

OREGON STATE LOTTERY
Operating Summary
For the Month Ended 12/31/2020
(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	40,417	33,106	32,678	7,312	38,135	1,026,314	1,099,523	(988,179)	26,720	33,633	22,375	(6,914)	105,271	1,093,052	1,154,576	(987,781)
Prizes	25,782	21,502	20,168	(4,280)	35,221	947,903	1,016,014	912,682	23,855	31,615	20,743	7,761	84,858	1,001,021	1,056,925	916,162
Net Revenue	14,635	11,603	12,510	3,032	2,914	78,410	83,509	(75,497)	2,865	2,018	1,632	847	20,413	92,032	97,651	(71,618)
Direct Expenses	6,099	4,750	4,309	(1,349)	2,343	20,363	22,106	18,020	861	1,247	1,200	386	9,303	26,360	27,615	17,057
Total Indirect Revenue/(Loss)	(642)	78	(1,097)	(721)	13	663	1,193	(650)	46	16	8	30	(583)	750	104	(1,333)
Total Indirect Expense	5,125	722	885	(4,403)	343	6,119	6,625	5,777	1,260	81	406	(1,178)	6,728	6,923	7,916	195
Net Profit from Operations	2,768	6,209	6,219	(3,441)	241	52,591	55,971	(52,350)	790	705	34	85	3,799	59,498	62,224	(55,699)
Modernization Investment Spending													200	4,630	402	4,430
Net Profit													\$3,599	\$54,868	\$61,822	(\$51,269)

TOTAL LOTTERY				
Percentages of Distributable Revenue for the Month				
Prizes	80.6%	91.6%	91.5%	11.0%
Administrative Expenses	14.7%	3.1%	3.1%	(11.6%)

OREGON STATE LOTTERY
Operating Statement
For the Month Ended 12/31/2020

				Total Lottery			
	Traditional	Video	Sports	Actual	Budget	Variance	% Variance
Revenue							
Scratch-Its SM Instant Tickets	22,315,549			22,315,549	14,653,585	7,661,964	52%
Megabucks SM	2,995,663			2,995,663	2,785,520	210,143	8%
Powerball [®]	4,559,632			4,559,632	3,365,590	1,194,042	35%
Mega Millions [®]	3,107,024			3,107,024	2,169,976	937,048	43%
Raffle SM							0%
Keno	6,718,988			6,718,988	9,474,036	(2,755,048)	(29%)
Pick 4 SM	164,799			164,799	169,365	(4,567)	(3%)
Win For Life SM	313,320			313,320	332,475	(19,155)	(6%)
Lucky Lines SM	242,144			242,144	154,990	87,154	56%
Video Lottery SM (Gross Receipts)		38,134,845		38,134,845	1,026,313,531	(988,178,686)	(96%)
Scoreboard (Gross Receipts)			26,719,525	26,719,525	33,633,305	(6,913,780)	(21%)
Total Revenue	40,417,119	38,134,845	26,719,525	105,271,489	1,093,052,373	(987,780,884)	(90%)
Prizes	25,782,362	35,221,258	23,854,806	84,858,427	1,001,020,826	916,162,399	92%
Net Revenue	14,634,756	2,913,587	2,864,719	20,413,062	92,031,547	(71,618,485)	(78%)
Direct Expenses							
Commissions	3,456,198	746,599		4,202,798	21,155,630	16,952,832	80%
Game Vendor Charges	926,970	39,376	796,134	1,762,480	1,877,586	115,106	6%
Tickets	379,593			379,593	320,779	(58,814)	(18%)
Advertising	820,452		64,555	885,007	696,858	(188,149)	(27%)
Sales Support	52,302			52,302	26,266	(26,036)	(99%)
Game Equipment, Parts & Maintenance	470	216,374		216,844	248,744	31,900	13%
Depreciation	463,331	1,320,429		1,783,760	2,008,780	225,020	11%
Interest Expense		20,284		20,284	25,272	4,988	20%
Direct Expenses	6,099,316	2,343,063	860,689	9,303,068	26,359,915	17,056,847	65%
Gross Profit	8,535,440	570,525	2,004,030	11,109,994	65,671,632	(54,561,638)	(83%)
Indirect Revenue							
Gain (Loss) on Sale of Fixed Assets							0%
Other Income	196,034	13,103	46,027	255,164	750,000	(494,836)	(66%)
Investment Market Value Adj	(838,316)			(838,316)		(838,316)	0%
Total Indirect Revenue/(Loss)	(642,282)	13,103	46,027	(583,152)	750,000	(1,333,152)	(178%)
Indirect Expenses							
Public Information	94,339	6,306	22,150	122,795	123,508	713	1%
Market Research					65,000	65,000	100%
Salaries, Wages & Benefits	3,731,298	249,407	964,473	4,945,178	4,861,194	(83,984)	(2%)
Services & Supplies	1,113,271	74,413	229,503	1,417,188	1,602,462	185,274	12%
Depreciation	186,370	12,457	43,758	242,585	270,979	28,394	10%
Total Indirect Expense	5,125,278	342,583	1,259,884	6,727,745	6,923,143	195,397	3%
Net Profit from Operations	2,767,880	241,045	790,172	3,799,097	59,498,489	(55,699,392)	(94%)
Modernization Investment Spending				200,079	4,630,477	4,430,398	96%
Net Profit				\$3,599,018	\$54,868,012	(\$51,268,995)	(93%)

Unaudited, not presented in accordance with GAAP

*FY 2021 budget amounts are based on the December 2020 Forecast

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OREGON STATE LOTTERY
Supplemental Schedule of Services and Supplies Expenses
For the month ended 12/31/2020

	<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	\$5,887	\$1,708	(\$4,179)	\$394	\$16,409	\$16,015	\$1,382	\$192	(\$1,190)	\$7,663	\$18,310	\$10,647
Office Expenses	18,433	2,742	(15,691)	1,232	26,343	25,111	4,328	309	(4,019)	23,992	29,394	5,402
Retailer Network Expenses	510,110	54,688	(455,422)	34,097	525,312	491,215	-	-	-	544,206	580,000	35,794
Retailer Network Recovery	(3,400)	(55,929)	(52,529)	(227)	(537,230)	(537,003)	-	-	-	(3,627)	(593,159)	(589,532)
Telecommunications	63,087	7,519	(55,568)	4,217	72,225	68,008	14,812	846	(13,966)	82,117	80,590	(1,527)
Intergovernmental Charges	78,769	9,146	(69,623)	5,265	87,857	82,592	18,494	1,029	(17,465)	102,529	98,033	(4,496)
Technology Expenses	231,709	47,930	(183,779)	15,488	460,391	444,903	53,217	5,394	(47,823)	300,414	513,715	213,301
Professional Services	127,352	65,341	(62,011)	8,512	627,637	619,125	118,176	7,353	(110,823)	254,041	700,331	446,290
Staff Training & Recruiting	6,659	2,095	(4,564)	445	20,127	19,682	1,563	236	(1,327)	8,667	22,458	13,791
Facilities	43,006	5,038	(37,968)	2,875	48,395	45,520	10,097	567	(9,530)	55,978	54,000	(1,978)
Facilities Maintenance	5,714	806	(4,908)	382	7,744	7,362	1,342	91	(1,251)	7,438	8,641	1,203
Other Services & Supplies	11,101	4,328	(6,773)	742	41,576	40,834	2,606	487	(2,119)	14,449	46,391	31,942
Fleet Expenses	25,191	4,083	(21,108)	1,684	39,216	37,532	5,915	459	(5,456)	32,789	43,758	10,969
TOTAL	1,123,618	149,495	(974,123)	75,106	1,436,002	1,360,896	231,932	16,963	(214,969)	1,430,656	1,602,462	171,806
Less Non Distributable	(10,347)	-	10,347	(692)	-	692	(2,429)	-	2,429	(13,469)	-	13,469
AMOUNT REPORTED	<u>\$1,113,271</u>	<u>\$149,495</u>	<u>(\$963,776)</u>	<u>\$74,414</u>	<u>\$1,436,002</u>	<u>\$1,361,588</u>	<u>\$229,503</u>	<u>\$16,963</u>	<u>(\$212,540)</u>	<u>\$1,417,187</u>	<u>\$1,602,462</u>	<u>\$185,275</u>

OREGON STATE LOTTERY
Operating Statement
Year to Date Through 12/31/2020
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>	<u>% Variance</u>
Revenue							
Scratch-Its SM Instant Tickets	\$87,323,532			\$87,323,532	\$76,713,167	\$10,610,365	14%
Megabucks SM	14,399,193			14,399,193	14,411,892	(12,699)	0%
Powerball [®]	17,026,848			17,026,848	16,106,708	920,140	6%
Mega Millions [®]	11,157,924			11,157,924	10,171,123	986,801	10%
Raffle SM	(30)			(30)	(30)		0%
Keno	47,362,315			47,362,315	53,433,656	(6,071,341)	(11%)
Pick 4 SM	971,202			971,202	1,005,922	(34,720)	(3%)
Win For Life SM	1,844,544			1,844,544	1,893,147	(48,603)	(3%)
Lucky Lines SM	1,126,324			1,126,324	1,083,225	43,099	4%
Video Lottery SM (Gross Receipts)		4,830,254,157		4,830,254,157	6,166,432,615	(1,336,178,458)	(22%)
Scoreboard			147,147,848	147,147,848	148,629,024	(1,481,176)	(1%)
Total	181,211,852	4,830,254,157	147,147,848	5,158,613,858	6,489,880,449	(1,331,266,591)	(21%)
Prize Expense	118,699,478	4,465,717,362	133,307,606	4,717,724,445	5,954,082,978	1,236,358,533	21%
Net Revenue	62,512,375	364,536,796	13,840,242	440,889,412	535,797,471	(94,908,059)	(18%)
Direct Expenses							
Commissions	15,555,158	98,060,574		113,615,732	125,002,148	11,386,416	9%
Game Vendor Charges	3,811,511	236,256	5,207,039	9,254,806	9,786,435	531,629	5%
Tickets	1,595,604			1,595,604	1,711,641	116,037	7%
Advertising	2,528,595	965	630,660	3,160,220	4,181,148	1,020,928	24%
Sales Support	138,382	407		138,790	216,810	78,020	36%
Game Equipment, Parts & Maintenance	8,232	4,319,218		4,327,449	4,583,864	256,415	6%
Depreciation	1,462,647	8,509,942		9,972,589	10,646,364	673,775	6%
Interest Expense		129,228		129,228	159,155	29,927	19%
Total Direct Expenses	25,100,130	111,256,589	5,837,699	142,194,419	156,287,565	14,093,146	9%
Gross Profit	37,412,244	253,280,206	8,002,543	298,694,993	379,509,906	(80,814,913)	(21%)
Indirect Revenue							
Gain (Loss) on Sale of Fixed Assets	163,775			163,775		163,776	0%
Other Income	338,925	1,279,963	78,175	1,697,063	4,500,000	(2,802,937)	(62%)
Investment Market Value Adj	(3,329,961)			(3,329,961)		(3,329,961)	0%
Total Indirect Revenue	(2,827,261)	1,279,963	78,175	(1,469,122)	4,500,000	(5,969,122)	(133%)
Indirect Expenses							
Public Information	135,015	360,218	28,723	523,956	741,048	217,092	29%
Market Research	5,293	32,924	2,883	41,100	526,400	485,300	92%
Salaries, Wages & Benefits	6,054,334	20,093,925	2,016,597	28,164,854	29,167,165	1,002,311	3%
Services & Supplies	1,678,212	4,742,978	403,935	6,825,126	9,534,794	2,709,668	28%
Depreciation	313,779	1,105,535	72,608	1,491,921	1,668,336	176,415	11%
Total Indirect Expenses	8,186,633	26,335,580	2,524,746	37,046,956	41,637,743	4,590,786	11%
Net Profit From Operations	\$26,398,350	\$228,224,589	\$5,555,972	\$260,178,915	\$342,372,164	(\$82,193,248)	(24%)
Modernization Investment Spending				1,990,659	10,015,072	8,024,413	
Net Profit				\$258,188,256	\$332,357,092	(\$74,168,835)	

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 12/31/2020

	Traditional			Video			Sports			Total Lottery		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Variance
Travel	\$9,482	\$8,242	(\$1,240)	\$30,735	\$70,690	\$39,955	\$2,382	\$2,131	(\$251)	\$42,599	\$81,063	\$38,464
Office Expenses	31,632	18,237	(13,395)	121,618	156,013	34,395	6,846	2,072	(4,774)	160,096	176,322	16,226
Retailer Network Expenses	800,846	361,874	(438,972)	2,494,301	3,095,970	601,669	12,830	22,156	9,326	3,307,977	3,480,000	172,023
Retailer Network Recovery	(309,457)	(370,085)	(60,628)	(2,606,682)	(3,166,210)	(559,528)	(13,771)	(22,659)	(8,888)	(2,929,910)	(3,558,954)	(629,044)
Telecommunications	101,367	50,050	(51,317)	328,181	428,025	99,844	24,587	5,683	(18,904)	454,135	483,758	29,623
Intergovernmental Charges	130,604	61,727	(68,877)	451,517	532,624	81,107	33,608	6,996	(26,612)	615,729	601,347	(14,382)
Technology Expenses	398,405	319,033	(79,372)	1,437,878	2,732,718	1,294,840	107,585	36,236	(71,349)	1,943,868	3,087,986	1,144,118
Professional Services	383,663	434,811	51,148	2,044,145	3,717,796	1,673,651	199,770	49,380	(150,390)	2,627,578	4,201,987	1,574,409
Staff Training & Recruiting	13,877	16,073	2,196	59,078	135,499	76,421	3,400	1,830	(1,570)	76,355	153,402	77,047
Facilities	67,694	33,523	(34,171)	215,131	286,671	71,540	15,585	3,807	(11,778)	298,410	324,001	25,591
Facilities Maintenance	7,921	5,365	(2,556)	19,124	45,872	26,748	1,897	609	(1,288)	28,942	51,846	22,904
Other Services & Supplies	19,739	19,484	(255)	79,261	167,800	88,539	4,282	2,205	(2,077)	103,282	189,488	86,206
Fleet Expenses	38,696	27,171	(11,525)	120,028	232,291	112,263	8,889	3,086	(5,803)	167,613	262,548	94,935
Supplier Diversity	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL	1,694,469	985,505	(708,964)	4,794,315	8,435,759	3,641,444	407,890	113,530	(294,360)	6,896,674	9,534,794	2,638,120
Less Non Distributable	(16,258)	-	16,258	(51,338)	-	51,338	(3,952)	-	3,952	(71,548)	-	71,548
AMOUNT REPORTED	<u>\$1,678,211</u>	<u>\$985,505</u>	<u>(\$692,706)</u>	<u>\$4,742,977</u>	<u>\$8,435,759</u>	<u>\$3,692,782</u>	<u>\$403,938</u>	<u>\$113,530</u>	<u>(\$290,408)</u>	<u>\$6,825,126</u>	<u>\$9,534,794</u>	<u>\$2,709,668</u>

Monthly Project Activity Report, FY 2021

Business Modernization Budget

For the Six Months Ending 12/31/2020

Description	Annual Budget	Year-to-Date Actual	Unspent Budget
Equipment			
RF Smart Scanners AX project	\$30,000	-	\$30,000
Contract Payments			
ERP (Financial System) Modernization	\$4,180,000	\$398,390	\$3,781,610
QA Testing Services - Intelligen Add-On Features	3,000,000	-	3,000,000
Upgrade VLT Central System (Intelligen) - Baseline Upgrade 8.0 and PSM	2,999,000	-	2,999,000
QA Testing Services - Traditional System Upgrade	2,850,760	232,677	2,618,083
Upgrade VLT Central System (Intelligen) - MMJ and PUI	2,104,000	-	2,104,000
Enterprise Integration Platform - EIP Baseline Capability	1,720,900	190,100	1,530,800
QA Testing Services - Intelligen Baseline Upgrade	1,450,000	377,676	1,072,324
QA Testing Services - Enterprise Resource Planning (Financial System) Solution	1,355,000	7,410	1,347,590
Upgrade VLT Central System (Intelligen) - TITO	1,050,000	-	1,050,000
Upgrade VLT Central System (Intelligen) - RG	978,500	-	978,500
Proof of Concept - Hero Sports / Data Skrive	470,000	-	470,000
Integration Services - Enterprise Resource Planning (Financial System) Solution	500,000	-	500,000
Maintain Operational Excellence - Mature ITSM	450,000	-	450,000
Integration Services - Traditional System Upgrade	525,060	21,701	503,359
Integration Services - Second Chance, IGT Int. Development	257,787	-	257,787
Enterprise Architecture - Establish & Staff EA Program	679,100	261,100	418,000
Digital First - Forrester Research	343,000	242,994	100,006
Enterprise Integration Platform - EIP Platform Tool & Licenses	307,800	76,935	230,865
Proof of Concept - iLottery MVP	250,000	-	250,000
Change Management - Consulting	241,020	-	241,020
Digital Experience - LexisNexis, Second Chance	15,000	-	15,000
Digital First - Digital Transformation Consulting	200,000	-	200,000
Digital Experience - Retailer Portal MVP	235,000	-	235,000
QA Testing Services - Second Chance	367,200	160,017	207,183
Integration Services - Intelligen Baseline Upgrade	150,000	-	150,000
QA Testing Services - Enterprise Integration Platform (EIP)	126,200	-	126,200
Upgrade VLT Central System (Intelligen) - Player Portal	132,000	-	132,000
Proof of Concept - Retail Kiosks & Affiliate Mktg	100,000	-	100,000
Enterprise Information Management Program - Information Architecture	100,000	-	100,000
Enterprise Information Management Program - Business Intelligence	100,000	-	100,000
QA Testing Services - Website Remodel	100,000	(58,432)	158,432
Change Management - Training & Ongoing Support	44,000	-	44,000
Digital First - Digital Transformation Tools	36,025	-	36,025
Digital First - Mobile App, Push Notification Tool	138,650	-	138,650
Strategic Sourcing: Strengthen COE with ITSM	15,000	-	15,000
Traditional System Replacement - Aurora (In-State Mileage Allowance)	-	856	(856)
Enterprise Chg Mgmt Center of Excellence	-	79,235	(79,235)
	<u>\$27,601,002</u>	<u>\$1,990,659</u>	<u>\$25,610,343</u>

OREGON STATE LOTTERY
Comparative Balance Sheet

	As of 12/31/2020	As of 12/31/2019	As of 12/31/2018
Assets			
Current Assets:			
Cash	\$361,113,443	\$443,813,195	\$426,094,874
Investments for Prize Payments at Fair Value	10,829,417	10,293,441	10,891,260
Accounts Receivable - Games	16,625,783	34,888,475	32,525,658
Accounts Receivable - Sports	1,654,637	1,110,818	
Accounts Receivable - Other	249,762	2,124	18,462
Allowance for Doubtful Accounts	(293,610)	(54,866)	(88,500)
Ticket Inventory	1,586,772	1,613,366	1,561,133
Prepaid Expenses	2,103,112	2,171,928	1,999,902
Total Current Assets	393,869,316	493,838,481	473,002,789
Noncurrent Assets:			
Investments for Prize Payments at Fair Value	122,655,888	111,751,166	110,120,391
Prize Reserves with Multi-State Lottery (MUSL)	4,594,747	4,972,525	4,908,001
Prize Reserves for Sports	2,320,000	1,020,000	-
Net OPEB Asset - RHIA	592,770	333,846	104,211
Capital Assets:			
Equipment, Net of Accumulated Depreciation	49,239,398	29,454,381	54,870,873
Computer Software, Net of Accumulated Depreciation	10,422,673	12,587,293	14,847,790
Building and Improvements, Net of Accumulated Depreciation	7,365,537	7,536,773	5,758,297
Intangibles Non-Software, Net of Accumulated Depreciation	236,042	101,340	304,020
Vehicles, Net of Accumulated Depreciation	2,366,592	3,198,213	3,402,334
Construction In Progress	-	88,397	1,453,215
Leasehold Improvements, Net of Accumulated Depreciation	3,897	4,703	9,295
Total Noncurrent Assets	199,797,543	171,048,637	195,778,428
Deferred Outflows Pension & OPEB	16,558,458	14,840,500	11,916,514
Total Assets and Deferred Outflows	\$610,225,316	\$679,727,618	\$680,697,730
Liabilities			
Current Liabilities:			
Economic Development Fund Liability	\$111,191,099	\$190,240,096	\$195,639,600
Prize Liability	45,722,734	42,279,909	47,500,964
Accounts Payable	20,720,816	12,882,949	11,952,611
Compensated Absences - Current	4,995,539	4,708,247	4,218,049
Deferred Revenue	1,703,203	1,216,179	1,075,108
Deposit Liability	152,674	210,784	203,070
Contracts Payable - Current	1,862,750	1,907,988	1,723,543
Total Current Liabilities	186,348,816	253,446,151	262,312,944
Noncurrent Liabilities:			
Deferred Prize Liability	109,835,517	107,467,567	111,516,881
Contracts Payable - Noncurrent	10,944,686	13,893,713	17,165,971
Net Pension Liability	44,957,600	38,216,983	29,809,503
Net Other Postemployment Benefits (OPEB) Obligation	1,515,225	1,703,627	1,737,353
Total Noncurrent Liabilities	167,253,028	161,281,890	160,229,708
Deferred Inflows Pension & OPEB	2,406,165	2,295,740	331,080
Total Liabilities and Deferred Inflows	356,008,009	417,023,781	422,873,732
Equity			
Retained Earnings:			
Fixed Asset Book Value Net of Associated Liabilities	60,194,031	40,894,194	65,791,359
Inventory and Prepaids	3,689,884	3,785,293	3,561,035
Asset Purchases Committed	114,136,658	117,690,503	88,367,394
Restricted for OPEB Asset	592,770	333,846	104,211
Operating Working Capital	75,603,964	100,000,000	100,000,000
Total Retained Earnings	254,217,307	262,703,837	257,823,999
Total Liabilities and Equity	\$610,225,316	\$679,727,618	\$680,697,730

OREGON STATE LOTTERY
Statement of Cash Flows - Direct Method
For the Month Ended 12/31/2020

	<u>December</u>	<u>Year to Date</u>
Cash Flows from Operating Activities:		
Receipts from Customers	\$101,740,800	\$5,176,482,733
Payments to Prize Winners	(\$83,951,274)	(\$4,708,738,492)
Payments to Employees	(\$3,100,192)	(\$16,356,691)
Payments to Suppliers	(\$18,912,691)	(\$146,280,175)
Other Income	\$175,841	\$88,539
Net Cash Provided (Used) in Operating Activities	(\$4,047,515)	\$305,195,912
Cash Flows from Noncapital Financing Activities:		
Transfers to EDL	-	(\$233,347,063)
Pre SLGRP Payments	-	-
Net Cash Provided (Used) in Noncapital Financing Activities	-	(\$233,347,063)
Cash Flows from Capital and Related Financing Activities:		
Acquisition/Restoration of Capital Assets	(\$4,084,533)	(\$32,267,572)
Contract Payments	(\$268,395)	(\$1,636,957)
Proceeds from Disposition/Impairment of Capital Assets	\$4,772	\$320,751
Net Cash Provided (Used) in Capital and Related Financing Activities	(\$4,348,156)	(\$33,583,778)
Cash Flows from Investing Activities:		
Purchases of Investments	-	(\$5,597,707)
Proceeds from Sales and Maturities of Investments	-	\$3,680,000
Interest on Investments and Cash Balances	\$236,006	\$1,830,141
Investment Expense	-	(\$3,499)
Net Cash Provided (Used) in Investing Activities	\$236,006	(\$91,065)
Net Increase (Decrease) in Cash and Cash Equivalents	(\$8,159,666)	\$38,174,007
Cash and Cash Equivalents - Beginning	\$369,273,109	\$322,939,438
Cash and Cash Equivalents - Ending	\$361,113,443	\$361,113,444
	\$0	\$1
Reconciliation of Operating Income to Net Cash Provided (used) by Operating Activities		
Net Profit/(Loss)	\$3,599,018	\$258,188,256
Adjustments to reconcile net profit to cash flows from operating activities		
Depreciation and Amortization	2,026,345	11,464,510
Non-operating (Income)/Expense	313,700	(210,551)
(Gain)/Loss on Capital Asset Disposition	0	(163,776)
Net Changes in Assets and Liabilities:		
(Increase) / Decrease in Accounts Receivable - Games	(4,387,254)	16,888,724
(Increase) / Decrease in Ticket Inventory	(73,856)	21,482
(Increase) / Decrease in Prepaid Expense/Def Outflows	235,262	2,143,907
(Increase) / Decrease in Prize Reserves	331,203	337,717
Increase / (Decrease) in Accounts Payable	(8,190,968)	3,069,972
Increase / (Decrease) in Compensated Absences Liability	(39,138)	325,238
Increase / (Decrease) in Deposit Liability	(16,449)	(42,623)
Increase / (Decrease) in Deferred Revenue/Inflows	688,576	844,005
Increase / (Decrease) in Prize Liability	754,693	8,604,228
Increase in Economic Development Liability - Unclaimed Prizes Payable	461,354	2,224,822
Increase / (Decrease) in Net Pension Liability	250,000	1,500,000
Total Adjustments and Changes	(7,646,533)	47,007,656
Net Cash Provided (Used) by Operating Activities	(\$4,047,515)	\$305,195,912

OREGON STATE LOTTERY

Fiscal Year 2021 Financial Plan

(In Thousands)

	Commission Approved Budget				Forecast Adjustments			Adjusted Budget			
	Traditional	Video	Sports	Total	September	Oct Interim	December	Traditional	Video	Sports	Total
Revenue											
Video Lottery SM		\$9,048,946		\$9,048,946	\$2,804,422	\$29,330	\$437,055		\$12,319,753		\$12,319,753
Scratch-its SM Instant Tickets	142,469			142,469	2,779		2,592	147,841			147,841
Megabucks SM	30,575			30,575	1,255		(1,178)	30,652			30,652
Pick 4 SM	1,757			1,757	48		91	1,896			1,896
Powerball®	38,196			38,196	(269)		(1,887)	36,040			36,040
Mega Millions®	26,029			26,029	(1,681)		(1,505)	22,842			22,842
Win for Life SM	3,704			3,704	139		(52)	3,791			3,791
Keno	84,091			84,091	18,030		3,021	105,142			105,142
Lucky Lines SM	1,825			1,825	67		96	1,988			1,988
Raffle SM	2,500			2,500			0	2,500			2,500
Scoreboard			349,360	349,360						349,360	349,360
Total Revenue	331,145	9,048,946	349,360	9,729,452	2,824,790	29,330	438,233	352,691	12,319,753	349,360	13,021,804
Less: Prizes	213,065	8,359,318	328,399	8,900,781	2,605,980	29,330	405,226	228,815	11,384,103	328,399	11,941,316
Net revenue	118,081	689,629	20,962	828,671	218,810	0	33,007	123,877	935,650	20,962	1,080,488
Direct Expenses											
Commissions	28,985	160,793		189,777	51,701		8,560	30,870	219,168		250,038
Game Vendor Charges	7,628	473	11,686	19,786	422		21	8,071	473	11,686	20,229
Tickets	3,317			3,317	0		0	3,317			3,317
Advertising	6,551		1,351	7,901		461	6,958		228	1,177	8,362
Sales Support	689			689		(102)	587				587
Game Equip, Parts & Maint		8,631		8,631		7			8,638		8,638
Depreciation	2,479	18,730		21,209			2,479	18,730			21,209
Total Direct Expenses	49,648	188,626	13,036	251,311	52,123	367	8,580	52,282	247,236	12,862	312,381
Gross Profit	68,432	501,003	7,925	577,360	166,687	(367)	24,426	71,595	688,413	8,099	768,107
Relative Gross Profit %	11.85%	86.77%	1.37%					9.32%	89.62%	1.05%	
Indirect Revenue	1,067	7,810	124	9,000				839	8,066	95	9,000
Indirect Expenses											
Public Information	237	1,734	27	1,998		(516)		138	1,328	16	1,482
Market Research	60	436	7	503		210		66	639	8	713
Salaries & Benefits	6,914	50,619	801	58,334				5,437	52,282	615	58,334
Services & Supplies	2,241	16,405	260	18,906	(1)	196		1,780	17,119	201	19,100
Depreciation	407	2,977	47	3,431		6		320	3,081	36	3,437
Interest Expense		300		300					300		300
Total Indirect Expenses	9,858	72,472	1,142	83,472	(1)	(104)		7,743	74,749	876	83,367
Net Profit from Operations	59,641	436,340	6,907	502,888	166,689	(263)	24,426	64,691	621,731	7,318	693,740
Modernization Reserve Spending	27,896			27,896		(295)		27,601			27,601
Net Profit				\$474,992							\$666,139

Unaudited; not presented in accordance with GAAP

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OREGON STATE LOTTERY
Capital Outlay Status Report for FY 2021
For the Six Months Ending 12/31/2020

Project Description	Budget	Budget Adjustments	Spent to Date	Unspent/(Over Spent)
Modernization Program				
Replace AX with D365			611,213	(611,213)
Modernization Program Total	-	-	611,213	(611,213)
IT Operations				
ESXi Server	30,000			30,000
IT Operations Total	30,000	-	-	30,000
Lottery Products Portfolio - Aurora Equipment Approved in FY 2020 (Unspent @ 6/30/20)				
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		222,850	13
Retailer terminal, print pro printer, play slip reader, VFD, ticket scan (Retailer Compact), EPMO Proj 201000102	14,938,875		13,957,178	981,698
Wireless barcode scanners, EPMO Proj 201000102	1,152,900		1,152,900	-
43" Monitors (cables and brackets, EPMO Proj 201000102)	1,167,480		1,154,790	12,690
32" Monitors (cables and brackets), EPMO Proj 201000102	915,915		925,980	(10,065)
Random Number Generator Software, EPMO Proj 401001101	200,000			200,000
ICS Changes Related to Aurora Upgrade, EPMO Proj 201000102	39,758			39,758
Lottery Products Portfolio Total	27,757,041	-	26,532,948	1,224,094
Gaming Products Portfolio				
VLT Procurement - prodiGi replacement	17,000,000			17,000,000
VLT Procurement - Bally V32 Replacement	11,490,000			11,490,000
<i>FY 20 Approved VLT Procurement - TrimLine replacement, 270 VLTs @ \$17,000</i>	<i>4,590,000</i>			<i>4,590,000</i>
<i>FY 20 Approved VLT Procurement - prodiGi replacement, 2,400 VLTs @ \$17,000</i>	<i>14,730,000</i>		<i>5,082,492</i>	<i>9,647,508</i>
Gaming Products Portfolio Total	47,810,000	-	5,082,492	42,727,508
Product Portfolio Total	75,567,041	-	31,615,440	43,951,602
Total Cash Acquisitions	75,597,041	-	32,226,652	43,370,389
Acquisitions Through Contract				
Information Technology				
BDC Lease Extension (originally budgeted in 77020-2840)			309,000	(309,000)
SMAX Premium (originally budgeted in 76050-2840)			30,000	(30,000)
i-Sight (originally budgeted in 76050-2830)			32,760	(32,760)
Total Acquisitions Through Reclasses or Contract	-	-	371,760	(371,760)
Grand Total	75,597,041	-	32,598,412	42,998,629