

Annual Comprehensive Financial Report of The Oklahoma Lottery Commission

an Enterprise Fund of the
State of Oklahoma



**For the Fiscal Years Ended
JUNE 30, 2023 and 2022**

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INTRODUCTORY SECTION

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Published by
Jay Finks, Executive Director



Government Finance Officers Association

Certificate of
Achievement for
Excellence in
Financial
Reporting

Presented to

Oklahoma Lottery Commission

For its Annual Comprehensive
Financial Report
For the Fiscal Year Ended

June 30, 2022

Oklahoma Lottery Commission
123 Robert S Kerr
Oklahoma City, Oklahoma 73102



December 19, 2023

To the Citizens of Oklahoma:

The Oklahoma Lottery Commission (OLC) is an agency of the State of Oklahoma. The OLC commenced operations in 2005 as a business enterprise within the framework of state laws and regulations, to implement the public's mandate to provide supplemental funds for public education. The mission of the OLC is to maximize revenues for public education through the creation and marketing of fun and entertaining products consistent with the highest levels of service, integrity and public accountability.

The OLC is pleased to provide this Annual Comprehensive Financial Report (ACFR) for the fiscal year ended June 30, 2023. The ACFR is published by Jay Finks, Executive Director of the Lottery and the Comptroller, Audra Eccles. The ACFR includes OLC financial statements and is presented in accordance with accounting principles generally accepted in the United States of America and audited in accordance with auditing standards generally accepted in the United States of America.

The ACFR presents an overview of Lottery finances and operations and displays financial activity of the Lottery in a single enterprise fund. The report follows formal standards of the Governmental Finance Officers Association of the United States and Canada (GFOA). Governmental organizations that publish this type of report can be compared to each other because similar kinds of information are included in the three sections of the report.

This letter of transmittal complements the management's discussion and analysis that accompanies the financial statements and should be read in conjunction with it.

Management is responsible for the accuracy and completeness of the presentation, including all disclosures in the report. To the best of our knowledge, the enclosed information is accurate in all material respects and reported in a manner designed to present fairly the financial position, results of operations, and the cash flows of the Lottery. All disclosures necessary to gain an understanding of the Lottery's financial activities have been included.

Oklahoma Lottery Commission Mission Statement

To maximize revenues for public education through the creation and marketing of fun and entertaining products consistent with the highest levels of service, integrity and public accountability. To be recognized by the people of Oklahoma as a consistent source of additional funding for Oklahoma education.

Oklahoma Lottery Commission Culture Statement

Provide a working environment where personal and professional growth drive the success of the Lottery and its benefit to Oklahoma Education, grounded in the following core values...

- *Communication*: we strive to understand and work towards mutually beneficial outcomes; we listen to our customers, our employees and our vendors.
- *Customer Service*: we deal positively and respectfully with our customers.
- *Teamwork*: OLC employees and vendors work together to achieve our mission.
- *Creativity*: we are creative, thoughtful, stimulating, progressive, and original in developing all aspects of the Lottery brand.
- *Innovation*: we are future focused and forward thinking to drive long-term success.
- *Accountability*: we act responsibly in the discharge of our duties.
- *Integrity*: we seek the highest level of honesty and to maintain strong moral principles.
- *Commitment*: we are devoted to fulfilling our mission and vision.
- *Motivation*: we are excited and energized about what we do.
- *Passion*: we are eager, excited, intense and expressive.
- *Compassion*: we act with kindness and generosity.

Oklahoma Lottery Commission Legislative & Financial Background

The Oklahoma Lottery Commission and Board of Trustees were created by two State Questions (705 & 706). SQ 705 included the "Oklahoma Education Lottery Act", multiple statutes created in Title 3A to create the Commission, the Board and establish operating parameters. SQ 706 added a section to the Oklahoma Constitution establishing the Oklahoma Education Lottery Trust Fund and detailing purposes for which the Legislature could appropriate profits from the lottery.

The Lottery Commission is governed by a seven-member Board of Trustees, each appointed by the Governor and confirmed by the Senate for five-year terms. (Title 3A, Section 705).

The original Lottery laws mandated that lottery profit be a minimum of 35% of lottery gross revenues. Viewed by some as a great way to guarantee a specified level of funding to education, this requirement actually limited the amount of real dollars provided for education.

The mandate restricted the funding available for prize payouts resulting in lower sales and profits. The actual experience documented in case studies of other lotteries' performance clearly indicated that lower prize payouts result in lower sales and profits.

In 2017, the legislature passed law changes in HB1837. The new law removed the 35% minimum mandated profit requirement and instead established that all net profit goes to the Lottery Trust Fund to be appropriated by the legislature. This change would aspire to raise payouts, raise sales and subsequently raise contributions to education. And although the 35% figure would decrease, the overall dollars to education would increase year over year.

All Lottery revenues are deposited to the Oklahoma Education Lottery Revolving Fund (OELRF, Title 3A, Section 713 I.), or to agency special accounts as established by the State Treasurer for payment of prizes.

Net proceeds are transferred to the Oklahoma Education Lottery Trust Fund (OELTF, Article 10, Section 41 and Title 3A, Section 713 C.) on a monthly and quarterly basis to satisfy legislative appropriations to the lottery's education beneficiaries. The final transfer (all remaining profits) to the State of Oklahoma occurs after the year-end financials are audited on or by September 30th. Unclaimed prizes, prizes that have not been claimed by the time the game or drawing expires, are not part of net lottery proceeds. The first \$750,000 each year is transferred annually to the Department of Mental Health and Substance Abuse Services for the treatment of compulsive gambling and educational programs related to such disorder. All other unclaimed prize money is used according to law to enhance prize payouts and for special prize promotions (Title 3A, Section 724, paragraph G).

The State Legislature appropriates OELT Funds to statutory beneficiaries (Oklahoma education programs) on an anticipatory basis and as cash-on-hand when available. This means that by November of each year, the Lottery submits an estimate of revenue for the ensuing fiscal year to the State Equalization Board (SEB). The SEB prepares and certifies an estimate of funding available for use in preparing the Executive Budget and for use by the State Legislature in making appropriations. The State Legislature then appropriates for the ensuing fiscal year from these "certified" funds and any cash funds on hand.

Funds are appropriated based on the following model (Title 3A: Section 713)...

The first Sixty-five Million Dollars (\$65,000,000) of monies contributed annually to the Oklahoma Education Lottery Trust Fund shall only be appropriated as follows:

- a. 45% to K12 Common Education
- b. 45% to Higher Education (5.5% annually to Career Tech)
- c. 5% to the School Consolidation and Assistance Fund
- d. 5% to the Teachers' Retirement System Dedicated Revenue Revolving Fund

The remaining portion of lottery annual net proceeds deposited to the Oklahoma Education Lottery Trust Fund that exceeds Sixty-five Million Dollars (\$65,000,000) shall be deposited to the credit of the Teacher Empowerment Revolving Fund.

According to statute, Lottery appropriations may not be "made-up" if collections come up short during any fiscal year (Title 3A, Section 713, paragraph H). The education beneficiaries would have to bear the entire burden of any such shortfall. Therefore, estimates are moderately conservative to ensure that appropriations are satisfied. All profits collected in excess of appropriations are transferred to the state and available for appropriation by the legislature on a cash basis the following session.

Oklahoma Lottery Business Model - Expenses

While the operation of the Lottery is a rather complicated undertaking, the business model is simple. All profits of the Lottery are contributed to Oklahoma Education. The Lottery is a non-appropriated agency which receives zero dollars from the Legislature on an annual basis. All operations are funded by Lottery ticket sales. The Lottery has legislation limiting the amount of administrative expenses to no more than 3% of sales. Currently the Lottery's administrative expenses total less than half that allotted amount. Each dollar spent on any Oklahoma Lottery product breakdown in the following manner:

Prizes

In FY23, approximately 62% of revenues were paid out as prizes to players. Prizes or wins are the lifeblood of the Lottery and stimulates the majority of the demand for repeat business. Given the strong level of gaming competition in Oklahoma, the OLC must maintain a high level of winning to stay competitive and drive incremental sales.

Contribution to Education

The Lottery contributed \$0.23 of every dollar in revenue to their beneficiary...Oklahoma Education. The Lottery contributes ALL net profit to their beneficiary on a monthly, quarterly and annual basis.

Commissions to Retailers

OLC recruits convenience and grocery stores to sell Lottery products to consumers. For every dollar sold, an OLC retailer earns a 6% commission. If that retailer cashes any ticket (can cash up to \$600 prize), they receive a 0.75% cashing bonus. The Lottery currently has almost 2,400 retailers across the State. Over 52% of the stores are corporately owned and operated while the remainder are independently owned.

Gaming Vendor Commissions

The OLC pays a gaming vendor (Scientific Games) approximately 4.3% of sales to execute many of the key elements of the Lottery business. The current contract is built to serve the OLC through October of 2030 and includes the following services...

- Printing & shipping of all instant tickets – the OLC bears NO risk / expense on any unsold tickets or increases in shipping expenses
- All Lottery hardware at retail to include gaming terminals, self-service kiosks, electronic ticket dispensers, ticket scanners and displays
- Call center support for ticket ordering and technical support
- Secure communication network to facilitate all ticket purchases at retail
- Staff of over 50 people for operational, sales and field services to include technical support and sales team staff for weekly retailer visits
- Marketing and game development support
- Support of cashless transaction network on all HD self-service kiosks

Oklahoma Lottery Business Model - Revenues

The Lottery drives sales through the sale of instant tickets and draw games. Instant tickets, or Scratchers, are instant win tickets ranging from \$1 to \$100 in price. Prize payout is based on an instant games' price point – the higher the price point, the higher the payout. Draw games are numbers-based games based on nightly or weekly drawings ranging from \$1 to \$2 in price. Typically, draw games are based on a fixed payout percentage.

Revenues from these games impact the OLC's profit in vastly different ways. Instant tickets have a higher payout, thus have a smaller profit margin but their annual volume helps drive year over year incremental sales. Draw games drive less volume but are significantly more profitable. Powerball and Mega Millions can drive more significant levels of sales when jackpots hit levels above \$500 million.

Oklahoma Lottery Business Model - Staffing

The Oklahoma Lottery operates a very lean staff of approximately 30 full-time employees. Given the recent increase in sales, senior management has identified a sales threshold per employee to help identify additional headcount needs. A goal of just over \$10,000,000 in revenue by employee has been targeted with the following objectives in mind...

- Maximize employee participation and performance
- Focus on paying employees additional dollars for "exceeding expectations" vs hiring additional headcount
- Enhanced monitoring of performance, communication, deadline management and employee turnover / burnout to ensure workload matches maximum performance levels
- Embrace a mindset that an ever-evolving and growing business requires change and flexibility

Oklahoma Lottery Business Model - Strategy

The Oklahoma Lottery is committed to achieving its mission to maximize revenues and profits for Oklahoma education by providing entertaining products to its' players. These strategies will be grounded in these main principles...

- Keep the Oklahoma brand fresh and relevant by adding new games, new ways to play and new places to play
- Build for the future by embracing an ever-changing consumer landscape through an adaptive approach via technology, innovation, service and manpower
- Focus on operations that support the highest level of service, integrity and public accountability

Financial Information

Accounting System and Policies

The Lottery operates the Oklahoma Education Lottery Revolving Fund, an enterprise fund that, like a private business, utilizes the full accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America.

Budgetary Controls

An annual comprehensive budget is prepared for and approved by the Lottery's Board of Trustees. A budget is submitted annually to the Office of Management and Enterprise Services (OMES) as required by state statutes. The budget is prepared on both a cash basis and a full accrual basis of accounting. The budget is based on sales forecasts, industry trends, program proposals, and approved action plans. The operating budget is submitted to OMES, the Governor and the legislature. Actual costs are monitored throughout the year for compliance with the approved budget and appropriate adjustments are approved if necessary.

Internal Controls

An internal control structure has been designed to ensure that assets are protected from loss, theft or misuse, and to ensure that the accounting system allows compilation of accurate and timely financial information. The internal controls are designed to provide reasonable assurance that these objectives are met. To enhance controls, management has separated responsibilities and provides approval and oversight for the following functions: personnel and payroll; purchasing and accounts payable; general ledger and accounts receivable; cash receipts and cash disbursements; retailer network management and retailer accounts receivable; and system data processing and system programming. Reviews of operations are achieved by the following procedures:

Lottery Vendor Service Organizations (SSAE 16) Audit: Scientific Games International (SG) is Oklahoma Lottery's contracted vendor for instant and online games. SG Management contracted the services of an independent CPA to perform a Statement on Standards for Attestation Engagements (SSAE 16), Service Organizations, engagement with testing of identified internal controls. The SSAE 16 is an internationally recognized auditing standard developed by the American Institute of Certified Public Accountants (AICPA). An SSAE 16 audit examination is widely recognized because it represents that a service organization has been through an in-depth audit of their control activities, which generally include controls over information technology and related processes.

Internal Audits: The Lottery contracts with an outside accounting firm to perform appropriate studies and evaluations of accounting and administrative controls, as directed by the Board of Directors, Audit and Finance Committee, one of three standing committees of the Board of Trustees. The Lottery also contracts with a separate outside audit firm from a list of approved auditors for an annual IT audit.

Other Safeguards and Controls: To ensure the integrity of the Lottery, the Lottery has implemented the following measures:

- Specialized security staff.
- Secured facilities and gaming equipment.
- Background checks on retailers, contractors and Lottery employees.
- Lottery tickets with special inks, dyes and security codes.
- Detailed and strict security procedures for game drawings.
- Lottery random number generators (RNG) are in stand-alone systems and are certified by an independent firm prior to installation.
- Back-up sites for gaming systems are properly maintained.

Debt Administration

At the end of FY-2023, the Lottery had no long-term liabilities.

Independent Audit

Oklahoma statutes require an annual financial audit by an independent CPA. The independent auditors' report on the Lottery's financial statements is included in the financial section of this report.

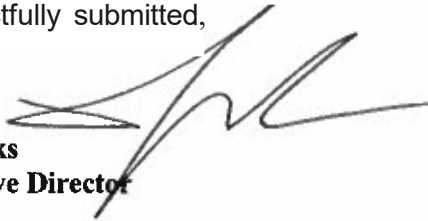
Awards and Acknowledgements

The Government Finance Officers Association of the United States and Canada (GFOA) awarded a Certificate of Achievement for Excellence in Financial Reporting to the Oklahoma Lottery for its annual comprehensive financial reports for each of the fiscal years ending June 30, 2006 through 2022. In order to be awarded a Certificate of Achievement, a government entity must publish an easily readable and efficiently organized annual comprehensive financial report. This report must satisfy both generally accepted accounting principles and applicable legal requirements.

A Certificate of Achievement is valid for a period of one year. We believe our current annual comprehensive financial report continues to meet the Certificate of Achievement Program's requirements and we are submitting it to the GFOA to determine its eligibility for certification. The Lottery is committed to providing thorough and relevant financial information to the public. This CAFR reflects our commitment to meet the highest standards of accountability and to maintain public trust through the highest ethics and integrity.

Respectfully submitted,

Jay Finks
Executive Director

A handwritten signature in black ink, appearing to be 'JF', is written over the printed name and title of Jay Finks.

OKLAHOMA LOTTERY COMMISSION
Board of Trustees

9/30/2023



Ralph E Blodgett
Chairman



Scott Eisenhauer
Vice-Chairman



Guy Sims
Treasurer



James Orbison
Trustee



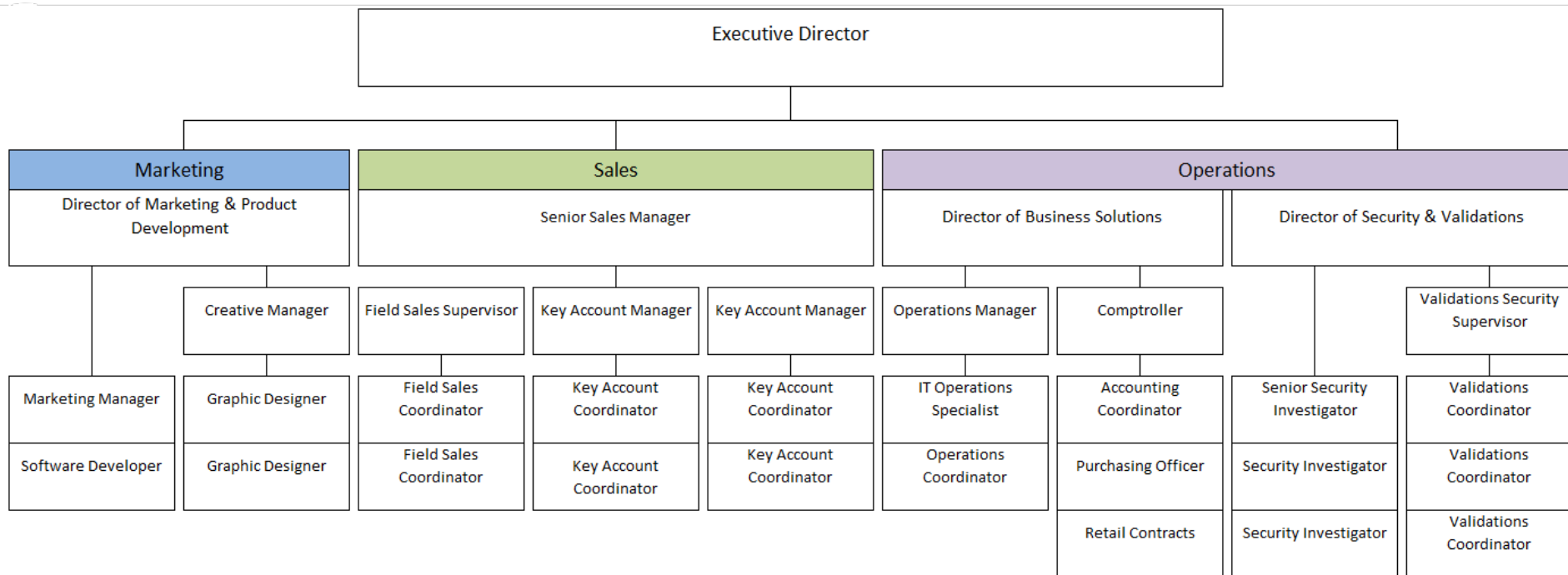
Brandon Sage
Trustee



Kari Suttee
Trustee



Dwayne Martin
Trustee





Annual Comprehensive Financial Report of The Oklahoma Lottery Commission

an Enterprise Fund of the
State of Oklahoma



**For the Fiscal Years Ended
JUNE 30, 2023 and 2022**

Independent Auditor's Report

Board of Trustees
Oklahoma Lottery Commission
An Enterprise Fund of the State of Oklahoma

Report on the Audits of the Financial Statements***Opinion***

We have audited the financial statements of the Oklahoma Lottery Commission (the OLC), an enterprise fund of the State of Oklahoma, as of and for the years ended June 30, 2023 and 2022, and the related notes to the financial statements, which collectively comprise the OLC's basic financial statements as listed in the table of contents.

In our opinion, the accompanying financial statements referred to above present fairly, in all material respects, the respective financial position of the Oklahoma Lottery Commission, as of June 30, 2023 and 2022, and the respective changes in financial position, and its cash flows thereof for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audits of the Financial Statements section of our report. We are required to be independent of the OLC and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Emphasis of Matter

As discussed in Note 1, the financial statements present only the OLC and do not purport to, and do not, present fairly the financial position of the State of Oklahoma, as of June 30, 2022 and 2023, the changes in its financial position, or, where applicable, its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America. Our opinion is not modified with respect to this matter.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS and *Government Auditing Standards* will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the OLC's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audits, significant audit findings, and certain internal control-related matters that we identified during the audits.

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis, the schedule of the OLC's proportionate share of the net pension liability (asset), the schedule of the OLC's contributions, and the related notes to the required supplementary information be presented to supplement the basic financial statements. Such information is the responsibility of management and, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audits of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Other Information

Our audit was conducted for the purpose of forming an opinion on the financial statements that collectively comprise the OLC's basic financial statements. The revenue and prize expense by game is presented for purposes of additional analysis and is not a required part of the basic financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the basic financial statements. The information has been subjected to the auditing procedures applied in the audit of the basic financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the basic financial statements or to the basic financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the revenue and prize expense by game is fairly stated, in all material respects, in relation to the basic financial statements as a whole.

The accompanying introductory and statistical sections, as listed in the table of contents, have not been subjected to the auditing procedures applied in the audit of the basic financial statements, and accordingly we do not express an opinion or provide any assurance on it.

RSM VS LLP

Oklahoma City, Oklahoma
September 5, 2023

**Oklahoma Lottery Commission
An Enterprise Fund of the State of Oklahoma**

**Management's Discussion and Analysis
June 30, 2023 and 2022**

Management of the Oklahoma Lottery Commission (the OLC) provides this management's discussion and analysis of their financial performance for the readers of the OLC's financial statements. This narrative provides an overview of the OLC's financial activity for the fiscal years ended June 30, 2023 and 2022. This analysis is to be considered in conjunction with the financial statements to provide an objective analysis of the OLC's financial activities based on facts, decisions and conditions currently facing management.

Understanding the OLC's Financial Statements

The OLC, an instrumentality of the State of Oklahoma, is accounted for as an enterprise fund that reports all assets and liabilities using the accrual basis of accounting, much like a private business entity. In accordance with accounting principles generally accepted in the United States of America, this report consists of a series of financial statements, along with explanatory notes to the financial statements. The financial statements immediately follow this Management's Discussion and Analysis and are designed to highlight the OLC's net position and changes to its net position resulting from the OLC's operations.

The most important relationship demonstrated within the OLC's financial statements is the requirement that the OLC transfer all net proceeds, "as defined," to the State Treasurer for the Oklahoma Education Lottery Trust Fund (OELTF). Accordingly, a significant focus of these financial statements is determining net proceeds available for transfer to the OELTF.

The OLC is also required to transfer annually the first \$750,000, for both 2023 and 2022, of unclaimed prize money to the Oklahoma Department of Mental Health and Substance Abuse Services (ODMHSAS). This is discussed further on page 7 of the management's discussion and analysis.

Financial and Activity Highlights

Revenues from lottery games totaled \$379,826,946 and \$350,343,377, respectively, for the fiscal years ended June 30, 2023 and 2022. The OLC returned \$234,155,812 and \$226,704,786 to winners of lottery games; paid commissions and incentives to retailers totaling \$24,109,047 and \$22,392,561; incurred other game-related expenses of \$20,316,089 and \$14,752,788; and had operating expenses of \$8,302,700 and \$7,883,949 for each of the respective fiscal years of 2023 and 2022. The OLC's net position increased by \$5,933,739 and decreased \$9,189 in fiscal years 2023 and 2022, respectively. Transfers made and due to the OELTF were \$87,586,218 and \$78,587,377, respectively, for fiscal years ended June 30, 2023 and 2022.

Revenues from lottery games totaled \$346,750,742 and \$267,763,235, respectively, for the fiscal years ended June 30, 2021 and 2020. The OLC returned \$224,003,729 and \$166,692,905 to winners of lottery games; paid commissions and incentives to retailers totaling \$22,193,927 and \$17,123,205; incurred other game-related expenses of \$14,430,084 and \$13,318,210; and had operating expenses of \$7,113,035 and \$6,416,038 for each of the respective fiscal years of 2021 and 2020. The OLC's net position decreased by \$1,227,090 in fiscal year 2021 and decreased by \$218,134 in fiscal year 2020. Transfers made and due to the OELTF were \$80,235,984 and \$64,399,704, respectively, for fiscal years ended June 30, 2021 and 2020.

The OLC's investment in capital assets includes machinery, equipment, computers and software. Capital assets, net of accumulated depreciation, at June 30, 2023, were \$96,494, a decrease of \$65,197 from June 30, 2022. Capital assets, net of accumulated depreciation, at June 30, 2022, were \$161,691, a decrease of \$81,633 from June 30, 2021. Additional information concerning the OLC's capital assets is contained in Note 4 to the financial statements.

The OLC did not have any long-term debt at June 30, 2023 or 2022.

Oklahoma Lottery Commission
An Enterprise Fund of the State of Oklahoma

Management's Discussion and Analysis
June 30, 2023 and 2022

The following table summarizes the OLC's Statement of Net Position as of June 30:

	2023	2022	2021
Current assets	\$ 73,613,984	\$ 51,470,575	\$ 57,086,774
Noncurrent assets:			
Capital assets, net	96,494	161,691	243,324
Deposit with MUSL	4,831,960	4,781,807	4,827,842
Net pension asset	-	1,395,462	-
Total assets	<u>\$ 78,542,438</u>	<u>\$ 57,809,535</u>	<u>\$ 62,157,940</u>
Deferred outflows of resources	<u>\$ 1,168,518</u>	<u>\$ 260,227</u>	<u>\$ 625,930</u>
Current liabilities	\$ 63,087,700	\$ 46,722,820	\$ 52,202,738
Noncurrent liabilities	925,931	79,493	941,904
Total liabilities	<u>\$ 64,013,631</u>	<u>\$ 46,802,313</u>	<u>\$ 53,144,642</u>
Deferred inflows of resources	<u>\$ 138,264</u>	<u>\$ 1,642,127</u>	<u>\$ 4,717</u>
Net position:			
Net position, invested in capital assets	\$ 96,494	\$ 161,691	\$ 243,324
Restricted net position—expendable	16,015,232	10,015,884	10,080,913
Unrestricted (deficit)	(552,665)	(552,253)	(689,726)
Total net position	<u>\$ 15,559,061</u>	<u>\$ 9,625,322</u>	<u>\$ 9,634,511</u>

Net position increased from fiscal year 2022 to fiscal year 2023 by \$5,933,739. This increase was primarily attributable to record sales due to three Billion Dollar Jackpots in and adjacent to FY23; two Mega Millions (July 2022 & January 2023) and one Powerball (July 2023). While the Powerball jackpot was won in July 2023, the OLC saw increased sales as a result of the growing jackpot during late fiscal year 2023.

Net position decreased from fiscal year 2021 to fiscal year 2022 by \$9,189. This decrease was primarily attributable to the unclaimed prizes collected for fiscal year 2022 being less than the amount used for prize enhancements and payments to mental health. Fidelity fund receipts were less than Fidelity fund expenditures in fiscal year 2022.

Oklahoma Lottery Commission
An Enterprise Fund of the State of Oklahoma

Management's Discussion and Analysis
June 30, 2023 and 2022

The following table summarizes the OLC's Statement of Revenues, Expenses and Changes in Net Position for the years ended June 30:

	2023	2022	2021
Operating revenues:			
Gaming revenues	\$ 379,826,946	\$ 350,343,377	\$ 346,750,742
Other revenues	502,737	389,124	310,351
Total operating revenues	380,329,683	350,732,501	347,061,093
Nonoperating revenue, interest income	823,922	329,771	438,606
Total revenue	<u>\$ 381,153,605</u>	<u>\$ 351,062,272</u>	<u>\$ 347,499,699</u>
Less prize expense	\$ 234,155,812	\$ 226,704,786	\$ 224,003,729
Less retailer commissions/incentives	24,109,047	22,392,561	22,193,927
Less other direct game costs	20,316,089	14,752,788	14,430,084
Less operating expenses	8,302,700	7,883,949	7,113,065
Total expense	<u>286,883,648</u>	<u>271,734,084</u>	<u>267,740,805</u>
Change in net position before transfers	<u>94,269,957</u>	<u>79,328,188</u>	<u>79,758,894</u>
Transfers:			
Transfers to ODMHSAS	750,000	750,000	750,000
Transfers to OELTF	87,586,218	78,587,377	80,235,984
Total transfers	<u>88,336,218</u>	<u>79,337,377</u>	<u>80,985,984</u>
Changes in net position	\$ 5,933,739	\$ (9,189)	\$ (1,227,090)
Net position at beginning of year	9,625,322	9,634,511	10,861,601
Net position at end of year	<u>\$ 15,559,061</u>	<u>\$ 9,625,322</u>	<u>\$ 9,634,511</u>

Instant sales decreased from fiscal year 2022 to fiscal year 2023 by \$14.6 million. This decline was the result of historically large jackpots for draw games. Draw sales increased by \$38 million with higher than expected sales during the year due to historic jackpot prizes. Jackpot amounts for Powerball and Mega Millions were also greater than fiscal year 2022 levels.

Instant sales increased from fiscal year 2021 to fiscal year 2022 by \$7.4 million. This growth was fueled by the launch of a \$50 ticket which helped offset slowing sales in the second half of the year due to historic levels of inflation and gas prices. Draw sales decreased by \$3.8 million with slower than expected sales in the second half of the year due to historic levels of inflation and gas prices. Jackpot amounts for Powerball and Mega Millions were also short of fiscal year 2021 levels.

Oklahoma Lottery Commission
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Management's Discussion and Analysis
June 30, 2023 and 2022

Net proceeds of the OLC must be transferred to the State Treasurer for the OELTF, with the following exceptions: 1) the cost of property and equipment, net of depreciation, and related debt and 2) other assets that cannot be transferred due to statutory or other legal restriction, including restricted cash from unclaimed prizes, deposits with Multi-State Lottery (MUSL), and the Restricted Fidelity Fund. Unclaimed prizes, after required transfers to the Department of Mental Health and Substance Abuse Services, must be added to a pool from which future prizes are awarded or used for special prize promotions. Deposits with MUSL result from a set-aside of prize expenses paid to MUSL and are available for prize reserves and promotional expenses of MUSL games. The Restricted Fidelity Fund is derived from the licensing fees of new retailers, which may be retained by the OLC up to the budgeted expenses from the fund for the next fiscal year plus \$500,000, in 2023 and 2022, and used to cover losses the OLC may experience due to nonfeasance, misfeasance or malfeasance of a lottery retailer and to pay the costs of vendor, retailer and employee background investigations conducted by the Oklahoma State Bureau of Investigation and for audits conducted by the State Auditor and Inspector.

For the years ended June 30, 2023 and 2022, the total transfers made or due to the OELTF related to operations were \$87,586,218 and \$78,587,377, respectively. Since inception to June 30, 2023, total transfers made or due to the OELTF were \$1,246,746,226. For each of the years ended June 30, 2023 and 2022, the OLC transferred \$750,000 in unclaimed prize funds to the Department of Mental Health and Substance Abuse Services for the treatment of compulsive gambling disorders and educational programs related to such disorders. From inception to June 30, 2023, total transfers to the Oklahoma Department of Mental Health and Substance Abuse Services were \$11,044,600.

The following is a condensed version of the OLC's statement of cash flows for the years ended June 30:

	2023	2022	2021
Cash provided by (used in):			
Operating activities	\$ 98,011,753	\$ 78,350,035	\$ 83,121,752
Noncapital financing activities	(78,491,086)	(85,662,859)	(69,782,037)
Capital and related financing activities	(868)	(6,519)	(138,880)
Investing activities	823,922	329,771	488,513
Net increase (decrease) in cash	20,343,721	(6,989,572)	13,689,348
Cash at beginning of year	38,124,274	45,113,846	31,424,498
Cash at end of year	<u>\$ 58,467,995</u>	<u>\$ 38,124,274</u>	<u>\$ 45,113,846</u>

Potential Factors Impacting Future Operations

The key area of focus here in is still the U.S economy. While inflation has come down some since the historic level of inflation, it remains high and impacted game sales. The Lottery will continue finding ways to promote sales through strengthening our field service team and new product offering potentials.

Contacting the OLC's Financial Management

This financial report is designed to provide a general overview of the OLC's financial activity for all those interested in the OLC's operations. Questions concerning any of the information provided in this report or requests for additional financial information should be addressed to the Executive Director, Oklahoma Lottery Commission, 405-522-7700, 300 N Broadway, Oklahoma City, Oklahoma 73102.

Oklahoma Lottery Commission
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Statements of Net Position
June 30, 2023 and 2022

	2023	2022
Assets		
Current assets:		
Cash and cash equivalents	\$ 47,284,723	\$ 32,890,197
Cash equivalents—restricted	11,183,272	5,234,077
Retailer accounts receivable and other	14,736,252	13,009,271
Accounts receivable—Multi-State Lottery	409,737	337,030
Total current assets	73,613,984	51,470,575
Noncurrent assets:		
Capital assets, net	96,494	161,691
Deposit with Multi-State Lottery	4,831,960	4,781,807
Net pension asset	-	1,395,462
Total noncurrent assets	4,928,454	6,338,960
Total assets	\$ 78,542,438	\$ 57,809,535
Deferred outflows of resources, deferred pension plan outflows	\$ 1,168,518	\$ 260,227
Liabilities		
Current liabilities:		
Due to Oklahoma Education Lottery Trust Fund	\$ 36,808,718	\$ 26,963,586
Due to Multi-State Lottery	1,210,558	1,127,337
Prizes payable	22,629,778	17,005,597
Accounts payable	1,921,166	1,265,586
Accrued expenses	517,480	360,714
Total current liabilities	63,087,700	46,722,820
Noncurrent liabilities:		
Accrued compensated absences	85,068	79,493
Net pension liability	840,863	-
Total noncurrent liabilities	925,931	79,493
Total liabilities	\$ 64,013,631	\$ 46,802,313
Deferred inflows of resources, deferred pension plan inflows	\$ 138,264	\$ 1,642,127
Net position		
Investment in capital assets	\$ 96,494	\$ 161,691
Restricted net position—expendable:		
Professional fees and other	150,649	133,610
Unclaimed prizes	11,032,623	5,100,467
Multi-State Lottery	4,831,960	4,781,807
Unrestricted (deficit)	(552,665)	(552,253)
Total net position	\$ 15,559,061	\$ 9,625,322

See notes to financial statements.

Oklahoma Lottery Commission
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Statements of Revenues, Expenses and Changes in Net Position
Years Ended June 30, 2023 and 2022

	2023	2022
Operating revenues:		
Instant Tickets	\$ 248,849,400	\$ 263,450,730
Draw Games	125,350,669	86,892,647
Fast Play	5,626,877	-
Total revenue from the sale of lottery tickets	379,826,946	350,343,377
Retailer application fees	112,675	97,145
Other	390,062	291,979
Total operating revenues	380,329,683	350,732,501
Direct costs:		
Prize expense:		
Instant Tickets	178,760,074	188,750,690
Draw Games	63,281,591	44,203,119
Fast Play	3,945,759	-
Unclaimed prize expense	(11,831,612)	(6,249,023)
Total prize expense	234,155,812	226,704,786
Commissions and incentives to retailers	24,109,047	22,392,561
Instant and online costs	20,316,089	14,752,788
Total direct costs	278,580,948	263,850,135
Gross profit	101,748,735	86,882,366
Operating expenses:		
Advertising and promotion	3,762,146	3,683,306
Salaries, wages and benefits	3,447,495	3,232,939
Contracted and professional services	238,109	245,722
Depreciation	66,065	87,064
Equipment	46,274	91,784
Rent expense	590,229	426,605
Office supplies	23,747	20,837
Travel	43,062	38,341
Other general and administrative	85,573	57,351
Total operating expenses	8,302,700	7,883,949
Operating income	93,446,035	78,998,417
Nonoperating income, interest income	823,922	329,771
Change in net position before transfers	94,269,957	79,328,188
Transfers:		
Required payments to Oklahoma Department of Mental Health and Substance Abuse Services	(750,000)	(750,000)
Required payments to and due to Oklahoma Education Lottery Trust Fund	(87,586,218)	(78,587,377)
Total transfers	(88,336,218)	(79,337,377)
Changes in net position	5,933,739	(9,189)
Net position at beginning of year	9,625,322	9,634,511
Net position at end of year	\$ 15,559,061	\$ 9,625,322

See notes to financial statement.

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Statements of Cash Flows
Years Ended June 30, 2023 and 2022

	2023	2022
Cash flows from operating activities:		
Cash received from retailers	\$ 354,408,839	\$ 326,720,156
Cash payments to prize winners	(228,448,410)	(224,572,415)
Cash payments to suppliers for goods and services	(24,437,540)	(20,370,865)
Cash payments to employees for services	(3,460,983)	(3,472,876)
Cash receipts (payments) to fund deposit with Multi-State Lottery	(50,153)	46,035
Net cash provided by operating activities	98,011,753	78,350,035
Cash flows from noncapital financing activities:		
Payments to Oklahoma Department of Mental Health and Substance Abuse Services	(750,000)	(750,000)
Payments to Oklahoma Education Lottery Trust Fund	(77,741,086)	(84,912,859)
Net cash used in noncapital financing activities	(78,491,086)	(85,662,859)
Cash flows from capital and related financing activities, purchase of capital assets	(868)	(6,519)
Cash flows from investing activities, interest received	823,922	329,771
Net change in cash and cash equivalents	20,343,721	(6,989,572)
Cash and cash equivalents at beginning of year	38,124,274	45,113,846
Cash and cash equivalents at end of year	\$ 58,467,995	\$ 38,124,274
Reconciliation of cash to the statements of net position:		
Cash and cash equivalents	\$ 47,284,723	\$ 32,890,197
Cash equivalents—restricted	11,183,272	5,234,077
Total cash, end of year	\$ 58,467,995	\$ 38,124,274
Operating activities:		
Operating income	\$ 93,446,035	\$ 78,998,417
Adjustment to reconcile operating income to net cash provided by operating activities:		
Depreciation	66,065	87,064
Loss on disposal of capital assets	-	1,088
Changes in operating assets, deferred outflows, liabilities and deferred inflows:		
Retailer accounts receivable	(1,726,981)	(1,273,335)
Accounts receivable—Multi-State Lottery	(72,707)	(100,038)
Deposit with Multi-State Lottery	(50,153)	46,035
Net pension asset (liability)	1,395,462	(1,395,462)
Deferred pension plan outflows	(908,291)	365,703
Due to Multi-State Lottery	83,221	329,095
Accounts payable, accrued expenses and accrued compensated absences	817,921	(1,113,777)
Prizes payable	5,624,181	1,803,276
Net pension liability	840,863	(863,266)
Unearned revenue	-	(172,175)
Deferred pension plan inflows	(1,503,863)	1,637,410
Net cash provided by operating activities	\$ 98,011,753	\$ 78,350,035

See notes to financial statements

Oklahoma Lottery Commission
An Enterprise Fund of the State of Oklahoma

Notes to Financial Statements

Note 1. *Reporting Entity*

The Oklahoma Lottery Commission (the OLC), was formed by the citizens of Oklahoma upon passage of a legislative referendum authorizing the Oklahoma Education Lottery Act (the Act), codified as Title 3A, Section 701, et. seq., of the Oklahoma Statutes. The OLC is an enterprise fund of the State of Oklahoma (the State) and is responsible for administering lotteries in accordance with the Act. The Act established a board of seven trustees appointed by the governor to oversee operations of the OLC. The OLC transfers Net Proceeds as defined by the Act, to the Oklahoma Education Lottery Trust Fund (OELTF). See Note 7 for additional details.

Note 2. *Significant Accounting Policies*

Method of accounting: The OLC is accounted for as an enterprise fund. Enterprise funds are used to account for activities that are financed and operated in a manner similar to private business enterprises where the costs of providing lottery games to the general public on a continuing basis are to be financed through the sale of lottery game tickets. The Act requires that all costs of providing lottery games, including capital costs, be recovered from the sale of lottery game tickets.

The Governmental Accounting Standards Board (GASB) is the recognized standard-setting body for accounting principles generally accepted applicable to governmental proprietary activities in the United States of America. The OLC applies all applicable GASB pronouncements.

Basis of accounting: The financial statements are prepared using the economic resources measurement focus and the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America. Under this method, revenues are recognized when they are earned, and expenses are recognized when they are incurred.

The primary operating revenue of the OLC is ticket sales from games. Nonoperating income primarily consists of interest income. "Operating expenses" are defined under the Act as "all costs of doing business, including but not limited to prizes, commissions, and other compensation paid to retailers, advertising and marketing costs, personnel costs, capital costs, amounts held in or paid from the Fidelity Revolving Fund pursuant to Section 20 of this Act, debt service payments for the payment of initial expenses of start-up, administration and operation of the OLC and other operating costs." The transfers are statutory required transfers to the Oklahoma Education Lottery Trust Fund (OELTF) and the Oklahoma Department of Mental Health and Substance Abuse Services.

Use of estimates: The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the financial statements and accompanying notes. Actual results could differ from those estimates.

Revenue recognition: Revenue for Pick 3, Cash 5, Lucky for Life, Lotto America, Mega Millions and Powerball (collectively referred to as online games) is recognized when tickets are sold to the public by contracted retailers, except for tickets sold in advance of the draw date for which unearned revenue is recorded. Revenue for scratcher games is recognized upon activation of ticket packs for sale by the retailers. Revenue for fast play games is recognized upon generation of ticket immediately upon sale.

Commissions: Retailers receive a 6% commission on total sales and 0.75% commission on prizes cashed.

Oklahoma Lottery Commission
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Notes to Financial Statements

Note 2. Significant Accounting Policies (Continued)

Prizes: Prize expense for scratcher ticket games is recorded at the time the related revenue is recognized based on the predetermined prize structure for each game; periodically, the prize expense is adjusted for unclaimed prizes. Prize expense for online and fast play games is recorded at the time the related revenue is recognized based on the known prizes.

Unclaimed prizes: Prizes must be claimed within 90 days after the game-end (end of sales) for scratcher games and within 180 days after the draw date for online games. The first \$750,000 for fiscal year 2023 and 2022 of unclaimed prize money accruing annually must be transferred to the Oklahoma Department of Mental Health and Substance Abuse Services (ODMHSAS) for the treatment of compulsive gambling disorders and educational programs related to such disorders.

In accordance with Section 724 of the Act, unclaimed prizes are added to a pool from which future prizes are awarded or used for special prize promotions. Under the Act, unclaimed prizes do not constitute net lottery proceeds and are restricted funds that are not available for transfer to the OELTF. Total unclaimed prizes amounted to \$11,831,612 and \$6,249,023 for fiscal years 2023 and 2022, respectively. Unclaimed prizes are netted against prize expense in the statement of revenues, expenses, and changes in net position.

Pensions: For purposes of measuring the net pension asset (liability), deferred outflows of resources and deferred inflows of resources related to pensions, and pension expense, information about the fiduciary net position of the Oklahoma Public Retirement System (OPERS) and additions to/deductions from OPERS and fiduciary net position have been determined on the same basis as they are reported by OPERS. For this purpose, benefit payments (including refunds of employee contributions) are recognized when due and payable in accordance with the benefit terms. Investments are reported at fair value.

Deferred inflows of resources: Deferred inflows of resources represent an acquisition of net assets that applies to future periods. At June 30, 2023 and 2022, the OLC had deferred inflows of resources of \$138,264 and \$1,642,127, respectively. See Note 8 for additional discussion regarding deferred inflows of resources.

Deferred outflows of resources: Deferred outflows of resources represent a consumption of net assets that applies to future periods. At June 30, 2023 and 2022, the OLC had deferred outflows of resources of \$1,168,518 and \$260,227, respectively. See Note 8 for additional discussion regarding deferred outflows of resources.

Net position: The OLC's net position is classified as follows:

Investment in capital assets: This represents the OLC's total investment in capital assets.

Restricted net position, expendable: Net position not invested in capital is restricted by state statute. Restricted net position consists primarily of cash maintained in the OLC's restricted fidelity fund, deposits with the Multi-State Lottery (MUSL), and balance of unclaimed prizes to be used on future prizes or special prize promotions.

Unrestricted net position (deficit): Unrestricted net position (deficit) is the result of the effects of the OLC's recognition of its proportionate share of Net Pension Liability from participation in the Oklahoma Public Employee's Retirement System, the release (use) of Unclaimed Prizes and current year changes in the required deposit with MUSL.

Oklahoma Lottery Commission
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Notes to Financial Statements

Note 2. Significant Accounting Policies (Continued)

Gross proceeds: Gross proceeds, as defined by the Act, consist of all revenue derived from the sale of lottery game tickets or shares and all other monies derived from the lottery games.

Operating expenses: Operating expenses, as defined by the Act, in the determination of net proceeds, consist of all costs of doing business including, but not limited to, prizes, commissions, and other compensation paid to lottery retailers, advertising and marketing costs, rental fees, personnel costs, capital costs, depreciation of property and equipment, and other operating costs.

Cash and cash equivalents: The OLC's cash and cash equivalents are considered to be cash on hand and amounts maintained in OK INVEST, an internal investment pool administered by the Oklahoma State Treasurer. Investments with original maturities of three months or less at the time of purchase are classified as cash equivalents.

Retailer accounts receivable: Retailer accounts receivable represents lottery proceeds due from retailers for online ticket sales and activated ticket packs for scratcher games, less commissions due to retailers and prizes paid by the retailers. Lottery proceeds are collected weekly by the OLC from retailer trust accounts established in trust for benefit of the OLC.

Capital assets, net: Capital assets, which consist of machinery, equipment, computers and software, are stated at cost less accumulated depreciation. Depreciation is computed using the straight-line method over the following estimated useful lives: machinery and equipment—five to ten years; computers and software—three to five years. When assets are retired or otherwise disposed of, the cost and related accumulated depreciation are removed from the accounts, and any resulting gain or loss is reflected in the results from operations in the period of disposal.

Restricted cash: In accordance with the Act, retailers contribute a fee to a fidelity fund upon acceptance as a retailer for the OLC. The fund is used to cover losses the OLC may incur due to misfeasance, nonfeasance, or malfeasance of retailers and to contract for investigations, reviews, or audits. At the end of any fiscal year, the OLC must transfer to the OELTF any amount in the restricted fidelity fund which exceeds the budgeted expenses from the fund for the next fiscal year plus \$500,000 for both fiscal years 2023 and 2022. At June 30, 2023 and 2022, no amounts were available for transfer as net proceeds. During fiscal years 2023 and 2022, \$110,250 and \$120,200, respectively, was used to reimburse the OLC for retailer accounts that were delinquent and in collection status, for the retailer application fees and audit fees. Receipts from retailers in collection status are deposited back to the fidelity fund. The fidelity fund is held in a separate account. As of June 30, 2023 and 2022, the balance in the fidelity fund totaled \$150,649 and \$133,610, respectively and is included in the accompanying statement of net position with cash equivalents restricted and expendable restricted net position.

Current unclaimed prizes in excess of \$750,000 for both fiscal years 2023 and 2022, and the balance from prior years are included in cash equivalents restricted and expendable restricted net position in the accompanying statement of net position. These funds are to be utilized to enhance future OLC prizes or promotions and totaled \$11,032,623 and \$5,100,467 as of June 30, 2023 and 2022, respectively.

Risk management: The OLC is exposed to various risks of loss related to torts, destruction of assets due to theft or damage, errors and omissions, injuries to employees, and natural disasters. The OLC has coverage that substantially covers these risks through a self-insured pool for agencies of the State of Oklahoma. This coverage is administered by the Risk Management Division of the Department of Central Services for the State of Oklahoma.

Oklahoma Lottery Commission
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Notes to Financial Statements

Note 2. Significant Accounting Policies (Continued)

Compensated absences: Employees earn the right to be compensated during absences for vacation and compensatory time. Unused leave benefits are paid to employees upon separation from service. The cost of vacation and compensatory time is accrued in the period in which it is earned.

Bad-debt expense: The OLC recognizes bad-debt expense when retailer account receivables are greater than 90 days old. The accounts receivable balance due to the OLC is satisfied at that time by a transfer of funds from the restricted fidelity fund. The OLC may continue its effort to collect these accounts. Any collection from a retailer balance previously charged to bad-debt expense will be deposited back to the restricted fidelity fund. There was no bad-debt expense for the years ended June 30, 2023 and 2022.

Adopted and pending pronouncements: As of June 30, 2023, the OLC has adopted a new accounting pronouncement. A description of the new accounting pronouncement is included below:

- GASB Statement No. 96, *Subscription Based Information Technology Arrangements*, issued in May 2020, provides guidance on accounting and financial reporting on subscription-based information technology arrangements. OLC evaluated the impact of the new accounting standard and determined that GASB 96 did not affect the financials or materially change their presentation.

The GASB has issued several statements not yet implemented by the OLC. OLC is currently evaluating the impacts that these new standards will have on its financial statements. A description of the new accounting pronouncements is included below:

- GASB Statement No. 100, *Accounting Changes and Error Corrections*, issued in June 2022, will be effective for the OLC beginning with its fiscal year ended June 30, 2024. The objective of Statement No. 100 is to improve the clarity of the accounting and financial reporting requirements for accounting changes and error corrections, which will result in greater consistency in application in practice.
- GASB Statement No. 101, *Compensated Absences*, issued in June 2022, will be effective for the OLC beginning with its fiscal year ended June 30, 2025. The objective of Statement No. 101 is to better meet the information needs of financial statement users by updating the recognition and measurement guidance for compensated absences. That objective is achieved by aligning the recognition and measurement guidance under a unified model and by amending certain previously required disclosures.

The OLC's management has not yet determined the effect that these statements will have on the OLC's financial statements.

Subsequent events: The OLC has evaluated subsequent events through September 5, 2023, the date the financial statements were available to be issued.

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Notes to Financial Statements

Note 3. Cash and Cash Equivalents

The OLC's investment in OK INVEST is carried at \$58,467,995 and \$38,124,274 at June 30, 2023 and 2022, respectively, which represents the OLC's net asset value of its interest in OK INVEST. The amounts held in OK INVEST are considered liquid as they are available to be withdrawn on demand with limited redemption restrictions.

Agencies and funds that are considered to be part of the State's reporting entity in the State's Annual Comprehensive Financial Report are allowed to participate in OK INVEST. Oklahoma statutes and the State Treasurer establish the primary objectives and guidelines governing the investment of funds in OK INVEST. Safety, liquidity, and return on investment are the objectives that establish the framework for the day-to-day OK INVEST management, with an emphasis on safety of the capital and the probable income to be derived and meeting the State and its funds' and agencies' daily cash flow requirements. Guidelines in the Investment Policy address credit quality requirements, diversification percentages and the types and maturities of allowable investments. The specifics regarding these policies can be found on the State Treasurer's website at <http://www.ok.gov/treasurer>. The State Treasurer, at his discretion, may further limit or restrict such investments on a day-to-day basis. OK INVEST includes a substantial investment in securities with an overnight maturity as well as in U.S. government securities with a maturity of up to ten years. OK INVEST maintains an overall weighted average maturity of less than four years.

Participants in OK INVEST maintain interest in its underlying investments and, accordingly, may be exposed to certain risks. As stated in the State Treasurer information statement, the main risks are interest rate risk, credit/ default risk, liquidity risk, and U.S. government securities risk. Interest rate risk is the risk that during periods of rising interest rates, the yield and fair value of the securities will tend to be lower than prevailing market rates; in periods of falling interest rates, the yield will tend to be higher.

Custodial credit risk of investments is the risk that in the event of a bank failure, the government's investments may not be returned to it. OK INVEST is not insured or guaranteed by the State, the FDIC, or any other government agency.

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Notes to Financial Statements

Note 4. Capital Assets, Net

The following is a summary of changes in capital assets and accumulated depreciation during the years ended June 30, 2023 and 2022:

Capital Assets	Year Ended June 30, 2023			
	Beginning Balance	Additions	Deletions	Ending Balance
Machinery and equipment	\$ 1,162,810	\$ -	\$ -	\$ 1,162,810
Computers and software	456,740	868	-	457,608
	1,619,550	868	-	1,620,418
Accumulated depreciation:				
Machinery and equipment	1,003,211	63,107		1,066,318
Computers and software	454,648	2,958		457,606
	1,457,859	66,065	-	1,523,924
Total capital assets, net	\$ 161,691	\$ (65,197)	\$ -	\$ 96,494

Capital Assets	Year Ended June 30, 2022			
	Beginning Balance	Additions	Deletions	Ending Balance
Machinery and equipment	\$ 1,255,238	\$ 6,519	\$ (98,947)	\$ 1,162,810
Computers and software	456,740	-	-	456,740
	1,711,978	6,519	(98,947)	1,619,550
Accumulated depreciation:				
Machinery and equipment	1,024,326	76,744	(97,859)	1,003,211
Computers and software	444,328	10,320	-	454,648
	1,468,654	87,064	(97,859)	1,457,859
Total capital assets, net	\$ 243,324	\$ (80,545)	\$ (1,088)	\$ 161,691

Note 5. Compensated Absences

The current portion of accrued compensated absences is included in accrued expenses in the accompanying statements of net position. The following is a summary of changes in the OLC's liability for compensated absences during the year ended June 30:

	Beginning Balance	Additions	Deletions	Ending Balance	Current Portion
Compensated absences 2023	\$ 238,477	\$ 181,280	\$ 66,071	\$ 353,686	\$ 268,618
Compensated absences 2022	\$ 235,912	\$ 63,007	\$ 60,442	\$ 238,477	\$ 158,984

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Notes to Financial Statements

Note 6. Operating Leases

The OLC has entered into various operating leases for office space and equipment used in its daily operations. Pursuant to Oklahoma State Statutes, the OLC's operating leases are limited to terms of one year and must be renewed annually by both parties. Accordingly, the OLC has no long-term commitments under the operating leases as of June 30, 2023 or 2022. Rent expense under all operating leases was

\$590,229 and \$426,605 for the years ended June 30, 2023 and 2022, respectively.

Note 7. Transfers to Oklahoma Education Lottery Trust Fund

Net Proceeds are defined by the Act as "all revenue derived from the sale of lottery tickets or shares and all other monies derived from the lottery, less operating expenses". In accordance with the Act, all Net Proceeds are transferred to the Oklahoma Education Lottery Trust Fund (OELTF), generally with the first \$60,000,000 transferred by July 15 following the end of the fiscal year, and the balance of the Net Proceeds made subsequent to the OLC's fiscal year.

In accordance with the Act, amounts transferred to the OELTF are to be appropriated by the legislature to education programs according to the parameters established in the Act. Following is an executive summary of these statutory provisions. For the full text, see Title 3A, Section 713 of the Oklahoma Statutes, available on the OLC website.

The first \$65,000,000 of net proceeds transferred shall be appropriated as

follows: 5% Teachers' Retirement System Dedicated Revenue Revolving

Fund

- | | |
|-----|--|
| 5% | School Consolidation and Assistance Fund (SCAF): If the SCAF equals \$5,000,000, this 5% will be allocated to public schools to purchase technology equipment to conduct on-line testing |
| 45% | Kindergarten through twelfth grade public education, including compensation and benefits for public school teachers and support employees, and early childhood development programs |
| 45% | Tuition grants, loans, and scholarships to citizens of this state for attending colleges and universities located within this state or to attend Oklahoma Department of Career and Technology Education institutions; construction of educational facilities or capital outlay projects or technology for elementary school districts, independent school districts, the Oklahoma State System of Higher Education, and career and technology education; endowed chairs for professors at institutions of higher education operated by the Oklahoma State System of Higher Education; and programs and personnel of the Oklahoma School for the Deaf and the Oklahoma School for the Blind |

Then remaining portion of the net proceeds transferred above \$65,000,000 shall be used to fund the Teacher Empowerment Revolving Fund. This fund can be used by school districts to create new teacher certifications which will include a pay increase for qualifying teachers.

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Notes to Financial Statements

Note 7. Transfers to Oklahoma Education Lottery Trust Fund (Continued)

The following is a summary of the amounts available for transfer to the OELTF during the years ended June 30, 2023 and 2022:

	2023	2022
Change in net position before required transfers	\$ 94,269,957	\$ 79,328,188
Less: required transfer to ODMHSAS	(750,000)	(750,000)
Change in net position before required transfer to OELTF	93,519,957	78,578,188
Adjustments to determine distributable net proceeds to OELTF		
Unclaimed prizes	(11,831,612)	(6,249,023)
Required transfer of unclaimed prizes to Oklahoma Department of Mental Health and Substance Abuse Services	750,000	750,000
Unclaimed prize usage	5,150,000	5,500,000
Retailer application fees	(112,675)	(97,145)
Restricted expenses	110,548	105,357
Amount available to transfer to OELTF	\$ 87,586,218	\$ 78,587,377

During the years ended June 30, 2023 and 2022, OLC transferred \$50,777,500 and \$51,623,791, respectively, to the Education Lottery Trust Fund and as of June 30, 2023 and 2022, owed an additional \$36,808,718 and \$26,963,586, respectively, which is recorded as Due to Oklahoma Lottery Trust Fund on the statement of net position.

Note 8. Retirement Program

Plan description: The OLC contributes to the Oklahoma Public Employees Retirement System (OPERS) cost-sharing multiple-employer defined benefit plan. OPERS was established in 1964 by the Oklahoma Legislature and covers substantially all employees of the State, except those covered by six other plans sponsored by the State, and also covers employees of participating counties and local agencies. The Plan provides that all eligible persons, except those specifically excluded, shall become members of OPERS as a condition of their employment. The supervisory authority for the management and operation of OPERS is its Board of Trustees.

OPERS offers retirement and disability benefits, cost of living adjustments on an ad-hoc basis, life insurance benefits, and survivor benefits. The Plan's provisions are established under Title 74 of the Oklahoma Statutes.

Benefits provided: Members qualify for full retirement benefits at their specified normal retirement age or, for any person who became a member prior to July 1, 1992, when the sum of the member's age and years of credited service equals or exceeds 80 (Rule of 80), and for any person who became a member after June 30, 1992, when the member's age and years of credited service equals or exceeds 90 (Rule of 90).

Normal retirement date is further qualified to require that all members employed on or after January 1, 1983 must have six or more years of full-time equivalent employment with a participating employer before being eligible to receive benefits. Credited service is the sum of participating and prior service. Prior service includes nonparticipating service before January 1, 1975, or the entry date of the employer and active wartime military service.

Oklahoma Lottery Commission
An Enterprise Fund of the State of Oklahoma

Notes to Financial Statements

Note 8. Retirement Program (Continued)

A member with a minimum of ten years of participating service may elect early retirement with reduced benefits beginning at age 55 if the participant became a member prior to November 1, 2011, or age 60 if the participant became a member on or after November 1, 2011.

Disability retirement benefits are available for members having eight years of credited service whose disability status has been certified as being within one year of the last day on the job by the Social Security Administration. Disability retirement benefits are determined in the same manner as retirement benefits, but payable immediately without an actuarial reduction.

Benefits are determined at 2% of the average annual salary received during the highest 36 months of the last 10 years of participating service, but not to exceed the applicable annual salary cap, multiplied by the number of years of credited service. Members who join OPERS on or after July 1, 2013, will have their salary averaged over the highest 60 months of the last 10 years. Normal retirement age under the Plan is 62 or Rule of 80/90 if the participant became a member prior to November 1, 2011, or age 65 or Rule of 90 if the participant became a member on or after November 1, 2011.

Members who elect to pay the additional contribution rate, which became available in January 2004, will receive benefits using a 2.5% computation factor for each full year the additional contributions are made. In 2004, legislation was enacted to provide an increased benefit to retiring members who were not yet eligible for Medicare. The Medicare Gap benefit option became available to members under age 65 who retired on or after May 1, 2006. Members may elect to receive a temporary increased benefit to cover the cost of health insurance premiums until the member is eligible to receive Medicare. After the member becomes eligible for Medicare, the retirement benefit will be permanently reduced by an actuarially determined amount. The option is irrevocable, must be chosen prior to retirement, and is structured to have a neutral actuarial cost to the Plan.

Members become eligible to vest fully upon termination of employment after attaining eight years of credited service, or the members' contributions may be withdrawn upon termination of employment.

Contributions: The contribution rates for each member category of the Plan are established by the Oklahoma Legislature after recommendation by the Board based on an actuarial calculation, which is performed to determine the adequacy of such contribution rates.

Each member participates based on their qualifying gross salary earned, excluding overtime. There is no cap on the qualifying gross salary earned, subject to Internal Revenue Service (IRS) limitations on compensation.

For 2023 and 2022, *state agency employers* contributed 16.5% on all salary, and *state employees* contributed 3.5% on all salary.

Contributions to the pension plan from the Oklahoma Lottery Commission were \$279,671 and \$145,365 for the years ended June 30, 2023 and 2022, respectively.

Members have the option to elect to increase the benefit computation factor for all future service from 2.0% to 2.5%. The election is irrevocable, binding for all future employment under OPERS, and applies only to full years of service. Those who make the election pay the standard contribution rate plus an additional contribution rate, 2.91% which is actuarially determined.

Oklahoma Lottery Commission
An Enterprise Fund of the State of Oklahoma

Notes to Financial Statements

Note 8. Retirement Program (Continued)

Pension liabilities (assets), pension expense, and deferred outflows of resources and deferred inflows of resources related to pensions: At June 30, 2023 and 2022, the Oklahoma Lottery Commission reported a liability of \$840,863 and an asset of (\$1,395,462), respectively, for its proportionate share of the net pension liability (asset). The net pension liability (asset) was measured as of June 30, 2022 and 2021, respectively, and the total pension liability used to calculate the net pension liability (asset) was determined by an actuarial valuation as of June 30, 2022 and 2021 respectively. The Oklahoma Lottery Commission's proportion of the net pension liability was based on the Oklahoma Lottery Commission's share of contributions to the pension plan relative to the contributions of all participating employers. At June 30, 2022 and 2021, the Oklahoma Lottery Commission's proportion was 0.10003532% and 0.10397113%, respectively.

For the years ended June 30, 2023 and 2022, the Oklahoma Lottery Commission recognized pension expense of \$(34,714) and (\$110,250), respectively. At June 30, 2023 and 2022, the Oklahoma Lottery Commission reported deferred outflows of resources and deferred inflows of resources related to pensions from the following sources:

	June 30, 2023		June 30, 2022	
	Deferred Outflows of Resources	Deferred Inflows of Resources	Deferred Outflows of Resources	Deferred Inflows of Resources
Changes of assumption	\$ -	\$ -	\$ 99,876	\$ -
Differences between expected and actual experience	-	38,552	-	35,088
Difference between projected and actual investment earnings on pension plan investments	882,592	-	-	1,607,039
Changes in proportion and differences between OLC contributions and proportionate share of contributions	6,255	99,712	14,986	-
Total deferred amounts to be recognized in pension expense in future periods	888,847	138,264	114,862	1,642,127
OLC contributions subsequent to the measurement date	279,671	-	145,365	-
Total deferred amounts related to pension	\$ 1,168,518	\$ 138,264	\$ 260,227	\$ 1,642,127

Oklahoma Lottery Commission
An Enterprise Fund of the State of Oklahoma

Notes to Financial Statements

Note 8. Retirement Program (Continued)

Deferred pension outflows resulting from the OLC's Employer' contributions subsequent to the measurement date, totaling \$279,671 and \$145,365 at June 30, 2023 and 2022, will be recognized as a reduction of the net pension liability in the years ended June 30, 2024 and 2023, respectively. The deferred outflows and deferred inflows resulting from the difference between projected and actual earnings on pension plan investments will be recognized as a reduction of pension expense over five years. The other deferred inflows and outflows will be recognized in pension expense using the average expected remaining service lives of all Plan members. The average is determined by taking the calculated total future service years of the Plan divided by the number of the people in the Plan including retirees.

Deferred outflows of resources and deferred inflows of resources will be recognized in pension expense as follows:

	June 30, 2023 Deferred Outflows (Inflows)
2023	\$ 50,142
2024	108,242
2025	90,014
2026	502,185
	<u>\$ 750,583</u>

Actuarial assumptions: The total pension liability as of June 30, 2023 and 2022, was determined based on an actuarial valuation prepared as of July 1, 2022 and 2021, respectively using the following actuarial assumptions:

2022 and 2021

Investment return	6.50% compounded annually net of investment expense and including inflation
Salary increases	3.25% to 9.25% per year including inflation
Mortality rates	PUB-2010 Below Median, General Membership Active/Retiree Healthy Mortality Table with base rates projected to 2030 using scale MP-2019. Male rates are unadjusted and female rates are set forward two years.
No annual postretirement benefit increases	
Assumed inflation rate	2.50%
Payroll growth	3.25% per year
Actuarial cost method	Entry
age Select period for the termination of employment assumptions	10 years

Oklahoma Lottery Commission
An Enterprise Fund of the State of Oklahoma

Notes to Financial Statements

Note 8. Retirement Program (Continued)

The actuarial assumptions used in the July 1, 2023 and 2022, valuation are based on the results of the most recent actuarial experience study, which cover the three-year period ended June 30, 2019. The experience study report is dated May 13, 2020.

The long-term expected rate of return on pension plan investments was determined using a log-normal distribution analysis in which best estimate ranges of expected future real rates of return (expected returns, net of pension plan investment expense and inflation) are developed for each major asset class. These ranges are combined to produce the long-term expected rate of return by weighting the expected future real rates of return by the target asset allocation percentage and by adding expected inflation. The target asset allocation and best estimates of geometric real rates of return for each major asset class are summarized in the following table:

Asset Class	Target Allocation	Long-Term Expected Real Rate of Return
U.S. Large Cap Equity	34.0%	4.7%
U.S. Small Cap Equity	6.0%	5.8%
Int's Developed Equity	23.0%	6.5%
Emerging Market Equity	5.0%	8.5%
Core Fixed Income	25.0%	0.5%
Long Term Treasuries	3.5%	0.0%
US TIPS	3.5%	0.3%
Total	<u>100.0%</u>	

Discount rate: The discount rate used to measure the total pension liability was 6.50% for 2023 and 2022. The projection of cash flows used to determine the discount rate assumed that contributions from Plan members and the employers will be made at the current contribution rate as set out in state statute. Based on those assumptions, the pension plan's fiduciary net position was projected to be available to make all projected future benefit payments of current plan members. Therefore, the long-term expected rate of return on pension plan investments was applied to all periods of projected benefit payments to determine the total pension liability. The discount rate determined does not use a municipal bond rate.

Oklahoma Lottery Commission
An Enterprise Fund of the State of Oklahoma

Notes to Financial Statements

Note 8. Retirement Program (Continued)

Sensitivity of the Oklahoma Lottery Commission's proportionate share of the net pension liability to changes in the discount rate: The following presents the Oklahoma Lottery Commission's proportionate share of the net pension liability (asset) calculated using the discount rate of 6.50% for June 30, 2023 and 2022, as well as what Oklahoma Lottery Commission's net pension liability (asset) would be if it were calculated using a discount rate that is one percentage point lower or one percentage point higher than the current rate:

	June 30, 2023			June 30, 2022		
	1% Decrease (5.50%)	Current Discount Rate (6.50%)	1% Increase (7.50%)	1% Decrease (5.50%)	Current Discount Rate (6.50%)	1% Increase (7.50%)
Oklahoma Lottery Commission's						
proportionate share of						
the net pension liability						
(asset)	\$ 2,060,959	\$ 840,863	\$ (190,985)	\$ (129,551)	\$ (1,395,462)	\$ (2,465,452)

Pension plan fiduciary net position: Detailed information about the pension plan's fiduciary net position is available in separately issued financial statements, June 30, 2022 Annual Comprehensive Financial Report, available at <https://www.opers.ok.gov/wp-content/uploads/2022/12/ACFR-2022-OPERS.pdf>.

Note 9. Defined Compensation Plans

Oklahoma Public Employees Retirement Defined Contribution Plans

Pathfinder: In 2014, the Oklahoma Legislature enacted legislation in HB 2630 requiring a Defined Contribution System be established by the OPERS for most state employees first employed by a participating State employer on or after November 1, 2015. This bill is codified in Oklahoma Statutes as Title 74, Section 935.1, *et. seq.* Employees of the OLC who first became employees on or after November 1, 2015, and have no prior participation in OPERS must participate in the mandatory Defined Contribution Plan created in accordance with Internal Revenue Code Section 401(a) and 457(b) and Title 590, Chapter 40 of the Oklahoma Administrative Code. The Defined Contribution Plan is known as Pathfinder. Pathfinder and its related Trust(s) are intended to meet the requirements of the Internal Revenue Code. Pathfinder is administered by the OPERS.

Contribution rates are established by Oklahoma Statute and may be amended by the Oklahoma Legislature. For 2015, the initial period of implementation, employees must make mandatory employee contributions of 4.5% of pretax salary to the 401(a) plan and may make additional voluntary contributions to the 457(b) plan, subject to the maximum deferral limit allowed under the Internal Revenue Code. Employees are vested 100% for all employee contributions. The OLC must make mandatory contributions of 6% of the employee's pretax salary and 7% if the employee elects to participate in the 457(b) plan.

Employees become vested for the employer contributions based on an established vesting schedule. The amount of the OLC's contributions for Pathfinder for the years ended June 30, 2023 and 2022, was approximately \$100,567 and \$97,430, respectively.

Oklahoma Lottery Commission
An Enterprise Fund of the State of Oklahoma

Notes to Financial Statements

Note 9. Defined Compensation Plans (Continued)

Additionally, in order to reduce the liabilities of the defined benefit plan, the OLC is required to contribute the difference between the established 16.5% defined benefit employer contribution rate and the amount required to match the participating employees' contribution in the defined contribution plan. The amount contributed by the OLC for the years ended June 30, 2023 and 2022, to meet this requirement is \$154,938 and \$153,189, respectively. The OLC had no outstanding payables to OPERS for the defined benefit plan for the years ended June 30, 2023 and 2022.

SoonerSave: The State offers to its own employees, state agency employees and other duly constituted authority or instrumentality employees a deferred compensation plan created in accordance with Internal Revenue Code (IRC) Section 457 and Chapter 45 of Title 74, Oklahoma Statutes. The Oklahoma State Employees Deferred Compensation Plan (the 457 Plan), also known as SoonerSave, is a voluntary plan that allows participants to defer a portion of their salary into the 457 Plan. Participants allows a person to shelter the portion of their salary that they defer from current federal and state income tax. Taxes on the interest or investment gains on this money, while in the 457 Plan, are also deferred. The deferred compensation is not available to employees until termination, retirement, death or approved unforeseeable emergency.

Under SoonerSave, the untaxed deferred amounts are invested as directed by the participant among various 457 Plan investment options. Effective January 1, 1988, a Trust and Trust Fund covering the 457 Plan assets was established pursuant to federal legislation enacted in 1996, requiring public employers to establish such trusts for plans meeting the requirements of Section 457 of the IRC. Under terms of the Trust, the corpus or income of the Trust Fund may be used only for the exclusive benefit of the 457 Plan participants and their beneficiaries. Further information may be obtained from the Oklahoma State Employees Deferred Compensation Plan audited financial statements for the years ended June 30, 2023 and 2022. The OLC believes that it has no liabilities in respect to the State's plan.

Note 10. Contingencies

The OLC is subject to litigation in the ordinary course of any operations. In the opinion of the OLC's management and its legal counsel, the outcome of such litigation will not have a material impact on the financial position or cash flows of the OLC for the years ended June 30, 2023 and 2022.

Note 11. Contractual Arrangements

In August 2005, the OLC entered into a contract with Scientific Games International, Inc. (SGI) to provide, amongst other things, services and equipment to operate its lotteries. The contract with SGI contained seven one-year renewal options, which the OLC's Board of Trustees renewed annually. In August 2013, the last one-year renewal option matured and a similar contract was entered into with SGI. This contract contains nine one-year renewal options. In October 2020, a revised contract was entered into with SGI for a period of 10 years, with a 5 year renewal option. Under the terms of the contract, the OLC pays SGI a fee based on a percentage of the OLC's sales. For the years ended June 30, 2023 and 2022, the OLC paid SGI \$20,316,089 and \$14,752,788, respectively.

Oklahoma Lottery Commission
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Notes to Financial Statements

Note 11. Contractual Arrangements (Continued)

The OLC is a member of the MUSL, which operates games on behalf of participating lotteries. MUSL currently operates the Powerball, Mega Millions, Lucky for Life and Hot Lotto games for the OLC. Under the OLC's agreement with the MUSL, the OLC must remit 50% of its Powerball ticket sales, 50% of its Hot Lotto ticket sales and 50% of its Mega Millions ticket sales. This payment is to cover the OLC's share of current jackpot prizes based on the OLC's percent of sales for each drawing and the OLC share of the prize reserve fund. The OLC is responsible for paying winning tickets purchased in Oklahoma; therefore, it is able to deduct winning tickets sold from the amount due to the MUSL on its ticket sales. As of

June 30, 2023 and 2022, the OLC owed the MUSL \$1,210,558 and \$1,127,337 for ticket sales, and the MUSL owed the OLC \$409,737 and \$337,030 for non-jackpot-winning tickets. The OLC has recorded these items at their gross amounts in the accompanying statements of net position.

As noted above, OLC's payments to MUSL includes the OLC share of the prize reserve fund. The prize reserve fund serves as a contingency reserve to protect all the MUSL members, including the OLC, from unforeseen prize liabilities. These funds are in the possession of the MUSL and are included in expendable restricted net position.

The balances of the deposits are made up of the following:

	June 30	
	2023	2022
Set prize reserve account	\$ 1,118,254	\$ 1,143,847
Prize reserve account	2,485,669	2,233,829
Balance of unreserved account	1,228,037	1,404,131
	<u>\$ 4,831,960</u>	<u>\$ 4,781,807</u>

Required Supplementary Information

Oklahoma Lottery Commission
An Enterprise Fund of the State of Oklahoma

Required Supplementary Information
Schedule of OLC's Proportionate Share of the Net Pension Liability (Asset)
Oklahoma Public Employees Retirement Plan

Last Nine Fiscal Years*

	June 30								
	2023	2022	2021	2020	2019	2018	2017	2016	2015
Measurement date	June 30, 2022	June 30, 2021	June 30, 2020	June 30, 2019	June 30, 2018	June 30, 2017	June 30, 2016	June 30, 2015	June 30, 2014
OLC's proportion of the net pension liability (asset)	0.10003532%	0.10397113%	0.09676096%	0.10074722%	0.09563208%	0.08877707%	0.08982094%	0.08784744%	0.09022625%
OLC's proportionate share of the net pension liability (asset)	\$ 840,863	\$ (1,395,462)	\$ 863,266	\$ 134,183	\$ 186,524	\$ 479,985	\$ 891,231	\$ 315,973	\$ 165,624
OLC's covered payroll	1,794,461	1,228,480	1,255,982	1,423,992	1,443,455	1,455,835	1,610,474	1,552,939	1,528,606
OLC's proportionate share of the net pension liability (asset) as a percentage of its covered payroll	46.86%	113.59%	68.73%	9.42%	12.92%	32.97%	55.34%	20.35%	10.84%
Plan fiduciary net position as a percentage of the total pension liability	92.2%	112.5%	91.6%	98.6%	98.0%	94.3%	89.5%	96.0%	97.9%

Note to Schedule:

* Information prior to 2015 is not available.

See notes to required supplementary information.

Oklahoma Lottery Commission
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Required Supplementary Information
Schedule of OLC's Contributions
Oklahoma Public Employees Retirement Plan
Last 10 Fiscal Years

		June 30								
	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014
Contractually required to contribute	\$ 296,086	\$ 145,365	\$ 202,699	\$ 207,237	\$ 234,958	\$ 238,170	\$ 240,213	\$ 265,728	\$ 256,235	\$ 252,220
Contributions in relation to the contractually required contributions	296,086	145,365	202,699	219,189	234,948	238,323	239,231	266,041	256,235	252,220
Contributions deficiency (excess)	\$ -	\$ -	\$ -	\$ (11,952)	\$ 10	\$ (153)	\$ 982	\$ (313)	\$ -	\$ -
OLC's covered payroll	\$ 1,794,461	\$ 881,000	\$ 1,228,480	\$ 1,255,982	\$ 1,423,992	\$ 1,443,455	\$ 1,455,835	\$ 1,610,474	\$1,552,939	\$1,528,606
Contributions as a percentage of covered payroll	16.50%	16.50%	16.50%	16.50%	16.50%	16.51%	16.43%	16.52%	16.50%	16.50%

See notes to required supplementary information.

**Oklahoma Lottery Commission
An Enterprise Fund of the State of Oklahoma**

**Required Supplementary Information
Notes to Required Supplementary Information
Oklahoma Public Employees Retirement Plan**

Valuation Date

Actuarially determined contributions are calculated as of the beginning of the fiscal year in which contributions are reported.

Methods and assumptions used to determine contribution rates:

Actuarial cost method	Entry age
Amortization method	Level percentage of payroll, closed
Remaining amortization period	6 years
Asset valuation method	5-year moving average
Inflation	2.50% for 2022 and 2021
Salary increase	3.25% to 9.25% for 2022 and 2021
Investment rate of return	6.50% for 2022 and 2021, compounded annually, net of investment expense and including inflation
Retirement age	Age 65 for all members hired on or after November 1, 2011, age 62 for members hired prior to November 1, 2011
Mortality	For 2022 and 2021, PUB-2010 Below Median, General Membership Active/Retiree Healthy Mortality Table with base rates projected to 2030 using scale MP-2019.

Other Information

House Bill 3350, enacted in 2020, granted a one-time benefit increase to certain retirees. Members who retired prior to or on July 1, 2015 were granted a 4.0% increase to their benefit amounts, members who retired between July 1, 2015 and July 1, 2018 received a 2.0% increase to their benefit amounts, and members who retired after July 1, 2018 did not receive an increase to their benefit amounts. The effective date of the benefit increase is July 1, 2020.

House Bill 1340, enacted in 2018, provides a stipend for members of each system who have been retired for five years as of October 1, 2018. The stipend amount is based on the funding level of the system. OPERS members will receive the lesser of 2% of the gross annual retirement amount or \$1,200. The bill also provides a minimum payment of \$350 for members with 20 years of service. The effective date of the stipend is October 1, 2018.

The Plan has been amended by House Bill 2630 in 2014 which states that effective November 1, 2015, OPERS shall create a defined contribution plan for most people first employed by a participating employer. Exemptions from the new defined contribution plan include hazardous duty members and district attorneys, assistant district attorneys and employees of the district attorney's office. Each employer shall send to OPERS the difference between the required employer contribution to OPERS and the amount required to match the participating employee's contribution in the defined contribution plan.

**Oklahoma Lottery Commission
An Enterprise Fund of the State of Oklahoma**

**Required Supplementary Information (Continued)
Notes to Required Supplementary Information
Oklahoma Public Employees Retirement Plan**

Senate Bill 2120, also enacted in 2014, amends House Bill 2630 to further exempt from the new defined contribution plan county elected officials and employees of a county, county hospital, city or town, conservation district, circuit engineering district, and any public or private trust in which a county, city or town participates. Senate Bill 2120 also states that employees who participate in the defined contribution system are excluded from the \$105 health subsidy.

New employees specifically exempted from the defined contribution plan will participate in the existing defined benefit plan.

Oklahoma Lottery Commission
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Supplementary Information
Revenue and Prize Expense by Game

	June 30, 2023								
	Scratcher Games	Fast Play Games	Pick 3 Game	Cash 5 Game	Lucky for Life Game	Lotto America	Mega Millions Game	Powerball Game	Total
Revenue	\$ 248,849,400	\$ 5,626,877	\$ 6,725,163	\$ 3,819,514	\$ 6,896,433	\$ 9,232,926	\$ 43,131,379	\$ 55,545,254	\$ 379,826,946
Prize expense	(178,760,074)	(3,945,759)	(3,229,730)	(1,737,150)	(4,394,783)	(4,393,106)	(21,643,570)	(27,883,252)	(245,987,424)
Unclaimed prize expense	7,734,422	43,688	69,030	36,170	159,713	176,186	1,848,566	1,763,837	11,831,612
	<u>\$ 77,823,748</u>	<u>\$ 1,724,806</u>	<u>\$ 3,564,463</u>	<u>\$ 2,118,534</u>	<u>\$ 2,661,363</u>	<u>\$ 5,016,006</u>	<u>\$ 23,336,375</u>	<u>\$ 29,425,839</u>	<u>\$ 145,671,134</u>

	June 30, 2022								
	Scratcher Games	Fast Play Games	Pick 3 Game	Cash 5 Game	Lucky for Life Game	Lotto America	Mega Millions Game	Powerball Game	Total
Revenue	\$ 263,450,730	\$ -	\$ 6,855,361	\$ 3,939,120	\$ 6,336,364	\$ 5,858,500	\$ 19,558,422	\$ 44,344,880	\$ 350,343,377
Prize expense	(188,750,690)	-	(3,564,540)	(1,924,296)	(3,945,287)	(2,798,508)	(9,828,463)	(22,142,025)	(232,953,809)
Unclaimed prize expense	3,885,468	-	51,790	29,060	142,023	128,936	698,900	1,312,846	6,249,023
	<u>\$ 78,585,508</u>	<u>\$ -</u>	<u>\$ 3,342,611</u>	<u>\$ 2,043,884</u>	<u>\$ 2,533,100</u>	<u>\$ 3,188,928</u>	<u>\$ 10,428,859</u>	<u>\$ 23,515,701</u>	<u>\$ 123,638,591</u>

Report Required by
Government Auditing Standards

**Report on Internal Control Over Financial
Reporting and on Compliance and Other Matters
Based on an Audit of Financial Statements Performed in
Accordance with *Government Auditing Standards***

Independent Auditor's Report

Board of Trustees
Oklahoma Lottery Commission
An Enterprise Fund of the State of Oklahoma

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States (*Government Auditing Standards*), the financial statements of the Oklahoma Lottery Commission (the OLC), an enterprise fund of the State of Oklahoma, as of and for the year ended June 30, 2023, and the related notes to the financial statements, which collectively comprise the OLC's basic financial statements, and have issued our report thereon dated September 5, 2023. Our report includes an emphasis of matter paragraph acknowledging that the OLC is an enterprise fund of the State of Oklahoma and these financial statements reflect only the assets, liabilities, deferred outflows and deferred inflows of resources, and revenues and expenses of that enterprise fund and not the State of Oklahoma as a whole.

Report On Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered the OLC's internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the OLC's internal control. Accordingly, we do not express an opinion on the effectiveness of the OLC's internal control.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency or a combination of deficiencies in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected, on a timely basis. A *significant deficiency* is a deficiency or a combination of deficiencies in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies and therefore, material weaknesses or significant deficiencies may exist that have not been identified. Given these limitations, we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses or significant deficiencies may exist that were not identified.

Report On Compliance and Other Matters

As part of obtaining reasonable assurance about whether the OLC's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, noncompliance with which could have a direct and material effect on the financial statements. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the OLC's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the OLC's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

RSM US LLP

Oklahoma City, Oklahoma
September 5, 2023



Annual Comprehensive Financial Report of The Oklahoma Lottery Commission

an Enterprise Fund of the
State of Oklahoma



**For the Fiscal Years Ended
JUNE 30, 2023 and 2022**

OKLAHOMA LOTTERY COMMISSION STATISTICAL INFORMATION SECTION

The statistical section of the Oklahoma Lottery Commission's annual comprehensive financial report conveys supplemental information to the data presented in the financial statements and note disclosures to aid readers in reviewing the Lottery's overall financial well-being. Charts provide information about revenues and expenditures by category over time; demographic information about Oklahoma; information about the Lottery's organizational structure and financial performance as well as comparative data from industry data publishers such as the National Association of State and Provincial Lotteries (NASPL), LaFleurs and various lottery financial statements.

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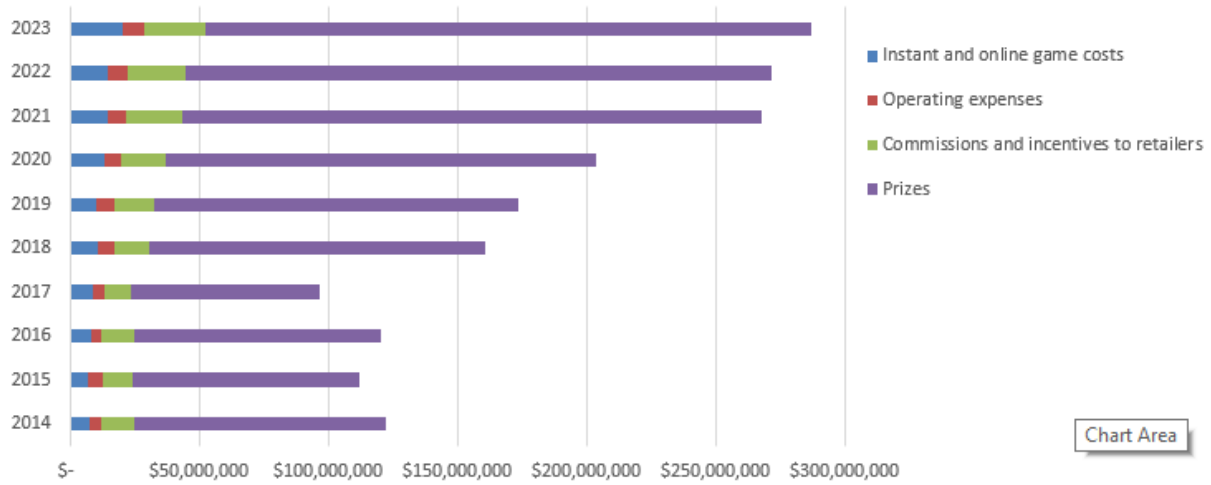
REVENUES AND EXPENDITURES – OPERATIONAL FISCAL YEARS

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Revenues:										
Scratcher games	85,876,010	81,600,192	78,559,351	67,988,294	127,627,940	135,965,126	198,279,748	256,040,427	263,450,730	248,849,400
Fast Play games										5,626,877
Online games	9,895,762	11,503,830	10,747,860	10,485,163	9,981,045	9,734,256	10,391,976	11,326,225	10,794,481	10,544,677
Mega Millions game	27,674,261	22,099,568	19,470,982	18,238,718	22,786,249	39,759,254	20,876,050	31,975,939	19,558,422	43,131,379
Lotto America					4,976,458	7,226,840	5,444,051	5,359,626	5,858,500	9,232,926
Lucky for Life					1,985,662	4,576,550	3,856,262	4,141,008	6,336,364	6,896,433
Hot Lotto Game	8,858,804	9,917,136	7,801,035	8,450,755	4,202,896	0	0	0	0	0
PowerBall game	58,822,255	46,512,750	73,042,366	46,339,573	49,550,146	44,431,391	28,915,148	37,907,518	44,344,880	55,545,254
Retailer application fees	106,000	105,245	105,390	100,595	111,740	102,780	79,035	127,185	97,145	112,675
Other	7,250	7,975	6,700	4,550	5,691	190,860	96,661	183,166	291,979	390,062
Total Revenues	191,240,342	171,746,696	189,733,684	151,607,648	221,227,827	241,987,057	267,938,931	347,061,094	350,732,501	380,329,683
Total Prize Expense	97,496,555	87,782,927	95,517,232	73,342,027	129,610,748	141,324,235	166,692,905	224,003,729	226,704,786	234,155,812
Direct Costs:										
Commissions and incentives to retailers	12,647,675	11,425,710	12,421,019	10,042,940	14,039,604	15,265,982	17,123,205	22,193,927	22,392,561	24,109,047
Instant and on-line costs	7,798,373	7,271,417	7,985,458	8,665,829	10,819,307	10,412,913	13,318,210	14,430,084	14,752,788	20,316,089
Total Direct costs	20,446,048	18,697,127	20,406,477	18,708,769	24,858,911	25,678,895	30,441,415	36,624,011	37,145,349	44,425,136
Operating expenses										
Advertising and promotion	1,520,686	2,743,837	1,767,255	2,004,465	3,134,817	3,550,169	3,051,254	2,860,137	3,683,306	3,762,146
Salaries, wages and benefits	2,345,767	2,129,873	2,184,676	2,363,518	2,513,038	2,792,515	2,756,912	3,344,426	3,232,939	3,447,495
Contracted and professional services	167,068	163,050	181,897	166,427	202,902	198,377	221,648	258,147	245,722	238,109
Depreciation	37,985	37,922	33,535	29,541	34,469	43,315	70,023	87,339	87,064	66,065
Equipment	11,562	18,186	12,626	18,364	15,748	36,640	49,410	174,435	91,784	46,274
Rent expense	193,862	166,777	150,092	144,705	149,179	152,632	166,610	293,847	426,605	590,229
Office supplies	17,774	17,720	18,696	23,403	22,875	24,236	14,537	14,133	20,837	23,747
Travel	11,426	20,171	19,626	9,745	13,193	19,979	15,146	21,121	38,341	43,062
Other general and administrative	180,827	96,670	96,709	58,546	83,451	69,616	70,498	59,480	57,351	85,573
Total Operating Expenses	4,486,957	5,394,206	4,465,112	4,818,714	6,169,674	6,887,479	6,416,038	7,113,065	7,883,949	8,302,700
Operating income	68,810,782	59,872,436	69,344,863	54,738,138	60,588,494	68,096,448	64,388,573	79,320,289	78,998,417	93,446,035
Non-operating Income (Expense):										
Unclaimed prizes										
Interest income	323,723	243,157	340,285	309,357	415,801	604,620	542,997	438,606	329,771	823,922
Other income	0	0	0	0	0	0	0	0	0	0
Interest expense	0	0	0	0	0	0	0	0	0	0
Transfers to OK Department of Mental Health Services	(750,000)	(750,000)	(750,000)	(750,000)	(750,000)	(750,000)	(750,000)	(750,000)	(750,000)	(750,000)
Transfers to/due Oklahoma Education Lottery Trust Fund	(66,934,120)	(60,111,343)	(66,406,789)	(53,063,688)	(63,229,605)	(67,554,285)	(64,399,704)	(80,235,984)	(78,587,377)	(87,586,218)
Total non-operating income (expenses)	(67,360,397)	(60,618,186)	(66,816,504)	(53,504,331)	(63,563,804)	(67,699,665)	(64,606,707)	(80,547,378)	(79,007,606)	(87,512,296)
Change in Net Position	1,450,385	(745,750)	2,528,359	1,233,807	(2,975,310)	396,783	(218,134)	(1,227,090)	(9,189)	5,933,739
Net Position, beginning of year	9,944,672	11,395,057	9,896,096	12,424,455	13,658,262	10,682,952	11,079,735	10,861,601	9,634,511	9,625,322
Restatement-Implementation of GASB 68 & 71		(753,211)	0	0	0	0	0	0	0	0
Net Position, end of year	11,395,057	9,896,096	12,424,455	13,658,262	10,682,952	11,079,735	10,861,601	9,634,511	9,625,322	15,559,061
Net Position - Invested in capital assets	61,281	94,739	73,182	103,407	101,011	99,997	191,783	243,324	161,691	96,494
Restricted Net position - expendable	11,333,776	9,801,357	12,351,273	13,554,855	10,851,576	11,819,195	11,607,460	10,080,913	10,015,884	16,015,232
Unrestricted assets		-	-	-	(269,635)	(839,457)	(937,642)	(689,726)	(552,253)	(552,665)
Total of Net Position	11,395,057	9,896,096	12,424,455	13,658,262	10,682,952	11,079,735	10,861,601	9,634,511	9,625,322	15,559,061

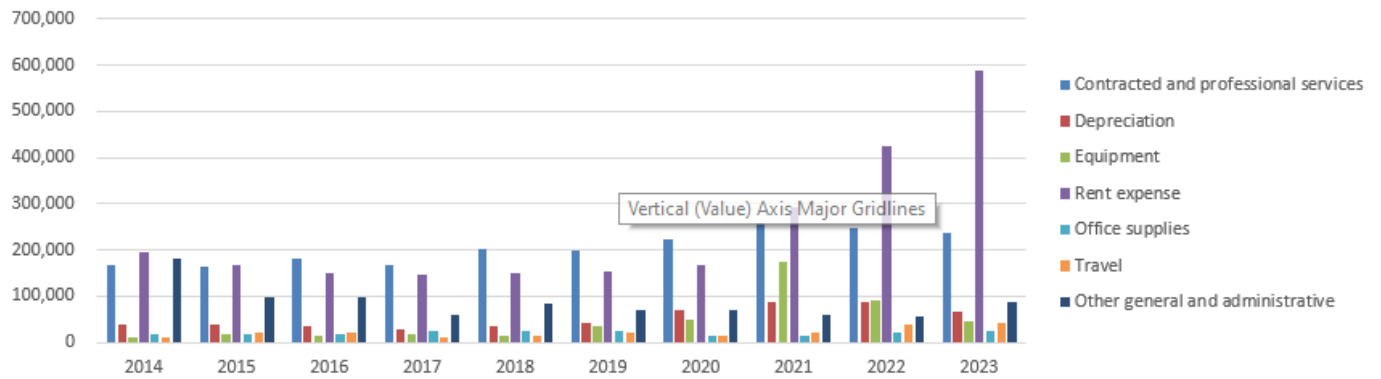
Oklahoma Lottery
Net Position by Component
Operational Fiscal Years

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Net Position, Invested in Capital Assets	61,281	94,739	73,182	103,407	101,011	99,997	191,783	243,324	161,691	96,494
Restricted net position - expendable	11,333,776	9,801,357	12,351,273	13,554,855	10,851,576	11,819,195	11,607,460	10,080,913	10,015,884	16,015,232
Unrestricted net position - expendable					(269,635)	(839,457)	(937,642)	(689,726)	(552,253)	(552,665)
Total Net Position	11,395,057	9,896,096	12,424,455	13,658,262	10,682,952	11,079,735	10,861,601	9,634,511	9,625,322	15,559,061
	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
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Scratcher games	85,876,010	81,600,192	78,559,351	67,988,294	127,627,940	135,965,126	198,279,748	256,040,427	263,450,730	248,849,400
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Total Revenues	191,240,342	171,746,696	189,733,684	151,607,648	221,227,827	241,987,057	267,938,931	347,061,094	350,732,501	380,329,683
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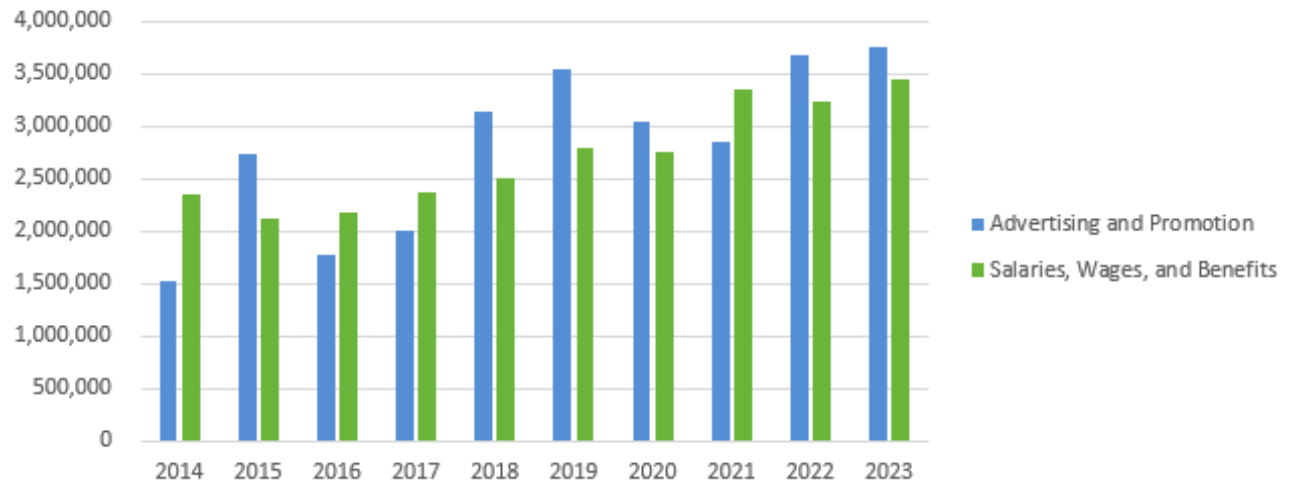
Direct Costs - by Fiscal Year



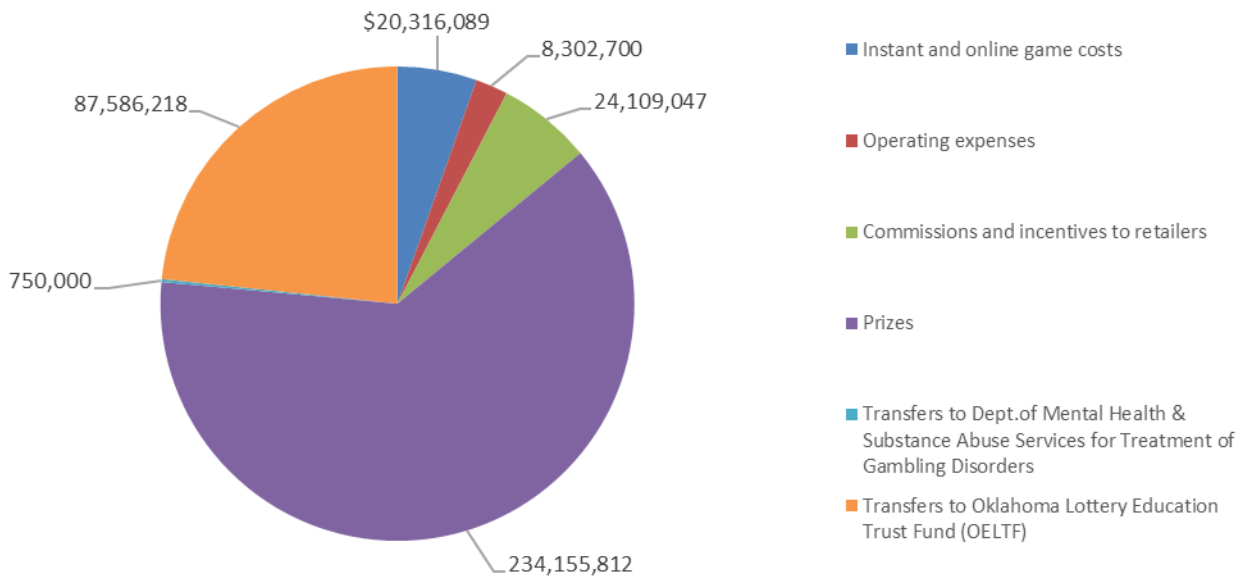
Change in Operating Expenditures by Fiscal Year

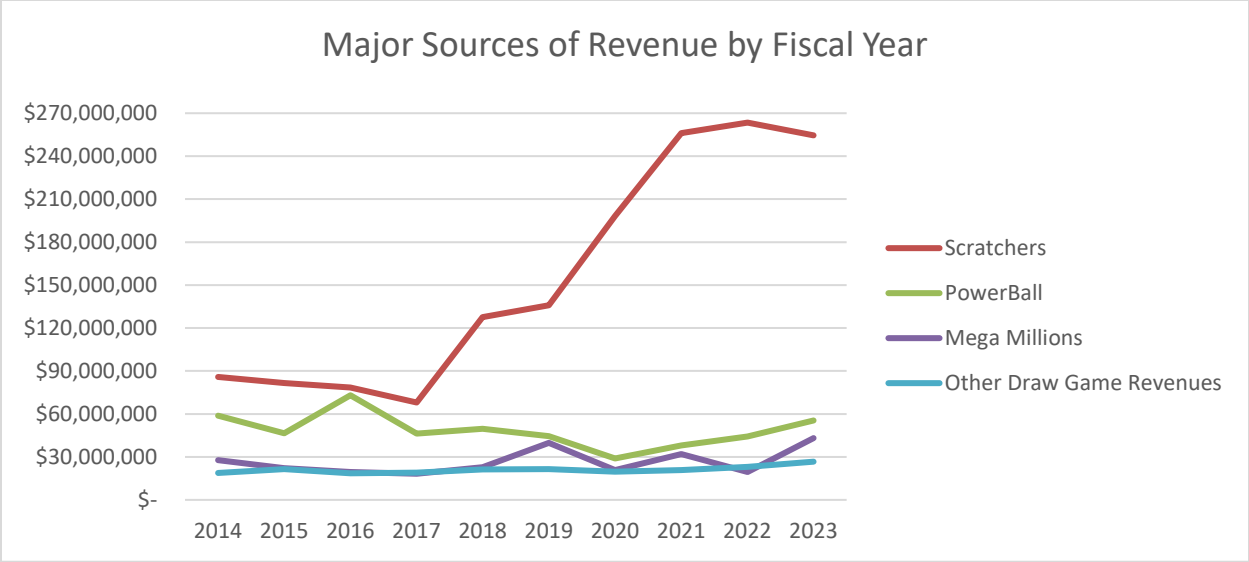


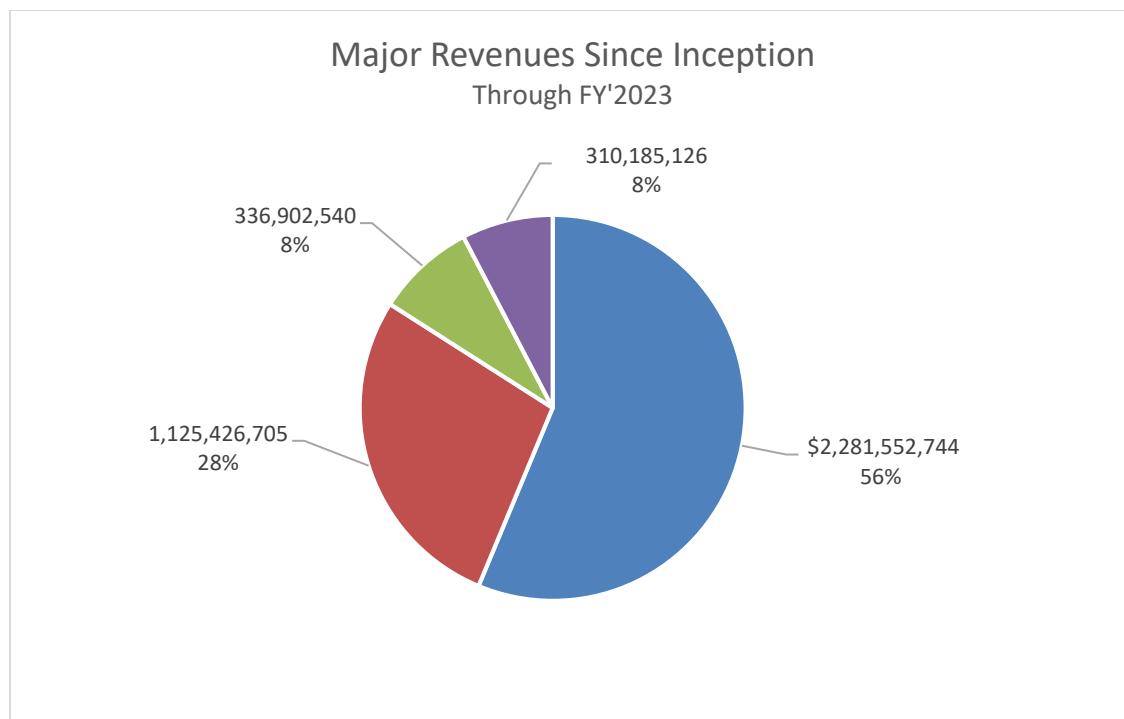
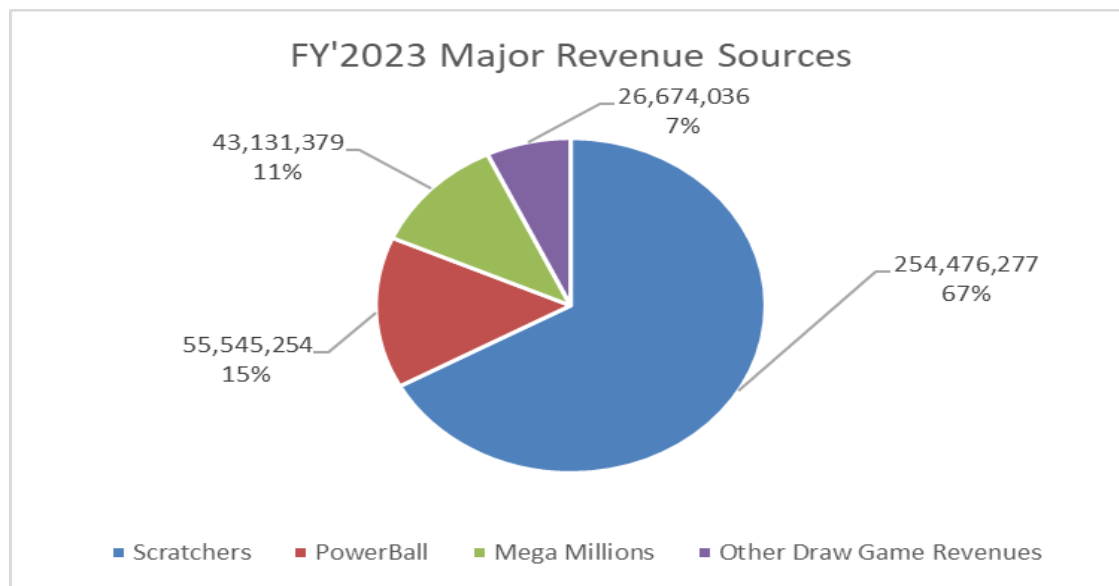
Change in Operating Expenditures by Fiscal Year



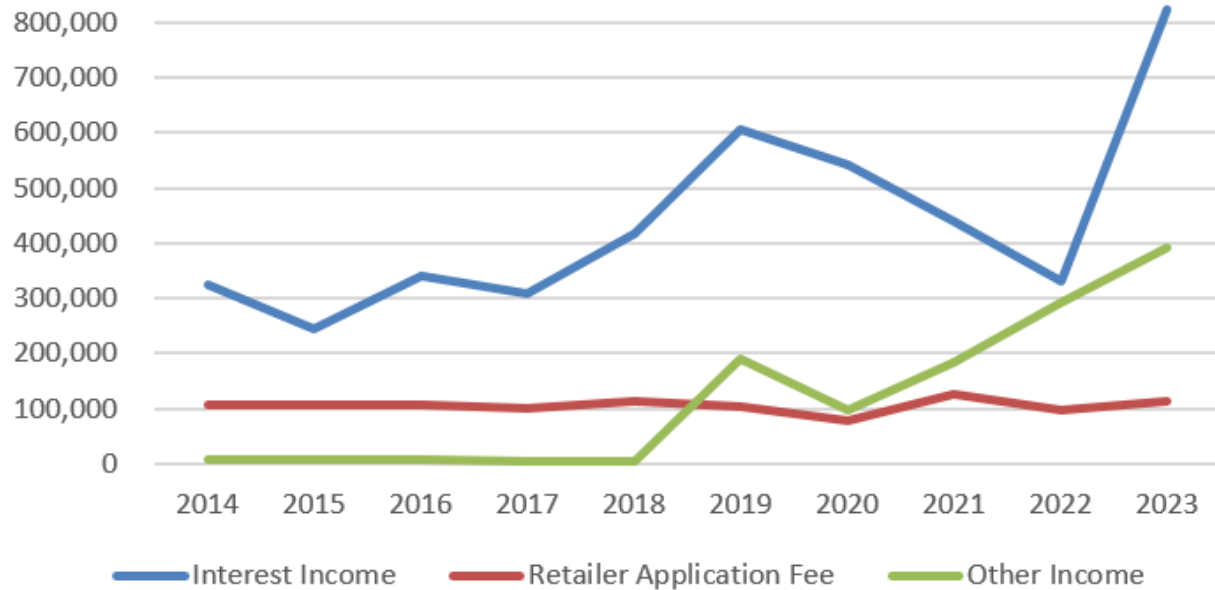
Operating Expenses for FY 2023



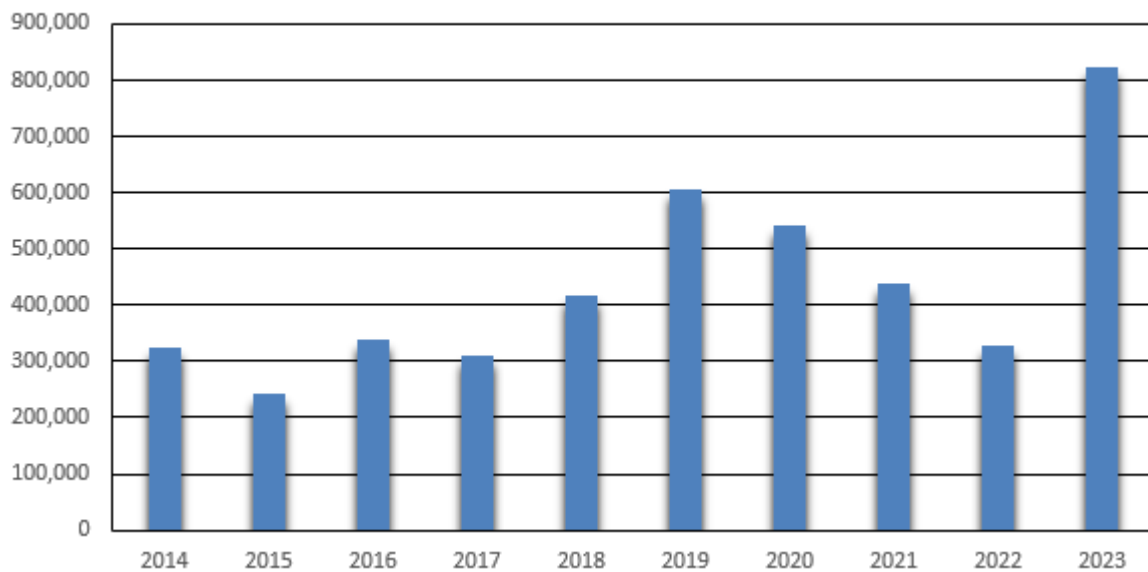




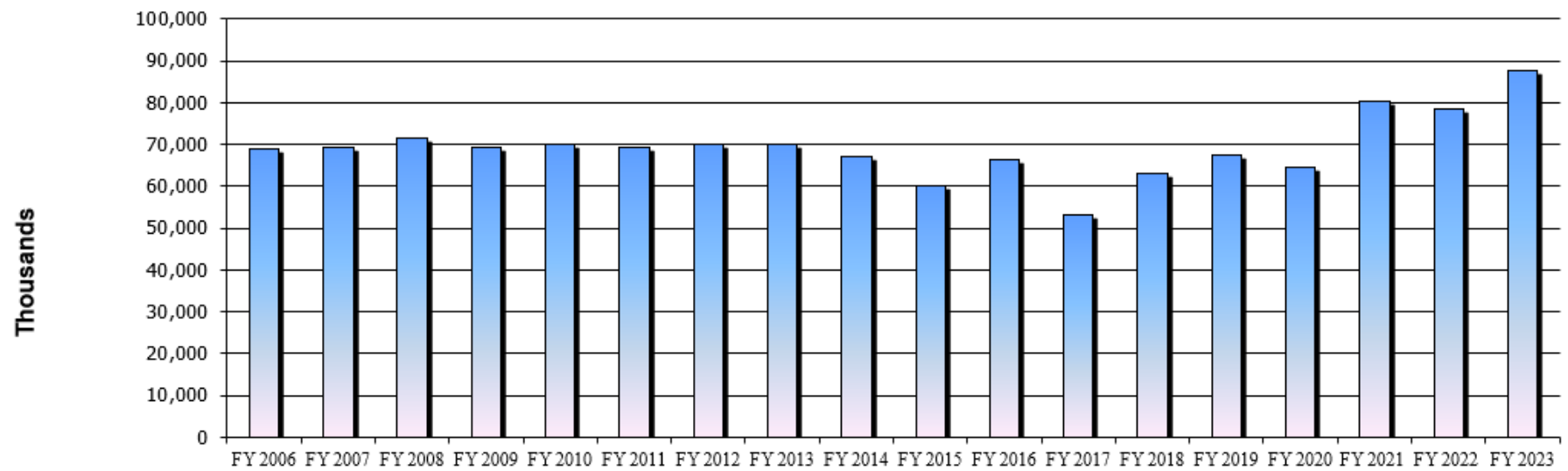
Other Revenues by Fiscal Year



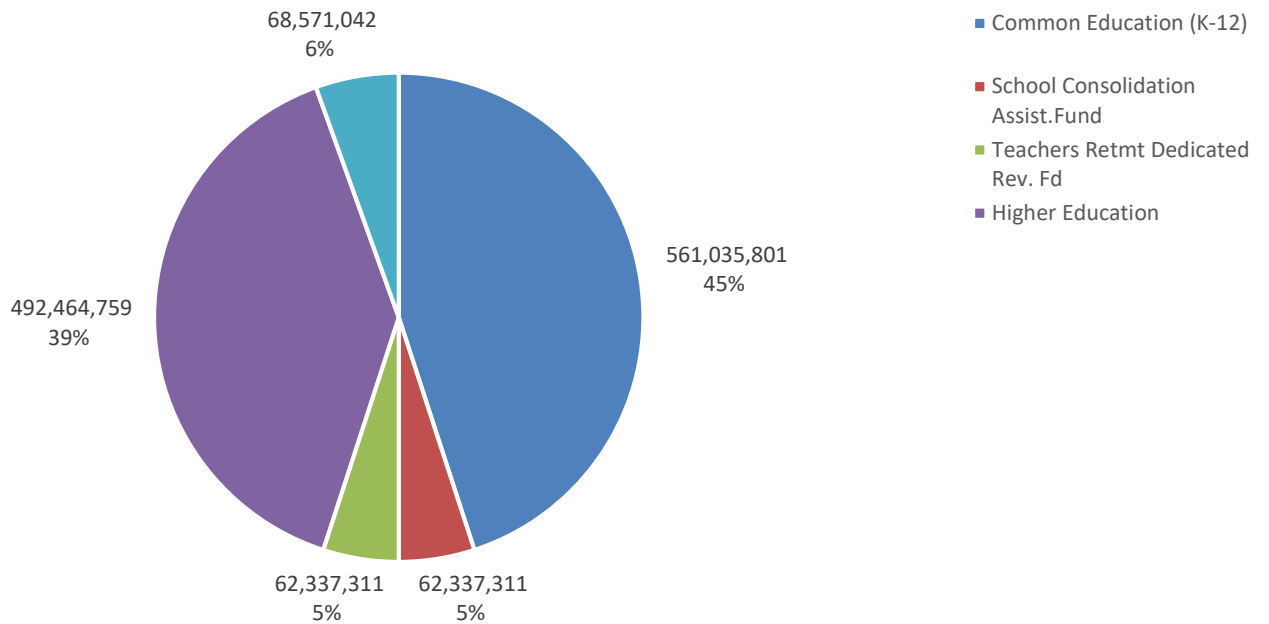
Interest Earned by Fiscal Year



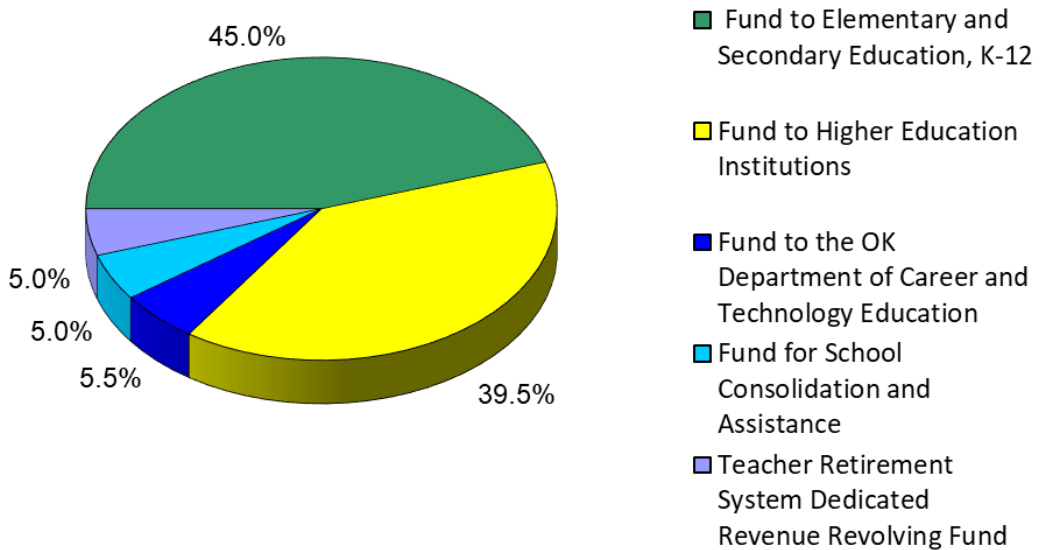
Contributions to Education



Appropriations / Distribution of Lottery Profits Since Inception Through FY'2023



Historical Appropriations to Beneficiaries



Oklahoma Lottery Commission

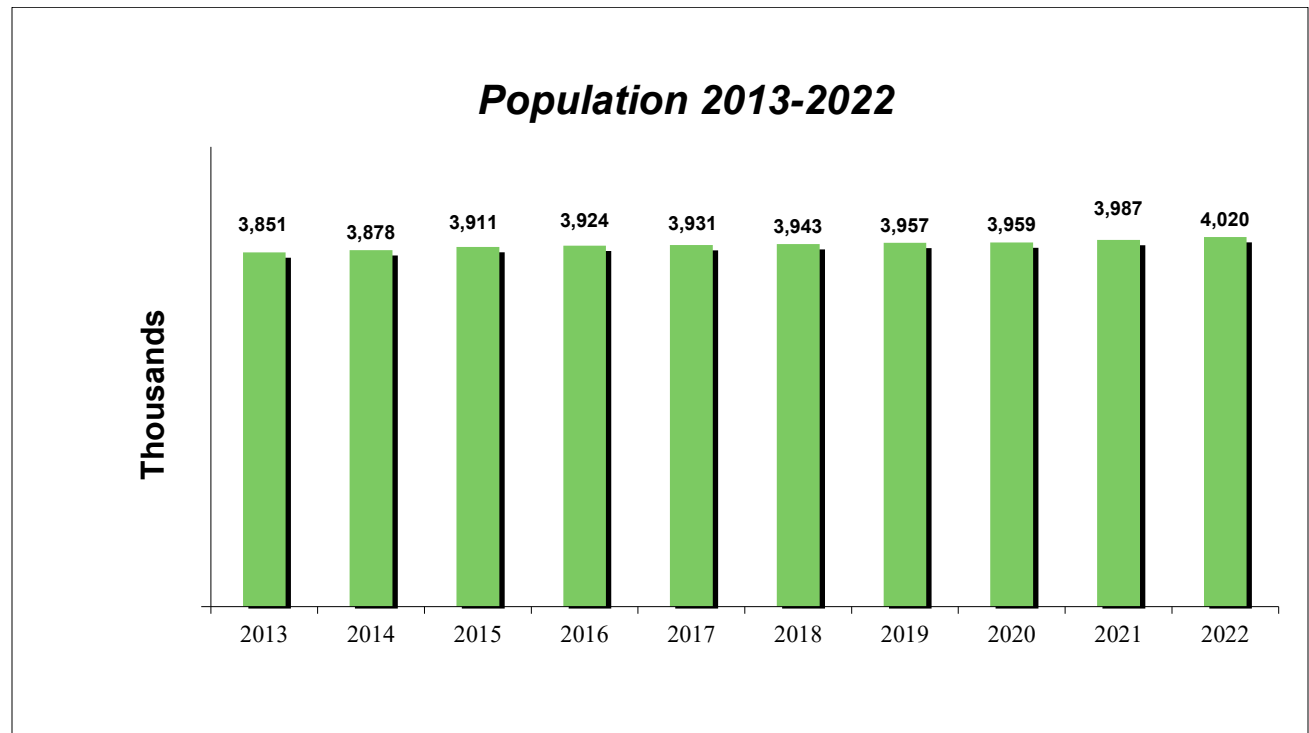
Demographics and Economic Information

Ten Largest Employers in the State of Oklahoma

Business Name	Location	Ranking									
		2022	2021	2020	2019	2018	2017	2016	2015	2014	2013
DoD Military and Civilian	OKC	1	1	1	1	1	1	1	1	1	1
Walmart Associates, Inc.	Statewide	2	2	2	2	2	2	2	2	2	2
Amazon	OKC	3	3	3							
Integrus Health, Inc.	Statewide	4	4	4	3	3	3	3	3	3	4
Hobby Lobby Stores, Inc.	Statewide	5	5	9	8	8					
Oklahoma State University	Stillwater	6	6	6	5	5	5	7	7	6	6
Chickasaw Nation	Ada	7	7	5	4		4	5	5	5	3
United States Postal Service	Statewide	8	8	7	6	6	6	10	10	9	8
Saint Francis Hospital Inc	Tulsa	9	9								
Dept of Veteran Affairs	Statewide	10	10								
OK Dept of Human Services	Statewide	10	10	10	10	10	6	4	4	4	5
OU Health Sciences Center	Norman			8	7	7	6	8	8	7	7
University of Oklahoma	Norman			9	8	8	6	9	9	8	9
Cherokee Nation of Oklahoma	Talequah										
Choctaw Nation of OK	Choctaw					4		6	6		
Fort Sill	Lawton										
Mercy Health	Statewide						10				
State of Oklahoma	Statewide										
Tinker Air Force Base	OKC										
Tulsa Public Schools	Tulsa									10	10
American Airlines, Inc.	Tulsa										

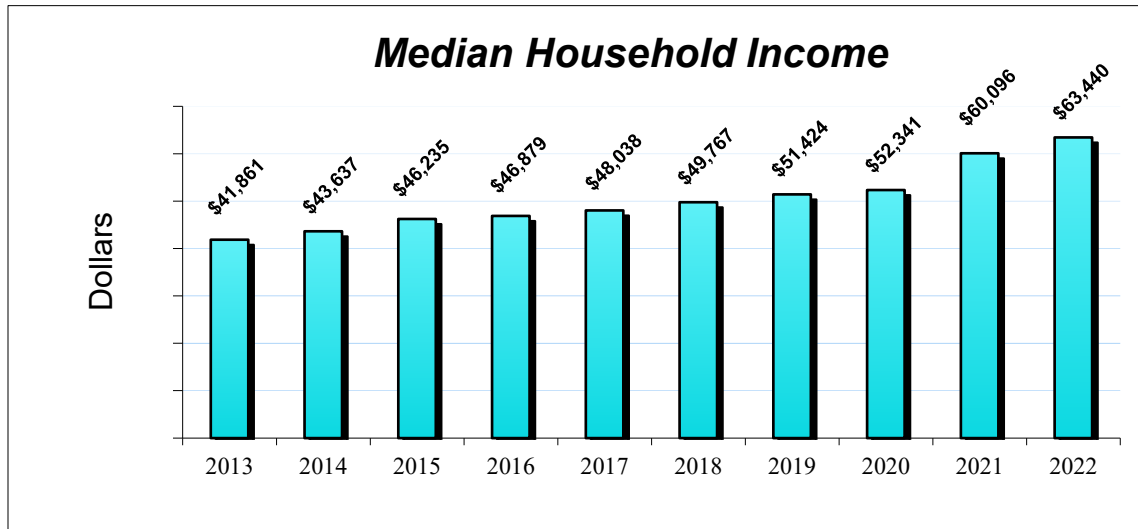
Source : Oklahoma Department of Commerce, www.okcommerce.gov

Population: 2013-2022

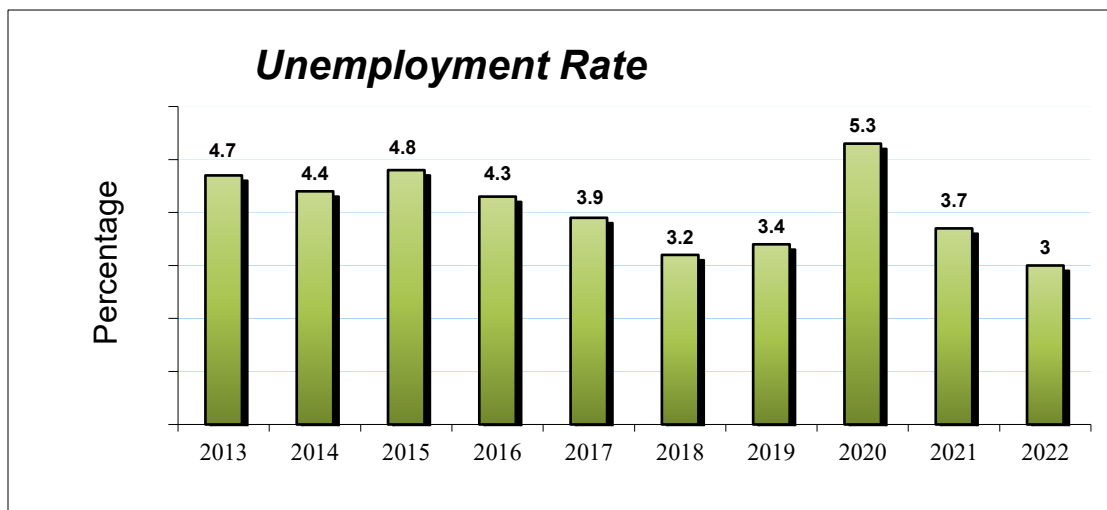


Oklahoma Lottery Commission

State Median Household Income



State Unemployment Rate: 2013 – 2022



Oklahoma Lottery Commission Operating Information

Summary of Operating Indicators

Oklahoma Lottery Commission sales are made up of 66% instant tickets and 34% draw games. The Lottery measures growth based on OLC's sales and profits which are contributed to Oklahoma Education.

The agency's 3 key performance metrics include:

- Grow year over year sales and exceed fiscal years' annual sales goal.
- Grow year over year lottery contributions to Oklahoma education.
- Secure legislation to launch mobile lottery sales across the State (ilottery).

Oklahoma Lottery Commission has 1-Year & 3-year agency goals with specific initiatives aimed at accomplishing the metrics above.



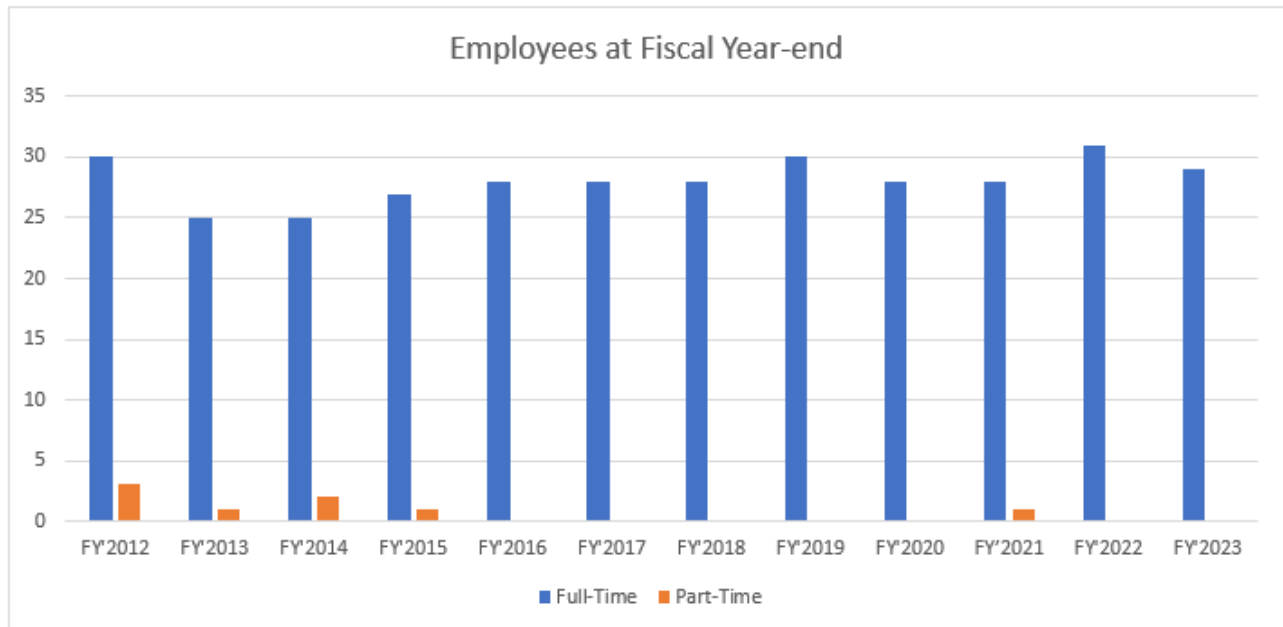
OKLAHOMA LOTTERY COMMISSION

Schedule of Lottery Employees

Fiscal Years Ending June 30

Schedule of Employees

	<u>Full-Time</u>	<u>Part-Time</u>
FY'2012	30	3
FY'2013	25	1
FY'2014	25	2
FY'2015	27	1
FY'2016	28	0
FY'2017	28	0
FY'2018	28	0
FY'2019	30	0
FY'2020	28	0
FY'2021	28	1
FY'2022	31	0
FY'2023	29	0



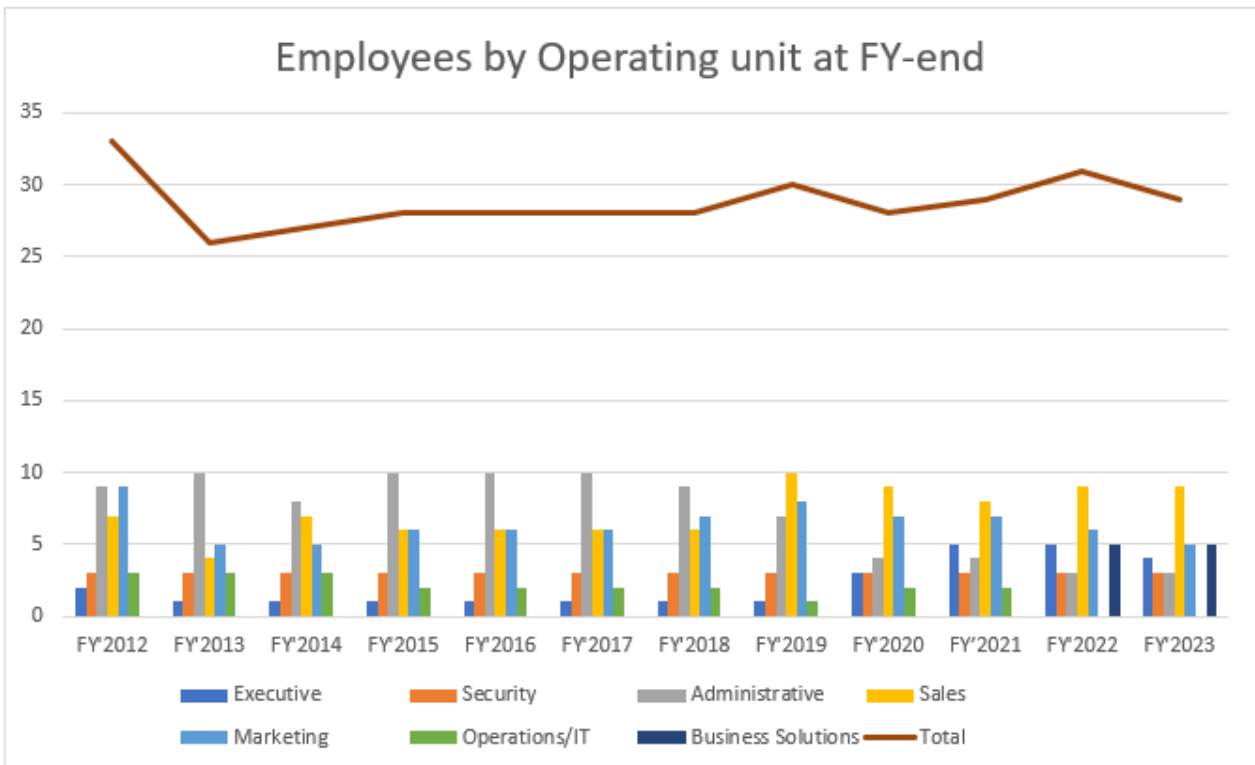
OKLAHOMA LOTTERY COMMISSION

Schedule of Lottery Employees

Fiscal Years Ending June 30

Schedule of Employees by Operating Unit

	Executive	Security	Administrative	Sales	Marketing	Operations/IT	Business Solutions	Total
FY'2012	2	3	9	7	9	3		33
FY'2013	1	3	10	4	5	3		26
FY'2014	1	3	8	7	5	3		27
FY'2015	1	3	10	6	6	2		28
FY'2016	1	3	10	6	6	2		28
FY'2017	1	3	10	6	6	2		28
FY'2018	1	3	9	6	7	2		28
FY'2019	1	3	7	10	8	1		30
FY'2020	3	3	4	9	7	2		28
FY'2021	5	3	4	8	7	2		29
FY'2022	5	3	3	9	6	0	5	31
FY'2023	4	3	3	9	5	0	5	29





Oklahoma Lottery Commission

123 Robert S Kerr Blvd
Oklahoma City, OK 73102

405-522-7700

www.lottery.ok.gov