



"A Natural State of Fun!"

**Arkansas Lottery
Commission**

**Ray Thornton,
Chair**

**Diane Lamberth,
Vice Chair**

**Derrick W. Smith,
Secretary/Treasurer**

George Hammons

Mike Malone

Ben Pickard

Patty L. Shipp

Susan Ward-Jones

Joe White

**Ernie Passailaigue,
Executive Director**

June 9, 2010

The Honorable Barry Hyde, Chair
Arkansas Lottery Commission Legislative Oversight Committee
433 State Capitol
Little Rock, AR 72201

RE: Monthly Disclosure Reports

Dear Representative Hyde:

On behalf of our agency and the Commissioners of the Arkansas Scholarship Lottery, please accept the attached monthly disclosure reports pursuant to §§ 23-115-206 and 23-115-302 for the month of May, 2010. The report contains 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. Arkansas Scholarship Lottery Minority- and Female-owned Business Report
12. Arkansas Scholarship Lottery Vendor Minority- and Female-owned Business Report
13. Arkansas Scholarship Lottery Demographics

Please call me if you have any questions or need additional information.

Respectfully submitted,

Ernie Passailaigue
Director, Arkansas Lottery Commission

Enclosures

cc: Ms. Dianne Lamberth, Chairperson
Arkansas Lottery Commission



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Ernie Passailaigue
Director, Arkansas Lottery Commission

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cc: Ms. Dianne Lamberth, Chairperson
Arkansas Lottery Commission

**Arkansas Lottery Commission Term Contracts for Goods and Services
May 2010**

No term contracts were entered into by the Arkansas Lottery Commission during the month of May 2010.

**Arkansas Lottery Commission
Debt Set-Off / Retailer Losses
May 2010**

1. Retailer losses for period May 1 through May 31, 2010:

There were no retailer losses for the month of May 2010.

2. Debt Set-Off:

- a. Office of Child Support Enforcement - Child Support: \$1,000.00
- b. Department of Finance and Administration - Other Taxes: \$3,225.95

Total Debt Set-Off: \$4,225.95

ARKANSAS LOTTERY COMMISSION
RETAIL SALES BY COUNTY
May 1 through May 31, 2010

COUNTY	INSTANT SETTLERS	CASH 3	POWERBALL	MEGA MILLIONS	TOTAL SALES FOR COUNTY
ARKANSAS	\$465,785.47	\$8,031.00	\$39,573.00	\$18,450.00	\$531,839
ASHLEY	\$104,288.46	\$12,266.50	\$18,768.00	\$5,896.00	\$141,219
BAXTER	\$284,924.77	\$7,018.50	\$50,365.00	\$15,736.00	\$358,044
BENTON	\$783,880.97	\$4,887.50	\$170,774.00	\$53,618.00	\$1,013,160
BOONE	\$303,634.33	\$3,891.50	\$32,484.00	\$10,644.00	\$350,654
BRADLEY	\$74,529.68	\$1,592.00	\$10,418.00	\$4,280.00	\$90,820
CALHOUN	\$51,088.90	\$634.50	\$4,982.00	\$1,907.00	\$58,612
CARROLL	\$196,591.07	\$1,247.50	\$27,250.00	\$7,194.00	\$232,283
CHICOT	\$138,127.34	\$5,247.50	\$44,280.00	\$15,365.00	\$203,020
CLARK	\$369,414.79	\$5,093.50	\$33,912.00	\$14,671.00	\$423,091
CLAY	\$82,928.30	\$673.00	\$4,985.00	\$1,781.00	\$90,367
CLEBURNE	\$338,088.28	\$3,368.00	\$53,919.00	\$21,900.00	\$417,275
CLEVELAND	\$109,681.85	\$661.50	\$13,158.00	\$5,410.00	\$128,911
COLUMBIA	\$181,648.07	\$11,612.00	\$17,335.00	\$5,141.00	\$215,736
CONWAY	\$384,801.56	\$9,338.50	\$50,907.00	\$21,731.00	\$466,778
CRAIGHEAD	\$1,024,148.03	\$9,564.50	\$105,733.00	\$32,959.00	\$1,172,405
CRAWFORD	\$434,481.00	\$5,431.00	\$89,082.00	\$27,421.00	\$556,415
CRITTENDEN	\$486,170.95	\$14,189.00	\$91,838.00	\$23,807.00	\$616,005
CROSS	\$198,762.85	\$3,584.00	\$21,816.00	\$7,013.00	\$231,176
DALLAS	\$255,125.92	\$2,655.00	\$19,933.00	\$9,609.00	\$287,323
DESHA	\$205,557.67	\$1,491.50	\$19,808.00	\$8,187.00	\$235,044
DREW	\$207,051.27	\$2,995.50	\$26,705.00	\$10,114.00	\$246,866
FAULKNER	\$1,262,748.20	\$16,888.00	\$181,832.00	\$78,803.00	\$1,540,271
FRANKLIN	\$203,272.70	\$1,445.00	\$24,312.00	\$8,096.00	\$237,126
FULTON	\$73,767.36	\$450.00	\$5,377.00	\$1,870.00	\$81,464
GARLAND	\$842,491.95	\$10,028.50	\$185,986.00	\$75,622.00	\$1,114,128
GRANT	\$173,813.44	\$2,287.00	\$24,289.00	\$10,234.00	\$210,623
GREENE	\$464,224.76	\$4,401.50	\$42,287.00	\$13,163.00	\$524,076
HEMPSTEAD	\$331,867.45	\$28,468.00	\$24,519.00	\$9,239.00	\$394,093
HOT SPRING	\$289,427.61	\$4,358.00	\$41,320.00	\$19,316.00	\$354,422
HOWARD	\$155,164.99	\$10,521.50	\$10,893.00	\$4,511.00	\$181,090
INDEPENDENCE	\$583,831.88	\$3,925.50	\$55,456.00	\$22,875.00	\$666,088
IZARD	\$87,533.31	\$230.50	\$10,738.00	\$3,757.00	\$102,259
JACKSON	\$310,668.57	\$15,900.50	\$28,462.00	\$12,618.00	\$367,649
JEFFERSON	\$1,552,636.61	\$67,423.50	\$153,564.00	\$70,270.00	\$1,843,894
JOHNSON	\$240,418.33	\$1,304.00	\$39,435.00	\$13,248.00	\$294,405
LAFAYETTE	\$59,804.06	\$3,999.00	\$4,255.00	\$1,203.00	\$69,261
LAWRENCE	\$273,806.43	\$2,030.00	\$14,942.00	\$5,227.00	\$296,005
LEE	\$90,402.30	\$3,066.00	\$5,382.00	\$1,917.00	\$100,767
LINCOLN	\$145,152.57	\$375.00	\$12,871.00	\$5,912.00	\$164,311
LITTLE RIVER	\$75,281.99	\$2,265.50	\$5,584.00	\$2,596.00	\$85,727
LOGAN	\$275,485.35	\$2,658.50	\$33,375.00	\$11,271.00	\$322,790
LONOKE	\$1,056,436.22	\$9,930.50	\$128,669.00	\$55,006.00	\$1,250,042

**ARKANSAS LOTTERY COMMISSION
RETAIL SALES BY COUNTY
May 1 through May 31, 2010**

COUNTY	INSTANT SETTLES	CASH 3	POWERBALL	MEGA MILLIONS	TOTAL SALES FOR COUNTY
MADISON	\$200,912.59	\$254.50	\$11,672.00	\$3,642.00	\$216,481
MARION	\$192,080.22	\$2,389.00	\$18,077.00	\$6,584.00	\$219,130
MILLER	\$294,689.76	\$19,586.50	\$21,766.00	\$10,740.00	\$346,782
MISSISSIPPI	\$560,733.69	\$36,965.50	\$41,797.00	\$12,480.00	\$651,976
MONROE	\$120,248.23	\$6,479.00	\$18,803.00	\$8,160.00	\$153,690
MONTGOMERY	\$31,548.90	\$48.00	\$7,931.00	\$3,187.00	\$42,715
NEVADA	\$260,553.37	\$2,987.50	\$11,594.00	\$5,401.00	\$280,536
NEWTON	\$49,308.80	\$814.00	\$5,104.00	\$1,765.00	\$56,992
OUACHITA	\$462,504.77	\$14,896.50	\$38,179.00	\$15,558.00	\$531,138
PERRY	\$99,749.57	\$2,098.50	\$14,619.00	\$6,428.00	\$122,895
PHILLIPS	\$190,231.01	\$5,665.00	\$29,245.00	\$9,685.00	\$234,826
PIKE	\$127,223.37	\$317.00	\$15,145.00	\$6,922.00	\$149,607
POINSETT	\$499,047.35	\$11,512.50	\$31,180.00	\$10,142.00	\$551,882
POLK	\$126,154.51	\$840.00	\$25,334.00	\$7,617.00	\$159,946
POPE	\$748,179.85	\$7,216.00	\$106,283.00	\$43,164.00	\$904,843
PRAIRIE	\$140,043.68	\$5,576.00	\$12,255.00	\$5,604.00	\$163,479
PULASKI	\$6,791,888.00	\$164,966.50	\$838,465.00	\$393,659.00	\$8,188,978
RANDOLPH	\$153,562.20	\$427.00	\$11,824.00	\$3,671.00	\$169,484
SAINT FRANCIS	\$224,363.40	\$11,357.50	\$32,220.00	\$10,506.00	\$278,447
SALINE	\$1,269,598.12	\$9,589.50	\$196,630.00	\$85,858.00	\$1,561,676
SCOTT	\$117,626.67	\$560.00	\$12,726.00	\$4,272.00	\$135,185
SEARCY	\$90,978.30	\$3,499.00	\$10,010.00	\$4,148.00	\$108,635
SEBASTIAN	\$791,068.47	\$13,239.00	\$198,261.00	\$58,233.00	\$1,060,801
SEVIER	\$156,528.36	\$2,595.50	\$9,687.00	\$3,837.00	\$172,648
SHARP	\$188,835.58	\$920.50	\$21,211.00	\$7,707.00	\$218,674
STONE	\$100,317.55	\$1,566.00	\$14,311.00	\$5,311.00	\$121,506
UNION	\$464,608.43	\$41,118.50	\$45,889.00	\$16,099.00	\$567,715
VAN BUREN	\$201,049.83	\$1,254.00	\$29,934.00	\$12,432.00	\$244,670
WASHINGTON	\$1,312,861.40	\$18,716.50	\$236,702.00	\$72,444.00	\$1,640,724
WHITE	\$1,120,707.05	\$5,513.00	\$104,608.00	\$45,001.00	\$1,275,829
WOODRUFF	\$163,290.13	\$2,826.00	\$15,075.00	\$6,639.00	\$187,830
YELL	\$142,668.25	\$1,696.50	\$22,948.00	\$9,005.00	\$176,318
TOTALS	*Settle	*Cash 3	*Powerball	*Mega Millions	*GRAND TOTAL
	\$32,622,109	\$704,920	\$4,191,058	\$1,645,489	\$39,163,576

*Estimates

**Arkansas Lottery Commission
Total Number of Active Retailers
May 2010**

As of May 31, 2010, there were 1,909 active retailers.

Arkansas Lottery Commission
Statement of Revenue, Expenses, and Changes in Net Assets
For the Eleven Months Ending May 31, 2010

	Current Month	%	Year to Date	%
Revenues				
Instant Games	\$ 33,234,855.00	83.23	\$ 305,552,714.31	87.60
OnLine Games	6,604,794.50	16.54	42,491,925.50	12.18
A/R write-offs	0.00	0.00	0.00	0.00
Retailer Service Reimbursement	92,735.00	0.23	773,911.33	0.22
Other Revenue	<u>701.00</u>	0.00	<u>5,108.69</u>	0.00
Total Revenues	<u>39,933,085.50</u>	100.00	<u>348,823,659.83</u>	100.00
Direct Costs				
Instant Game Prizes	20,864,172.47	52.25	206,441,951.99	59.18
On-Line Game Prizes	3,330,775.34	8.34	20,950,755.76	6.01
Unclaimed Prizes	(137,252.00)	(0.34)	(137,252.00)	(0.04)
Retailer Commissions	2,221,942.50	5.56	19,571,908.81	5.61
Instant Game Ticket Costs	561,669.06	1.41	5,164,483.44	1.48
Instant Game Validation Costs	38,777.58	0.10	459,168.33	0.13
Instant Game Services & Fees	96,976.41	0.24	1,022,548.89	0.29
OnLine Vendor Costs	974,520.67	2.44	8,537,552.34	2.45
OnLine Gaming Services	0.00	0.00	194,822.12	0.06
OnLine Gaming Audit Services	<u>13,800.00</u>	0.03	<u>46,200.00</u>	0.01
Total Direct Costs	<u>27,965,382.03</u>	70.03	<u>262,252,139.68</u>	75.18
Gross Profit	<u>11,967,703.47</u>	29.97	<u>86,571,520.15</u>	24.82
Operating Expenses				
Marketing, Advertising & Promo	142,764.32	0.36	3,304,970.51	0.95
Retailer Background Checks	825.00	0.00	53,721.50	0.02
Staff Compensation & Benefits	506,145.91	1.27	5,024,796.44	1.44
Legal and Professional Fees	91,672.00	0.23	115,875.02	0.03
Office Lease and Improvements	40,952.19	0.10	294,750.00	0.08
Depreciation & Equipment Costs	29,028.01	0.07	401,135.49	0.11
Office Administrative Expenses	36,049.73	0.09	684,533.80	0.20
MSR/Staff Travel & Mileage	21,196.56	0.05	219,421.35	0.06
Commission & Executive Travel	518.05	0.00	12,381.99	0.00
Dues/Memberships	285.00	0.00	45,111.90	0.01
Training/Education	2,000.00	0.01	10,336.81	0.00
Property & Liability Insurance	100.00	0.00	57,177.00	0.02
Prior Year Expenses	0.00	0.00	16,468.62	0.00
Winner travel reimbursements	0.00	0.00	12,491.10	0.00
Other Administrative Costs	<u>1,110.00</u>	0.00	<u>1,097.33</u>	0.00
Total Operating Expenses	<u>872,646.77</u>	2.19	<u>10,254,268.86</u>	2.94
Change in Net Assets from Operations	11,095,056.70	27.78	76,317,251.29	21.88
Non-Operating Income (Expense)				
Interest Income	34,393.45	0.09	144,575.99	0.04
NET PROCEEDS DUE TO EDUCATION	(11,129,450.15)	(27.87)	(76,261,827.28)	(21.86)
Gambling Education Funding	<u>0.00</u>	0.00	<u>(200,000.00)</u>	(0.06)
Change in Net Assets	<u>\$ 0.00</u>	0.00	<u>\$ 0.00</u>	0.00

*** The amount due to the Educational Trust Fund (ETF) is computed using accrual basis accounting, which includes Instant Game Revenues not currently due from retailers. The amount actually funded to the ETF is computed on cash basis Revenues due from retailers on Instant Game Settlements. This amount computes to \$76,707,683.23 thru May 2010.

UNAUDITED - Restricted for Internal Use

Arkansas Scholarship Commission
 Net Proceeds Transfer to Ed Trust Computation
 For the Eleven Months Ending May 31, 2010

	Year to Date
Revenues	
Instant Games-SETTLES	\$ 294,825,020.00
OnLine Games	42,491,925.50
A/R write-offs	0.00
Retailer service reimbursement	773,911.33
Other Revenue	<u>5,108.69</u>
Total Revenues	<u>338,095,965.52</u>
Direct Costs	
Instant Game Prizes-SETTLES	193,936,329.59
On-Line Game Prizes	20,950,755.76
Unclaimed Prizes	(137,252.00)
Retailer Commissions	19,571,908.81
Instant Game Ticket Costs	5,164,483.44
Instant Game Validation Costs	459,168.33
Instant Game Services	1,022,548.89
OnLine Vendor costs	8,537,552.34
OnLine Gaming Services	194,822.12
OnLine Gaming Audit Services	<u>46,200.00</u>
Total Direct Costs	<u>249,746,517.28</u>
Gross Profit	<u>88,349,448.24</u>
Operating Expenses	
Marketing, Advertising & Promo	3,304,970.51
Retailer background checks	53,721.50
Staff Compensation & Benefits	5,024,796.44
Legal and Professional Fees	115,875.02
Office Lease and Improvements	294,750.00
Depreciation and Equipment Cos	401,135.49
Office Administrative Expenses	684,533.80
MSR/Staff Travel & Mileage	219,421.35
Commission & Executive Travel	12,381.99
Dues/Memberships	45,111.90
Training/Education	10,336.81
Property & Liability Insurance	57,177.00
Prior Year expenses	16,468.62
Winner travel reimbursements	12,491.10
Other Administrative Costs	<u>1,097.33</u>
Total Operating Expenses	<u>10,254,268.86</u>
Change in Net Assets from Operations	78,095,179.38
Non-Operating Income (Expense)	
Interest Income	144,575.99
EDUCATION TRUST FUNDING-Prior Months-YTD	(67,641,763.06)
Gambling Education Funding	(200,000.00)
Less Capital Assets	(864,092.37) see 23-115-103(17) and (19)(E)
Less MUSL Reserves	(330,727.77) see 23-115-103(17) and (19)(A)&(B)
Less Unclaimed Prizes-May	<u>(137,252.00) see 23-115-403(g)et seq. of original Lottery Act</u>
NET PROCEEDS DUE TO EDUCATION-Current Month \$	<u>9,065,920.17</u>

Arkansas Lottery Commission
Statement of Net Assets
May 31, 2010

ASSETS

Current Assets:

Cash and Equivalents	\$ 10,699,074.65	
Educational Trust Fund	67,641,763.06	
Retailer Accts Receivable	<u>13,789,690.42</u>	
 Total Current Assets		 92,130,528.13

Noncurrent Assets:

Capital Assets:		
Furniture, Fixtures, & Equip	354,036.31	
Data Processing Equipment	74,706.25	
Vehicles	74,120.57	
Leasehold Improvements	469,224.30	
Accumulated Depreciation	<u>(107,995.06)</u>	
 Total Capital Assets		 864,092.37
Other Assets		
MUSL Reserves	330,727.77	
Retailer Fidelity Fund	<u>18,152.99</u>	
 Total Other Assets		 <u>348,880.76</u>
 Total Assets		 <u>\$ 93,343,501.26</u>

LIABILITIES AND NET ASSETS

Current Liabilities:

Prizes Payable	\$ 14,520,265.13	
Due to Ed. Trust-Net Proceeds	76,261,827.28	
Vendor Accounts Payable	920,011.25	
Accrued Liabilities	1,234,053.11	
Deferred On-Line Revenue	<u>389,191.50</u>	
 Total Current Liabilities		 93,325,348.27

NET ASSETS:

Invested in Capital Assets	864,092.37	
<u>Restricted for:</u>		
Retailer Fidelity Reserve Fund	18,152.99	
<u>Unrestricted Net Assets:</u>		
Unrestricted Net Proceeds	<u>(864,092.37)</u>	
 Total Net Assets		 <u>18,152.99</u>
 Total Liabilities & Net Assets		 <u>\$ 93,343,501.26</u>

*** The amount due to the Educational Trust Fund (ETF) is computed using accrual basis accounting, which includes Instant Game Revenues not currently due from retailers. The amount actually funded to the ETF is computed on cash basis Revenues due from retailers on Instant Game Settlements. This amount computes to \$76,707,683.23 thru May 2010.

ARKANSAS LOTTERY COMMISSION MINORITY- AND FEMALE-OWNED DIVERSITY COMPLIANCE REPORT
May 1 through May 31, 2010

Vendors	Goods or Services	Diversity Classification	Year To Date	May 2010
Trivia Marketing	Advertising/Public Relations	Female-Owned	\$2,135.64	\$365.52
Goddess Products	Office Furniture/Supplies	Minority-Owned	\$307,216.55	12,959.40
Creative Graphics, Inc.	Graphic Design	Minority-Owned	\$559.52	
Gathright Van and Storage	Moving/Hauling	Minority-Owned	\$7,516.25	
Sign Express, Inc. dba Archway Graphics	Signs	Female-Owned	\$10,414.83	
LAF Productions, Inc.	Advertising/Public Relations	Minority-Owned	\$12,277.07	
SHI International Corporation	Computer Software	Female-Owned	\$135,627.73	\$141.90
S & B Services	Janitorial Services	Minority-Owned	\$300.00	
Mickey's Special Affairs	Special Events	Minority-Owned	\$253.89	
Crenshaw Signs	Marketing/Promotional Items	Minority-Owned	\$4,955.82	
iHOLA! Arkansas	Media/Publishing	Minority-Owned	\$1,240.00	
MR. B'S 2 Mobile Hand Wash & Wax	Car Detail and Inspection	Minority-Owned	\$725.00	\$215.00
Advantage Communications, Inc.	Advertising/Public Relations	Minority-Owned	\$2,422.15	
De'Lisa Balentine	Janitorial Services	Female-Owned	\$300.00	
Party Prints	Promotional Items	Minority-Owned	\$10,113.12	
Stand! News	Advertising/Public Relations	Minority-Owned	\$343.00	
Premier Staffing	Staffing Services	Female-Owned	\$2,532.74	
AJP Farm, LLC	Assembly/Delivery	Minority-Owned	\$16,312.59	
Inclusion Magazine	Advertising/Public Relations	Minority-Owned	\$8,250.00	
RB Professional Cleaning Service	Janitorial Services	Female-Owned	\$2,106.00	\$388.80
LA Design	Promotional Items	Female-Owned	\$3,943.31	
Best Banner and Sign	Promotional Items	Female-Owned	\$2,173.05	
Totals			\$531,718.26	\$14,070.62

INTRALOT MINORITY- AND FEMALE-OWNED DIVERSITY COMPLIANCE REPORT
May 1 through May 31, 2010

Vendors	Goods or Services	Diversity Classification	Year To Date	May 2010
Goddess Products	Office Furniture/Supplies	Minority-Owned	\$74,426.58	
Finders Keepers	Technical Support	Female-Owned	\$220,266.56	
J Kelly Referrals and Information Services, Inc.	Call Center/Information Services	Minority-Owned	\$235,248.20	
Turna Group	Terminal Installation	Minority-Owned	\$24,795.00	
Landers McLarty Ford & Jeep*	Automobiles	Minority-Owned	\$361,021.12	
Totals			\$915,757.46	

*The Arkansas dealership is listed with the National Associations of Minority Automobile Dealers on their website at <http://namad.dealersales.com>. The dealership is 51% minority-owned.

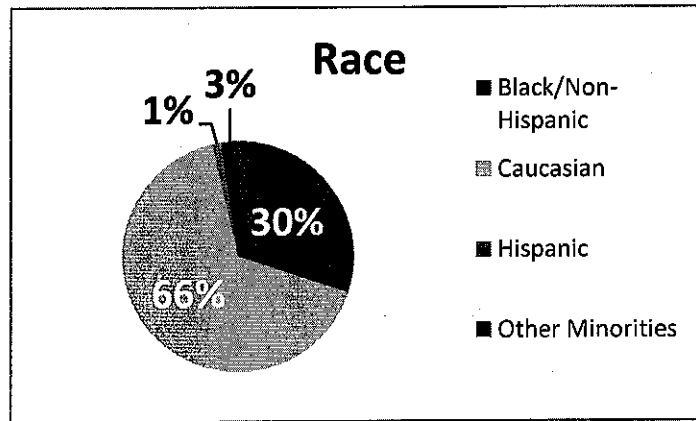
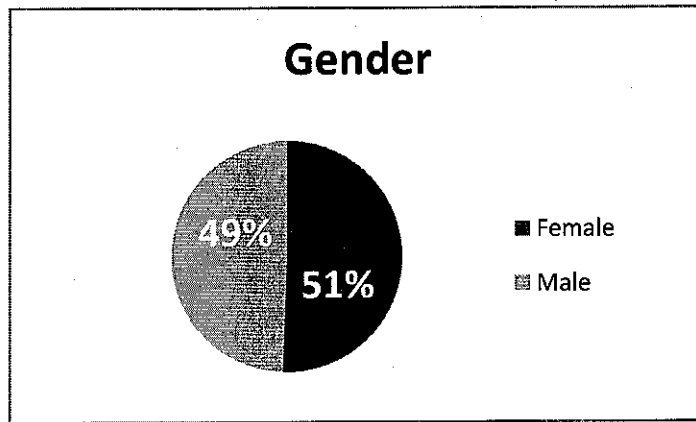
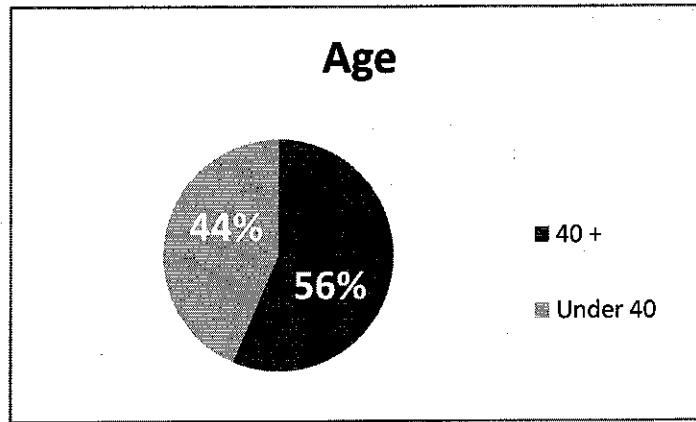
SCIENTIFIC GAMES MINORITY- AND FEMALE-OWNED DIVERSITY COMPLIANCE REPORT
May 1 through May 31, 2010

Vendors	Goods or Services	Diversity Classification	Year To Date	May 2010
Central Copiers	Copier Services	Female-Owned	\$3,586.70	
Endless Power	Power Supply Services	Minority-Owned	\$12,909.00	
Indoff Incorporated	Office Supplies	Minority-Owned	\$3,674.55	
Mr. Clean	Janitorial Services	Minority-Owned	\$1,143.31	\$298.30
Premier Staffing	Staffing Services	Female-Owned	\$43,846.11	\$2,112.26
M&N Pest and Sanitation	Janitorial Services	Minority-Owned	\$9,291.50	
Expedited Transportation Service	Transportation Services	Female-Owned	\$14,639.95	\$1,764.00
Totals			\$89,091.12	\$4,174.56

REPORTS FROM OTHER MAJOR VENDORS:

Intralot did not have any minority or female business participation for the month of May at the time this report was submitted. Bank of the Ozarks does not have any minority or female business to report. Data from The Communications Group was not available at the time this report was submitted.

Arkansas Lottery Commission Demographics – June 2010



Total Number of Employees as of June 1, 2010: 85

Gender:
Females – 43
Males – 42

Race:
Black/Non-Hispanic - 25
Caucasian - 57
Hispanic – 1
Other – 2

Age:
Under 40 – 37
40+ – 48