

Wyoming Lottery Corp
Balance Sheet
As of December 31, 2016

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

Checking Accounts	1,737,062.69
Prize Account Petty Cash (Till)	858.00
Restricted Fidelity Fund Cash	923,562.80

Total Checking/Savings	2,661,483.49
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Other Current Assets

Prepaid Expenses	185,007.67
Retail Accounts Receivable	325,021.42

Total Other Current Assets	510,029.09
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Total Current Assets	3,171,512.58
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Noncurrent Assets

Capital Assets, Net	506,210.26
Capital Assets, Trademarks	42,575.00
Deposits - Building	5,000.00

Total Noncurrent Assets	553,785.26
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Deferred Outflows of Resources

Pension Related Outflows	490,714.00
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TOTAL ASSETS	4,216,011.84
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LIABILITIES & EQUITY**Liabilities****Current Liabilities**

Accounts Payable	1,220,744.35
Unearned Revenue (net)	337,002.00
Prizes Payable	768,508.65
Payroll Liabilities	48,618.70

Total Current Liabilities	2,374,873.70
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Noncurrent Liabilities

Xerox-Capital Lease	59,576.80
Net Pension Liability	848,712.00

Total Noncurrent Liabilities	908,288.80
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Deferred Inflows of Resources

Pension Related Inflows	17,955.00
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Total Liabilities	3,301,117.50
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Equity

Retained Earnings	796,884.08
Net Income	118,010.26

TOTAL LIABILITIES & EQUITY	4,216,011.84
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Wyoming Lottery Corp
Profit & Loss
 July 2016 through December 2016

Operating Income/Expense

Income	
Income / Revenues	
Mega Millions Sales (net)	2,249,383.00
Power Ball Sales (net)	4,980,917.00
Cowboy Draw Sales (net)	5,889,585.00
Lucky For Life (net)	311,152.00
Total Income / Revenues	13,431,037.00
Other Revenues	
Application Fees (Fidelity-Res)	1,400.00
Total Other Revenues	1,400.00
Total Income	13,432,437.00
Cost of Goods Sold	
Direct Gaming Costs	
Prize Expense - Low Tier/ HI	
Megamillions Low Tier	408,847.13
Powerball Low Tier	371,160.32
Cowboy Draw Low Tier	1,459,688.97
Lucky For Life L-T	0.00
Prize Expense - Low Tier/ HI - Other	12,246.00
Total Prize Expense - Low Tier/ HI	2,251,942.42
Prize Expense - MUSL	2,378,093.19
Prize Expense CD Jackpot	2,317,339.00
Direct Gaming Costs - Other	39,005.00
Total Direct Gaming Costs	6,986,379.61
Gaming Expenses	
Gaming Retail Commissions	802,845.54
Gaming Retail Validation Bonus	19,544.07
Vendor Expense - (Intralot)	1,546,473.05
Total Gaming Expenses	2,368,862.66
Total COGS	9,355,242.27
Gross Profit	4,077,194.73
Expense	
Operating Expenses	
Bank Fee	468.21
Board Expenses	9,309.55
Employee Recruitment & Relocate	15,085.49
Insurance	6,293.33
Membership Dues	45,451.65
Problem Gambling Program	10,205.05
Accounting / Audit Fees	42,763.75
Legal Fees	33,399.00
Marketing	691,743.71
New Game Development	799,876.55

Wyoming Lottery Corp
Profit & Loss
July 2016 through December 2016

Outside Contract Services (IT)	25,195.16
Payroll Services	2,704.50
Retail Investigation	12,162.70
Fleet Expenses	1,418.21
Depr and Amort - Allowable	113,846.16
Equip Rental and Maintenance	4,144.04
Communications	7,826.04
Office Costs	17,548.98
Other Costs	121.14
Outside Services	1,036.20
Petty Cash Over/Short	-26.00
Other Types of Expenses - Other	0.00
Rent & Janitorial	37,739.00
Salaries, Wages & Benefits	554,748.72
Travel	87,434.90
EE Uniforms	4,028.04
Total Operating Expenses	<u>2,524,524.08</u>
Net Operating Income	1,552,670.65
Nonoperating Expenses	
Interest Expense (net)	3,312.97
State of Wyoming Transfers	1,431,347.42
Total Other Expense	<u>1,434,660.39</u>
Net Income	<u><u>118,010.26</u></u>

Wyoming Lottery Corp
Profit & Loss
 October 2016 through December 2016

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

Mega Millions Sales (net)	813,142.00
Power Ball Sales (net)	2,092,065.00
Cowboy Draw Sales (net)	2,889,350.00
Lucky for Life (net)	311,152.00

Total Income / Revenues	6,105,709.00
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Other Revenues

Application Fees (Fidelity-Res)	1,200.00
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Total Other Revenues	1,200.00
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Total Income	6,106,909.00
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Cost of Goods Sold**Direct Gaming Costs****Prize Expense - Low Tier/ HI**

Megamillions Low Tier	146,166.44
Powerball Low Tier	264,864.75
Cowboy Draw Low Tier	745,062.16
Prize Expense - Other	0.00

Total Prize Expense - Low Tier/ HI	1,156,093.35
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Prize Expense - MUSL	956,793.25
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Prize Expense CD Jackpot	1,211,850.00
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Prize Expense - Other	0.00
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Total Direct Gaming Costs	3,324,736.60
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Gaming Expenses

Gaming Retail Commissions	365,485.92
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Gaming Retail Validation Bonus	10,079.82
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Vendor Expense - (Intralot)	675,491.56
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Total Gaming Expenses	1,051,057.30
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Total COGS	4,375,793.90
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Gross Profit	1,731,115.10
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Expense**Operating Expenses**

Bank Fees	468.21
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Board Expenses	8,678.80
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Employee Recruitment & Relocate	10,209.16
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Insurance	4,682.33
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Membership Dues	1,550.00
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Problem Gambling Program	916.11
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Accounting / Audit Fees	12,213.75
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Legal Fees	28,182.00
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Marketing	233,708.78
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New Game Development	614,655.02
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Outside Contract Services (IT)	16,551.12
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Payroll Services	1,712.50
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Wyoming Lottery Corp
Profit & Loss
October 2016 through December 2016

Retail Investigation	4,468.00
Fleet Expenses	1,418.21
Depr and Amort - Allowable	56,923.08
Equip Rental and Maintenance	4,144.04
Communications	4,398.75
Office Costs	12,997.36
Petty Cash Over/Short	0.00
Rent & Janitorial	21,087.00
Salaries, Wages & Benefits	292,385.76
Travel	51,491.33
EE Uniforms	201.31
Total Operating Expenses	<u>1,383,042.62</u>
Net Operating Income	348,072.48
Nonoperating Expenses	
Interest Expense (net)	2,234.32
State of Wyoming Transfers	633,708.99
Total Other Expense	<u>635,943.31</u>
Net Income	<u><u>-287,870.83</u></u>