

Wyoming Lottery Corp
Balance Sheet
As of December 31, 2017

ASSETS**Current Assets****Checking/Savings**

Checking Accounts	2,816,830.23
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Prize Account Petty Cash (TIII)	805.00
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Restricted Cash

Unclaimed Prizes	522,635.86
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Problem Gambling Funds	179,273.48
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Total Checking/Savings	3,519,544.57
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Other Current Assets

Prepaid Expenses	452,073.76
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Retail Accounts Receivable	725,439.82
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MUSL Accounts Receivable	24,016.50
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Total .3	1,201,530.08
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Total Current Assets	4,721,074.65
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Noncurrent Assets

Capital Assets, Net	433,727.51
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Capital Assets, Trademarks	42,575.00
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Deposits - Building	7,500.00
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Total Noncurrent Assets	483,802.51
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Deferred Outflows of Resources

Pension Related Outflows	327,657.00
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TOTAL ASSETS	5,532,534.16
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LIABILITIES & EQUITY**Liabilities****Current Liabilities**

Accounts Payable	558,632.19
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Jonah Bank Credit Card	1,110.15
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State of Wyoming Transfer Payable	1,001,963.54
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Unearned Revenue (net)	712,059.00
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Prizes Payable	1,281,685.05
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Payroll Liabilities	30,988.34
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Total Current Liabilities	3,586,438.27
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Noncurrent Liabilities

Xerox-Capital Lease	46,431.17
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Net Pension Liability	843,684.00
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Total Noncurrent Liabilities	890,115.17
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Deferred Inflows of Resources

Pension Related Inflows	49,630.00
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Total Liabilities	4,526,183.44
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Equity

Retained Earnings	296,888.64
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Net Income	709,462.08
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TOTAL LIABILITIES & EQUITY	5,532,534.16
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Wyoming Lottery Corp
Profit & Loss
 October 2017 through December 2017

Operating Income/Expense**Income****Income / Revenues**

Mega Millions Sales (net)	1,005,483.00
Power Ball Sales (net)	2,110,643.00
Cowboy Draw Sales (net)	2,233,780.00
Lucky For Life (net)	665,624.00
Total Income / Revenues	6,015,530.00

Other Revenues

Application Fees (Fidelity-Res)	800.00
Total - Other Revenues	800.00

Total Income	6,016,330.00
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Cost of Goods Sold**Direct Gaming Costs**

Prize Expense - Low Tier/ HI	
Megamillions Low Tier	107,100.36
Powerball Low Tier	276,973.11
Cowboy Draw Low Tier	557,641.57
Lucky For Life L-T	218,238.23
Total Prize Expense - Low Tier/ HI	1,159,953.27
Prize Expense - MUSL	1,139,307.37
Prize Expense CD Jackpot	759,486.00

Total Direct Gaming Costs	3,058,746.64
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Gaming Expenses

Gaming Retail Commissions	360,210.84
Gaming Retail Validation Bonus	9,786.31
Vendor Expense - (Intralot)	715,238.43

Total Gaming Expenses	1,085,235.58
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Total COGS	4,143,982.22
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Gross Profit	1,872,347.78
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Expense**Operating Expenses**

Board Expenses	7,913.61
Employee Recruitment & Relocate	6,910.13
Insurance	4,435.75
Membership Dues	824.99
Problem Gambling Program	23,000.00
Accounting / Audit Fees	0.00
Legal Fees	20,055.00
Marketing	203,855.08
New Game Development (MM Update)	128,113.61
Outside Contract Services (IT)	24,991.94
Payroll Services	1,482.50
Retail Investigation	1,776.00
Fleet Expenses	-85,726.37

Wyoming Lottery Corp
Profit & Loss
October 2017 through December 2017

Depr and Amort - Allowable	65,307.42
Equip Rental and Maintenance	2,650.54
Communications	2,605.83
Office Costs	10,547.93
Petty Cash Over/Short	-11.00
Rent & Janitorial	26,337.50
Salaries, Wages & Benefits	235,395.81
Travel	8,465.65
EE Uniforms	168.22
Total Operating Expenses	<u>689,100.14</u>
Net Operating Income	1,183,247.64
Nonoperating Expenses	
Interest Expense (net)	1,329.14
State of Wyoming Transfers	1,001,963.54
Total Other Expense	<u>1,003,292.68</u>
Net Income	<u><u>179,954.96</u></u>
Reserve Account	137,300.81
Reserve MM Updates	-82,345.85
Reserve CD JP	<u>125,000.00</u>
Remaining Net Income	<u><u>0.00</u></u>

Wyoming Lottery Corp
Profit & Loss
 July 2017 through December 2017

Operating Income/Expense**Income****Income / Revenues**

Mega Millions Sales (net)	2,283,352.00
Power Ball Sales (net)	5,972,287.00
Cowboy Draw Sales (net)	4,480,850.00
Lucky For Life (net)	1,450,884.00

Total Income / Revenues	14,187,373.00
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Other Revenues

Application Fees (Fidelity-Res)	1,000.00
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Total - Other Revenues	1,000.00
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Total Income	14,188,373.00
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Cost of Goods Sold**Direct Gaming Costs****Prize Expense - Low Tier/ Hi**

Megamillions Low Tier	315,246.51
Powerball Low Tier	961,593.95
Cowboy Draw Low Tier	1,133,189.11
Lucky For Life L-T	477,022.24
Prize Expense - Low Tier/ Hi - Other	0.00

Total Prize Expense - Low Tier/ Hi	2,887,051.81
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Prize Expense - MUSL	3,099,825.05
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Prize Expense CD Jackpot	1,177,486.00
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Direct Gaming Costs - Other	0.00
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Total Direct Gaming Costs	7,164,362.86
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Gaming Expenses

Gaming Retail Commissions	848,684.40
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Gaming Retail Validation Bonus	21,574.29
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Vendor Expense - (Intralot)	1,686,866.40
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Total Gaming Expenses	2,557,125.09
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Total COGS	9,721,487.95
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Gross Profit	4,466,885.05
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Expense**Operating Expenses**

Board Expenses	16,636.96
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Employee Recruitment & Relocate	11,918.93
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Insurance	7,371.33
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Membership Dues	43,655.87
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Problem Gambling Program	77,575.05
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Accounting / Audit Fees	26,200.00
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Legal Fees	42,745.23
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Marketing	581,812.99
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New Game Development-(MM Update)	295,613.61
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Outside Contract Services (IT)	48,646.91
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Payroll Services	3,147.00
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Wyoming Lottery Corp
Profit & Loss
 July 2017 through December 2017

Retail Investigation	4,963.00
Fleet Expenses	4,583.97
Depr and Amort - Allowable	112,977.03
Equip Rental and Maintenance	3,787.53
IT Equipment	0.00
Facilities and Equipment - Other	0.00
Communications	5,603.09
Office Costs	16,416.68
Other Costs	
Outside Services	
Petty Cash Over/Short	49.96
Other Types of Expenses - Other	
Rent & Janitorial	52,625.00
Salaries, Wages & Benefits	492,194.61
Travel	39,311.78
EE Uniforms	2,321.86
Total Operating Expenses	<u>1,890,158.39</u>
Net Operating Income	2,576,726.66
Nonoperating Expenses	
Interest Expense (net)	3,037.68
State of Wyoming Transfers	1,864,226.90
Total Other Expense	<u>1,867,264.58</u>
Net Income	<u>709,462.08</u>
Reserve Account	357,100.08
Reserve MM Updates	
Reserve CD JP	<u>352,362.00</u>
Remaining Net Income	<u>0.00</u>

Wyoming Lottery Corp
Profit & Loss Budget vs. Actual
 October through December 2017

	FY 18 QTR 2			
	TOTAL			
	Oct - Dec 17	Budget	+ Favorable	% of Budget
Ordinary Income/Expense				
Total 40000 · Income / Revenues	6,015,530.00	6,750,000.00	-734,470.00	89.12%
Total 48000 · Other Revenues	800.00	0.00	800.00	100.0%
Total Income	6,016,330.00	6,750,000.00	-733,670.00	89.13%
Cost of Goods Sold				
Total 50000 · A Direct Gaming Costs	3,058,746.64	4,014,456.00	-955,709.36	76.19%
Total 51000 · B Gaming Expenses	1,085,235.58	1,220,217.00	-134,981.42	88.94%
Total COGS	4,143,982.22	5,234,673.00	-1,090,690.78	79.16%
Gross Profit	1,872,347.78	1,515,327.00	357,020.78	123.56%
	Oct - Dec 17	Budget	- Favorable	% of Budget
Expense				
Total 60000 · Business Expenses	43,084.48	14,921.00	28,163.48	288.75%*
Total 61000 · Contract Services	380,274.13	404,929.00	-24,654.87	93.91%
Total 62000 · Facilities and Equipment	-17,768.41	57,322.00	-75,090.41	-31.0%**
Total 63000 · Operations	39,480.26	44,399.00	-4,918.74	88.92%
Total 64000 · Personnel Salaries & Benefits	244,029.68	314,596.00	-70,566.32	77.57%***
Total Expense	689,100.14	836,167.00	-147,066.86	82.41%
Net Ordinary Income	1,183,247.64	679,160.00	504,087.64	174.22%
Other Income/Expense				
70000 · Interest Income	127.79	186.00	-58.21	68.7%
81000 · Interest Expense	1,456.93	1,440.00	16.93	101.18%
Total Other Expense	1,456.93	1,440.00	16.93	101.18%
Net Other Income	-1,329.14	-1,254.00	-75.14	105.99%
	Oct - Dec 17	Budget	+ Favorable	% of Budget
Net Income before Transfer to State of Wyoming	1,181,918.50	677,906.00	504,012.50	174.35%
Transfer to State of Wyoming	1,001,963.54			
Net Income	179,954.96			****

* \$23,000 PG Expenses; \$6900 EE Recruitment

** Reclassified \$90,000 Vehicle to Assets

*** Short Staffed Oct-Nov; Hold Staffing of IT Position

**** Net Income Allocation:

Reserve Account	137,300.81
Reserve MM Updates	-82,345.85
Reserve CD JP	125,000.00
Net Income:	179,954.96

Wyoming Lottery Corp
Profit & Loss Budget vs. Actual
 July 2017 through December 2017

	FY 18 QTR 2 YTD			
	TOTAL			
	Jul 17 - Dec 17	Budget	+ Favorable	% of Budget
Ordinary Income/Expense				
Total 40000 · Income / Revenues	14,187,373.00	13,500,000.00	687,373.00	105.09%
Total 48000 · Other Revenues	1,000.00	0.00	1,000.00	100.0%
Total Income	14,188,373.00	13,500,000.00	688,373.00	105.1%
Cost of Goods Sold				
Total 50000 · A Direct Gaming Costs	7,164,362.86	8,028,912.00	-864,549.14	89.23% *
Total 51000 · B Gaming Expenses	2,557,125.09	2,440,434.00	116,691.09	104.78%
Total COGS	9,721,487.95	10,469,346.00	-747,858.05	92.86%
Gross Profit	4,466,885.05	3,030,654.00	1,436,231.05	147.39%
	Jul 17 - Dec 17	Budget	- Favorable	% of Budget
Expense				
Total 60000 · Business Expenses	157,158.14	102,902.00	54,256.14	152.73% **
Total 61000 · Contract Services	1,003,128.74	1,009,608.00	-6,479.26	99.36%
Total 62000 · Facilities and Equipment	121,348.53	243,039.00	-121,690.47	49.93% ***
Total 63000 · Operations	74,694.73	86,474.00	-11,779.27	86.38%
Total 64000 · Personnel Salaries & Benefits	533,828.25	661,080.33	-127,252.08	80.75% ****
Total Expense	1,890,158.39	2,103,103.33	-212,944.94	89.88%
Net Ordinary Income	2,576,726.66	927,550.67	1,649,175.99	277.8%
Other Income/Expense				
70000 · Interest Income	274.40	372.00	-97.60	73.76%
81000 · Interest Expense	3,312.08	2,979.00	333.08	111.18%
Total Other Expense	3,312.08	2,979.00	333.08	111.18%
Net Other Income	-3,037.68	-2,607.00	-430.68	116.52%
	Jul 17 - Dec 17	Budget	+ Favorable	% of Budget
Net Income before Transfer to State of Wyoming	2,573,688.98	924,943.67	1,648,745.31	278.25%
Transfer to State of Wyoming	1,864,226.90			
Net Income	709,462.08			*****

* \$556,598 Under Budget for L4L

** \$77,575 PG Expenses

*** Reclassified \$90,000 Vehicle to Assets; \$20,000 IT Equipment Budget into Assets;
 \$7,500 Generator Not Purchased

**** Short Staffed Oct-Nov; Hold Staffing of IT Position

***** Net Income Allocation:

Reserve Account	357,100.08
Reserve CD JP	352,362.00
Net Income:	709,462.08