

OKLAHOMA LOTTERY COMMISSION

| September 16, 2020 | FY'2006 | FY'2007 | FY'2008 | FY'2009 | FY'2010 | FY'2011 | FY'2012 | FY'2013 | FY'14 | FY'15 | FY'16 | FY'17 | FY'18 | FY'19 | FY'20 |
|---|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|
| REVENUES | | | | | | | | | | | | | | | |
| Ticket Revenues: | | | | | | | | | | | | | | | |
| Instant Games (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 | \$67,988,294 | \$127,627,940 | \$135,965,126 | \$198,279,748 |
| Draw games: | | | | | | | | | | | | | | | |
| Pick 3 | 8,428,541 | 8,009,986 | 7,071,679 | 6,861,481 | 6,279,596 | 5,849,788 | 4,650,700 | 4,331,388 | 4,806,892 | 5,250,569 | 5,320,251 | 5,354,850 | 5,302,479 | 5,741,114 | 6,190,229 |
| Pick 4 | | | | | | | 2,048,092 | 1,859,943 | 403,036 | 0 | | | | | 0 |
| Cash 5 | | 4,934,234 | 5,450,289 | 4,135,719 | 5,445,698 | 4,713,329 | 4,205,922 | 4,161,703 | 4,441,703 | 4,212,739 | 4,105,388 | 3,955,690 | 4,021,953 | 3,992,688 | 4,201,747 |
| Poker Pick | | | | | | | | | | 2,040,522 | 1,322,221 | 1,174,623 | 656,613 | 454 | 0 |
| Raffle / Other | | 601,870 | | | | | | | 244,131 | | | | | | 0 |
| 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 | 10,485,163 | 9,981,045 | 9,734,256 | 10,391,976 |
| 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 | 8,450,755 | 4,202,896 | 0 | 0 |
| Lucky 4 Life | | | | | | | | | | | | | 1,985,662 | 4,576,550 | 3,856,262 |
| Lotto America | | | | | | | | | | | | | 4,976,458 | 7,226,840 | 5,444,051 |
| MegaMillions | | | | | 6,938,995 | 20,954,777 | 27,328,981 | 16,108,965 | 27,674,261 | 22,099,568 | 19,470,982 | 18,238,718 | 22,786,249 | 39,759,254 | 20,876,050 |
| 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 | 46,339,573 | 49,550,146 | 44,431,391 | 28,915,148 |
| Draw Games | 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 | 83,514,209 | 93,482,456 | 105,728,291 | 69,483,487 |
| 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 | 151,502,503 | 221,110,396 | 241,693,417 | 267,763,235 |
| 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 | 100,595 | 111,740 | 102,780 | 79,035 |
| Interest Income | | | | | | | | | | | | | | 604,620 | 542,997 |
| Other | 4,333 | 28,497 | 6,984 | 49,425 | 63,019 | 8,234 | 6,600 | 6,848 | 7,250 | 7,975 | 6,700 | 4,550 | 5,691 | 190,860 | 96,661 |
| 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 | \$151,607,648 | \$221,227,827 | \$242,591,677 | \$268,481,928 |
| 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 | 10,042,940 | 14,039,604 | 15,265,982 | 17,123,204 |
| 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 | 36,133,704 | 85,748,376 | 93,202,993 | 138,673,740 |
| Draw games: | | | | | | | | | | | | | | | |
| Pick 3 | 4,328,051 | 3,646,123 | 3,397,060 | 3,321,150 | 2,980,480 | 2,847,450 | 2,207,960 | 2,222,700 | 2,297,930 | 2,518,670 | 2,494,230 | 2,509,110 | 2,605,230 | 2,802,650 | 2,961,100 |
| Pick 4 | | | | | | | 948,550 | 1,212,400 | 161,250 | - | - | - | - | - | - |
| Cash 5 | | 2,198,442 | 2,344,224 | 1,863,791 | 2,706,052 | 2,170,004 | 1,981,663 | 1,995,343 | 2,354,971 | 1,849,789 | 1,676,095 | 1,818,841 | 1,947,064 | 1,677,630 | 1,842,088 |
| Poker Pick | | | | | | | | | | | 756,160 | 563,300 | 334,475 | | |
| Raffle / Other | | 500,000 | | | | | | | 102,029 | 1,018,738 | | | | | |
| 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 | 4,891,251 | 4,886,769 | 4,480,280 | 4,803,188 |
| 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 | 4,152,268 | 1,833,990 | (5,813) | - |
| Lucky for Life | | | | | | | | | | | | | 1,102,030 | 2,865,010 | 2,086,731 |
| Lotto America | | | | | | | | | | | | | 2,386,544 | 3,407,897 | 2,638,787 |
| MegaMillions | | | | | 3,621,713 | 10,436,364 | 13,445,425 | 7,218,111 | 13,263,233 | 10,669,022 | 9,360,915 | 8,768,703 | 11,403,738 | 19,964,754 | 10,575,675 |
| 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 | 19,396,101 | 25,023,991 | 22,327,888 | 14,372,007 |
| Draw games | 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 | 37,208,323 | 46,637,062 | 53,040,016 | 34,476,388 |
| Unclaimed Prize Expense | | | | | | | | | | | | | (2,774,690) | (4,918,774) | (6,457,223) |
| 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 | 73,342,027 | 129,610,748 | 141,324,235 | 166,692,905 |
| Instant and draw game 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 | 8,665,829 | 10,819,307 | 10,412,913 | 13,318,210 |
| 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 | 92,050,796 | 154,469,659 | 167,003,130 | 197,134,319 |
| 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 | 59,556,852 | 66,758,168 | 75,588,547 | 71,347,609 |

OKLAHOMA LOTTERY COMMISSION

| September 16, 2020 | FY'2006 | FY'2007 | FY'2008 | FY'2009 | FY'2010 | FY'2011 | FY'2012 | FY'2013 | FY'14 | FY'15 | FY'16 | FY'17 | FY'18 | FY'19 | FY'20 |
|--|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|---------------------|-----------------------|-----------------------|
| | FY'2006 | FY'2007 | FY'2008 | FY'2009 | FY'2010 | FY'2011 | FY'2012 | FY'2013 | FY'14 | FY'15 | FY'16 | FY'17 | FY'18 | FY'19 | FY'20 |
| OPERATING EXPENSES | | | | | | | | | | | | | | | |
| Operating Expenses: Marketing | 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 | 2,004,465 | 3,134,817 | 3,550,169 | 3,051,253 |
| Operating Expenses: Other | 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 | 2,814,249 | 3,034,857 | 3,337,310 | 3,364,783 |
| 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 | 2,363,518 | 2,513,040 | 2,792,515 | 2,756,910 |
| Contracted and professional services | 639,566 | 516,746 | 275,506 | 267,886 | 238,146 | 158,711 | 122,459 | 182,144 | 167,068 | 163,050 | 181,897 | 166,427 | 202,902 | 198,377 | 221,654 |
| Depreciation & Amortization | 42,793 | 162,193 | 245,320 | 252,432 | 200,186 | 100,964 | 62,823 | 37,817 | 37,985 | 37,922 | 33,535 | 29,541 | 34,469 | 43,315 | 70,022 |
| Equipment | 125,348 | 11,604 | 17,150 | 7,767 | 23,096 | 27,449 | 702 | 17,291 | 11,562 | 18,186 | 12,626 | 18,364 | 15,748 | 36,640 | 49,410 |
| Rent expense | 124,765 | 233,161 | 271,555 | 242,114 | 229,973 | 205,136 | 194,901 | 199,791 | 193,862 | 166,777 | 150,092 | 144,705 | 149,179 | 152,632 | 166,610 |
| Office supplies | 38,466 | 77,444 | 66,826 | 41,300 | 62,328 | 33,024 | 35,127 | 34,672 | 17,774 | 17,720 | 16,696 | 23,403 | 22,875 | 24,236 | 14,537 |
| Travel | 40,270 | 42,154 | 37,808 | 21,892 | 27,284 | 15,338 | 22,269 | 17,102 | 11,426 | 20,171 | 19,626 | 9,745 | 13,193 | 19,979 | 15,145 |
| 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 | 58,546 | 83,451 | 69,616 | 70,495 |
| Transfer to/due to Mental Health 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 | 2,814,249 | 3,034,857 | 3,337,310 | 3,364,783 |
| 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 | 4,818,714 | 6,169,674 | 6,887,479 | 6,416,036 |
| 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 | 54,738,138 | 60,588,494 | 68,701,068 | 64,931,573 |
| 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 | 309,357 | 415,801 | | |
| Other Income | | 172,520 | | | | | | | | | | | | | |
| Transfer to/due 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) | (750,000) | (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) | (53,063,688) | (63,229,605) | (67,554,285) | (64,399,704) |
| 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) | (\$53,504,331) | (63,563,804) | (\$68,304,285) | (\$65,149,704) |
| 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% | 35.0% | 28.6% | 27.8% | 24.0% |
| Opns 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% | 3.1806% | 2.7903% | 2.8497% | 2.3962% |
| 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% | 1.3231% | 1.4178% | 1.4689% | 1.1395% |
| Opns 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% | 1.8576% | 1.3726% | 1.3808% | 1.2566% |
| All optg exp plus gaming exp vs sales | 6.9086% | 7.6891% | 7.7519% | 7.1360% | 6.9580% | 6.3041% | 5.4752% | 5.2764% | 6.4278% | 7.3795% | 6.5660% | 8.9005% | 7.6835% | 7.1580% | 7.3700% |
| Instant/Draw game exp as % of sales | 2.9347% | 2.9887% | 2.9725% | 2.9379% | 2.9556% | 2.9753% | 3.0431% | 2.9712% | 4.0602% | 4.2366% | 4.2113% | 5.7199% | 4.8932% | 4.3083% | 4.9739% |
| Retailer commission as % of sales | 6.7742% | 6.6045% | 6.5645% | 6.6025% | 6.5837% | 6.6712% | 6.6217% | 6.5505% | 6.6174% | 6.6570% | 6.5504% | 6.6289% | 6.3496% | 6.3163% | 6.3949% |
| % Change in profit from prior year | | 0.6229% | 3.2148% | -3.3269% | 1.0799% | -0.8260% | 0.8568% | 0.1755% | -4.5347% | -10.1933% | 17.7300% | 0.1469% | 8.1621% | 6.8396% | -4.6697% |