

MONTANA LOTTERY

FINANCIAL STATEMENTS
(Unaudited)

June 30, 2021

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(Unaudited)

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APPOINTIVE OFFICIALS

Scott Sales, Lottery Director

Bryan Costigan, Lottery Assistant Director for Security

LOTTERY COMMISSION

TERM EXPIRES

Tom Keegan	Helena	January 1, 2022
Leo Prigge	Butte	January 1, 2023
John Tarr	Helena	January 1, 2023
Tony Harbaugh	Miles City	January 1, 2025
Steve Morris	Helena	January 1, 2025

REPORT DISTRIBUTION – 2021

According to Section 23-7-202(9), MCA, copies of this report must be distributed to the following:

Governor – Greg Gianforte
Legislative Auditor – Angus Maciver
Speaker of the House – Wylie Galt

Director of DOA – Misty Ann Giles
President of the Senate – Mark Blasdel

The law also states, “the President of the Senate and the Speaker of the House will determine the report distribution to each member of the appropriate committee of each house of the legislature.” The President of the Senate and the Speaker of the House have requested that this report be distributed to the following committees:

HOUSE – STATE ADMINISTRATION COMMITTEE

Wendy McKamey	Sharon Greef	Marvin Weatherwax
Marta Bertoglio	Michele Binkley	Laurie Bishop
Geraldine Custer	Julie Dooling	Gregory Frazer
Denise Hayman	Ed Hill	Jessica Karjala
Kelly Kortum	Brian Putnam	Linda Reksten
Tyson Running Wolf	Frank Smith	Kenneth Walsh
Kathy Whitman		

HOUSE – BUSINESS AND LABOR COMMITTEE

Mark Noland	Ed Buttrey	Katie Sullivan
Kim Abbott	Fred Anderson	Willis Curdy
Neil Duram	Ross Fitzgerald	Moffie Funk
Steven Galloway	Steve Gist	Steve Gunderson
Derek Harvey	Denley Loge	Ron Marshall
Sara Novak	Andrea Olsen	Kerri Seekins-Crowe
Rynalea Whiteman Pena	Katie Zolnikov	

SENATE – STATE ADMINISTRATION COMMITTEE

Doug Kary	Janet Ellis	Gordan Vance
Mike Fox	Bryce Bennett	Ryan Osmundson
Mike Cuffe	Walt Sales	

SENATE – BUSINESS, LABOR, AND ECONOMIC AFFAIRS COMMITTEE

Steve Fitzpatrick	Gordon Vance	Carlie Boland
Jason Ellsworth	Mike Fox	Terry Gauthier
Bruce Gillespie	Christopher Pope	Jason Small
Cary Smith	Mark Sweeney	



September 2021

Montana Lottery Commission:

The past quarter has been an active one. The Lottery had a busy summer with managing our summer Scratch *Arctic Cat* game featuring a top prize of \$75,000 and a 4x4 ATV along with a trailer. There was also a second chance drawing for another ATV at the end of the promotion period. We have also been busy supporting our Sports Bet Montana product line and its expansion.

We had the best year ever in our sales to end the fourth quarter. Scratch, Powerball, Montana Cash, Mega Millions, Treasure Play, Lucky for Life, and Big Sky Bonus each experienced an increase over last year. Scratch bumped up by 17.6%, Powerball had an increase of 21.8%, Montana Cash increased by 13.0%, Mega Millions jumped up by 52.8%, Treasure Play by 28.2%, Lucky for Life inched up by 2.8%, and Big Sky Bonus increased by 11.9%. Sports Bet Montana added to our success as the product continues to grow, making up 37.0% of our total revenue for the year ended.

The rest of the games have seen a decrease compared to last year. Fantasy Games decreased in sales by 50.6%, and Lotto America decreased by 3.7%.

Overall, there was an increase in operating revenue of 87.6% along with an increase in direct game costs of 101.7%. Combined with a 0.3% increase in operating expenses, the transfer for the quarter ended is \$3,446,827 which is \$1,368,106 more than last year, which is a 65.8% increase. The percentage of transfer to revenue was 11.8% this year compared to 14.3% last year.

We are looking forward to a busy fall with another round of our Montana Millionaire game, along with our continued betting opportunities for our Sports Bet Montana players, our retailer events, along with the introduction of new Scratch and Treasure Play games.

Sincerely,

Scott Sales
Lottery Director

MONTANA LOTTERY
STATEMENT OF NET POSITION
JUNE 30, 2021 AND 2020
(Unaudited)

	Period Ended June 30, 2021	Period Ended June 30, 2020
ASSETS:		
CURRENT ASSETS		
Cash and Cash Equivalents	\$ 3,009,215	\$ 1,555,069
Receivables (Net)	4,570,572	3,514,044
Inventories	525,183	404,674
Prepaid Expenses	19,806	26,922
TOTAL CURRENT ASSETS	8,124,776	5,500,709
NONCURRENT ASSETS		
Computer, Furniture & Equipment	664,636	630,514
Leasehold Improvements	98,793	98,793
Accumulated Depreciation	(596,441)	(545,566)
Multi-State Reserve fund	1,068,243	1,103,051
TOTAL NONCURRENT ASSETS	1,235,231	1,286,792
DEFERRED OUTFLOWS OF RESOURCES		
Pension Deferred Outflows	567,499	305,769
OPEB Deferred Outflows	290,331	41,414
TOTAL DEFERRED OUTFLOWS OF RESOURCES	857,830	347,183
COMBINED ASSETS AND DEFERRED OUTFLOWS OF RESOURCES	\$ 10,217,837	\$ 7,134,684
LIABILITIES:		
CURRENT LIABILITIES		
Accounts Payable	\$ 958,257	\$ 1,009,869
Estimated Prize Liability	3,533,831	2,173,172
Loan Payable	0	80,000
Transfer Obligations	3,446,827	2,078,721
Unearned Revenue	236,555	200,685
Accrued Compensated Absences	113,027	110,321
TOTAL CURRENT LIABILITIES	8,288,497	5,652,768
NONCURRENT LIABILITIES		
Multi-State Prize Liability	924,365	979,256
Accrued Compensated Absences	147,146	155,477
Net Pension Liability	2,448,441	1,772,282
Other Post Employment Benefits	382,400	118,213
TOTAL NONCURRENT LIABILITIES	3,902,352	3,025,228
DEFERRED INFLOWS OF RESOURCES		
Pension Deferred Inflows	161,783	282,766
OPEB Deferred Inflows	83,675	71,609
TOTAL DEFERRED INFLOWS OF RESOURCES	245,458	354,375
COMBINED LIABILITIES AND DEFERRED INFLOW OF RESOURCES	12,436,307	9,032,371
NET POSITION		
Net Investment in Capital Assets	166,988	183,741
Unrestricted	(2,385,458)	(2,081,428)
TOTAL NET POSITION	\$ (2,218,470)	\$ (1,897,687)

The accompanying notes are an integral part of these financial statements.

MONTANA LOTTERY
STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET POSITION
FOR THE QUARTER AND YEAR ENDED JUNE 30, 2021 AND 2020
(Unaudited)

	Quarter Ended June 30, 2021	Quarter Ended June 30, 2020	Year Ended June 30, 2021	Year Ended June 30, 2020
OPERATING REVENUES:				
Scratch ticket revenue	\$ 7,134,764	\$ 9,470,011	\$ 28,496,364	\$ 24,239,036
Powerball revenue	2,210,062	1,898,871	10,439,128	8,567,805
Montana Cash revenue	1,323,340	1,618,345	6,099,890	5,398,679
MT Millionaire revenue	0	0	3,600,000	3,600,000
MT Sports Action revenue	395	337	3,177	6,425
Mega Millions revenue	1,725,869	1,458,777	7,600,018	4,974,381
Treasure Play revenue	2,073,654	1,281,893	7,187,574	5,604,668
Lucky for Life revenue	703,818	668,024	2,753,824	2,679,458
Big Sky Bonus revenue	732,516	665,348	2,655,578	2,372,194
Lotto America revenue	531,700	436,304	1,870,372	1,941,914
Sports Bet revenue	10,964,294	465,564	41,588,284	476,518
License, permits, and misc	(1,477)	(1,562)	33,911	30,073
Total Operating Revenues	27,398,935	17,961,912	112,328,120	59,891,151
Less Direct Game Costs:				
Scratch ticket prize expense	4,822,398	6,180,392	18,838,885	15,791,608
On-line ticket prize expense	5,420,940	4,691,607	24,306,469	20,603,822
Sports Bet ticket prize expense	9,424,264	370,790	37,202,632	370,790
Retailer commission	1,835,850	1,325,218	7,549,522	4,165,531
Cost of tickets sold	(69,993)	399,651	904,983	1,026,103
Vendor fees	1,212,791	1,594,127	5,767,248	4,926,037
Total Direct Game Costs	22,646,250	14,561,785	94,569,739	46,883,891
Income Before Operating Expenses	4,752,685	3,400,127	17,758,381	13,007,260
OPERATING EXPENSES:				
Advertising	130,506	138,291	504,333	481,174
Advertising Production	86,875	69,827	197,092	275,730
Audit Fees	16,034	17,644	66,652	65,675
Bad Debts Expense	(313)	0	(1,041)	2,136
Communications	83,031	43,132	212,875	160,174
Contractual Services	51,496	57,628	182,674	169,718
Depreciation and Amortization	11,679	14,572	50,875	56,143
Administrative Service Fee	21,425	21,425	85,699	85,699
Multi-State Dues	0	0	0	0
Public Relations	7,670	231	37,754	49,972
Other	(513)	11,704	48,083	55,726
Personal Services	563,761	546,388	2,474,769	2,310,013
Repairs and Maintenance	2,159	3,431	12,136	17,726
Supplies and Materials	105,201	170,098	169,182	292,086
Travel	6,809	(236)	19,191	26,400
Utilities and Rent	59,582	58,317	240,466	239,708
Total Operating Expense	1,145,402	1,152,452	4,300,740	4,288,080
Operating Income	3,607,283	2,247,675	13,457,641	8,719,180
NONOPERATING REVENUES (EXPENSES)				
Interest earnings	573	3,910	3,705	26,763
Gain/Loss on sale of asset	0	0	0	0
Pension Expense	(451,287)	(200,503)	(451,287)	(200,503)
OPEB Expenses	(30,522)	(12,322)	(30,522)	(12,322)
Total Nonoperating Revenues(Expenses)	(481,236)	(208,915)	(478,104)	(186,062)
Income Before Operating Transfers	3,126,047	2,038,760	12,979,537	8,533,118
Operating Transfers Out - General Fund	(3,196,827)	(1,953,721)	(12,300,316)	(8,073,079)
Operating Transfers Out - OCHE	(250,000)	(125,000)	(1,000,000)	(500,000)
Total Operating Transfers	(3,446,827)	(2,078,721)	(13,300,316)	(8,573,079)
CHANGE IN NET POSITION	(320,782)	(39,961)	(320,782)	(39,961)
Total Net Position, Beginning of Period	(1,897,687)	(1,999,759)	(1,897,687)	(1,999,759)
Prior Period Adjustments (GASB 75)	-	142,033	-	142,033
TOTAL NET POSITION, END OF PERIOD	\$ (2,218,470)	\$ (1,897,687)	\$ (2,218,470)	\$ (1,897,687)

The accompanying notes are an integral part of these financial statements.

MONTANA LOTTERY
STATEMENT OF REVENUES, EXPENDITURES AND CHANGES IN NET POSITION
AND RECONCILIATION OF BUDGET AND ACTUAL (BUDGETARY BASIS) TO GAAP BASIS
FOR THE YEAR ENDED JUNE 30, 2021
(Unaudited)

	<u>Budget</u> Fiscal Year July 1, 2020- June 30, 2021	<u>Actual</u> Year Ended June 30, 2021 (Unaudited)	Actual as a Percent of Final Budget (%)
REVENUES:			
Scratch ticket revenue	\$ 20,550,000	\$ 28,496,364	138.67
Powerball revenue	10,000,000	10,439,128	104.39
Montana Cash revenue	5,570,000	6,099,890	109.51
MT Millionaire revenue	3,600,000	3,600,000	100.00
MT Sports Action (Admin Fees)	9,000	3,177	35.30
Mega Millions revenue	5,350,000	7,600,018	142.06
Treasure Play revenue	6,270,000	7,187,574	114.63
Lucky for Life revenue	2,710,000	2,753,824	101.62
Big Sky Bonus revenue	2,500,000	2,655,578	106.22
Lotto America revenue	1,990,000	1,870,372	93.99
Sports Bet revenue	30,000,000	41,588,284	0.00
License, permits, and miscellaneous	25,000	33,911	135.64
Total Revenues	<u>88,574,000</u>	<u>112,328,120</u>	126.82
DIRECT GAME COSTS:			
Prizes - Scratch ticket	13,141,725	18,838,885	143.35
Prizes - Lotto games	42,914,500	59,460,383	138.56
Prizes - MT Millionaire	2,060,000	2,048,718	99.45
Retailer commissions	6,119,700	7,549,522	123.36
Ticket cost - scratch games	977,220	904,983	92.61
Ticket cost - vendor fees	7,083,200	5,767,248	81.42
Total Direct Game Costs	<u>72,296,345</u>	<u>94,569,739</u>	130.81
OPERATING EXPENSES:			
Advertising	644,000	504,333	78.31
Advertising Production	250,000	197,092	78.84
Audit Fees	67,216	66,652	99.16
Communications	163,775	212,875	129.98
Contractual Services	230,324	182,674	79.31
Administrative Service Fee	90,000	85,699	95.22
Multi-State Dues	65,000	0	0.00
Public Relations	105,000	37,754	35.96
Other	166,500	48,083	28.88
Personal Services	2,712,749	2,474,769	91.23
Repairs and Maintenance	29,000	12,136	41.85
Supplies and Materials	313,871	169,182	53.90
Travel	57,300	19,191	33.49
Utilities and Rent	240,566	240,466	99.96
Equipment	50,000	24,515	49.03
Total Operating Expenses	<u>5,185,301</u>	<u>4,275,421</u>	82.45
Operating Income	11,092,354	13,482,960	121.55
NONOPERATING REVENUES (EXPENSES):			
Interest Earnings	25,000	2,664	10.66
Gain/(Loss) on Sale on Asset	0	0	
OPEB Expense	0	(30,522)	
Pension Expense	0	(451,287)	
NET INCOME (BUDGETARY BASIS)	<u>\$ 11,117,354</u>	<u>\$ 13,003,815</u>	116.97
RECONCILIATION OF BUDGETARY/GAAP BASIS:			
Capitalized equipment purchases	50,000	24,515	49.03
Adjustment for depreciation expense	(56,000)	(50,875)	90.85
Bad Debts	0	1,041	0.00
MUSL interest earnings	2,500	1,041	41.64
Total Reconciling Items	(3,500)	(24,278)	
NET INCOME (GAAP BASIS)	<u>\$ 11,113,854</u>	<u>\$ 12,979,537</u>	116.79

The accompanying notes are an integral part of these financial statements.

MONTANA LOTTERY
ANALYSIS OF REVENUES AND EXPENSES BY PRODUCT
FOR THE YEAR ENDED JUNE 30, 2021

(Unaudited)

REVENUES:	SCRATCH	POWERBALL	MONTANA CASH	MT MILLIONAIRE	MEGA MILLIONS	TREASURE PLAY	LUCKY FOR LIFE	BIG SKY BONUS	LOTTO AMERICA	SPORTS BET	MT SPORTS ACTION	ADMIN
	\$ 28,496,364	\$ 10,439,128	\$ 6,099,890	\$ 3,600,000	\$ 7,600,018	\$ 7,187,574	\$ 2,753,824	\$ 2,655,578	\$ 1,870,372	\$ 41,588,284	\$ 3,177	\$ 33,911
DIRECT GAME COSTS:												
Prize Expense	18,838,885	5,112,141	3,505,668	2,048,718	3,728,238	5,327,419	1,799,293	1,849,674	910,578	37,202,632	0	24,740
Retailer Commissions	2,616,586	523,981	305,039	180,000	380,044	584,729	137,691	132,779	93,528	2,595,145	0	0
Cost of Tickets Sold	904,983	0	0	0	0	0	0	0	0	0	0	0
Vendor Fees	2,270,245	845,951	496,138	299,160	614,775	582,121	224,105	267,678	149,430	17,645	0	0
NET OPERATING REVENUE	3,865,665	3,957,055	1,793,045	1,072,122	2,876,961	693,305	592,735	405,447	716,836	1,772,862	3,177	9,171
OPERATING EXPENSES:												
Advertising	136,760	22,344	56,669	49,864	36,010	275	22,825	54,080	275	125,310	0	125
Advertising Production	64,919	7,567	350	55,824	12,636	0	924	53,172	0	1,700	0	0
Audit Fees	0	0	0	0	0	0	0	0	0	0	0	66,652
Bad Debts	0	0	0	0	0	0	0	0	0	0	0	(1,041)
Communications	89,059	0	0	0	0	0	0	0	0	0	0	123,816
Contractual Services	0	0	0	3	0	0	0	0	0	13,196	0	169,475
Depreciation and Amortization	9,666	4,579	4,579	5,088	4,070	3,053	3,053	3,053	4,070	2,544	3,561	3,561
Administrative Service Fee	20,568	8,570	7,713	5,999	4,285	4,285	4,285	4,285	4,285	3,428	3,428	13,712
Multi-State Dues	0	0	0	0	0	0	0	0	0	0	0	0
Public Relations	0	0	0	0	0	0	0	0	0	4,500	0	33,254
Other	0	0	0	0	0	0	0	0	0	33	0	48,050
Personal Services	519,701	321,720	247,477	173,234	148,486	98,991	123,738	123,738	123,738	74,243	0	395,963
Repairs and Maintenance	0	0	0	0	0	0	0	0	0	12,136	0	12,136
Supplies and Materials	0	0	0	0	0	0	0	0	0	32,097	0	137,085
Travel	0	0	0	0	0	0	0	0	0	0	0	19,191
Utilities and Rent	1,169	1,285	643	0	643	643	643	643	643	643	0	233,514
TOTAL OPERATING EXPENSES	841,842	366,065	317,431	289,812	206,130	107,247	155,468	238,971	133,011	308,046	81,232	1,255,493
OPERATING INCOME	3,023,823	3,590,990	1,475,614	782,310	2,670,831	586,058	437,267	166,476	583,825	1,464,816	(78,055)	(1,246,322)
NONOPERATING REVENUES (EXPENSES)												
Interest Earnings	0	0	0	0	0	0	0	0	0	0	0	3,705
Pension Expenses	0	0	0	0	0	0	0	0	0	0	0	(451,287)
Gain(Loss) on Sale of Asset	0	0	0	0	0	0	0	0	0	0	0	0
OPEB Expenses	0	0	0	0	0	0	0	0	0	0	0	(30,522)
TOTAL NONOPERATING REVENUES (EXPENSES)	0	0	0	0	0	0	0	0	0	0	0	(478,104)
NET INCOME BY PRODUCT	\$ 3,023,823	\$ 3,590,990	\$ 1,475,614	\$ 782,310	\$ 2,670,831	\$ 586,058	\$ 437,267	\$ 166,476	\$ 583,825	\$ 1,464,816	\$ (78,055)	\$ (1,724,426)
PROFIT AS A % OF REVENUE	10.61%	34.40%	24.19%	21.73%	35.14%	8.15%	15.88%	6.27%	31.21%	3.52%	N/A	N/A

NOTE: THIS IS TWELVE MONTHS' ACTIVITY AND THEREFORE SHOULD NOT BE INTERPRETED TO SHOW HOW OUR PRODUCTS HAVE PERFORMED IN PAST YEARS OR WILL PERFORM IN THE FUTURE.

MONTANA LOTTERY
Notes to the Financial Statements (Unaudited)
June 30, 2021

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Reporting Entity.

The Montana Lottery, established under the provisions of Section 23-7-101, Montana Code Annotated (MCA), was approved by the Montana electorate through Legislative Referendum No. 100 on November 4, 1986.

Montana's first lottery tickets went on sale June 24, 1987.

The Montana Lottery is operated by a five-member commission consisting of Montana residents appointed by the Governor. The Commission, by law, has the power to operate a state lottery, determine the types and forms of lottery games, set the ticket price, number and size of prizes, conduct lottery drawings, enter into agreements to offer lottery games in conjunction with other lottery states and countries, and prepare financial reports. The Montana Lottery is attached to the Montana Department of Administration for administrative purposes.

The Montana Lottery is included as an enterprise fund in the State of Montana's Comprehensive Annual Financial Report. In accordance with governmental accounting and financial reporting standards, there are no component units to be included within the Montana Lottery's financial statements as a reporting entity.

Basis of Presentation. The Montana Lottery reports its financial activity in accordance with generally accepted accounting principles (GAAP) as prescribed in pronouncements of the Governmental Accounting Standards Board (GASB).

Enterprise Fund. The Montana Lottery is classified as an Enterprise Fund of the Proprietary Fund Type. Enterprise Funds account for operations: a) financed and operated similar to private business enterprises, where the intent of the Legislature is that costs are to be financed or recovered primarily through user charges, or b) where the Legislature has decided that periodic determination of revenue earned, expenses incurred, or net income is appropriate.

Basis of Accounting. The Montana Lottery's financial statements are prepared using the accrual basis of accounting. Revenues are recognized in the accounting period in which they are earned and become measurable; expenses are recognized in the period incurred, if measurable.

Property and Equipment. Property and equipment are recorded at cost. Donated property and equipment are recorded at their estimated fair market value at the date of donation. Ordinary maintenance and repairs are charged to operations as incurred; major renewals and betterments are capitalized. Upon disposition or retirement of property and equipment, the cost and related accumulated depreciation or amortization are removed from the accounts. Gain or loss on disposal is reflected in non-operating revenues and expenses. Depreciation and amortization are calculated on a straight-line basis over estimated useful lives of three to ten years. The Lottery conforms to the State of Montana capitalization threshold for capitalizing property and equipment as well as buildings and building/land improvements. The threshold for capitalizing property and equipment is \$5,000 and the threshold for capitalizing buildings/land improvements is \$25,000.

Revenue Recognition. Lottery scratch ticket sales are recorded as revenue based on the time the retailer activates the pack of tickets for sale. In accordance with an established policy, retailers may return unsold tickets to the Lottery for credit. Sales are decreased by an allowance for estimated ticket returns.

Ticket sales for on-line games Powerball, Montana Cash, Montana Millionaire, Mega Millions, Lucky for Life, Big Sky Bonus, and Lotto America are recorded as revenue based on drawings. Tickets sold in advance for future drawings are recorded as unearned revenue until such time as the tickets become valid for the most current drawing.

Ticket sales for Fantasy Sports games are based upon MCA 23-4-302 and an interagency agreement between the Lottery and the Board of Horse Racing. The Lottery is only a facilitator of these games and charges an administrative fee for this service. The actual sales of these games are not reflected on the Lottery's financial statements as they are not income to the Lottery.

Ticket sales for Sports Bet Montana wagers are recorded as revenue when the specific event for the bet has occurred and become official. All other wagers for future events that are placed by players are recorded as deferred revenue until such time the specific event has happened and is official.

Classification of Revenues. The Lottery has classified its revenues as either operating or non-operating according to the following criteria:

Operating revenues – include activities that have characteristics of exchange transactions, including (1) ticket sales, net of returns, and (2) retailer license fees and administrative fees in relation to selling lottery tickets.

Non-Operating revenues – include activities that have the characteristics of non-exchange transactions, such as gifts and other revenue sources that are defined as non-operating revenues by GASB No. 9, "Reporting Cash Flows of Proprietary and Nonexpendable Trust Funds and Governmental Entities That Use Proprietary Fund Accounting," and GASB No. 34, "Basic Financial Statements and Management Discussion and Analysis for State and Local Governments." Types of revenue sources that fall into this classification are investment income, and gain or loss on disposition of assets.

2. OTHER ACCOUNTING ISSUES

Free Tickets. Some Montana Lottery scratch games award free tickets as prizes. Net lottery ticket revenue does not include the value of free tickets given away and free plays won. The face value of these free ticket prizes distributed for the quarter and year ended June 30, 2021, respectively, were \$446,262 and \$1,455,275.

Promotional Credits. The Lottery issues promotional credits to retailers to be used to distribute free tickets to players. The tickets are distributed as part of a promotion run by the retailer, e.g., "Ask for the Sale" or second chance drawings. The Lottery also directly distributes scratch tickets for promotional purposes at trade shows, for media give-aways, and during new game introductions. The tickets distributed as a result of promotional credits are reflected as a reduction in revenue. The related prize expense and ticket cost for all promotions are reclassified as an advertising expense. For the quarter ended June 30, 2021, promotional credits resulted in a revenue reduction of approximately \$2,588 and an expense reclassification of approximately \$2,490. For the year ended June 30, 2021, promotional credits resulted in a revenue reduction of approximately \$8,573 and an expense reclassification of approximately \$6,912.

Prizes. Expenses for scratch prizes are recorded based on the predetermined prize structure for each game. Expenses for lotto prizes are recorded based on the predetermined prize structure for each individual game. No prize expense is recorded for free tickets distributed.

Unclaimed Prizes. Prizes for the on-line games must be claimed within six months after the appropriate draw date. Prizes for scratch games must be claimed within six months of the announced end of each game. The unclaimed prize amounts for the Montana Lottery games are taken as a reduction in the Lottery Prizes Payable liability and the Prize Expense and are transferred to the State of Montana General Fund as a portion of the quarterly transfer. The amount of unclaimed prizes for all Montana Lottery games is represented in the table below.

	Quarter Ended 6/30/21	Quarter Ended 6/30/20	Year To Date 6/30/21	Year To Date 6/30/20
Lotto	\$115,114	\$123,897	\$412,979	\$ 488,644
Scratch	\$ 18,811	\$233,574	\$530,163	\$ 636,296
TOTALS	\$133,925	\$357,471	\$943,142	\$1,124,940

3. SUMMARY OF ACCOUNTS

Cash and Cash Equivalents. Cash and cash equivalents consist of interest-bearing deposits with the Montana Board of Investments short-term investment pool, cash on deposit in revolving account with a non-state financial institution and cash on deposit with the Montana State Treasurer that is part of the State's pooled cash and is not separately identifiable as to specific types of securities. These funds are highly liquid and may be drawn on daily.

Cash and cash equivalents consist of the following:

	June 30,	
	2021	2020
Short-term investment pool	\$ 524,332	\$1,521,062
Cash on deposit with State Treasurer	2,474,683	23,807
Cash in revolving deposit account	10,000	10,000
Cash on hand	200	200
TOTALS	\$3,009,215	\$1,555,069

The bank balance of the revolving deposit account, not including outstanding deposits or checks, was \$47,099 at June 30, 2021 and was covered by federal depository insurance. The carrying amount reported in the balance sheet for cash and cash equivalents approximates the fair market value.

Receivables. Receivables include \$5,122,672, representing amounts due the Lottery for tickets purchased by retailers. Receivables also include \$69 for interest income due from the Montana Board of Investments short-term investment pool. An allowance for ticket returns is included in the receivables amount. This allowance represents a reduction in receivables at June 30, 2021, for estimated ticket returns. This is an estimate based on returns received to date, as well as an estimate of tickets unsold by retailers for games that have a public sale end date prior to July 1, 2021. The allowance for ticket returns is \$600,184 at June 30, 2021. The return of vendor fees related to the allowance for returns is \$48,015.

For the year ended June 30, 2020, receivables include \$3,944,776, representing amounts due the Lottery for tickets purchased by retailers. Receivables also include \$675 for interest income due from the Montana Board of Investments short-term investment pool. An allowance for ticket returns is included in the receivables amount. This allowance represents a reduction in receivables as of June 30, 2020, for estimated ticket returns. This is an estimate based on returns received to date, as well as an estimate of tickets unsold by retailers for games that have a public sale end date prior to July 1, 2020. The allowance for ticket returns is \$470,506 as of June 30, 2020. The return of vendor fees related to the allowance for returns is \$39,099.

Inventories. Inventories consist of merchandise and supplies inventories. Merchandise inventory for the years ended June 30, 2021 and 2020 include scratch tickets valued at \$396,631 and \$306,802, respectively, that are stored in the warehouse, at retailers prior to being activated by the retailer, and with the marketing representatives. These ticket inventories are recorded at cost using the specific identification method and maintained on a perpetual inventory system. Tickets are charged to cost of tickets sold upon activation or after game end.

Supplies inventories include ticket dispensers, premiums and point-of-sale materials. For the years ended June 30, 2021, and 2020, supplies inventories totaled \$128,552 and \$97,872, respectively. These inventories are also recorded at cost using the specific identification method.

Property and Equipment. A summary of property and equipment for the Lottery is as follows:

	June 30, 2020	Additions	Deletions	June 30, 2021
Leasehold Improvements	\$ 98,793	\$ -	\$ -	\$ 98,793
Furniture & Equipment	\$ 630,514	\$ 34,122	\$ -	\$ 664,636
Accumulated Depreciation	\$(545,566)	\$(50,875)	\$ -	\$(596,441)

Estimated Prize Liability. The estimated prize liability represents the Lottery's estimate of prizes payable related to games in process at quarter end based on the predetermined prize structure of each outstanding game.

Obligation to Transfer Funds. The Lottery is required to transfer its net revenue to the Montana State General Fund. This change was enacted through the passage of SB83 by the 1995 Legislature and signed into law in April 1995. The 2019 Legislature passed SB60 which changed the transfer requirements. Going forward, the Lottery is to transfer a set amount to the STEM scholarship first, and any residual would be transferred to the General Fund. The transfer obligations outstanding at June 30, 2021 were \$3,196,827 to the General Fund and \$250,000 to OCHE.

Compensated Absences. State employees earn vacation leave ranging from 15 to 24 days per year depending on the individual's years of service. Vacation leave may be accumulated not to exceed two times the maximum number of days earned annually. With no limit on accumulation, sick leave is earned at 12 days per year. Upon retirement or termination, an employee is paid 100% for unused vacation and 25% for unused sick leave. The Lottery's liability for compensated absences is detailed below.

<u>Balance</u>	<u>Net Leave</u>	<u>Balance</u>
<u>June 30, 2020</u>	<u>Earned/(Used)</u>	<u>June 30, 2021</u>
\$265,798	\$(5,625)	\$260,173

Commissions. Section 23-7-301(10), MCA, provides retailers a commission on scratch and lotto tickets or chances sold. The Lottery Commission established this commission at 5% (6% for Sports Betting) of the face value of scratch tickets activated by the retailers and the face value of lotto tickets sold. Section 23-4-302 (5)(b)(i), MCA establishes a 5% commission of the face value of Fantasy Sports tickets sold. Retailers earn a commission rate of 6% on all Sports Bet Montana wagers place. In addition retailers can earn bonus commissions on tickets sold based on incremental sales of scratch and Treasure Play tickets. For the years ended June 30, 2021 and 2020, retailers earned bonus commissions of \$1,374,623 and \$1,219,143, respectively.

4. PAYMENTS TO OTHER STATE AGENCIES

The Lottery receives a variety of services, supplies, and materials from other state agencies. These services and materials are detailed below for the nine months ended June 30, 2021:

Insurance	\$ 16,097
Warrant Writing Services	1,550
Payroll Services	8,013
Audit Fees	66,652
Computer Fees	141,977
Records Retention	1,170
Printing	9,755
State Accounting System Support	3,670
Supplies and Materials	3,644
Mail Processing Fees	7,720
Other	6,025
Administrative Service Fees	<u>85,699</u>
TOTAL	\$351,972

5. PRIZES

Paid Prizes. Section 23-7-402, MCA states, "A minimum of 45% of the money paid for tickets or chances must be paid as prize money". Prize expense is recorded based on the predetermined prize structure percentage for each game less unclaimed prizes. For the year ended June 30, 2021, the prize expense of \$80,347,986 is 71.6% of net Lottery ticket revenue of \$112,291,032. For the year ended June 30, 2020, the prize expense of \$36,766,220 is 61.4% of net Lottery ticket revenue of \$59,854,653.

6. MULTI-STATE LOTTERY

In November 1989 the Montana State Lottery joined the Multi-State Lottery Association (MUSL). MUSL was created in September 1987 to operate a multi-state lottery game for the benefit of party lotteries. Powerball, Mega Millions, and Lotto America are the games jointly operated by the members, in which Montana presently participates. Each lottery participating in MUSL is represented on the Board of Directors. The Multi-State Lottery Reserve Fund with balances of \$1,068,243 and \$1,103,051 as of June 30, 2021 and 2020, respectively, is comprised of several reserve accounts, which are maintained by the Multi-State Lottery Association (MUSL). The balance of these reserve accounts is as follows:

	June 30, <u>2021</u>	June 30, <u>2020</u>
Powerball Prize Reserve Account	\$ 323,923	\$ 358,251
Powerball Set Prize Reserve Account	152,613	162,178
Powerball Unreserved Account	143,878	123,796
Lotto America Prize Reserve Account	132,263	122,566
Mega Millions Prize Reserve Account	<u>315,568</u>	<u>336,260</u>
Total	<u>\$1,068,243</u>	<u>\$1,103,051</u>

The Powerball Prize Reserve Account is to be used only in the event of an unanticipated prize claim. It is an insurance fund intended to protect the member lotteries against the liability that could result from a system failure at one of the member lotteries. All money paid to this fund would be returned to the Lottery one year after the Lottery leaves the Powerball game, assuming that no unanticipated prize claims have been paid. Interest earned on the Lottery's share of the fund, represented by the Unreserved Account, would be returned to the Lottery upon leaving MUSL. The amounts in the Unreserved Account may be used at the MUSL Board's discretion.

The Powerball Set Prize Reserve Account is used to fund prize payments for current drawings. Since the Powerball game has fixed prizes, it is often necessary to draw from this reserve to fund payment of prizes at the fixed amount. This account would be returned to the Lottery upon withdrawal from the Powerball Game.

The Lottery contributes to these reserve funds through the 50% set aside for prizes. In addition, the Lottery was required to contribute for its portion of the reserve funds accumulated since the start of the Powerball game. Payments made to this fund are considered a portion of prize expense associated with the game.

The Powerball Unreserved Account is a separate account used by a participating Lottery to have MUSL hold funds due to the Lottery. Balances in this account are created when any MUSL jackpot expires and goes unclaimed. Each Lottery is then refunded its pro rata share of the jackpot based on sales during the accumulation of that specific jackpot. This money is then invested in U.S. Treasury securities until withdrawn. Interest earned on the Lottery's share of the fund is added to the Unreserved Account on a quarterly basis. The amount in the Unreserved Account has limited uses and are set and approved by the Board with the stipulation that requests to use the funds are accompanied by certification from the requesting Board Member that the payment is made in conformance with state or jurisdiction law and is related to a MUSL activity.

The Lotto America Set Prize Reserve Account is administered by MUSL and is to be used only in the event of unanticipated prize claims. Like other MUSL games the reserve amount would be returned to the Lottery one year after withdrawal from the Lotto America game. The Lottery contributes to the reserve through the 50% set aside for prizes. Payments made to the reserve are considered a portion of the prize expense related to the game.

The Mega Millions Prize Reserve Account is to be used only in the event of an unanticipated prize claim. It is an insurance fund intended to protect the member lotteries against the liability that could result from a system failure at one of the member lotteries. All money paid to this fund would be returned to the Lottery one year after the Lottery leaves the Mega Millions game, assuming that no unanticipated prize claims have been paid. The Lottery contributes to the reserve through the 50% set aside for prizes for Mega Millions plays and 50% for Megaplier plays. Payments made to the reserve are considered a portion of the prize expense related to the game. The Lottery had just started cross-selling Mega Millions during the fiscal year end 2010.

7. GAMES

Currently, the Montana Lottery games are scratch ticket games, eight lotto games referred to as Powerball, Montana Ca\$h, Mega Millions, Treasure Play, Lucky for Life, Big Sky Bonus, Lotto America, and Montana Millionaire, a limited edition lottery game. The lottery is facilitating Fantasy Sports Games on behalf of the Board of Horse Racing. Currently the Lottery is selling the Montana Sports Action Fantasy Football and the Racing games. The Lottery also implemented Sports Bet Montana which is a sports wagering game.

Scratch ticket games provide players the opportunity to win instantly by scratching latex covering to reveal a prize.

The Powerball game allows players the chance to win a minimum pari-mutuel jackpot of approximately \$40 million. A player must match all 6 numbers to win the jackpot. Players win prizes ranging from \$4 to \$1,000,000 for matching fewer than all 6 numbers. Drawings are held twice weekly on Wednesday and Saturday nights. For any drawing, if no ticket matches 6 out of 6 numbers, the jackpot rolls over to the next drawing to create a progressive jackpot. In March 2001, the Lottery added Power Play to the Powerball game. For an additional \$1 per play, the Power Play doubles the Match 5 prize from \$1 million to \$2 million and increases other prizes as well. Each Powerball prize (except for the jackpot and the Match 5 prize) increases by 2x, 3x, 4x, 5x, or 10x with Power Play.

The Montana Ca\$h game allows players the chance to win a minimum pari-mutuel jackpot of \$40,000. Players select 5 numbers from a field of 45 and must match at least 2 out of 5 to win a prize. Matching 2 of 5 wins \$1, 3 of 5 wins \$5 and 4 of 5 wins \$200. The Lottery also implemented an add-on jackpot where for an extra \$1 a player is entered into a second jackpot called Max Cash. This second jackpot, which is progressive, can only be won if the ticket wins the original jackpot first and the extra \$1 was paid. The drawing is conducted twice weekly on Wednesday and Saturday nights. If no ticket matches all 5 numbers, the jackpot rolls over to the next drawing to create a progressive jackpot.

Lotto America allows players in the 13 participating lotteries a chance to win an all-cash pari-mutuel jackpot with a guaranteed minimum of \$2 million. Each time the jackpot is not won, it grows, thus creating a progressive jackpot. Players choose five numbers from 1 to 52, and one Bonus number from 1 to 10. To win the pari-mutuel jackpot, a player must match all six numbers. Drawings are held twice weekly on Wednesday and Saturday nights. A multiplier called the All Star Bonus can be added to win 2X, 3X, 4X, or 5X to any prize except the jackpot for bigger prizes. Drawings are held every Wednesday and Saturday.

Mega Millions is a multi-state game that allows players to win a minimum pari-mutuel jackpot starting at \$40 million. Mega Millions went on sale March 1, 2010 in Montana. To win the jackpot, players must match all six numbers drawn; other prizes range from \$2 to \$1,000,000. Drawings are held each Tuesday and Friday. Mega Millions has a Megaplier option which multiplies non-jackpot prizes by two, three, or four. The Megaplier options costs \$1 extra per play.

Lucky for Life debuted January 2015. Lucky for Life is a multi-state game that allows players to win a top prize of \$1,000 a day for life. The second prize is \$25,000 a year for life. This pari-mutuel game has a set top prize and tickets cost \$2 each. Players select five numbers from a field of 48 and must match at least the Lucky Ball to win a prize. The drawings are conducted twice weekly on Monday and Friday nights.

The Treasure Play games are offered on self-serve terminals in taverns and casinos that are licensed to sell Montana Lottery products. Introduced in November 2011, they are a suite of games with a pre-determined prize structure like a scratch game. Players can tell instantly if they have won a prize. The tickets sell for \$1, \$2, \$3, \$5, and \$10.

Big Sky Bonus is a Montana-only game that allows players to win a progressive jackpot. Players select 4 numbers from a field of 28 and must match at least 2 out of 4 to win a prize unless you hit the bonus number which is a 5th number picked out of a field of 17. Matching the bonus number at any time wins \$10. Matching 2 of 4 wins \$2, 3 of 4 wins \$20, and 4 of 4 wins the jackpot. The drawing is held every day at 7:30 pm. If no ticket matches all 4 numbers, the jackpot rolls over to the next day to create a progressive jackpot.

Montana Sports Action is a product line introduced by the Lottery in August 2008 on behalf of the Board of Horse Racing. Montana Sports Action Fantasy Football was the first game within the Fantasy Sports Games to begin. Players choose five eligible offensive players and a defensive unit from the official roster of professional football players and teams, to create their own team. The players then choose a play amount (\$5, \$10, \$20, \$50, or \$100) which determines the shares the player is eligible to win should their team have one of the three highest point totals for the week. With concurrence with the Board of Horse Racing, both Racing and Football products offered by the Lottery were terminated in July 2021.

After completion of each week's professional football games, points are assigned to football players and defensive units based on their performance to determine the Lottery players' team's performance. Prizes paid must be 73% of sales for the week. How much the player wins is determined by their team's points and their share (\$5 per share). Ticket sales are allowed each week of the professional football season beginning Tuesday morning for that week's games with no advanced purchasing allowed.

Fantasy Racing was introduced in February 2009, and follows the NASCAR® Sprint Cup Series. Fantasy Racing teams are created by selecting a driver from the top nine-ranked drivers for the week; three drivers ranked from ten through 34; and one driver ranked 35 or above. The sixth element in a player's Fantasy Racing team is the number of yellow-flag cautions the player believes might occur in that week's race. Players also choose the number of shares they wish to buy (\$5, \$10, \$20, \$50 or \$100). Like Fantasy Football, the number of shares determines the amount of the prize each winning ticket will win. After each Sprint Cup race, points are assigned to each driver's performance, and teams with the top three point totals win. Ticket sales begin each week on Monday.

Montana Millionaire is a seasonal raffle-type game offering a \$1 million top prize. The first offering went on sale October 1, 2007. The lottery has sold the game every winter since. Tickets are sold sequentially, and the 2020 game offered 180,000 tickets, which sell for \$20 each. Early bird drawings for \$15,000 and \$25,000 were offered on Thanksgiving weekend and the second week of December to stimulate early sales. There were also 550 \$100 instant winners and 750 \$500 instant winners. Available tickets for the game sold out prior to the expected end of the game, selling out on November 21, 2020. One \$1 million prize was awarded, along with one \$250,000 prize, three \$100,000 prizes and four \$10,000 prizes. Montana Millionaire is scheduled to sell from November 1 through December 31, 2021, with a drawing on New Year's Day 2022.

Sports Bet Montana is the newest of games implemented. In the 2019 legislature, HB725 was passed and set into law sports wagering in the State of Montana. The Lottery implemented the game in March 2020 with ability to bet at a kiosk installed in an authorized location, or wager on a phone application which also has to be done in an authorized location. Players can make plays either on the kiosks or with an account the player has set up. The minimum bet is \$2, the maximum bet is \$1,000, and the maximum prize of \$100,000. These bets can be for any sports event available through the Lottery and can vary in many types of wagers.

8. COMMITMENTS - GAMING SUPPLIER CONTRACTS

Scratch Tickets. On July 30, 2015 the Montana Lottery Commission approved the award of a five-year contract with Scientific Games International (SGI) for the provision of scratch tickets. The contract is for five years with the option for two additional one-year renewals. The contract contains specifications regarding ticket design, printing, game ownership, inspection, and prize structure.

SGI, as the vendor, provided a performance bond covering the contract term and an errors and omissions policy covering an ultimate net loss of \$5,000,000. The Lottery may terminate this contract by providing proper notification to Scientific Games.

On-line Services. On February 13, 2015, the Lottery signed a seven-year contract with Intralot, Inc. of Duluth, GA to provide an on-line gaming system and the associated services beginning March 31, 2016. The contract requires Intralot to provide new terminals to all retailers with the associated software and communications. Payment under the contract is based on 8.31% of net weekly Lottery sales of lotto and scratch games. On August 18, 2008 an addendum was signed on the original contract to provide services for the Fantasy Sports games at 3% of net weekly Lottery sales up to \$2,999,999 of Montana Sports Action games. The contract currently has a termination date of March 30, 2023.

9. LOTTO*AMERICA/POWERBALL/TRI-WEST JACKPOT PRIZES

Jackpot prizes awarded in the Lotto*America/POWERBALL and TRI-WEST LOTTO games are funded through the purchase of U.S. Treasury Zero-Coupon Bonds purchased in the name of the Montana Lottery by MUSL. MUSL will cash the bonds each year as they mature and will wire the funds to the Lottery for payment to winners on the Anniversary date of the win.

On January 13, 1990 the Montana Lottery awarded its first Lotto*America jackpot prize totaling \$1,740,000. The first annual payment of \$87,000 was made on February 1, 1990. On May 9, 1990 the Lottery awarded a second Lotto*America jackpot prize of \$3,000,000. The first annual payment of \$150,000 was made on May 23, 1990. A third jackpot prize was awarded on February 2, 1991 for \$7,360,000. The first annual payment of \$368,000 was made February 15, 1991.

On November 23, 1991 a fourth jackpot prize was awarded totaling \$46,967,738.57. The first annual payment of \$2,355,739 was made December 12, 1991. On April 11, 1992 a fifth jackpot prize was won totaling \$2,000,000. The first annual payment of \$100,000 was made on April 27, 1992.

On July 6, 1994 the Montana Lottery awarded its first Tri-West Lotto jackpot prize totaling \$700,565. The first annual payment of \$35,000 was made on July 26, 1994.

On July 22, 1995 the Montana Lottery awarded its first Powerball jackpot prize totaling \$31,401,656. The first payment of \$1,571,656 was made on August 8, 1995. On April 5, 1997 the Lottery awarded a second Powerball jackpot prize totaling \$11,000,000. The first annual payment of \$550,000 was awarded on April 18, 1997.

On March 27, 1999 the Montana Lottery had a Powerball jackpot winner. The prize was \$35.1 million (\$19.35 million cash option). The winner chose the cash option and was paid a lump sum in June 1999.

On June 23, 2010 the Montana Lottery awarded its fourth Powerball jackpot prize. The total jackpot was \$96,856,406 and was split between another ticket in Ohio. Half of the jackpot, which was again split between two winners in Montana, totaled \$48.5 million (25.08 million cash option). The winners chose the cash option and were paid a lump sum in July 2010.

10. LEASES/INSTALLMENT PURCHASES PAYABLE

Rent. The Montana Lottery leases its office, administrative and warehouse facilities under a lease agreement that is effective January 1, 2017 through August 2027. The monthly lease payment is \$18,068.

11. INVESTMENT RISK DISCLOSURES

Effective June 30, 2005, the State of Montana implemented the provisions of Governmental Accounting Standards Board (GASB) Statement No. 40, *Deposit and Investment Risk Disclosures*. The Lottery participates in two investment pools: the Multi-State Lottery Association (MUSL) reserve accounts and the State of Montana's Short Term Investment Pool (STIP). There are four types of risk that must be disclosed. These risks are defined below, followed by their applicability to each of the investment pools.

Multi-State Lottery Association The MUSL investment policy for prize reserve and unreserved funds states that permitted investments "include direct obligations of the United States government, perfected repurchase agreements, and obligations issued or guaranteed as to payment of principal and interest by agencies or instrumentalities of the United States government, and mutual funds of approved investments".

Short-term Investment Pool The State's Short Term Investment Pool (STIP) is an external investment pool managed and administered under the direction of the Montana Board of Investments as statutorily authorized by the Unified Investment Program. It is a commingled external investment pool and participants may request for redemption on a daily basis. The fair values of the investments in this category have been determined using the NAV per share (or its equivalent) of the investment.

Credit risk is defined as the risk that an issuer of an investment will not fulfill its obligation, i.e., not make timely principal and interest payments. The STIP securities have credit risk as measured by major credit rating services, however, the pool is not rated. The Lottery does not have a policy regarding credit risk

Per MUSL, for 2020 the prize reserves held on behalf of the Montana Lottery are invested in the Montana Winners Trust. In this trust, 74% was invested in Federal Agencies; another 5% was invested in the First American Government Obligation Fund which is used for overnight investing and does not have a rating from S&P or Moodys, etc. However, it is a very conservatively managed vehicle, investing exclusively in short-term U.S. government securities. Another 9% was invested in a short-term Treasury bill, and the other 12% of the prize reserves are invested in Federal Agency repurchase agreements secured by U.S. government securities. The Lottery does not have any authority or a policy regarding the investment portfolios.

Custodial credit risk is the risk that the Lottery would not be able to recover the value of the investment or collateral securities that are in the possession of an outside party in the event of the failure of that party.

The MUSL prize reserves are held in the Montana Winners Trust using policies set forth by the MUSL board regarding policies for the type of securities, as well as the custody, trading and the use of proceeds of the securities. The Lottery does not have any authority or a policy regarding the investment portfolios.

Concentration of credit is the risk of loss attributed to the magnitude of a government's investment in a single issuer. Because STIP is a pooled investment, this risk does not apply. Because the MUSL reserves are also a pooled investment, this risk does not apply to them either.

Interest rate risk is the risk that changes in interest rates will adversely affect the fair value of an investment. The Lottery does not have any authority or a policy regarding the investment portfolios.

The MUSL prize reserves are invested through the Montana Winners Trust in the Morgan Stanley Government Portfolio Funds with daily liquidity and therefore have no interest rate risk. The MUSL board's investment policy limits the individual security and the portfolio's maturity. As of June 30, 2020, the duration for the U.S. Government Treasury securities was 1.67 years.

The STIP securities are invested in various bond pools and investment portfolios which are liquid on a daily basis. Therefore, STIP, itself does not have this risk. The duration for this pool as of June 30, 2020 is 60 days.

According to the STIP Investment Policy, "the STIP portfolio will minimize interest rate risk by:

- 1) Structuring the investment portfolio so securities mature to meet cash requirements for ongoing operations, thereby normally avoiding the need to sell securities on the open market prior to maturity;
- 2) Maintaining a dollar-weighted average portfolio maturity (WAM) for 60 days or less (for this purpose, the date to the next coupon reset date will be used for all floating or variable rate securities); and
- 3) STIP will maintain a reserve account."

12. FAIR VALUE MEASUREMENT

The Lottery categorizes its fair value measurements within the fair value hierarchy established by generally accepted accounting principles as follows:

- Level 1 – Quoted prices for identical assets or liabilities in active markets.
- Level 2 – Prices determined using inputs, other than quoted prices included within Level 1, that are observable for an asset or liability, either directly or indirectly.
- Level 3 – Prices are determined using unobservable inputs.

Investments Measured at Fair Value

		Fair Value Measurements Using		
		Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable (Level 3)
	June 30, 2020			
<u>Investments by Fair Value</u>				
Short Term Investment Pool (STIP)	\$1,521,062	\$1,521,062		
Total Investments by fair value level	<u>\$1,521,062</u>	<u>\$1,521,062</u>	<u>\$ -</u>	<u>\$ -</u>

Investments Measured at Fair Value

		Fair Value Measurements Using		
		Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable (Level 3)
	June 30, 2019			
<u>Investments by Fair Value</u>				
Short Term Investment Pool (STIP)	\$1,494,130	\$1,494,130		
Total Investments by fair value level	<u>\$1,494,130</u>	<u>\$1,494,130</u>	<u>\$ -</u>	<u>\$ -</u>

The Short Term Investment Pool (STIP) has a daily redemption frequency and a daily redemption notice period. The fair value of this pool has been determined using the Net Asset Value (or its equivalent).

13. OTHER POST EMPLOYMENT BENEFITS

General. The State of Montana and the Montana Lottery provide optional postemployment healthcare benefits in accordance with Section 2-18-704, MCA to the following employees and dependents who elect to continue coverage and pay administratively established contributions: (1) employees and dependents who retire under applicable retirement provisions, and (2) surviving dependents of deceased employees. Medical, dental, and vision benefits are available through this plan. The State and Montana Lottery offer OPEB plans that are not administered through trusts; as such, there are no plan assets accumulated to offset the total OPEB liability.

Plan Description. The State OPEB plans are reported as single employer plans. There are a number of State agencies who are participating employers under this plan. Each participating employer is required to disclose additional information as required per GASB No. 75, *Accounting and Financial Reporting for Postemployment Benefits Other than Pensions* (GASB 75).

The healthcare OPEB plans allow retirees to participate, as a group, at a rate that does not cover all of the related costs. This results in reporting the total OPEB liability in the related financial statements and note disclosures. Reported contributions are not a result of direct funding to the plans or for associated liabilities, but are a measure of the difference in retiree payments into the plans and actual medical costs associated with those individuals paid for by the plans. The healthcare OPEB plans are reported as agency funds. There are no assets or liabilities as only contributions collected and distributions made are reflected in these funds. See the funding policy that follows.

Basis of Accounting. OPEB liability is reported on an accrual basis on proprietary and fiduciary fund financial statements. Plan member contributions are recognized in the period in which the contributions are made. Benefits and refunds are recognized when due and payable in accordance with the terms of the plan.

Funding Policy. The State of Montana pays for postemployment healthcare benefits on a pay-as-you-go basis. Montana Code Annotated, Title 2, Chapter 18, Part 8 gives authority for establishing and amending the funding policy to the Department of Administration. As of June 2020, the State plan's administratively established retiree medical premiums vary between \$448 and \$1,777 per month. Retiree dental premiums vary between \$41.10 and \$70.00 per month while vision premiums vary between \$7.64 and \$22.26, depending on the types and number of dependents enrolled. The plan provides different coinsurance amounts and deductibles depending on whether members use in-network or out-of-network providers. The plan automatically reduces claim reimbursement for members eligible for Medicare, even if the member is not enrolled in Medicare.

Annual Other Postemployment Benefit Cost and Contributions. The annual required contribution (ARC), an actuarially determined rate in accordance with the parameters of GASB Statement No. 45, represents a level of funding that, if paid on an ongoing basis, is projected to cover the normal cost each year and amortize any unfunded actuarial liabilities over a period not to exceed 30 years.

Since the plan pays other postemployment benefits on a pay-as-you-go basis prior to fiscal year end 2019, the funded ratio of the OPEB obligation for fiscal year end 2018 is 0%.

Actuarial Methods and Assumptions. The total OPEB liability (TOL) measured under GASB 75 is based upon service cost and more standardized reporting assumptions than prior GASB Statements. As a pay-as-you-go public entity, GASB 75 requires a 20-year current municipal bond discount rate to establish an Actuarially Determined Contribution (ADC). The GASB 75 valuation is further required to show both historical and projected future net changes in TOL, as well as sensitivity to changes in key underlying assumptions. Actuarially determined amounts are subject to continual revisions being actual results are compared with past expectations and new estimates are made about the future. Actuarial calculations reflect a long-term perspective. The projection of benefits for financial reporting purposes does not explicitly incorporate the potential effects of legal or contractual funding limitations on the pattern of cost sharing between the employer and plan members in the future.

The State's OPEB Plan TOL in December 31, 2019, rolled forward to March 31, 2020, actuarial valuation was determined using the following actuarial assumptions and inputs, applied to all periods included in the measurement, unless otherwise specified:

Actuarial valuation date	December 31, 2019
Measurement date	March 31, 2020
Discount rate	2.75%
Projected payroll increases	2.50%
Actuarial cost method	Entry age normal funding method
Amortization period	20 years
Asset valuation	Not applicable since no assets meet the definition of plan assets under GASB 75
Average retirement age	62
Participation (of future retirees)	55% future retirees and 60% of future eligible spouses
Marital status	Actual spouse information is used for current retirees. Marital status at retirement for future members assumed to be 70%.
Mortality – Healthy	Assumed to follow RP2000 Combined Mortality Table with improvements projected by Scale BB to 2020, set back one year for males.

Mortality – Disabled Assumed to follow RP2000 Combined Mortality Table with no projections.	
Healthcare cost trend rates	7.5% for both medical and prescription initially, decreasing 0.1% per year to an ultimate rate of 3.8%. Cost increases are assumed to apply at the end of the plan year.
Retiree Contribution Increases	Current year was based on actual trend. For retiree/surviving spouse and spouse the increase is 7.0% in 2019 decreasing between 0.1% and 0.5% per year to an ultimate rate of 3.8%.

Changes in actuarial assumptions and methods since last measurement date: Changes in actuarial assumptions include a participation rate reduction from 55% to 40% based on recent experience study, a revision to rates per the Retirement System pension valuations as of July 1, 2019, and the interest/discount rate was based on the average of multiple March 3, 2020 municipal bond rate sources.

Changes in benefit terms since last measurement date: None

Sensitivity of the TOL to changes in discount rate. The following presents the TOL of the Lottery's plan, as well as what they would be if calculated using a discount rate that is 1-percentage-point lower (1.75%) or 1-percentage-point higher (3.75%) than the current discount rate:

	1.0% Decrease (1.75%)	Current Discount Rate (2.75%)	1.0% Increase (3.75%)
<u>Lottery OPEB</u>			
June 30, 2020	\$153,384	\$118,213	\$92,611

Sensitivity of the TOL to changes in the healthcare cost trend rates. The following presents the TOL of the Lottery plan, as well as what they would be if calculated using healthcare cost trends that are 1-percentage-point lower (5.0%) or 1-percentage-point higher (7.0%) than the current healthcare cost trend rates:

	1.0% Decrease (5.0%)	Current Discount Rate (6.0%)	1.0% Increase (7.0%)
<u>Lottery OPEB</u>			
June 30, 2020	\$92,706	\$118,213	\$154,333

OPEB Expense, Liability and Deferred Outflows of Resources and Deferred Inflows of Resources Related to OPEB. For the year ended June 30, 2020, the Lottery's plan's OPEB expense is \$6,139. The Lottery's proportionate share of the State's total OPEB liability is \$118,213 which is 0.2563% of the total State's OPEB liability at year end.

At June 30, 2020, the Lottery's OPEB plan deferred outflows and inflows of resources are from the following sources:

June 30, 2020

	Deferred Outflows of Resources	Deferred Inflows of Resources
Difference between expected and actual experience	\$ -	\$ 31,292
Changes in Assumptions or other inputs	\$ 41,414	\$ 40,317
Actual vs. Expected Investment Earnings	\$ -	\$ -
Amounts associated with transaction subsequent to the measurement date of the total OPEB liability	\$ -	\$ -
Total	\$ 41,414	\$ 71,609

At June 30, 2019, the Lottery's OPEB plan deferred outflows and inflows of resources are from the following sources:

June 30, 2019

	Deferred Outflows of Resources	Deferred Inflows of Resources
Difference between expected and actual experience	\$ -	\$ 10,072
Changes in Assumptions or other inputs	\$ 5,223	\$ 629
Actual vs. Expected Investment Earnings	\$ -	\$ -
Amounts associated with transaction subsequent to the measurement date of the total OPEB liability	\$ 4,610	\$ -
Total	\$ 9,833	\$ 10,701

Amounts reported as deferred outflows of resources and deferred inflows of resources related to OPEB will be recognized in OPEB expense as follows:

Year Ended June 30,	Amount Recognized in OPEB expense as an increase or (decrease) to OPEB expense
2020	\$ (2,709)
2021	\$ (2,709)
2022	\$ (2,719)
2023	\$ (2,709)
2024	\$ (2,709)
Thereafter	\$(16,752)

14. EMPLOYEE RETIREMENT PLAN

Plan Description. The PERS-Defined Benefit Retirement Plan (DBRP) and Defined Contribution Retirement Plan (DCRP) are administered by the Montana Public Employee Retirement Administration (MPERA), and are a multiple-employer, cost-sharing plans established July 1, 1945, and governed by Title 19, chapters 2 & 3, Montana Code Annotated (MCA). These plans provide retirement benefits to covered State, local governments, certain employees of the Montana University System, and school districts.

All new members are initially members of the PERS-DBRP and have a 12-month window during which they may choose to remain in the PERS-DBRP or join the PERS-DCRP by filing an irrevocable election. Members may not be participants of both the *defined contribution* and *defined benefit* retirement plans.

The PERS-DBRP provides retirement, disability, and death benefits to plan members and their beneficiaries. Benefits are established by state law and can only be amended by the Legislature. Benefits are based on eligibility, years of service, and highest average compensation. Member rights are vested after five years of service.

Summary of Benefits. **Member's highest average compensation (HAC)**

Hired prior to July 1, 2011 - highest average compensation during any consecutive 36 months;

Hired on or after July 1, 2011 – highest average compensation during any consecutive 60 months;

Compensation Cap

Hired on or after July 1, 2013 – 110% annual cap on compensation considered as part of a member's highest average compensation.

Eligibility for benefit

Service retirement:

Hired prior to July 1, 2011: Age 60, 5 years of membership service;
Age 65, regardless of membership service; or
Any age, 30 years of membership service.

Hired on or after July 1, 2011: Age 65, 5 years of membership service;
Age 70, regardless of membership service.

Early retirement, actuarially reduced:

Hired prior to July 1, 2011: Age 50, 5 years of membership service; or
Any age, 25 years of membership service.

Hired on or after July 1, 2011: Age 55, 5 years of membership service.

Vesting; 5 years of membership service

Monthly benefit formula

Members hired prior to July 1, 2011:

- Less than 25 years of membership service: 1.785% of HAC per year of service credit;
- 25 years of membership service or more: 2% of HAC per year of service credit.

Members hired on or after July 1, 2011:

- Less than 10 years of membership service: 1.5% of HAC per year of service credit;
- 10 years or more, but less than 30 years of membership service: 1.785% of HAC per year of service credit;
- 30 years or more of membership service: 2% of HAC per year of service credit.

Guaranteed Annual Benefit Adjustment (GABA)

- 3% for members hired **prior to** July 1, 2007
- 1.5% for members hired **on or after** July 1, 2007
- Members hired on or after July 1, 2013:
 - (a) 1.5% for each year PERS is funded at or above 90%;
 - (b) 1.5% is reduced by 0.1% for each 2% PERS is funded below 90%; and
 - (c) 0% whenever the amortization period for PERS is 40 years or more.

After the member has completed 12 full months of retirement, the member's benefit increases by the applicable percentage each January, **inclusive** of other adjustments to the member's benefit.

Overview of Contributions.

Rates are specified by state law for periodic employer and employee contributions and are a percentage of the member's compensation. Contributions are deducted from each member's salary and remitted by participating employers. The State legislature has the authority to establish and amend contribution rates to the plan.

Member contributions to the system: Plan members are required to contribute 7.90% of member's compensation. Contributions are deducted from each member's salary and remitted by participating employers.

Member contributions to the system of 7.9% are temporary and will be decreased to 6.9% on January 1 following actuary valuation results that show the amortization period has dropped below 25 years and would remain below 25 years following the reduction of both the additional employer and additional member contribution rates.

Employer contributions to the system: State and University System employers are required to contribute 8.27% of members' compensation. Following the 2013 Legislative Session, PERS-employer contributions were temporarily increased. Effective July 1, 2013, employer contributions increased 1.0%. Beginning July 1, 2014, employer contributions increased an additional 0.1% a year over 10 years, through 2024. The additional employer additional contributions including the 0.27% added in 2007 and 2009, will terminate on January 1 following actuary valuation results that show the amortization period of the PERS-DBRP has dropped below 25 years and would remain below 25 years following the reductions of both the additional employer and member contributions rates. Effective July 1, 2013, employers are required to make contributions on working retirees' compensation. Member contributions for working retirees are not required.

Stand-Alone Statements. The PERS financial information is reported in the Public Employees' Retirement Board's *Comprehensive Annual Financial Report* and the GASB 68 Report for the fiscal year ended. It is available from the PERB at PO Box 200131, Helena MT 59620-0131, 406-444-3154.

CAFR information including the stand alone financial statements can be found at the MPERA's website, <http://mpera.mt.gov/annualReports.shtml>. The latest actuarial valuation and experience study can be found at the MPERA's website, <http://mpera.mt.gov/actuarialValuations.asp>.

Actuarial Assumptions. The Total Pension Liability as of June 30, 2019, is based on the results of an actuarial valuation date of June 30, 2016 with update procedures to roll forward the Total Pension Liability to June 30, 2017. There were several significant assumptions and other inputs used to measure the Total Pension Liability. The actuarial assumptions used in the June 30, 2017 valuation were based on the results of the actuarial experience study, dated May 2017 for the six year period ended June 30, 2016. Among those assumptions were the following:

- General Wage Growth 3.50% (includes Inflation at 2.75%)
- Merit Increases 0% to 6.30%
- Investment Return (net of admin expense) 7.65%
- Admin Expense as a % of Payroll 0.26%
- Postretirement Benefit Increases;
 - (a) 3% for members hired **prior** to July 1, 2007,
 - (b) 1.5% for members hired **on or after** July 1, 2007, and for members hired **on or after** July 1, 2013;
 - (a) 1.5% for each year PERS is funded at or above 90%;
 - (b) 1.5% is reduced by 0.1% for each 2% PERS is funded below 90%; and
 - (c) 0% whenever the amortization period for PERS is 40 years or more.

Mortality assumptions among contributing members, terminated vested members, service retired members and beneficiaries based on RP 2000 Combined Employee and Annuitant Mortality Tables projected to 2020 with scale BB. Mortality assumptions among Disabled Retirees are based on RP 2000 Combined Employee and Annuitant Mortality Tables with no projections. No future mortality improvement is assumed.

Discount Rate. The discount rate used to measure the Total Pension Liability was 7.65%. The projection of cash flows used to determine the discount rate assumed that contributions from participating plan members, employers, and non-employer contributing entities will be made based on the Board's funding policy, which established the contractually required rates under Montana Code Annotated. The State contributes 0.10% of salaries paid by local governments and 0.37% paid by school districts. In addition, the state contributed a statutory appropriation from the general fund. Based on those assumptions, the Plan's fiduciary net position was projected to be adequate to make all the projected future benefit payments of current plan members through the year 2122. 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. A municipal bond rate was not incorporated in the discount rate.

Target Allocations.

Asset Class	Target Asset Allocation	Long-Term Expected Real Rate of Return
Cash Equivalents	3.0%	4.09%
Domestic Equity	36.0%	6.05%
Foreign Equity	18.0%	7.01%
Fixed Income	23.0%	2.17%
Private Equity	12.0%	10.53%
Real Estate	8.0%	5.65%

The long-term expected return on pension plan assets is reviewed as part of the regular experience studies prepared for the System. The most recent analysis, performed for the six year period ended June 30, 2016, is outlined in a report dated May 2017, which can be located on the MPERA website. The long-term expected rate of return on pension plan investments was determined by considering information from various sources, including historical rates of return, rate of return assumptions adopted by similar public pension systems, and by using a building block method in which best-estimate ranges of expected future real rates of return (expected returns, net of pension plan investment and inflation) are developed for each major asset class. These ranges were combined to produce the long-term expected rate of return by weighing the expected future real rates of return by the target asset allocation percentage and then adding expected inflation.

The following presents the employer's sensitivity of the Net Pension Liability to the discount rate in the table below. A small change in the discount rate can create a significant change in the liability. The Net Pension Liability was calculated using the discount rate of 7.65% as well as what the Net Pension Liability would be if it were calculated using a discount rate 1.00% lower or 1.00% higher than the current rate.

Sensitivity Analysis.

	1.0% Decrease (6.65%)	Current Discount Rate	1.0% Increase (8.65%)
<u>Employer Net Pension Liability</u>			
June 30, 2020	\$2,546,264	\$1,772,282	\$1,121,848
June 30, 2019	\$2,549,622	\$1,762,942	\$1,116,952
June 30, 2018	\$3,205,580	\$2,201,008	\$1,357,746

Summary of Significant Accounting Policies. The Montana Public Employee Retirement Administration (MPERA) prepares its financial statements using the accrual basis of accounting. For the purposes of measuring the Net Pension Liability, deferred inflows of resources and deferred outflows of resources related to pensions, Pension Expense, information about the fiduciary net position and additions to/deductions from fiduciary net position have been determined on the same accrual basis as they are reported by MPERA. For this purpose, member contributions are recognized in the period in which contributions are due. Employer contributions are recognized when due and the employer has made a formal commitment to provide the contributions. Revenues are recognized in the accounting period they are earned and become measurable. Benefit payments and refunds are recognized in the accounting period when due and payable in accordance with the benefit terms. Expenses are recognized in the period incurred. Investments are reported at fair value. MPERA adheres to all applicable Governmental Accounting Standards Board (GASB) statements.

Net Pension Liability. In accordance with GASB Statement 68, Accounting and Financial Reporting for Pensions, employers are required to recognize and report certain amounts associated with their participation in the Public Employees' Retirement System (PERS). Statement 68 became effective for fiscal year ended June 30, 2015 and includes requirements to record and report their proportionate share of the collective Net Pension Liability, Pension Expense, Deferred Inflows and Deferred Outflows of resources associated with pensions.

Lottery Proportionate Share of Net Pension Liability:

Net Pension Liability as of 6/30/20	Net Pension Liability as of 6/30/19	Percent of Collective NPL as of 6/30/20	Percent of Collective NPL as of 6/30/19	Change in Percent of Collective NPL
\$1,772,282	\$1,762,942	0.084786%	0.084465%	0.000723%

At June 30, 2020, the Lottery recorded a liability of \$1,772,282 for its proportionate share of the Net Pension Liability. The Net Pension Liability was measured as of June 30, 2020, and the Total Pension Liability used to calculate the Net Pension Liability was determined by an actuarial valuation as of June 30, 2016, with roll forward provisions to June 30, 2017. For the fiscal years ended June 30, 2020, and 2019, the employer's proportion of the Net Pension Liability was based on the employer's contributions received by PERS during the measurement periods July 1, 2016 to June 30, 2017. Relative to the total employer contributions received from all of PERS' participating employers, at June 30, 2020, the Lottery's proportion was 0.084786%.

Changes in actuarial assumptions and methods:

Effective July 1, 2017, the following assumption changes were used:

- Lowered the interest rate from 7.75% to 7.65%
- Lowered the inflation rate from 3.00% to 2.75%
- Updated non-disabled mortality to the RP-2000 Combined Employee and Annuitant Mortality Table projected to 2020 using scale BB, males set back 1 year
- Increased rates of withdrawal
- Lowered the merit component of the total salary increase
- Lowered the wage base component of the total salary increase from 4.00% to 3.50%
- Decreased the administrative expense load from 0.27% to 0.26%

Effective July 1, 2017, the following method changes were used:

- Administrative expenses are recognized by an additional amount added to the normal cost contribution rate for the System. This amount will vary from year to year based on the prior year's actual administrative expenses.
- To be consistent with the wage base growth change, the payroll growth assumption for amortization as a level percent of pay was reduced from 4.00% to 3.50%

Changes in benefit terms:

Effective July 1, 2017, the following benefit changes were:

- The interest rate credited to member accounts increased from 0.25% to 0.77%
- Lump sum payouts in all systems are limited to the member's accumulated contributions rather than the present value of the member's benefit

Changes in proportionate share: There were no changes between the measurement date of the collective Net Pension Liability and the employer's reporting date that are expected to have a significant effect on the employer's proportionate share of the collective net pension liability.

Recognition of Deferred Inflows and Outflows. At June 30, 2020 and 2019, the Lottery reported its proportionate share of PERS' deferred outflows of resources and deferred inflows of resources related to PERS from the following sources:

June 30, 2020

	Deferred Outflows of Resources	Deferred Inflows of Resources
Actual vs. Expected Experience	\$ 84,038	\$ 83,393
Changes in Assumptions	\$ 75,239	\$ -
Actual vs. Expected Investment Earnings	\$ 21,488	\$ -
Changes in Proportion Share and Differences between Employer Contributions and Proportionate Share of Contributions	\$ -	\$199,373
Employer contributions subsequent to the measurement date – FY 2018 contributions	\$125,004	\$ -
Total	\$305,769	\$282,766

June 30, 2019

	Deferred Outflows of Resources	Deferred Inflows of Resources
Actual vs. Expected Experience	\$134,060	\$ -
Changes in Assumptions	\$149,912	\$ -
Actual vs. Expected Investment Earnings	\$ -	\$ 27,379
Changes in Proportion Share and Differences between Employer Contributions and Proportionate Share of Contributions	\$ -	\$334,258
Employer contributions subsequent to the measurement date – FY 2017 contributions	\$120,466	\$ -
Total	\$404,438	\$361,637

Amounts reported as deferred outflows of resources related to pensions resulting from the Lottery's contributions subsequent to the measurement date will be recognized as a reduction of the Net Pension Liability in each year end. Other amounts reported as deferred outflows and inflows of resources related to pensions will be recognized in Pension Expense as follows:

Year Ended June 30,	Amount Recognized in Pension Expense as an Increase or (decrease) to Pension Expense
2020	\$ 3,545
2021	\$(132,825)
2022	\$ 7,994
2023	\$ 19,286
2024	\$ 0
Thereafter	\$ 0

LOCATION	AVERAGE DAILY SALES
SUDS HUT	\$706
LUCKY BUCKY'S CASINO	\$280
RIALTO BAR	\$175
Motherlode Sports Bar	\$144
VILLAGE INN PIZZA	\$68
WINDBAG SALOON	\$37
THE GOLD BAR	\$11



LOCATION	AVERAGE WEEKLY SALES
SUDS HUT	\$4,813
LUCKY BUCKY'S CASINO	\$1,911
RIALTO BAR	\$1,192
Motherlode Sports Bar	\$983
VILLAGE INN PIZZA	\$465
WINDBAG SALOON	\$254
THE GOLD BAR	\$76



DAY OF WEEK	AVERAGE SALES FOR 7 RETAILERS
Sunday	\$209
Monday	\$173
Tuesday	\$167
Wednesday	\$164
Thursday	\$160
Friday	\$245
Saturday	\$305

