

OREGON LOTTERY. Together, we do good things.

Oregon Lottery Operating Summary For the month ending February 28, 2022 (in thousands)

		Tradit	ional			Vide			Spe	orts		Total Lottery				
	Current	Current	Last	Actual to	Current	Current	Last	Actual to	Current	Current	Last	Actual to	Current	Current	Last	Actual to
	Month	Month	Year	Budget	Month	Month	Year	Budget	Month	Month	Year	Budget	Month	Month	Year	Budget
	Actual	Budget	Actual	Variance	Actual	Budget	Actual	Variance	Actual	Budget	Actual	Variance	Actual	Budget	Actual	Variance
Revenue	\$ 27,011	\$ 27,972	\$30,765	\$ (961)	\$ 1,276,477	\$ 1,170,657	\$ 886,693	\$ 105,820	\$ 38,704	\$ 41,774	\$ 29,353	\$ (3,071)	\$1,342,191	\$ 1,240,403	\$ 946,811	\$101,788
Prizes	18,181	18,219	20,616	38	1,181,331	1,083,443	819,746	(97,887)	36,139	39,268	26,861	3,129	1,235,651	1,140,930	867,223	94,721
Net Revenue	8,830	9,753	10,149	(924)	95,146	87,214	66,947	7,932	2,565	2,506	2,492	58	106,540	99,473	79,588	7,067
Direct Expenses	4,132	4,524	4,354	392	22,110	22,410	16,225	300	937	1,301	939	364	27,179	28,235	21,518	(1,056)
Total Indirect Revenue/(Loss)	(686)	19	(3,760)	(705)	(17)	240	399	(257)	11	4	12	7	(692)	264	(3,349)	(956)
Total Indirect Expense	464	587	630	123	7,209	7,276	5,510	66	200	135	494	(65)	7,873	7,998	6,634	125
Net Profit from Operations	3,548	4,661	1,405	(1,114)	65,810	57,768	45,611	8,041	1,438	1,074	1,071	364	70,796	63,504	48,087	7,291
Modernization Investment Spending													40	1,220	825	2,083
Net Profit													\$70,756	\$62,284	\$47,262	\$8,472

ТОТА	AL LOTTERY			
	Current Month Actual	Current Month Budget	Last Year Actual	Actual to Budget Variance
Percentages of Distributable Revenue f				()
Prizes Administrative Expenses	92.1% 2.6%	92.0% 3.0%	91.6% 2.6%	(0.1%) 0.4%
Percentages of Distributable Revenue f	or the Year			
Prizes	91.9%	91.9%	91.2%	0.0%
Administrative Expenses	2.7%	3.0%	3.6%	0.3%



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Oregon Lottery Operating Statement For the month ending February 28, 2022

		ror the month	chanig i cordary z	.0, 2022	Total Lotte	erv	
	Traditional	Video	Sports	Actual	Budget	Variance	% Variance
Revenue			. (
Scratch-Its [™] Instant Tickets	\$ 12,113,245			\$ 12,113,245	\$ 10,992,438	\$ 1,120,807	10.2%
Megabucks™	1,624,702			1,624,702	2,500,421	(875,719)	-35.0%
Powerball [®]	2,734,202			2,734,202	3,160,273	(426,071)	-13.5%
Mega Millions®	1,372,766			1,372,766	1,988,603	(615,837)	-31.0%
Raffle⁵™	-			-	-	-	0.0%
Keno	8,621,632			8,621,632	8,693,635	(72,003)	-0.8%
Pick 4 ^{sм}	142,545			142,545	178,829	(36,284)	-20.3%
Win For Life ^{sм}	296,676			296,676	305,707	(9,031)	-3.0%
Lucky Lines [™]	104,834			104,834	152,000	(47,166)	-31.0%
Video Lottery ^{sм} (Gross Receipts)		\$ 1,276,476,595		1,276,476,595	1,170,657,004	105,819,591	9.0%
Scoreboard sM (Gross Receipts)			\$ 38,703,593	38,703,593	41,774,133	(3,070,540)	-7.4%
Total Revenue	27,010,602	1,276,476,595	38,703,593	1,342,190,790	1,240,403,043	101,787,747	8.2%
Prizes	(18,181,093)	(1,181,330,511)	(36,138,897)	(1,235,650,500)	(1,140,929,575)	(94,720,925)	-8.3%
Net Revenue	8,829,509	95,146,084	2,564,696	106,540,290	99,473,468	7,066,822	7.1%
Direct Expenses							
Commissions	2,390,217	19,144,474	-	21,534,691	21,269,946	(264,745)	-1.2%
Game Vendor Charges	713,620	39,376	938,433	1,691,429	2,023,836	332,407	16.4%
Tickets	205,762	-	-	205,762	290,489	84,727	29.2%
Advertising	339,441	2,250	(1,029)	340,662	673,152	332,490	49.4%
Sales Support	13,990	-	-	13,990	39,134	25,144	64.3%
Game Equipment, Parts & Maintenance	443	1,612,910	-	1,613,354	2,145,479	532,125	24.8%
Depreciation	468,494	1,297,858	-	1,766,352	1,780,056	13,704	0.8%
Interest Expense		12,873	-	12,873	12,873	0	0.0%
Direct Expenses	4,131,969	22,109,741	937,404	27,179,113	28,234,965	1,055,852	3.7%
Gross Profit	4,697,541	73,036,343	1,627,293	79,361,176	71,238,503	8,122,674	11.4%
Indirect Revenue							
Gain (Loss) on Sale of Fixed Assets	-	-	-	-	-	-	
Other Income/(Expense)	130,548	(17,198)	11,156	124,506	263,916	(139,410)	-52.8%
Investment Market Value Adj	(816,547)	-	-	(816,547)	-	(816,547)	•
Total Indirect Revenue/(Loss)	(685,999)	(17,198)	11,156	(692,041)	263,916	(955,957)	-362.2%
Indirect Expenses							
Public Information	796	12,380	175	13,351	94,540	81,189	85.9%
Market Research	1,193	18,545	262	20,000	40,000	20,000	50.0%
Salaries, Wages & Benefits	377,010	5,861,663	179,913	6,418,585	5,605,506	(813,079)	-14.5%
Services & Supplies	73,681	1,145,569	17,578	1,236,827	1,963,469	726,642	37.0%
Depreciation	11,015	171,262	2,418	184,695	294,588	109,893	37.3%
Interest Expense	-	- -	- -	- -	-	- -	
Total Indirect Expense	463,694	7,209,419	200,346	7,873,459	7,998,104	124,645	1.6%
Net Profit from Operations	3,547,847	65,809,727	1,438,103	70,795,677	63,504,315	7,291,362	11.5%
Modernization Investment Spending				39,584	1,219,908	1,180,324	96.8%
Net Profit				\$ 70,756,093	\$ 62,284,407	\$ 8,471,686	13.6%
						: 	•



Oregon Lottery Supplemental Schedule of Services and Supplies Expenses For the month ending February 28, 2022

	Traditional				 Video					Sports						Total Lottery						
		Actual	Budge	et	Variance	Actual		Budget	Variance		- /	ctual	Βι	dget	Varia	ance		Actual	Е	Budget	Variance	_
Travel	\$	766 \$	1	1,780 \$	1,014	\$ 11,907	\$	22,054	\$ 10,14	7	\$	168	\$	410	\$	242	\$	12,841	\$	24,244 \$	11,403	3
Office Expenses		685	2	2,173	1,487	10,658		26,928	16,27	1		150		501		350		11,494		29,602	18,108	8
Retailer Network Expenses		30,119	41	1,486	11,366	468,289		514,124	45,83	6		-		-		-		498,408		555,610	57,202	2
Retailer Network Recovery		(34,626)	(39	9,454)	(4,828)	(538,357)		(488,948)	49,40	19		-		-		-		(572,983)		(528,402)	44,581	1
Telecommunications		5,467	ϵ	5,774	1,307	85,001		83,944	(1,05	7)		1,200		1,561		361		91,668		92,279	611	1
Intergovernmental Charges		6,535	10	0,042	3,508	101,600		124,455	22,85	5		1,434		2,315		881		109,569		136,812	27,243	3
Technology Expenses		21,064	44	1,690	23,626	327,500		553,837	226,33	6		5,040		10,301		5,261		353,605		608,828	255,223	3
Professional Services		35,008	60	0,177	25,169	544,296		745,762	201,46	5		7,684		13,871		6,187		586,988		819,810	232,822	2
Staff Training & Recruiting		1,442	3	3,377	1,936	22,416		41,854	19,43	8		316		778		462		24,174		46,010	21,836	6
Facilities		3,099	3	3,923	824	48,187		48,621	43	4		680		904		224		51,967		53,449	1,482	2
Facilities Maintenance		238	1	1,539	1,302	3,698		19,078	15,38	0		52		355		303		3,988		20,972	16,984	4
Other Services & Supplies		1,669	4	1,460	2,791	25,944		55,267	29,32	.3		366		1,028		662		27,979		60,755	32,776	6
Fleet Expenses		3,368	3	3,193	(175)	 52,366		39,571	(12,79	5)		739		736		(3)		56,474		43,500	(12,974	4)
TOTAL		74,834	144	,160	69,326	1,163,505		1,786,548	623,04	3		17,831		32,761		14,930		1,256,170		1,963,469	707,299	9
Less Non Distributable Revenue		(1,154)		-	1,154	(17,936)		-	17,93	6		(253)		-		253		(19,343)		-	19,343	3
AMOUNT REPORTED	\$	73,681 \$	144	,160 \$	70,480	\$ 1,145,569	\$	1,786,548	640,97	9 :	\$	17,578	\$	32,761	\$:	15,183	\$	1,236,827	\$ _	1,963,469 \$	726,642	2



OREGON LOTTERY. Together, we do good things.

Oregon Lottery Operating Statement Year to Date Through February 28, 2022

				Total Lottery									
	Traditional	Video	Sports	Actual	Budget	Variance	% Variance						
Revenue													
Scratch-Its [™] Instant Tickets	\$ 111,599,561			\$ 111,599,561	\$ 110,391,244	\$ 1,208,317	1.1%						
Megabucks™	20,970,819			20,970,819	21,605,227	(634,408)	-2.9%						
Powerball®	40,933,112			40,933,112	41,502,778	(569,666)	-1.4%						
Mega Millions®	17,326,388			17,326,388	17,715,059	(388,671)	-2.2%						
Raffle⁵™	(10)			(10)	=	(10)	0.0%						
Keno	73,420,241			73,420,241	73,498,787	(78,546)	-0.1%						
Pick 4 sm	1,313,833			1,313,833	1,361,238	(47,405)	-3.5%						
Win For Life [™]	2,547,276			2,547,276	2,562,534	(15,258)	-0.6%						
Lucky Lines™	1,327,544			1,327,544	1,393,171	(65,627)	-4.7%						
Video Lottery™ (Gross Receipts)		\$ 10,958,324,602		10,958,324,602	10,853,335,354	104,989,248	1.0%						
Scoreboard™ (Gross Receipts)			\$ 245,842,479	245,842,479	254,878,865	(9,036,386)	-3.5%						
Total Revenue	269,438,764	10,958,324,602	245,842,479	11,473,605,845	11,378,244,257	95,361,588	0.8%						
Prizes	(172,317,193)	(10,139,773,614)	(227,005,456)	(10,539,096,262)	(10,456,144,962)	(82,951,300)	-0.8%						
Net Revenue	97,121,571	818,550,989	18,837,023	934,509,582	922,099,295	12,410,287	1.3%						
Direct Expenses													
Commissions	23,197,372	195,688,892	-	218,886,264	225,489,694	6,603,430	2.9%						
Game Vendor Charges	6,883,025	315,008	6,694,468	13,892,502	15,057,734	1,165,232	7.7%						
Tickets	2,085,516	-	-	2,085,516	2,067,441	(18,075)	-0.9%						
Advertising	3,783,666	186,255	183,714	4,153,634	5,385,216	1,231,582	22.9%						
Sales Support	308,254	=	-	308,254	482,359	174,105	36.1%						
Game Equipment, Parts & Maintenance	1,220	3,835,927	-	3,837,147	8,354,840	4,517,693	54.1%						
Depreciation	3,718,732	9,433,495	-	13,152,227	13,877,366	725,139	5.2%						
Interest Expense		118,215		118,215	118,216	1	0.0%						
Direct Expenses	39,977,785	209,577,792	6,878,183	256,433,760	270,832,865	14,399,105	5.3%						
Gross Profit	57,143,786	608,973,197	11,958,840	678,075,823	651,266,431	26,809,392	4.1%						
Indirect Revenue													
Gain (Loss) on Sale of Fixed Assets	353	3,537	55	3,945	=	3,945							
Other Income	1,636,523	2,603,221	117,730	4,357,474	2,111,328	2,246,146	106.4%						
Investment Market Value Adj	(4,836,752)		=	(4,836,752)		(4,836,752)							
Total Indirect Revenue/(Loss)	(3,199,876)	2,606,758	117,785	(475,333)	2,111,328	(2,586,661)	-122.5%						
Indirect Expenses													
Public Information	63,326	650,233	10,572	724,131	756,320	32,189	4.3%						
Market Research	40,430	403,493	8,026	451,949	572,449	120,500	21.0%						
Salaries, Wages & Benefits	3,669,580	39,754,346	1,411,237	44,835,163	44,553,903	(281,260)	-0.6%						
Services & Supplies	826,205	8,740,779	165,368	9,732,353	15,473,065	5,740,712	37.1%						
Depreciation	132,995	1,436,784	25,568	1,595,347	2,093,110	497,763	23.8%						
Interest Expense													
Total Indirect Expense	4,732,535	50,985,636	1,620,771	57,338,942	63,448,847	6,109,905	9.6%						
Net Profit from Operations	49,211,374	560,594,319	10,455,855	620,261,548	589,928,912	30,332,636	5.1%						
Modernization Investment Spending				1,866,491	7,049,085	5,182,594	73.5%						
Net Profit				\$ 618,395,057	\$ 582,879,827	\$ 35,515,230	6.1%						





Oregon Lottery Supplemental Schedule of Services and Supplies Expenses Year to Date Through February 28, 2022

_		Traditional			Video	-	Sports		Total Lottery			
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Variance
Travel	8,651	13,122	4,471	95,734	162,619	66,886	1,750	3,025	1,275	106,135	178,766	72,631
Office Expenses	14,711	16,979	2,269	152,175	210,421	58,246	2,697	3,914	1,216	169,583	231,314	61,731
Retailer Network Expenses	351,025	331,886	(19,139)	3,785,275	4,112,994	327,720	-	-	-	4,136,299	4,444,880	308,581
Retailer Network Recovery	(391,305)	(315,633)	75,671	(4,221,506)	(3,911,583)	309,924	-	-	-	(4,612,811)	(4,227,216)	385,595
Telecommunications	51,750	54,189	2,439	566,719	671,552	104,833	10,534	12,491	1,957	629,004	738,232	109,228
Intergovernmental Charges	86,768	80,340	(6,427)	918,006	995,644	77,638	15,571	18,519	2,948	1,020,344	1,094,503	74,159
Technology Expenses	236,719	347,110	110,391	2,526,821	4,301,662	1,774,841	50,792	80,010	29,218	2,814,332	4,728,782	1,914,450
Professional Services	387,379	480,646	93,266	4,062,014	5,956,545	1,894,531	69,694	110,791	41,097	4,519,088	6,547,982	2,028,894
Staff Training & Recruiting	11,572	26,341	14,769	126,570	326,437	199,868	2,068	6,072	4,004	140,210	358,850	218,640
Facilities	34,446	32,769	(1,677)	371,290	406,103	34,814	6,743	7,553	811	412,478	446,426	33,948
Facilities Maintenance	6,185	12,194	6,009	65,872	151,123	85,250	1,552	2,811	1,259	73,610	166,128	92,518
Other Services & Supplies	23,507	30,541	7,034	245,485	378,487	133,002	4,149	7,040	2,891	273,140	416,068	142,928
Fleet Expenses	33,197	25,570	(7,627)	353,216	316,886	(36,330)	5,890	5,894	5	392,303	348,350	(43,953)
TOTAL	854,605	1,136,054	281,449	9,047,670	14,078,892	5,031,221	171,439	258,119	86,680	10,073,715	15,473,065	5,399,350
Less Non Distributable Revenue	(28,400)	-	28,400	(306,891)	-	306,891	(6,071)	-	6,071	(341,362)	-	341,362
AMOUNT REPORTED	826,205	1,136,054	309,849	8,740,779	14,078,892	5,338,113	165,368	258,119	92,751	9,732,353	15,473,065	5,740,712





Oregon Lottery Comparative Balance Sheet

		As of	As of	As of 2/28/2020
Assets		2/28/2022	2/28/2021	2/28/2020
Current Assets:				
Cash	\$	396,014,465 \$	300,007,747 \$	391,586,998
Investments for Prize Payments at Fair Value	Y	10,865,311	10,777,894	10,338,379
Accounts Receivable - Games		41,000,754	36,976,392	28,514,114
Accounts Receivable - Other		1,371,824	13,965	(4,901)
Allowance for Doubtful Accounts		(319,011)	(297,758)	(50,497)
Ticket Inventory		1,533,305	1,152,186	1,327,287
Prepaid Expenses		2,009,581	1,700,424	2,386,481
Total Current Assets		452,476,228	350,330,850	434,097,861
Noncurrent Assets:		432,470,220	330,330,630	434,037,001
Investments for Prize Payments at Fair Value		106,901,137	113,282,300	116,477,412
Prize Reserves with Multi-State Lottery (MUSL)		4,223,470	4,735,992	5,068,119
Prize Reserves for Sports		2,320,000	2,320,000	1,020,000
Net OPEB Asset - RHIA		680,959	592,770	333,846
Capital Assets:		000,535	392,770	333,640
•		62 194 046	EO 220 E24	20 652 616
Equipment, Net of Accumulated Depreciation		62,184,046	50,330,524	29,653,616
Computer Software, Net of Accumulated Depreciation		11,519,948	10,183,760	12,137,216
Building and Improvements, Net of Accumulated Depreciation		7,038,713	7,293,393	7,533,585
Intangibles Non-Software, Net of Accumulated Depreciation		70,813	212,438	67,560
Vehicles, Net of Accumulated Depreciation		1,784,624	2,251,106	3,077,193
Leasehold Improvements, Net of Accumulated Depreciation		24,099	3,763	4,569
Total Noncurrent Assets		196,747,809	191,206,046	175,373,116
Deferred Outflows Pension & OPEB		23,554,934	16,558,458	14,840,500
Total Assets and Deferred Outflows		672,778,971	558,095,354	624,311,477
Liabilities				
Current Liabilities:				
Economic Development Fund Liability		162,691,171	72,487,917	120,774,070
Prize Liability		48,038,023	44,124,166	36,967,785
Accounts Payable		12,472,335	14,983,291	9,921,200
Compensated Absences - Current		5,785,876	5,300,520	5,000,315
Deferred Revenue		2,508,664	2,322,461	2,338,122
Deposit Liability		198,677	152,862	205,146
Contracts Payable - Current		1,361,050	1,358,562	1,375,017
Total Current Liabilities		233,055,795	140,729,779	176,581,655
Noncurrent Liabilities:				
Deferred Prize Liability		108,053,399	109,238,723	108,504,243
Contracts Payable - Noncurrent		8,024,801	10,944,686	13,893,713
Net Pension Liability		75,997,398	45,457,600	39,816,983
Net Other Postemployment Benefits (OPEB) Obligation		1,270,966	1,515,225	1,703,627
Total Noncurrent Liabilities		193,346,564	167,156,234	163,918,566
Deferred Inflows Pension & OPEB		2,021,814	2,406,165	2,295,740
Total Liabilities and Deferred Inflows		428,424,173	310,292,178	342,795,961
Equity				
Retained Earnings:				
Fixed Asset Book Value Net of Associated Liabilities		76,184,233	61,339,065	40,929,805
Inventory and Prepaids		3,542,886	2,852,610	3,713,768
Asset Purchases Committed		63,946,719	107,865,913	157,434,796
Restricted for OPEB Asset		680,959	592,770	333,846
Operating Working Capital		100,000,000	75,152,816	79,103,300
Total Retained Earnings		244,354,798	247,803,174	281,515,515
Total Liabilities and Equity		\$672,778,971	\$558,095,351	\$624,311,477



Oregon Lottery Cash Flow Statement For the month ending February 28, 2022

		Current Month		Year to Date
Cash Flows from Operating Activities:				
Receipts from Customers	\$		\$	11,455,259,578
Payments to Prize Winners		(1,235,465,067)		(10,541,459,111)
Payments to Employees		(3,281,421)		(25,983,806)
Payments to Suppliers		(25,849,007)		(276,105,017)
Other Income		(1,307,371)		2,535,548
Net Cash Provided (Used) in Operating Activities		71,770,664		614,247,191
Cash Flows from Noncapital Financing Activities:				(
Transfers to EDL		-		(689,249,270)
Net Cash Provided (Used) in Noncapital Financing Activities		-		(689,249,270)
Cash Flows from Capital and Related Financing Activities:				
Acquisition/Restoration of Capital Assets		(4,178,046)		(25,196,493)
Contract Payments		(347,062)		(2,124,450)
Proceeds from Disposition/Impairment of Capital Assets				58,894
Net Cash Provided (Used) in Capital and Related Financing Activities		(4,525,108)		(27,262,049)
Cash Flows from Investing Activities:				
Purchases of Investments		_		(6,080,966)
Proceeds from Sales and Maturities of Investments		4,292,000		8,162,000
Interest on Investments and Cash Balances		131,654		1,428,416
Investment Expense		, -		(7,038)
Net Cash Provided (Used) in Investing Activities	-	4,423,654		3,502,411
Net Increase (Decrease) in Cash and Cash Equivalents		71,669,209		(98,761,716)
Cash and Cash Equivalents - Beginning		324,345,256		494,776,180
Cash and Cash Equivalents - Ending	\$	396,014,465	\$	396,014,465
Reconciliation of Operating Income to Net Cash Provided (used)	by O	orating Activities		
Net Profit/(Loss)	by O	70,756,093	۲	618,395,057
Net Profit/(Loss)	Ş	70,736,093	Ş	010,393,037
Adjustments to reconcile net profit to cash flows from operating activities				
Depreciation and Amortization		1,951,047		14,747,574
Non-operating (Income)/Expense		435,315		1,230,738
(Gain)/Loss on Capital Asset Disposition		_		(3,945)
(Increase) / Decrease in Accounts Receivable - Games		(6,437,285)		(21,300,660)
(Increase) / Decrease in Ticket Inventory		(14,267)		(184,187)
(Increase) / Decrease in Prepaid Expense/Def Outflows		353,284		40,300
(Increase) / Decrease in Prize Reserves		23,346		571,475
Increase / (Decrease) in Accounts Payable		2,342,392		(4,037,934)
Increase / (Decrease) in Compensated Absences Liability		135,687		730,867
Increase / (Decrease) in Deposit Liability		(7,892)		(1,368,104)
Increase / (Decrease) in Deferred Revenue/Inflows		585,058		1,586,008
Increase / (Decrease) in Prize Liability		447,885		(59,998)
Increase / (Decrease) in Net Pension Liability		1,200,000		3,900,000
Total Adjustments and Changes		1,014,571		(4,147,866)
Net Cash Provided (Used) by Operating Activities	\$	71,770,664	\$	614,247,191





Oregon State Lottery Fiscal Year 2022 Financial Plan (In Thousands)

	(Commission App	roved Budg	et	Comn	nission/Fored	ast Adjustmei	nts		Adjusted	Budget	
•	Traditional	Video	Sports	Total	Sept	Int 1/Dec	MY/March	May	Traditional	Video	Sports	Total
Revenue								-			•	
Video Lottery [™]		\$14,433,484		\$14,433,484	\$ 934,597	\$ 442,897	\$ 89,718			\$15,900,696		\$15,900,696
Scratch-its™ Instant Tickets	\$ 149,539			149,539	237	2,027	12,077		\$163,880			163,880
Megabucks™	33,378			33,378	(601)	(1,407)	928		32,298			32,298
Powerball®	41,211			41,211	(469)	7,416	6,987		55,144			55,144
Mega Millions®	25,105			25,105	(271)	1,048	498		26,380			26,380
Keno	103,344			103,344	2,061	1,777	1,032		108,215			108,215
Raffle™	2,500			2,500	-	-	-		2,500			2,500
Pick 4 ^{sм}	1,813			1,813	70	55	135		2,073			2,073
Win for Life ^{s™}	3,904			3,904	(36)	46	(77)		3,837			3,837
Lucky Lines™	1,825			1,825	3	99	129		2,055			2,055
Scoreboard			413,209	413,209	-	-	-				\$ 413,209	413,209
Total Revenue	362,619	14,433,484	413,209	15,209,312	935,591	453,958	111,425		396,381	15,900,696	413,209	16,710,286
Prizes	235,822	13,338,046	388,417	13,962,284	865,497	422,633	100,335		256,035	14,706,297	388,417	15,350,749
Net revenue	126,797	1,095,438	24,792	1,247,028	70,094	31,325	11,090		140,346	1,194,399	24,793	1,359,537
Direct Expenses												
Commissions	31,166	256,419		287,585	16,860	5,044	3,600		34,066	279,023		313,089
Game Vendor Charges	9,087	473	11,742	21,302	25	277	(1,213)		9,933	473	9,985	20,391
Tickets	3,317	173	11,7 12	3,317	-	-	63		3,380	173	3,303	3,380
Advertising	7,539	377	795	8,710	_	_	(632)		7,466	400	212	8,078
Sales Support	665	<i>5</i>	, 50	665	_	_	1		666			666
Game Equip, Parts & Maint	1	9,465		9,466	_	880	(0)		1	10,345		10,346
Depreciation	5,602	14,776		20,378	-	59	0		5,602	14,835		20,437
Capital Interest	,	164		164	-	_	-		<i>'</i>	164		164
Total Direct Expenses	57,377	281,673	12,536	351,586	16,885	6,260	1,819		61,114	305,240	10,197	376,551
Gross Profit	69,420	813,765	12,256	895,442	53,209	25,065	9,271		79,232	889,159	14,596	982,987
Relative Gross Profit %	7.75%	90.88%	1.37%	•	,	•	•		8.06%	90.45%	1.48%	,
Indirect Revenue	246	2,878	43	3,167	-	-	-		255	2,865	47	3,167
Indirect Expenses												
Public Information	85	994	15	1,094	-	-	41		91	1,026	17	1,135
Market Research	50	588	9	647	-	70	50		62	694	11	768
Salaries & Benefits	5,192	60,867	917	66,976	-	-	-		5,398	60,583	994	66,976
Services & Supplies	1,708	20,022	302	22,032	-	501	616		1,866	20,939	344	23,149
Depreciation	237	2,778	42	3,057	-	-	84		253	2,841	47	3,141
Total Indirect Expenses	7,272	85,249	1,284	93,806	-	571	791		7,671	86,084	1,413	95,168
Net Profit from Operations	62,393	731,394	11,016	804,803	53,209	24,493	8,480		71,816	805,940	13,230	890,986
Modernization Reserve Spendi		,	,	27,114	,	(178)	(7,432)			,	,	19,504
Net Profit	J		-	\$777,689		(/	(,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,				-	\$871,482
			=	Ţ,303					1		=	+

Additional Information:

Capital outlay 33,867 FTE Count 474