

OKLAHOMA LOTTERY COMMISSION

January 1, 2017	FY'2006	FY'2007	FY'2008	FY'2009	FY'2010	FY'2011	FY'2012	FY'2013	FY'14	FY'15	FY'16 (9/13/2016)
REVENUES											
Instant (Scratchers)	\$111,318,511	\$86,966,117	\$78,212,513	\$77,883,679	\$88,966,304	\$102,969,295	\$95,978,562	\$89,393,668	\$85,876,010	\$81,600,192	\$78,559,351
Online games:											
Instate Online Games	8,428,541	13,546,090	12,521,968	10,997,200	11,725,294	10,563,117	10,904,714	10,353,034	9,895,762	11,503,830	10,747,860
Hot Lotto game			6,736,044	13,253,129	12,467,350	9,514,730	7,407,098	8,306,635	8,858,804	9,917,136	7,801,035
MegaMillions					6,938,995	20,954,777	27,328,981	16,108,965	27,674,261	22,099,568	19,470,982
Powerball game	71,042,744	102,818,624	107,040,421	91,030,676	79,649,351	54,152,013	58,235,023	76,046,572	58,822,255	46,512,750	73,042,366
Total Online Game Revenues	79,471,285	116,364,714	126,298,433	115,281,005	110,780,990	95,184,637	103,875,816	110,815,206	105,251,082	90,033,284	111,062,243
Lottery Game Revenues	190,789,796	203,330,831	204,510,946	193,164,684	199,747,294	198,153,932	199,854,378	200,208,874	191,127,092	171,633,476	189,621,594
Retailer application fees	227,296	120,404	116,280	111,934	115,585	112,380	112,375	108,637	106,000	105,245	105,390
Other	4,333	28,497	6,984	49,425	63,019	8,234	6,600	6,848	7,250	7,975	6,700
TOTAL REVENUES	191,021,425	203,479,732	204,634,210	193,326,043	199,925,898	198,274,546	199,973,353	200,324,359	\$191,240,342	\$171,746,696	\$189,733,684
	FY'2006	FY'2007	FY'2008	FY'2009	FY'2010	FY'2011	FY'2012	FY'13	FY'14	FY'15	FY'16 (9/13/2016)
DIRECT COSTS											
Commissions and incentives to retailers	12,924,387	13,428,925	13,425,128	12,753,727	13,150,714	13,219,310	13,233,747	13,114,765	12,647,675	11,425,710	12,421,019
Prize expenses:											
Instant games	56,305,309	42,976,371	42,002,753	42,361,471	53,159,059	60,780,047	54,410,671	50,727,284	47,973,892	44,669,301	42,797,935
Online games:											
Instate Online Games	4,328,051	6,344,565	5,741,284	5,184,941	5,686,532	5,017,454	5,138,173	5,430,443	4,916,180	5,387,197	4,926,485
Hot Lotto game			3,229,867	6,199,878	5,894,100	4,411,148	3,575,998	3,942,229	4,236,867	4,621,711	3,811,922
MegaMillions					3,621,713	10,436,364	13,445,425	7,218,111	13,263,233	10,669,022	9,360,915
Powerball game	34,951,355	49,211,756	51,598,711	42,176,660	36,731,212	25,955,811	26,482,543	37,145,357	27,106,383	22,435,696	34,619,975
Total online game prize expense	39,279,406	55,556,321	60,569,862	53,561,479	51,933,557	45,820,777	48,642,139	53,736,140	49,522,663	43,113,626	52,719,297
Total lottery game prize expenses	95,584,715	98,532,692	102,572,615	95,922,950	105,092,616	106,600,824	103,052,810	104,463,424	97,496,555	87,782,927	95,517,232
Instant and on-line costs	5,599,134	6,076,887	6,079,013	5,675,014	5,903,703	5,895,707	6,081,715	5,948,626	7,798,373	7,271,417	7,985,458
2 TOTAL DIRECT COSTS	114,108,236	118,038,504	122,076,756	114,351,691	124,147,033	125,715,841	122,368,272	123,526,815	117,942,603	106,480,054	115,923,709
3 GROSS PROFIT	76,913,189	85,441,228	82,557,454	78,974,352	75,778,865	72,558,705	77,605,081	76,797,544	73,297,739	65,266,642	73,809,975
	FY'2006	FY'2007	FY'2008	FY'2009	FY'2010	FY'2011	FY'2012	FY'13	FY'14	FY'15	FY'16 (9/13/2016)
OPERATING EXPENSES											
Advertising (incl. Promos. & Spec.Events)	4,352,583	5,325,342	5,604,590	4,133,573	3,956,565	3,023,269	1,652,640	1,623,715	1,520,686	2,743,837	1,767,255
Salaries, wages and benefits	2,098,259	2,922,042	3,032,507	2,991,764	3,091,050	2,888,869	2,661,825	2,419,342	2,345,767	2,129,873	2,184,676
Contracted and professional services	639,566	516,746	275,506	267,886	238,146	158,711	122,459	162,144	167,068	163,050	181,897
Depreciation & Amortization	42,793	162,193	245,320	252,432	200,186	100,964	52,823	37,817	37,985	37,922	33,535
Equipment	125,348	11,604	17,150	7,767	23,096	27,449	702	17,291	11,562	18,186	12,626
Rent expense	124,765	233,161	271,555	242,114	229,973	205,136	194,901	199,791	193,862	166,777	150,092
Office supplies	38,466	77,444	66,826	41,300	62,328	33,024	35,127	34,872	17,774	17,720	18,696
Travel	40,270	42,154	37,808	21,892	27,284	15,338	22,269	17,102	11,426	20,171	19,626
Other gen & admin.(incl. Bad Debt Exp.)	119,796	266,675	223,311	150,533	166,127	143,369	118,015	103,061	180,827	96,670	96,709
Non-advertising/marketing	3,229,263	4,232,019	4,169,983	3,975,688	4,038,190	3,572,860	3,208,121	2,991,420	2,966,271	2,650,369	2,697,857
4 TOTAL OPERATING EXPENSES	7,581,846	9,557,361	9,774,573	8,109,261	7,994,755	6,596,129	4,860,761	4,615,135	4,486,957	5,394,206	4,465,112
5 OPERATING INCOME	69,331,343	75,883,867	72,782,881	70,865,091	67,784,110	65,962,576	72,744,320	72,182,409	68,810,782	59,872,436	69,344,863
NON-OPERATING INCOME (EXPENSE)											
Interest income	349,362	1,060,393	1,143,557	592,790	440,113	304,801	281,890	348,277	323,723	243,157	340,285
Transfer to/duo to Mental Health	(44,600)	(500,000)	(500,000)	(500,000)	(500,000)	(500,000)	(500,000)	(500,000)	(750,000)	(750,000)	(750,000)
6 Transfers to and due to OELTF	(68,948,959)	(69,378,465)	(71,608,831)	(69,226,501)	(69,974,064)	(69,396,091)	(69,990,674)	(70,113,527)	(66,934,120)	(60,111,343)	(66,406,789)
7 NET NON-OPERATING INCOME (EXPENSE)	(\$68,644,197)	(\$68,645,552)	(\$70,965,274)	(\$69,133,711)	(\$70,033,951)	(\$69,591,290)	(\$70,208,784)	(\$70,265,250)	(\$67,360,397)	(\$60,618,186)	(66,816,504)
Funds to Educ.as % of Total Revs.	36.1%	34.1%	35.0%	35.8%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%
Ops as % of Sales	3.9739%	4.7004%	4.7795%	4.1981%	4.0024%	3.3288%	2.4322%	2.3052%	2.3476%	3.1429%	2.3547%
Advert./Promo. as % of Sales	2.2813%	2.6191%	2.7405%	2.1399%	1.9808%	1.5257%	0.8269%	0.8110%	0.7956%	1.5987%	0.9320%
Ops less Advert. as % of Sales	1.6926%	2.0813%	2.0390%	2.0582%	2.0216%	1.8031%	1.6052%	1.4941%	1.5520%	1.5442%	1.4228%