



# Arkansas

## Scholarship Lottery

### **EXHIBIT C**

Arkansas Legislative Council  
Lottery Oversight Subcommittee Meeting  
Report from the Office of the Arkansas Lottery for November 2022  
By Executive Director J. Eric Hagler

# Comparative Income Statements

## November 2022 vs. November 2021

GAAP Basis Income Statement	November 2022	November 2021	Favorable/ (Unfavorable)	Percentage Variance
<b>Revenues</b>				
Instant Games	\$ 40,438,879	\$ 39,856,505	\$ 582,374	1.5%
Draw Games	18,029,977	7,208,546	10,821,431	150.1%
Retailer Fees and Other	48,280	47,652	628	1.3%
<b>Total Revenues</b>	<b>58,517,136</b>	<b>47,112,703</b>	<b>11,404,433</b>	<b>24.2%</b>
<b>Operating Expense</b>				
Instant Game Prizes	27,482,471	28,705,827	1,223,356	4.3%
Draw Game Prizes	9,471,050	3,927,696	(5,543,354)	-141.1%
Retailer Commissions	3,268,499	2,670,699	(597,800)	-22.4%
Gaming Contract Costs	2,656,026	2,245,017	(411,009)	-18.3%
Marketing and Advertising	581,570	543,693	(37,877)	-7.0%
General and Administrative	1,126,767	820,769	(305,998)	-37.3%
<b>Total Operating Expenses</b>	<b>44,586,384</b>	<b>38,913,701</b>	<b>(5,672,683)</b>	<b>-14.6%</b>
<b>Operating Income</b>	<b>13,930,753</b>	<b>8,199,002</b>	<b>5,731,751</b>	<b>69.9%</b>
<b>Interest Income / Expense</b>	<b>189,980</b>	<b>25,157</b>	<b>164,823</b>	<b>655.2%</b>
<b>Income Before Transfers</b>	<b>\$ 14,120,733</b>	<b>\$ 8,224,159</b>	<b>\$ 5,896,574</b>	<b>71.7%</b>
<b>Net Proceeds</b>	<b>\$ 10,657,989</b>	<b>\$ 7,228,778</b>	<b>\$ 3,429,211</b>	<b>47.4%</b>

Note – Net Proceeds does not include unclaimed prizes amounts.

# Comparative Income Statements

## November 2022 Actual vs. Budget

<b>GAAP Basis Income Statement</b>	<b>November 2022 Actual</b>	<b>November 2022 Budget</b>	<b>Favorable/ (Unfavorable)</b>	<b>Percentage Variance</b>
<b>Revenues</b>				
Instant Games	\$ 40,438,879	\$ 35,500,000	\$ 4,938,879	13.9%
Draw Games	18,029,977	7,992,000	10,037,977	125.6%
Retailer Fees and Other	48,280	44,200	4,080	9.2%
<b>Total Revenues</b>	<b>58,517,136</b>	<b>43,536,200</b>	<b>14,980,936</b>	<b>34.4%</b>
<b>Operating Expense</b>				
Instant Game Prizes	27,482,471	25,709,583	(1,772,888)	-6.9%
Draw Game Prizes	9,471,050	4,395,417	(5,075,633)	-115.5%
Retailer Commissions	3,268,499	2,469,000	(799,499)	-32.4%
Gaming Contract Costs	2,656,026	2,184,000	(472,026)	-21.6%
Marketing and Advertising	581,570	538,000	(43,570)	-8.1%
General and Administrative	1,126,767	881,000	(245,767)	-27.9%
<b>Total Operating Expenses</b>	<b>44,586,384</b>	<b>36,177,000</b>	<b>(8,409,384)</b>	<b>-23.2%</b>
<b>Operating Income</b>	<b>13,930,753</b>	<b>7,359,200</b>	<b>6,571,553</b>	<b>89.3%</b>
<b>Interest Income / Expense</b>	<b>189,980</b>	<b>105,000</b>	<b>84,980</b>	<b>80.9%</b>
<b>Income Before Transfers</b>	<b>\$ 14,120,733</b>	<b>\$ 7,464,200</b>	<b>\$ 6,656,533</b>	<b>89.2%</b>
<b>Net Proceeds</b>	<b>\$ 10,657,989</b>	<b>\$ 6,864,200</b>	<b>\$ 3,793,789</b>	<b>55.3%</b>

Note – Net Proceeds does not include unclaimed prizes amounts.

# Comparative Income Statements

## Year to Date November 30, 2022 vs. November 30, 2021

GAAP Basis Income Statement	Actual YTD 11/30/22	Actual YTD 11/30/21	Favorable/ Unfavorable	Percentage Variance
<b>Revenues</b>				
Instant Games	\$ 190,236,621	\$ 196,146,205	\$ (5,909,584)	-3.0%
Draw Games	61,691,454	41,566,925	20,124,529	48.4%
Retailer Fees and Other	296,412	313,259	(16,847)	-5.4%
<b>Total Revenues</b>	<b>252,224,486</b>	<b>238,026,389</b>	<b>14,198,097</b>	<b>6.0%</b>
<b>Operating Expense</b>				
Instant Game Prizes	136,397,410	142,595,696	6,198,286	4.3%
Draw Game Prizes	33,001,011	22,524,817	(10,476,194)	-46.5%
Retailer Commissions	14,160,502	13,445,565	(714,937)	-5.3%
Gaming Contract Costs	12,270,253	11,428,328	(841,925)	-7.4%
Marketing and Advertising	2,611,657	2,966,940	355,283	12.0%
General and Administrative	4,590,265	3,888,077	(702,188)	-18.1%
<b>Total Operating Expenses</b>	<b>203,031,099</b>	<b>196,849,423</b>	<b>(6,181,676)</b>	<b>-3.1%</b>
<b>Operating Income</b>	<b>49,193,387</b>	<b>41,176,966</b>	<b>8,016,421</b>	<b>19.5%</b>
<b>Interest Income / Expenses</b>	<b>993,847</b>	<b>245,901</b>	<b>747,946</b>	<b>304.2%</b>
<b>Income Before Transfers</b>	<b>\$ 50,187,234</b>	<b>\$ 41,422,867</b>	<b>\$ 8,764,367</b>	<b>21.2%</b>
<b>Net Proceeds</b>	<b>\$ 46,941,542</b>	<b>\$ 39,276,312</b>	<b>\$ 7,665,229</b>	<b>19.5%</b>

Note – Net Proceeds does not include unclaimed prizes amounts.

# Comparative Income Statements

## Year to Date November 30, 2022 Actual vs. Budget

GAAP Basis Income Statement	Actual YTD 11/30/22	Budget YTD 11/30/22	Favorable/ Unfavorable	Percentage Variance
<b>Revenues</b>				
Instant Games	\$ 190,236,621	\$ 177,600,000	\$ 12,636,621	7.1%
Draw Games	61,691,454	37,577,000	24,114,454	64.2%
Retailer Fees and Other	296,412	272,700	23,712	8.7%
<b>Total Revenues</b>	<b>252,224,486</b>	<b>215,449,700</b>	<b>36,774,786</b>	<b>17.1%</b>
<b>Operating Expense</b>				
Instant Game Prizes	136,397,410	128,621,915	(7,775,495)	-6.0%
Draw Game Prizes	33,001,011	20,656,085	(12,344,926)	-59.8%
Retailer Commissions	14,160,502	12,193,000	(1,967,502)	-16.1%
Gaming Contract Costs	12,270,253	10,786,000	(1,484,253)	-13.8%
Marketing and Advertising	2,611,657	3,292,000	680,343	20.7%
General and Administrative	4,590,265	4,376,000	(214,265)	-4.9%
<b>Total Operating Expenses</b>	<b>203,031,099</b>	<b>179,925,000</b>	<b>(23,106,099)</b>	<b>-12.8%</b>
<b>Operating Income</b>	<b>49,193,387</b>	<b>35,524,700</b>	<b>13,668,687</b>	<b>38.5%</b>
<b>Interest Income / Expenses</b>	<b>993,847</b>	<b>644,000</b>	<b>349,847</b>	<b>54.3%</b>
<b>Income Before Transfers</b>	<b>\$ 50,187,234</b>	<b>\$ 36,168,700</b>	<b>\$ 14,018,534</b>	<b>38.8%</b>
<b>Net Proceeds</b>	<b>\$ 46,941,542</b>	<b>\$ 33,168,700</b>	<b>\$ 13,772,842</b>	<b>41.5%</b>

Note – Net Proceeds does not include unclaimed prizes amounts.

## ADHE Transfer Analysis

Month	2023 Net Proceeds	2023 Unclaimed Prizes	Total Transfer	2023 Budget	Over/Under Budget	Cumulative Balance
July,2022	\$ 12,465,979	\$ 286,582	\$ 12,752,561	\$ 7,019,100	\$ 5,733,461	\$ 5,733,461
August	6,030,975	1,527,863	\$ 7,558,838	7,502,200	\$ 56,638	\$ 5,790,099
September	7,923,389	817,397	\$ 8,740,786	6,823,100	\$ 1,917,686	\$ 7,707,785
October	9,863,209	116,641	\$ 9,979,850	7,360,100	\$ 2,619,750	\$ 10,327,535
November	10,657,989	1,473,147	\$ 12,131,136	7,464,200	\$ 4,666,936	\$ 14,994,471
December			\$ -		\$ -	\$ 14,994,471
January, 2023			\$ -		\$ -	\$ 14,994,471
February			\$ -		\$ -	\$ 14,994,471
March			\$ -		\$ -	\$ 14,994,471
April			\$ -		\$ -	\$ 14,994,471
May			\$ -		\$ -	\$ 14,994,471
June						
Sub total	46,941,541	4,221,630	51,163,171	36,168,700		\$ 14,994,471
Reserve for GPW						
Total	\$ 46,941,541	\$ 4,221,630	\$ 51,163,171	\$ 36,168,700		\$ 14,994,471

Department of Finance & Administration  
Office of the Arkansas Lottery  
Lottery Scholarship Trust Account



		Fiscal Year June 30, 2022	Fiscal Year June 30, 2023 (YTD Nov 2022)
Beginning Balance		\$ 152,129,833	\$ 192,693,718
Net Proceeds		99,386,657	46,941,542
Transfers to ADHE:			
Fall Academic Challenge Scholarships	FY22 9/7/21	(38,000,000)	(30,000,000)
Concurrent and Workforce Scholarships	FY23 9/23/22	(3,000,000)	
Spring Academic Challenge Scholarships	10/8/21	(33,000,000)	
Concurrent Scholarships	3/4/22	(500,000)	
Workforce Scholarships	6/9/22	(250,000)	
		<u>(74,750,000)</u>	<u>(30,000,000)</u>
Refund of Unused Scholarship Proceeds Requested:			
	FY22 8/9/22	<u>15,927,228</u>	<u>-</u>
Ending Balance		<u>\$ 192,693,718</u>	<u>\$ 209,635,260</u>

Arkansas Department of Finance and Administration  
Office of the Arkansas Lottery  
Requests Received from ADHE  
November 1 through November 30, 2022



**Division of Higher Education**

423 Main Street, Suite 400 • Little Rock, Arkansas • 72201-3818 • (501) 371-2000 • Fax (501) 371-2001

Johnny Key  
Secretary

Maria Markham, Ph.D.  
Director

November 29, 2022

Mr. Eric Hagler, Director  
Arkansas Scholarship Lottery  
P.O. Box 3238  
Little Rock, AR 72203-3238

Dear Mr. Hagler:

I hereby certify to the Office of the Arkansas Lottery that an estimated two million dollars (\$2,000,000) in net lottery proceeds will be required to fund the first disbursement of scholarships awarded under A.C.A. § 6-85-401 et. seq. for the Concurrent Challenge Scholarship for the 2022-2023 Academic Year.

Therefore, I am requesting the amount of two million (\$2,000,000) be transferred to the Arkansas Division of Higher Education's commercial bank account with First Security Bank by Wednesday, December 7, 2022. We will monitor closely and advise if additional requests for net proceeds are needed based on the submissions of the universities and colleges enrollment verification rosters.

If you require additional information or have questions, please contact me at 501.371.2026.

Thank you for your consideration in this matter.

Sincerely,

A handwritten signature in black ink, appearing to read "Nicholas Fuller".

Nicholas Fuller  
Assistant Director for Finance



# Retail Sales by County

## November 1 through November 30, 2022

COUNTY	CASH 3	CASH 4	FAST PLAY	INSTANT SETTLEMENTS	LOTTO	LUCKY FOR LIFE	MEGA MILLIONS	NATURAL STATE STATE	POWERBALL	TOTAL
ARKANSAS	\$17,047.50	\$10,831.00	\$12,426.00	\$489,163.00	\$7,178.00	\$3,022.00	\$13,633.00	\$2,939.00	\$76,046.00	\$632,285.50
ASHLEY	\$15,951.00	\$14,288.50	\$7,911.00	\$187,037.00	\$2,872.00	\$1,308.00	\$8,204.00	\$1,875.00	\$41,035.00	\$280,481.50
BAXTER	\$2,662.00	\$2,046.50	\$17,802.00	\$478,076.00	\$9,236.00	\$9,868.00	\$25,251.00	\$8,977.00	\$180,557.00	\$734,475.50
BENTON	\$8,768.00	\$3,444.50	\$19,618.00	\$1,460,749.00	\$34,004.00	\$21,686.00	\$115,983.00	\$21,155.00	\$926,644.00	\$2,612,051.50
BOONE	\$1,880.50	\$1,067.50	\$20,433.00	\$470,583.00	\$5,750.00	\$2,632.00	\$18,793.00	\$4,040.00	\$130,022.00	\$655,201.00
BRADLEY	\$3,882.50	\$5,120.00	\$2,188.00	\$179,264.00	\$2,540.00	\$730.00	\$4,817.00	\$1,573.00	\$24,570.00	\$224,684.50
CALHOUN	\$2,571.50	\$407.50	\$1,479.00	\$51,362.00	\$520.00	\$520.00	\$1,385.00	\$648.00	\$9,796.00	\$68,689.00
CARROLL	\$540.00	\$772.50	\$11,050.00	\$277,411.00	\$3,882.00	\$2,328.00	\$11,869.00	\$2,698.00	\$78,522.00	\$389,072.50
CHICOT	\$8,590.50	\$3,155.00	\$5,565.00	\$188,108.00	\$3,246.00	\$4,290.00	\$9,693.00	\$2,279.00	\$52,637.00	\$277,563.50
CLARK	\$2,767.50	\$911.00	\$22,719.00	\$402,202.00	\$8,016.00	\$3,750.00	\$12,875.00	\$4,977.00	\$78,573.00	\$536,790.50
CLAY	\$1,381.00	\$116.00	\$3,051.00	\$111,581.00	\$1,796.00	\$1,784.00	\$4,149.00	\$1,588.00	\$26,489.00	\$151,935.00
CLEBURNE	\$2,263.00	\$171.50	\$27,037.00	\$333,031.00	\$10,082.00	\$5,062.00	\$18,024.00	\$6,716.00	\$108,231.00	\$510,617.50
CLEVELAND	\$386.00	\$270.50	\$1,082.00	\$57,557.00	\$980.00	\$1,322.00	\$1,711.00	\$377.00	\$13,024.00	\$76,709.50
COLUMBIA	\$16,893.00	\$8,035.00	\$8,266.00	\$340,015.00	\$3,100.00	\$3,126.00	\$8,526.00	\$2,514.00	\$55,731.00	\$446,206.00
CONWAY	\$5,630.00	\$1,873.00	\$8,905.00	\$436,783.00	\$13,306.00	\$4,682.00	\$14,414.00	\$6,973.00	\$93,893.00	\$586,459.00
CRAIGHEAD	\$13,038.50	\$9,202.00	\$45,470.00	\$1,760,448.00	\$19,110.00	\$10,656.00	\$53,770.00	\$10,672.00	\$394,550.00	\$2,316,916.50
CRAWFORD	\$3,848.00	\$1,012.00	\$11,341.00	\$384,289.00	\$10,098.00	\$5,648.00	\$25,532.00	\$7,201.00	\$182,648.00	\$631,617.00
CRITTENDEN	\$43,648.50	\$25,937.00	\$16,169.00	\$721,236.00	\$6,836.00	\$8,136.00	\$37,599.00	\$7,847.00	\$210,984.00	\$1,078,392.50
CROSS	\$7,461.00	\$2,792.00	\$10,846.00	\$380,561.00	\$3,592.00	\$1,344.00	\$6,880.00	\$1,311.00	\$51,888.00	\$466,675.00
DALLAS	\$2,575.00	\$1,083.50	\$5,141.00	\$227,399.00	\$2,612.00	\$1,016.00	\$4,480.00	\$1,159.00	\$24,805.00	\$270,270.50
DESHA	\$2,787.00	\$1,487.00	\$3,204.00	\$206,521.00	\$3,254.00	\$1,102.00	\$7,630.00	\$2,139.00	\$39,647.00	\$267,771.00
DREW	\$4,232.00	\$3,360.50	\$11,473.00	\$382,085.00	\$5,616.00	\$3,842.00	\$10,912.00	\$3,114.00	\$58,918.00	\$483,552.50
FAULKNER	\$13,012.00	\$5,242.00	\$45,011.00	\$1,327,564.00	\$37,604.00	\$15,740.00	\$61,599.00	\$19,240.00	\$387,660.00	\$1,912,672.00
FRANKLIN	\$842.00	\$58.00	\$20,751.00	\$212,831.00	\$4,978.00	\$1,376.00	\$9,903.00	\$2,755.00	\$61,287.00	\$314,781.00
FULTON	\$441.50	\$781.00	\$4,145.00	\$68,152.00	\$1,128.00	\$754.00	\$2,666.00	\$865.00	\$19,676.00	\$98,608.50
GARLAND	\$13,927.50	\$7,246.50	\$33,107.00	\$1,151,335.00	\$39,784.00	\$18,764.00	\$74,211.00	\$30,680.00	\$460,949.00	\$1,830,004.00
GRANT	\$1,147.50	\$679.00	\$6,005.00	\$183,193.00	\$4,548.00	\$2,578.00	\$8,305.00	\$3,089.00	\$49,190.00	\$258,734.50
GREENE	\$668.00	\$491.50	\$18,495.00	\$661,574.00	\$6,686.00	\$3,714.00	\$22,194.00	\$5,714.00	\$143,191.00	\$862,727.50
HEMPSTEAD	\$64,278.50	\$20,173.00	\$8,270.00	\$365,035.00	\$3,080.00	\$2,558.00	\$10,051.00	\$2,253.00	\$52,849.00	\$528,547.50
HOT SPRING	\$1,378.50	\$736.50	\$17,647.00	\$400,083.00	\$8,870.00	\$3,962.00	\$15,692.00	\$5,103.00	\$82,189.00	\$535,661.00
HOWARD	\$55,719.50	\$14,334.50	\$10,953.00	\$250,627.00	\$2,902.00	\$1,692.00	\$6,862.00	\$1,963.00	\$36,924.00	\$381,977.00
INDEPENDENCE	\$4,740.00	\$3,144.00	\$45,773.00	\$628,333.00	\$9,460.00	\$4,066.00	\$18,685.00	\$5,458.00	\$117,450.00	\$837,109.00
IZARD	\$74.50	\$72.00	\$8,091.00	\$126,589.00	\$2,244.00	\$1,046.00	\$5,367.00	\$1,546.00	\$31,170.00	\$176,199.50
JACKSON	\$17,273.50	\$9,870.00	\$16,821.00	\$284,220.00	\$5,896.00	\$1,930.00	\$9,072.00	\$2,940.00	\$51,026.00	\$399,048.50
JEFFERSON	\$70,844.00	\$41,249.50	\$34,201.00	\$1,292,942.00	\$33,354.00	\$13,776.00	\$50,528.00	\$18,211.00	\$262,677.00	\$1,817,782.50
JOHNSON	\$1,243.50	\$1,597.50	\$5,051.00	\$274,678.00	\$3,870.00	\$2,438.00	\$11,043.00	\$3,683.00	\$63,987.00	\$367,591.00
LAFAYETTE	\$17,054.00	\$4,317.00	\$2,356.00	\$96,187.00	\$590.00	\$704.00	\$2,661.00	\$400.00	\$13,983.00	\$138,252.00

# Retail Sales by County (Cont.)

## November 1 through November 30, 2022

COUNTY	CASH 3	CASH 4	FAST PLAY	INSTANT SETTLEMENTS	LOTTO	LUCKY FOR LIFE	MEGA MILLIONS	NATURAL STATE STATE	POWERBALL	TOTAL
LAWRENCE	\$816.50	\$146.00	\$14,533.00	\$332,789.00	\$2,440.00	\$1,560.00	\$7,450.00	\$1,672.00	\$51,950.00	\$413,356.50
LEE	\$4,853.00	\$11,987.00	\$1,116.00	\$86,760.00	\$932.00	\$1,394.00	\$3,406.00	\$584.00	\$20,057.00	\$131,089.00
LINCOLN	\$476.50	\$526.50	\$2,628.00	\$105,478.00	\$2,454.00	\$1,212.00	\$3,854.00	\$1,472.00	\$24,807.00	\$142,908.00
LITTLE RIVER	\$6,126.00	\$3,703.00	\$3,548.00	\$123,710.00	\$1,466.00	\$632.00	\$5,864.00	\$1,370.00	\$31,580.00	\$177,999.00
LOGAN	\$539.50	\$53.50	\$16,969.00	\$249,791.00	\$4,320.00	\$1,818.00	\$8,524.00	\$3,374.00	\$58,900.00	\$344,289.00
LONOKE	\$14,310.50	\$10,630.00	\$42,618.00	\$1,047,916.00	\$28,992.00	\$10,682.00	\$47,218.00	\$14,734.00	\$285,949.00	\$1,503,049.50
MADISON	\$49.00	\$189.50	\$1,019.00	\$104,315.00	\$2,218.00	\$1,024.00	\$6,897.00	\$1,182.00	\$40,260.00	\$157,153.50
MARION	\$6,617.50	\$1,881.00	\$8,992.00	\$227,158.00	\$4,214.00	\$3,394.00	\$8,513.00	\$4,278.00	\$46,580.00	\$311,627.50
MILLER	\$36,970.00	\$14,946.50	\$11,880.00	\$547,687.00	\$5,590.00	\$7,266.00	\$21,092.00	\$4,836.00	\$117,009.00	\$767,276.50
MISSISSIPPI	\$58,608.00	\$25,061.50	\$16,041.00	\$756,834.00	\$5,474.00	\$3,962.00	\$19,047.00	\$3,050.00	\$125,567.00	\$1,013,644.50
MONROE	\$35,083.50	\$13,434.50	\$21,710.00	\$225,697.00	\$4,176.00	\$1,514.00	\$8,062.00	\$1,988.00	\$40,496.00	\$352,161.00
MONTGOMERY	\$297.00	\$314.00	\$1,538.00	\$33,378.00	\$1,420.00	\$448.00	\$2,637.00	\$621.00	\$15,701.00	\$56,354.00
NEVADA	\$4,391.00	\$2,426.50	\$1,716.00	\$185,622.00	\$1,568.00	\$1,186.00	\$4,952.00	\$757.00	\$24,094.00	\$226,712.50
NEWTON	\$81.00	\$19.00	\$2,065.00	\$37,261.00	\$548.00	\$276.00	\$2,141.00	\$760.00	\$10,715.00	\$53,866.00
OUACHITA	\$16,667.00	\$8,321.00	\$17,758.00	\$605,726.00	\$8,500.00	\$4,562.00	\$12,782.00	\$4,229.00	\$74,858.00	\$753,403.00
PERRY	\$1,051.00	\$481.00	\$3,065.00	\$107,739.00	\$3,708.00	\$1,212.00	\$4,377.00	\$1,793.00	\$30,308.00	\$153,734.00
PHILLIPS	\$13,638.50	\$6,165.50	\$3,679.00	\$235,906.00	\$3,194.00	\$2,300.00	\$9,778.00	\$2,435.00	\$52,007.00	\$329,103.00
PIKE	\$188.50	\$109.50	\$6,855.00	\$131,840.00	\$5,138.00	\$1,678.00	\$6,161.00	\$1,966.00	\$34,317.00	\$188,253.00
POINSETT	\$4,158.00	\$1,336.00	\$20,841.00	\$555,358.00	\$4,626.00	\$1,976.00	\$12,112.00	\$2,597.00	\$81,409.00	\$684,413.00
POLK	\$1,542.00	\$48.00	\$9,043.00	\$159,452.00	\$5,628.00	\$2,394.00	\$10,760.00	\$3,712.00	\$56,702.00	\$249,281.00
POPE	\$2,498.00	\$824.50	\$22,813.00	\$819,966.00	\$17,750.00	\$8,020.00	\$39,213.00	\$10,304.00	\$236,250.00	\$1,157,638.50
PRAIRIE	\$1,729.00	\$752.50	\$4,876.00	\$155,516.00	\$2,266.00	\$696.00	\$4,416.00	\$1,012.00	\$27,852.00	\$199,115.50
PULASKI	\$197,930.50	\$169,899.50	\$216,204.00	\$6,877,975.00	\$284,892.00	\$261,404.00	\$568,520.00	\$201,728.00	\$2,430,750.00	\$11,209,303.00
RANDOLPH	\$183.50	\$33.50	\$10,507.00	\$182,467.00	\$2,926.00	\$2,760.00	\$9,327.00	\$2,065.00	\$50,403.00	\$260,672.00
SAINT FRANCIS	\$21,895.50	\$11,417.50	\$4,424.00	\$330,009.00	\$3,910.00	\$2,760.00	\$13,780.00	\$2,628.00	\$74,340.00	\$465,164.00
SALINE	\$20,379.50	\$7,662.00	\$52,925.00	\$1,308,363.00	\$38,488.00	\$17,900.00	\$60,424.00	\$20,330.00	\$388,912.00	\$1,915,383.50
SCOTT	\$709.00	\$356.50	\$3,047.00	\$93,175.00	\$1,968.00	\$830.00	\$4,903.00	\$959.00	\$27,719.00	\$133,666.50
SEARCY	\$30.50	\$167.50	\$4,364.00	\$94,097.00	\$2,130.00	\$766.00	\$4,251.00	\$1,038.00	\$24,153.00	\$130,997.00
SEBASTIAN	\$10,843.00	\$3,882.00	\$19,960.00	\$950,282.00	\$25,164.00	\$16,442.00	\$62,338.00	\$18,358.00	\$443,095.00	\$1,550,364.00
SEVIER	\$4,359.50	\$314.00	\$1,586.00	\$187,913.00	\$2,178.00	\$1,398.00	\$7,627.00	\$1,768.00	\$39,519.00	\$246,662.50
SHARP	\$873.00	\$185.00	\$14,485.00	\$358,847.00	\$4,494.00	\$2,340.00	\$14,395.00	\$4,408.00	\$90,344.00	\$490,371.00
STONE	\$835.00	\$6.00	\$3,699.00	\$113,806.00	\$2,334.00	\$982.00	\$5,036.00	\$2,454.00	\$29,775.00	\$158,927.00
UNION	\$77,431.00	\$35,476.00	\$26,481.00	\$906,007.00	\$6,768.00	\$6,022.00	\$20,859.00	\$6,601.00	\$130,374.00	\$1,216,019.00
VAN BUREN	\$792.50	\$944.00	\$9,626.00	\$222,413.00	\$6,420.00	\$2,694.00	\$9,881.00	\$4,591.00	\$66,676.00	\$324,037.50
WASHINGTON	\$21,118.50	\$9,543.00	\$49,526.00	\$1,711,813.00	\$38,348.00	\$24,884.00	\$109,448.00	\$27,654.00	\$759,991.00	\$2,752,325.50
WHITE	\$10,765.50	\$3,432.00	\$48,230.00	\$1,041,958.00	\$21,988.00	\$9,870.00	\$36,903.00	\$10,658.00	\$242,811.00	\$1,426,615.50
WOODRUFF	\$1,590.50	\$1,148.50	\$7,082.00	\$134,607.00	\$1,596.00	\$588.00	\$3,922.00	\$910.00	\$22,462.00	\$173,906.00
YELL	\$219.00	\$564.00	\$5,572.00	\$274,871.00	\$5,246.00	\$1,780.00	\$8,668.00	\$2,872.00	\$52,217.00	\$352,009.00

# Retail Sales Totals – All Counties

## November 1 through November 30, 2022

### Grand Totals

*Cash 3	*Cash 4	*Fast Play	*Instant Settlements	*Lotto	*Lucky for Life	*Mega Millions	*Natural State Jackpot	*Powerball	*Total Sales
\$1,012,095.50	\$555,763.50	\$1,262,874.00	\$38,473,306.00	\$888,092.00	\$585,578.00	\$1,914,507.00	\$584,420.00	\$11,054,327.00	\$56,330,963.00

Department of Finance & Administration  
Office of the Arkansas Lottery  
Retailer Loss/Debt Set-off/Income Tax  
November 2022



As of 11/30/2022

Retailer losses \$0

Arkansas Debt Set-Off	Nov-22	Total Since Inception
Department of Finance and Administration	\$ 13,325.25	\$ 1,626,081.25
Office of Child Support Enforcement	\$ 1,176.20	\$ 677,176.20
<b>Total Debt Set-Off</b>	<b>\$ 14,501.45</b>	<b>\$ 2,303,257.45</b>

Income Taxes Withheld	Nov-22	Total Since Inception
Federal	\$ 1,032,297.00	\$ 125,530,437.00
State	\$ 210,748.00	\$ 34,427,478.00
<b>Total Income Taxes Withheld</b>	<b>\$ 1,243,045.00</b>	<b>\$ 159,957,915.00</b>

**DFA / Office of the Arkansas Lottery**  
**Instant & Fast Play Games**  
**November 2022**



Sales for the following instant games began November 1, 2022. No ending dates have been determined for these games.

**\$1 White Elephant**

**\$2 Peppermint Payout**

**\$3 Diamond Bingo**

**\$5 24 Karat Gold**

**\$20 \$1,000,000 Cash**

Sales for the following instant games began November 29, 2022. No ending dates have been determined for these games.

**\$1 X the Money**

**\$2 Payout Multiplier**

**\$5 Money Multiplier**

**\$10 Bonus Multiplier**

There were no new Fast play games that started sales in November 2022.

# Arkansas Department of Finance and Administration

## Office of the Arkansas Lottery

### Minority Report – November 2022



VENDORS		November	FY to Date Total
A-ABSOLUTE MOVING & HAULING	CMBE		\$498.40
ADVANTAGE COMMUNICATIONS	MBE		
AFRICAN AMERICAN PERSPECTIVES	MBE		
AJP FARM, LLC	MBE		
ARKANSAS FLAG AND BANNER	WBE		\$9,575.00
BEST BANNER AND SIGNS			
BSW ADVERTISING	FOB		
BUDS GRAPHICS SALES & SERVICE	MBE		
BYRD ENTERPRISE, INC	NAI		
CCI Of ARKANSAS	CMBE		
CHOICE PROMOTION	MBE		\$66,590.92
CREATIVE GRAPICS, INC	MBE		
CRENSHAW SIGNS	MBE		
DE'LISA BALENTINE	WBE		
DR. B'S WINDSHIELD REPAIR COMPANY	MBE		
GATHRIGHT VAN AND STORAGE			
GODDESS PRODUCTS	CMBE		
GOVERNMENT SUPPLY SERVICES	CMBE	\$513.62	\$811.41
HOG WASH DETAIL DENT & TINT	MBE		
HOLA! ARKANSAS	MBE		
INCLUSION MAGAZINE	MBE		
LA DESIGNS	WBE		
LAHARPE'S OFFICE FURNITURE	WBE		\$1,298.07
LAF PRODUCTION, INC	MBE		
MICKY'S SPECIAL AFFAIRS	MBE		
MR. B'S 2 MOBILE HAND WASH & WAX	MBE		
NORTHEAST ARKANSAS CLEANING SERVICE	WBE		
PARTY PRINTS	CMBE		
PREMIER STAFFING	WBE		
RIDE N SHINE DETAIL	MOB		
RU-MEL & ASSOCIATES, INC	MBE		
S & P SERVICES	MBE		
STAND NEWS	MBE		
THE AMERICAN BANNER PUBLISHING, LLC	MBE		
TRIVIA MARKETING	WBE		
<b>Total</b>		<b>\$513.62</b>	<b>\$78,773.80</b>
MBE = Minority Business Enterprise CMBE = Certified Minority Business Enterprise			

**Arkansas Scholarship Lottery entered into an agreement with Naturals Baseball Inc. this agreement went into effect November 2<sup>nd</sup>, 2022.**

**This agreement will cover the 2023 season with a begin date of January 1<sup>st</sup>, 2023, through December 31<sup>st</sup>, 2023. The agreement will cover a marketing sponsorship and will cost \$12,000.00 and payment will be due no later than July 1<sup>st</sup>, 2023.**



# Arkansas Department of Finance and Administration

## Office of the Arkansas Lottery

### Term Contracts for Goods and Services

#### November 1 through November 30, 2022 (cont.)



#### Program Agreement

This Program Agreement (the "Agreement") is entered into as of November 2, 2022, by and between the Department of Finance and Administration Office of the Arkansas Lottery or Arkansas Scholarship Lottery ("Client") and Naturals Baseball Inc, d/b/a Northwest Arkansas Naturals ("Naturals"). Intending to be legally bound hereby, the parties agree to the following terms:

**Promotion:** Marketing sponsorship as described below (the "Promotion").

- **Arkansas Scholarship Lottery Fan Cam- (Season-Long Videoboard Promotional Spot)**
  - Client will sponsor a :30 Videoboard promotion with a rotating Fan Cam where fans will be encouraged to participate.
  - Promotion will run for all Naturals home games during the season, and any playoff games should the Naturals make the playoffs.
  - Client will have its logo on the videoboard for the duration of the promotion and will have a brief tagline read.
  - Option to provide a prize to the winner who is most enthusiastic (winner will be 18+, Naturals will ask for photo ID of winner, and contact information will be documented)
- **Thursday Night Game Sponsorship**
  - Arkansas Scholarship Lottery will be the game sponsor for a mutually agreed upon Thursday game
  - Arkansas Scholarship Lottery name and/or logo will be noted in a selection of media advertising leading up to the game night event.
  - **Game Day Elements:**
    - o Minimum of five (5) live PA/videoboard announcements throughout the night of the event
    - o Mutually agreed upon in-game activation opportunity.
    - o Arkansas Scholarship Lottery may provide samples of products, or coupons, to be passed out post-game as fans exit
    - o Honorary first pitch ceremony by a Arkansas Scholarship Lottery representative
    - o 50 Tickets to the game for staff and clients
    - o Arkansas Scholarship Lottery name and event details tagged in Naturals souvenir program & all pocket schedules.
    - o Table space near the Main Entrance to give away items to Naturals fans
    - o Arkansas Scholarship Lottery banner(s) at ballpark main entrance (*signage provided by Client*)
- **4'x4' Concourse Sign**
  - Signage will be displayed from for duration of term which includes all Naturals home games and special events held at Arvest Ballpark
  - The Naturals will be responsible for all initial production & installation of the sign, as well as upkeep. Client would be responsible for any logo changes after initial installation.

**Responsibilities:** Naturals will provide all elements described in the Promotion to the best of its abilities in a professional and timely fashion, ensuring each of the promotional elements are delivered in a manner which fulfills the agreed to requirements.

**Term:** 2023 Season; the term of the contract is for one (1) year, with an effective date of January 1, 2023, and an ending date of December 31, 2023.

**License:** Naturals and Client each grant the other, during the term of this Agreement, a non-exclusive limited license and right to use the other's trademarks, logos, and designs ("Trademarks") solely in connection with elements of the Promotion and the marketing and advertising of Promotion events. At all times, the owner of the Trademarks shall remain the exclusive owner of its Trademarks and all use of the Trademarks shall inure to the benefit of the owner.

**Approvals:** All of the materials developed for the Promotion, which includes the trademarks, sponsor logos, designs, names or references, are subject to approval by all parties, which shall not be unreasonably withheld. All use of the Trademarks shall immediately cease when the Term of this Agreement ends.

**Payment:** Client agrees to pay the Naturals \$12,000.00 (the "Payment") in a mutually agreed upon billing cycle with full payment received no later than July 1, 2023.

Client understands there is obligation to pay within the agreed upon terms, as documented on the invoice, and that future credit may be withdrawn if payments are not made within those terms. Client grants Naturals and its agents the right to offset amounts owed to Client against amounts the Client owes to Naturals. Client also agrees to reimburse Naturals for any legal action or collection costs incurred in connection with seeking recovery of legitimate amounts owed by Client to Naturals.

**Liability:** In the event of the exclusion of any advertising or promotion in Arvest Ballpark, in any publications, or broadcast for any reason, as agreed under the Promotion, the Payment will be pro-rated by an amount that is based on an agreed upon price per element. Naturals reasonable judgment of such pro-rata amount shall be conclusive and binding on both Naturals and Client in the event of a dispute.

In the event that any event for which this Agreement pertains is cancelled due to weather conditions, natural disaster or facility/organizational difficulties beyond the realm of Naturals reasonable control, and/or if the Promotion involves a special event (i.e. concert, exhibition games, etc.) which cannot be rescheduled, Naturals shall use its best commercial efforts to plan an alternate date and/or promotion, subject to availability, or return payment. In no event shall Client incur liability for cancellations due to the above-mentioned criteria.

**Indemnification:** Naturals agrees to indemnify Client and hold Client, its officers, directors, employees, agents and assigns harmless from and against any and all claims, damages, liabilities, costs and expenses (including reasonable attorneys' fees and related disbursements) arising out of (i) any material breach by Naturals of the terms and conditions of this Agreement and; (ii) any direct claims for personal injury, death or property damage resulting from the negligent acts or omissions of Naturals or its agents or employees.

Client agrees to indemnify Naturals and hold Naturals, its officers, directors, employees, agents, parents and assigns harmless from and against any and all claims, damages, liabilities, costs and expenses (including reasonable attorneys' fees and related disbursements) arising out of (i) any material breach by Client of the terms and conditions of this Agreement; (ii) any claims for personal injury, death or property damage resulting from the negligent acts or omissions of Client, its employees, agents, or affiliates, including any manufacturing defects in products



Arkansas Department of Finance and Administration  
Office of the Arkansas Lottery  
Term Contracts for Goods and Services  
November 1 through November 30, 2022 (cont.)



manufactured by Client; and (iii) any advertising material created by or for Client or trademarks of Client infringe on any proprietary right of any third party.

**Termination for Public Health Reasons:** Naturals may, at any time, cancel or suspend the Promotion because of a pandemic, epidemic, quarantine, or other public health reason including, without limitation, COVID-19. Upon such cancellation or suspension, neither party shall have any obligation to the other party. If feasible, the parties may decide to negotiate a mutually agreeable alternative for the Promotion, which alternative (if any) shall be evidenced in writing signed by both parties.

**Force Majeure:** Neither party shall be liable or responsible to the other party, nor be deemed have breached this Agreement, for any failure or delay in performing or completing any obligation under this Agreement, when such failure or delay is caused by or results from an event that is beyond such party's (the "Impacted Party") reasonable control including, without limitation, the following events (the "Force Majeure Events"): (i) acts of God (but excluding normal weather conditions such as rain or snow), flood, fire, earthquake, blizzard; (ii) explosion, war, invasion, hostilities (whether or not war is declared), terrorist threats (including general threats) or acts, riot, other civil unrest; (iii) government order or action, eminent domain, condemnation of property, changes in laws or regulations; (iv) organized labor activities or disturbances such as strikes; (v) shortages of power, supplies, infrastructure, or transportation; (vi) emergencies (whether global, national, regional, or local); and (vii) pandemic, epidemic, or quarantines. The Impacted Party shall, as soon as reasonably practicable, give notice of the Force Majeure Event to the other party stating the period of time the Force Majeure Event is expected to last. NATURALS may cancel the Promotion due to a Force Majeure Event, by providing Client with notice of such cancellation. Upon such cancellation neither party shall have any obligation to the other party. If feasible, the parties may decide to negotiate a mutually agreeable alternative date for the Promotion, which alternative (if any) shall be evidenced in writing signed by both parties.

**MLB PDL Club Agreements:** Notwithstanding any other provision of this Agreement, this Agreement and the rights, exclusivities and protections granted by Naturals to Client hereunder shall, at the request of MLB PDL, be subject to its review and written approval, and shall in all respects be subordinate to, and shall not prevent the issuance, entering into, or amendment of, any of the following, each as may be issued, entered into or amended from time to time (collectively, the "PDL Documents"): (i) any present or future agreements or arrangements entered into by, or on behalf of MLB PDL and/or any of its respective present or future affiliates, assigns or successors (collectively, the "PDL Entities"); and (ii) the present and future mandates, rules, regulations, policies, practices, bulletins, by-laws, directives or guidelines issued or adopted by, or on behalf of, MLB PDL, any other PDL Entity and/or the Commissioner of Baseball that are specifically related to or generally applicable to the player development league system or one or more of the PDL Clubs. The issuance, entering into, amendment, or implementation of any of the PDL Documents shall be at no cost or liability to any PDL Entity or to any individual or entity related thereto [except for the reduction in fees payable to Naturals and specifically referenced in the "Payment"]. The territory within which Client is granted rights hereunder is limited to, and nothing herein shall be construed as conferring on Client rights in areas outside of, the Marketing Territory of Naturals, as established and amended from time to time pursuant to the PDL Documents. No rights, exclusivities or obligations involving the

Internet or any interactive or on-line media (as defined by the PDL Entities) are conferred by this Agreement, except as are specifically approved in writing by the applicable PDL Entity. The undersigned understand and agree to the terms and responsibilities set forth in this document.


**Agreement/Modifications:** This Agreement constitutes the entire understanding between Client and Naturals as it relates to the Proposal and supersedes any and all previous agreements with respect thereto. No modification or additions to this document shall have any effect unless it is set forth in writing and signed by both Client and Naturals. This Agreement shall be governed by the laws of the State of Arkansas, without regard to its conflict of laws principles. The exclusive venue for any dispute resolution related to this Agreement will be in the County of Washington, Arkansas.

Department of Finance & Administration  
Office of the Arkansas Lottery

By:   
J. Eric Hagler, Executive Director

Date: 11/01/2022

Naturals Baseball, Inc.

By:   
Date: 11/02/2022



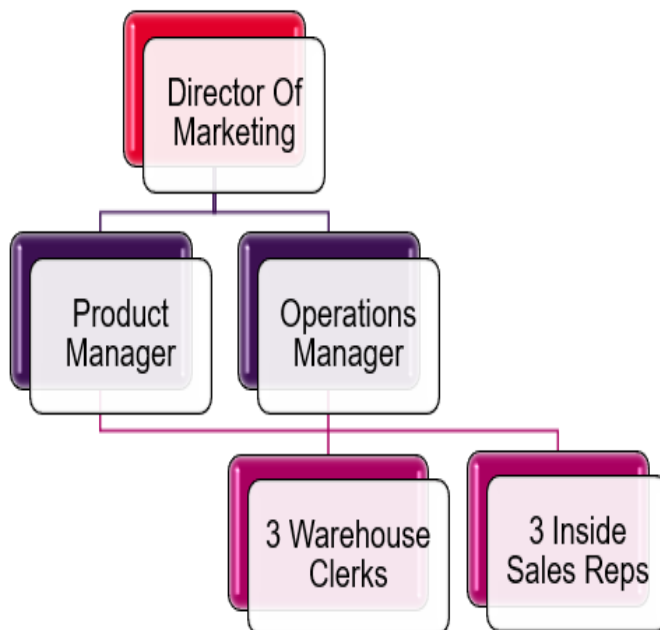
# AR - SGEP

Monthly Reporting  
(November 2022)

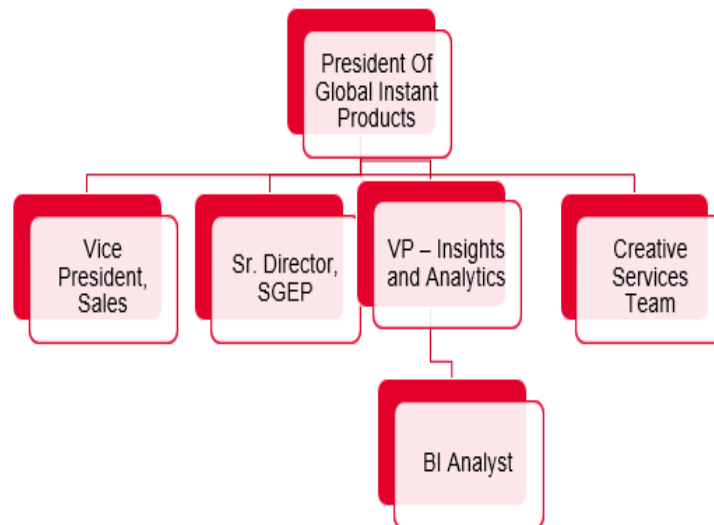


# AR Organizational Chart

## In-State Team



## Corp. Support



# 11.2022 Arkansas CMBE Report

Vendors	Expedited Transportation	Pure Cleaning Services	Ingage	Actual Monthly Spending Total
Business Type	DBE	MBE - service disabled vet	WBE / Unified DBE	
Jul-22	\$12,548.98	\$1,226.26	\$83,184.32	\$96,959.56
Aug-22	\$4,081.48	\$1,226.26	\$79,220.65	\$84,528.39
Sep-22	\$6,078.48	\$1,226.26	\$68,341.68	\$75,646.42
<b>1st Quarter</b>	<b>\$22,708.94</b>	<b>\$3,678.78</b>	<b>\$230,746.65</b>	<b>\$257,134.37</b>
Oct-22	\$0.00	\$0.00	\$145,978.09	\$145,978.09
Nov-22	\$5,855.79	\$3,678.76	\$16,707.69	\$26,242.24
Dec-22				\$0.00
<b>2nd Quarter</b>	<b>\$5,855.79</b>	<b>\$3,678.76</b>	<b>\$162,685.78</b>	<b>\$172,220.33</b>
Jan-23				\$0.00
Feb-23				\$0.00
Mar-23				\$0.00
<b>3rd Quarter</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
Apr-23				\$0.00
May-23				\$0.00
Jun-23				\$0.00
<b>4th Quarter</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
<b>Total to Date</b>	<b>\$28,564.73</b>	<b>\$7,357.54</b>	<b>\$393,432.43</b>	<b>\$429,354.70</b>





# November Highlights



## - Inside Sales Representatives:

- Produced over 7,817 outbound calls to retailers across the state
- Processed over 6,949 daily orders and 1,953 new game allocations
- Handled over 543 inbound calls where our reps were able to assist retailers and MSR's across the state on various requests.

## - Warehouse Department:

- Picked, packed and shipped over 8,946 packages averaging 13 packs per order
- Processed over 268,348 returns
- Handled incoming & outgoing POS for new Lotto game – Shipped 61 packages to MSRs across the state, which also included packages for December new games. Several incoming POS – arrived at the warehouse and was reported to ASL for inspection.



Intralot AR  
Monthly Reporting  
November 2022

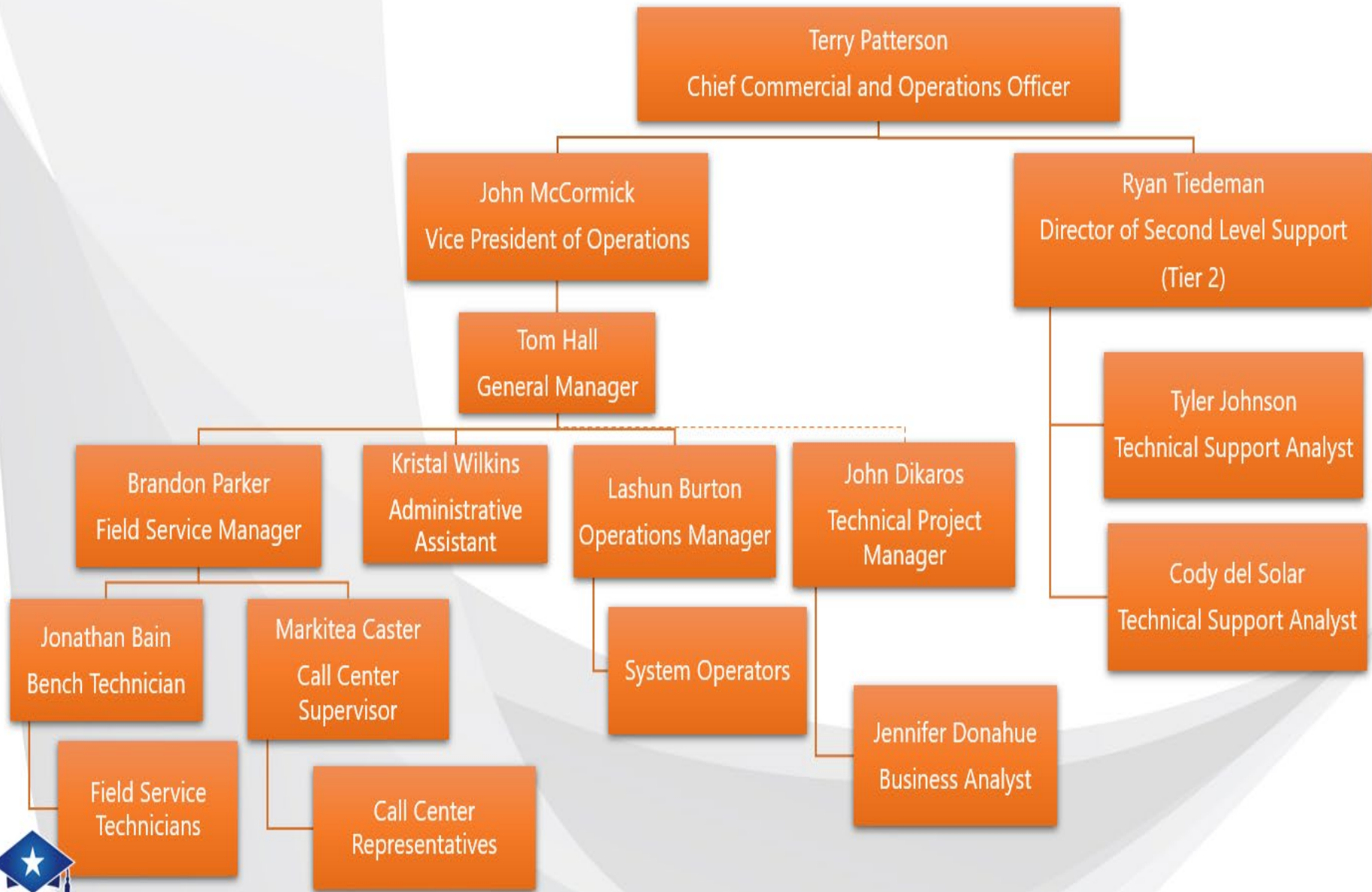
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***intralot***



**Arkansas**  
Scholarship Lottery

# AR Organizational Chart



# Arkansas Scholarship Lottery Retailer, Terminal Counts, and Vendor Service Highlights

November 2022

Retailer Count by Status	
Active	1939
Renewal	21
<b>Total</b>	<b>1,960</b>

Terminal Count by Type	
Photon	2,080
TVM	126
DreamTouch Smart	85
<b>Total</b>	<b>2,291</b>

## Monthly Highlights

- ▶ 6,031,410 Total transactions processed through the Arkansas Scholarship Lottery System in November.
- ▶ 626 service tickets resolved by Field Service and the Call Center for the month of November.
- ▶ 650 Preventative Maintenance Actions completed by Field Service Technicians for the month of November.





# Arkansas Scholarship Lottery Minority Firms Report

November 30, 2022

Vendors	J Kelly*	Actual Monthly Spending Total
Business Type	Small, disadvantaged, minority, woman, owned business AEDC ID: 71110	
Cert Expires	10/2023	
Jul-22	\$50,731.68	\$50,731.68
Aug-22	\$50,731.68	\$50,731.68
Sep-22	\$50,731.68	\$50,731.68
<b>1<sup>st</sup> Quarter Total to Date</b>	<b>\$152,195.04</b>	<b>\$152,195.04</b>
Oct-22	\$50,731.68	\$50,731.68
Nov-22	\$50,968.02	\$50,968.02
Dec-22		
<b>2<sup>nd</sup> Quarter Total to Date</b>	<b>\$101,699.70</b>	<b>\$101,699.70</b>
Jan-23		
Feb-23		
Mar-23		
<b>3<sup>rd</sup> Quarter Total to Date</b>	<b>\$0.00</b>	<b>\$0.00</b>
Apr-23		
May-23		
Jun-23		
<b>4<sup>th</sup> Quarter Total to Date</b>	<b>\$0.00</b>	<b>\$0.00</b>
<b>Overall Total to Date</b>	<b>\$253,894.74</b>	<b>\$ 253,894.74</b>

\* J. Kelly has 7 full-time employees working in the Intralot offices, providing Call Center and Retailer Monitoring Services.



## **Audit Report for November 1,2022 through November 30,2022.**



**For the reporting period of November 1<sup>st</sup> through  
November 30<sup>th</sup> we have no audits to report.**