



STATE OF ARKANSAS
**Department of Finance
and Administration**

Exhibit C3
OFFICE OF THE ARKANSAS LOTTERY
Post Office Box 3238
Little Rock, Arkansas 72203-3238
Phone: (501) 683-2000
Fax: (501) 683-1878
<http://myarkansaslottery.com>

April 30, 2021

The Honorable Joyce Elliot, Co-Chair
The Honorable Chris Richey, Co-Chair
Arkansas Legislative Council Lottery Oversight Subcommittee
One Capitol Mall, Room R-501
Little Rock, AR 72201

RE: Proposed Fiscal Year 2022 Annual Budget

Dear Senator Elliot and Representative Richey:

On behalf of the Arkansas Department of Finance and Administration Office of the Arkansas Lottery, please accept the attached Proposed FY 2022 Annual Budget pursuant to A.C.A § 23-115-206(a)(10)(A). The following information is provided:

1. Arkansas Planning Budgeting and Administrative System Form (Enclosure 1)
2. Budget Detail Schedule (Enclosure 2)
3. Compensation and Benefits (Enclosure 3)
4. Detailed Schedule of General and Administrative Expenses (Enclosure 4)

Please call me if you have any questions or need additional information.

Respectfully submitted,

Eric Hagler
Director

Enclosures

cc: Mr. Larry Walther, Secretary of the Department of Finance and Administration
Mr. Jake Bleed, Director of Budget, Office of Budget

ARKANSAS PLANNING BUDGETING & ADMINISTRATIVE SYSTEM

Appropriation Summary

Appropriation: 610U - Lottery Commission - Operations

Funding Sources: 700 - Lottery Commission Fund

Appropriation		2019-2020	2020-2021	2020-2021	2021-2022		
		Actual	Budget	Authorized	Legislative Recommendation	Agency Request	Executive Recommendation
Regular Salaries	5010000	\$3,732,650	\$4,001,580	\$4,001,580		\$4,031,282	
#Positions			70	70		68	
Personal Services Matching	5010003	\$1,668,096	\$1,398,420	\$1,398,420		\$1,568,718	
Operating Expenses	5020002	\$3,479,337	\$2,004,000	\$2,004,000		\$3,084,000	
Conference & Travel Expenses	5050009	\$162,670	\$240,000	\$240,000		\$250,000	
Professional Fees	5060010	\$629,721	\$591,000	\$591,000		\$611,000	
Data Processing	5090012	\$204,379	\$275,000	\$275,000		\$235,000	
Instant Games	5900046	\$325,816,713	\$291,389,000	\$291,389,000		\$305,083,000	
On-Line Games	5900047	\$43,791,459	\$32,354,000	\$32,354,000		\$47,132,000	
Retailer Commissions	5900048	\$30,108,024	\$26,318,000	\$26,318,000		\$28,742,000	
Gaming Contracts	5900049	\$26,360,780	\$21,800,000	\$21,800,000		\$23,057,000	
Advertising & Promotions	5900050	\$7,801,436	\$7,500,000	\$7,500,000		\$6,700,000	
Capital Outlay	5120011	\$409,285	\$383,000	\$383,000		\$435,700	
Total		\$444,164,550	\$388,254,000	\$388,254,000		\$420,929,700	
Funding Sources							
Instant Gaming		\$452,281,204	\$406,000,000			\$423,500,000	
Online Games		\$79,161,657	\$59,300,000			\$85,200,000	
Retailer Applications & Fees		\$489,153	\$500,000			\$500,000	
Non Gaming Revenue		\$69,221	\$6,000			\$6,000	
Other Income		\$0	\$0			\$0	
Interest Income		\$2,123,634	\$670,000			\$330,000	
Transfer to Department of Health		\$0	\$0			\$0	
Transfer to ADHE Education Trust		(\$63,581,656)	(\$71,000,000)			(\$81,300,000)	
Transfer to ADHE Workforce Challenge Trust		(\$16,265,394)	\$0			\$0	
Transfer to Unclaimed Prizes Reserve		(\$8,896,847)	(\$7,200,000)			(\$7,200,000)	
Bond Reserve in Excess of \$500,000		(\$521,497)	\$0			(\$100,000)	
Total Funding		\$444,859,475	\$388,276,000			\$420,936,000	
Excess Appropriation/(Funding)		(\$694,925)	(\$22,000)			(\$6,300)	
Grand Total		\$444,164,550	\$388,254,000			\$420,929,700	

DFA Office of the Arkansas Lottery (BA 0613)
Budget Detail Schedules
For the Fiscal Year Ending June 30, 2022

	<u>FY2020 Audited</u>	% of Revenue	<u>FY 2021 Budget</u>	% of Revenue	<u>FY 2022 Budget</u>	% of Revenue	Explanation for Changes
Operating Revenues:							
Instant ticket revenues	\$ 452,296,497	85.02%	\$ 406,200,000	87.20%	\$ 423,600,000	83.19%	Decrease est. from FY2021 actual sales due to estimated reduction in sales of less profitable tickets
Online ticket revenues	79,381,634	14.92%	59,600,000	12.80%	85,600,000	16.81%	Slight decrease from FY2021 actual sales which had two super jackpots
Less: Promotions discount	(235,270)	-0.04%	(500,000)	-0.11%	(500,000)	-0.10%	No change estimated for promotional discounts
Retailer application and bonding fees	489,153	0.09%	500,000	0.11%	500,000	0.10%	No change estimated for retailer fees
Other revenue	69,221	0.01%	6,000	0.00%	6,000	0.00%	No change estimated for other revenues
Total Operating Revenues	<u>532,001,235</u>	<u>100.00%</u>	<u>465,806,000</u>	<u>100.00%</u>	<u>509,206,000</u>	<u>100.00%</u>	
Operating Expenses:							
Instant games prizes	325,816,713	61.24%	291,389,000	62.56%	305,083,000	59.91%	Decrease from FY2021 actuals is in line with the anticipated decrease in instant sales.
Online games prizes	43,791,459	8.23%	32,354,000	6.95%	47,132,000	9.26%	Decrease from FY2021 actuals is in line with the anticipated decrease in online sales.
Retailer commissions	30,108,024	5.66%	26,318,000	5.65%	28,742,000	5.64%	Decrease from FY2021 actuals is in line with the estimated overall decrease in sales.
Gaming contract costs	26,360,780	4.96%	21,800,000	4.68%	23,057,000	4.53%	Decrease from FY2021 actuals is in line with the estimated overall decrease in sales.
Staff compensation & benefits	5,400,746	1.02%	5,400,000	1.16%	5,600,000	1.10%	Increase reflects estimated merit increase of 3% for FY2022.
Advertising and marketing	7,801,436	1.47%	7,500,000	1.61%	6,700,000	1.32%	Advertising and marketing estimated lower by Executive Director.
General and administrative expenses	3,846,386	0.72%	2,519,000	0.54%	3,569,000	0.70%	Increase is due to Camelot base pay increase to reflect contract revision. Other G&A same as FY2021 budget.
Services provided by other agencies:	628,495	0.12%	585,000	0.13%	605,000	0.12%	Slight increase is due to Legislative Audit rate increase.
Legal and professional services	1,226	0.00%	6,000	0.00%	6,000	0.00%	No change estimated for Legal expenses
Capital asset depreciation	409,285	0.08%	383,000	0.08%	435,700	0.09%	Increase reflects estimated increase in fixed asset additions.
Total Operating Expenses	<u>444,164,550</u>	<u>83.49%</u>	<u>388,254,000</u>	<u>83.35%</u>	<u>420,929,700</u>	<u>82.66%</u>	
Operating Income	87,836,685	16.51%	77,552,000	16.65%	88,276,300	17.34%	
Non-Operating Revenue (Expense):							
Interest income	2,123,634	0.40%	670,000	0.14%	330,000	0.06%	Decrease is due to new floor on Bank OZK contract effective in September 2021.
Other non-operating income	-	0.00%	-	0.00%	-	0.00%	No non-operating income for FY2022 is anticipated.
Income before Transfers	<u>\$ 89,960,319</u>	<u>16.91%</u>	<u>\$ 78,222,000</u>	<u>16.79%</u>	<u>\$ 88,606,300</u>	<u>17.40%</u>	
Transfers To:							
Education Trust Account	(63,581,656)	-11.95%	(71,000,000)	-15.24%	(81,300,000)	-15.97%	This is the amount of the expected transfer of monthly Net Proceeds to ADHE for FY2022.
Workforce Challenge Trust Account	(16,265,394)	-3.06%	-	0.00%	-	0.00%	
Unclaimed Prizes Reserve-transferred at June 30	(8,896,847)	-1.67%	(7,200,000)	-1.55%	(7,200,000)	-1.41%	This amount is for the unclaimed prizes accumulated during FY2022 which, by statute, will transfer as of the last day of the fiscal year.
Bond Reserve in Excess of \$500,000	(521,497)	(0.00)	-	0.00%	(100,000)	-0.02%	
Total Transfers to ADHE	<u>(89,265,394)</u>	<u>-16.78%</u>	<u>(78,200,000)</u>	<u>-16.79%</u>	<u>(88,600,000)</u>	<u>-17.40%</u>	
Change in Net Assets	<u>\$ 694,925</u>	<u>0.13%</u>	<u>\$ 22,000</u>	<u>0.00%</u>	<u>\$ 6,300</u>	<u>0.00%</u>	

**DFA - Office of Arkansas Lottery
Compensation
Budget F2022**

Career Grades	Position Title	Race	Adj Budgeted Gross	Annual Taxes	Annual APERS	Total Compensation
GS03	OAL RECEPTIONIST	BF	\$ 28,343.31	\$ 2,168.26	\$ 4,342.20	\$ 34,853.77
GS04	OAL CLAIMS ASSISTANT	BM	\$ 30,141.64	\$ 2,305.84	\$ 4,617.70	\$ 37,065.18
GS04	OAL CLAIMS ASSISTANT	BF	\$ 30,864.92	\$ 2,361.17	\$ 4,728.51	\$ 37,954.59
GS05	OAL LICENSING SPECIALIST	BM	\$ 35,279.33	\$ 2,698.87	\$ 5,404.79	\$ 43,383.00
GS05	OAL LICENSING SPECIALIST	CF	\$ 35,649.75	\$ 2,727.21	\$ 5,461.54	\$ 43,838.50
GS05	OAL LICENSING SPECIALIST	CF	\$ 35,908.13	\$ 2,746.97	\$ 5,501.13	\$ 44,156.22
GS06	OAL DRAW MANAGER	CM	\$ 17,548.48	\$ 1,342.46	\$ 2,688.43	\$ 21,579.37
GS06	ADMINISTRATIVE ANALYST	CF	\$ 37,239.63	\$ 2,848.83	\$ 5,705.11	\$ 45,793.57
GS06	OAL FISCAL SPECIALIST	CM	\$ 38,058.88	\$ 2,911.50	\$ 5,830.62	\$ 46,801.01
GS06	OAL SECURITY SPECIALIST	CM	\$ 39,361.88	\$ 3,011.18	\$ 6,030.24	\$ 48,403.31
GS07	OAL MARKETING SALES REP	CM	\$ 42,280.26	\$ 3,234.44	\$ 6,477.34	\$ 51,992.04
GS07	OAL MARKETING SALES REP	BF	\$ 42,280.26	\$ 3,234.44	\$ 6,477.34	\$ 51,992.04
GS07	OAL CLAIMS CENTER MANAGER	BF	\$ 42,464.29	\$ 3,248.52	\$ 6,505.53	\$ 52,218.34
GS07	OAL MARKETING SALES REP	CF	\$ 43,918.13	\$ 3,359.74	\$ 6,728.26	\$ 54,006.12
GS07	OAL MARKETING SALES REP	CF	\$ 44,700.74	\$ 3,419.61	\$ 6,848.15	\$ 54,968.50
GS07	OAL MARKETING SALES REP	CF	\$ 44,700.74	\$ 3,419.61	\$ 6,848.15	\$ 54,968.50
GS07	OAL MARKETING SALES REP	CF	\$ 44,700.74	\$ 3,419.61	\$ 6,848.15	\$ 54,968.50
GS07	OAL LICENSING MANAGER	CF	\$ 44,700.74	\$ 3,419.61	\$ 6,848.15	\$ 54,968.50
GS07	OAL MARKETING SALES REP	CF	\$ 44,700.74	\$ 3,419.61	\$ 6,848.15	\$ 54,968.50
GS07	OAL MARKETING SALES REP	CF	\$ 44,700.74	\$ 3,419.61	\$ 6,848.15	\$ 54,968.50
GS07	OAL GRAPHIC SPECIALIST	CM	\$ 45,599.27	\$ 3,488.34	\$ 6,985.81	\$ 56,073.43
GS07	OAL MARKETING SALES REP	BM	\$ 46,596.56	\$ 3,564.64	\$ 7,138.59	\$ 57,299.79
GS07	OAL MARKETING SALES REP	BF	\$ 47,074.10	\$ 3,601.17	\$ 7,211.75	\$ 57,887.02
GS07	OAL MARKETING SALES REP	CF	\$ 47,102.17	\$ 3,603.32	\$ 7,216.05	\$ 57,921.54
GS07	OAL MARKETING SALES REP	CM	\$ 47,426.95	\$ 3,628.16	\$ 7,265.81	\$ 58,320.92
GS07	OAL MARKETING SALES REP	CF	\$ 47,780.02	\$ 3,655.17	\$ 7,319.90	\$ 58,755.09
GS07	OAL MARKETING SALES REP	CM	\$ 47,780.02	\$ 3,655.17	\$ 7,319.90	\$ 58,755.09
GS07	OAL MARKETING SALES REP	CF	\$ 47,780.02	\$ 3,655.17	\$ 7,319.90	\$ 58,755.09
GS07	OAL MARKETING SALES REP	OM	\$ 47,780.02	\$ 3,655.17	\$ 7,319.90	\$ 58,755.09
GS07	OAL MARKETING SALES REP	BF	\$ 47,780.02	\$ 3,655.17	\$ 7,319.90	\$ 58,755.09
GS07	OAL MARKETING SALES REP	CM	\$ 47,780.02	\$ 3,655.17	\$ 7,319.90	\$ 58,755.09
GS07	OAL PUBLICATION SPECIALIST	BF	\$ 48,053.82	\$ 3,676.12	\$ 7,361.84	\$ 59,091.78
GS07	OAL OFFICE CAMPAIGN COORDINATOR	CF	\$ 49,809.30	\$ 3,810.41	\$ 7,630.78	\$ 61,250.49
GS08	OAL ACCOUNTANT	CF	\$ 49,291.91	\$ 3,770.83	\$ 7,551.52	\$ 60,614.26
GS08	OAL COLLECTIONS SPECIALIST	CM	\$ 51,898.79	\$ 3,970.26	\$ 7,950.89	\$ 63,819.94
GS08	OAL PROCUREMENT COORDINATOR	CM	\$ 53,313.83	\$ 4,078.51	\$ 8,167.68	\$ 65,560.02
GS08	OAL SENIOR SECURITY SPECIALIST	CM	\$ 57,609.35	\$ 4,407.12	\$ 8,825.75	\$ 70,842.22
GS08	OAL OFFICE COORDINATOR	CF	\$ 61,794.75	\$ 4,727.30	\$ 9,466.96	\$ 75,989.00
GS10	OAL PRODUCT MANAGER	CF	\$ 59,249.78	\$ 4,532.61	\$ 9,077.07	\$ 72,859.46
GS10	OAL PRODUCT MANAGER	CM	\$ 65,233.72	\$ 4,990.38	\$ 9,993.81	\$ 80,217.91
GS10	OAL PRODUCT MANAGER	CF	\$ 65,520.80	\$ 5,012.34	\$ 10,037.79	\$ 80,570.93
GS10	OAL FINANCIAL ANALYST	CF	\$ 76,386.63	\$ 5,843.58	\$ 11,702.43	\$ 93,932.64
GS11	OAL REGIONAL SALES MANAGER	CF	\$ 64,406.75	\$ 4,927.12	\$ 9,867.11	\$ 79,200.99
GS11	OAL REGIONAL SALES MANAGER	CM	\$ 70,683.35	\$ 5,407.28	\$ 10,828.69	\$ 86,919.31
GS12	OAL CONTROLLER	CM	\$ 77,659.43	\$ 5,940.95	\$ 11,897.42	\$ 95,497.79
GS12	OAL TREASURER	CM	\$ 83,507.75	\$ 6,388.34	\$ 12,793.39	\$ 102,689.49
GS14	OAL MARKETING & ADVERTISING DIR	CF	\$ 104,552.77	\$ 7,998.29	\$ 16,017.48	\$ 128,568.54
GS14	OAL DIR SECURITY & COMPLIANCE	BF	\$ 114,715.88	\$ 8,775.76	\$ 17,574.47	\$ 141,066.12
GS15	OAL SALES DIRECTOR	BM	\$ 89,058.91	\$ 6,813.01	\$ 13,643.82	\$ 109,515.74
GS15	OAL CHIEF LEGAL COUNSEL	CM	\$ 114,848.92	\$ 8,785.94	\$ 17,594.86	\$ 141,229.72
GS15	OAL CHIEF FISCAL OFFICER	OM	\$ 118,058.02	\$ 9,031.44	\$ 18,086.49	\$ 145,175.95
IT01	OAL COMPUTER OPERATOR	BM	\$ 40,977.90	\$ 3,134.81	\$ 6,277.81	\$ 50,390.52
IT01	OAL COMPUTER OPERATOR	BM	\$ 40,991.18	\$ 3,135.83	\$ 6,279.85	\$ 50,406.85
IT02	OAL APPLICATION SUPP SPECIALIST	CM	\$ 45,423.60	\$ 3,474.91	\$ 6,958.90	\$ 55,857.40
IT04	OAL LEAD COMPUTER OPERATOR	CM	\$ 51,406.03	\$ 3,932.56	\$ 7,875.40	\$ 63,214.00
IT06	OAL IT SECURITY ANALYST	CM	\$ 57,755.00	\$ 4,418.26	\$ 8,848.07	\$ 71,021.32
IT07	INFORMATION SYSTEMS SECURITY SPECIALIST	CM	\$ 70,708.84	\$ 5,409.23	\$ 10,832.59	\$ 86,950.66
IT07	OAL QA SYSTEMS ANALYST	OM	\$ 77,786.26	\$ 5,950.65	\$ 11,916.85	\$ 95,653.76
IT07	OAL SR. DATABASE ADMINISTRATOR	CM	\$ 77,827.82	\$ 5,953.83	\$ 11,923.22	\$ 95,704.87
IT08	OAL DEPUTY IT GAMING DIRECTOR	BF	\$ 85,144.76	\$ 6,513.57	\$ 13,044.18	\$ 104,702.52
SE01	OAL INTERNAL AUDITOR	CM	\$ 115,792.65	\$ 8,858.14	\$ 17,739.43	\$ 142,390.22
SE04	OAL DIRECTOR	CM	\$ 170,651.37	\$ 13,054.83	\$ 26,143.79	\$ 209,849.99
SE04	OAL GAMING DIRECTOR	CM	\$ 180,918.18	\$ 13,840.24	\$ 27,716.67	\$ 222,475.09
Total			\$ 3,779,060.60	\$ 289,098.14	\$ 578,952.08	\$ 4,647,110.82

Total employees = 62

By group/gender

Employer Health Premium	\$ 342,720.00	See assumptions
Other Post Employment Benefits	\$ 250,000.00	Based on FY 2021
Unfilled/new positions	\$ 310,156.16	See Assumptions
Career Service bonuses	\$ 26,700.00	Career Service tab
Subtotal	\$ 5,576,686.99	

Employee breakdown

BF=black female	9
BM=black male	6
CF=caucasian female	21
CM=caucasian male	24
OM=other minority	3
	63

\$ 5,600,000.00 Use for Budget

Other Compensation Benefits

Unemployment Compensation Contribution Rate= 0.00% (paid quarterly)

Worker's Comp Contribution Rate= 0.0%

WC Premium Tax 2020= \$3,860,136.54 x .0003= **\$1,158.04** (annual fee)

Employer Health Premiums= \$476 per covered employee (referred to as State Match)

Avg monthly= 60 employees @ \$476= \$28,560 (\$28,560 x 12 months)= **\$342,720**

Career Service is given to employees with at least 10 years of service.

31 full time employees

0 part time employees. Part time employees are based on a % of hours worked.

Active Positions (Included in FY2022 Compensation)

	Position Titles	Base	Midpoint	Max
GS07	OAL MARKETING SALES REP	\$ 40,340.00	\$ 49,417.00	\$ 58,493.00
GS07	OAL MARKETING SALES REP	\$ 40,340.00	\$ 49,417.00	\$ 58,493.00
GS08	OAL INTERNAL AUDITOR	\$ 45,010.00	\$ 55,137.00	\$ 65,265.00
GS11	OAL KEY CHAIN ACCOUNT MANAGER	\$ 62,531.00	\$ 76,600.00	\$ 90,670.00
IT06	OAL APP DEVELOPER	\$ 64,000.00	\$ 70,750.00	\$ 83,745.00
		\$ 252,221.00	\$ 301,321.00	\$ 356,666.00
Employer taxes		\$ 19,294.91	\$ 23,051.06	\$ 27,284.95
APERS		\$ 38,640.26	\$ 46,162.38	\$ 54,641.23
Total budget		\$ 310,156.16	\$ 370,534.43	\$ 438,592.18

Inactive Positions (Not included in FY2022 Compensation)

	Position Titles	Base	Midpoint	Max
GS04	OAL SECURITY SUPPORT SPECIALIST	\$ 29,046.00	\$ 35,581.00	\$ 42,117.00
GS06	DRAW MANAGER	\$ 36,155.00	\$ 44,290.00	\$ 52,425.00
GS08	OAL ACCOUNTANT	\$ 45,010.00	\$ 55,137.00	\$ 65,265.00
GS08	OAL ACCOUNTANT	\$ 45,010.00	\$ 55,137.00	\$ 65,265.00
GS12	OAL SECURITY DEPUTY DIR	\$ 69,776.00	\$ 85,476.00	\$ 101,175.00
		\$ 224,997.00	\$ 275,621.00	\$ 326,247.00
Employer taxes		\$ 17,212.27	\$ 21,085.01	\$ 24,957.90
APERS		\$ 34,469.54	\$ 42,225.14	\$ 49,981.04
Total budget		\$ 276,678.81	\$ 338,931.14	\$ 401,185.94

23-115-306. Special salary allowances.

(a) With the approval of the Legislative Council or, if the General Assembly is in session, the Joint Budget Committee, the Governor may establish the salary of the Director of the Office of the Arkansas Lottery, the salary of the office's gaming director, and the salary of the office's internal auditor that is up to fifty percent (50%) above the maximum pay level for the grade assigned to the title.

(b) With approval of the Legislative Council or, if the General Assembly is in session, the Joint Budget Committee, the Director of the Office of the Arkansas Lottery may establish salaries that exceed the maximum pay level for the grade assigned to the title by no more than twenty-five percent (25%) for no more than ten percent (10%) of the positions authorized in 23-115-305.

(c) Salaries established under this section above the maximum pay level for the grade assigned to the title shall be approved by the Legislative Council or, if the General Assembly is in session, the Joint Budget Committee.

(d) (1) The requirement of approval by the Legislative Council or, if the General Assembly is in session, the Joint Budget Committee, before granting a special salary allowance under this section is not a severable part of this section.

(d) (2) If the requirement of approval by the Legislative Council or, if the General Assembly is in session, the Joint Budget Committee, is ruled unconstitutional by a court of competent jurisdiction, this section is void.

Career Service	Position	Years of Service	Eligibility Date	Career Service Payment
11/29/11	OAL CHIEF FISCAL OFFICER	10	11/29/11	800.00
11/24/10	INFORMATION SYSTEMS SECURITY SPECIALIST	11	11/24/10	800.00
08/16/10	OAL MARKETING SALES REP	11	08/16/10	800.00
05/31/11	OAL COMPUTER OPERATOR	11	05/31/11	800.00
07/24/09	OAL GAMING DIRECTOR	12	07/24/09	800.00
08/03/09	OAL TREASURER	12	08/03/09	800.00
08/07/09	OAL SALES DIRECTOR	12	08/07/09	800.00
08/19/09	OAL REGIONAL SALES MANAGER	12	08/19/09	800.00
08/19/09	OAL MARKETING SALES REP	12	08/19/09	800.00
08/26/09	OAL MARKETING SALES REP	12	08/26/09	800.00
08/26/09	OAL MARKETING SALES REP	12	08/26/09	800.00
08/26/09	OAL MARKETING SALES REP	12	08/26/09	800.00
08/26/09	OAL MARKETING SALES REP	12	08/26/09	800.00
08/24/09	OAL REGIONAL SALES MANAGER	12	08/24/09	800.00
08/31/09	OAL DEPUTY IT GAMING DIRECTOR	12	08/31/09	800.00
09/10/09	OAL MARKETING SALES REP	12	09/10/09	800.00
09/08/09	OAL LEAD COMPUTER OPERATOR	12	09/08/09	800.00
09/07/09	OAL QA SYSTEMS ANALYST	12	09/07/09	800.00
09/10/09	OAL MARKETING SALES REP	12	09/10/09	800.00
02/08/10	OAL COLLECTIONS SPECIALIST	12	02/08/10	800.00
04/19/10	OAL PRODUCT MANAGER	12	04/19/10	800.00
07/27/08	OAL CHIEF LEGAL COUNSEL	13	07/27/08	800.00
05/17/09	OAL OFFICE COORDINATOR	13	05/17/09	800.00
09/17/07	OAL DIR SECURITY & COMPLIANCE	14	09/17/07	800.00
03/24/08	OAL CONTROLLER	14	03/24/08	800.00
07/17/06	OAL APPLICATION SUPP SPECIALIST	15	07/17/06	1,000.00
12/05/04	OAL MARKETING SALES REP	17	12/05/04	1,000.00
04/25/05	OAL SENIOR SECURITY SPECIALIST	17	04/25/05	1,000.00
12/10/03	OAL MARKETING SALES REP	18	12/10/03	1,000.00
01/21/02	OAL SR. DATABASE ADMINISTRATOR	20	01/21/02	1,200.00
03/23/96	OAL MARKETING SALES REP	26	03/23/96	1,500.00
FY 2022 Total:				26,700.00

31 employees eligible
31 full time
0 part time

DFA Office of the Arkansas Lottery
Detail Schedule of General & Administrative Expenses
For Budget Fiscal Year 2022

Account	Estimated FY2022 Budget	General Description
<u>Operating & Admin. Expenses</u>		
Office Lease & Improvements	\$ 450,000	Little Rock office lease
Office Parking	27,000	LR building parking
Retailer background checks	4,000	Background checks for new retailers
Equipment-Low Value (Data Proc.)	40,000	Primarily PCs and laptops
Equipment Lease	15,000	Copiers
Maintenance & Repairs	50,000	Building maintenance & repairs
Lottery Vehicle expenses	3,000	Operating costs for 3 pool vehicles
Postage & Freight	10,000	Postage & package delivery
Office Supplies & Equip.	32,000	Office supplies and equipment
Office Expense	8,000	Other general office expenses
Dues and Memberships-NASPL	20,000	NASPL membership dues
Dues and Memberships	10,000	Professional licenses and association dues
Subscriptions and Publications	5,000	Subscriptions and publications
Insurance	12,000	Includes property and liability Insurance
Est. DFA Expense Charge Back	48,000	DFA allocation for support services
Problem Gambling Expense	23,000	Problem gambling hotline costs
Other Operating Expenses	2,000	Other administrative expenses
Retailer Promotions	200,000	Retailer promotions & promo items
Retailer Support Costs	75,000	Other retailer support costs
New Jackpot Signs	150,000	Jackpot signage
Camelot Consulting Fees	1,900,000	Base comp per contract extension
Sub-total for Oper. & Admin. Exp.	\$ 3,084,000	
<u>Data Processing Expenses</u>		
Data Processing support other	115,000	DIS and other data processing support
Software Costs	30,000	Data processing licenses & software
Telephone (VOIP)	40,000	Paid to DIS for phones and communications
Mobil Telephones	50,000	Cell phones & Ipads
Sub-total for Data Processing Expenses	\$ 235,000	
<u>Conferences & Travel Expenses</u>		
Travel and Mileage expense	20,000	ASL travel-business meetings & conferences
MSR Mileage expense	220,000	MSR mileage reimbursements
Education and Training	10,000	Conference fees and training costs
Sub-total for Oper. & Admin. Exp.	\$ 250,000	
Total General & Administrative Expenses	\$ 3,569,000	