# COLORADO LOTTERY STATEMENT OF LOTTERY REVENUES, PRIZE DISBURSEMENTS AND OTHER EXPENSES

(UNAUDITED)

FOR THE FOUR (4) MONTHS ENDED
OCTOBER 31, 2008

## COLORADO LOTTERY FINANCIAL STATEMENTS (UNAUDITED)

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## STATE OF COLORADO

### COLORADO LOTTERY DIVISION

Department of Revenue

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Bill Ritter, Jr. Governor Roxy Huber Executive Director Jack Boehm Lottery Director

December 4, 2008

Members of the Lottery Commission and Mr. Jack Boehm, Lottery Director

Pursuant to CRS 24-35-204, the Colorado Lottery is required to furnish monthly, "a complete statement of lottery revenues, prize disbursements and other expenses" (the financial statements).

The attached financial statements have not been audited.

The financial statements presented for the four months ended October 31, 2008, have been prepared in accordance with generally accepted accounting principles, using established accounting and internal control procedures. These procedures include, but are not limited to, documentation and accounting estimates, which support the production of reliable financial statements. As with any system of accounting and internal control procedures, there are inherent limitations, and the procedures cannot be relied upon to completely eliminate the occurrence of discrepancies, error or omissions, but should reduce the risk to a relatively low tolerable level.

Respectfully submitted,

Barb Aggson

Controller, Colorado Lottery

Colorado Department of Revenue

## COLORADO LOTTERY STATEMENT OF LOTTERY REVENUES PRIZE DISBURSEMENTS AND OTHER EXPENSES (UNAUDITED)

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### COLORADO LOTTERY FINANCIAL HIGHLIGHTS \$ IN MILLIONS

### FOR THE FOUR (4) MONTHS ENDED OCTOBER 31, 2008 AND 2007

The table included below and the graphs included on page 2 present certain summarized operating results of the Colorado Lottery for the four months ended October 31, 2008 and 2007, and should be read in conjunction with the financial statements presented herein. The graphs included on page 2 are presented for the purpose of demonstrating the Colorado Lottery's compliance with certain statutes that pertain to its operations.

	For the four months ended October 31,				
	2009	9	2008		
	Total	Actual Percent	Total	Actual Percent	
INCOME					
Gross Ticket Sales Nonoperating revenue	\$163.48 0.64	<del>-</del>	\$160.31 0.70		
TOTAL INCOME	164.12		161.01		
LESS:	·				
PRIZES	\$97.39	59.6% (1)	\$97.75	61.0% (1)	
RETAILER COMMISSIONS AND BONUSES	\$12.20	7.5% (1)	\$12.15	7.6% (1)	
ADMINISTRATIVE COSTS					
Ticket Costs and Vendor Fees Other Operating Expenses	3.29 7.58		2.99 7.49		
TOTAL ADMINISTRATIVE COSTS (Note 3)	10.87	6.6% (2)	10.48	6.5% (2)	
	43.66		40.63		
NET CHANGE IN NET ASSETS	-0.24	_	-0.28		
PROCEEDS DISTRIBUTION	\$43.90	26.7% (2) =	\$40.91	25.4% (2)	

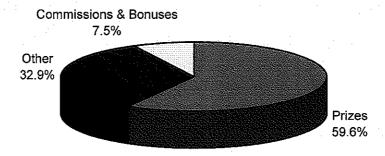
Note 1: Percent of gross ticket sales.

Note 2: Percent of total income.

Note 3: Total operating expenses per the statement of revenues, expenses and changes in fund net assets includes unappropriated expenses such as depreciation and accrued annual and sick leave. The actual administrative costs percentage would be slightly lower if they were removed from the calculation.

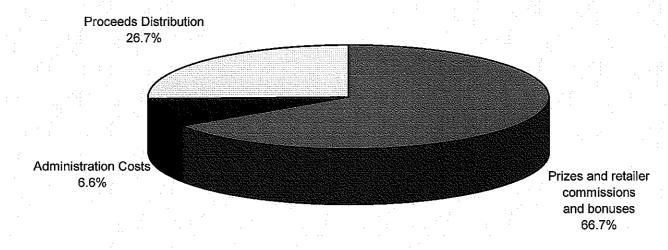
## COLORADO LOTTERY SUPPLEMENT OF FINANCIAL HIGHLIGHTS FOR THE FOUR MONTHS ENDED OCTOBER 31, 2008

## PERCENT OF GROSS TICKET SALES



To depict compliance with the 50% prize payment statute and the commission/bonus rules.

## PERCENT OF TOTAL INCOME



To depict status of administrative expenditures to date.

## COLORADO LOTTERY STATEMENTS OF NET ASSETS OCTOBER 31, 2008 AND 2007 (UNAUDITED)

ASSETS	2009	2008
Current Assets: Cash and Investments Accounts Receivable, net of the allowance for doubtful accounts of \$242,350 in 2009 and \$237,547 in 2008 Consignment Inventory, at Cost Warehouse Inventory, at Cost	\$ 45,736,034 17,595,986 96,139 811,538	\$ 42,842,309 21,271,057 214,494 792,542
Prepaid Expenses Total Current Assets	248,794 64,488,490	320,356 65,440,758
Reserve and Restricted Assets: Cash and Investments-Operating Reserve Cash and Investments-Licensed Agent Recovery Reserve Receipts Prepaid Prize Expense with MUSL Total Reserve and Restricted Assets	1,100,000 434,194 3,944,709 5,478,903	1,300,000 448,093 3,981,000 5,729,093
Capital Assets: Equipment Leasehold Improvements Less Accumulated Depreciation and Amortization Total Capital Assets	3,159,600 11,978 (2,708,512) 463,066	3,162,610 11,978 (2,579,818) 594,770
TOTAL ASSETS	\$ 70,430,459	\$ 71,764,621
LIABILITIES		
Current Liabilities: Accounts Payable Prize Liability Payable to MUSL Wages and Benefits Accrued Annual and Sick Leave Retailer Bonus Liability Funds Available for Distribution Deferred Revenue Total Current Liabilities	1,550,622 20,760,510 116,761 140,880 0 728,763 43,892,209 283,206 67,472,952	1,995,216 24,067,965 270,249 135,355 0 878,670 40,920,388 235,962 68,503,805
Long-Term Liabilities: Accrued Annual and Sick Leave Expired Warrants Liability Total Long-Term Liabilities  TOTAL LIABILITIES	865,762 94,485 960,247 68,433,199	817,372 100,581 917,953 69,421,758
NET ASSETS		
Investment in Capital Assets Restricted-Licensed Agent Recovery Reserve Unrestricted-Operating Reserve Unrestricted-Other	463,066 434,194 1,100,000	594,770 448,093 1,300,000
TOTAL NET ASSETS	1,997,260	2,342,863
TOTAL LIABILITIES AND NET ASSETS	\$ 70,430,459	\$ 71,764,621

## COLORADO LOTTERY STATEMENTS OF REVENUES, EXPENSES AND CHANGES IN FUND NET ASSETS FOR THE FOUR (4) MONTHS ENDED OCTOBER 31, 2008 AND 2007 (UNAUDITED)

	2009	2008
OPERATING REVENUES		•
Gross Ticket Sales	\$ 163,482,020	\$ 160,312,416
DIRECT OPERATING EXPENSES	•	
Prize Expense	97,362,562	97,988,571
Powerball Prize Variance	37,975	(236,876)
Retailer Commissions and Bonuses	12,200,876	12,147,024
Cost of Tickets and Vendor Fees	3,290,710	2,985,363
GROSS PROFIT ON SALE OF TICKETS	50,589,897	47,428,334
OTHER OPERATING EXPENSES		
Marketing and Communications	3,085,044	2,818,614
Administration Fees Paid to MUSL	47,665	42,964
Wages and Benefits	3,127,754	2,908,305
Professional Services	61,692	124,654
State Agencies Services	55,220	52,484
Department of Revenue Services	185,557	152,960
Travel	47,948	31,180
Equipment	7,500	506,166
Depreciation	35,090	53,084
Accrued Annual and Sick Leave	41,997	1,013
Space Rental	237,922	231,573
Rents for Equipment	9,061	11,334
Motorpool Leasing	169,556	118,440
Materials and Supplies	36,042	29,837
Telephone	33,708	34,471
On-Line Telecommunications	88,966	108,928
Data Processing Supplies and Services	7,994	6,677
Equipment Maintenance	156,606	151,746
Postage	13,392	20,019
Printing	2,962	-3,871
Other	131,077	148,728
Total Other Operating Expenses	7,582,753	7,557,048
OPERATING INCOME	43,007,144	39,871,286
NONOPERATING REVENUES (EXPENSES)		•
Other Revenue	98,606	50,610
Investment Income	542,424	, 718,381
Funds Distributed for Current Year	0	0
Funds Available for Distribution for Current Year	(43,892,209)	(40,920,388)
Total Nonoperating Revenues (Expenses)	(43,251,179)	(40,151,397)
NET INCOME(LOSS)	\$ (244,035)	\$ (280,111)
NET ASSETS, BEGINNING OF YEAR	2,241,295	2,622,974
Net Change in Net Assets	(244,035)	(280,111)
NET ASSETS, END OF PERIOD	\$ 1,997,260	\$ 2,342,863

## COLORADO LOTTERY POWERBALL ANNUITY WINNERS TRUST FUND STATEMENTS OF NET ASSETS OCTOBER 31, 2008 AND 2007

## (UNAUDITED)

ASSETS	_	2009	_	2008
Current Assets: Current Portion Long Term Investments-PB Annuity		386,000		371,000
Long Term Assets: Long Term Investments-PB Annuity		9,342,145		9,042,445
TOTAL ASSETS	\$	9,728,145	\$ <u></u>	9,413,445
NET ASSETS				
NET ASSETS, BEGINNING OF YEAR		9,804,295	·	0
Net Change in Net Assets		(76,150)	_	9,413,445
NET ASSETS, END OF PERIOD	\$	9,728,145	\$	9,413,445

## COLORADO LOTTERY POWERBALL ANNUITY WINNERS TRUST FUND STATEMENTS OF CHANGES IN NET ASSETS FOR THE FOUR (4) MONTHS ENDED OCTOBER 31, 2008 AND 2007

## (UNAUDITED)

REVENUES		2009	_	2008
Interest Income Trust Fund Additions	\$	294,850 0	\$	23,808 9,389,637
TOTAL REVENUES	***	294,850	_	9,413,445
EXPENSES				
Trust Fund Deductions		371,000		0
NET CHANGE IN NET ASSETS	\$	(76,150)	\$	9,413,445

## COLORADO LOTTERY SCHEDULE OF REVENUE AND COSTS FOR SCRATCH AND ON-LINE GAMES FOR THE FOUR (4) MONTHS ENDED OCTOBER 31, 2008

		Games in Progr	FY 09	FY 08		
:	Scratch	Lotto	Powerball	Cash 5	Total	Scratch and On-Line
TICKET SALES	\$106,239,466	\$16,715,989	\$33,745,528	\$6,781,037	\$163,482,020	\$160,312,416
PRIZE EXPENSE POWERBALL PRIZE VARIANCE	(70,163,309) N/A	(7,999,756) N/A	(15,756,116) (37,975)	(3,443,381) N/A	(97,362,562) (37,975)	(97,988,571) 236,876
NET REVENUE AFTER PRIZES	36,076,157	8,716,233	17,951,437	3,337,656	66,081,483	62,560,721
COMMISSIONS, BONUSES, TICKET COSTS & VENDOR FEES (Note 1) Retailer Commission Retailer Bonus Cost of Tickets Sold Telecomm Reimbursements On-Line Vendor Fees	(7,422,504) (952,905) (732,061) 162,832 (1,826,082)	(1,003,206) (110,553) N/A 25,606 (287,251)	(2,024,204) (218,004) N/A 51,713 (579,597)	(406,059) (63,441) <b>N/A</b> 10,398 (116,268)	(10,855,973) (1,344,903) (732,061) 250,549 (2,809,198)	(10,619,690) (1,527,334) (879,116) 237,006 (2,343,253)
TOTAL	(10,770,720)	(1,375,404)	(2,770,092)	(575,370)	(15,491,586)	(15,132,387)
GROSS PROFIT ON SALE OF TICKETS	\$25,305.43 <u>7</u>	<u>\$7,340,829</u>	<u>\$15,181,345</u>	<u>\$2,762,286</u>	\$50,589,897	<u>\$47,428,334</u>
AVERAGE DAILY TICKET SALES	\$863,735	<u>\$135,902</u>	<u>\$274,354</u>	<u>\$55,130</u>	\$1,329,122 ·	<u>\$1,303,353</u>

Note 1: Administrative costs of Lottery operations, including wages, advertising and other expenses are not shown.

## COLORADO LOTTERY SCHEDULE OF PERCENT OF PRIZE EXPENSE TO GROSS TICKET SALES FOR THE FOUR (4) MONTHS ENDED OCTOBER 31, 2008

		Games in Progre				
	Scratch	Lotto	Powerball	Cash 5	Powerball Prize Variance	FY 09 Total
Prize Expense	\$70,163,309	\$7,999,756	\$15,756,116	\$3,443,381	\$37,975	\$97,400,537
(/)Ticket Sales	106,239,466	16,715,989	33,745,528	6,781,037	N/A	163,482,020
Prize %	<u>66.04%</u>	<u>47.86%</u>	<u>46.69%</u>	50.78%	,	<u>59.58%</u>

### COLORADO LOTTERY BUDGET STATUS

## FOR THE FOUR (4) MONTHS ENDED OCTOBER 31, 2008

	FY09 Budget		Amount Expended	Amount	Percent Expended
	(Note 1)		(Note 3)	Available	(Note 2)
Personal Services	\$9,129,437		\$2,902,258	\$6,227,179	31.8%
Amortization Equal	121,243		32,794	88,449	27.0%
Suppl Amortization Equalization	56,835	:	11,713	45,122	20.6%
Workmen's Compensation	63,645		21,215	42,430	33,3%
Health and Life	635,126	*	209,059	426,067	32.9%
Short Term Disability	9,851		3,060	6,791	31.1%
Operating	1,203,156		515,588	687,568	42.9%
DOR Postage Allocation	3,898		0	3,898	0.0%
Variable Vehicle	184,200		0	184,200	0.0%
Leased Space	714,971		235,783	479,188	33.0%
Leased Space-Grand Junction	6,902		2,139	4,763	31.0%
Risk Management	30,453		10,151	20,302	33.3%
Vehicle Lease Payments	146,003		45,198	100,805	31.0%
Travel	113,498		47,947	65,551	42,2%
Purch. Of Services-Computer Center	3,128		1,088	2,040	34.8%
Marketing, Communications & Sales	11,671,710		3,051,082	8,620,628	26.1%
Communications Services	2,034		678	1,356	33.3%
Payments to MNT	374,676		87,258	287,418	23.3%
Payments to Other Agencies	239,410		48,657	190,753	20.3%
Legal Services	35,364		6,563	28,801	18.6%
Indirect Costs	556,672		185,557	371,115	33.3%
Ticket Costs-Scratch	4,670,880		735,812	3,935,068	15,8%
Research	250,000		33,961	216,039	13.6%
Vendor Fees	12,467,489		2,811,699	9,655,790	22,6%
Prize Payments	392,580,940		97,362,562	295,218,378	24.8%
Retailer Compensation	48,090,160		12,200,876	35,889,284	25.4%
Multi-State Lottery Funds	177,433		47,665	129,768	26.9%
CMAC Project	2,415,000		. 0	2,415,000	0.0%
Powerball Prize Variance	12,708,000		2,477,992	10,230,008	19.5%
TOTAL	\$498,662,114		\$123,088,355	\$365,343,751	24.68%

FY09 Staffing (FTE)

126.0 (Appropriated)

118,867 (Projected)

Reconciliation of Expenses per "Statement of Revenues, Expenses and Changes in Retained Earnings" to Budgeted Expenditures:

## Expenses Per Statement of Revenues, Expenses and Changes in Retained Earnings

	Prize Expense	97,362,562
	Powerball Prize Variance	37,975
	12,200,876	
	Cost of Tickets & Vendor Fees	3,290,710
	Operating Expenses	7,582,753
Total	Expenses per Statement of Revenues, Expenses and Changes in Retained Earnin	ngs 120,474,876
	Plus: Powerball Variance classified as revenue	2,440,017
	Telecommunications offset classified as revenue	250,549
	Less: Non-appropriated expenses and other adjustments	
	Depreciation	(35,090)
	Accrued Annual and Sick Leave	(41,997)
	Loss on Disposal of Equipment classified as revenue	0
1:	Sub-Total	123,088,355
	Plus: Capitalized Fixed Assets	0
		123,088,355

- Note 1 FY09 budget includes Lottery Long Bill and transfers from the Department of Revenue and anticipated supplemental funding.
- Note 2 Percent of fiscal year elapsed through October 31, 2008 is 33 1/3%.
- Note 3 Amount expended includes expenditures for both capitalized and non-capitalized equipment.