C115	Licensing Spec	OM	\$ 3,091.66	\$ 5,035.63	\$ 5,919,905.25
5400-G-GI-10000	2,568.80	-143.87	-33.65	-320.07	66,788.80	0.00%	\$	\$	C128	QA System Analyst	CM	\$ 4,615.52	\$ 8,321.88	\$ 5,919,905.25
<b>TOTALS</b>					<b>4,961,288.80</b>			<b>4,961,288.80</b>				<b>363,619.88</b>	<b>594,996.57</b>	<b>5,919,905.25</b>

Employer Health Premium	\$	360,000.00
Other Post Employment Benefits	\$	230,000.00
Unfilled/new positions	\$	-211,000.00
Career Service bonuses	\$	6,321.00
subtotal	\$	6,727,226.25
<b>TOTAL COMP AND BENEFITS</b>	\$	<b>6,739,906.00</b>
		Use for Budget

BF=black female  
 BM=black male  
 CF=caucasian female  
 CM=caucasian male  
 OM=other minority

16	7	23
25	33	58
3	3	3
84	84	84

**Arkansas Lottery Commission**  
**Detailed Schedule of General and Administrative Expenses**  
**For the Seven Months Ending January 31, 2011 Annualized**

GL#-Cost Center	Current Month	Prior Month	Year to Date	Annualized	2012 Budget	Comments
Office Lease & Improvements	30,949.08	30,949.08	221,255.11	379,294.47	385,000.00	Little Rock office including rent increases
Jonesboro Lease & Office expen	2,478.65	2,563.61	17,302.64	29,661.67	32,000.00	Lease plus utilities
Springdale Lease & Office expen	2,894.04	2,513.12	18,192.31	31,186.82	32,000.00	Lease plus utilities
Camden Lease & Office expense	2,276.04	1,419.79	10,502.32	18,003.98	22,000.00	Lease plus utilities
Office Parking	288.10	1,631.94	8,276.55	14,188.37	15,000.00	
Retailer background checks	412.50	453.75	3,465.00	5,940.00	7,500.00	
Equipment-Low Value	0.00	0.00	11,844.79	20,305.35	25,000.00	estimate for admin.
Equipment-Low Value	1,943.74	0.00	1,943.74	3,332.13	25,000.00	estimate for gaming
Equipment Lease	711.65	1,899.38	7,990.60	13,698.17	15,000.00	copiers and postage machine
Equipment Lease	809.80	0.00	4,288.61	7,351.90	9,200.00	marketing equipment
Maintenance & Repairs	841.03	841.03	3,498.12	5,996.78	7,500.00	
Lottery Vehicle expenses	1,789.05	650.42	6,726.58	11,531.28	15,000.00	gas, oil, maintenance
Postage & Freight	454.60	1,929.24	7,986.10	13,690.46	16,000.00	
Postage & Freight	95.96	0.00	4,869.26	8,347.30	10,000.00	
Office Supplies & Expense	5,163.04	16,754.03	72,090.74	123,584.13	150,000.00	mostly office supplies from local vendors
Office Supplies & Expense	29.87	0.00	499.53	856.34	1,500.00	
Office Supplies & Expense	1,291.16	0.00	2,952.95	5,062.20	10,000.00	
Data Processing supplies	0.00	3,483.00	3,483.00	5,970.86	10,000.00	
Software Costs	2,133.85	7,868.32	10,158.17	17,414.01	55,000.00	
Telephone	21,372.84	20,441.01	132,296.30	226,793.66	300,000.00	paid to DIS
Mobil Telephones	2,921.82	6,647.45	35,049.57	60,084.98	60,000.00	Cell phones and air cards
Travel and Mileage expense	0.00	0.00	43.70	74.91	75.00	
Travel and Mileage expense	0.00	0.00	1,338.84	2,295.15	1,250.00	
Travel and Mileage expense	0.00	11.84	1,664.26	2,853.02	1,500.00	
Travel and Mileage expense	0.00	165.48	1,095.44	1,877.90	1,000.00	
Travel and Mileage expense	244.59	0.00	2,136.88	3,663.22	1,900.00	
Travel and Mileage expense	0.00	(89.44)	1,182.48	2,027.11	1,000.00	
Travel and Mileage expense	0.00	202.02	5,723.05	9,810.94	5,000.00	
Travel and Mileage expense	0.00	(328.96)	5,924.38	10,156.08	5,100.00	
Travel and Mileage expense	163.21	17.02	2,037.27	3,492.46	1,800.00	
Travel and Mileage expense	327.74	67.47	3,831.05	6,567.51	3,400.00	
Travel and Mileage expense	0.00	0.00	779.17	1,335.72	750.00	
Travel and Mileage expense	0.00	(127.36)	685.43	1,175.02	650.00	

Arkansas Lottery Commission

Detailed Schedule of General and Administrative Expenses  
For the Seven Months Ending January 31, 2011 Annualized

GL#-Cost Center	Current Month	Prior Month	Year to Date	Annualized	2012 Budget	Comments
Travel and Mileage expense	15,821.73	18,933.14	128,229.52	219,822.03	220,000.00	assumes no increase in mileage rate
Travel and Mileage expense	191.14	216.28	1,833.44	3,143.04	1,600.00	
Commission Travel and Mileage	212.26	532.17	3,684.54	6,316.35	6,500.00	
Dues and Memberships	150.00	0.00	2,062.00	3,534.86	3,600.00	
Dues and Memberships	270.00	505.30	775.30	1,329.09	1,500.00	
Dues and Memberships	0.00	0.00	2,021.00	3,464.57	3,500.00	
Dues and Memberships	1,204.00	150.00	7,854.00	13,464.00	15,000.00	
Dues and Memberships	0.00	0.00	16,205.00	27,780.00	30,000.00	
Dues and Memberships	0.00	2,000.00	2,000.00	3,428.57	3,600.00	
Dues and Memberships	415.00	0.00	815.00	1,397.14	1,500.00	
Education and Training	180.00	774.00	5,372.00	9,209.14	10,000.00	
Education and Training	0.00	0.00	1,504.95	2,579.91	5,000.00	
Education and Training	0.00	0.00	100.00	171.43	5,000.00	
Education and Training	0.00	0.00	254.00	435.43	5,000.00	
Education and Training	0.00	300.00	2,300.00	3,942.86	5,000.00	
Education and Training	146.20	0.00	1,646.20	2,822.06	5,000.00	
Education and Training	0.00	0.00	125.00	214.29	10,000.00	
Property Insurance	0.00	0.00	5,119.00	8,775.43	10,000.00	Office equipment and automobiles
Liability Insurance	4,076.33	0.00	4,076.33	6,987.99	10,000.00	Fidelity Bond premium\$9,000
Liability Insurance	0.00	0.00	8,841.00	15,156.00	50,000.00	Directors and Officers liability annual premium \$49,000
Finance division expenditures	43.00	0.00	556.00	953.14	1,000.00	
IT division expenditures	0.00	0.00	97.93	167.88	1,000.00	
Treasury division expenditures	60.00	0.00	70.00	120.00	500.00	
Minority Business recruiting	0.00	510.00	2,870.00	4,920.00	5,000.00	
Commission Meeting expenses	113.44	0.00	1,465.61	2,512.47	2,500.00	
Gaming Sales division expenditures	0.00	0.00	27.75	47.57	100.00	
				1,390,319.16	1,638,025.00	