

OKLAHOMA LOTTERY COMMISSION

September 12, 2018	FY'2006	FY'2007	FY'2008	FY'2009	FY'2010	FY'2011	FY'2012	FY'2013	FY'14	FY'15
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
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
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
Retailer application fees	227,296	120,404	116,280	111,934	115,585	112,380	112,375	108,637	106,000	105,245
Other	4,333	28,497	6,984	49,425	63,019	8,234	6,600	6,848	7,250	7,975
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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)
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)
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)
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%
Opns as % of Sales	3.9739%	4.7004%	4.7795%	4.1981%	4.0024%	3.3288%	2.4322%	2.3052%	2.3476%	3.1429%
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%
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%

OKLAHOMA LOTTERY CC

September 12, 2018	FY'16	FY'17	FY'18	FY'19 Budget (7/6/2018)
REVENUES				
Ticket Revenues:				
Instant Games (Scratchers)	\$78,559,351	\$67,988,294	\$127,627,940	\$140,400,000
Draw Games	111,062,243	83,514,209	93,482,456	99,405,429
Lottery Game Revenues	189,621,594	151,502,503	221,110,396	239,805,429
Retailer application fees	105,390	100,595	111,740	100,000
Other	6,700	4,550	5,691	5,000
TOTAL REVENUES	\$189,733,684	\$151,607,648	\$221,227,827	\$239,910,429
	FY'16	FY'17	FY'18	FY'19 Budget (7/6/2018)
DIRECT COSTS				
Commissions and incentives to retailers	12,421,019	10,042,940	14,039,604	15,141,672
Prize expenses:				
Instant games	42,797,935	36,133,704	82,973,686	95,476,883
Draw games	52,719,297	37,208,323	46,637,062	50,678,927
Total lottery game prize expenses	95,517,232	73,342,027	129,610,748	146,155,810
Instant and draw game costs	7,985,458	8,665,829	10,819,307	10,307,815
2 TOTAL DIRECT COSTS	115,923,709	92,050,796	154,469,659	171,605,297
3 GROSS PROFIT	73,809,975	59,556,852	66,758,168	68,305,132
	FY'16	FY'17	FY'18	FY'19 Budget (7/6/2018)
OPERATING EXPENSES				
Operating Expenses: Marketing	1,767,255	2,004,465	3,134,817	3,801,000
Operating Expenses: Other	2,697,857	2,814,249	3,034,857	3,688,930
Non-advertising/marketing	2,697,857	2,814,249	3,034,857	3,688,930
4 TOTAL OPERATING EXPENSES	4,465,112	4,818,714	6,169,674	7,489,930
5 OPERATING INCOME	69,344,863	54,738,138	60,588,494	60,815,202
NON-OPERATING INCOME (EXPENSE)				
Interest income	340,285	309,357	415,801	395,679
Other Income				
Transfer to/due to Mental Health	(750,000)	(750,000)	(750,000)	(750,000)
6 Transfers to and due to OELTF	(66,406,789)	(53,063,688)	(63,229,605)	(65,826,811)
7 NET NON-OPERATING INCOME (EXPENSE)	(\$66,816,504)	(\$53,504,331)	(\$63,563,804)	(66,181,132)
Funds to Educ.as % of Total Revs.	35.0%	35.0%	28.6%	27.4%
Opns as % of Sales	2.3547%	3.1806%	2.7903%	3.1233%
Advert./Promo. as % of Sales	0.9320%	1.3231%	1.4178%	1.5850%
Opns less Advert. as % of Sales	1.4228%	1.8576%	1.3726%	1.5383%