

WYOMING LOTTERY CORPORATION

Board Meeting

November 2, 2015



AGENDA

- Q4 Financials
- FY15 Financial End
- Final Audit
- Q1 Financials
 - Motions
- Marketing Update
 - Sales Comparison
 - Year-over-year
 - Powerball Rules
 - Mega Millions Rules
 - Motion



Financial Reports



Wyoming Lottery Corp
Profit & Loss Budget vs. Actual
April through June 2015

	FY 15 QTR 4			
	TOTAL			
	Apr - Jun 15	Budget	+Favorable	% of Budget
Ordinary Income/Expense				
Total 40000 - Income / Revenues	6,047,887.00	7,245,504.00	-1,197,617.00	83.47%
Total 48000 - Other Revenue	43,787.00	0.00	43,787.00	100.0%
Total Income	6,091,674.00	7,245,504.00	-1,153,830.00	84.08%
Cost of Goods Sold				
Total 50000 - A Direct Gaming Costs	3,783,311.17	3,957,743.00	-174,431.83	95.59%
Total 51000 - B Gaming Expenses	1,081,576.66	1,296,220.00	-214,643.34	83.44%
Total COGS	4,864,887.83	5,253,963.00	-389,075.17	92.6%
Gross Profit	1,226,786.17	1,991,541.00	-764,754.83	61.6%
	Apr - Jun 15	Budget	-Favorable	% of Budget
Expense				
Total 60000 - Business Expenses	19,951.07	51,323.00	-31,371.93	38.67%
Total 61000 - Contract Services	84,191.94	967,049.00	-882,857.06	8.71%
Total 62000 - Facilities and Equipment	109,242.48	20,028.00	89,214.48	545.45%
Total 63000 - Operations	25,384.81	28,700.00	-3,315.19	88.45%
Total 64000 - Personnel Salaries & Benefits	223,405.21	251,887.00	-28,481.79	88.69%
67000 - Pension Expense	171,627.00			
Total Expense	633,802.51	1,318,987.00	-685,184.49	48.05%
Net Ordinary Income	592,983.66	672,554.00	-79,570.34	88.17%
Other Income/Expense				
70000 - Interest Income	8.89	0.00	8.89	100.0%
81000 - Interest Expense	9,705.72	8,400.00	1,305.72	115.54%
Total Other Expense	9,705.72	8,400.00	1,305.72	115.54%
Net Other Income	-9,696.83	-8,400.00	-1,296.83	115.44%
	Apr - Jun 15	Budget	+Favorable	% of Budget
Net Income	583,286.83	664,154.00	-80,867.17	87.82%

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Accrual Basis

Wyoming Lottery Corp
Profit & Loss
April through June 2015

	<u>Apr - Jun 15</u>
Ordinary Income/Expense	
Income	
40000 · Income / Revenues	
41000 · Mega Millions Sales (net)	1,120,029.00
42000 · Power Ball Sales (net)	1,899,813.00
43000 · Cowboy Draw Sales (net)	
43050 · Cowboy Draw Discount	-164,065.00
43000 · Cowboy Draw Sales (net) - Other	<u>3,192,110.00</u>
Total 43000 · Cowboy Draw Sales (net)	<u>3,028,045.00</u>
Total 40000 · Income / Revenues	6,047,887.00
48000 · Other Revenues	
48700 · CD Jackpot Indemnification	43,487.00
48500 · Application Fees (Fidelity-Res)	300.00
Total 48000 · Other Revenues	<u>43,787.00</u>
Total Income	6,091,674.00
Cost of Goods Sold	
50000 · A Direct Gaming Costs	
50100 · Prize Expense - Low Tier/ Hi	1,327,967.26
50200 · Prize Expense - MUSL	1,072,556.71
50300 · Prize Expense CD Jackpot	<u>1,444,627.00</u>
Total 50000 · A Direct Gaming Costs	3,845,150.97
51000 · B Gaming Expenses	
51100 · Gaming Retail Commissions	357,024.96
51200 · Gaming Retail Validation Bonus	9,172.43
51300 · Vendor Expense - (Intralot)	<u>715,379.29</u>
Total 51000 · B Gaming Expenses	<u>1,081,576.68</u>
Total COGS	<u>4,926,727.65</u>
Gross Profit	1,164,946.35
Expense	
60000 · Business Expenses	
60200 · Board Expenses	
60205 · Board Compensaton	6,450.00
60210 · Board Meetings	2,816.78
60220 · Board Travel	<u>7,225.56</u>
Total 60200 · Board Expenses	<u>16,492.34</u>
60230 · Employee Recruitment & Relocate	1,350.98
60240 · Insurance	2,984.26
60260 · Membership Dues	<u>243.00</u>
Total 60000 · Business Expenses	21,070.58
61000 · Contract Services	
61100 · Accounting / Audit Fees	1,060.00
61200 · Legal Fees	30,809.30
61300 · Marketing - Contract	636,383.71
61500 · Outside Contract Services (IT)	-386,340.45
61600 · Payroll Services	953.40
61700 · Retail Investigation	<u>2,917.38</u>
Total 61000 · Contract Services	<u>285,783.34</u>

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Accrual Basis

Wyoming Lottery Corp
Profit & Loss
April through June 2015

	<u>Apr - Jun 15</u>
62000 · Facilities and Equipment	
62100 · Fleet Expenses	3,674.50
62200 · Depr and Amort - Allowable	115,693.55
62500 · IT Equipment	1,299.09
62000 · Facilities and Equipment - Other	<u>1,233.00</u>
Total 62000 · Facilities and Equipment	121,900.14
63000 · Operations	
63100 · Communications	4,663.26
63200 · Office Costs	3,505.08
63400 · Other Types of Expenses	5.00
63500 · Rent & Janitorial	<u>15,900.00</u>
Total 63000 · Operations	24,073.34
64000 · Personnel Salaries & Benefits	
64100 · Employee Benefits	29,168.44
64200 · Employee Compensation	171,674.46
64400 · Employee Vacation Expense	-8,916.98
64500 · Employer Payroll Taxes	15,492.14
66000 · Travel	
66200 · Employee Travel	<u>6,169.39</u>
Total 66000 · Travel	<u>6,169.39</u>
Total 64000 · Personnel Salaries & Benefits	<u>213,587.45</u>
Total Expense	<u>666,414.85</u>
Net Ordinary Income	498,531.50
Other Income/Expense	
Other Income	
70000 · Interest Income	<u>8.89</u>
Total Other Income	8.89
Other Expense	
81000 · Interest Expense	<u>9,705.72</u>
Total Other Expense	<u>9,705.72</u>
Net Other Income	<u>-9,696.83</u>
Net Income	<u>488,834.67</u>

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Accrual Basis

Wyoming Lottery Corp
Balance Sheet
As of June 30, 2015

	<u>Jun 30, 15</u>
ASSETS	
Current Assets	
Checking/Savings	
10000 · Jonah Bank - Checking	299,423.45
10025 · Prize Fund Account	
10070 · Cowboy D. Secondary Prize Fund	142,903.56
10025 · Prize Fund Account - Other	40,950.08
Total 10025 · Prize Fund Account	<u>183,853.64</u>
10050 · Prize Account Petty Cash-(Till)	1,428.00
10075 · Restricted Fidelity Fund cash	44,732.49
Total Checking/Savings	<u>529,437.58</u>
Other Current Assets	
12000 · Other Current Asset	
12100 · Deposits - Building	5,000.00
12400 · Pre Paid Insurance	1,426.00
12655 · Prepaid Gaming Expense	133,610.57
12800 · Retail Accounts Receivable	128,687.50
Total 12000 · Other Current Asset	<u>268,724.07</u>
Total Other Current Assets	<u>268,724.07</u>
Total Current Assets	798,161.65
Fixed Assets	
13000 · Fixed Assets	
13025 · Lease Hold Improvement	
13050 · AD- Lease Hold Improvements	-5,486.24
13025 · Lease Hold Improvement - Other	20,785.00
Total 13025 · Lease Hold Improvement	<u>15,298.76</u>
13100 · Office Equipment	
13150 · AD- Office Equipment	-131,069.96
13100 · Office Equipment - Other	580,552.95
Total 13100 · Office Equipment	<u>449,482.99</u>
13200 · Vehicles	
13250 · AD- Vehicles	-12,034.85
13200 · Vehicles - Other	62,898.76
Total 13200 · Vehicles	<u>50,863.91</u>
Total 13000 · Fixed Assets	<u>515,645.66</u>
Total Fixed Assets	515,645.66

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Accrual Basis

Wyoming Lottery Corp
Balance Sheet
As of June 30, 2015

	<u>Jun 30, 15</u>
Other Assets	
14000 · Other Assets	
14100 · Amortizable Intangible Assets	
14200 · Intangible Assets	31,661.00
14500 · Accumulated Amortization	-18,731.99
Total 14100 · Amortizable Intangible Assets	<u>12,929.01</u>
14700 · WyoLotto Trademark	42,575.50
Total 14000 · Other Assets	<u>55,504.51</u>
Total Other Assets	<u>55,504.51</u>
TOTAL ASSETS	<u>1,369,311.82</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
20000 · Accounts Payable	483,983.79
Total Accounts Payable	<u>483,983.79</u>
Other Current Liabilities	
22000 · Jonah Loan Account	1,426,325.17
23000 · Other Current Liability	
23100 · Unearned Revenue (net)	306,383.00
23700 · Prize Pool Liability	
23750 · Cowboy Draw Jackpot Liability	315,589.00
23700 · Prize Pool Liability - Other	628,499.45
Total 23700 · Prize Pool Liability	<u>944,088.45</u>
23800 · Federal Gambling Withholding	90,000.00
Total 23000 · Other Current Liability	<u>1,340,471.45</u>
24000 · Payroll Liabilities	
23500 · Accrued Vacation	26,839.36
23300 · Accrued WC & UI Taxes	2,998.67
Total 24000 · Payroll Liabilities	<u>29,838.03</u>
Total Other Current Liabilities	<u>2,796,634.65</u>
Total Current Liabilities	<u>3,280,618.44</u>
Total Liabilities	3,280,618.44

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Accrual Basis

Wyoming Lottery Corp
Balance Sheet
As of June 30, 2015

	<u>Jun 30, 15</u>
Equity	
32000 · Retained Earnings	-1,299,160.10
Net Income	-612,146.52
Total Equity	<u>-1,911,306.62</u>
TOTAL LIABILITIES & EQUITY	<u>1,369,311.82</u>

Motion



Wyoming Lottery Corp
Profit & Loss Budget vs. Actual
July 2014 through June 2015

	FY 15			
	TOTAL			
	Jul '14 - Jun 15	Budget	+ Favorable	% of Budget
Ordinary Income/Expense				
Total 40000 - Income / Revenue	17,531,435.00	18,548,258.00	-1,016,823.00	94.52%
Total 48000 - Other Revenue	87,487.00			
Total Income	17,618,922.00	18,548,258.00	-929,336.00	94.99%
Cost of Goods Sold				
Total 50000 - A Direct Gaming Costs	9,746,432.98	9,525,738.00	220,694.98	102.32%
Total 51000 - B Gaming Expenses	3,206,703.19	3,318,262.00	-111,578.81	96.64%
Total COGS	12,953,136.17	12,844,020.00	109,116.17	100.85%
Gross Profit	4,665,785.83	5,704,238.00	-1,038,452.17	81.8%
	Jul '14 - Jun 15	Budget	- Favorable	% of Budget
Expense				
Total 60000 - Business Expenses	95,349.95	127,617.00	-32,267.05	74.72%
Total 61000 - Contract Services	3,640,811.11	4,369,000.00	-728,188.89	83.33%
Total 62000 - Facilities and Equipment	156,027.78	59,339.00	96,688.78	262.94%
Total 63000 - Operations	106,745.30	107,700.00	-954.70	99.11%
Total 64000 - Personnel Salaries & Benefits	974,181.88	1,014,380.00	-40,198.12	96.04%
67000 - Pension Expense	171,627.00			
Total Expense	5,144,743.02	5,678,036.00	-533,292.98	90.61%
Net Ordinary Income	-478,957.19	26,202.00	-505,159.19	-1,827.94%
Other Income/Expense				
70000 - Interest Income	32.49			
81000 - Interest Expense	38,769.66	36,404.00	2,365.66	106.5%
Total Other Expense	38,769.66	36,404.00	2,365.66	106.5%
Net Other Income	-38,737.17	-36,404.00	-2,333.17	106.41%
	Jul '14 - Jun 15	Budget	+ Favorable	% of Budget
Net Income	-517,694.36	-10,202.00	-507,492.36	5,074.44%

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Accrual Basis

Wyoming Lottery Corp
Profit & Loss
July 2014 through June 2015

	<u>Jul '14 - Jun 15</u>
Ordinary Income/Expense	
Income	
40000 · Income / Revenues	
41000 · Mega Millions Sales (net)	4,939,751.00
42000 · Power Ball Sales (net)	9,059,334.00
43000 · Cowboy Draw Sales (net)	
43050 · Cowboy Draw Discount	-164,065.00
43000 · Cowboy Draw Sales (net) - Other	3,696,415.00
Total 43000 · Cowboy Draw Sales (net)	<u>3,532,350.00</u>
Total 40000 · Income / Revenues	17,531,435.00
48000 · Other Revenues	
48700 · CD Jackpot Indemnification(net)	43,487.00
48500 · Application Fees (Fidelity-Res)	44,000.00
Total 48000 · Other Revenues	<u>87,487.00</u>
Total Income	17,618,922.00
Cost of Goods Sold	
50000 · A Direct Gaming Costs	
50100 · Prize Expense - Low Tier/ Hi	2,907,171.87
50200 · Prize Expense - MUSL	4,972,762.11
50300 · Prize Expense CD Jackpot	1,866,499.00
Total 50000 · A Direct Gaming Costs	<u>9,746,432.98</u>
51000 · B Gaming Expenses	
51100 · Gaming Retail Commissions	1,050,328.12
51200 · Gaming Retail Validation Bonus	19,812.07
51300 · Vendor Expense - (Intralot)	2,136,563.00
Total 51000 · B Gaming Expenses	<u>3,206,703.19</u>
Total COGS	<u>12,953,136.17</u>
Gross Profit	4,665,785.83
Expense	
60000 · Business Expenses	
60200 · Board Expenses	
60205 · Board Compensaton	23,025.00
60210 · Board Meetings	2,907.19
60220 · Board Travel	19,078.08
Total 60200 · Board Expenses	45,010.27
60230 · Employee Recruitment & Relocate	1,394.98
60240 · Insurance	8,378.49
60260 · Membership Dues	40,566.21
Total 60000 · Business Expenses	<u>95,349.95</u>
61000 · Contract Services	
61100 · Accounting / Audit Fees	23,505.82
61200 · Legal Fees	86,612.85
61300 · Marketing	3,293,610.60
61500 · Outside Contract Services (IT)	140,154.51
61600 · Payroll Services	3,129.05
61700 · Retail Investigation	93,798.28
Total 61000 · Contract Services	<u>3,640,811.11</u>
62000 · Facilities and Equipment	

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Accrual Basis

Wyoming Lottery Corp
Profit & Loss
July 2014 through June 2015

	<u>Jul '14 - Jun 15</u>
62100 · Fleet Expenses	7,567.68
62200 · Depr and Amort - Allowable	141,016.75
62300 · Equip Rental and Maintenance	141.93
62500 · IT Equipment	1,299.09
62000 · Facilities and Equipment - Other	6,002.33
Total 62000 · Facilities and Equipment	<u>156,027.78</u>
63000 · Operations	
63100 · Communications	18,265.38
63200 · Office Costs	25,597.33
63400 · Other Types of Expenses	482.59
63500 · Rent & Janitorial	62,400.00
Total 63000 · Operations	<u>106,745.30</u>
64000 · Personnel Salaries & Benefits	
64100 · Employee Benefits	99,209.58
64200 · Employee Compensation	748,768.36
64300 · Employee Parking	2,400.00
64400 · Employee Vacation Expense	12,480.36
64500 · Employer Payroll Taxes	61,496.11
65000 · Ep Withheld Federal Income Tax	9,774.00
65100 · Ep Withheld Social Security Tax	1,591.22
66000 · Travel	
66100 · Employee Conference & Training	7,328.71
66200 · Employee Travel	31,133.54
Total 66000 · Travel	<u>38,462.25</u>
Total 64000 · Personnel Salaries & Benefits	974,181.88
67000 · Pension Expense	171,627.00
Total Expense	<u>5,144,743.02</u>
Net Ordinary Income	-478,957.19
Other Income/Expense	
Other Income	
70000 · Interest Income	32.49
Total Other Income	<u>32.49</u>
Other Expense	
81000 · Interest Expense	38,769.66
Total Other Expense	<u>38,769.66</u>
Net Other Income	<u>-38,737.17</u>
Net Income	<u>-517,694.36</u>

Motion



FINAL AUDIT

- **Audit opinion: (summarized) Financial statements present fairly, in all material respects, in accordance with accounting principles generally accepted in the United States of America.**
- **New this year: GASB Statement #68 is the new standard implemented this year by all agencies participating with the Wyoming Retirement System. This represents the agencies portion of the state retirement liability.**
- **Revenues of 17.5 million**
- **Unclaimed prizes to DOH 166,000**
- **Investment in capital assets of \$757,000**
- **We reduced the debt. In total, the LOC Available \$3,000,000.00, we borrowed \$2,625,020.00, at the end of FY 15 our line of credit balance was \$1,426,325.00. We have paid in total to date \$2,042,398.37. Leaving a current balance of \$582,621.63**
- **Change in net position in 2015 (\$517,692) of which approximately \$200,000 is attributable to the new GASB 68 requirement. The remainder is a result of revenues beginning in August and not at the beginning of FY15**



Motion



Wyoming Lottery Corp
Profit & Loss Budget vs. Actual
July through September 2015

	FY 16 QTR 1			
	TOTAL			
	Jul - Sep 15	Budget	+ Favorable	% of Budget
Ordinary Income/Expense				
Total 40000 - Income / Revenue	6,251,417.00	6,758,648.00	-507,231.00	92.5%
Total 48000 - Other Revenues	-108,331.00	-132,737.00	24,406.00	81.61%
Total Income	6,143,086.00	6,625,911.00	-482,825.00	92.71%
Cost of Goods Sold				
Total 50000 - A Direct Gaming Costs	3,291,204.91	3,953,430.00	-662,225.09	83.25%
Total 51000 - B Gaming Expenses	1,125,736.41	1,221,173.00	-95,436.59	92.19%
Total COGS	4,416,941.32	5,174,603.00	-757,661.68	85.36%
Gross Profit	1,726,144.68	1,451,308.00	274,836.68	118.94%
	Jul - Sep 15	Budget	- Favorable	% of Budget
Expense				
Total 60000 - Business Expenses	55,141.76	52,750.00	2,391.76	104.53%
Total 61000 - Contract Services	742,430.68	464,780.00	277,650.68	159.74%
Total 62000 - Facilities and Equipment	57,181.99	3,855.00	53,326.99	1,483.32%
Total 63000 - Operations	31,042.01	33,355.00	-2,312.99	93.07%
Total 64000 - Personnel Salaries & Benefits	239,451.37	305,111.00	-65,659.63	78.48%
Total Expense	1,125,247.81	859,851.00	265,396.81	130.87%
Net Ordinary Income	600,896.87	591,457.00	9,439.87	101.6%
Other Income/Expense				
70000 - Interest Income	11.68	0.00	11.68	100.0%
81000 - Interest Expense	5,017.25	5,518.00	-500.75	90.93%
Total Other Expense	5,017.25	5,518.00	-500.75	90.93%
Net Other Income	-5,005.57	-5,518.00	512.43	90.71%
	Jul - Sep 15	Budget	+ Favorable	% of Budget
Net Income	595,891.30	585,939.00	9,952.30	101.7%

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Accrual Basis

Wyoming Lottery Corp
Profit & Loss
July through September 2015

Jul - Sep 15

Ordinary Income/Expense	
Income	
40000 · Income / Revenues	
41000 · Mega Millions Sales (net)	
41050 · Mega Millions Discount	-27,391.00
41000 · Mega Millions Sales (net) - Other	1,015,999.00
Total 41000 · Mega Millions Sales (net)	<u>988,608.00</u>
42000 · Power Ball Sales (net)	
42050 · Powerball Discount	-39,424.00
42000 · Power Ball Sales (net) - Other	2,143,838.00
Total 42000 · Power Ball Sales (net)	<u>2,104,414.00</u>
43000 · Cowboy Draw Sales (net)	3,158,395.00
Total 40000 · Income / Revenues	<u>6,251,417.00</u>
48000 · Other Revenues	
48700 · CD Jackpot Indemnification(net)	-108,831.00
48500 · Application Fees (Fidelity-Res)	500.00
Total 48000 · Other Revenues	<u>-108,331.00</u>
Total Income	6,143,086.00
Cost of Goods Sold	
50000 · A Direct Gaming Costs	
50100 · Prize Expense - Low Tier/ Hi	1,059,140.44
50200 · Prize Expense - MUSL	1,190,797.47
50300 · Prize Expense CD Jackpot	1,041,267.00
Total 50000 · A Direct Gaming Costs	<u>3,291,204.91</u>
51000 · B Gaming Expenses	
51100 · Gaming Retail Commissions	373,706.16
51200 · Gaming Retail Validation Bonus	8,735.94
51300 · Vendor Expense - (Intralot)	743,294.31
Total 51000 · B Gaming Expenses	<u>1,125,736.41</u>
Total COGS	4,416,941.32
Gross Profit	1,726,144.68
Expense	
60000 · Business Expenses	
60200 · Board Expenses	
60205 · Board Compensaton	3,900.00
60210 · Board Meetings	794.54
60220 · Board Travel	5,972.60
Total 60200 · Board Expenses	<u>10,667.14</u>
60240 · Insurance	3,715.51
60260 · Membership Dues	40,759.11
Total 60000 · Business Expenses	<u>55,141.76</u>

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10/29/15
Accrual Basis

Wyoming Lottery Corp
Profit & Loss
July through September 2015

Jul - Sep 15

61000 · Contract Services	
61100 · Accounting / Audit Fees	227.00
61200 · Legal Fees	18,190.00
61300 · Marketing	704,176.40
61500 · Outside Contract Services (IT)	16,134.73
61600 · Payroll Services	624.65
61700 · Retail Investigation	3,077.90
Total 61000 · Contract Services	<u>742,430.68</u>
62000 · Facilities and Equipment	
62100 · Fleet Expenses	363.94
62200 · Depr and Amort - Allowable	54,753.21
62300 · Equip Rental and Maintenance	14.84
62000 · Facilities and Equipment - Other	2,050.00
Total 62000 · Facilities and Equipment	<u>57,181.99</u>
63000 · Operations	
63350 · Outside Services	2,106.84
63100 · Communications	3,408.27
63200 · Office Costs	3,863.90
63400 · Other Types of Expenses	
63410 · Petty Cash Over/Short	3.00
63400 · Other Types of Expenses - Other	60.00
Total 63400 · Other Types of Expenses	<u>63.00</u>
63500 · Rent & Janitorial	21,600.00
Total 63000 · Operations	<u>31,042.01</u>
64000 · Personnel Salaries & Benefits	
64100 · Employee Benefits	
64150 · 401(k) Benefit	4,772.38
64100 · Employee Benefits - Other	42,745.11
Total 64100 · Employee Benefits	<u>47,517.49</u>
64200 · Employee Compensation	164,038.17
64300 · Employee Parking	5,466.64
64400 · Employee Vacation Expense	-1,677.60
64500 · Employer Payroll Taxes	18,760.99
66000 · Travel	
66100 · Employee Conference & Training	5,489.52
66200 · Employee Travel	1,412.83
Total 66000 · Travel	<u>6,902.35</u>
Total 64000 · Personnel Salaries & Benefits	<u>241,008.04</u>
Total Expense	1,126,804.48
Net Ordinary Income	599,340.20

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10/29/15
Accrual Basis

Wyoming Lottery Corp
Profit & Loss
July through September 2015

Jul - Sep 15

Other Income/Expense	
Other Income	
70000 · Interest Income	11.68
Total Other Income	<u>11.68</u>
Other Expense	
81000 · Interest Expense	5,017.25
Total Other Expense	<u>5,017.25</u>
Net Other Income	-5,005.57
Net Income	594,334.63

11:47 AM
10/28/15
Accrual Basis

Wyoming Lottery Corp
Balance Sheet
As of September 30, 2015

Sep 30, 15

ASSETS

Current Assets

Checking/Savings

10000 · Jonah Bank - Checking	382,190.79
10025 · Prize Fund Account	
10070 · Cowboy D. Secondary Prize Fund	83,470.56
10025 · Prize Fund Account - Other	38,065.08
Total 10025 · Prize Fund Account	<u>121,535.64</u>

10050 · Prize Account Petty Cash-(Till)	905.00
10075 · Restricted Fidelity Fund cash	
10076 · Retailer Fund	45,244.17
Total 10075 · Restricted Fidelity Fund cash	<u>45,244.17</u>

Total Checking/Savings 549,875.60

Other Current Assets

12000 · Other Current Asset	
12100 · Deposits - Building	5,000.00
12400 · Pre Paid Insurance	7,572.00
12650 · Pre Paid Prize Expense - MUSL	40,332.20
12655 · Prepaid Gaming Expense	75,951.14
12800 · Retail Accounts Receivable	203,916.76
Total 12000 · Other Current Asset	<u>332,772.10</u>

Total Other Current Assets 332,772.10

Total Current Assets 882,647.70

Fixed Assets

13025 · Lease Hold Improvement - Other	20,785.00
13100 · Office Equipment - Other	87,653.25
13200 · Vehicles - Other	108,574.00

Total 13000 · Fixed Assets 217,012.25

Accum. Depreciation -56,228.31

Total Fixed Assets 160,783.94

Other Assets

14000 · Other Assets	
14100 · Amortizable Intangible Assets	
14200 · Intangible Assets	681,920.46
14500 · Accumulated Amortization	-153,173.65
Total 14100 · Amortizable Intangible Assets	<u>528,746.81</u>
14700 · WyoLotto Trademark	42,575.50
Total 14000 · Other Assets	<u>571,322.31</u>

15000 · Def. Outflow of Res.-Contr. 49,764.00

15100 · Def. Outflow of Res-Inv. Earn. 49,080.00

15200 · Def. Outflow of Res-CIPS 339,685.00

Total Other Assets 1,009,851.31

TOTAL ASSETS 2,053,282.95

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10/28/15
Accrual Basis

Wyoming Lottery Corp
Balance Sheet
As of September 30, 2015

Sep 30, 15

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable	
20000 · Accounts Payable	899,153.77
Total Accounts Payable	<u>899,153.77</u>

Other Current Liabilities

22000 · Jonah Loan Account	731,399.07
23000 · Other Current Liability	
23100 · Unearned Revenue (net)	202,426.00
23700 · Prize Pool Liability	
23750 · Cowboy Draw Jackpot Liability	355,900.00
23700 · Prize Pool Liability - Other	489,872.47
Total 23700 · Prize Pool Liability	<u>845,772.47</u>

Total 23000 · Other Current Liability 1,048,198.47

24000 · Payroll Liabilities

23500 · Accrued Vacation	25,161.76
23300 · Accrued WC & UI Taxes	4,148.04
Total 24000 · Payroll Liabilities	<u>29,309.80</u>

Total Other Current Liabilities 1,808,907.34

Total Current Liabilities 2,708,061.11

Long Term Liabilities

26000 · Net Pension Liability	598,600.00
Total Long Term Liabilities	<u>598,600.00</u>

Total Liabilities 3,306,661.11

Equity

32000 · Retained Earnings	-1,816,854.46
33000 · WRSNet Position Prior Per. Adj.	-32,415.00
Net Income	595,891.30
Total Equity	<u>-1,253,378.16</u>

TOTAL LIABILITIES & EQUITY 2,053,282.95

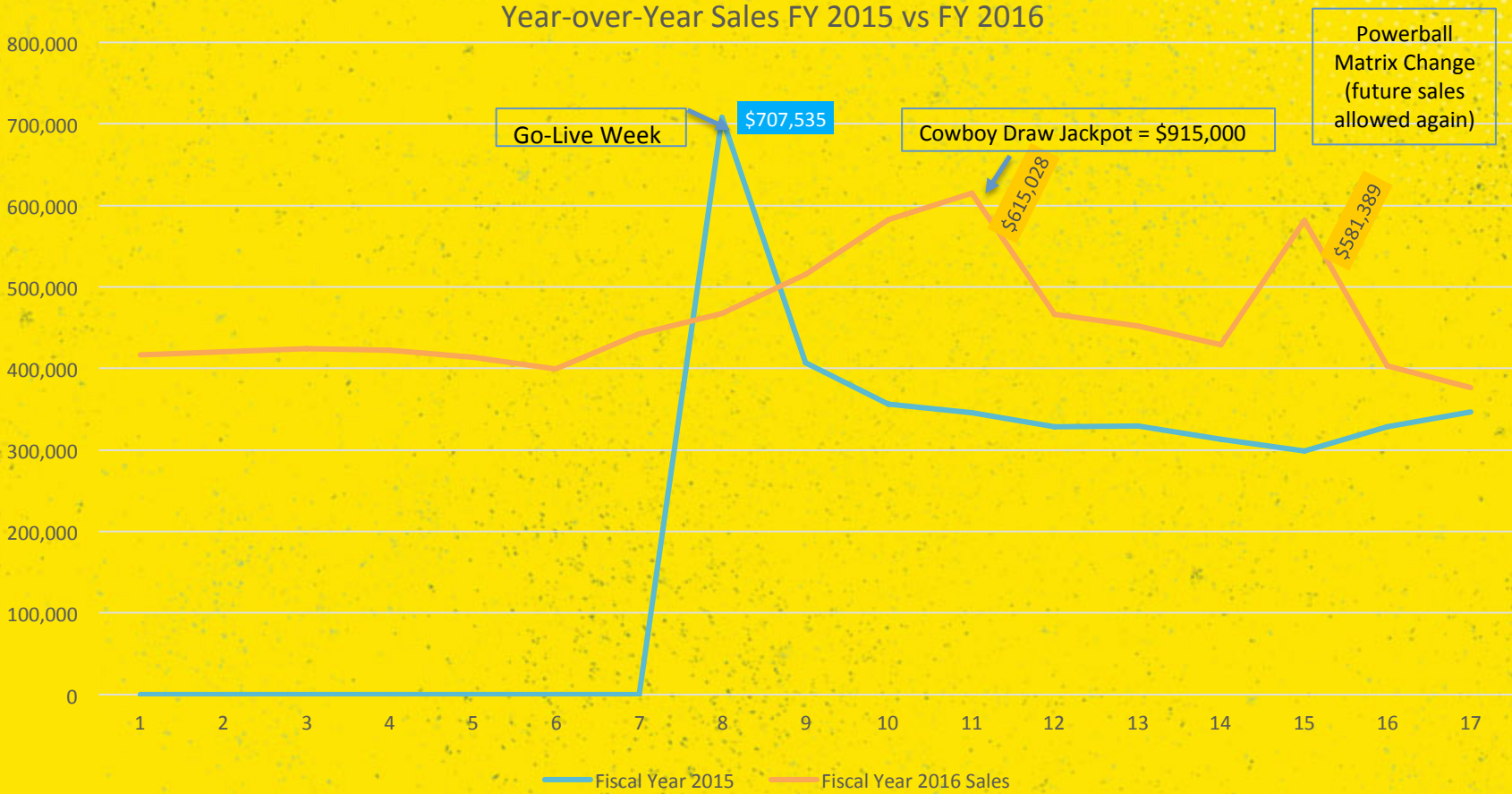
Motion



Marketing & Sales



SALES COMPARISON FY'16 YEAR-OVER-YEAR



POWERBALL® RULE CHANGE

- **Powerball® rules updates are associated with game changes and include updates for clarification. For instance:**
 - Definition updates
 - Alignment with MUSL's 60 day entitlement (pg.7)
 - Requiring claimants to complete an 'Election' form. (pg.7)
 - Initial and Annual Payments; annuitized prizes (pg. 8)
 - Funding (pg. 8)
 - Power Play® (pg. 12)
 - Power Play® Payout (pg. 13)



Motion



MEGA MILLIONS® RULE CHANGE

- **Mega Millions® rules have been updated for clarification. For instance:**
 - Definition updates
 - Annuity
 - Election
 - Pari-Mutuel
 - 180 Days to Claim
 - Probability Distribution Chart (pg. 8)
 - Requiring claimants to complete an 'Election' form. (pg.7)



Motion



QUESTIONS?