

Balance Sheet

As of June 30, 2017

ASSETS

Current Assets

Checking/Savings

Checking Accounts	2,002,026.37
Prize Account Petty Cash (Till)	1,195.00
Restricted Fidelity Fund Cash	308,755.15

Total Checking/Savings	2,311,976.52
-------------------------------	---------------------

Other Current Assets

Prepaid Expenses	251,687.00
Retail Accounts Receivable	316,120.03

Total Other Current Assets	567,807.03
-----------------------------------	-------------------

Total Current Assets	2,879,783.55
-----------------------------	---------------------

Noncurrent Assets

Capital Assets, Net	449,188.70
Capital Assets, Trademarks	42,575.00
Deposits - Building	7,500.00

Total Noncurrent Assets	499,263.70
--------------------------------	-------------------

Deferred Outflows of Resources

Pension Related Outflows	490,714.00
--------------------------	------------

TOTAL ASSETS	3,869,761.25
---------------------	---------------------

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable	402,204.84
Jonah Bank Credit Card	7,439.93
State of Wyoming Transfer Payable	200,000.00
Unearned Revenue (net)	382,636.00
Prizes Payable	1,087,592.00
Payroll Liabilities	35,033.61

Total Current Liabilities	2,114,906.38
----------------------------------	---------------------

Noncurrent Liabilities

Xerox-Capital Lease	53,196.23
Net Pension Liability	848,712.00

Total Noncurrent Liabilities	901,908.23
-------------------------------------	-------------------

Deferred Inflows of Resources

Pension Related Inflows	17,955.00
-------------------------	-----------

Total Liabilities	3,034,769.61
--------------------------	---------------------

Equity

Retained Earnings	796,884.08
Net Income	38,107.56

TOTAL LIABILITIES & EQUITY	3,869,761.25
---------------------------------------	---------------------

Wyoming Lottery Corp
Profit & Loss
 July 2016 through June 2017

Operating Income/Expense

Income

Income / Revenues

Mega Millions Sales (net)	4,038,990.00
Power Ball Sales (net)	9,164,190.00
Cowboy Draw Sales (net)	10,034,810.00
Lucky For Life (net)	2,095,314.00

Total Income / Revenues 25,333,304.00

Other Revenues

Application Fees (Fidelity-Res)	3,100.00
Other Revenues - Other	2,097.91

Total Other Revenues 5,197.91

Total Income 25,338,501.91

Cost of Goods Sold

Direct Gaming Costs

Prize Expense - Low Tier/ Hi	
Megamillions Low Tier	686,732.59
Powerball Low Tier	865,661.80
Cowboy Draw Low Tier	2,494,192.36
Lucky For Life L-T	746,580.13
Prize Expense - Low Tier/ Hi - Other	0.00

Total Prize Expense - Low Tier/ Hi 4,793,166.88

Prize Expense - MUSL 4,662,292.89

Prize Expense CD Jackpot 4,683,736.00

Direct Gaming Costs - Other 0.00

Total Direct Gaming Costs 14,139,195.77

Gaming Expenses

Gaming Retail Commissions	1,515,656.58
Gaming Retail Validation Bonus	39,952.67
Vendor Expense - (Intralot)	3,012,026.88

Total Gaming Expenses 4,567,636.13

Total COGS 18,706,831.90

Gross Profit 6,631,670.01

Expense

Operating Expenses

Retailer Special Incentive	2,500.00
Bank Fee	783.38
Board Expenses	33,705.59
Employee Recruitment & Relocate	16,508.49
Insurance	8,066.34
Membership Dues	49,680.65
Problem Gambling Program	74,912.81
Accounting / Audit Fees	63,738.75
Legal Fees	78,102.45
Marketing	1,038,854.98

Wyoming Lottery Corp
Profit & Loss
July 2016 through June 2017

New Game Development	814,158.79
Outside Contract Services (IT)	98,788.13
Payroll Services	6,418.00
Retail Investigation	16,299.70
Fleet Expenses	1,868.80
Depr and Amort - Allowable	233,217.78
Equip Rental and Maintenance	3,869.12
IT Equipment	135.58
Facilities and Equipment - Other	1,575.00
Communications	13,791.83
Office Costs	31,838.18
Other Costs	61.42
Outside Services	1,036.20
Petty Cash Over/Short	24.00
Other Types of Expenses - Other	2,038.05
Rent & Janitorial	87,064.00
Salaries, Wages & Benefits	1,137,568.77
Travel	125,537.89
EE Uniforms	5,758.71
Total Operating Expenses	<u>3,947,903.39</u>
Net Operating Income	2,683,766.62
Nonoperating Expenses	
Interest Expense (net)	6,335.36
State of Wyoming Transfers	<u>2,639,323.70</u>
Total Other Expense	2,645,659.06
Net Income	<u><u>38,107.56</u></u>

Wyoming Lottery Corp
Profit & Loss
April 2017 through June 2017

Operating Income/Expense

Income

Income / Revenues

Mega Millions Sales (net)	880,943.00
Power Ball Sales (net)	2,238,456.00
Cowboy Draw Sales (net)	1,989,735.00
Lucky For Life (net)	817,970.00

Total Income / Revenues 5,927,104.00

Other Revenues

Application Fees (Fidelity-Res)	700.00
Other Revenues - Other	2,097.91

Total - Other Revenues 2,797.91

Total Income 5,929,901.91

Cost of Goods Sold

Direct Gaming Costs

Prize Expense - Low Tier/ Hi	
Megamillions Low Tier	124,565.57
Powerball Low Tier	184,000.27
Cowboy Draw Low Tier	511,858.95
Lucky For Life L-T	269,219.90
Prize Expense - Low Tier/ Hi - Other	-12,246.00

Total Prize Expense - Low Tier/ Hi 1,077,398.69

Prize Expense - MUSL 1,196,852.13

Prize Expense CD Jackpot 1,427,978.00

Direct Gaming Costs - Other -39,005.00

Total Direct Gaming Costs 3,663,223.82

Gaming Expenses

Gaming Retail Commissions	355,017.18
Gaming Retail Validation Bonus	9,806.57
Vendor Expense - (Intralot)	704,709.95

Total Gaming Expenses 1,069,533.70

Total COGS 4,732,757.52

Gross Profit 1,197,144.39

Expense

Operating Expenses

Retailer Special Incentive	2,500.00
Bank Fee	-149.00
Board Expenses	10,866.42
Employee Recruitment & Relocate	1,335.00
Insurance	564.71
Membership Dues	1,584.00
Problem Gambling Program	27,250.00
Accounting / Audit Fees	4,450.00
Legal Fees	28,095.95
Marketing	162,510.40

**Wyoming Lottery Corp
Profit & Loss
April 2017 through June 2017**

New Game Development	0.00
Outside Contract Services (IT)	556.94
Payroll Services	2,535.75
Retail Investigation	1,879.00
Fleet Expenses	450.59
Depr and Amort - Allowable	62,448.54
Equip Rental and Maintenance	612.58
IT Equipment	0.00
Facilities and Equipment - Other	0.00
Communications	2,720.14
Office Costs	7,291.86
Other Costs	0.00
Outside Services	0.00
Petty Cash Over/Short	-17.00
Other Types of Expenses - Other	-8,971.18
Rent & Janitorial	26,287.50
Salaries, Wages & Benefits	294,467.51
Travel	27,915.73
EE Uniforms	1,200.58
Total Operating Expenses	<u>658,386.02</u>
Net Operating Income	538,758.37
Nonoperating Expenses	
Interest Expense (net)	1,449.49
State of Wyoming Transfers	200,000.00
Total Other Expense	<u>201,449.49</u>
Net Income	<u><u>337,308.88</u></u>