

OREGON STATE LOTTERY
Operating Summary
For the Month Ended 6/30/2020
(In Thousands)

	Traditional				Video				Sports				Total Lottery			
	Current Month Actual	Current Month Budget	Last Year Actual	Actual to Budget Variance	Current Month Actual	Current Month Budget	Last Year Actual	Actual to Budget Variance	Current Month Actual	Current Month Budget	Last Year Actual	Actual to Budget Variance	Current Month Actual	Current Month Budget	Last Year Actual	Actual to Budget Variance
Revenue	30,879	25,927	26,666	4,953	843,663	268,170	1,045,895	575,493	7,870	20,938		(13,068)	882,412	315,035	1,072,561	567,378
Prizes	20,397	16,708	17,787	(3,690)	779,552	247,791	965,748	(531,761)	7,131	19,682		12,551	807,081	284,181	983,535	(522,900)
Net Revenue	10,482	9,219	8,880	1,263	64,111	20,379	80,147	43,733	738	1,256		(518)	75,332	30,854	89,027	44,478
Direct Expenses	4,539	3,851	4,188	(688)	16,908	10,642	18,427	(6,267)	609	1,072		463	22,057	15,565	22,614	(6,491)
Indirect Revenue/(Loss)	(35)	256	1,117	(292)	1,270	465	884	805	3	11		(8)	1,238	730	2,001	508
Indirect Expense	548	3,813	942	3,265	4,356	6,917	12,387	2,561	436	608		172	5,340	11,338	13,329	5,998
Net Profit	\$5,360	\$1,811	\$4,867	\$3,549	\$44,117	\$3,285	\$50,218	\$40,832	(\$303)	(\$413)		\$109	\$49,173	\$4,681	\$55,085	\$44,492

TOTAL LOTTERY				
Percentages of Distributable Revenue for the Month				
Prizes	91.3%	90.0%	91.5%	(1.3%)
Administrative Expenses	3.1%	8.5%	3.3%	5.4%
Percentages of Distributable Revenue for the Year				
Prizes	91.5%	91.5%	91.4%	0.0%
Administrative Expenses	3.4%	4.0%	3.1%	0.6%

OREGON STATE LOTTERY
Operating Statement
For the Month Ended 6/30/2020

	Traditional	Video	Sports	Total Lottery			
				Actual	Budget	Variance	% Variance
Revenue							
Scratch-Its SM Instant Tickets	15,898,358			15,898,358	12,712,495	3,185,863	25%
Megabucks SM	2,056,877			2,056,877	2,222,010	(165,133)	(7%)
Powerball [®]	1,730,556			1,730,556	2,822,338	(1,091,782)	(39%)
Mega Millions [®]	2,544,832			2,544,832	2,138,645	406,187	19%
Raffle SM							0%
Keno	8,078,158			8,078,158	5,431,773	2,646,385	49%
Pick 4 SM	154,808			154,808	160,081	(5,273)	(3%)
Win For Life SM	303,650			303,650	289,372	14,278	5%
Lucky Lines SM	112,094			112,094	149,995	(37,901)	(25%)
Video Lottery SM (Gross Receipts)		843,663,268		843,663,268	268,169,892	575,493,376	215%
Scoreboard (Gross Receipts)			7,869,643	7,869,643	20,938,112	(13,068,469)	(62%)
Total Revenue	30,879,333	843,663,268	7,869,643	882,412,244	315,034,713	567,377,531	180%
Prizes	20,397,317	779,552,037	7,131,157	807,080,511	284,180,879	(522,899,631)	(184%)
Net Revenue	10,482,016	64,111,231	738,486	75,331,733	30,853,834	44,477,899	144%
Direct Expenses							
Commissions	2,818,319	13,500,305		16,318,624	6,160,751	(10,157,873)	(165%)
Game Vendor Charges	683,084	39,376	608,402	1,330,862	1,362,874	32,012	2%
Tickets	328,368			328,368	384,933	56,565	15%
Advertising	647,532	(23,847)	1,000	624,686	873,175	248,489	28%
Sales Support	37,556			37,556	102,676	65,120	63%
Game Equipment, Parts & Maintenance		2,152,110		2,152,110	4,830,558	2,678,448	55%
Depreciation	24,000	1,217,244		1,241,244	1,827,008	585,764	32%
Interest Expense		23,272		23,272	23,271	(1)	0%
Direct Expenses	4,538,861	16,908,459	609,402	22,056,721	15,565,245	(6,491,476)	(42%)
Gross Profit	5,943,156	47,202,772	129,084	53,275,011	15,288,588	37,986,423	248%
Indirect Revenue							
Gain (Loss) on Sale of Fixed Assets							0%
Other Income	159,861	1,269,673	3,472	1,433,006	730,174	702,832	96%
Investment Market Value Adj	(195,022)			(195,022)		(195,022)	0%
Total Indirect Revenue/(Loss)	(35,162)	1,269,673	3,472	1,237,983	730,174	507,809	70%
Public Information	356	2,828	6,008	9,192	604,183	594,991	98%
Market Research	1,863	14,797	40	16,700	216,047	199,347	92%
Salaries, Wages & Benefits	196,780	1,562,899	92,635	1,852,314	5,741,916	3,889,602	68%
Services & Supplies	280,639	2,228,939	335,689	2,845,266	4,441,324	1,596,058	36%
Depreciation	38,131	302,847	828	341,806	334,401	(7,405)	(2%)
Interest Expense	30,639	243,343	665	274,647		(274,647)	0%
Total Indirect Expense	548,407	4,355,652	435,866	5,339,925	11,337,871	5,997,946	53%
Net Profit	\$5,359,587	\$44,116,792	(\$303,309)	\$49,173,070	\$4,680,892	\$44,492,178	951%

Unaudited, not presented in accordance with GAAP

*FY 2020 budget amounts are based on the June 2020 Forecast

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OREGON STATE LOTTERY
Supplemental Schedule of Services and Supplies Expenses
For the month ended 6/30/2020

	<u>Traditional</u>			<u>Video</u>			<u>Sports</u>			<u>Total Lottery</u>		
	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Travel	\$1,294	\$5,744	\$4,450	\$10,277	\$61,422	\$51,145	\$285	\$2,022	\$1,737	\$11,856	\$69,188	\$57,332
Office Expenses	2,177	5,405	3,228	17,289	57,791	40,502	47	101	54	19,513	63,296	43,783
Retailer Network Expenses	61,631	48,408	(13,223)	489,500	517,591	28,091	1,339	901	(438)	552,470	566,900	14,430
Retailer Network Recovery	(65,311)	(51,173)	14,138	(518,727)	(547,158)	(28,431)	(1,419)	(953)	466	(585,457)	(599,284)	(13,827)
Telecommunications	13,066	10,777	(2,289)	103,774	115,230	11,456	284	201	(83)	117,124	126,208	9,084
Intergovernmental Charges	9,059	6,975	(2,084)	71,950	74,583	2,633	197	130	(67)	81,206	81,688	482
Technology Expenses	33,754	58,589	24,835	268,086	626,453	358,367	31,368	1,091	(30,277)	333,208	686,133	352,925
Professional Services	200,675	243,810	43,135	1,593,837	2,606,899	1,013,062	303,060	293,028	(10,032)	2,097,572	3,143,737	1,046,165
Staff Training & Recruiting	1,677	7,459	5,782	13,323	79,753	66,430	36	2,054	2,018	15,037	89,266	74,229
Facilities	4,533	5,723	1,190	36,000	61,188	25,188	98	107	9	40,631	67,017	26,386
Facilities Maintenance	1,749	1,865	116	13,891	19,937	6,046	38	35	(3)	15,678	21,836	6,158
Other Services & Supplies	13,169	5,347	(7,822)	104,593	57,170	(47,423)	286	100	(186)	118,048	62,616	(55,432)
Fleet Expenses	3,389	5,356	1,967	26,915	57,267	30,352	74	100	26	30,377	62,723	32,346
Supplier Diversity	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL	280,862	354,285	73,423	2,230,708	3,788,126	1,557,418	335,693	298,917	(36,776)	2,847,263	4,441,324	1,594,061
Less Non Distributable	(223)	-	223	(1,771)	-	1,771	(5)	-	5	(1,998)	-	1,998
AMOUNT REPORTED	\$280,639	\$354,285	\$73,646	\$2,228,937	\$3,788,126	\$1,559,189	\$335,688	\$298,917	(\$36,771)	\$2,845,265	\$4,441,324	\$1,596,059

OREGON STATE LOTTERY
Operating Statement
Year to Date Through 6/30/2020
Net Revenue Basis

				<u>Total Lottery</u>			%
	<u>Traditional</u>	<u>Video</u>	<u>Sports</u>	<u>Total Actual</u>	<u>Budget</u>	<u>Variance</u>	
Revenue							
Scratch-Its SM Instant Tickets	\$149,831,274			\$149,831,274	\$143,268,049	\$6,563,225	5%
Megabucks SM	29,041,472			29,041,472	29,340,214	(298,742)	(1%)
Powerball [®]	31,196,079			31,196,079	32,445,013	(1,248,934)	(4%)
Mega Millions [®]	23,770,095			23,770,095	22,853,686	916,409	4%
Raffle SM	2,499,890			2,499,890	2,500,000	(110)	0%
Keno	93,417,823			93,417,823	89,763,586	3,654,237	4%
Pick 4 SM	1,730,474			1,730,474	1,737,253	(6,780)	0%
Win For Life SM	3,637,752			3,637,752	3,624,675	13,077	0%
Lucky Lines SM	2,013,468			2,013,468	1,978,810	34,658	2%
Video Lottery SM (Gross Receipts)		10,451,437,944		10,451,437,944	9,756,127,983	695,309,961	7%
Scoreboard			115,572,215	115,572,215	178,330,475	(62,758,260)	(35%)
Total	<u>337,138,327</u>	<u>10,451,437,944</u>	<u>115,572,215</u>	<u>10,904,148,486</u>	<u>10,261,969,744</u>	<u>642,178,742</u>	<u>6%</u>
Prize Expense	<u>219,722,199</u>	<u>9,653,939,574</u>	<u>106,951,270</u>	<u>9,980,613,043</u>	<u>9,391,583,861</u>	<u>(589,029,182)</u>	<u>(6%)</u>
Net Revenue	<u>117,416,128</u>	<u>797,498,371</u>	<u>8,620,945</u>	<u>923,535,444</u>	<u>870,385,883</u>	<u>53,149,560</u>	<u>6%</u>
Direct Expenses							
Commissions	29,585,546	188,334,949		217,920,495	206,471,114	(11,449,381)	(6%)
Game Vendor Charges	7,252,390	472,512	4,771,343	12,496,246	13,765,281	1,269,035	9%
Tickets	3,398,500			3,398,500	4,370,000	971,500	22%
Advertising	5,968,992	264,112	1,445,268	7,678,372	10,475,372	2,797,000	27%
Sales Support	601,163		4,967	606,130	1,236,617	630,487	51%
Game Equipment, Parts & Maintenance	1,828	8,144,093		8,145,921	20,822,500	12,676,579	61%
Depreciation	288,000	21,617,493		21,905,493	23,348,852	1,443,359	6%
Interest Expense		310,782		310,782	310,782	0	0%
Total Direct Expenses	<u>47,096,420</u>	<u>219,143,941</u>	<u>6,221,579</u>	<u>272,461,939</u>	<u>280,800,518</u>	<u>8,338,579</u>	<u>3%</u>
Gross Profit	<u>70,319,708</u>	<u>578,354,430</u>	<u>2,399,366</u>	<u>651,073,504</u>	<u>589,585,365</u>	<u>61,488,139</u>	<u>10%</u>
Indirect Revenue							
Gain (Loss) on Sale of Fixed Assets	37,941	(2,291)		35,650		35,650	0%
Other Income	1,651,946	8,746,224	73,527	10,471,699	8,762,000	1,709,699	20%
Investment Market Value Adj	11,563,648	(443,124)		11,120,523		11,120,523	0%
Total Indirect Revenue	<u>13,253,535</u>	<u>8,300,809</u>	<u>73,527</u>	<u>21,627,872</u>	<u>8,762,000</u>	<u>12,865,872</u>	<u>147%</u>
Indirect Expenses							
Public Information	496,599	3,840,467	31,733	4,368,793	7,248,942	2,880,149	40%
Market Research	32,487	337,610	3,800	373,896	2,154,397	1,780,501	83%
Salaries, Wages & Benefits	12,889,758	49,585,080	2,221,661	64,696,500	67,921,691	3,225,191	5%
Services & Supplies	4,810,962	19,279,471	3,026,482	27,116,916	53,598,560	26,481,644	49%
Depreciation	568,758	2,467,350	26,263	3,062,372	3,507,468	445,097	13%
Interest Expense	30,639	243,343	665	274,647		(274,647)	0%
Total Indirect Expenses	<u>18,829,203</u>	<u>75,753,321</u>	<u>5,310,604</u>	<u>99,893,123</u>	<u>134,431,059</u>	<u>34,537,935</u>	<u>26%</u>
Net Profit	<u>\$64,744,040</u>	<u>\$510,901,918</u>	<u>(\$2,837,711)</u>	<u>\$572,808,253</u>	<u>\$463,916,306</u>	<u>\$108,891,946</u>	<u>23%</u>

Unaudited, not presented in accordance with GAAP
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OREGON STATE LOTTERY
Supplemental Schedule of Services and Supplies Expenses
For the Year to Date through 6/30/2020

	Traditional			Video			Sports			Total Lottery		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Variance
Travel	\$42,058	\$64,274	\$22,216	\$327,942	\$686,685	\$358,743	\$14,315	\$10,406	(\$3,909)	\$384,315	\$761,365	\$377,050
Office Expenses	66,310	55,968	(10,342)	297,299	593,641	296,342	3,144	720	(2,424)	366,753	650,330	283,577
Retailer Network Expenses	1,255,286	583,630	(671,656)	5,451,614	6,201,246	749,632	56,878	7,437	(49,441)	6,763,778	6,792,312	28,534
Retailer Network Recovery	(581,604)	(616,963)	(35,359)	(5,374,808)	(6,555,420)	(1,180,612)	(24,180)	(7,863)	16,317	(5,980,592)	(7,180,245)	(1,199,653)
Telecommunications	191,312	129,662	(61,650)	741,609	1,377,705	636,096	8,986	1,653	(7,333)	941,907	1,509,020	567,113
Intergovernmental Charges	197,399	100,527	(96,872)	961,431	1,072,594	111,163	8,454	1,072	(7,382)	1,167,284	1,174,193	6,909
Technology Expenses	900,550	739,166	(161,384)	3,328,276	7,792,964	4,464,688	731,267	8,997	(722,270)	4,960,093	8,541,127	3,581,034
Professional Services	2,369,389	3,015,552	646,163	11,949,894	31,901,489	19,951,595	2,205,807	2,899,360	693,553	16,525,090	37,816,401	21,291,311
Staff Training & Recruiting	89,754	72,723	(17,031)	326,447	775,904	449,457	6,650	10,483	3,833	422,851	859,110	436,259
Facilities	128,342	68,982	(59,360)	494,267	732,949	238,682	5,870	879	(4,991)	628,479	802,810	174,331
Facilities Maintenance	40,071	22,423	(17,648)	179,943	238,239	58,296	1,837	287	(1,550)	221,851	260,948	39,097
Other Services & Supplies	61,711	65,852	4,141	416,285	696,724	280,439	5,682	819	(4,863)	483,678	763,395	279,717
Fleet Expenses	73,859	64,560	(9,299)	420,216	685,958	265,742	3,262	823	(2,439)	497,337	751,341	254,004
Supplier Diversity	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL	4,834,437	4,366,355	(468,082)	19,520,415	46,200,679	26,680,264	3,027,972	2,935,073	(92,899)	27,382,824	53,502,107	26,119,283
Less Non Distributable	(23,473)	-	23,473	(240,947)	-	240,947	(1,493)	-	1,493	(265,913)	-	265,913
AMOUNT REPORTED	\$4,810,964	\$4,366,355	(\$444,609)	\$19,279,468	\$46,200,679	\$26,921,211	\$3,026,479	\$2,935,073	(\$91,406)	\$27,116,911	\$53,502,107	\$26,385,19

OREGON STATE LOTTERY
Comparative Balance Sheet

	As of 6/30/2020	As of 6/30/2019	As of 6/30/2018
Assets			
Current Assets:			
Cash	\$172,485,704	\$317,109,349	\$328,616,293
Securities Lending Cash Collateral	67,824,330	31,907,619	18,391,157
Investments for Prize Payments at Fair Value	10,581,859	10,512,334	10,815,777
Accounts Receivable - Games	34,727,521	27,702,528	25,957,923
Accounts Receivable - Sports	642,855		
Accounts Receivable - Other	36,473	106,259	89,326,964
Allowance for Doubtful Accounts	(281,553)	(102,524)	(63,983)
Ticket Inventory	1,608,254	1,485,607	1,594,322
Prepaid Expenses	4,247,019	2,064,772	1,888,808
Total Current Assets	291,872,461	390,785,944	476,527,262
Noncurrent Assets:			
Noncurrent Cash	150,453,734	125,390,083	92,074,532
Investments for Prize Payments at Fair Value	122,472,602	113,451,741	110,539,721
Prize Reserves with Multi-State Lottery (MUSL)	4,932,464	4,888,892	3,874,608
Prize Reserves for Sports	2,320,000	-	-
Net OPEB Asset - RHIA	592,770	333,846	104,211
Capital Assets:			
Equipment, Net of Accumulated Depreciation	26,970,716	40,881,637	66,607,005
Computer Software, Net of Accumulated Depreciation	11,307,071	13,760,085	15,777,057
Building and Improvements, Net of Accumulated Depreciation	7,584,656	5,751,659	5,910,628
Intangibles Non-Software, Net of Accumulated Depreciation	-	202,680	405,360
Vehicles, Net of Accumulated Depreciation	2,790,467	3,192,130	3,375,390
Construction In Progress	-	1,884,973	157,319
Leasehold Improvements, Net of Accumulated Depreciation	4,300	5,106	14,241
Total Noncurrent Assets	329,428,782	309,742,832	298,840,071
Deferred Outflows Pension & OPEB	16,566,455	14,840,500	11,916,514
Total Assets and Deferred Outflows	\$637,867,697	\$715,369,275	\$787,283,847
Liabilities			
Current Liabilities:			
Economic Development Fund Liability	\$71,116,871	\$180,192,193	\$188,474,518
Obligations Under Securities Lending	67,824,330	31,907,619	18,391,157
Prize Liability	36,572,114	32,924,957	122,455,278
Accounts Payable	17,115,852	12,423,758	10,033,852
Compensated Absences - Current	3,035,696	3,121,759	3,093,435
Deferred Revenue	859,199	497,504	422,579
Deposit Liability	195,298	179,677	128,417
Contracts Payable - Current	3,205,060	3,400,462	3,163,568
Total Current Liabilities	199,924,418	264,647,929	346,162,805
Noncurrent Liabilities:			
Deferred Prize Liability	110,381,908	114,262,983	119,424,633
Compensated Absences - Noncurrent	1,634,605	1,608,179	1,142,332
Contracts Payable - Noncurrent	10,779,266	13,893,713	17,165,971
Net Pension Liability	43,457,600	38,216,983	29,809,503
Net Other Postemployment Benefits (OPEB) Obligation	1,515,225	1,703,627	1,737,353
Total Noncurrent Liabilities	167,768,605	169,685,485	169,279,792
Deferred Inflows Pension & OPEB	2,069,233	2,295,740	331,080
Total Liabilities and Deferred Inflows	369,762,257	436,629,154	515,773,676
Equity			
Retained Earnings:			
Fixed Asset Book Value Net of Associated Liabilities	38,040,215	52,108,890	75,952,509
Inventory and Prepaids	5,855,273	3,550,379	3,483,129
Asset Purchases Committed	149,613,861	125,390,083	92,074,532
Restricted for OPEB Asset	592,770	333,846	104,211
Operating Working Capital	74,003,321	97,356,923	99,895,789
Total Retained Earnings	268,105,441	278,740,121	271,510,170
Total Liabilities and Equity	\$637,867,697	\$715,369,275	\$787,283,847

OREGON STATE LOTTERY
Statement of Cash Flows - Direct Method
For the Month Ended 6/30/2020

	<u>June</u>	<u>Year to Date</u>
Cash Flows from Operating Activities:		
Receipts from Customers	\$875,481,961	\$10,896,782,058
Payments to Prize Winners	(\$806,385,253)	(\$9,976,609,900)
Payments to Employees	(\$3,360,538)	(\$41,604,906)
Payments to Suppliers	(\$22,585,749)	(\$298,981,271)
Other Income	\$224,888	(\$1,569,155)
Net Cash Provided (Used) in Operating Activities	\$43,375,310	\$578,016,825
Cash Flows from Noncapital Financing Activities:		
Transfers to EDL	-	(\$698,844,266)
Pre SLGRP Payments	(632,111)	(632,111)
Net Cash Provided (Used) in Noncapital Financing Activities	(632,111)	(699,476,377)
Cash Flows from Capital and Related Financing Activities:		
Acquisition/Restoration of Capital Assets	(\$489,977)	(\$9,307,261)
Contract Payments	(332,410)	(3,377,155)
Proceeds from Disposition/Impairment of Capital Assets	-	\$198,604
Net Cash Provided (Used) in Capital and Related Financing Activities	(822,387)	(12,485,812)
Cash Flows from Investing Activities:		
Purchases of Investments	(3,524,100)	(4,811,401)
Proceeds from Sales and Maturities of Investments	0	10,620,000
Interest on Investments and Cash Balances	\$824,915	\$9,060,884
Investment Expense	(\$473,694)	(\$484,113)
Net Cash Provided (Used) in Investing Activities	(\$3,172,879)	\$14,385,369
Net Increase (Decrease) in Cash and Cash Equivalents	38,747,932	(119,559,995)
Cash and Cash Equivalents - Beginning	\$284,191,505	\$442,499,432
Cash and Cash Equivalents - Ending	\$322,939,438	\$322,939,437
	0	0

Reconciliation of Operating Income to Net Cash Provided (used) by Operating Activities

Net Profit/(Loss)	\$49,173,070	\$572,808,253
Adjustments to reconcile net profit to cash flows from operating activities		
Depreciation and Amortization	1,583,050	24,967,865
Capital Asset Reclassifications to/(from) Expense	1,311,489	1,311,489
Non-operating (Income)/Expense	(1,321,340)	(24,579,837)
(Gain)/Loss on Capital Asset Disposition	0	(35,650)
Net Changes in Assets and Liabilities:		
(Increase) / Decrease in Accounts Receivable - Games	(6,702,809)	(7,419,033)
(Increase) / Decrease in Ticket Inventory	(438,662)	(122,647)
(Increase) / Decrease in Prepaid Expense/Def Outflows	(3,547,844)	(3,908,202)
(Increase) / Decrease in Prize Reserves	124,146	(2,363,573)
(Increase) / Decrease in Net OPEB Asset	(258,924)	(258,924)
Increase / (Decrease) in Accounts Payable	1,696,598	4,692,094
Increase / (Decrease) in Compensated Absences Liability	(18,811)	(59,637)
Increase / (Decrease) in Deposit Liability	25,836	15,621
Increase / (Decrease) in Deferred Revenue/Inflows	(234,215)	135,189
Increase / (Decrease) in Prize Liability	618,362	1,455,592
Increase in Economic Development Liability - Unclaimed Prizes Payable	313,149	6,326,012
Increase / (Decrease) in Net OPEB Obligation	(188,402)	(188,402)
Increase / (Decrease) in Net Pension Liability	1,240,617	5,240,617
Total Adjustments and Changes	(5,797,760)	5,208,573
Net Cash Provided (Used) by Operating Activities	\$43,375,310	\$578,016,825
	0	0

Unaudited; not presented in accordance with GAAP

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OREGON STATE LOTTERY
Fiscal Year 2020 Financial Plan

	Commission Approved Budget			Forecast Adjustments					Adjusted Budget		
	Traditional	Video	Total	September	December	Mid Year	March	May	Trad/Sports	Video	Total
Revenue											
Video Lottery SM	-	\$12,915,891,148	\$12,915,891,148	\$53,499,897	\$206,409,131	(\$33,766,815)	\$104,527,722	(\$3,490,433,100)	-	\$9,756,127,983	\$9,756,127,983
Scratch-its SM Instant Tickets	133,252,596	-	133,252,596	472,880	(954,102)	-	(1,629,090)	12,125,765	143,268,049	-	143,268,049
Megabucks SM	33,464,557	-	33,464,557	(220,244)	(1,473,664)	-	1,094,287	(3,524,722)	29,340,214	-	29,340,214
Pick 4 SM	1,591,138	-	1,591,138	141,516	2,899	-	(9,807)	11,507	1,737,253	-	1,737,253
Powerball®	46,656,364	-	46,656,364	(1,560,706)	(7,827,342)	-	1,066,563	(5,889,866)	32,445,013	-	32,445,013
Mega Millions®	28,802,319	-	28,802,319	(913,472)	(3,755,564)	-	22,113	(1,301,710)	22,853,686	-	22,853,686
Win for Life SM	3,928,407	-	3,928,407	38,731	(80,486)	-	(16,994)	(244,983)	3,624,675	-	3,624,675
Keno	100,440,240	-	100,440,240	1,409,561	559,089	-	826,567	(13,471,871)	89,763,586	-	89,763,586
Lucky Lines SM	1,830,000	-	1,830,000	(39,158)	21,804	-	10,862	155,302	1,978,810	-	1,978,810
Raffle SM	2,500,000	-	2,500,000	-	-	-	-	-	2,500,000	-	2,500,000
Scoreboard	-	-	-	-	-	-	178,330,475	-	178,330,475	-	178,330,475
Total Revenue	352,465,621	12,915,891,148	13,268,356,769	52,829,005	192,901,765	(33,766,815)	284,222,698	(3,502,573,678)	505,841,761	9,756,127,983	10,261,969,744
Less: Prizes	226,043,943	11,925,269,442	12,151,313,385	49,703,833	186,064,095	(33,766,815)	268,335,057	(3,230,065,694)	379,934,089	9,011,649,772	9,391,583,861
Net revenue	126,421,678	990,621,706	1,117,043,384	3,125,172	6,837,670	-	15,887,641	(272,507,984)	125,907,672	744,478,211	870,385,883
Direct Expenses											
Commissions	30,661,635	226,646,274	257,307,909	964,289	1,934,174	-	1,111,135	(54,846,394)	28,493,103	177,978,011	206,471,114
Game Vendor Charges	7,519,958	472,512	7,992,470	(11,404)	(229,612)	-	6,220,205	(206,378)	13,292,769	472,512	13,765,281
Tickets	4,370,000	-	4,370,000	-	-	-	-	-	4,370,000	-	4,370,000
Advertising	9,835,320	560,756	10,396,076	-	-	79,296	-	-	9,955,616	519,756	10,475,372
Sales Support	1,526,650	-	1,526,650	-	-	(295,000)	4,967	-	1,236,617	-	1,236,617
Game Equip, Parts & Maint	-	22,714,500	22,714,500	-	-	(1,892,000)	-	-	-	20,822,500	20,822,500
Depreciation	322,863	23,025,989	23,348,852	-	-	-	-	-	322,863	23,025,989	23,348,852
Total Direct Expenses	54,236,426	273,420,031	327,656,457	952,884	1,704,562	(2,107,704)	7,336,307	(55,052,771)	57,670,968	222,818,768	280,489,736
Gross Profit	72,185,253	717,201,675	789,386,927	2,172,287	5,133,107	2,107,704	8,551,334	(217,455,213)	68,236,704	521,659,443	589,896,147
Relative Gross Profit %	9.14%	90.86%	100.00%						9.14%	90.86%	100.00%
Indirect Revenue	801,238	7,960,762	8,762,000	-	-	-	-	-	801,238	7,960,762	8,762,000
Indirect Expenses											
Public Information	796,401	7,912,699	8,709,100	-	-	(1,460,158)	-	-	662,877	6,586,065	7,248,942
Market Research	159,114	1,580,886	1,740,000	-	-	(89,579)	503,976	-	197,008	1,957,389	2,154,397
Salaries & Benefits	6,211,079	61,710,614	67,921,693	-	-	-	(2)	-	6,211,079	61,710,613	67,921,691
Services & Supplies	5,753,924	57,168,515	62,922,439	434	-	(10,454,117)	1,129,804	-	4,901,304	48,697,256	53,598,560
Depreciation	299,735	2,978,039	3,277,774	-	-	229,694	-	-	320,739	3,186,729	3,507,468
Interest Expense	-	310,782	310,782	-	-	-	-	-	-	310,782	310,782
Total Indirect Expenses	13,220,253	131,661,535	144,881,788	434	-	(11,774,160)	1,633,778	-	12,293,007	122,448,834	134,741,840
Net Profit	\$59,766,238	\$593,500,902	\$653,267,139	\$2,171,853	\$5,133,107	\$13,881,864	\$6,917,556	(\$217,455,213)	\$56,744,935	\$407,171,371	\$463,916,307
Additional Information:											
Capital Outlay			\$54,566,783			\$1,442,817				\$56,009,600	
FTE Count			481							481	

OREGON STATE LOTTERY
Capital Outlay Status Report for FY 2021
For the Twelve Months Ending Tuesday, June 30, 2020

Project Description	Budget	Budget Adjustments	Spent to Date	Unspent/(Over Spent)
Modernization Program				
Replace AX with D365			-	-
Modernization Program Total	-	-	-	-
Enterprise Program Management				
Business Modernization PPM Tool (FY19 Carryover)				
Mature Enterprise EPMO, PPM Tool Project 1			33,422	(33,422)
PPM Tool Project 1 (02), Change Requests				
Enterprise Program Management Total	-	-	33,422	(33,422)
Site Services				
New Parking Lot (FY18 Carryover)			219,054	(219,054)
Space Planning	535,000		-	535,000
Noise Canceling Intercom system	80,000			80,000
Space Planning (New)	390,000		323,107	66,893
Warehouse HVAC	100,000			100,000
Electric Vehicle Charging Station	10,000		7,642	2,358
Replace Fire Alarm System	80,000			80,000
Site Services Total	1,195,000	-	549,803	645,197
Finance & Accounting				
ES Online Debit Card Modification (FY19 carryover)				
Fleet Management				
New Vehicles	512,000		394,472	117,528
Information Technology				
IT Service Management				
ICS Upgrade (budgeted in 77020-2820)		181,400	178,500	2,900
IT Service Management Total	-	181,400	178,500	2,900
IT Customer Service				
The Predictive Index 5-Year Subscription for HR		109,125	109,125	-
IT Customer Service Total	-	109,125	109,125	-
IT Operations				
Replace Checkpoint Firewalls with Palo Alto Firewalls (5 total)	125,000			125,000
End of Life Switch Replacement (8 total)	94,000		49,397	44,603
End of Life Cisco VOIP (Voice over IP) Replacement	83,000		15,183	67,817
Storage Expansion (Additional Storage + 2 Appliances)	320,000			320,000
Microsoft Hubs	15,000		11,013	3,987
External Network Remediation #1		677,292	677,292	-
Upgrade Current IronPort Appliances		15,000	12,535	2,465
Replace Checkpoint Firewalls, Salem Internal Firewalls		425,000		425,000
Enterprise Vault (Originally Budgeted in 76050-2840)			84,960	(84,960)
IT Operations Total	637,000	1,117,292	850,379	903,913
Information Technology Total	637,000	1,407,817	1,138,004	906,813
Security				
Coos Bay Camera and Door Access	10,000		9,252	748
Data Center Move (cameras, equipment)	30,000			30,000
Badge Access for Draw Room Cabinets	15,000		6,144	8,856
Roseberg Depot (possible)	20,000			20,000
Beaverton Depot		35,000		35,000
Assistant Director Security Total	75,000	35,000	15,396	94,604
Bench Supervisor				
Nikom Metrology XTV130 X-Ray System (FY19 carryover)			11,345	(11,345)
Huntron Tracker circuit board troubleshooter	5,500		5,330	170
Bench Supervisor Total	5,500	-	16,675	(11,175)

OREGON STATE LOTTERY
Capital Outlay Status Report for FY 2021
For the Twelve Months Ending Tuesday, June 30, 2020

Project Description	Budget	Budget Adjustments	Spent to Date	Unspent/(Over Spent)
Marketing				
Traditional Product Manager				
Player-operated terminals (Game Touch 28), EPMO Proj 201000102	7,281,750			7,281,750
Player-operated terminals (Game Touch 20), EPMO Proj 201000102	1,837,500			1,837,500
Retailer terminal, print pro printer, VFD, ticket scan (Retailer Pro), EPMO Proj 201000102	222,863			222,863
Retailer terminal, print pro printer, play slip reader, VFD, ticket scan (Retailer Compact), EPMO Proj 201000102	14,938,875			14,938,875
Wireless barcode scanners, EPMO Proj 201000102	1,152,900			1,152,900
43" Monitors (cables and brackets), EPMO Proj 201000102	1,167,480			1,167,480
32" Monitors (cables and brackets), EPMO Proj 201000102	915,915			915,915
Draw System Replacement (RNG), EPMO Proj 401001101	200,000		75,000	125,000
ICS Changes Related to Aurora Upgrade, EPMO Proj 201000102	50,000		10,242	39,758
ICS Changes Related to Aurora Upgrade (03)			52,977	(52,977)
Traditional System Equipment Upgrades (02)			-	-
Traditional Product Manager Total	27,767,283	-	138,219	27,629,064
Video Product Manager				
VLT Procurement - TrimLine replacement	4,590,000		-	4,590,000
VLT Procurement - prodiGi replacement	20,400,000		5,669,800	14,730,200
Video Product Manager total	24,990,000	-	5,669,800	19,320,200
Marketing Total	52,757,283	-	5,808,019	46,949,264
Total Cash Acquisitions	55,181,783	1,442,817	7,955,792	48,668,808
Acquisitions Through Contract				
Information Technology				
Bend Data Center - 3 year contract				
iCIMS Renewal (budgeted in 76050-2830)				
TapRecruit Smart Editor (originally budgeted in 76050-2830)			63,968	(63,968)
Comanalyst subscription (originally budgeted in 76070-2830)			90,000	(90,000)
Total Acquisitions Through Reclasses or Contract	-	-	153,968	(153,968)
Grand Total	55,181,783	1,442,817	8,109,760	48,514,840