



Wyoming Lottery Corporation

FY 16 Budget and Communication Update

June 2015

CEO Update, Jon Clontz

On Monday, June 15, 2015, the Board of Directors approved Lottery's, FY16 budget. Enclosed is the budget for your review. If you have any questions regarding this budget, please do not hesitate to contact my office.

As you will notice, we are currently projecting a year-end net income of \$200,000. Should the lottery accomplish \$27,000,000 in revenues, the net income amount may be transferred to the state.

Our total approved budget for FY15 was \$6.9 million and our total approved budget for FY16 is \$5.8 million. This is a notable decrease of \$1.1 million and includes our loan payoff by fiscal year-end. The payoff of the loan will establish a benchmark of revenue transfers for years to come.

"We are happy to say that we have paid over \$4,519,704.00 to lottery winners in the Cowboy State."

--Jon Clontz, CEO

Updates

To-date we have 441 retailers. In FY15, retailers garnered \$1,078,367.29 in lottery revenues.

Lottery continues to conduct product research in an effort to determine the next games that will be added to the Lottery's game portfolio. At this time, we do not expect to add any new games until the loan is paid in full.



Wyoming Lottery Corporation – FY16 Approved Budget

Ordinary Income/Expense	TOTAL
Income	
40000 - Income / Revenues	
41000 - Mega Millions Sales (net)	\$ 4,907,624.13
42000 - Powerball Sales (net)	\$ 9,369,074.19
43000 - Cowboy Draw Sales (net)	\$ 12,757,902.52
Total 40000 - Income / Revenues	\$ 27,034,600.84
48000 - Other Revenues	
48700 - CD Jackpot Indemnification (net)	\$ (280,948.00)
Total 48000 - Other Revenues	\$ (280,948.00)
Total Income	\$ 26,753,652.84
Cost of Goods Sold	
50000 - A Direct Gaming Costs	
50100 - Prize Expense - Low Tier/Hi	\$ 4,361,585.10
50200 - Prize Expense - MUSL	\$ 5,191,008.12
50300 - Prize Expense - CD Jackpot	\$ 6,261,129.47
51000 - B Gaming Expenses	
51100 - Gaming Retail Commissions	\$ 1,622,076.05
51200 - Gaming Retail Validation Bonus	\$ 48,206.54
51300 - Vendor Expense	\$ 3,214,414.33
Total COGS	\$ 20,698,419.61
Gross Profit	\$ 6,055,233.23
Expense	
60000 - Business Expenses	
60200 - Board Expenses	\$ 45,000.00
60230 - Employee Recruitment	\$ ---
60240 - Insurance - Property	\$ 2,091.00
60260 - Membership Dues	\$ 42,685.00
60270 - DOH Problem Gambling Program	\$ ---
Total 60000 - Business Expenses	\$ 89,776.00
61000 - Contracted Services	
61100 - Accounting / Audit Fees	\$ 52,000.00
61200 - Legal Fees	\$ 90,000.00
61300 - Marketing - Contract	\$ 1,987,500.00
61500 - Outside Contract Services (IT)	\$ 201,929.00
61600 - Payroll Services	\$ 7,000.00
61700 - Retail Investigation	\$ 8,900.00
Total 61000 - Contract Services	\$ 2,347,329.00
62000 - Facilities and Equipment	
62100 - Fleet Expenses	\$ 11,080.00
62200 - Depr and Amort - Allowable	\$ 21,288.00
62300 - Equip Rental and Maintenance	\$ ---
62500 - IT Equipment	\$ ---

Ordinary Income/Expense	TOTAL
63000 - Operations	
63100 - Communications	\$ 14,400.00
63200 - Office Costs	\$ 30,692.00
63400 - Other Types of Expenses	\$ 2,500.00
63500 - Rent & Janitorial	\$ 67,500.00
Total 63000 - Operations	\$ 115,092.00
64000 - Personnel Salaries & Benefits	
64100 - Employee Benefits	\$ 190,227.00
64200 - Employee Compensation	\$ 792,984.00
64300 - Employee Parking	\$ 250.00
64400 - Employee Vacation Expense	\$ ---
64500 - Employer Payroll Taxes	\$ 57,875.00
Total 64000 - Personnel Salaries & Benefits	\$ 1,041,336.00
66200 - Employee Travel	\$ 28,375.00
Total Expense	\$ 3,654,276.00
Net Ordinary Income	\$ 2,400,957.23
Non Operational Expenses	
Loan Payments	\$ 1,200,000.00
Jackpot Reserve Fund	\$ 600,000.00
Total Non Operational Expense	\$ 1,800,000.00
FY15 Carryover Expenses	\$ 400,000.00
Total Non Operational Expenses	\$ 2,200,000.00
Net Income	\$ 200,957.23

Any Questions?

Wyoming Lottery Corporation
 1620 Central Ave. Suite 100
 Cheyenne, WY
 82001

Jon Clontz, CEO: jclontz@wylotterycorp.com
 Louise Plata, COO: lplata@wylotterycorp.com
 Donna Dittmore, CFO: ddittmore@wylotterycorp.com
 Phone: 307.432.9300