



Report of Independent Auditors and  
Financial Statements for

**Arizona State Lottery**  
A Proprietary Fund of the State of Arizona

June 30, 2015

**MOSS-ADAMS<sub>LLP</sub>**

Certified Public Accountants | Business Consultants

## CONTENTS

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	PAGE
REPORT OF INDEPENDENT AUDITORS	1–3
MANAGEMENT’S DISCUSSION AND ANALYSIS (UNAUDITED)	4–8
BASIC FINANCIAL STATEMENTS	
Statement of net position	9
Statement of revenues, expenses, and changes in net position	10
Statement of cash flows	11
Notes to basic financial statements	12–25
REQUIRED SUPPLEMENTARY INFORMATION	
Schedule of proportionate share of the net pension liability	26
Schedule of pension contributions	27
SUPPLEMENTARY INFORMATION	
Supplemental schedules of gross profit by game	28–34
REPORT ON OF INDEPENDENT AUDITORS INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH <i>GOVERNMENT AUDITING STANDARDS</i>	35–36
Schedule of findings and responses	37–38
Schedule of prior year audit findings	39

## REPORT OF INDEPENDENT AUDITORS

To the Commissioners of  
Arizona State Lottery  
Phoenix, Arizona

### **Report on the Financial Statements**

We have audited the accompanying financial statements of the business-type activities of the Arizona State Lottery (the "Lottery", a proprietary fund of the State of Arizona) as of and for the year ended June 30, 2015 and the related notes to the financial statements, which collectively comprise the Lottery's basic financial statements as listed in the table of contents.

### ***Management's Responsibility for the Financial Statements***

Management is responsible for the preparation and fair presentation of these financial statements in conformity with accounting principles generally accepted in the United States of America; this includes 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.

### ***Auditor's Responsibility***

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in conformity with 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. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements 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 Lottery's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### ***Opinion***

In our opinion, the financial statements referred to above present fairly, in all material respects, the respective financial position of the Arizona State Lottery, as of June 30, 2015, and the respective changes in financial position, and cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

### ***Emphasis of Matter***

In the year ended June 30, 2015, the Lottery adopted new accounting guidance, Governmental Accounting Standards Board Statement No. 68, *Accounting and Financial Reporting for Pensions*, as amended by Governmental Accounting Standards Board Statement No. 71, *Pension Transition for Contributions Made Subsequent to the Measurement Date*, which modified the presentation of the financial statements by establishing standards for measuring and recognizing net pension liabilities, deferred outflows of resources, deferred inflows of resources, and expenses related to pension benefits provided through defined benefit pension plans. In addition, Statement 68 requires disclosure of information related to pension benefits. As discussed in Note 1 to the basic financial statements, the adoption of GASB Statements 68 and 71 resulted in the restatement of beginning net position. Our opinion is not modified with respect to this matter.

### ***Other Matters***

#### ***Required Supplementary Information***

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis on pages 4 through 8, the schedule of proportionate share of the net pension liability on page 26, and the schedule of pension contributions on page 27 be presented to supplement the basic financial statements. Such information, 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 conformity 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 audit 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 Supplementary Information*

Our audit was conducted for the purpose of forming an opinion on the financial statements of the Arizona State Lottery. The supplemental schedules of gross profit by game on pages 28 through 34 are presented for purposes of additional analysis and are not a required part of the basic financial statements. The schedules of gross profit by game are the responsibility of management and were derived from and relate directly to the underlying accounting and other records used to prepare the basic financial statements. Such 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 conformity with auditing standards general accepted in the United States of America. In our opinion, the supplemental schedules of gross profit by game are fairly stated in all material respects in relation to the basic financial statements as a whole.

### **Other Reporting Required by *Government Auditing Standards***

In accordance with *Government Auditing Standards*, we also have issued our report dated November 9, 2015 on our consideration of the Lottery's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Lottery's internal control over financial reporting and compliance.

*Moss Adams LLP*

Scottsdale, Arizona  
November 9, 2015

**ARIZONA STATE LOTTERY  
A PROPRIETARY FUND OF THE STATE OF ARIZONA  
MANAGEMENT'S DISCUSSION AND ANALYSIS (UNAUDITED)**

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This discussion and analysis of the Lottery's financial statements is a required component of financial reporting under Governmental Accounting Standards and was prepared by Arizona Lottery Management. It provides an overview of financial activities as of and for the year ended June 30, 2015, and should be read in conjunction with the Lottery's financial statements and notes to the financial statements.

This annual report consists of three types of financial statements and accompanying notes that provide explanations and details of accounting policies, account balances and activities. Account balances and activities are shown as of and for the years ended June 30, 2015 and 2014. The statement of net position; the statement of revenues, expenses, and changes in net position; and the notes are presented using the accrual method of accounting. Under this method, financial transactions are recorded when earned or incurred regardless of when cash is received or disbursed. The statement of cash flows reflects cash receipts and disbursements during the same 12-month period.

The statement of net position provides information about the assets, deferred outflows of resources, liabilities, deferred inflows of resources, and net position of the Lottery. Assets consist of cash, substantially all held by the State Treasurer, amounts owed to the Lottery from licensed Lottery retailers and other State agencies, ticket inventory, and property. Liabilities represent amounts owed by the Lottery to vendors, to employees for wages and benefits, to prize winners, and to other State funds. Fund net position represents the portion of the Lottery's assets that are not encumbered by liabilities. It serves as an indicator of the net worth of the Lottery.

A summary of the financial results of operations for the 12-month period is presented in the statement of revenues, expenses, and changes in net position. Operating revenues include sales of Lottery tickets, retailer licensing fees, and commissions earned on the sales of Lottery tickets at Lottery offices, and special events. Direct costs and administrative expenses comprise the operating expenses section of this statement. Direct costs are variable expenses that fluctuate with the level of sales. Marketing and overhead costs are included in the administrative expenses category.

Nonoperating revenues consist of interest earned on prize fund cash investments from the State Treasurer, interest credited to the Lottery's Multistate Lottery Association (MUSL) unreserved account for interest earned on prize reserves at MUSL and income recognized from common stock. The transfer's category includes transfers to other state funds as required by Lottery statutes.

The statement of cash flows includes cash receipts and disbursements from operating, noncapital financing, and investment earnings. This statement also includes a reconciliation of operating income presented on the accrual basis of accounting to net cash provided by operating activities. The notes to the financial statements present information on accounting policies, transfers and statutory requirements, commitments, contingencies, and retirement benefits. These notes are an integral part of the financial statements.

**ARIZONA STATE LOTTERY**  
**A PROPRIETARY FUND OF THE STATE OF ARIZONA**  
**MANAGEMENT'S DISCUSSION AND ANALYSIS (UNAUDITED)**

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**Sales Activities**

Revenues from the sale of Lottery products for the fiscal year ended June 30, 2015 were higher than Fiscal Year 2014 and also a Lottery record high. As shown in the financial statements, sales increased 3.59% from the prior year, from \$723.9 million in Fiscal Year 2014 to \$749.9 million in the current year. Sales of Scratchers<sup>SM</sup>, Fantasy 5, Pick 3, Instant Tabs, and AON, all showed increases while Powerball®, The Powerball, Mega Millions, Pick, Weekly Winnings, and 2 By 2 sales decreased.

The following table compares Lottery product sales between fiscal years. Sales are presented in millions of dollars.

<u>Product Sales</u>	<u>FY 2014</u>	<u>FY 2015</u>	<u>Changes</u>	<u>Percentage</u>
Scratchers (including economic development)	\$ 483.9	\$ 542.0	\$ 58.1	12.01%
Powerball	113.0	93.6	(19.4)	-17.17%
Mega Millions	56.3	46.8	(9.5)	-16.87%
The Pick	30.4	25.8	(4.6)	-15.13%
Fantasy 5	16.4	17.1	0.7	4.27%
Pick 3	9.2	9.7	0.5	5.43%
Weekly Winnings	5.7	3.6	(2.1)	-36.84%
Instant Tabs	4.4	5.1	0.7	15.91%
2 By 2	2.9	-	(2.9)	-100.00%
AON	1.7	6.2	4.5	100.00%
Total	<u>\$ 723.9</u>	<u>\$ 749.9</u>	<u>\$ 26.0</u>	<u>3.59%</u>

**Total Revenues**

Other operating revenues for the year ended June 30, 2015, were \$938,833 compared to \$340,246 for the year ended June 30, 2014. Other operating revenue is comprised of license fees and other miscellaneous revenue. Total operating revenues were \$750.9 million for the year ended June 30, 2015, as compared to \$724.3 million for the year ended June 30, 2014. As mentioned above, the increase was due to an increase in sales revenues.

Nonoperating revenues for the year ended June 30, 2015, were \$67,236 as compared to \$104,669 for the year ended June 30, 2014. Nonoperating revenue is comprised of interest earned on invested cash and periodic recognition of commissions earned by the Lottery.

**ARIZONA STATE LOTTERY  
A PROPRIETARY FUND OF THE STATE OF ARIZONA  
MANAGEMENT'S DISCUSSION AND ANALYSIS (UNAUDITED)**

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**Major Expenses**

\$557.3 million of the Lottery's total operating expenses of \$579.9 million for the year ended June 30, 2015 were incurred in direct support of the sales of Lottery games. \$525.5 million of the Lottery's total operating expenses of \$548.8 million for the year ended June 30, 2014 were incurred in direct support of the sales of Lottery games. These expenses include prize expense, retailer commissions and incentives, purchases of Scratchers tickets, compensation to the vendor for Scratchers ticket distribution, and compensation to the vendor who maintains and supports the on-line gaming system.

The following table compares the game related expenses between fiscal years. All expenses are presented in millions of dollars.

<u>Game Related Expenses</u>	<u>FY 2014</u>	<u>FY 2015</u>	<u>Differences</u>	<u>Percentage</u>
Prize expense	\$ 456.4	\$ 486.7	\$ 30.3	6.6%
Retailer commissions	49.2	51.0	1.8	3.7%
On-line system expenses	8.7	7.5	(1.2)	-13.8%
Scratchers system and distribution expenses	4.9	5.5	0.6	12.2%
Tickets purchased	6.3	6.6	0.3	4.8%
Total	<u>\$ 525.5</u>	<u>\$ 557.3</u>	<u>\$ 31.8</u>	<u>6.1%</u>

The increase in game related expenses is reflective of the increase in product sales. See the product sales schedule above.

Of the \$22.6 million in Fiscal Year 2015 in other operating expenses, \$13.8 million was used for advertising and promotion and \$5.9 million was used to compensate Lottery employees. In comparison, of the \$23.3 million in Fiscal Year 2014 in other operating expenses, \$15.1 million was used for advertising and promotion and \$5.9 million was used to compensate Lottery employees.

**Transfers to Other State Funds**

Note 3 to the financial statements details the amounts transferred to other State Funds. In Fiscal Year 2015 the Lottery transferred \$176.0 million to other State Funds. In comparison, in Fiscal Year 2014 the Lottery transferred \$175.6 million to other State Funds.



**ARIZONA STATE LOTTERY  
A PROPRIETARY FUND OF THE STATE OF ARIZONA  
MANAGEMENT'S DISCUSSION AND ANALYSIS (UNAUDITED)**

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**Other Financial Information**

<b>Statement of Net Position</b>	<b>FY 2014</b>	<b>FY 2015</b>
Current assets	\$ 58.5	\$ 55.9
Capital assets	3.70	3.40
Other assets - deposits	9.90	9.90
Total assets	72.10	69.20
Deferred outflows of resources	-	0.70
Total assets and deferred outflows of resources	72.10	69.90
Current liabilities	61.50	63.60
Net pension liability	-	6.30
Total liabilities	61.50	69.90
Deferred inflows of resources	-	1.30
Net position	10.60	(1.30)
Total liabilities and net position	\$ 72.1	\$ 69.9

The Lottery's total assets at June 30, 2015 were \$69.9 million. Assets consisted of cash held substantially by the State Treasurer of \$42.5 million, net receivables from Lottery retailers for the sale of Lottery products of \$8.6 million, Scratchers ticket and pull tab inventory of \$4.8 million, net investment in capital assets of \$3.4 million, and a deposit with MUSL of \$9.9 million.

Comparable figures at June 30, 2014 were \$72.1 million. Assets consisted of cash held substantially by the State Treasurer of \$45.0 million, receivables from Lottery retailers for the sale of Lottery products of \$7.6 million, Scratchers ticket and pull tab inventory of \$5.9 million, net investment in capital assets of \$3.7 million, and a deposit with MUSL of \$9.9 million.

Total liabilities at June 30, 2015, were \$69.9 million, consisting of \$2.8 million in accounts payable and accrued expenses, prize liabilities of \$12.6 million, amounts due to other funds of \$ 20.8 million amounts due to other State Funds of \$27.4 million, and \$6.3 million of net pension liability. \$63.6 million of the Lottery's liabilities were current liabilities.

The Lottery's total liabilities at June 30, 2014, were \$61.5 million, consisting of \$3.8 million in accounts payable and accrued expenses, prize liabilities of \$9.2 million amounts due to other fund of \$19.4 million, and amounts due to other State Funds of \$29.1 million. All of the Lottery's liabilities were current liabilities.

**ARIZONA STATE LOTTERY  
A PROPRIETARY FUND OF THE STATE OF ARIZONA  
MANAGEMENT'S DISCUSSION AND ANALYSIS (UNAUDITED)**

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At June 30, 2015, the Lottery recorded a deferred outflow of resources of \$0.7 million and a deferred inflow of resources of \$1.3 million relating to pensions.

Total net position decreased from \$10.6 million at June 30, 2014 to a negative \$1.3 million at June 30, 2015.

In the sixth special session of the State Legislature in 2010, amendments were made to the Lottery statutes allowing the State to issue Lottery Revenue Bonds. These bonds provide additional working capital to pay appropriated expenditures of the State's General Fund. The bonds are payable solely from and secured by pledged revenues consisting of, until July 1, 2012, amounts distributable to the State General Fund from the Lottery pursuant to Lottery law, and from and after July 1, 2012 all Lottery revenues deposited to the Lottery fund net of Lottery operating expenses. (See Note 3 to the financial statements.)

#### **BUDGETARY HIGHLIGHTS**

The Lottery's budget is set by the legislative appropriations process on a biennial basis. The budgets for Fiscal Years 2014 and 2015 were set in the regular legislative session of 2013. The Lottery's Fiscal Year 2015 budget was amended in the regular legislative session of 2014. The Lottery's appropriation for sales-related expenditures is based on approved percentages of projected revenues and is allowed to increase for these items without a supplemental appropriations request if actual revenues exceed projected revenues. The appropriation does not include an amount for prizes because Lottery statutes set this amount at "not less than 50% of the total annual revenues accruing from the sale of Lottery tickets or shares."

The Lottery's appropriation was \$104 million at the beginning of the year and decreased to \$102 million, as actual revenues were less than budgeted projections.

#### **CONTACTING THE LOTTERY'S FINANCIAL MANAGEMENT**

This management's discussion and analysis (MD&A) is designed to provide Arizona citizens, Arizona government officials, our players, retailers, and other interested parties with an overview of the Lottery's financial activity for Fiscal Year 2015 and to demonstrate the Lottery's accountability for the money it received from the sale of Lottery products.

If you have questions about the MD&A or need additional information, contact the Arizona Lottery's Director of Audit and Accounting, 4740 East University, Phoenix, Arizona 85034.

**ARIZONA STATE LOTTERY**  
**A PROPRIETARY FUND OF THE STATE OF ARIZONA**  
**STATEMENT OF NET POSITION**

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<b>ASSETS AND DEFERRED OUTFLOWS OF RESOURCES</b>		June 30, 2015
<b>CURRENT ASSETS</b>		
Cash and investments, substantially all held by the State Treasurer		\$ 42,547,395
Accounts receivable, net of allowance for doubtful accounts of \$145,000		8,558,392
Scratch ticket inventory		4,604,303
Pull tab inventory		179,912
		<hr/>
Total current assets		55,890,002
<b>CAPITAL ASSETS</b>		
Land and land improvements		1,268,695
Buildings		4,036,728
Furniture, fixtures, and equipment		2,667,721
Intangible assets		599,324
Less accumulated depreciation and amortization		(5,120,811)
		<hr/>
Total capital assets		3,451,657
<b>OTHER ASSETS</b>		
Deposit - MUSL		9,858,752
		<hr/>
Total assets		69,200,411
<b>DEFERRED OUTFLOWS OF RESOURCES</b>		
Deferred outflows related to pensions		740,387
		<hr/>
Total assets and deferred outflows of resources		\$ 69,940,798
		<hr/> <hr/>
<b>LIABILITIES, DEFERRED INFLOWS OF RESOURCES, AND NET POSITION</b>		
<b>CURRENT LIABILITIES</b>		
Accounts payable		\$ 2,526,208
Accrued expenses		290,978
Prize liability		12,556,307
Due to other funds		20,823,756
Due to other state funds		27,447,975
		<hr/>
Total current liabilities		63,645,224
<b>NET PENSION LIABILITY</b>		
		6,279,956
		<hr/>
Total liabilities		69,925,180
<b>DEFERRED INFLOWS OF RESOURCES</b>		
Deferred inflows related to pensions		1,306,989
		<hr/>
Total liabilities and deferred inflows of resources		71,232,169
<b>NET POSITION</b>		
Net investment in capital assets		3,451,657
Unrestricted (deficit)		(4,743,028)
		<hr/>
Total net position		\$ (1,291,371)
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**ARIZONA STATE LOTTERY**  
**A PROPRIETARY FUND OF THE STATE OF ARIZONA**  
**STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION**

	Year Ended June 30, 2015
<b>OPERATING REVENUES</b>	
Ticket sales	
Scratchers	\$ 542,030,289
Powerball	93,638,449
Mega Millions	46,817,853
The Pick	25,811,030
Fantasy 5	17,051,734
Pick 3	9,734,915
Weekly Winnings	3,551,208
Instant Tab	5,140,614
AON	6,198,248
Total ticket sales	749,974,340
Other operating revenues	938,833
Total operating revenues	750,913,173
<b>OTHER EXPENSES</b>	
Direct costs	
Prize expense	486,637,923
Retailer commissions and incentives	51,005,466
Online system expense	7,499,727
Scratcher system and distribution expenses	5,558,249
Tickets purchased	6,615,030
Total direct costs	557,316,395
Advertising and promotion	13,844,376
Wages and related expenses	5,859,884
Contract services	541,245
Depreciation	284,719
Administrative expenses	2,076,114
Total operating expenses	579,922,733
<b>OPERATING INCOME</b>	170,990,440
<b>NONOPERATING REVENUES - Investment income and other</b>	67,236
<b>INCOME BEFORE TRANSFERS</b>	171,057,676
<b>TRANSFERS TO OTHER STATE FUNDS</b>	176,022,030
<b>CHANGE IN NET POSITION</b>	(4,964,354)
<b>NET POSITION, beginning of year, as originally reported</b>	10,618,300
Restatement for pension costs, Note 1	(6,945,317)
<b>NET POSITION, beginning of year, as restated</b>	3,672,983
<b>NET POSITION, end of year</b>	\$ (1,291,371)

**ARIZONA STATE LOTTERY**  
**A PROPRIETARY FUND OF THE STATE OF ARIZONA**  
**STATEMENT OF CASH FLOWS**

	Year Ended June 30, 2015
CASH FLOWS FROM OPERATING ACTIVITIES	
Cash received from retailers-net of validations, commissions, and incentives	\$ 313,891,396
Cash received from MUSL	129,500,759
Cash payments for prizes and related taxes	(97,758,269)
Cash payments for prizes - MUSL	(128,686,326)
Cash payments to suppliers of goods or services	(35,749,444)
Cash payments to employees	(6,012,984)
	<u>175,185,132</u>
Net cash provided by operating activities	<u>175,185,132</u>
CASH FLOWS USED BY NONCAPITAL FINANCING ACTIVITIES	
Payments to beneficiaries per Arizona Statutes	<u>(177,638,976)</u>
CASH FLOWS USED BY CAPITAL FINANCING ACTIVITIES	
Payments for acquisition of capital assets	<u>(37,554)</u>
CASH FLOWS FROM INVESTING ACTIVITIES	
Receipts of interest	<u>59,319</u>
Net decrease in cash	(2,432,079)
CASH AT BEGINNING OF YEAR	<u>44,979,474</u>
CASH AT END OF YEAR	<u>\$ 42,547,395</u>
RECONCILIATION OF OPERATING INCOME TO NET CASH PROVIDED BY OPERATING ACTIVITIES	
Operating income	\$ 170,990,440
Adjustments to reconcile operating income to net cash provided by operating activities	
Depreciation	284,719
Pension expense	322,462
Employer pension contribution	(421,221)
Changes in operating assets and liabilities	
Accounts receivable	(935,798)
Ticket and pull tab inventory	1,172,397
Deposit - MUSL	3,395
Accounts payable and accrued expenses	(932,880)
Prizes payable and due to other funds	4,701,618
Net cash provided by operating activities	<u>\$ 175,185,132</u>

**ARIZONA STATE LOTTERY**  
**A PROPRIETARY FUND OF THE STATE OF ARIZONA**  
**NOTES TO BASIC FINANCIAL STATEMENTS**

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**Note 1 – Nature of Operations and Summary of Significant Accounting Policies**

The Arizona State Lottery (the "Lottery") was created by enactment of Title 5, Chapter 5 to the Arizona Revised Statutes (ARS), which was an initiative measure approved by the voters of the State of Arizona (the "State") in 1980. The Lottery commenced operations in 1981. The accompanying financial statements present information as to the transactions of the Lottery.

For the period July 1, 2014 through June 30, 2015, the Lottery held 121 instant games (games 819, 832, 842, 850, 851, 853, 854, 856, 857, 859, 860-862, 864-866, 868, 870-885, 888-912, 914-923, 925-950, 952-959, 961-974, 979-982, and 1018); of which 53 games expired during the fiscal year. During 2015, the Lottery continued the "The Pick," "Fantasy 5," "Pick 3," "Powerball," "Mega Millions," "Weekly Winnings," "All Or Nothing", and "Monopoly Millionaires Club" on-line games. As required, the Lottery has deposits with "Powerball," and "Mega Millions," multistate on-line lottery games, of \$9.9 million at June 30, 2015. The Lottery also sold instant tab lottery tickets to non-profit organizations. These games are printed and sold by the Lottery, though are administered and paid out by the purchasing non-profit organizations. The Lottery prepares its financial statements in accordance with accounting principles generally accepted in the United States of America.

**State Lottery Fund** – The State Lottery Fund (the "Fund"), which is a proprietary fund of the State, accounts for revenues received from the sale of lottery tickets and the receipt of license fees. The Fund is operated in a manner similar to a private business enterprise where the governing body has decided that periodic determination of revenues earned, expenses incurred, and net income is appropriate for capital maintenance, management control, accountability, or other purposes. Activities accounted for in the proprietary fund follows all applicable Governmental Accounting Standards Board pronouncements. The Fund accounts for prize payments, operational expenses (including consulting), promotional, advertising expenses, and transfers of monies to other State funds. Receipts from each type of lottery game are allocated as follows:

- Not less than 50% of the total annual revenue from Lottery ticket sales is apportioned for the payment of prizes to the holders of winning tickets for the period July 1, 2014 to June 30, 2015.
- Not more than 18.5% is apportioned for payment of Lottery operating expenditures as defined by Arizona Revised Statute 5-555. Legislation enacted in 2008 set this limit and also removed a 4% cap on advertising expenditures.

**Cash and investments** – Substantially all the Lottery's cash is held by the State Treasurer for pooled investment purposes. Statutes require the State Treasurer to invest these pooled funds in obligations of the U.S. government and are recorded at fair value.

**Accounts receivable** – Retailers are billed weekly for tickets sold. Payments from retailers are mainly received through electronic withdrawals from retailer accounts one week after the amounts are billed. Accounts receivable represents amounts that have been billed but not yet collected. An allowance for doubtful accounts is recorded in the amount of any balances that are not paid by retailers, generally one week after amounts are billed.

**ARIZONA STATE LOTTERY**  
**A PROPRIETARY FUND OF THE STATE OF ARIZONA**  
**NOTES TO BASIC FINANCIAL STATEMENTS**

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**Note 1 – Nature of Operations and Summary of Significant Accounting Policies (continued)**

**Ticket inventory** – Ticket inventory is stated at cost, which represents the amount incurred by the Lottery for purchasing the tickets located in the Lottery's warehouses or held by retailers. The cost of tickets is charged to operations upon the recognition of revenue under the procedures described above.

**Capital assets** – Capital assets of the Fund, which consists principally of buildings, land, land improvements, and office furniture and equipment are stated at historical cost. The Lottery defines capital assets as assets with an individual cost of more than \$5,000. The costs of normal maintenance and repairs that do not add to the value of the asset or materially extend assets' lives are not capitalized. Expenditures for normal repairs and maintenance are charged to operations as incurred, whereas expenditures for major renewals, replacements, and betterments are capitalized and depreciated. Depreciation is computed using the straight-line method. Capital assets are depreciated on the following basis:

Buildings	40 years
Improvements	40 years
Fixtures and equipment	3–10 years
Intangible assets	6 years

**Investments and investment income** – Investments are reported at fair value on the statement of net position as determined by quoted market prices with any realized or unrealized gains and losses reported in the statement of revenues, expenses, and changes in net position. Investment income from all investments is recognized by the Lottery in the period it is earned and gains and losses are recognized as revenue in the period in which they occur. Investment income also includes earnings on invested cash held by the State Treasurer and invested prize, reserves held by the Multistate Lottery Association (MUSL).

**Sales and revenue recognition** – Revenue is recognized and the related direct expenses of ticket sales, including prize expense, are accrued based upon the known relationship of the amount of ticket sales to the amount of prizes for each game. This method of measuring revenue is necessary in order to properly match revenues and expenses. The Lottery's operating revenues result from exchange transactions associated with the principle activity of the fund. Non-operating revenues result from non-exchange transactions or from ancillary activities of the fund.

**ARIZONA STATE LOTTERY  
A PROPRIETARY FUND OF THE STATE OF ARIZONA  
NOTES TO BASIC FINANCIAL STATEMENTS**

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**Note 1 – Nature of Operations and Summary of Significant Accounting Policies (continued)**

**Prize expense and prize liability** – Instant ticket prize expense is estimated and recognized when ticket packs are settled and is based on the design of the game. Game designs include certain guaranteed prizes in each pack of tickets and prizes placed randomly by the gaming vendor. When validations for the game have ended, differences between estimated and actual prizes awarded for the randomly placed tickets are adjusted to prize expense and prize liability. Prize expense for draw games is recognized as drawings are held, based on the estimated or known cost of the prize payments. Prize expense is adjusted as prizes are claimed and the actual cost of the prize is known. Prize liabilities for prizes are recorded when the prize expense is recognized. The prize liability represents a liability for prizes which are unclaimed for games in progress. Prizes unclaimed for 180 days after the drawing date are forfeited by the ticket holder. The Lottery retains 70% of all forfeited unclaimed prizes, under State statute, for use as additional prizes in future games. State statute also requires that 30% of all forfeited unclaimed prizes be transferred to the Court Appointed Special Advocate Account, a fund within the State's General Fund. In April 2015, Senate Bill (SB) 1477 was signed by the Governor of Arizona which requires that 15% of all forfeited unclaimed prizes be transferred to the tribal college dual enrollment program fund but not to exceed \$160,000 in any fiscal year. SB 1477 adjusted the 70% retained for additional prizes in future games to 55%. All remaining forfeited unclaimed prizes offset prize expense. SB 1477 is effective starting FY16.

**Compensated absences** – Vacation leave vests with the employee as it is earned. Employees may carry forward only the amount of vacation benefits equal to the maximum allowable accumulated credits for the preceding calendar year. Accordingly, at June 30, 2015, the Fund's accounts payable and accrued expenses balance includes an accrual of vacation pay and related benefits of \$290,978. Upon termination or retirement, an employee will be compensated for accumulated leave up to a maximum of 240 hours, dependent upon accumulated time and the individual's benefits associated with their rank as defined by State personnel rule #R2-5-403. Payment will be based on the individual's rate of pay at termination or retirement. Upon death, the same benefits shall be paid to the employee's beneficiary.

**Pensions** – For purposes of measuring the net pension liability, deferred outflows of resources and deferred inflows of resources related to pensions, and pension expense, information about the pension plan's fiduciary net position and additions to/deductions from the plan's fiduciary net position have been determined on the same basis as they are reported by the plan. 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 outflows and inflows of resources** – The statement of net position and balance sheet include separate sections for deferred outflows of resources and deferred inflows of resources. Deferred outflows of resources represent a consumption of net position that applies to future periods that will be recognized as an expense or expenditure in future periods. Deferred inflows of resources represent an acquisition of net position or fund balance that applies to future periods and will be recognized as a revenue in future periods.



**ARIZONA STATE LOTTERY**  
**A PROPRIETARY FUND OF THE STATE OF ARIZONA**  
**NOTES TO BASIC FINANCIAL STATEMENTS**

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**Note 1 – Nature of Operations and Summary of Significant Accounting Policies (continued)**

**Commissions** – Retailers receive a commission of 6.5% on gross ticket sales.

**Advertising costs** – Advertising costs are expensed as incurred.

**Income taxes** – The Lottery is exempt from Federal and Arizona income taxes. Accordingly, no provision for income taxes has been made.

**Net position** – Net position of the Lottery are classified and displayed as two components:

- a. Net investment in capital assets – Consists of capital assets, including restricted capital assets, net of accumulated depreciation and reduced by the outstanding balances of any bonds, mortgages, notes, or other borrowings that are attributable to the acquisition, construction, or improvement of those assets.
- b. Unrestricted net position – All other net funds that do not meet the definition of "net investment in capital assets" or "restricted".

**Use of estimates** – The preparation of financial statements in accordance with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

**Change in accounting principle** – For the year ended June 30, 2015, the Lottery implemented the provisions of GASB Statement No. 68, *Accounting and Financial Reporting for Pensions*, as amended by GASB Statement No. 71, *Pension Transition for Contributions Made Subsequent to the Measurement Date*. GASB Statement Nos. 68 and 71 establish standards for measuring and recognizing net pension (assets and) liabilities, deferred outflows of resources, deferred inflows of resources, and expenses/expenditures related to pension benefits provided through defined benefit pension plans. In addition, Statement No. 68 requires disclosure of information related to pension benefits.

**ARIZONA STATE LOTTERY**  
**A PROPRIETARY FUND OF THE STATE OF ARIZONA**  
**NOTES TO BASIC FINANCIAL STATEMENTS**

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**Note 1 - Nature of Operations and Summary of Significant Accounting Policies (continued)**

Net position as of July 1, 2014, has been restated as follows for the implementation of GASB Statement No. 68, *Accounting and Financial Reporting for Pensions*, as amended by GASB Statement No. 71, *Pension Transition for Contributions Made Subsequent to the Measurement Date*.

Net position as previously reported at June 30, 2014	\$ 10,618,300
Prior period adjustment - Implementation of GASB 68:	
Net pension liability (measurement date as of June 30, 2013)	<u>(6,945,317)</u>
Net position, as restated, July 1, 2014	<u><u>\$ 3,672,983</u></u>

**Note 2 - Cash and Investments Held by the State Treasurer**

All cash is deposited or invested with the Arizona State Treasurer (Treasurer). The Treasurer is part of the State's financial reporting entity and issues a separately published Annual Financial Report. A copy of the Treasurer's Annual Financial Report can be obtained from its Web site at [www.aztreasury.gov](http://www.aztreasury.gov) or by contacting the Treasurer's Office at 1700 West Washington St., 151 Floor, Phoenix, AZ, 85007-2812.

A.R.S. requires state agencies' monies to be deposited with the Treasurer, and further requires those deposits to be invested in various pooled funds. Cash and investments held by the Treasurer represent the Board's portion of those monies. The Treasurer invests idle monies of the state agencies in an internal investment pool (Pool 3) and distributes interest to the participants. Interest earned from these invested monies is allocated monthly based on the average daily balance. Participant shares in the pool are purchased and sold based on the net asset value of the shares, and a participant's portion of the pool is not identified with specific investments. Accordingly, the Board's portion of these deposits and investments approximates the Board's value of pool shares. The Treasurer's internal investment Pool 3 is not required to be registered (and is not registered) with the Securities and Exchange Commission under the Investment Company Act of 1940. In accordance with A.R.S. §35-311, the State Board of Investments reviews the activities and performance of the pool monthly.

At June 30, 2015, the Lottery's deposits with the Treasurer were as follows:

Cash	\$ 24,045,835
Investment - Pool 3	<u>18,501,560</u>
Total cash and investments held by State Treasurer	<u><u>\$ 42,547,395</u></u>

**ARIZONA STATE LOTTERY**  
**A PROPRIETARY FUND OF THE STATE OF ARIZONA**  
**NOTES TO BASIC FINANCIAL STATEMENTS**

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**Note 2 – Cash and Investments Held by the State Treasurer (continued)**

**Custodial credit risk** – For cash and investments, custodial credit risk is the risk that, in the event of the failure of the counterparty to a transaction, the Lottery will not be able to recover the value of its investments or collateral securities that are in the possession of an outside party. As of June 30, 2015, all of the Lottery's securities are held by the State of Arizona in the Lottery's name. The Lottery manages custodial credit risk in accordance with Arizona Revised Statutes and its investment policy. The Arizona Revised Statutes require collateral for deposits at 102 percent of all deposits that federal depository insurance does not cover.

**Concentration of credit risk** – Statutes do not include any requirements for concentration of credit risk.

**Interest rate risk** – Statutes require that public monies invested in securities and deposits have a maximum maturity of 5 years. The maximum maturity for investments in repurchase agreements is 180 days.

**Note 3 – Transfers and Statutory Requirements**

As required by ARS Section 5-505, the Lottery recorded transfers during the year ended June 30, 2015, as follows:

General Fund	\$103,390,726
University Bond Fund	22,273,207
Healthy Arizona	20,199,500
Mass Transit (LTAF)	11,444,400
Heritage Fund	10,000,000
Commerce Authority Arizona Competes Fund	3,500,000
Court-appointed Special Advocate Fund	2,914,197
Economic Security Homeless Services	1,000,000
Internet Crimes Against Children / Victim's Rights Enforcement	1,000,000
Department of Gaming	300,000
	<hr/>
Total transfers to other State funds	<u>\$176,022,030</u>

These transactions met the minimum percentage requirements imposed upon the Lottery by statute.

**ARIZONA STATE LOTTERY**  
**A PROPRIETARY FUND OF THE STATE OF ARIZONA**  
**NOTES TO BASIC FINANCIAL STATEMENTS**

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**Note 3 – Transfers and Statutory Requirements (continued)**

Of the transfer balances above, the following was included in Due to Other State Funds as of June 30, 2015:

University capital debt services fund	\$ 22,273,207
State general fund	3,750,725
Arizona commerce authority fund	985,100
Court appointed special advocates fund	<u>438,943</u>
Total due to other state funds	<u><u>\$ 27,447,975</u></u>

**Note 4 – Capital Assets**

Capital asset activity for the year ended June 30, 2015 is as follows:

	Beginning Balance	Increases	Decreases	Transfers	Ending Balance
Capital assets, not being depreciated:					
Land	\$ 937,830	\$ -	\$ -	\$ -	\$ 937,830
Construction in progress	12,897	-	-	(12,897)	-
Capital assets, being depreciated:					
Land improvements	330,865	-	-	-	330,865
Buildings	4,010,086	13,745	-	12,897	4,036,728
Furniture, fixtures, and equipment	2,643,912	23,809	-	-	2,667,721
Intangible assets	599,324	-	-	-	599,324
Total capital assets	<u>8,534,914</u>	<u>37,554</u>	<u>-</u>	<u>-</u>	<u>8,572,468</u>
Less accumulated depreciation for:					
Land improvements	(330,865)	-	-	-	(330,865)
Buildings	(2,064,308)	(107,810)	-	-	(2,172,118)
Furniture, fixtures, and equipment	(2,341,032)	(77,023)	-	-	(2,418,055)
Intangible assets	(99,887)	(99,886)	-	-	(199,773)
Total accumulated depreciation	<u>(4,836,092)</u>	<u>(284,719)</u>	<u>-</u>	<u>-</u>	<u>(5,120,811)</u>
Total capital assets, net	<u>\$ 3,698,822</u>	<u>\$ (247,165)</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 3,451,657</u>

**ARIZONA STATE LOTTERY**  
**A PROPRIETARY FUND OF THE STATE OF ARIZONA**  
**NOTES TO BASIC FINANCIAL STATEMENTS**

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**Note 5 - Pledged Revenues**

The Lottery has pledged portions of its gross revenues towards the payment of debt service on the State Lottery Revenue Bonds Series 2010A issued by the State. These bonds provide additional working capital to the State to pay appropriated expenditures of the State's General Fund. The bonds are payable solely from and secured by pledged revenues consisting of, until July 1, 2012, amounts distributable to the State General Fund from the Lottery pursuant to Lottery law, and from and after July 1, 2012, all Lottery revenues deposited to the Fund net of operating expenses of the Lottery. At June 30, 2015, pledged revenues totaled approximately \$172,107,800, of which \$37,499,000 was required to be transferred to cover debt service. Future pledged revenues required to be transferred to pay all remaining debt service for the bonds through final maturity of July 1, 2029 is approximately \$525,015,250.

**Note 6 - Commitments**

The Lottery enters into various contracts for goods and services during the normal course of its business. All contacts and purchasing activity are subject to the Arizona State Procurement Code and the rules of the Arizona State Procurement Office. All contracts have incorporated into them the "Standard Terms and Conditions" as required by the Arizona State Procurement Office. These terms and conditions in all the contracts allow for cancellation for lack of funding in the current fiscal year or next fiscal year. The contract may also be terminated for the Lottery's convenience at any time with no penalty when it is in the best interest of the State. The Lottery entered into a five-year contract with G-Tech Services, Inc. for computer processing services at a base contract rate of 3.7% of on-line sales in September 2009.

The Lottery entered a commercial rental agreement effective December 1, 2014 to lease a facility in Tucson, Arizona for approximately \$5,947 per month, and payment of certain additional expenses relating to the leased premises to November 30, 2019. Rent expense for the facilities was approximately \$65,343 for the year ended June 30, 2015.

Future minimum rental payments due under the lease are as follow:

Year ending June 30,	
2016	\$ 71,364
2017	71,364
2018	71,364
2019	71,364
2020	29,735
Total	<u>\$ 214,092</u>

**ARIZONA STATE LOTTERY**  
**A PROPRIETARY FUND OF THE STATE OF ARIZONA**  
**NOTES TO BASIC FINANCIAL STATEMENTS**

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**Note 7 – Loss Contingencies**

Annuities are purchased for all prizes over \$400,000 for which winners will receive the jackpot in annual installments for The Pick on-line game. The annuities are purchased from qualifying insurance companies, which have the highest ratings from among A.M. Best Company, Standard & Poor's, Moody's, Duff & Phelps, or Weiss. Purchases of annuities transfer liabilities for prizes to the insurance company. However, the Lottery may incur liabilities for prizes in the event of a default of an insurance company. Aggregate future payments to prize winners on existing annuities totaled \$46,234,253 at June 30, 2015. Approximately \$43,828,400 of the total aggregate future payments at June 30, 2015, relate to annuities purchased from five separate insurance companies, of which \$19,946,800 relates to a single insurance company.

Tort claims against the Lottery, its agents, officers, and employees who are acting in the scope and course of their employment with the Lottery are covered pursuant to the State Risk Management statute, ARS § 41-621. There is no limit to that coverage. Therefore, as to any claims based on tort, there is no contingent liability to the budget of the Lottery. The Lottery is involved in various legal proceedings, which arose in the normal course of business. Management of the Lottery does not believe that the ultimate resolution of these matters will have a material effect on the financial position, results of operations, or cash flows of the Lottery.

**Note 8 – Pensions and Other Postemployment Benefits**

The Lottery contributes to the Arizona State Retirement Plan (the "Plan"), a retirement plan administered by the Arizona State Retirement System (ASRS). The Plan is a component of the State of Arizona. The Lottery reported \$322,462 of pension expenditure related to the pension plan to which it contributes.

**Arizona State Retirement Plan**

**Plan description** – The ASRS administers a cost-sharing multiple-employer defined benefit pension plan, a cost-sharing multiple-employer defined benefit health insurance premium benefit (OPEB) plan, and a cost-sharing multiple-employer defined benefit long-term disability (OPEB) plan. The Arizona State Retirement System Board governs the ASRS according to the provisions of A.R.S. Title 38, Chapter 5, Articles 2 and 2.1. The ASRS issues a publicly available financial report that includes its financial statements and required supplementary information. The report is available on its Web site at [www.azasrs.gov](http://www.azasrs.gov).

**ARIZONA STATE LOTTERY**  
**A PROPRIETARY FUND OF THE STATE OF ARIZONA**  
**NOTES TO BASIC FINANCIAL STATEMENTS**

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**Note 8 – Pensions and Other Postemployment Benefits (continued)**

**Benefits provided** – The ASRS provides retirement, health insurance premium supplement, long-term disability, and survivor benefits. State statute establishes benefits terms. Retirement benefits are calculated on the basis of age, average monthly compensation, and service credit as follows:

	Retirement	
	Initial membership date:	
	Before July 1, 2011	On or After July 1, 2011
Years of service and age required to achieve benefit	Sum of years and age equals 80 10 years, age 62 5 years, age 50+ any years, age 65+	30 years, age 55 25 years, age 60 10 years, age 62 5 years, age 50* any years, age 65+
Final average salary is based on	Highest 36 months of last 120 months	Highest 60 months of last 120 months
Benefit percent per year of service	2.1% to 2.3%	2.1% to 2.3%

\* with actuarially reduced benefits

Retirement benefits for members who joined the ASRS prior to September 13, 2013, are subject to automatic cost-of-living adjustments based on excess investment earning. Members with a membership date on or after September 13, 2013, are not eligible for cost-of-living adjustments. Survivor benefits are payable upon a member's death. For retired members, the survivor benefit is determined by the retirement benefit option chosen. For all other members, the beneficiary is entitled to the member's account balance that includes the member's contributions and employer's contributions, plus interest earned.

**ARIZONA STATE LOTTERY**  
**A PROPRIETARY FUND OF THE STATE OF ARIZONA**  
**NOTES TO BASIC FINANCIAL STATEMENTS**

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**Note 8 – Pensions and Other Postemployment Benefits (continued)**

**Contributions** – In accordance with State statutes, annual actuarial valuations determine active member and employer contribution requirements. The combined active member and employer contribution rates are expected to finance the costs of benefits employees earn during the year, with an additional amount to finance any unfunded accrued liability. For the year ended June 30, 2015, active ASRS members were required by statute to contribute at the actuarially determined rate of 11.48 percent (11.36 percent for retirement and 0.12 percent for long-term disability) of the members' annual covered payroll, and the Lottery was required by statute to contribute at the actuarially determined rate of 11.48 percent (10.77 percent for retirement, 0.59 percent for health insurance premium benefit, and 0.12 percent for long-term disability) of the active members' annual covered payroll. In addition, the Lottery was required by statute to contribute at the actuarially determined rate of 9.57 percent (9.51 percent for retirement and 0.06 percent for long-term disability) of annual covered payroll of retired members who worked for the Lottery in positions that would typically be filled by an employee who contributes to the ASRS. The Lottery's contributions to the pension plan for the year ended June 30, 2015, were \$421,221. The Lottery's contributions for the current and 2 preceding years for OPEB, all of which were equal to the required contributions, were as follows:

Years ended June 30,	Health Benefit Supplement Fund	Long-Term Disability Fund
2015	\$ 22,821	\$ 4,641
2014	22,565	9,178

**Pension liability** – At June 30, 2015, the Lottery reported a liability of \$6,279,956 for its proportionate share of the ASRS' net pension liability. The net pension liability was measured as of June 30, 2014. The total pension liability used to calculate the net pension liability was determined using update procedures to roll forward the total pension liability from an actuarial valuation as of June 30, 2013, to the measurement date of June 30, 2014.

The Lottery's reported liability at June 30, 2015, decreased by \$1,074,726 from the Lottery's prior year liability of \$7,354,682 because of changes in the ASRS' net pension liability and the Lottery's proportionate share of that liability. The ASRS' publicly available financial report provides details on the change in the net pension liability.

The Lottery's proportion of the net pension liability was based on fiscal year employer contributions. The Lottery's proportion measured as of June 30, 2014, was 0.042442 percent, which was a decrease of 0.001798 percent from its proportion measured as of June 30, 2013.



**ARIZONA STATE LOTTERY**  
**A PROPRIETARY FUND OF THE STATE OF ARIZONA**  
**NOTES TO BASIC FINANCIAL STATEMENTS**

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**Note 8 – Pensions and Other Postemployment Benefits (continued)**

Pension Expense and Deferred Outflows/Inflows of Resources – For the year ended June 30, 2015, the Lottery recognized pension expense for ASRS of \$322,462, At June 30, 2015, the Lottery reported deferred outflows of resources and deferred inflows of resources related to pensions from the following sources:

	Deferred Outflows of Resources	Deferred Inflows of Resources
	<u>                    </u>	<u>                    </u>
Difference between expected and actual experience	\$ 319,166	\$ -
Changes of assumptions or other inputs	-	-
Net difference between projected and actual earnings on pension plan investments	-	1,098,170
Changes in proportion and differences between Lottery contributions and proportionate share of contributions	-	208,819
Lottery contributions subsequent to the measurement date	<u>421,221</u>	<u>-</u>
Total	<u>\$ 740,387</u>	<u>\$ 1,306,989</u>

The \$421,221 reported as deferred outflows of resources related to ASRS pensions resulting from Lottery contributions subsequent to the measurement date will be recognized as a reduction of the net pension liability in the year ended June 30, 2016. Other amounts reported as deferred outflows of resources and deferred inflows of resources related to ASRS pensions will be recognized in pension expense as follows:

Year ended June 30,	
2016	\$ 226,566
2017	260,150
2018	274,541

**ARIZONA STATE LOTTERY  
A PROPRIETARY FUND OF THE STATE OF ARIZONA  
NOTES TO BASIC FINANCIAL STATEMENTS**

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**Note 8 – Pensions and Other Postemployment Benefits (continued)**

Actuarial assumptions - The significant actuarial assumptions used to measure the total pension liability are as follow:

Actuarial valuation date	June 30, 2013
Actuarial roll forward date	June 30, 2014
Actuarial cost method	Entry age normal
Amortization method:	
Plan amendments	Immediate
Investment gain/loss	5 years
Assumption gain/loss	Average future service lives
Experience gain/loss	Average future service lives
Asset valuation	Fair Value
Discount rate	8.00%
Project salary increases	3.00 - 6.57%
Inflation	3.00%
Permanent benefit increases	Included
Mortality rates	1994 GAM Scale BB

Actuarial assumptions used in the June 30, 2013, valuation were based on the results of an actuarial experience study for the 5-year period ended June 30, 2012.

The long-term expected rate of return on ASRS pension plan investments was determined to be 8.79 percent using a building-block method 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 allocation and best estimates of arithmetic 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
Equity	63%	7.03%
Fixed Income	25%	3.20%
Real Estate	8%	4.50%
Commodities	4%	4.75%
Total	<u>100%</u>	

**ARIZONA STATE LOTTERY**  
**A PROPRIETARY FUND OF THE STATE OF ARIZONA**  
**NOTES TO BASIC FINANCIAL STATEMENTS**

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**Note 8 – Pensions and Other Postemployment Benefits (continued)**

**Discount rate** – The discount rate used to measure the ASRS total pension liability was 8 percent, which is less than the long-term expected rate of return of 8.79 percent. The projection of cash flows used to determine the discount rate assumed that contributions from participating employers will be made based on the actuarially determined rates based on the ASRS Board's funding policy, which establishes the contractually required rate under Arizona 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.

**Sensitivity of the Lottery's proportionate share of the ASRS net pension liability to changes in the discount rate** – The following table presents the Lottery's proportionate share of the net pension liability calculated using the discount rate of 8 percent, as well as what the Lottery's proportionate share of the net pension liability would be if it were calculated using a discount rate that is 1 percentage point lower (7 percent) or 1 percentage point higher (9 percent) than the current rate:

	1% Decrease <u>(7% Discount Rate)</u>	Current <u>(8% Discount Rate)</u>	1% Increase <u>(9% Discount Rate)</u>
Lottery's proportionate share of the net pension liability	\$ 7,937,543	\$ 6,279,956	\$ 5,380,633

**Pension plan fiduciary net position** – Detailed information about the pension plan's fiduciary net position is available in the separately issued ASRS financial report.

**Pension liability** – At June 30, 2015, the Lottery reported a liability of \$6,279,956 for its proportionate share of the ASRS' net pension liability.

**Note 9 – Major Vendors**

The Lottery has 3 vendors that represent approximately 84% of its purchases for the years ended June 30, 2015, respectively.

**Note 10 – Risk Management**

The Lottery is exposed to various risks of loss related to torts; theft of, damage to, and the destruction of assets; errors and omissions; injuries to employees; and natural disasters. The Lottery purchases commercial insurance to cover these risks. The amount of coverage has not been exceeded by claims in the last three years.

**REQUIRED SUPPLEMENTARY INFORMATION**

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**ARIZONA STATE LOTTERY**  
**SCHEDULE OF PROPORTIONATE SHARE OF THE NET PENSION LIABILITY**

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	Fiscal Year	
	2015 (2014)	2014 through 2016
Lottery's proportion of the net pension liability	0.042442%	Information
Lottery's proportionate share of the net pension liability	\$ 6,279,956	not available
Lottery's covered-employee payroll	\$ 3,962,274	
Lottery's proportionate share of the net pension liability as a percentage of its covered employees payroll	158.49%	
Plan fiduciary net position as a percentage of the total pension liability	69.49%	

**ARIZONA STATE LOTTERY  
SCHEDULE OF PENSION CONTRIBUTIONS**

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	Fiscal Year		2013 through 2016
	<u>2015</u>	<u>2014</u>	
Statutorily required contribution	\$ 444,044	\$ 432,185	Information not available
Lottery's contributions in relation to the statutorily required contribution	<u>444,044</u>	<u>432,185</u>	
Lottery's contribution deficiency (excess)	<u>\$ -</u>	<u>\$ -</u>	
Lottery's covered-employee payroll	<u>\$ 3,962,274</u>	<u>\$ 3,860,355</u>	
Lottery's contribution as a percentage of covered-employee payroll	11.21%	11.20%	

**SUPPLEMENTARY INFORMATION**

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**ARIZONA STATE LOTTERY  
A PROPRIETARY FUND OF THE STATE OF ARIZONA  
SUPPLEMENTAL SCHEDULES OF GROSS PROFIT BY GAME  
FOR GAMES EXPIRING DURING THE YEAR  
YEAR ENDED JUNE 30, 2015**

	Lucky Loot Game 819		Jewel's 7 Game 832		Million Dollar Cash Bonanza Game 842	
Ticket Sales	\$ 4,934,860	100%	\$ 12,436,765	100%	\$ 67,558,160	100%
Direct Expenses:						
Commissions	320,767	6.50%	808,391	6.50%	4,391,280	6.50%
Prizes - low tier	1,788,889	36.25%	5,596,544	45.00%	23,827,763	35.27%
Prizes - high tier	1,649,665	33.43%	2,956,150	23.77%	23,024,741	34.08%
Total prizes	3,438,554	69.68%	8,552,694	68.77%	46,852,504	69.35%
Ticket purchases	61,805	0.00%	184,218	1.48%	365,040	0.54%
Advertising	-		-		483,666	0.72%
Total direct expenses	3,821,126	77.43%	9,545,303	76.75%	52,092,490	77.11%
Gross profit by game	\$ 1,113,734	22.57%	\$ 2,891,462	23.25%	\$ 15,465,670	22.89%
	Bingo Game 850		Crossword Game 851		Casino Kings Game 853	
Ticket Sales	\$ 20,623,286	100%	\$ 30,268,444	100%	\$ 1,474,525	100%
Direct Expenses:						
Commissions	1,340,514	6.50%	1,967,449	6.50%	95,847	6.50%
Prizes - low tier	11,033,458	53.50%	15,134,222	50.00%	729,893	49.50%
Prizes - high tier	2,132,750	10.34%	4,458,000	14.73%	158,600	10.76%
Total prizes	13,166,208	63.84%	19,592,222	64.73%	888,493	60.26%
Ticket purchases	318,894	1.55%	466,569	1.54%	33,587	2.28%
Advertising	-	0.00%	-	0.00%	-	0.00%
Total direct expenses	14,825,616	71.89%	22,026,240	72.77%	1,017,927	69.03%
Gross profit by game	\$ 5,797,670	28.11%	\$ 8,242,204	27.23%	\$ 456,598	30.97%
	Mad Money Game 854		Cash Machine Fame 856		Cash Storm Game 857	
Ticket Sales	\$ 1,290,043	100%	\$ 4,560,605	100%	\$ 1,792,732	100%
Direct Expenses:						
Commissions	83,855	6.50%	296,441	6.50%	116,528	6.50%
Prizes - low tier	703,076	54.50%	1,938,262	42.50%	856,033	47.75%
Prizes - high tier	68,760	5.33%	1,191,250	26.12%	303,520	16.93%
Total prizes	771,836	59.83%	3,129,512	68.62%	1,159,553	64.68%
Ticket purchases	37,758	2.93%	49,362	1.08%	38,899	2.17%
Advertising	-	0.00%	-	0.00%	-	0.00%
Total direct expenses	893,449	69.26%	3,475,315	76.20%	1,314,980	73.35%
Gross profit by game	\$ 396,594	30.74%	\$ 1,085,290	23.80%	\$ 477,752	26.65%



**ARIZONA STATE LOTTERY**  
**A PROPRIETARY FUND OF THE STATE OF ARIZONA**  
**SUPPLEMENTAL SCHEDULES OF GROSS PROFIT BY GAME**  
**FOR GAMES EXPIRING DURING THE YEAR**  
**YEAR ENDED JUNE 30, 2015**

	Tic Tac Toe Game 859		Mustache Cash Game 860		Money Multiplier Bonus Game 861	
Ticket Sales	\$ 1,128,030	100%	\$ 1,908,672	100%	\$ 5,877,515	100%
Direct Expenses:						
Commissions	73,324	6.50%	124,064	6.50%	382,041	6.50%
Prizes - low tier	558,378	49.50%	935,249	49.00%	2,497,947	42.50%
Prizes - high tier	111,300	9.87%	308,650	16.17%	1,613,540	27.45%
Total prizes	669,678	59.37%	1,243,899	65.17%	4,111,487	69.95%
Ticket purchases	41,850	3.71%	48,885	2.56%	56,878	0.97%
Advertising	-	0.00%	-	0.00%	-	0.00%
Total direct expenses	784,852	69.58%	1,416,848	74.23%	4,550,406	77.42%
Gross profit by game	\$ 343,178	30.42%	\$ 491,824	25.77%	\$ 1,327,109	22.58%
	Right On The Money Game 862		Joker's Jackpot Game 864		Cash In A Snap Game 865	
Ticket Sales	\$ 10,368,660	100%	\$ 5,815,605	100%	\$ 1,144,226	100%
Direct Expenses:						
Commissions	673,963	6.50%	378,017	6.50%	74,377	6.50%
Prizes - low tier	3,888,252	37.50%	2,617,022	45.00%	606,440	53.00%
Prizes - high tier	3,788,850	36.54%	1,448,850	24.91%	73,880	6.46%
Total prizes	7,677,102	74.04%	4,065,872	69.91%	680,320	59.46%
Ticket purchases	65,044	0.63%	61,805	1.06%	31,987	2.80%
Advertising	-	0.00%	-	0.00%	-	0.00%
Total direct expenses	8,416,109	81.17%	4,505,694	77.48%	786,684	68.75%
Gross profit by game	\$ 1,952,551	18.83%	\$ 1,309,911	22.52%	\$ 357,542	31.25%
	Golden Ticket Game 866		Diamond Dazzler Bingo Game 868		Neon 1S Game 870	
Ticket Sales	\$ 23,951,380	100%	\$ 14,168,515	100%	\$ 1,357,265	100%
Direct Expenses:						
Commissions	1,556,840	6.50%	920,955	6.50%	88,225	6.50%
Prizes - low tier	8,084,395	33.75%	5,667,880	40.00%	712,567	52.50%
Prizes - high tier	10,156,770	42.41%	4,125,230	29.12%	100,660	7.42%
Total prizes	18,241,165	76.16%	9,793,110	69.12%	813,227	59.92%
Ticket purchases	78,894	0.33%	284,861	2.01%	43,482	3.20%
Advertising	-	0.00%	-	0.00%	42,267	3.11%
Total direct expenses	19,876,899	82.99%	10,998,926	77.63%	987,201	72.73%
Gross profit by game	\$ 4,074,481	17.01%	\$ 3,169,589	22.37%	\$ 370,064	27.27%

**ARIZONA STATE LOTTERY**  
**A PROPRIETARY FUND OF THE STATE OF ARIZONA**  
**SUPPLEMENTAL SCHEDULES OF GROSS PROFIT BY GAME**  
**FOR GAMES EXPIRING DURING THE YEAR**  
**YEAR ENDED JUNE 30, 2015**

	Neon 2S Game 871		Neon 5S Game 872		Neon 7S Game 873	
Ticket Sales	<u>\$ 2,312,284</u>	100%	<u>\$ 5,177,045</u>	100%	<u>\$ 6,706,030</u>	100%
Direct Expenses:						
Commissions	<u>150,298</u>	6.50%	<u>336,510</u>	6.50%	<u>435,892</u>	6.50%
Prizes - low tier	<u>1,121,458</u>	48.50%	<u>2,200,251</u>	42.50%	<u>2,179,470</u>	32.50%
Prizes - high tier	<u>381,150</u>	16.48%	<u>1,398,150</u>	27.01%	<u>2,843,870</u>	42.41%
Total prizes	<u>1,502,608</u>	64.98%	<u>3,598,401</u>	69.51%	<u>5,023,340</u>	74.91%
Ticket purchases	<u>56,619</u>	2.45%	<u>74,631</u>	1.44%	<u>75,606</u>	1.13%
Advertising	<u>42,268</u>	1.83%	<u>300</u>	0.01%	<u>42,268</u>	0.63%
Total direct expenses	<u>1,751,793</u>	75.76%	<u>4,009,842</u>	77.45%	<u>5,577,106</u>	83.17%
Gross profit by game	<u>\$ 560,491</u>	24.24%	<u>\$ 1,167,203</u>	22.55%	<u>\$ 1,128,924</u>	16.83%
	Arizona Blackjack Game 874		Super Match 3 Game 875		21 Tripler Game 876	
Ticket Sales	<u>\$ 1,545,188</u>	100%	<u>\$ 1,223,599</u>	100%	<u>\$ 1,759,312</u>	100%
Direct Expenses:						
Commissions	<u>100,439</u>	6.50%	<u>79,536</u>	6.50%	<u>114,355</u>	6.50%
Prizes - low tier	<u>811,226</u>	52.50%	<u>624,035</u>	51.00%	<u>738,911</u>	42.00%
Prizes - high tier	<u>109,400</u>	7.08%	<u>104,650</u>	8.55%	<u>398,900</u>	22.67%
Total prizes	<u>920,626</u>	59.58%	<u>728,685</u>	59.55%	<u>1,137,811</u>	64.67%
Ticket purchases	<u>43,773</u>	2.83%	<u>39,585</u>	3.24%	<u>48,817</u>	2.77%
Advertising	<u>41,993</u>	2.72%	<u>-</u>	0.00%	<u>-</u>	0.00%
Total direct expenses	<u>1,106,831</u>	71.63%	<u>847,806</u>	69.29%	<u>1,300,983</u>	73.95%
Gross profit by game	<u>\$ 438,357</u>	28.37%	<u>\$ 375,793</u>	30.71%	<u>\$ 458,329</u>	26.05%
	Ghostbusters Game 878		Coffee Break Crossword Game 879		Jumbo Bucks Game 880	
Ticket Sales	<u>\$ 1,974,334</u>	100%	<u>\$ 21,755,980</u>	100%	<u>\$ 10,977,150</u>	100%
Direct Expenses:						
Commissions	<u>128,332</u>	6.50%	<u>1,414,143</u>	6.50%	<u>713,514</u>	6.50%
Prizes - low tier	<u>967,424</u>	49.00%	<u>8,702,392</u>	40.00%	<u>4,116,439</u>	37.50%
Prizes - high tier	<u>314,980</u>	15.95%	<u>6,599,050</u>	30.33%	<u>4,102,000</u>	37.37%
Total prizes	<u>1,282,404</u>	64.95%	<u>15,301,442</u>	70.33%	<u>8,218,439</u>	74.87%
Ticket purchases	<u>103,263</u>	5.23%	<u>222,771</u>	1.02%	<u>62,549</u>	0.57%
Advertising	<u>-</u>	0.00%	<u>-</u>	0.00%	<u>-</u>	0.00%
Total direct expenses	<u>1,513,999</u>	76.68%	<u>16,938,356</u>	77.86%	<u>8,994,502</u>	81.94%
Gross profit by game	<u>\$ 460,335</u>	23.32%	<u>\$ 4,817,624</u>	22.14%	<u>\$ 1,982,648</u>	18.06%

**ARIZONA STATE LOTTERY**  
**A PROPRIETARY FUND OF THE STATE OF ARIZONA**  
**SUPPLEMENTAL SCHEDULES OF GROSS PROFIT BY GAME**  
**FOR GAMES EXPIRING DURING THE YEAR**  
**YEAR ENDED JUNE 30, 2015**

	Triple Red 7S Game 882		Aces & 8S Game 883		Frosty Fun Game 884	
Ticket Sales	\$ 9,626,140	100%	\$ 2,532,896	100%	\$ 2,060,495	100%
Direct Expenses:						
Commissions	625,699	6.50%	164,638	6.50%	133,935	5.29%
Prizes - low tier	3,729,819	38.75%	1,228,455	48.50%	1,030,248	40.67%
Prizes - high tier	3,507,460	36.44%	411,400	16.24%	202,040	7.98%
Total prizes	7,237,279	75.18%	1,639,855	64.74%	1,232,288	48.65%
Ticket purchases	55,227	0.57%	48,889	1.93%	-	0.00%
Advertising	-	0.00%	-	0.00%	-	0.00%
Total direct expenses	7,918,205	82.26%	1,853,382	73.17%	1,366,223	53.94%
Gross profit by game	\$ 1,707,935	17.74%	\$ 679,514	26.83%	\$ 694,272	27.41%
	Stocking Stuffers Game 885		Red Hot 7S Game 889		Cherry Tripler Game 890	
Ticket Sales	\$ 2,592,624	100%	\$ 10,139,282	100%	\$ 2,788,610	100%
Direct Expenses:						
Commissions	168,521	6.50%	659,053	6.50%	181,260	6.50%
Prizes - low tier	1,348,164	52.00%	5,576,605	55.00%	1,415,222	50.75%
Prizes - high tier	346,380	13.36%	980,315	9.67%	393,220	14.10%
Total prizes	1,694,544	65.36%	6,556,920	64.67%	1,808,442	64.85%
Ticket purchases	58,117	2.24%	129,522	1.28%	48,870	1.75%
Advertising	60,564	2.34%	-	0.00%	-	0.00%
Total direct expenses	1,981,746	76.44%	7,345,495	72.45%	2,038,572	73.10%
Gross profit by game	\$ 610,878	23.56%	\$ 2,793,787	27.55%	\$ 750,038	26.90%
	Pigs & Pearls Game 891		Slingo Trio Game 892		King Size Crossword Game 893	
Ticket Sales	\$ 1,477,966	100%	\$ 9,855,305	100%	\$ 17,383,980	100%
Direct Expenses:						
Commissions	96,070	6.50%	640,596	6.50%	1,129,959	0.00%
Prizes - low tier	731,596	49.50%	3,449,357	35.00%	6,954,174	0.00%
Prizes - high tier	146,060	9.88%	3,391,860	34.42%	5,630,500	0.00%
Total prizes	877,656	59.38%	6,841,217	69.42%	12,584,674	0.00%
Ticket purchases	43,572	2.95%	141,286	1.43%	138,511	0.00%
Advertising	-	0.00%	-	0.00%	-	0.00%
Total direct expenses	1,017,298	68.83%	7,623,099	77.35%	13,853,144	0.00%
Gross profit by game	\$ 460,668	31.17%	\$ 2,232,206	22.65%	\$ 3,530,836	0.00%

**ARIZONA STATE LOTTERY**  
**A PROPRIETARY FUND OF THE STATE OF ARIZONA**  
**SUPPLEMENTAL SCHEDULES OF GROSS PROFIT BY GAME**  
**FOR GAMES EXPIRING DURING THE YEAR**  
**YEAR ENDED JUNE 30, 2015**

	Gold Dust Doubler Game 894		7-11-21 Game 895		Bonus Word Crossword Game 896	
Ticket Sales	\$ 1,523,193	100%	\$ 1,415,141	100%	\$ 11,180,847	100%
Direct Expenses:						
Commissions	99,009	6.50%	91,986	6.50%	726,756	6.50%
Prizes - low tier	807,292	53.00%	707,571	50.00%	5,366,807	48.00%
Prizes - high tier	102,120	6.70%	149,200	10.54%	1,809,250	16.18%
Total prizes	909,412	59.70%	856,771	60.54%	7,176,057	64.18%
Ticket purchases	42,663	2.80%	39,605	2.80%	96,999	0.87%
Advertising	-	0.00%	-	0.00%	-	0.00%
Total direct expenses	1,051,084	69.01%	988,362	69.84%	7,999,812	71.55%
Gross profit by game	\$ 472,109	30.99%	\$ 426,779	30.16%	\$ 3,181,035	28.45%
	Monopoly Jackpot Game 901		Fast Cash Poker Game 903		Classic Cash Game 904	
Ticket Sales	\$ 7,418,750	100%	\$ 5,434,320	100%	\$ 24,506,720	100%
Direct Expenses:						
Commissions	482,220	6.50%	353,233	6.50%	1,592,937	6.50%
Prizes - low tier	3,152,970	42.50%	2,309,589	42.50%	7,067,738	28.84%
Prizes - high tier	1,851,149	24.95%	1,445,275	26.60%	9,898,620	40.39%
Total prizes	5,004,119	67.45%	3,754,864	69.10%	16,966,358	69.23%
Ticket purchases	481,273	6.49%	56,856	1.05%	167,326	0.68%
Advertising	-	0.00%	-	0.00%	-	0.00%
Total direct expenses	5,967,612	80.44%	4,164,953	76.64%	18,726,621	76.41%
Gross profit by game	\$ 1,451,138	19.56%	\$ 1,269,367	23.36%	\$ 5,780,099	23.59%
	Money On The Spot Game 905		Fantastic 5'S Game 907		Casino Slots Game 908	
Ticket Sales	\$ 5,544,640	100%	\$ 1,406,401	100%	\$ 5,677,910	100%
Direct Expenses:						
Commissions	360,405	6.50%	91,419	6.50%	369,066	6.50%
Prizes - low tier	2,356,476	42.50%	703,201	50.00%	2,626,040	46.25%
Prizes - high tier	1,530,350	27.60%	138,940	9.88%	1,281,430	22.57%
Total prizes	3,886,826	70.10%	842,141	59.88%	3,907,470	68.82%
Ticket purchases	61,760	1.11%	34,067	2.42%	56,274	0.99%
Advertising	-	0.00%	-	0.00%	-	0.00%
Total direct expenses	4,308,991	77.71%	967,627	68.80%	4,332,810	76.31%
Gross profit by game	\$ 1,235,649	22.29%	\$ 438,774	31.20%	\$ 1,345,100	23.69%

**THE ARIZONA STATE LOTTERY**  
**A PROPRIETARY FUND OF THE STATE OF ARIZONA**  
**SUPPLEMENTAL SCHEDULE OF GROSS PROFIT BY GAME**  
**FOR GAMES EXPIRING DURING THE YEAR**  
**YEAR ENDED JUNE 30, 2015**

	Sky High 7'S Game 909		Bingo Bolt Game 911		Crazy Wild 10's Game 915	
Ticket Sales	\$ 1,453,055	100%	\$ 9,253,810	100%	\$ 8,943,150	100%
Direct Expenses:						
Commissions	94,450	6.50%	601,499	6.50%	581,305	6.50%
Prizes - low tier	748,325	51.50%	3,701,524	40.00%	2,906,524	32.50%
Prizes - high tier	117,835	8.11%	2,638,390	28.51%	3,863,820	43.20%
Total prizes	866,160	59.61%	6,339,914	68.51%	6,770,344	75.70%
Ticket purchases	37,868	2.61%	292,351	3.16%	62,553	0.70%
Advertising	-	0.00%	-	0.00%	-	0.00%
Total direct expenses	998,478	68.72%	7,233,764	78.17%	7,414,202	82.90%
Gross profit by game	\$ 454,577	31.28%	\$ 2,020,046	21.83%	\$ 1,528,948	17.10%
	Dinner And A Movie Game 916		Duck Dynasty Game 918		Crazy Cash Crossword Game 925	
Ticket Sales	\$ 1,406,848	100%	\$ 1,895,714	100%	\$ 16,675,750	100%
Direct Expenses:						
Commissions	91,445	6.50%	123,221	6.50%	1,083,924	6.50%
Prizes - low tier	760,936	54.09%	928,900	49.00%	6,670,312	40.00%
Prizes - high tier	238,340	16.94%	309,800	16.34%	5,719,250	34.30%
Total prizes	999,276	71.03%	1,238,700	65.34%	12,389,562	74.30%
Ticket purchases	65,182	4.63%	78,707	4.15%	135,557	0.81%
Advertising	-	0.00%	-	0.00%	-	0.00%
Total direct expenses	1,155,903	82.16%	1,440,628	75.99%	13,609,043	81.61%
Gross profit by game	\$ 250,945	17.84%	\$ 455,086	24.01%	\$ 3,066,707	18.39%
	Blackjack Game 933		Wild Cash Game 944			
Ticket Sales	\$ 5,677,430	100%	\$ 5,076,780	100%		
Direct Expenses:						
Commissions	369,036	6.50%	329,994	6.50%		
Prizes - low tier	2,413,108	42.50%	2,157,635	42.50%		
Prizes - high tier	1,562,450	27.52%	1,424,250	28.05%		
Total prizes	3,975,558	70.02%	3,581,885	70.55%		
Ticket purchases	61,805	1.09%	48,772	0.96%		
Advertising	-	0.00%	-	0.00%		
Total direct expenses	4,406,399	77.61%	3,960,651	78.02%		
Gross profit by game	\$ 1,271,031	22.39%	\$ 1,116,129	21.98%		

**ARIZONA STATE LOTTERY**  
**A PROPRIETARY FUND OF THE STATE OF ARIZONA**  
**SUPPLEMENTAL SCHEDULE OF GROSS PROFIT BY GAME**  
**FOR GAMES EXPIRING DURING THE YEAR**  
**YEAR ENDED JUNE 30, 2015**

	The Pick/The Pick Extra Drawings January 1, 2014 to December 31, 2014		Fantasy 5/Fantasy 5 Extra Drawings January 1, 2014 to December 31, 2014		Powerball Drawings January 1, 2014 to December 31, 2014	
Ticket Sales	\$ 27,397,821	100%	\$ 15,648,653	100%	\$ 88,599,418	100%
Direct Expenses:						
Commissions	1,780,849	6.50%	1,017,154	6.50%	5,758,955	6.50%
Total prizes	13,939,654	50.88%	8,083,078	51.65%	44,299,709	50.00%
Online system expenses	1,017,349	3.71%	576,944	3.69%	3,265,458	3.69%
Advertising	16,246	0.06%	-	0.00%	1,392,872	1.57%
Total direct expenses	<u>16,754,098</u>	61.15%	<u>9,677,176</u>	61.84%	<u>54,716,994</u>	61.76%
Gross profit by game	<u>\$ 10,643,723</u>	38.85%	<u>\$ 5,971,477</u>	38.16%	<u>\$ 33,882,424</u>	38.24%
	Pick 3 Drawings January 1, 2014 to December 31, 2014		Mega Millions January 1, 2014 to December 31, 2014		Weekly Winnings January 1, 2014 to December 31, 2014	
Ticket Sales	\$ 9,328,306	100%	\$ 46,907,070	100%	\$ 4,409,528	100%
Direct Expenses:						
Commissions	606,338	6.50%	3,048,953	6.50%	286,619	6.50%
Total prizes	4,664,153	50.00%	23,599,641	50.31%	2,204,764	50.00%
Online system expenses	337,726	3.62%	1,732,053	3.69%	105,594	2.39%
Advertising	6,127	0.07%	1,200,941	2.56%	-	0.00%
Total direct expenses	<u>5,614,344</u>	60.19%	<u>29,581,588</u>	63.06%	<u>2,596,977</u>	58.89%
Gross profit by game	<u>\$ 3,713,962</u>	39.81%	<u>\$ 17,325,482</u>	36.94%	<u>\$ 1,812,551</u>	41.11%
	2 By 2 January 1, 2014 to December 31, 2014		All Or Nothing January 1, 2014 to December 31, 2014		Monopoly Millionaires Club January 1, 2014 to December 31, 2014	
Ticket Sales	\$ 1,299,480	100%	\$ 5,452,082	100%	\$ 871,720	100%
Direct Expenses:						
Commissions	84,466	6.50%	354,385	6.50%	56,655	6.50%
Total prizes	673,130	51.80%	2,944,124	54.00%	435,860	50.00%
Online system expenses	58,602	4.51%	200,019	3.67%	32,254	3.70%
Advertising	-	0.00%	1,549,396	28.42%	916,099	105.09%
Total direct expenses	<u>816,198</u>	62.81%	<u>5,047,924</u>	92.59%	<u>1,440,868</u>	165.29%
Gross profit by game	<u>\$ 483,282</u>	37.19%	<u>\$ 404,158</u>	7.41%	<u>\$ (569,148)</u>	-65.29%

NOTE: After the announced completion of ticket sales for each game, customers have a 180-day period in which they can redeem their winning tickets. The above gross profit information includes games in which the 180-day grace period expired during the fiscal year ended June 30, 2015.

Economic Development games are denoted with (\*)

**REPORT OF INDEPENDENT AUDITORS 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**

To the Commissioners of  
Arizona State Lottery  
Phoenix, Arizona

We have audited, in conformity 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, the financial statements of the business-type activities of the Arizona State Lottery (the "Lottery") as of and for the year ended June 30, 2015, and the related notes to the financial statements, which collectively comprise the Lottery's basic financial statements, and have issued our report thereon dated November 9, 2015.

**Internal Control Over Financial Reporting**

In planning and performing our audit of the financial statements, we considered the Lottery's internal control over financial reporting (internal control) to determine the 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 Lottery's internal control. Accordingly, we do not express an opinion on the effectiveness of the Lottery'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. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified. We did identify certain deficiencies in internal control, described in the accompanying *Schedule of Findings and Responses* as items 2015-001 and 2015-002 that we consider to be significant deficiencies.

### **Compliance and Other Matters**

As part of obtaining reasonable assurance about whether the Lottery's financial statements are free of 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 determination of financial statement amounts. 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*.

### **Lottery's Responses to Findings**

The Arizona Lottery's responses to the findings identified in our audit are described in the accompanying Schedule of Findings and Responses. The Arizona Lottery's response was not subjected to the auditing procedures applied in the audit of the financial statements and, accordingly, we express no opinion on it.

### **Purpose of this Report**

This report is intended solely for the information and use of management, Commissioners of the Arizona State Lottery, and others within the entity and is not intended to be, and should not be, used by anyone other than these specified parties.

*Moss Adams LLP*

Scottsdale, Arizona  
November 9, 2015



**ARIZONA STATE LOTTERY  
A PROPRIETARY FUND OF THE STATE OF ARIZONA  
SCHEDULE OF FINDINGS AND RESPONSES  
YEAR ENDED JUNE 30, 2015**

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**2015-001 – Accounting and Reporting Components of Net Position (Significant Deficiency)**

**Criteria:** We believe that paragraph 12.123 of the American Institute of Certified Public Accountants, (AICPA) State and Local Government Audit and Accounting Guide provides the relevant accounting guidance for liabilities for prizes and forfeitures of unclaimed prizes. Forfeitures of unclaimed prizes should be recognized as a gain (net against prize expense) as of the date the claim is forfeited according to the provisions of a State's stated regulations. Many States have regulations with regard to how forfeited unclaimed prizes must be utilized. For example some States require all forfeited unclaimed prizes to be transferred to another State fund or agency having a different mission. Arizona Revised Statutes 5-568 states the following:

*Disposition of unclaimed prize money*

*Unclaimed prize money for the prize on a winning ticket or share shall be retained for the person entitled to the prize for one hundred eighty days after the drawing in which the prize was won in the case of a drawing prize and for one hundred eighty days after the announced end of the game in question in the case of a prize determined in any manner other than by means of a drawing.*

*If a claim is not made for the money within the applicable period, seventy per cent of the prize money shall be held in the state lottery prize fund for use as additional prizes in future games and thirty per cent shall be transferred monthly to the court appointed special advocate fund established by section 8-524.*

We believe the State's statute places a restriction on the use of forfeited prizes. Restricted net position should be reported when constraints placed on net position are either externally imposed by grantors, creditors, contributors, or by laws or enabling legislation. The restriction to use unclaimed prizes that are forfeited represents a specific purpose, does not represent a liability in our view, rather it is the underlying transaction exchange transaction resulting from the sale of lottery tickets for games in progress that creates a liability, defined by GASB's Concept Statement No. 4, *Elements of Financial Statements*, as the present obligation to sacrifice resources.

**Condition:** The previously balance reported as liabilities for prizes was comprised of several components of the Lottery's Prize Fund. These components consisted of unclaimed forfeited prizes, accumulated prize fund balance, accumulated investment earnings of the prize fund and flows of the prize fund. Certain of these components do not appear related to a present obligation for prizes. The Arizona Lottery retains and reports unclaimed prizes as a liability.

**Context:** Management's estimate of liability attributable to other funds is approximately \$20.8 million. A portion of this estimate is attributable to forfeited prizes is approximately \$5.7 million.

**Effect:** We believe the liability for prizes has been overstated and that components of net position are understated or other liabilities exist.

**ARIZONA STATE LOTTERY  
A PROPRIETARY FUND OF THE STATE OF ARIZONA  
SCHEDULE OF FINDINGS AND RESPONSES (CONTINUED)  
YEAR ENDED JUNE 30, 2015**

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**Cause:** We do not believe management had fully considered the applicable accounting and financial reporting guidance for prizes or components of net position.

**Recommendation:** We recommend that management review the underlying nature and agreements for each significant reported balance and assess reporting restricted components of net position and review/revise its accounting policies with regard to activities of the *Prize Fund*. Those policies should reflect the use of resources in conformity with State statute while also considering the financial condition of the Lottery.

**Views of responsible officials and planned corrective actions:** Management will review accounting policies for activities in the Prize Fund. The Lottery has been consistent in its reporting of prize liability since the Lottery's inception and that reporting is similar to reporting used by other state lotteries. We agreed with the auditor to revise the presentation of prize liability this year and will seek to find an appropriate presentation in future years.

**2015-002 – Regularly Review Third-Party Service Reports (Significant Deficiency)**

**Criteria:** Third party service organizations are entities that provide outsourcing activities that are relevant to the control environments at user organizations. A Type II SSAE 16 report is an independent report on the design and operating effectiveness of key controls at a service organization. A Type II SSAE 16 provides assurance to user organizations that the control objectives relating to the services provided by their service organization are suitably designed and operating effectively throughout the examination period.

**Condition and Context:** The Lottery utilizes reports and systems of GTECH, a service organization; however GTECH does not currently provide a Type II SSAE 16 report to the Lottery.

**Effect:** Errors, if any, in the reports provided to the Lottery by GTECH may not be detected in a timely manner.

**Cause:** GTECH does not appear to have a Type II SSAE 16 report available for the Lottery.

**Recommendation:** We recommended that management obtain and review SSAE 16/SAS 70 annually to ensure service providers have sufficient controls in place and are operating effectively given the significance of the information provided by GTECH to the Lottery.

**Views of responsible officials and planned corrective actions:**

We have formally requested IGT (formally GTech) to complete a SOC Report, type II for period of nine months 07/01/15 through 03/31/16 to remedy this finding.

**ARIZONA STATE LOTTERY  
A PROPRIETARY FUND OF THE STATE OF ARIZONA  
SCHEDULE OF PRIOR YEAR AUDIT FINDINGS  
YEAR ENDED JUNE 30, 2015**

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**2014-001 – Accounting and Reporting Components of Net Position (Significant Deficiency)**

*Status at June 30, 2015 – This finding was repeated in the current year as finding 2015-001.*

**2014-002 – Regularly Review Third-Party Service Reports (Significant Deficiency)**

*Status at June 30, 2015 – This finding was repeated in the current year as finding 2015-002.*