

NORTH CAROLINA EDUCATION LOTTERY

A MAJOR ENTERPRISE FUND OF THE PRIMARY GOVERNMENT OF
THE STATE OF NORTH CAROLINA



COMPREHENSIVE ANNUAL FINANCIAL REPORT
FOR THE FISCAL YEARS ENDED JUNE 30, 2012 & JUNE 30, 2011

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COMPREHENSIVE ANNUAL FINANCIAL REPORT FOR THE FISCAL YEARS ENDED JUNE 30, 2012 & JUNE 30, 2011



ROBERT A. FARRIS, JR.
COMMISSION CHAIRMAN

ALICE GARLAND
EXECUTIVE DIRECTOR

Prepared by the North Carolina Education Lottery Finance Division

This report was prepared by the
North Carolina Education Lottery Finance Division

William T. Jourdain

Deputy Executive Director, Finance, Administration & Security
bjourdain@lotterync.net

Michelle Lassiter

Director of Finance
massiter@lotterync.net

Michael Suggs

Senior Financial Manager
msuggs@lotterync.net

Ralph Parker

Retail Accounting Manager
rparker@lotterync.net

Michele Goff

Purchasing Administrator
mgoff@lotterync.net

Joe Belnak, CMA

Cash Accounting Manager
jbelnak@lotterync.net

Cherrise Turk

Collections Manager
cturk@lotterync.net

Finance Division Staff

Jennifer Allen
Ross Davidson
Michael Farmer

Kimberle Hartsfield
Marika Holland
Erwin Mialkowski

Camilla Sandlin
Kim Thomas

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For the Fiscal Years Ended June 30, 2012 & June 30, 2011

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INTRODUCTORY SECTION



NORTH CAROLINA
Education
LOTTERY

Robert A. Farris, Jr.
Commission Chairman



Alice Garland
Executive Director

December 19, 2012

The Honorable Beverly Perdue, Governor
Members of the North Carolina General Assembly
Citizens of North Carolina

We are pleased to present to you the Comprehensive Annual Financial Report (CAFR) of the North Carolina Education Lottery (NCEL) for the fiscal years ended June 30, 2012 & June 30, 2011. The finance department of the NCEL prepared this report to provide a comprehensive overview of our financial statements. Lottery management assumes the responsibility for the accuracy and completeness of this report. To the best of our knowledge, the enclosed information is accurate in all material respects and is reported in a manner designed to present fairly the financial position, the changes in financial position, and cash flows of the NCEL. All disclosures necessary to gain an understanding of the NCEL's financial activities have been included.

The NCEL is an enterprise fund within the State of North Carolina and its financial statements are included in the State's Comprehensive Annual Financial Report. This report only presents the activities of the NCEL.

Within the financial section of this CAFR, the lottery's Management Discussion and Analysis (MD&A) provides a detailed narrative of activities that occurred over this fiscal year. This letter of transmittal is intended to complement the MD&A and should be read in conjunction with the MD&A.

The enabling legislation of the Lottery requires an annual financial audit of the Lottery by the North Carolina Office of the State Auditor (OSA), or by an independent public accounting firm. The independent firm of Cherry, Bekaert & Holland, L.L.P. was contracted by OSA to conduct this audit. The financial statements have been audited in accordance 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. The independent auditors' report on the Lottery's financial statements is included in the financial section of this report.

Profile of North Carolina Education Lottery

The North Carolina Education Lottery was created with the enactment of House Bill 1023 effective August 31, 2005. On March 30, 2006, the NCEL began selling instant scratch-off tickets. The sales kick-off occurred less than four months after the first NCEL employee came on board and was the fastest start up of any lottery at that time in the country. Soon after the initial scratch-off games, the NCEL offered Powerball tickets for sale beginning on May 30, 2006. Following the successful introduction of Powerball in North Carolina, the NCEL offered two more online games. Carolina Pick 3 began on October 6, 2006 and on October 27, 2006 sales of Carolina Cash 5 commenced. On March 31, 2008 a second daily Pick 3 draw was added, and Pick 4 sales commenced on April 17, 2009. Sales of the most recent on-line game Mega Millions began on January 31, 2010.

Phone 919.301.3300 • Fax 919.715.8833
2100 Yonkers Road • Raleigh, North Carolina 27604
www.nc-educationlottery.org

A brief description of the games offered by the NCEL is provided below.

Instant Tickets: Instant tickets are games that are played by scratching the latex covering off a play area and learning instantly if the ticket is a winner, without having to wait for the results of a drawing. There are several ways to win on an instant ticket such as matching like symbols, dollar amounts, letters, or your symbol matches a key symbol. The instant tickets offer a wide variety of themes and ticket prices ranging from one to twenty dollars.

Powerball: Players select 5 numbers ranging from 1 to 59 lotto numbers, and 1 additional number ranging from 1 to 35 designated as the “Powerball.” To win the jackpot, players need to match all five lotto numbers and the Powerball. Jackpot prizes start at \$40 million, which increase in the event that no one matches all the numbers. There are also eight secondary prizes ranging from \$4 to \$1,000,000. For an additional dollar, players can “Power Play” and have the opportunity to increase their winnings, except for the jackpot, by up to four times. If a player matches the 5 lotto numbers and power plays the ticket, they automatically win \$2 million.

Mega Millions: Players select 5 numbers ranging from 1 to 56 lotto numbers, and 1 additional number ranging from 1 to 46 designated as the “Mega Ball.” To win the jackpot, players need to match all five lotto numbers and the Mega Ball. Jackpot prizes start at \$12 million, which increase in the event that no one matches all the numbers. There are also eight secondary prizes ranging from \$2 to \$250,000. For an additional dollar, players can “Megaplay” and have the opportunity to increase their winnings, except for the jackpot, by up to four times. If a player matches the 5 lotto numbers and Megaplays the ticket, they automatically win \$1 million.

Carolina Cash 5: Players select 1 set of 5 numbers ranging from 1 to 39. Players win prizes by matching from two to five numbers, and must match all five numbers drawn to win the jackpot. Drawings are held daily with jackpot amounts starting at \$50,000, which increase for subsequent drawings if no one matches all five numbers. Since the inception of this game, the largest jackpot has been \$1,346,883.

Carolina Pick 4: Players select a four digit number from 0000 to 9999 and choose if the numbers need to match the drawn number exactly or in any combination. Drawings for this game are conducted midday and evening daily. This game offers the opportunity to win a top prize of \$5,000 for each winning combination matching in the exact order drawn.

Carolina Pick 3: Players select a three digit number from 000 to 999 and choose if the numbers need to match the drawn number exactly or in any combination. Drawings for this game are conducted midday and evening daily. This game offers the opportunity to win a top prize of \$500 for each winning combination matching in the exact order drawn.

Millionaire Raffle: Tickets for these games are automatically printed from a terminal in sequential order as tickets are sold around the state. As a result if a player buys more than one ticket at a time, the tickets may not be in consecutive order. No additional tickets are sold after the predetermined amount of tickets are purchased. For players to win they must match their numbers exactly to the number drawn.

The NCEL continued with activities to attract different players throughout the fiscal year. The campaign to promote “Taxes Paid” family of tickets, with games available at the price points of \$1, \$2 and \$5 were very popular. “\$4 Million Cash Blowout” was North Carolina’s third \$20 game, which had a 75% payout also proved to be a big hit. A greater selection of branded game offerings relied on expanded support for product launches, second chance drawings and winner events.

The NCEL continued sharing and receiving information with players through social media channels to advance broader marketing, advertising and communications objectives. Twitter followers received instant updates about where winning tickets were recently sold while players commented, asked questions, and watched videos of big winners share the details of their good fortune on Facebook.

These efforts have allowed the Lottery to surpass a billion dollars in sales for the fifth consecutive fiscal year, and the ability to transfer over \$2.4 billion to education since operations began.

Relevant Financial Policies

Accounting System and Policies

As an enterprise fund of the State of North Carolina, the NCEL operates as a business within the state government. The NCEL uses the accrual basis of accounting in accordance with generally accepted accounting principles (GAAP) and governmental accounting standards board (GASB) pronouncements.

Budgetary Controls

Budgetary control for the NCEL is addressed through its enabling legislation, which provides a framework for operating and administrative expenses. A comprehensive annual budget is prepared in conjunction with the North Carolina Office of State Budget and Management. While the NCEL does not have a legislatively appropriated budget, the operating budget is submitted to the Lottery Commission for approval. The NCEL's net revenue is included in the State's budget and is submitted to the Governor and Legislature.

Internal Controls

An internal control structure has been set up to ensure that the accounting system allows compilation of accurate and timely financial information and that assets are protected from loss, theft, or misuse. The internal controls are designed to provide reasonable assurance that these objectives are met.

The Lottery has segregated responsibilities to enhance controls over accounting procedures relative to personnel and payroll; purchasing and accounts payable; sales and accounts receivable; and the general ledger. Management personnel maintain oversight and approval authority over all areas of operation. The NCEL has internal auditors that review processes on an ongoing basis, and report their findings to the Lottery commission.

An independent security firm conducts a comprehensive study and evaluation of all aspects of security in the operation of the Lottery. The following measures have been implemented to ensure the integrity of the Lottery:

- Restricted access to office and warehouse areas to certain lottery personnel
- Specialized security staff
- Secured facilities and gaming equipment
- Background checks conducted on retailers, contractors and lottery employees
- Lottery tickets with special inks, dyes and security codes
- Strict security procedures for game drawings
- Lottery draw balls are weighed and measured to ensure that they comply with standards by the Weights and Measures Division of the North Carolina Department of Agriculture
- Drawings are held in secure drawing rooms which are monitored 24 hours a day, the actual drawings are witnessed by an independent CPA firm, videotaped by primary, backup and security cameras and are reviewed each day

- An independent firm is contracted to complete an annual SSAE 16 audit on the gaming vendor's systems to ensure the systems have full integrity.

Debt Administration

Payments awarded to Powerball and Mega Millions jackpot winners are satisfied through securities purchased by the Multi-State Lottery Association (MUSL). MUSL purchases U.S. government obligations to fund jackpot prizes, which are held in irrevocable trust or securities clearing accounts. Therefore, the NCEL does not record a liability for jackpot awards which are payable in installments from funds provided by MUSL.

Annuities

Payments awarded to instant game annuity winners are funded through insurance company annuities purchased by the NCEL. The NCEL reports a liability for long term annuity winners. The liability for the prizes is offset by investments in annuity contracts, which fund the long term installment prizes.

Cash Management

Cash from retailers is collected on a weekly basis through an electronic funds transfer system and is deposited into an account with the North Carolina State Treasurer's Office. Idle funds are invested in the State Treasurer's Short-Term Investment Fund (STIF), and interest earnings are received by the NCEL on a monthly basis.

The NCEL is also responsible for collecting federal and state income taxes, and any debts owed to the state or local agencies from prize winners.

Major Initiatives

The NCEL continues to work on new ways to attract players and increase sales to expand net revenues for education in North Carolina. To this end the NCEL had developed a two year strategic plan. The NCEL used a Strengths, Weaknesses, Opportunities, and Threats (SWOT) analysis to develop the four goals needed to carry out the mission of the organization: To operate the lottery with the highest degree of integrity and security to maximize net revenues for the education programs identified by the legislature. The four main goals are as follows:

- Maximize net revenues for defined education programs in North Carolina
- Maintain an organizational culture of high trust and total participation
- Continue to build public confidence and trust
- Continue to achieve diversity internally and externally.

The NCEL has developed specific action steps and a time frame, whose successful completion lead to accomplishing the four goals. This strategic plan has served the NCEL for the previous two years. We revisit the plan bi-annually to determine whether action steps need to be added, removed, or altered. The ultimate test of the strategic plan is whether we meet our sales target for the year with security and integrity.

Local Economy

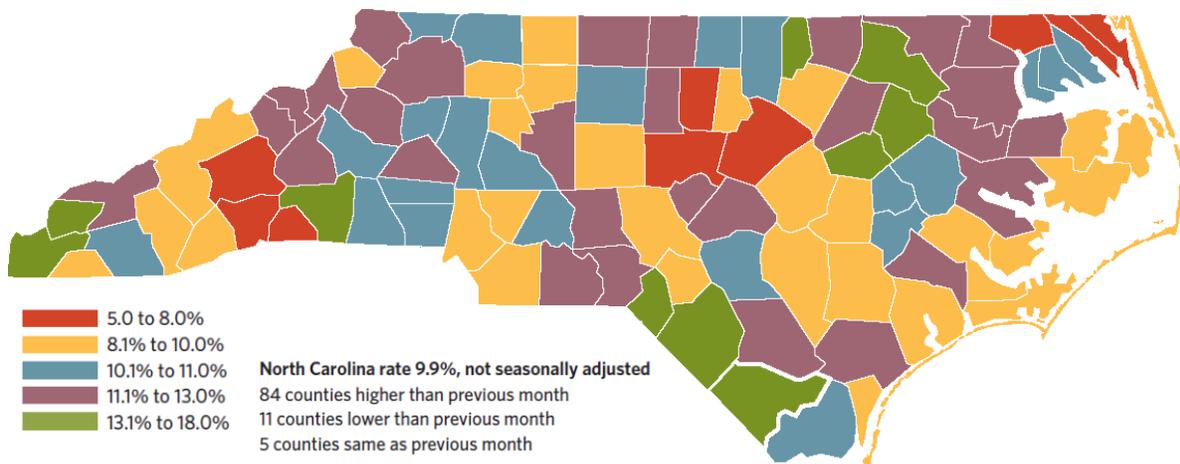
From the North Carolina Department of Commerce:

While the decline in real economic output between 2007 and 2009 was less severe in North Carolina than in the United States as a whole (-2.6% versus -4.4%), the recovery in output that occurred between 2009 and 2011 was slower in North Carolina than in the nation (4.4% versus 4.6%). Moreover, employment trends have proven much more volatile in North Carolina. Indeed, the recession battered a labor market that had never fully recovered from the 2001 recession.

Between December 2007 and June 2012, North Carolina lost 5.3 percent of its payroll employment base. Losses occurred rapidly between October 2008 and May 2009 and then slowed before bottoming out in February 2010, a month in which the state had 7.8 percent fewer payroll jobs than it did more than two years earlier.

The following graphic depicts the county and state unemployment rate at the end of the 2012 fiscal year.

NORTH CAROLINA UNEMPLOYMENT RATES BY COUNTY (SEASONALLY UNADJUSTED), JUNE 2012



NOTE: PREPARED BY NORTH CAROLINA DEPARTMENT OF COMMERCE, LABOR AND ECONOMIC ANALYSIS DIVISION, JULY 2012.

The impacts of the recent recession are still being felt and significant economic challenges confronting the state will continue for the foreseeable future. Existing economic development efforts and programs designed to help address recession related issues, such as the heightened unemployment rate, job losses in key statewide industries, and real housing sales are increasingly important. Still, North Carolina must not lose sight of its long-term economic strengths, challenges and opportunities. The long-term impacts resulting from solutions created to deal with short-term problems should be strongly considered before any decisions are made. While the overall impacts of the recession are unquestionably damaging to North Carolinians, it provides North Carolina with the opportunity to realign resources and programs. The State has the potential to exit the economic crisis stronger and in a more competitive position, both nationally and globally.

Awards and Acknowledgements

The Government Finance Officers Association of the United States and Canada (GFOA) awarded a Certificate of Achievement for Excellence in Financial Reporting to the Lottery for its Comprehensive Annual Financial Report for the fiscal year ended June 30, 2011. This was the fourth year that the Lottery has achieved this prestigious award. In order to be awarded a Certificate of Achievement, a governmental unit must publish an easily readable and efficiently organized comprehensive annual financial report. This report must satisfy both generally accepted accounting principles and applicable legal requirements.

A Certificate of Achievement is valid for a period of one year. We believe that our current Comprehensive Annual Financial Report continues to meet the Certificate of Achievement Program's requirements and we are submitting it to the GFOA to determine its eligibility for another certificate.

The NCEL is committed to providing the most thorough and relevant financial information possible in conformity with the highest standards of accountability to the public. The preparation of this report would not be possible without the efficient and dedicated efforts of the entire Lottery finance team.

Respectfully submitted,



Alice Garland
Executive Director



William T. Jourdain
Chief Financial Officer

Certificate of Achievement for Excellence in Financial Reporting

Presented to

North Carolina Education Lottery

For its Comprehensive Annual
Financial Report
for the Fiscal Year Ended
June 30, 2011

A Certificate of Achievement for Excellence in Financial Reporting is presented by the Government Finance Officers Association of the United States and Canada to government units and public employee retirement systems whose comprehensive annual financial reports (CAFRs) achieve the highest standards in government accounting and financial reporting.



Christopher P. Morrell

President

Jeffrey R. Emer

Executive Director

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NORTH CAROLINA EDUCATION LOTTERY COMMISSION

MR. ROBERT A. FARRIS JR, CHAIRMAN

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NORTH CAROLINA EDUCATION LOTTERY

SENIOR STAFF

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GOVERNMENT AFFAIRS

NIKKI HOWARD
INTERNAL AUDIT

WALTER INGRAM
SALES DEVELOPMENT

QUAN KIRK
GENERAL COUNSEL

MICHELLE LASSITER
FINANCE

MOE MCKNIGHT
SECURITY

JOSEPH NORMAN
GAMING SYSTEMS

SUSAN SINGLEY
ADVERTISING

TAMARA WIGGS
MARKETING

VACANT
HUMAN RESOURCES

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FINANCIAL SECTION



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Independent Auditors' Report

To the Commissioners
North Carolina Education Lottery
Raleigh, North Carolina

We have audited the accompanying statements of net assets of the North Carolina Education Lottery ("NCEL"), a major enterprise fund of the State of North Carolina, as of June 30, 2012 and 2011, and the related statements of revenues, expenses and changes in fund net assets and cash flows as listed in the table of contents. These financial statements are the responsibility of the NCEL's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance 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 of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinions.

As discussed in Note 2, the financial statements present only the NCEL and do not purport to, and do not, present fairly the financial position of the State of North Carolina, as of and for the years ended June 30, 2012 and 2011, and the changes in its financial position, or, where applicable, its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

In our opinion, the financial statements referred to above present fairly, in all material respects, the respective financial position of the NCEL as of June 30, 2012 and 2011, and the respective changes in its financial position and cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

In accordance with *Government Auditing Standards*, we have also issued our report dated November 6, 2012, on our consideration of the NCEL'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* and should be considered in assessing the results of our audit.

Accounting principles generally accepted in the United States of America require that the Management's Discussion and Analysis as listed in the Table of Contents 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 accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our 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.

Our audit was conducted for the purpose of forming opinions on the financial statements that collectively comprise the NCEL's financial statements as a whole. The Introductory and Statistical Sections are presented for purposes of additional analysis and are not a required part of the financial statements. The Introductory and Statistical Sections have not been subjected to the auditing procedures applied in the audit of the basic financial statements and, accordingly, we do not express an opinion or provide any assurance on them.

Cherry, Rickett & Halden LLP.

Raleigh, North Carolina
November 6, 2012

*MANAGEMENT'S DISCUSSION AND
ANALYSIS*



NORTH CAROLINA EDUCATION LOTTERY
MANAGEMENT'S DISCUSSION AND ANALYSIS

June 30, 2012 and 2011

The following is a discussion and analysis of the financial performance of the North Carolina Lottery Commission [aka, North Carolina Education Lottery (NCEL)] for the fiscal years ended June 30, 2012, 2011 and 2010 and should be read in conjunction with the financial statements, including the footnotes. This report consists of three parts: management's discussion and analysis, the basic financial statements and the notes to the financial statements. Included below and on the following pages are the financial highlights, summary of contributions to the state, and summary results of operations for the fiscal years ended June 30, 2012, 2011 and 2010.

Financial Highlights

For fiscal year 2012, gross ticket sales totaled \$1.597 billion representing a \$135.6 million increase over fiscal year 2011. Total operating income was \$460 million, which represented an increase of \$23.8 million over fiscal year 2011. Other significant financial highlights included the following:

- North Carolina General Statute Section 18C-164 (a) requires the NCEL to transfer net proceeds from operations and any prior year surplus to the State of North Carolina four times a year. In fiscal year 2012, the sum total of these four cash transfers was \$456.8 million, the largest annual total for cash transfers in NCEL's history. Total cash transfers for fiscal years 2011 and 2010 were \$446.9 million and \$419.5 million, respectively.
- Awarded \$1 million or more to an NCEL player for the 110th time.
- Increased the number of retailers to 6,787, representing a 2.7% increase over the prior year, and provided service to our retailers on a regular basis.
- Released 49 new instant scratch-off games into the marketplace generating gross instant ticket sales of \$960 million.

Overview of the Financial Statements

This financial report is designed to inform the public and other interested parties of the financial results of the NCEL and show its accountability in meeting the legislated mandate to generate funds to further the goal of providing enhanced educational opportunities. Accordingly, the focus of the financial statements is to determine funds available for payment to the State's Education Lottery Fund. It is important to note that most financial statement balances have a direct or indirect relationship to revenue. As lottery sales increase, the amount paid to the State's Education Lottery Fund also increases. Similarly, increases in revenues generally result in direct increases to cost of sales including, but not limited to, prize expense, retailer commission expense and gaming system vendor charges.

The NCEL is a major enterprise fund of the primary government of the State of North Carolina. The financial statements were prepared on the accrual basis of accounting in a manner similar to a private business entity. The principal operating revenues of the NCEL are sales of lottery products, by contracted retailers, to the general playing public. Operating expenses include the cost of prizes, retailer commissions, gaming system vendor charges, personnel, and other administrative expenses.

Included in this report are the Statements of Net Assets as of June 30, 2012 and 2011, the Statements of Revenues, Expenses, and Changes in Fund Net Assets for the periods ended June 30, 2012 and 2011, and the Statements of Cash Flows for the periods ended June 30, 2012 and 2011.

NORTH CAROLINA EDUCATION LOTTERY
MANAGEMENT'S DISCUSSION AND ANALYSIS

June 30, 2012 and 2011

As established in House Bill 200, Section 5.4(b), the NCEL transfers its net assets to the Office of State Budget and Management (OSBM) for credit to the State's Education Lottery Fund. Education Lottery Funds are distributed by OSBM in the following manner:

<u>Program</u>	<u>Distribution Percentage</u>
Teacher's in Early Grades	51.9%
Prekindergarten Program	14.9%
Public School Building Capital Fund	23.5%
Scholarships for Needy Students	7.2%
UNC Need-Based Financial Aid	2.5%
Total Distribution Percentage	<u>100.0%</u>

Total Assets

Total assets at the end of fiscal year 2012 were \$96 million compared to \$67 million at the end of fiscal year 2011, representing an increase of \$29 million.

Current assets increased from \$30 million in 2011 to \$48 million in 2012, representing an increase of \$18 million. This growth resulted from an increase in Pooled Cash due to fiscal year 2012 and 2011 surplus earnings held to be dispersed in the subsequent fiscal year. In addition, there was an increase in the State Treasurer's Securities Lending Collateral. More detailed information can be found in Note 2D in the financial statements. The increase was also partially caused by an increase in accounts receivable in 2012 from 2011. This primarily represents amounts due from retailers for settlement of packs of tickets less commissions and prizes paid by the retailers. The increase is essentially due to the timing of the end of the accounting week for billing and collections from our retailers at fiscal year end. Electronic Funds Transfer is used to collect receivables weekly from retailer bank accounts that are set up in trust for the NCEL.

Current assets were also affected by a \$750 thousand increase in investments in annuity contracts.

The Short Term Investment portfolio has the general characteristics of a demand deposit account in that participants may deposit additional cash at any time and may withdraw cash at any time without prior notice or penalty. All deposits are combined with other State agencies and invested by the State Treasurer until needed to cover disbursements. Investments are limited to those authorized for the State's General Fund, pursuant to NC General Statute 147-69.1. Interest earned of \$523 thousand on these balances is recorded as non-operating revenue. Earnings on the accounts are credited on a monthly basis. The allocable share of the revenues arising from State Treasurer's Securities Lending Collateral program transactions are also included as non-operating revenue.

The NCEL's investment in capital assets, net of accumulated depreciation in 2012 was \$672 thousand which is approximately \$147 thousand lower than 2011. The majority of capital asset investments were made during our first full year of operation in 2007. The investment in capital assets includes game equipment, data processing equipment, telephone equipment, software and fixtures. The capitalization of all items including equipment, computers, and furniture follows the Office of the State Controller's (OSC) policy. The NCEL defines capital assets as assets with an initial unit cost of \$5,000 or greater and an estimated useful life of two or more years. Capital assets are carried at cost less accumulated depreciation.

NORTH CAROLINA EDUCATION LOTTERY
MANAGEMENT'S DISCUSSION AND ANALYSIS
June 30, 2012 and 2011

Additional information on the NCEL's capital assets can be found in Notes 2F and 5E to the financial statements.

The activity for capital assets for the year ended June 30, 2012 was (in thousands):

<u>Category</u>	<u>Balance July 1, 2011</u>	<u>Increases</u>	<u>Decreases</u>	<u>Balance June 30, 2012</u>
Capital assets, depreciable				
Furniture	\$ 29	\$ -	\$ -	\$ 29
Equipment	2,804	310	(38)	3,076
Motorized equipment	67	-	-	67
Total capital assets, depreciable	<u>2,900</u>	<u>310</u>	<u>(38)</u>	<u>3,172</u>
Less accumulated depreciation for:				
Furniture	27	2	-	29
Equipment	1,991	450	(38)	2,403
Motorized equipment	63	5	-	68
Total accumulated depreciation	<u>2,081</u>	<u>457</u>	<u>(38)</u>	<u>2,500</u>
Total capital assets, depreciable, net	<u>819</u>	<u>(147)</u>	<u>-</u>	<u>672</u>
Capital assets, net	<u>\$ 819</u>	<u>\$ (147)</u>	<u>\$ -</u>	<u>\$ 672</u>

Total Liabilities

Total current liabilities for the NCEL were \$49 million in 2012 increasing by \$19 million from 2011. The growth in current liabilities mainly resulted from increases in trade payables to vendors, due to other funds and the obligations under State Treasurer's security lending collateral agreements. The increases in accounts payable and due to other funds can be attributed to the timing of transactions encountered in the normal course of business. The increase in the obligations under State Treasurer's security lending collateral is directly related to the NCEL having more cash on hand at year-end. Current liabilities also consist of prize awards payable, and other payables.

Noncurrent liabilities are Accrued Paid Time Off or Compensated Absences. A liability is recorded to reflect the balances for unpaid Paid Time Off (PTO) earned, which is provided to employees for use whenever vacation, sick leave, personal leave or bereavement leave is requested and approved. Current and noncurrent liability for Accrued Paid Time Off is shown below in thousands.

<u>Beginning</u>	<u>Earned</u>	<u>Used</u>	<u>Ending</u>	<u>Current Liability</u>	<u>Long Term Portion</u>
<u>\$ 1,162</u>	<u>\$ 1,323</u>	<u>\$ 1,257</u>	<u>\$ 1,228</u>	<u>\$ 162</u>	<u>\$ 1,066</u>

Noncurrent liabilities also includes the present value of the annuity contracts that fund the long term installment prizes that are due to NCEL annuity prize winners that will be paid after June 30, 2013.

NORTH CAROLINA EDUCATION LOTTERY
MANAGEMENT'S DISCUSSION AND ANALYSIS
June 30, 2012 and 2011

Net Assets and Changes in Net Assets

As required in the North Carolina State Lottery Act, net revenues of the NCEL are transferred quarterly to the NC Education Lottery Fund at the Office of State Budget and Management. At year end, Net Revenues/Assets are zero for the NCEL. There are no changes in the Net Assets from year to year.

Condensed Statement of Net Assets (in thousands)

	2012	2011	2010
ASSETS			
Total Current Assets	\$ 48,484	\$ 30,345	\$ 55,713
Noncurrent Assets	47,337	36,586	26,414
Total Assets	95,821	66,931	82,127
LIABILITIES			
Total Current Liabilities	49,338	30,217	56,092
Noncurrent Liabilities	46,483	36,714	26,035
Total Liabilities	95,821	66,931	82,127
NET ASSETS			
Invested in Capital Assets	672	819	1,239
Unrestricted Net Assets	(672)	(819)	(1,239)
Total Net Assets	\$ -	\$ -	\$ -

Current liabilities consist of "Due to Other Funds" in the amount of \$10.2 million. Of this amount, \$10.1 million represents the remaining amount of the "Net Revenues" and "50% of Unclaimed Prizes" for Fiscal Year 2012 not yet transferred to the State of North Carolina as of June 30, 2012. These funds will be transferred to the state during Fiscal Year 2013. The remainder is due to other state agencies for services provided to the NCEL. Additional information on "Due to Other Funds" is found in Note 6D to the financial statements.

Revenues

Operating revenues consist of gross sales, fees and licenses net of prize tickets.

NORTH CAROLINA EDUCATION LOTTERY
MANAGEMENT'S DISCUSSION AND ANALYSIS

June 30, 2012 and 2011

Sales

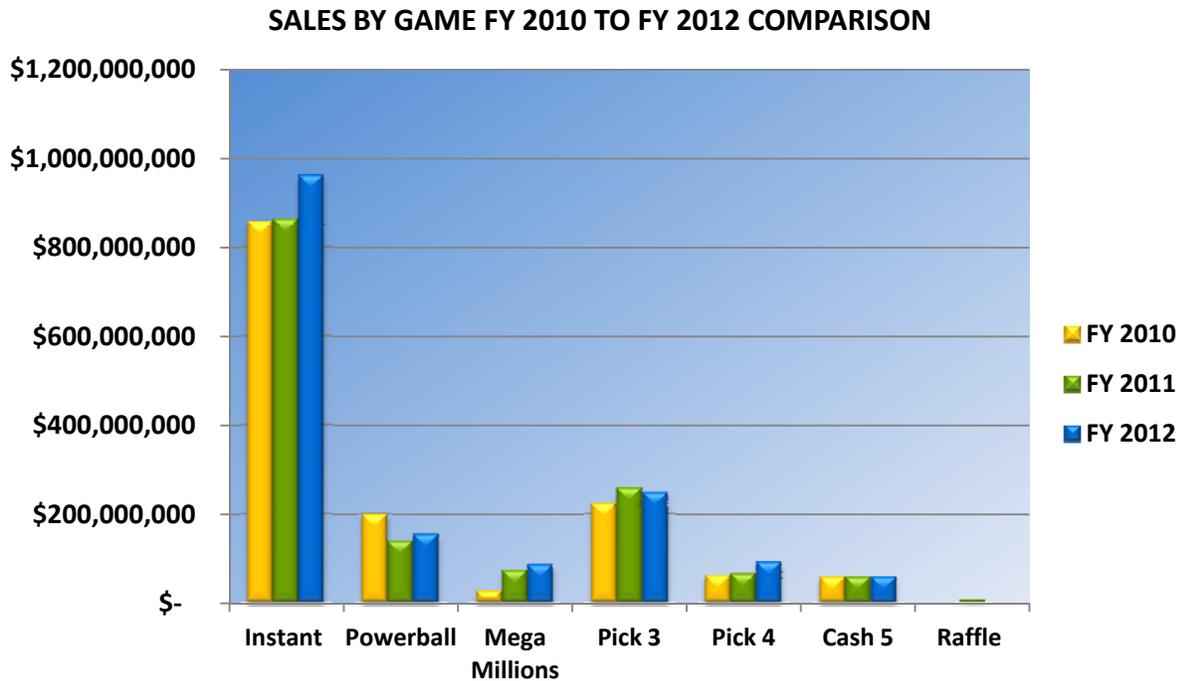
The gross lottery ticket sales for fiscal year 2012 were approximately \$1.597 billion as compared to \$1.461 billion for fiscal year 2011 and \$1.421 billion in fiscal year 2010. This represents an increase of \$136 million from 2011 and \$176 million from 2010.

Gross instant ticket sales were \$960 million for fiscal year 2012 compared with \$862 million for fiscal year 2011 and \$856 million in fiscal year 2010, an increase of \$98 million from fiscal year 2011 and \$104 million from fiscal year 2010. The increase realized during fiscal year 2012 is attributable to several factors. The NCEL continued with its second \$20 instant scratch-off mega game, \$200,000 a Year for Life, with a prize payout of 75%, which generated over \$62 million in sales during fiscal year 2012. In addition the NCEL launched its third \$20 instant scratch-off mega game, \$4 Million Cash Blowout, which generated over \$66 million in sales. The NCEL also launched its "Taxes Paid" family of tickets, with games available at three price points from \$5 and below, which combined generated sales of over \$28 million. The NCEL released several very successful licensed games during the year. The NASCAR Ultimate Fan Instant Scratch-Off was introduced and provided players the chance to win a grand prize trip package, including VIP access to a race of their choice. The NCEL launched its Wheel of Fortune Instant Scratch-Off licensed game, which awarded players the opportunity to travel to Hollywood and play in an un-televised version of the popular game show. In addition, other licensed instant games were released such as "The Three Stooges" and "Bass Pro Shop \$25,000 Cash Adventure" which also proved to be very popular.

On-line sales were \$637 million for fiscal year 2012 compared to \$599 million for fiscal year 2011 and \$566 for fiscal year 2010, representing a \$38 million increase from fiscal year 2011 and a \$71 million increase from fiscal year 2010. On-line sales benefited from high jackpots in the multi state games Mega Millions and Powerball. The Mega Millions jackpot reached a record \$640 million, with total sales of \$85.6 million, compared to \$72.6 million during fiscal year 2011. The Powerball jackpot reached over \$200 million five times during the fiscal year, which helped increase Powerball sales to \$153 million, from \$138 million the previous year. The Carolina Cash 5 top prize exceeded half a million dollars seven times during the fiscal year, resulting in increased on-line sales. The additional daily Carolina Pick 4 draw was in place for the entire fiscal year, resulting in an increase of \$26 million from the previous fiscal year.

NORTH CAROLINA EDUCATION LOTTERY
MANAGEMENT'S DISCUSSION AND ANALYSIS
 June 30, 2012 and 2011

The following chart depicts the distribution of sales by product for the fiscal years ended June 30, 2012, 2011 and 2010.



Non-operating Revenues mainly consist of investment earnings on Short-Term Investment Fund (STIF) accounts and security lending transactions, and Multi-State Lottery Association (MUSL) dividends received.

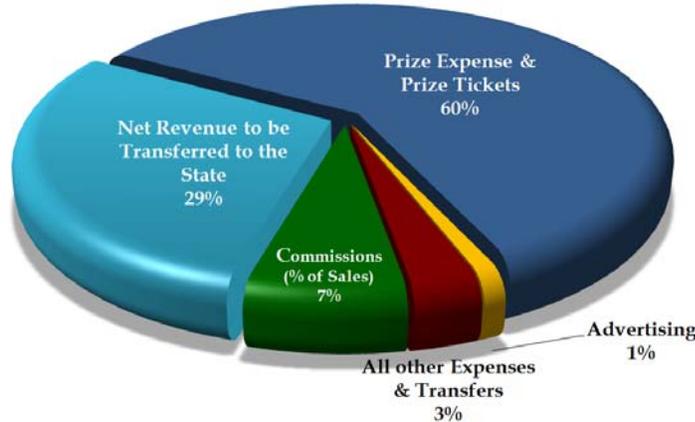
Expenses

Section 18C-162, NC General Statute stipulates that no more than 8% of the total annual revenues shall be allocated for payment of expenses of the Lottery. Advertising expenses shall not exceed 1% of the total annual revenues.

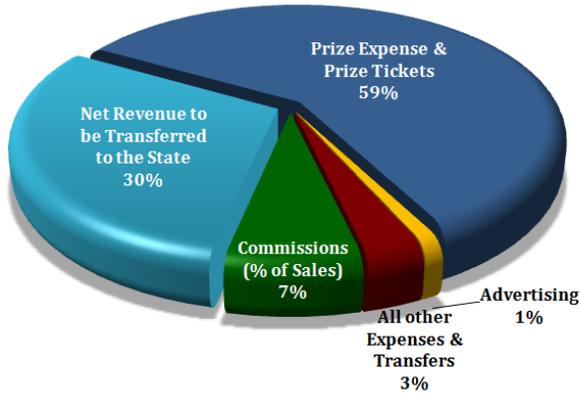
The following charts show the major components of NCEL operating expenses and transfers as a percentage of total revenues for the fiscal years ended June 30, 2012, 2011 and 2010.

NORTH CAROLINA EDUCATION LOTTERY
MANAGEMENT'S DISCUSSION AND ANALYSIS
 June 30, 2012 and 2011

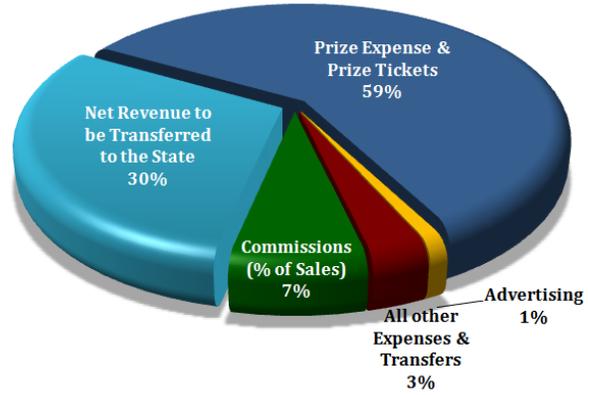
ALLOCATION OF EXPENSES FY 2012



ALLOCATION OF EXPENSES FY 2011



ALLOCATION OF EXPENSES FY 2010



Note: Commissions percentage is calculated based upon the percentage of Sales (all others are calculated based upon the percentage of Total Revenue) per G.S. 18C-162; therefore may not equal 100%.

Prizes, commissions and gaming vendor charges all directly relate to sales. As expected, as sales have increased so have these expenses. In fiscal year 2012 total gaming expenses which consist of prizes, retailer commissions and gaming vendor charges (gaming system services), totaled \$1,099 million as compared to \$989 million and \$957 million for fiscal years 2011 and 2010, respectively. Other operating expenses, which consist of advertising and marketing, salary and benefits, professional fees, rent, maintenance, bad debt, depreciation and general administrative expenses increased to \$42.7 million in fiscal year 2012, as compared with \$39.9 million and \$36.6 million for fiscal years 2011 and 2010, respectively. Other operating expenses represented 2.6%, 2.7% and 2.6% of total operating revenues in fiscal years 2012, 2011 and 2010, respectively.

NORTH CAROLINA EDUCATION LOTTERY
MANAGEMENT'S DISCUSSION AND ANALYSIS

June 30, 2012 and 2011

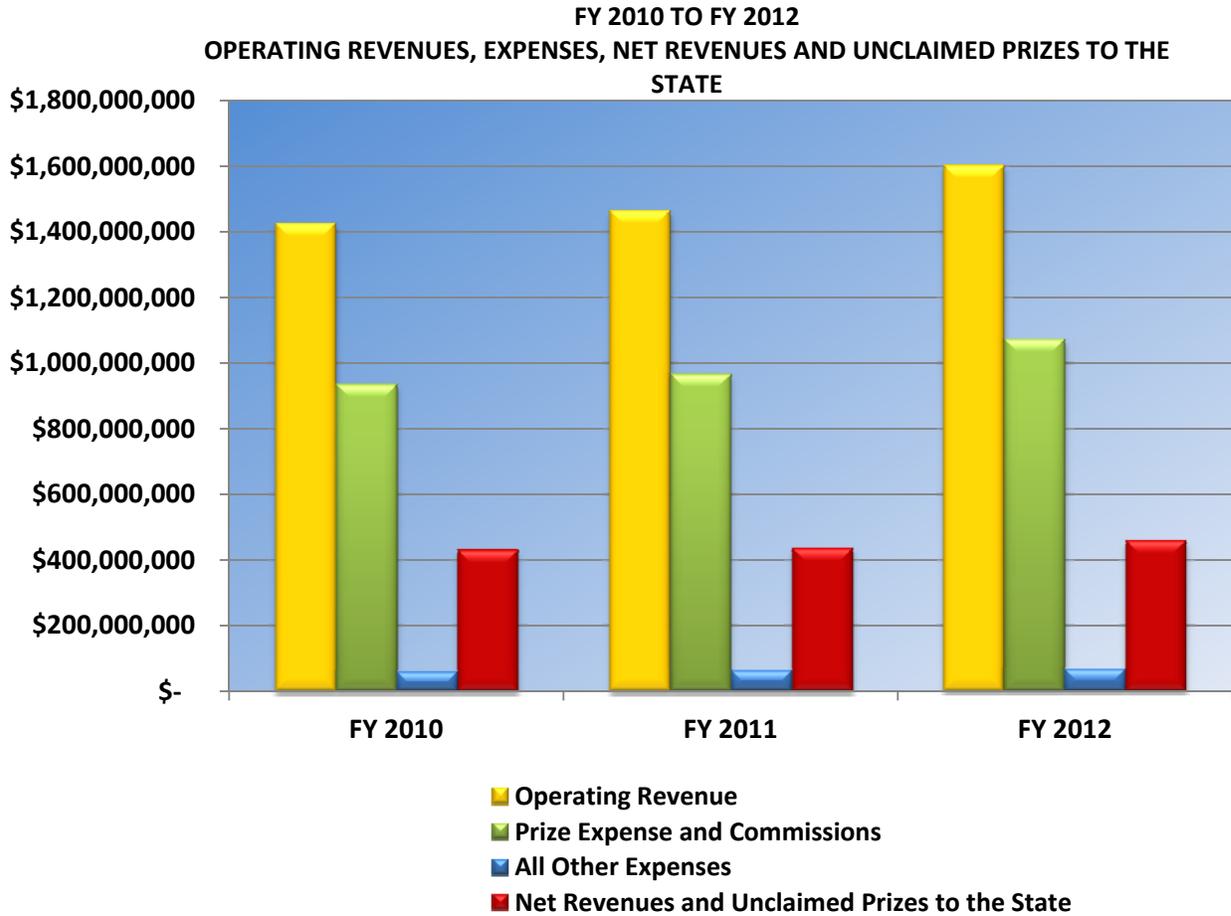
Condensed Statement of Revenues and Expenses (in thousands)

	2012	2011	2010
Operating Revenues:			
Gross Sales:	\$ 1,596,693	\$ 1,461,106	\$ 1,421,313
Less: Prize Tickets	(181)	(1,375)	(1,309)
Less: Sales/Service Bad Debt	(55)	(152)	(405)
Fees and Licenses	5,381	5,061	4,859
Total Operating Revenues	1,601,838	1,464,640	1,424,458
Operating Expenses:			
Gaming Expenses:			
Lottery Prizes	961,556	862,996	835,302
Retailer Commissions	111,624	102,127	99,340
Gaming Systems Services	26,031	23,482	22,639
Total Gaming Expenses	1,099,211	988,605	957,281
Other Operating Expenses	42,700	39,905	36,608
Total Operating Expenses	1,141,911	1,028,510	993,889
Operating Income	459,927	436,130	430,569
Nonoperating Revenues (Expenses):			
Investment Earnings, Nonoperating Revenue (Expense) and Compulsive Gambling Contribution	(458)	111	1,636
Net Revenues and Unclaimed prizes to the State	(459,469)	(436,241)	(432,205)
Total Nonoperating Revenue (Expenses)	(459,927)	(436,130)	(430,569)
Net Income	-	-	-
Change in Net Assets	-	-	-
Ending Net Assets	\$ -	\$ -	\$ -

**NORTH CAROLINA EDUCATION LOTTERY
MANAGEMENT'S DISCUSSION AND ANALYSIS**

June 30, 2012 and 2011

From fiscal year 2010 to fiscal year 2012, the NCEL has achieved annual increases in revenues and transfers to the State. The following graph depicts these trends.



Budget and Economic Outlook

On June 19, 2012, the NCEL Commission approved the Fiscal Year 2013 budget for the NCEL to provide a projected \$442 million to the State's Education Lottery Fund. This projected budget is a 3.9% increase over the fiscal year 2012 budget that reflected a \$425 million transfer to the State's Education Lottery Fund. The NCEL will continue to monitor the current economic conditions in the State, and its impact upon lottery ticket sales. As per the General Assembly Fiscal Research Division: "The economic recovery has never gained full momentum. The economy has been unable to grow at, or above, average growth for a sustainable period of time. However, the probability of another recession currently remains low because the economy is posting positive, albeit not robust, economic numbers." Also "The slow growth pattern that re-emerged this spring and summer is expected to affect the rest of 2012. Most economic forecasts anticipate improving, but below-average growth in 2013." Therefore, the NCEL has constructed a conservative budget and sales forecast for the upcoming fiscal year.

NORTH CAROLINA EDUCATION LOTTERY
MANAGEMENT'S DISCUSSION AND ANALYSIS

June 30, 2012 and 2011

A focus of the NCEL Commission is to ensure sound operations. The existence of this focus is apparent in the opinions issued by external audit firms. For the sixth consecutive year, the State Auditor contracted with an outside CPA firm to conduct the fiscal year financial audit, which resulted in an unqualified opinion.

Requests for Information

Any request for information about this report should be sent to the Public Information Officer at the North Carolina Education Lottery, 2100 Yonkers Road, Raleigh, North Carolina 27604.

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BASIC FINANCIAL STATEMENTS



NORTH CAROLINA EDUCATION LOTTERY

Statements of Net Assets (in thousands)
June 30, 2012 and 2011

	2012	2011
ASSETS		
Current Assets:		
Cash and Cash Equivalents:		
Cash	\$ 119	\$ 105
Pooled Cash	26,381	15,672
Receivables:		
Accounts Receivable	14,797	9,897
Interest Receivable	39	30
Investment in Annuity Contracts	3,750	3,000
Inventory	4	16
Prepaid Items	335	32
State Treasurer's Security Lending Collateral	3,059	1,593
	<hr/>	<hr/>
Total Current Assets	48,484	30,345
Noncurrent Assets:		
Investment in Annuity Contracts	45,417	35,620
Prepaid Items	1,248	147
Capital Assets, Depreciable (Net):		
Furniture and Equipment	3,172	2,900
Accumulated Depreciation	(2,500)	(2,081)
	<hr/>	<hr/>
Total Capital Assets, Depreciable (Net)	672	819
	<hr/>	<hr/>
Total Assets	95,821	66,931
LIABILITIES		
Current Liabilities:		
Accounts Payable	31,611	17,559
Accrued Payroll	412	666
Other Liabilities	263	27
Annuity Prize Award Payable - Current	3,750	3,000
Accrued Paid Time Off - Current	162	68
Due to Other Funds	10,175	7,470
Obligations Under State Treasurer's Security Lending Agreements	2,965	1,427
	<hr/>	<hr/>
Total Current Liabilities	49,338	30,217
Noncurrent Liabilities:		
Annuity Prize Award Payable	45,417	35,620
Accrued Paid Time Off	1,066	1,094
	<hr/>	<hr/>
Total Liabilities	95,821	66,931
NET ASSETS		
Invested in Capital Assets	672	819
Unrestricted Net Assets	(672)	(819)
	<hr/>	<hr/>
Total Net Assets	\$ -	\$ -
	<hr/>	<hr/>

See Notes to the Financial Statements.

NORTH CAROLINA EDUCATION LOTTERY

Statements of Revenues, Expenses and Changes in Fund Net Assets (in thousands)
Years Ended June 30, 2012 and 2011

	2012	2011
Operating Revenues:		
Gross Sales:	\$ 1,596,693	\$ 1,461,106
Less: Prize Tickets	(181)	(1,375)
Less: Sales/Service Bad Debt	(55)	(152)
Fees and Licenses	5,381	5,061
Total Operating Revenues	1,601,838	1,464,640
Operating Expenses:		
Salaries, Wages, and Benefits	16,639	15,824
Lottery Prizes	961,556	862,996
Retailer Commissions	111,624	102,127
Retailer Incentive	609	592
Gaming Systems Services	26,031	23,482
Advertising	14,696	13,760
Marketing	2,512	2,358
Other Services	4,634	3,427
Furniture, Fixtures, and Equipment	762	933
Depreciation	457	624
Other General and Administrative Expenses	2,391	2,387
Total Operating Expenses	1,141,911	1,028,510
Operating Income	459,927	436,130
Nonoperating Revenues (Expenses):		
Investment Earnings	523	1,175
Compulsive Gambling Contribution	(1,000)	(1,000)
Interest to Federal Medicaid Assistance Percentage Program	-	(814)
Unclaimed Prizes to Federal Medicaid Assistance Percentage Program	-	(8,556)
Unclaimed Prizes to NC Education Lottery Fund	(11,083)	(8,623)
Net Revenues to the State of NC	(448,386)	(418,248)
Miscellaneous Nonoperating Revenues (Expenses)	19	(64)
Total Nonoperating Expense	(459,927)	(436,130)
Net Income	-	-
Change in Net Assets	-	-
Net Assets Beginning, July 1	-	-
Net Assets Ending, June 30	\$ -	\$ -

See Notes to the Financial Statements.

NORTH CAROLINA EDUCATION LOTTERY

Statements of Cash Flows (in thousands)
Years Ended June 30, 2012 and 2011

	2012	2011
CASH FLOWS FROM OPERATING ACTIVITIES		
Receipts from Customers	\$ 1,485,286	\$ 1,359,272
Payments to Employees and Fringe Benefits	(16,827)	(15,468)
Payments for Prizes, Benefits and Claims	(948,310)	(873,500)
Payments to Vendors and Suppliers	(51,955)	(46,127)
Other Receipts/Payments	-	24
	468,194	424,201
Net Cash Flows Provided by Operating Activities		
CASH USED FOR NONCAPITAL FINANCING ACTIVITIES		
Transfers to State	(456,765)	(446,952)
Transfers to Other State Agencies	(1,000)	(1,000)
	(457,765)	(447,952)
Total Cash Used for Noncapital Financing Activities		
CASH USED FOR CAPITAL AND RELATED FINANCING ACTIVITIES		
Acquisition and Construction of Capital Assets	(311)	(211)
	(311)	(211)
Total Cash Used for Capital and Related Financing Activities		
CASH PROVIDED FROM INVESTING ACTIVITIES		
Investment Earnings	605	979
	605	979
Total Cash Provided from Investing Activities		
Net Increase/(Decrease) in Cash and Cash Equivalents	10,723	(22,983)
Cash and Cash Equivalents at Beginning of Year	15,777	38,760
Cash and Cash Equivalents at End of Year	\$ 26,500	\$ 15,777
RECONCILIATION OF OPERATING INCOME TO NET CASH PROVIDED BY OPERATING ACTIVITIES		
Operating Income	\$ 459,927	\$ 436,130
Adjustments to Reconcile Operating Income to Cash Provided by Operating Activities:		
Depreciation Expense	457	624
Other Nonoperating Income	3	12
(Increase) Decrease in Assets:		
Accounts Receivable	(4,900)	(3,249)
Inventories	12	193
Prepaid Items	(1,404)	19
Increase (Decrease) in Liabilities:		
Accounts Payable	14,052	(9,896)
Accrued Payroll and Related Liabilities	(254)	290
Other Liabilities	301	67
	\$ 468,194	\$ 424,190
Total Cash Provided by Operating Activities		
NONCASH INVESTING, CAPITAL, AND FINANCING ACTIVITIES		
Assets Acquired through the Assumption of a Liability	\$ 12,013	\$ 5,250
Change in Fair Value of Investments	72	166

See Notes to the Financial Statements.

NOTES TO FINANCIAL STATEMENTS

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NORTH CAROLINA EDUCATION LOTTERY
NOTES TO FINANCIAL STATEMENTS (in thousands)
June 30, 2012 and 2011

NOTE 1 - ORGANIZATION

The North Carolina State Lottery Commission [aka, North Carolina Education Lottery (NCEL)] was created with the enactment of House Bill 1023, effective August 31, 2005, as an independent, self-supporting, and revenue-raising agency of the State of North Carolina (the State). The NCEL commenced operations on March 30, 2006 with the sale of instant scratch-off tickets. In March 2006, the NCEL joined the Multi-State Lottery Association (MUSL) composed of a group of U.S. lotteries that combine jointly to sell on-line POWERBALL lottery tickets. POWERBALL sales began on May 30, 2006. Additional on-line games were introduced as follows:

- Carolina Pick 3 on October 6, 2006
- Carolina Cash 5 on October 27, 2006
- Carolina Pick 3 second daily draw (Monday through Saturday) on March 31, 2008
- Carolina Pick 4 on April 17, 2009
- Mega Millions on January 31, 2010
- Carolina Pick 4 second daily draw and Carolina Pick 3 second Sunday draw on February 27, 2011

The purpose of the NCEL is to generate funds to further the goal of providing enhanced educational opportunities, support school construction, and fund college and university scholarships. The operations of the NCEL are overseen by a nine member commission, five of whom are appointed by the Governor and four of whom are appointed by the General Assembly.

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

A. Reporting Entity:

For financial reporting purposes, the North Carolina Education Lottery is a major enterprise fund of the primary government of the State of North Carolina and is reported as such in the *Comprehensive Annual Financial Report* (CAFR) of the State. These financial statements for the NCEL are separate and apart from those of the State of North Carolina and do not present the financial position of the State nor changes in the State's financial position and cash flows.

B. Basis of Presentation:

The financial statements are prepared on the accrual basis of accounting in a manner similar to a private enterprise. The NCEL elected to apply all applicable Governmental Accounting Standards Board (GASB) pronouncements as well as Financial Accounting Standards Board (FASB) pronouncements and Accounting Principles Board (APB) opinions issued on or before November 30, 1989, unless those pronouncements conflict with or contradict GASB pronouncements. As permitted by GASB Statement Number 20, the NCEL elected not to apply FASB statements or interpretations issued on or after November 30, 1989, unless specifically adopted by the GASB.

As an enterprise fund, the NCEL is accounted for using the "economic resources" measurement focus. This means that all the assets and liabilities related to its operations are included on its statement of net assets, and its operating statement includes all revenues (increases) and expenses (decreases) in total assets. The NCEL distinguishes operating from non-operating revenues and expenses. Operating revenues and expenses generally relate to the NCEL's primary ongoing operations of selling lottery tickets and redeeming prizes; all revenues and expenses not meeting this definition are reported as non-operating. The principal operating revenues of the NCEL are for the sales of lottery products. The significant operating expenses include the cost of prizes, commissions, gaming system vendor charges, personnel, advertising and other administrative expenses.

NORTH CAROLINA EDUCATION LOTTERY
NOTES TO FINANCIAL STATEMENTS (in thousands)
June 30, 2012 and 2011

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

C. Cash and Cash Equivalents:

Cash and cash equivalents include regional office deposited operating funds, imprest funds, and deposits held by the State Treasurer in the State Treasurer's Short Term Investment portfolio. The Short Term Investment portfolio maintained by the State Treasurer has the general characteristics of a demand deposit account in that participants may deposit additional cash at any time and also may withdraw cash at any time without prior notice or penalty.

D. State Treasurer's Securities Lending Collateral:

While the NCEL does not directly engage in securities lending transactions, it deposits certain funds with the State Treasurer's Short-Term Investment Fund which participates in securities lending activities. Based on the State Treasurer's allocation of these transactions, the NCEL recognizes its allocable share of the assets and liabilities related to these transactions on the accompanying financial statements as "State Treasurer's Securities Lending Collateral" and "Obligations Under State Treasurer's Securities Lending Agreements." The NCEL's allocable share of these assets and liabilities is based on the NCEL's year-end deposit balance per the State Treasurer's records.

Based on the authority provided in General Statute 147-69.3(e), the State Treasurer lends securities from its investment pool to brokers-dealers and other entities (borrowers) for collateral that will be returned for the same securities in the future. The Treasurer's securities custodian manages the securities lending program. The Treasurer's custodian lent U.S. government and agency securities, FNMA's, corporate bonds and notes for collateral. The Treasurer's custodian is permitted to receive cash, U.S. government and agency securities, or irrevocable letters of credit as collateral for the securities lent.

The collateral is initially pledged at 102 percent of the market value of the securities lent, and additional collateral is required if its value falls to less than 100 percent of the market value of the securities lent. There are no restrictions on the amount of loans that can be made. Substantially all security loans can be terminated on demand by either the State Treasurer or the borrower.

Additional details on the State Treasurer's securities lending program are included in the State of North Carolina's *Comprehensive Annual Financial Report*. An electronic version of this report is available by accessing the North Carolina Office of the State Controller's Internet home page <http://www.osc.nc.gov/> and clicking on "Financial Reports," or by calling the State Controller's Financial Reporting Section at (919) 707-0500.

E. Allowance for Doubtful Accounts:

An allowance for doubtful accounts has not been established because there are no indications of significant delinquencies from the collection of retailer accounts as of June 30, 2012 and 2011.

NORTH CAROLINA EDUCATION LOTTERY
NOTES TO FINANCIAL STATEMENTS (in thousands)
June 30, 2012 and 2011

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

F. Capital Assets:

The NCEL defines capital assets as assets with an initial unit cost of \$5,000 or greater and an estimated useful life of two or more years. This definition conforms to the policy of the NC Office of State Controller. Depreciation is computed using the straight-line method over the estimated lives of the assets. The NCEL uses the half year convention. When assets are retired or otherwise disposed of, the cost and related accumulated depreciation will be removed from the books and any resulting gain or loss reflected in operations of the period of disposal. Capital assets are carried at cost less accumulated depreciation. The estimated useful lives by general category are as follows:

<u>Category</u>	<u>Years</u>
Equipment	5-7
Furniture	5
Computers and Software	3-5

G. Game Revenue Recognition:

For the NCEL's on-line games, POWERBALL, Mega Millions, Carolina Cash 5, Carolina Pick 4, Carolina Pick 3, and raffles offered, revenue is recognized at the time of sale on a daily basis. For instant games, revenue is recognized at the time a pack of tickets is settled (See Note 3A.1).

H. Lottery Prize Expense Recognition:

For POWERBALL, Mega Millions, Carolina Cash 5, Carolina Pick 4, Carolina Pick 3, and for raffles, prize expense is recorded at 50 percent of sales on a daily basis. For instant games, prize expense is accrued based on the final production prize structure percentage provided by the gaming vendor for each game and recorded daily on the value of packs settled. Certain games include free tickets (prize tickets) which entitle the holder to exchange one instant ticket for another of equal value. For the instant games with prize tickets, the final prize structure percentage used is adjusted to eliminate the value of the prize tickets. Prize expense for merchandise prizes is recognized as prizes are fulfilled.

I. Use of Estimates:

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities as of the dates of the financial statements and the reported amounts of revenues and expenses during the reporting periods. Actual results could differ from those estimates.

NOTE 3 – REVENUE

A. Operating Revenue:

1. Game Revenue:

Instant packs are settled using the following methodology:

- Manually by the retailer initiating a settlement transaction via the gaming terminal.
- Automatically by the gaming system - twenty one (21) days after pack activation.
- Automatically by the gaming system - once the fifth (5th) pack in a specific game is activated by a retailer, the oldest active pack is settled.

NORTH CAROLINA EDUCATION LOTTERY
NOTES TO FINANCIAL STATEMENTS (in thousands)
June 30, 2012 and 2011

NOTE 3 – REVENUE (continued)

Operating revenues are reduced by the value of prize tickets validated during a period.

Game Revenue	2012	2011
Instant	\$ 959,955	\$ 862,090
Prize tickets	(181)	(1,375)
On-line	636,738	599,016
Bad debt write off	(51)	(148)
Damaged tickets, sales services	(4)	(4)
Total	\$ 1,596,457	\$ 1,459,579

2. Fees and Licenses:

The majority of Fees and Licenses represent a weekly retailer communication fee charged to active retailers for terminal satellite communications and an application fee for new retailers and changes in ownership. Total Fees and Licenses for fiscal year 2012 and 2011 were \$5,381 and \$5,061, respectively.

B. Non-operating Revenue:

The cash accounts of the NCEL are Short-Term Investment Fund (STIF) Accounts which are interest bearing accounts held with the NC State Treasurer. Investments are limited to those authorized for the State's General Fund, pursuant to NC General Statute 147-69.1. The investment earnings earned on these accounts and the related security lending collateral transactions is \$523 and \$1,175 for the years ended June 30, 2012 and 2011, respectively.

The NCEL also has miscellaneous non-operating revenue related to dividends received from MUSL which were \$50 and \$11 for the years ended June 30, 2012 and 2011, respectively. The remaining miscellaneous non-operating revenue consists of sales and marketing materials to other lotteries and other miscellaneous items.

NOTE 4 – EXPENSES

A. Operating Expenses:

1. Lottery Prize Expense:

Prize Expense	2012	2011
Instant	\$ 642,075	\$ 572,157
On-line	308,398	290,839
50% of unclaimed prizes	11,083	-
Total	\$ 961,556	\$ 862,996

NORTH CAROLINA EDUCATION LOTTERY
NOTES TO FINANCIAL STATEMENTS (in thousands)
June 30, 2012 and 2011

NOTE 4 – EXPENSES (continued)

2. Retailer Commissions:

Commissions	2012	2011
Instant	\$ 67,092	\$ 60,237
On-line	44,532	41,890
Total	\$ 111,624	\$ 102,127

3. Retailer Incentives:

In fiscal year 2010, the State Lottery Commission approved a retailer incentive program where retailers would receive compensation for selling a top/second tier prize in the Multi-State games POWERBALL and Mega Millions and a top tier prize in Carolina Cash 5. As of December 2011, the retailer incentive program was expanded to include instant ticket prizes of over \$1 million as well. The total payments issued for the retailer incentive program for fiscal years 2012 and 2011 were \$609 and \$592, respectively.

4. Other Services:

The principal expenses included are: security services, background checks, communications, legal services, travel, financial audit services, network support, and costs for temporary employees. The Other category under Other Services also includes payments issued to Alcohol and Law Enforcement (ALE) in the amount of \$933 in fiscal year 2012 and \$795 in fiscal year 2011.

	2012	2011
Security services	\$ 11	\$ 10
Background checks	977	830
Communications, including wiring	1,250	1,093
Legal services	94	73
Travel	133	112
Other	2,169	1,309
Total	\$ 4,634	\$ 3,427

5. Furniture, Fixtures, and Equipment:

To operate a lottery, numerous items of equipment, furniture, and ticket dispensers are required. Most of these items were one time purchases to be replaced as needed at various points in the future. These items were also below our threshold for capitalization (See Note 5E) and therefore expensed. The total expenses for fiscal years 2012 and 2011 were \$762 and \$933, respectively.

NORTH CAROLINA EDUCATION LOTTERY
NOTES TO FINANCIAL STATEMENTS (in thousands)
June 30, 2012 and 2011

NOTE 4 – EXPENSES (continued)

6. Leases – Buildings, Offices and Other Equipment:

The NCEL has entered into various operating leases through the North Carolina State Department of Administration for building and office facilities. These leases are for initial terms of seven to ten years.

Projected lease payments for these facilities are:

<u>Year Ending</u>	<u>Amount</u>
2013	\$ 1,096
2014	1,131
2015	1,147
2016	1,139
2017	272
2018-2022	655
Total	<u>\$ 5,440</u>

The total space rental costs for the fiscal years 2012 and 2011 were \$1,091 and \$1,065, respectively. The NCEL also has several contracts for various equipment leases including instant ticket vending machines (ITVM's).

B. Non-operating Expenses:

The allocable share of the expenses arising from State Treasurer's Securities Lending Collateral program transactions, totaling \$31 and \$21 for the years ended June 30, 2012 and 2011, respectively, are included as non-operating expense. For the years ended June 30, 2012 and 2011, the remaining non-operating expenses consist of other miscellaneous non-operating items.

C. Transfers Out:

There were four significant transfers from the NCEL. One million dollars was transferred to the NC Department of Health and Human Services for a gambling addiction education and treatment program as stipulated in the North Carolina State Lottery Act for the years ended June 30, 2012 and 2011 (See Note 7D).

The second transfer was \$11,083 and \$8,623 for the years ended June 30, 2012 and 2011, respectively, from unclaimed prizes during the year. The North Carolina State Lottery Act requires the NCEL to transfer "Fifty percent (50%)" of unclaimed prizes to the NC Education Lottery Fund each year (See Note 7C).

The third transfer was in compliance with the North Carolina State Lottery Act. This Act requires all "Net Revenues" of the NCEL to be transferred to the NC Education Lottery Fund for the educational purposes set forth in the legislation. "Net Revenues" were \$448,386 for fiscal year 2012 compared with \$418,248 for fiscal year 2011 (see Note 12). However, \$438,283 was transferred to the NC Education Lottery Fund for fiscal year 2012 compared with \$410,916 for fiscal year 2011. The balances remaining (\$10,103 and \$7,332 for fiscal years 2012 and 2011) were recorded as a payable to the State for both fiscal years and were transferred subsequent to fiscal year end. NC General Statute 18C-162 states: "The funds remaining in the North Carolina State Lottery Fund after receipt of all revenues to the Lottery Fund and after accrual of all obligations of the Commission for prizes and expenses shall be considered to be the net revenues of the North Carolina State Lottery Fund."

The NCEL made a fourth transfer during fiscal year 2011. As per legislation, the NCEL transferred \$9,370 to the State of North Carolina to fund the Federal Medical Assistance Percentage (FMAP) expenses, including \$814 in interest and \$8,556 in unclaimed prizes. This transfer was not required in fiscal year 2012.

NORTH CAROLINA EDUCATION LOTTERY
NOTES TO FINANCIAL STATEMENTS (in thousands)
June 30, 2012 and 2011

NOTE 5 – ASSETS

A. Cash:

The cash and cash equivalents balances at June 30, 2012 and 2011 include no undeposited receipts on hand.

Unless specifically exempt, the NCEL is required by North Carolina General Statute 147-77 to deposit moneys received with the State Treasurer or with a depository institution in the name of the State Treasurer. Except as noted above, all NCEL funds are deposited with the State Treasurer. The NCEL has no deposit policy concerning credit risk, as all deposits are held by the State Treasurer.

At June 30, 2012 and 2011, respectively, \$26,381 and \$15,672 of the amounts shown on the Statement of Net Assets as cash and cash equivalents represents the NCEL's equity position in the State Treasurer's Short-Term Investment Fund. The Short-Term Investment Fund (a portfolio within the State Treasurer's Investment Pool, an external investment pool that is not registered with the Securities and Exchange Commission and does not have a credit rating) had a weighted average maturity of 1.5 and 1.9 years, as of June 30, 2012 and 2011, respectively. Assets and shares of the Short-Term Investment Fund are valued at amortized cost, which approximates fair value.

Deposit and investment risks associated with the State Treasurer's Investment Pool (which includes the State Treasurer's Short-Term Investment Fund) are included in the State of North Carolina's *Comprehensive Annual Financial Report*. An electronic version of this report is available by accessing the North Carolina Office of the State Controller's Internet home page <http://www.osc.nc.gov/> and clicking on "Financial Reports" or by calling the State Controller's Financial Reporting Section at (919) 707-0500.

B. Accounts Receivable:

Accounts Receivable primarily represents amounts due from retailers for settlement of packs of tickets less commissions and prizes paid by the retailers. Electronic Funds Transfer is used to collect receivables weekly from retailer bank accounts that were set up in trust for the NCEL.

C. Inventory:

Inventory for the NCEL consists of all merchandise prizes that are paid for before distribution. Inventory is reduced as prizes are fulfilled. Inventory as of June 30, 2012 and 2011 was \$4 and \$16, respectively.

D. Investments in Annuity Contracts:

Investments in Annuity Contracts represent the present value of the contracts that fund the long term installment prizes contracted through insurance company annuities (See Note 7B). The current and long term balances are \$3,750 and \$45,417 for fiscal year 2012 and \$3,000 and \$35,620 for fiscal year 2011, respectively.

The policies of the NCEL only allow for direct purchase of annuity contracts from which the proceeds are used to fund long term installment prizes. As the NCEL is not pursuing other forms of investments, they are not currently anticipated under the policy. As a means of limiting exposure to interest rate risk, the policy only allows for direct purchase of annuity contracts which future value payments are pre-negotiated with the providers of the contracts. These contracts are not subject to foreign currency risk because the provider is required by contract to pay the full annuities. Accordingly, the NCEL does not have a policy regarding foreign currency risk since investments in products subject to this risk are not applicable to the NCEL.

The policy of the NCEL restricts direct purchase of annuity contracts to those with companies that hold minimum ratings as follows: AA by Fitch, Aa by Moody's or AA by Standard & Poor's. As of June 30, 2012, all annuities carried a rating of Aa/AA.

NORTH CAROLINA EDUCATION LOTTERY
NOTES TO FINANCIAL STATEMENTS (in thousands)

June 30, 2012 and 2011

NOTE 5 – ASSETS (continued)

Maturities for investments in annuity contracts are as follows:

<u>Maturities</u>	2012	2011
Less than 1 year	\$ 3,750	\$ 3,000
1 to 5 years	18,750	15,000
6 to 10 years	18,750	15,000
More than 10 years	7,917	5,620
Total	<u>\$ 49,167</u>	<u>\$ 38,620</u>

E. Capital Assets:

The activity for capital assets for the year ended June 30, 2012 was:

<u>Category</u>	<u>Balance July 1, 2011</u>	<u>Increases</u>	<u>Decreases</u>	<u>Balance June 30, 2012</u>
Capital assets, depreciable				
Furniture	\$ 29	\$ -	\$ -	\$ 29
Equipment	2,804	310	(38)	3,076
Motorized equipment	67	-	-	67
Total capital assets, depreciable	<u>2,900</u>	<u>310</u>	<u>(38)</u>	<u>3,172</u>
Less accumulated depreciation for:				
Furniture	27	2	-	29
Equipment	1,991	450	(38)	2,403
Motorized equipment	63	5	-	68
Total accumulated depreciation	<u>2,081</u>	<u>457</u>	<u>(38)</u>	<u>2,500</u>
Total capital assets, depreciable, net	<u>819</u>	<u>(147)</u>	<u>-</u>	<u>672</u>
Capital assets, net	<u>\$ 819</u>	<u>\$ (147)</u>	<u>\$ -</u>	<u>\$ 672</u>

The activity for capital assets for the year ended June 30, 2011 was:

<u>Category</u>	<u>Balance July 1, 2010</u>	<u>Increases</u>	<u>Decreases</u>	<u>Balance June 30, 2011</u>
Capital assets, depreciable				
Furniture	\$ 29	\$ -	\$ -	\$ 29
Equipment	2,653	211	(60)	2,804
Motorized equipment	67	-	-	67
Total capital assets, depreciable	<u>2,749</u>	<u>211</u>	<u>(60)</u>	<u>2,900</u>
Less accumulated depreciation for:				
Furniture	23	4	-	27
Equipment	1,435	609	(53)	1,991
Motorized equipment	52	11	-	63
Total accumulated depreciation	<u>1,510</u>	<u>624</u>	<u>(53)</u>	<u>2,081</u>
Total capital assets, depreciable, net	<u>1,239</u>	<u>(413)</u>	<u>(7)</u>	<u>819</u>
Capital assets, net	<u>\$ 1,239</u>	<u>\$ (413)</u>	<u>\$ (7)</u>	<u>\$ 819</u>

NORTH CAROLINA EDUCATION LOTTERY
NOTES TO FINANCIAL STATEMENTS (in thousands)
June 30, 2012 and 2011

NOTE 5 – ASSETS (continued)

Equipment expenditures for 2012 included replacements of aged instant ticket dispensers, and computer server equipment. Equipment expenditures for 2011 included upgraded MIS equipment.

NOTE 6 – LIABILITIES

A. Accounts Payable:

This primarily represents trade payables to vendors, prize liabilities, and multi state game low-tier liability. At year end, June 30, 2012 and 2011, the balances were:

<u>Account Type</u>	<u>2012</u>	<u>2011</u>
Trade payables to vendors and other	\$ 3,926	\$ 5,940
Instant prize liability	8,889	4,307
Prize liability – unused unclaimed prizes	11,223	2,785
Multi state games low-tier liability	4,438	4,277
Prize liability – breakage	3,135	123
Prize liability – rollover	-	127
Total Accounts Payable	<u>\$ 31,611</u>	<u>\$ 17,559</u>

B. Other Liabilities:

Other liabilities of \$263 and \$27 for the years ended June 30, 2012 and 2011, respectively, primarily consist of federal and state withholding on prize payments, various clearing accounts, and deferred revenue.

C. Annuity Prize Awards Payable:

Annuity prize awards payable represents the present value of the contracts that fund the long term installment prizes that are due to NCEL annuity prize winners (See Note 7B). The current and long term balances are \$3,750 and \$45,417 for fiscal year 2012 and \$3,000 and \$35,620 for fiscal year 2011, respectively.

Annuity activity for both short and long term accounts during fiscal year 2012 are as follows:

	<u>Beginning Balance</u>	<u>Purchases</u>	<u>Annuity Appreciation</u>	<u>Annuity Disbursements</u>	<u>Reclass to Short Term</u>	<u>Ending Balance</u>
Short Term	\$ 3,000	\$ -	\$ -	\$ (2,700)	\$ 3,450	\$ 3,750
Long Term	35,620	11,484	1,763	-	(3,450)	45,417
Total	<u>\$ 38,620</u>	<u>\$ 11,484</u>	<u>\$ 1,763</u>	<u>\$ (2,700)</u>	<u>\$ -</u>	<u>\$ 49,167</u>

Annual activity for both short and long term accounts during fiscal year 2011 are as follows:

	<u>Beginning Balance</u>	<u>Purchases</u>	<u>Annuity Appreciation</u>	<u>Annuity Disbursements</u>	<u>Reclass to Short Term</u>	<u>Ending Balance</u>
Short Term	\$ 2,150	\$ -	\$ -	\$ (2,150)	\$ 3,000	\$ 3,000
Long Term	25,007	12,071	1,542	-	(3,000)	35,620
Total	<u>\$ 27,157</u>	<u>\$ 12,071</u>	<u>\$ 1,542</u>	<u>\$ (2,150)</u>	<u>\$ -</u>	<u>\$ 38,620</u>

NORTH CAROLINA EDUCATION LOTTERY
NOTES TO FINANCIAL STATEMENTS (in thousands)

June 30, 2012 and 2011

NOTE 6 – LIABILITIES (continued)

D. Due to Other Funds:

As explained in Note 4C, \$10,103 and \$7,332 for the years ended June 30, 2012 and 2011, respectively, represent the amounts of the “Net Revenues” and “50% of Unclaimed Prizes” for the year not yet transferred to the State as of June 30, but will be transferred to the State subsequent to fiscal year-end. The remainder is due to other state agencies for services provided to the NCEL.

E. Accrued Paid Time Off:

Paid time off (PTO) is provided to employees for use whenever vacation, sick leave, personal leave or bereavement leave is requested and approved. Under this policy, every calendar year, on January 1st, a specific amount of PTO will be credited to Directors’ and above PTO accounts. All other employees’ PTO accounts will be credited on a monthly basis as earned. Employees must be employed at least one year to receive pay for accrued leave balances. Directors and above will be paid out accrued leave balances upon separation provided they have attained a minimum of six (6) months of service on the date of separation.

Activity for the year ended June 30, 2012:

<u>Beginning</u>	<u>Earned</u>	<u>Used</u>	<u>Ending</u>	<u>Current Liability</u>	<u>Long Term Portion</u>
\$ 1,162	\$ 1,323	\$ 1,257	\$ 1,228	\$ 162	\$ 1,066

Activity for the year ended June 30, 2011:

<u>Beginning</u>	<u>Earned</u>	<u>Used</u>	<u>Ending</u>	<u>Current Liability</u>	<u>Long Term Portion</u>
\$ 1,093	\$ 1,204	\$ 1,135	\$ 1,162	\$ 68	\$ 1,094

NOTE 7 – OTHER IMPORTANT ITEMS

A. Deposits with Multi-State Lottery Association (MUSL):

MUSL is a voluntary association created for the purpose of administering joint, multi-jurisdictional lottery games, such as POWERBALL and Mega Millions. As of June 30, 2012, MUSL included 33 state lotteries, the District of Columbia and the U.S. Virgin Islands. The chief executive officer of each member lottery serves on the MUSL board of directors.

As a member of MUSL, the NCEL is required to contribute to various prize reserve funds maintained by MUSL. These contributions are included in the 50% prize expense calculated on POWERBALL and Mega Millions sales. The net amount of the 50% prize expense less the amount required to pay low-tier prizes within the State is paid to MUSL. This payment is to cover the NCEL’s share of current jackpot prizes based on the NCEL’s percent of sales for each drawing and the NCEL’s share of the prize reserve fund. The prize reserve fund serves as a contingency reserve to protect all MUSL members including the NCEL from unforeseen prize liabilities. All prize reserve funds remitted, and the related interest earnings, will be returned to the NCEL upon leaving MUSL, less any portion of unanticipated prize claims which may have been paid from the fund. As of June 30, 2012 and 2011 the NCEL had been credited with \$10,094 and \$9,176, respectively, in the MUSL prize reserve funds.

NORTH CAROLINA EDUCATION LOTTERY
NOTES TO FINANCIAL STATEMENTS (in thousands)

June 30, 2012 and 2011

NOTE 7 – OTHER IMPORTANT ITEMS (continued)

B. Annuity Installment Prizes:

The NCEL funds long term installment prizes through the purchase of insurance company annuities. The contract holders will fund the future value of the installment prize awards over the life of the prize awarded to the player. The NCEL currently holds contracts with Met Life Insurance Company and Prudential Life Insurance Company to provide these future prize installment payments. The future value of the annuity prizes awarded as of June 30, 2012 and 2011 were \$64,550 and \$53,300, respectively.

C. Unclaimed Prizes:

As of June 30, 2012 and 2011, the NCEL had unclaimed prizes from both online and instant games. The first POWERBALL draw after the NCEL started selling tickets was on May 31, 2006, and therefore, the NCEL began recognizing unclaimed prizes on November 27, 2006 (180 days after the first draw). The first Carolina Pick 3 unclaimed prizes were recorded on April 4, 2007 and the first unclaimed prizes for Carolina Cash 5 were recorded on April 25, 2007. Unclaimed prizes for Carolina Pick 4 were recorded on November 14, 2009. Unclaimed prizes for Mega Millions were recorded on August 1, 2010. The NCEL closed forty-six instant games during fiscal year 2012 resulting in \$10,226 in unclaimed prizes. In 2011, the NCEL closed thirty-seven instant games resulting in \$8,195 in unclaimed prizes.

<u>Game Type</u>	<u>2012</u>	<u>2011</u>
Instant	\$ 10,226	\$ 8,195
Powerball	5,998	3,893
Mega Millions	1,314	1,010
Carolina Cash 5	1,418	1,370
Carolina Pick 4	1,452	759
Carolina Pick 3	1,758	1,927
Raffle	-	91
Total unclaimed prizes	<u>\$ 22,166</u>	<u>\$ 17,245</u>

D. Compulsive Gambling Contribution:

The North Carolina General Statute states that, the NCEL must make “a transfer of \$1,000 annually to the Department of Health and Human Services (DHHS) for gambling addiction education and treatment programs.” (See Note 4C)

E. Limitations on Operating and Advertising Expenses:

As established in North Carolina General Statute 18C-162(a)(3); “No more than eight percent (8%) of the total annual revenues, as described in this Chapter, shall be allocated for payment of expenses of the Lottery. Advertising expenses shall not exceed one percent (1%) of the total annual revenues.” The one percent for advertising expenses is included in the eight percent maximum for Lottery expenses. Total annual revenues include proceeds from the sale of lottery tickets, interest earned by the NCEL, and all other funds credited to the Lottery from any source.

NORTH CAROLINA EDUCATION LOTTERY
NOTES TO FINANCIAL STATEMENTS (in thousands)

June 30, 2012 and 2011

NOTE 8 – RISK MANAGEMENT

The NCEL 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 NCEL participates in the State's Risk Management Program for property, liability, crime and automobile coverage, and pays an annual premium for this coverage. The Lottery has not experienced any losses during the year ended June 30, 2012.

The types of coverage, limits, and deductibles, as of June 30, 2012, are described below (the following chart is not shown in thousands).

Coverage Type	Limits (\$)	Deductible (\$)	Comments
Public officers and employee liability	1,000,000 /10,000,000	The first 150,000 /1,000,000 per person are paid by the Commission.	State is self-insured up to \$1,000,000; excess up to \$10,000,000 is with a private insurer.
All risk – property contents	4,707,386	5,000	
Auto – liability	1,000,000 per person/10,000,000 per accident		
Auto – comp/collision	29,470	50 100	Comp. deductible Collision deductible
Theft, disappearance, destruction	250,000	2,500	Inside premises
Theft, disappearance, destruction	50,000	2,500	Outside premises
Computer fraud	5,000,000	75,000	+10% over \$75,000
Employee dishonesty	5,000,000	75,000	+10% over \$75,000
Forgery and alteration	100,000	2,500	
Robbery and safe burglary – money/securities	500,000	1,000	

Employees and retirees are provided health care coverage by the State of North Carolina's Comprehensive Major Medical Plan. This employee benefit plan is funded by employer and employee contributions.

The North Carolina Workers' Compensation Program provides benefits to workers injured on the job. All employees of the State are included in the program. When an employee is injured, the NCEL's primary responsibility is to arrange for and provide the necessary treatment for work related injury. The State is self-insured for workers' compensation. A third party administrator processes workers' compensation claims. State agencies, including the NCEL, contribute to a fund administered by the Office of the State Controller to cover their workers' compensation claims. The third party administrator receives a per case administration fee and draws down State funds to make medical and indemnity payments on behalf of the State in accordance with the North Carolina Workers' Compensation Act.

Term life insurance of \$25 to \$50 is provided to eligible employees. This self-insured death benefit program is administered by the North Carolina Department of the State Treasurer and funded via employer contributions. The employer contribution rate was .16% for the current fiscal year.

Additional details on State-administered risk management programs are disclosed in the State of North Carolina's *Comprehensive Annual Financial Report*. An electronic version of this report is available by accessing the North Carolina Office of the State Controller's Internet home page <http://www.osc.nc.gov/> and clicking on "Financial Reports" or by calling the State Controller's Financial Reporting Section at (919) 707-0500.

NORTH CAROLINA EDUCATION LOTTERY
NOTES TO FINANCIAL STATEMENTS (in thousands)

June 30, 2012 and 2011

NOTE 9 – PENSION AND DEFERRED COMPENSATION PLANS

A. Retirement Plan:

Each permanent full-time employee, as a condition of employment, is a member of the Teachers' and State Employees' Retirement System (TSERS) and is automatically enrolled in the Teachers' and State Employees' Retirement System.

The Teachers' and State Employees' Retirement System is a cost sharing multiple-employer defined benefit pension plan established by the State to provide pension benefits for employees of the State, its component units and local boards of education. The plan is administered by the NC Department of State Treasurer.

Benefit and contribution provisions for the Teachers' and State Employees' Retirement System are established by *North Carolina General Statutes* 135-5 and 135-8 and may be amended only by the North Carolina General Assembly. Employer and member contribution rates are set each year by the North Carolina General Assembly based on annual actuarial valuations.

For the years ending June 30, 2012, 2011 and 2010, respectively, the NCEL had a total payroll of \$12,839, \$12,018, and \$11,968, of which \$12,839, \$12,018 and \$11,968 was covered under the Teachers' and State Employees' Retirement System. Total employer and employee contributions for pension benefits for the years ended June 30, 2012, 2011 and 2010, were \$1,725, \$1,314 and \$1,143, respectively. Required employer contribution rates for the years ended June 30, 2012, 2011 and 2010, were 7.44%, 4.93% and 3.57%, respectively, while employee contributions were 6% each year. The NCEL made 100% of its annual required contributions as mandated by Senate Bill 58. The contribution amounts for the years ended June 30, 2012, 2011, and 2010, were \$955, \$592 and \$425, respectively.

The Teachers' and State Employees' Retirement System's financial information is included in the State of North Carolina's *Comprehensive Annual Financial Report*. An electronic version of this report is available by accessing the North Carolina Office of the State Controller's Internet home page <http://www.osc.nc.gov/> and clicking on "Financial Reports", or by calling the State Controller's Financial Reporting Section at (919) 707-0500.

B. Supplemental Retirement Income Plan:

IRC Section 401(k) Plan – All full-time employees are eligible to enroll in the Supplemental Retirement Income Plan, a defined contribution plan, created under Internal Revenue Code Section 401(k). All costs of administering the plan are the responsibility of the plan participants. The Plan is provided by Prudential Retirement, administered by the NC Department of the State Treasurer and sponsored by the State of North Carolina. The effective date of participation was January 30, 2006. The voluntary contributions by employees amounted to \$170, \$197 and \$203 for the years ended June 30, 2012, 2011 and 2010, respectively.

C. Deferred Compensation Plan:

IRC Section 457 Plan – The State of North Carolina offers its permanent employees a deferred compensation plan created in accordance with Internal Revenue Code Section 457 through the North Carolina Public Employee Deferred Compensation Plan (the Plan). The Plan permits each participating employee to defer a portion of his or her salary until future years. The deferred compensation is available to employees upon separation from service, death, disability, retirement or financial hardships if approved by the Plan's Board of Trustees. The Board, a part of the North Carolina Department of State Treasurer, maintains a separate fund for the exclusive benefit of the participating employees and their beneficiaries, *the North Carolina Public Employee Deferred Compensation Trust Fund*. The Board also contracts with an external third party to perform certain administrative requirements and to manage the trust fund's assets. All costs of administering and funding the Plan are the responsibility of the Plan participants. The effective date of participation was January 30, 2006. The voluntary contributions by employees amounted to \$85, \$109 and \$134, for the years ended June 30, 2012, 2011 and 2010, respectively.

NORTH CAROLINA EDUCATION LOTTERY
NOTES TO FINANCIAL STATEMENTS (in thousands)

June 30, 2012 and 2011

NOTE 10 – OTHER POSTEMPLOYMENT BENEFITS

A. Health Care for Long-Term Disability Beneficiaries and Retirees:

The NCEL participates in the Comprehensive Major Medical Plan (the Plan), a cost-sharing, multiple-employer defined benefit health care plan that provides post-employment health insurance to eligible former employees. Eligible former employees include long-term disability beneficiaries of the Disability Income Plan of North Carolina and retirees of the Teachers' and State Employees' Retirement System. Coverage eligibility varies depending on years of contributory membership service in the retirement system prior to disability or retirement.

The Plan's benefit and contribution provisions are established by Chapter 135-7, Article 1, and Chapter 135, Article 3, of the General Statute and may be amended only by the North Carolina General Assembly. The Plan does not provide for automatic post-retirement benefit increases.

The General Statute states that a Retiree Health Benefit Fund (the Fund) has been established as a fund in which accumulated contributions from employers and any earnings on those contributions shall be used to provide health benefits to retired and disabled employees and applicable beneficiaries. The General Statute states that the Fund is administered by the Board of Trustees Teachers' and State Employees' Retirement System and contributions to the fund are irrevocable. Also by law, Fund assets are dedicated to providing benefits to retired and disabled employees and applicable beneficiaries and are not subject to the claims of creditors of the employers making contributions to the Fund. Contribution rates to the Fund, which are intended to finance benefits and administrative expenses on a pay-as-you-go basis, are determined by the General Assembly in the Appropriations Bill.

For the current fiscal year 2012, the NCEL contributed 5.0% of the covered payroll under the Teachers' and State Employees' Retirement System. Required contribution rates for the years ended June 30, 2011 and 2010, were 4.9% and 4.5%, respectively. The NCEL made 100% of its annual required contributions to the Plan for the years ended June 30, 2012, 2011, and 2010, which were \$642, \$589, and \$539, respectively.

The NCEL assumes no liability for retiree health care benefits provided by the programs other than its required contribution.

Additional detailed information about these programs can be located in the State of North Carolina's *Comprehensive Annual Financial Report*. An electronic version of this report is available by accessing the North Carolina Office of the State Controller's Internet home page <http://www.osc.nc.gov/> and clicking on "Financial Reports", or by calling the State Controller's Financial Reporting Section at (919) 707-0500.

B. Long-Term Disability:

The NCEL participates in the Disability Income Plan of North Carolina (DIPNC), a cost-sharing, multiple-employer defined benefit plan, to provide short-term and long-term disability benefits to eligible members of the Teachers' and State Employees' Retirement System. Benefit and contribution provisions are established by Chapter 135, Article 6, of the General Statute, and may be amended only by the North Carolina General Assembly. The plan does not provide for automatic post-retirement benefit increases.

Disability income benefits are funded by actuarially determined employer contributions that are established in the Appropriations Bill by the General Assembly. For the fiscal year ended June 30, 2012, the NCEL made a statutory contribution of .52% of covered payroll under the Teachers' and State Employees' Retirement System and the Optional Retirement Program to the DIPNC. Required contribution rates for the years ended June 30, 2012, 2011 and 2010, were .52%, .52% and .52%, respectively. The NCEL made 100% of its annual required contributions to the DIPNC for the years ended June 30, 2011, 2010, and 2009, which were \$66, \$62, and \$62, respectively. The NCEL assumes no liability for long-term disability benefits under the Plan other than its contribution.

NORTH CAROLINA EDUCATION LOTTERY
NOTES TO FINANCIAL STATEMENTS (in thousands)
June 30, 2012 and 2011

NOTE 10 – OTHER POSTEMPLOYMENT BENEFITS (continued)

Additional detailed information about the DIPNC is disclosed in the State of North Carolina's *Comprehensive Annual Financial Report*. An electronic version of this report is available by accessing the North Carolina Office of the State Controller's Internet home page <http://www.osc.nc.gov/> and clicking on "Financial Reports", or by calling the State Controller's Financial Reporting Section at (919) 707-0500.

NOTE 11 – LITIGATION

As of June 30, 2012, the NCEL is not, nor anticipates being, a party to any litigation.

NOTE 12 - ALLOCATION OF TOTAL ANNUAL REVENUES/TRANSFERS TO NC EDUCATION LOTTERY FUND

	<u>2012</u>		
Lottery Ticket Sales	\$ 1,596,638		
Fees and Licenses	5,381		
Investment Earnings and Other Revenues	523		
Total Annual Revenue	<u>1,602,542</u>		
Less Prize Tickets	<u>(181)</u>	0%	Of Total Annual Revenue
Total Net Revenue	<u>1,602,361</u>		
Prize Expense	(961,556)	60%	Of Total Annual Revenue
Advertising	(14,696)	1%	Of Total Annual Revenue
All Other Expenses and Transfers	<u>(55,016)</u>		
Total Section 18C-162.a.3	<u>(69,712)</u>	4%	Of Total Annual Revenue
Commissions (per 18C-142)	(111,624)	7%	Of Lottery Ticket Sales
Unclaimed Prizes to The State of North Carolina	11,083		
Net Revenues to The State of North Carolina	448,386		
Total Revenues to The State of North Carolina	<u>\$ 459,469</u>	29%	Of Total Annual Revenue

NORTH CAROLINA EDUCATION LOTTERY
NOTES TO FINANCIAL STATEMENTS (in thousands)
June 30, 2012 and 2011

NOTE 12 - ALLOCATION OF TOTAL ANNUAL REVENUES/TRANSFERS TO NC EDUCATION LOTTERY FUND (continued)

	<u>2011</u>		
Lottery Ticket Sales	\$ 1,460,954		
Fees and Licenses	5,061		
Investment Earnings and Other Revenues	1,175		
Total Annual Revenue	<u>1,467,190</u>		
Less Prize Tickets	<u>(1,375)</u>	0%	Of Total Annual Revenue
Total Net Revenue	<u>1,465,815</u>		
Prize Expense	(862,996)	59%	Of Total Annual Revenue
Advertising	(13,760)	1%	Of Total Annual Revenue
All Other Expenses and Transfers	<u>(50,691)</u>		
Total Section 18C-162.a.3	<u>(64,451)</u>	4%	Of Total Annual Revenue
Commissions (per 18C-142)	(102,127)	7%	Of Lottery Ticket Sales
Due to FMAP & Legislative Special Revenue Fund	9,370		
Unclaimed Prizes to The State of North Carolina	8,623		
Net Revenues to The State of North Carolina	418,248		
Total Revenues to The State of North Carolina	<u>\$ 436,241</u>	30%	Of Total Annual Revenue

In accordance with Section § 18C-162 of the North Carolina State Lottery Act: Allocation of revenues.

- (a) The Commission shall allocate revenues to the North Carolina State Lottery Fund in order to increase and maximize the available revenues for education purposes, and to the extent practicable, shall adhere to the following guidelines:
- (1) At least fifty percent (50%) of the total annual revenues, as described in this Chapter, shall be returned to the public in the form of prizes.
 - (2) At least thirty-five percent (35%) of the total annual revenues, as described in this Chapter, shall be transferred as provided in G.S. 18C-164.
 - (3) No more than eight percent (8%) of the total annual revenues, as described in this Chapter, shall be allocated for payment of expenses of the Lottery. Advertising expenses shall not exceed one percent (1%) of the total annual revenues.
 - (4) No more than seven percent (7%) of the face value of tickets or shares, as described in this Chapter shall be allocated for compensation paid to lottery game retailers.
- (b) To the extent that the expenses of the Commission are less than eight percent (8%) of total annual revenues, the Commission may allocate any surplus funds:
- (1) To increase prize payments; or
 - (2) To the benefit of the public purposes as described in this chapter.
- (c) Unclaimed prize money shall be held separate and apart from the other revenues and allocated as follows:
- (1) Fifty percent (50%) to enhance prizes under subdivision (a) (1) of this section.
 - (2) Fifty percent (50%) to the Education Lottery Fund to be allocated in accordance with G.S. 18C-164(c).(2005-344, s. 1; 2005-276, s. 31.1(r); 2007-323, s.5.2(c).)

NORTH CAROLINA EDUCATION LOTTERY
NOTES TO FINANCIAL STATEMENTS (in thousands)
June 30, 2012 and 2011

NOTE 12 - ALLOCATION OF TOTAL ANNUAL REVENUES/TRANSFERS TO NC EDUCATION LOTTERY FUND (continued)

Additionally, in accordance with Section § 18C-142 of the North Carolina State Lottery Act, Compensation for lottery game retailers, "The amount of compensation paid to lottery game retailers for their sales of lottery tickets or shares shall be seven percent (7%) of the retail price of the tickets or shares sold for each lottery game."

§ 18C-161. Types of income to the North Carolina State Lottery Fund.

- (1) All proceeds from the sale of lottery tickets or shares.
- (2) The funds for initial start-up costs provided by the State.
- (3) All other funds credited or appropriated to the Commission from any sources.
- (4) Interest earned by the North Carolina Lottery Fund.

The NCEL transferred \$456.8 million to the NC Education Lottery Fund for fiscal year 2012 compared with \$446.9 million for fiscal year 2011. As explained in Note 4C, \$10.2 million and \$7.3 million for fiscal years ended June 30, 2012 and 2011, respectively, were the amounts of the "Net Revenues" and "50% of Unclaimed Prizes" that were transferred to the State subsequent to the end of the respective fiscal year.

NOTE 13 – SUBSEQUENT EVENTS

The Commission of the NCEL has evaluated all subsequent events for potential recognition and disclosure through November 6, 2012, the date these financial statements will be available.

This audit required 347 audit hours at an approximate cost of \$68,790. The cost represents 0.0007% and 0.00006% of the NCEL's total assets and total expenses subjected to audit, respectively.

STATISTICAL SECTION



STATISTICAL SECTION

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STATISTICAL SECTION

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Sources: Unless otherwise noted, the information provided is derived from the comprehensive annual financial report for the relevant year.

Introduction to Statistical Section

The following statistical section is provided to help the reader understand both the financial results of the NCEL and the environment in which the NCEL operates. For this purpose comparative financial information has been provided along with demographic information on the State of North Carolina.

While reading the statistical section please keep the following notes in mind:

- The NCEL began operations during fiscal year 2006, however there were only three months of operations during that fiscal year. Therefore, comparative information for fiscal year 2006 or prior has not been included for revenue, sales, expense, and demographic schedules.
- The NCEL's fiscal year begins on July 1st and ends on June 30th of the following calendar year. Fiscal year 2012 information begins on July 1st 2011 and concludes as of June 30th 2012. Total fiscal year and monthly information is included in this analysis.
- The NCEL does not have any material outstanding debts, therefore debt schedule or debt ratio information is not provided.

North Carolina Education Lottery Statistics

Capital Assets Since Inception (in thousands):

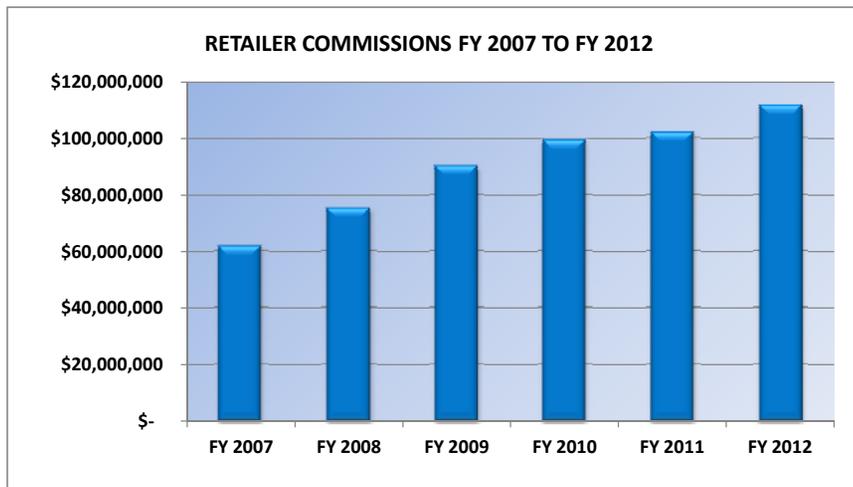
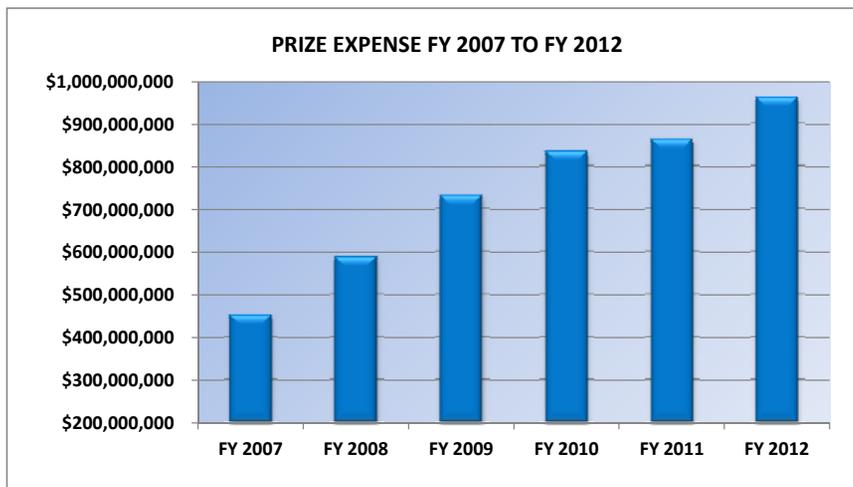
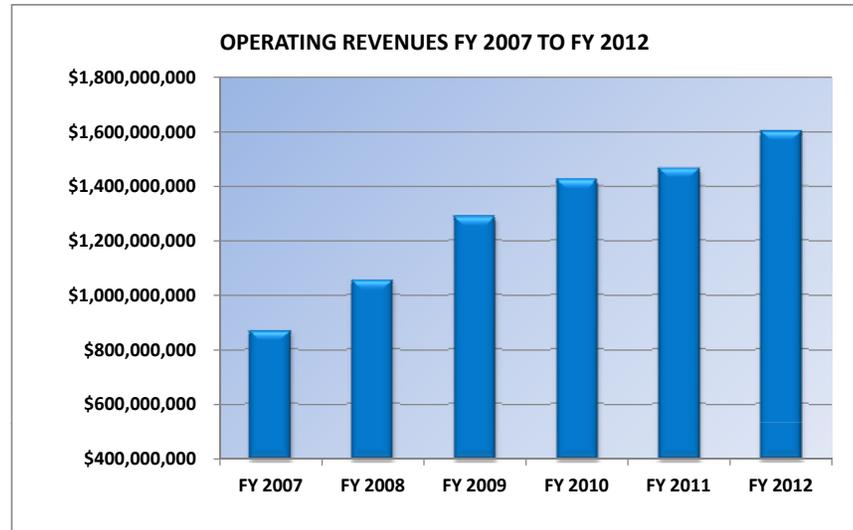
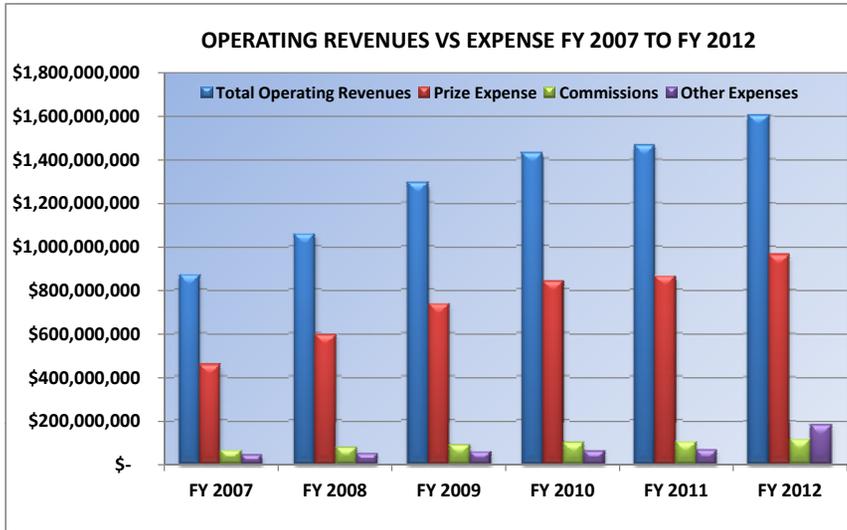
Category	Balance July 1, 2006	Increases	Decreases	Balance June 30, 2007	Increases	Decreases	Balance June 30, 2008	Increases	Decreases	Balance June 30, 2009
Capital assets, nondepreciable										
Improvements in progress	\$ 194	\$ -	\$ 194	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total capital assets, nondepreciable	194	-	194	-	-	-	-	-	-	-
Capital assets, depreciable										
Furniture	-	29	-	29	-	-	29	-	-	29
Equipment	484	1,179	11	1,652	587	-	2,239	367	-	2,606
Motorized equipment	22	45	-	67	-	-	67	-	-	67
Total capital assets, depreciable	506	1,253	11	1,748	587	-	2,335	367	-	2,702
Less accumulated depreciation for:										
Furniture	-	4	-	4	7	-	11	7	-	18
Equipment	74	377	1	450	363	-	813	523	-	1,336
Motorized equipment	2	10	-	12	12	-	24	14	-	38
Total accumulated depreciation	76	391	1	466	382	-	848	544	-	1,392
Total capital assets, depreciable, net	430	862	10	1,282	205	-	1,487	(177)	-	1,310
Capital assets, net	624	862	204	1,282	205	-	1,487	(177)	-	1,310
Net assets										
Invested in capital assets	624	862	204	1,282	205	-	1,487	(177)	-	1,310
Unrestricted net assets	(624)	(862)	(204)	(1,282)	(205)	-	(1,487)	177	-	(1,310)
Total Net Assets	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Category	Balance June 30, 2009	Increases	Decreases	Balance June 30, 2010	Increases	Decreases	Balance June 30, 2011	Increases	Decreases	Balance June 30, 2012
Capital assets, nondepreciable										
Improvements in progress	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total capital assets, nondepreciable	-	-	-	-	-	-	-	-	-	-
Capital assets, depreciable										
Furniture	29	-	-	29	-	-	29	-	-	29
Equipment	2,606	529	(482)	2,653	211	(60)	2,804	310	(38)	3,076
Motorized equipment	67	-	-	67	-	-	67	-	-	67
Total capital assets, depreciable	2,702	529	(482)	2,749	211	(60)	2,900	310	(38)	3,172
Less accumulated depreciation for:										
Furniture	18	5	-	23	4	-	27	2	-	29
Equipment	1,336	564	(465)	1,435	609	(53)	1,991	450	(38)	2,403
Motorized equipment	38	14	-	52	11	-	63	5	-	68
Total accumulated depreciation	1,392	583	(465)	1,510	624	(53)	2,081	457	(38)	2,500
Total capital assets, depreciable, net	1,310	(54)	(17)	1,239	(413)	(7)	819	(147)	-	672
Capital assets, net	1,310	(54)	(17)	1,239	(413)	(7)	819	(147)	-	672
Net assets										
Invested in capital assets	1,310	(54)	(17)	1,239	(413)	(7)	819	(147)	-	672
Unrestricted net assets	(1,310)	54	17	(1,239)	413	7	(819)	147	-	(672)
Total Net Assets	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

North Carolina Education Lottery Statistics

Revenue and Expenses FY 2007 to FY 2012:

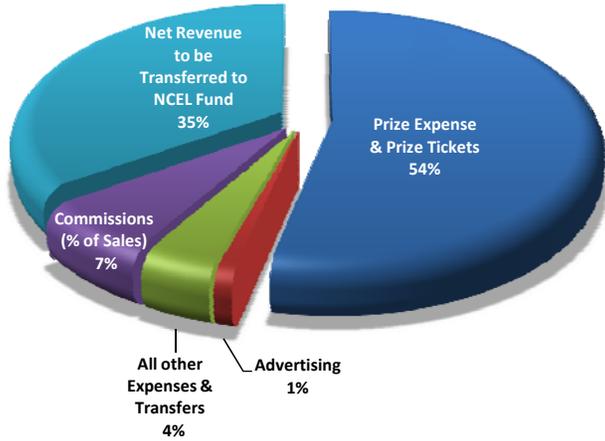
	FY 2007	FY 2008	FY 2009	FY 2010	FY 2011	FY 2012
Total Operating Revenues	\$ 866,194,905	\$ 1,053,131,125	\$ 1,288,102,861	\$ 1,424,457,618	\$ 1,464,639,726	\$ 1,601,837,648
Total Operating Expenses	\$ 555,433,414	\$ 709,646,237	\$ 876,666,966	\$ 993,888,090	\$ 1,028,509,675	\$ 1,141,909,797
Prize Expense	\$ 451,791,593	\$ 588,484,904	\$ 731,690,305	\$ 835,302,004	\$ 862,996,103	\$ 961,556,221
Commissions	\$ 61,932,162	\$ 75,370,563	\$ 90,366,111	\$ 99,339,830	\$ 102,126,855	\$ 111,624,043
Other Expenses	\$ 41,709,659	\$ 45,790,770	\$ 54,610,550	\$ 59,246,256	\$ 63,386,717	\$ 180,353,576



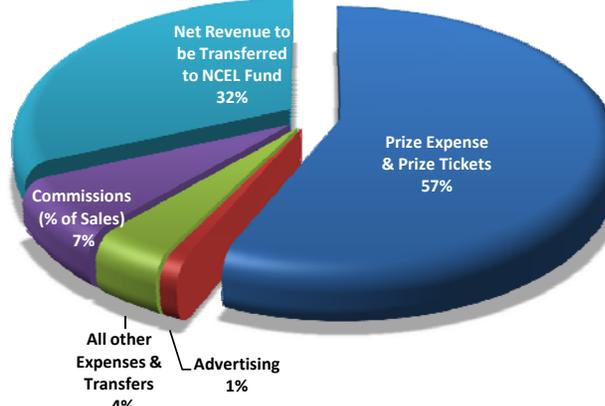
North Carolina Education Lottery Statistics

Allocation of Expense FY 2007 to FY 2012:

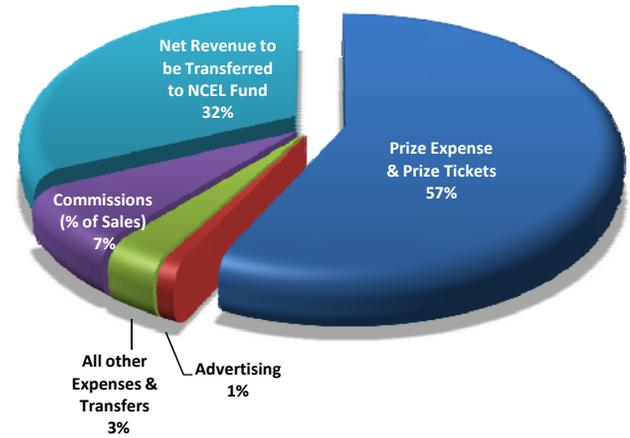
ALLOCATION OF EXPENSES FY 2007



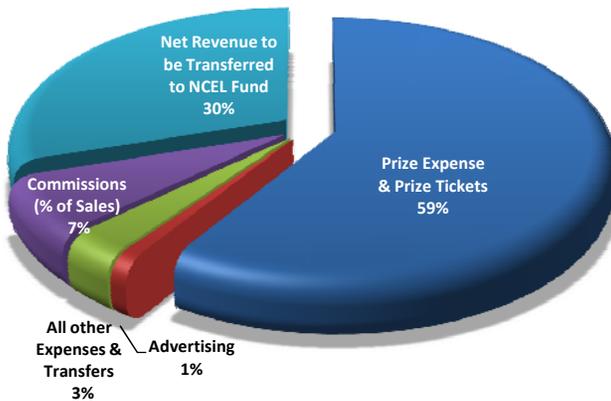
ALLOCATION OF EXPENSES FY 2008



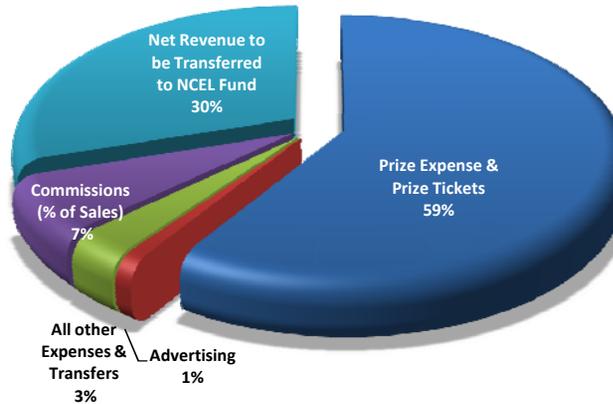
ALLOCATION OF EXPENSES FY 2009



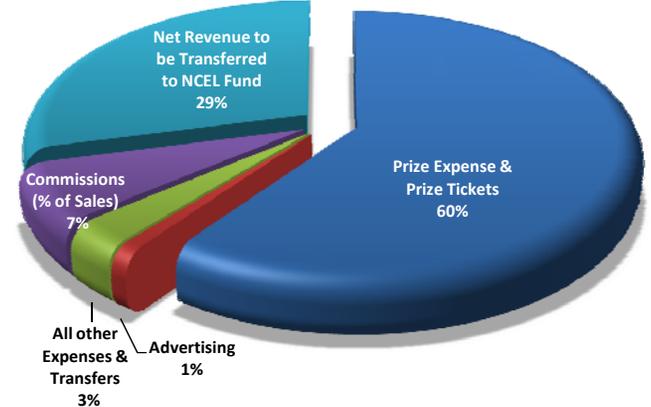
ALLOCATION OF EXPENSES FY 2010



ALLOCATION OF EXPENSES FY 2011



ALLOCATION OF EXPENSES FY 2012

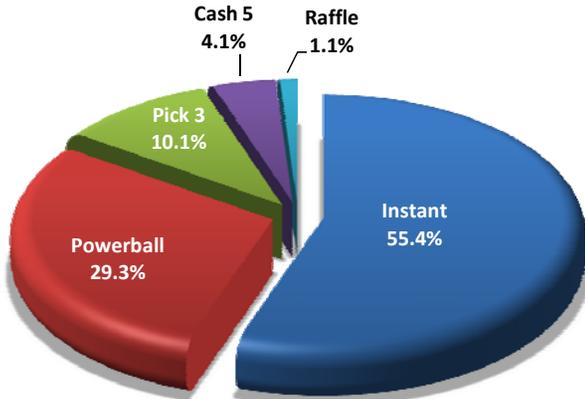


Commissions percentage is calculated based on the percent of Sales (all others calculated based on percentage of Revenue) therefore may not add to 100%.

North Carolina Education Lottery Statistics

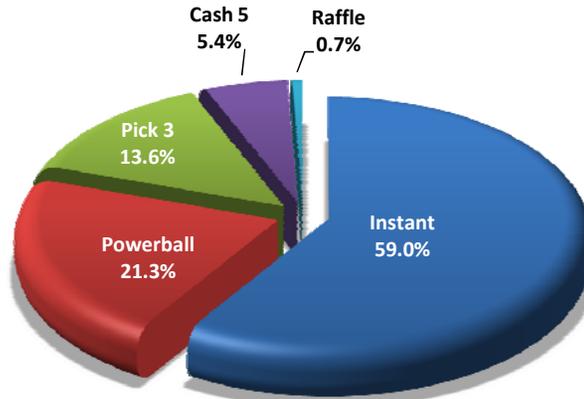
Sales by Game FY 2007 to FY 2012:

SALES BY GAME FY 2007

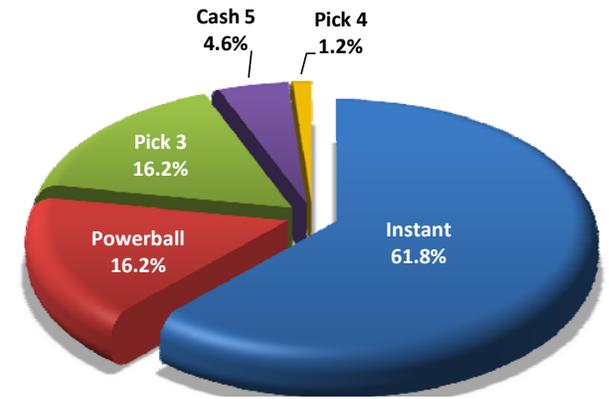


Cash 5 & Pick 3 games were launched in Oct '06

SALES BY GAME FY 2008

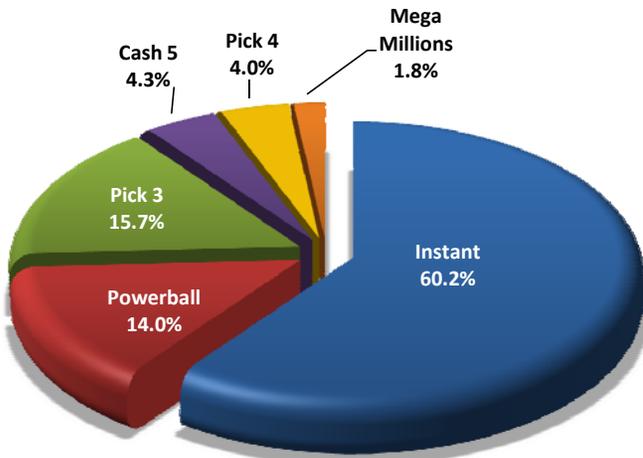


SALES BY GAME FY 2009



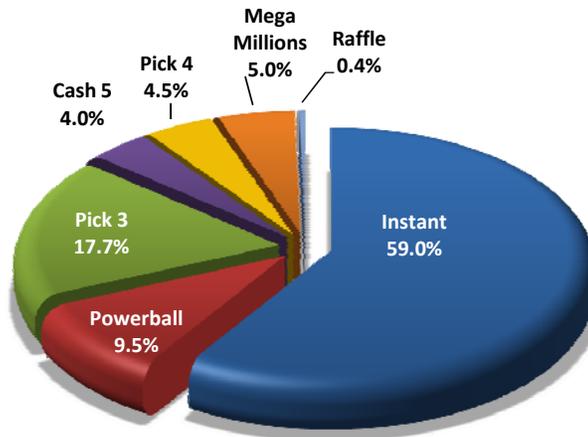
Pick 4 game was launched in Apr '09
No Raffles were held in FY '09

SALES BY GAME FY 2010

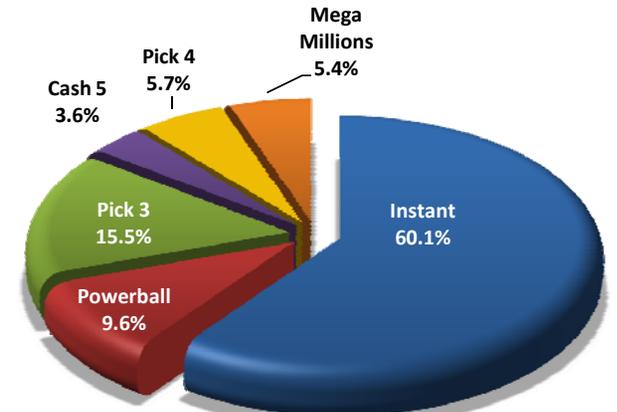


Mega Millions game was launched in Jan

SALES BY GAME FY 2011



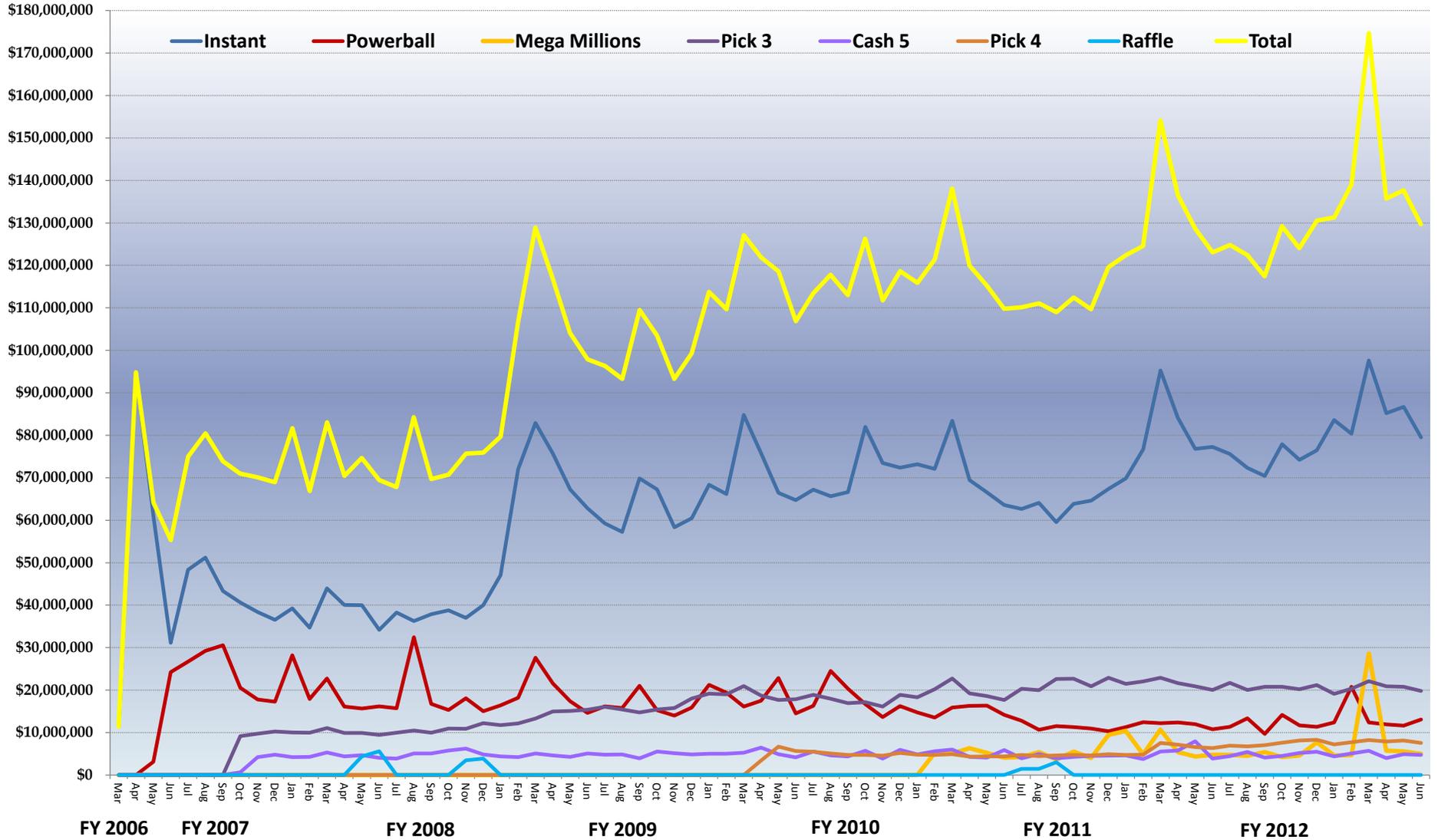
SALES BY GAME FY 2012



North Carolina Education Lottery Statistics

Total Sales Life to Date:

Game Sales - LTD Comparison By Game



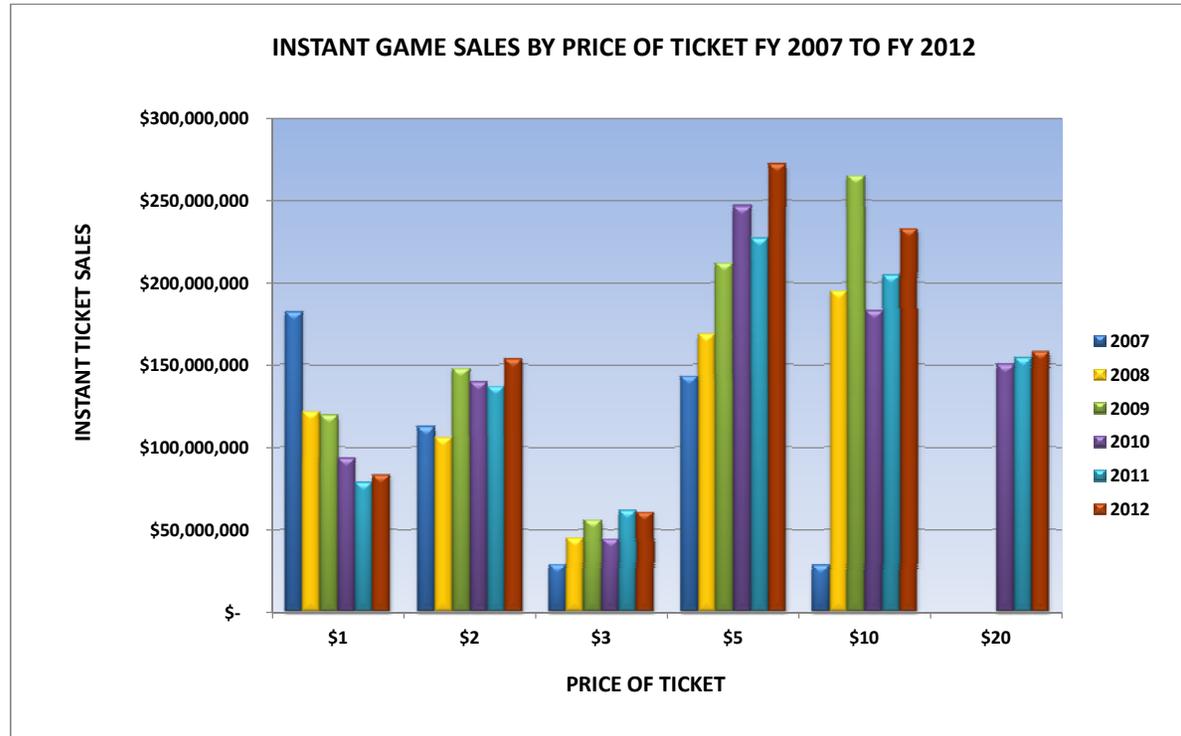
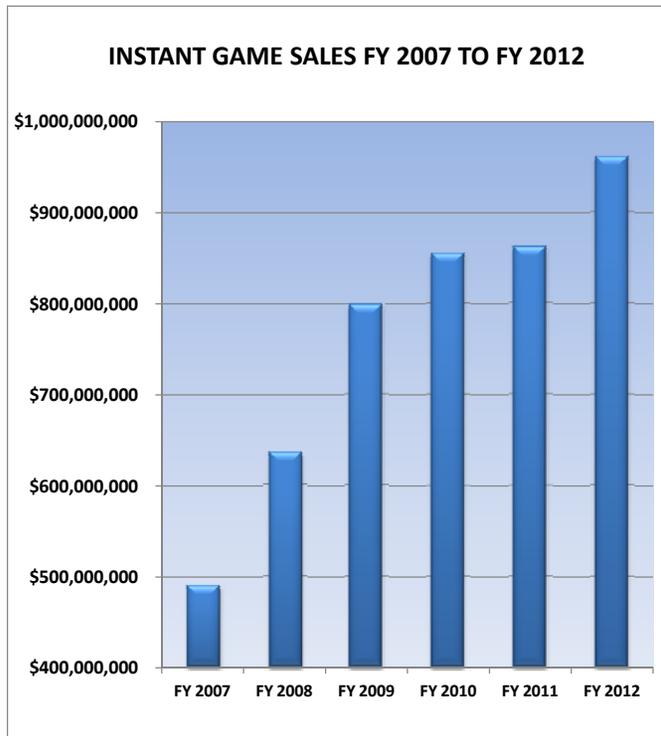
North Carolina Education Lottery Statistics

Instant Tickets FY 2007 to FY 2012:

Instant Games by Price of Ticket

	FY 2007	FY 2008	FY 2009	FY 2010	FY 2011	FY 2012
\$1	\$ 182,168,872	\$ 121,600,546	\$ 119,083,157	\$ 92,980,150	\$ 78,296,263	\$ 83,189,184
\$2	112,107,280	106,036,416	147,937,906	139,472,210	136,676,260	153,609,582
\$3	28,790,607	44,977,548	55,828,311	43,751,937	61,499,178	60,791,835
\$5	142,974,345	168,722,235	211,778,870	246,081,170	227,038,175	271,630,660
\$10	28,273,430	194,543,370	264,048,160	183,066,660	204,423,280	232,576,800
\$20	-	-	-	150,230,140	154,157,320	158,157,300
TOTAL	\$ 494,314,534	\$ 635,880,115	\$ 798,676,404	\$ 855,582,267	\$ 862,090,476	\$ 959,955,361

During the 2007 fiscal year, the North Carolina General Assembly approved new legislation to provide the NCEL with more flexibility in instant ticket prize payouts. The impact of this change can be seen above with the increases in instant ticket sales, beginning in January of fiscal year 2008 and continuing through fiscal year 2012.

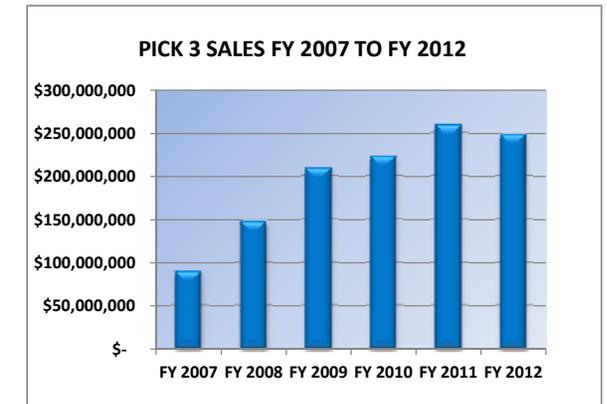
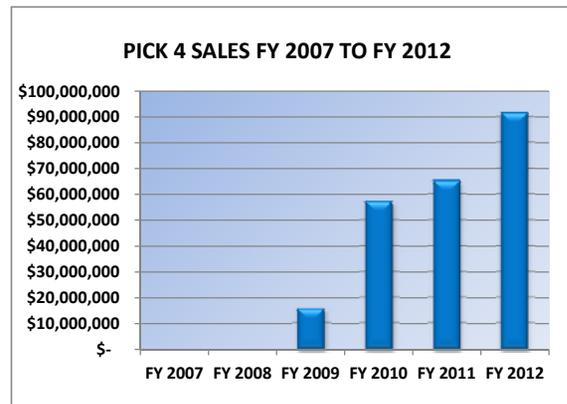
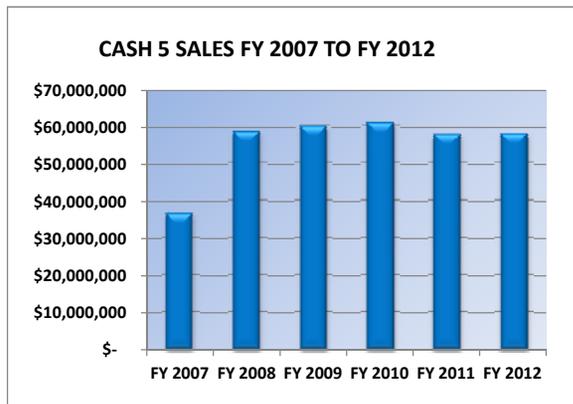
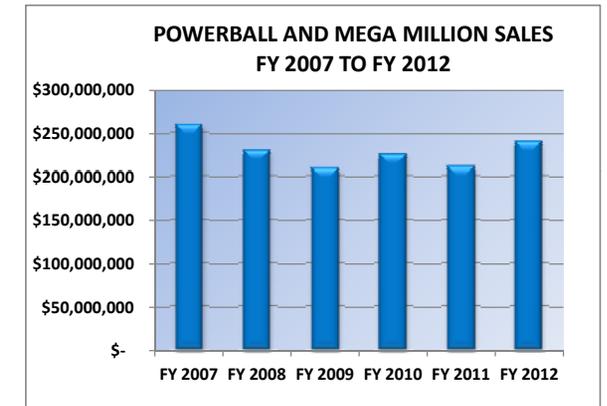
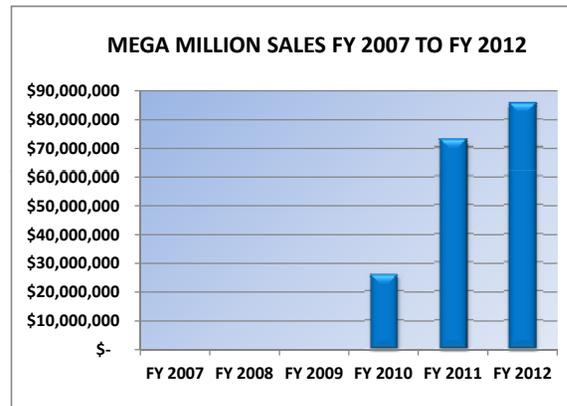
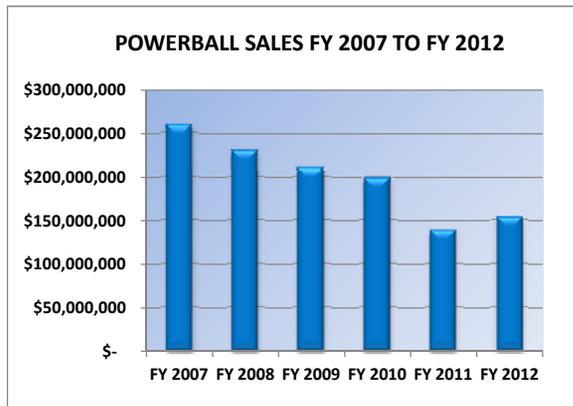
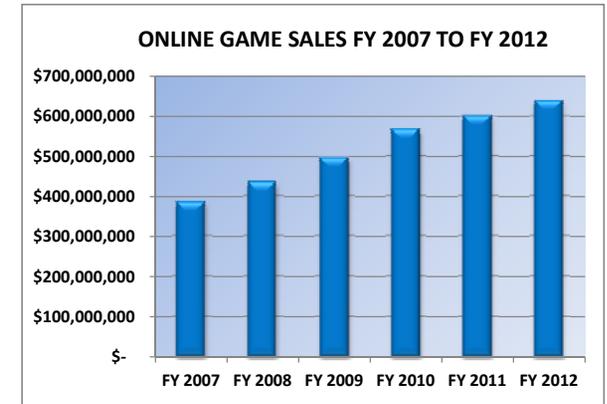


North Carolina Education Lottery Statistics

Online Sales FY 2007 to FY 2012:

North Carolina Education Lottery Online Sales

	FY 2007	FY 2008	FY 2009	FY 2010	FY 2011	FY 2012
Powerball	\$ 258,967,883	\$ 229,255,174	\$ 209,746,679	\$ 198,756,717	\$ 138,670,659	\$ 153,921,894
Mega Millions	\$ -	\$ -	\$ -	\$ 25,969,303	\$ 72,847,709	\$ 85,564,057
Cash 5	\$ 36,501,699	\$ 58,516,249	\$ 60,011,218	\$ 60,873,168	\$ 57,757,944	\$ 57,971,905
Pick 4	\$ -	\$ -	\$ 15,793,159	\$ 57,370,252	\$ 65,309,804	\$ 91,528,197
Pick 3	\$ 89,541,217	\$ 147,158,304	\$ 208,883,766	\$ 222,777,592	\$ 258,443,414	\$ 247,751,644
Raffle	\$ 10,000,000	\$ 7,369,240	\$ -	\$ -	\$ 5,986,380	\$ -

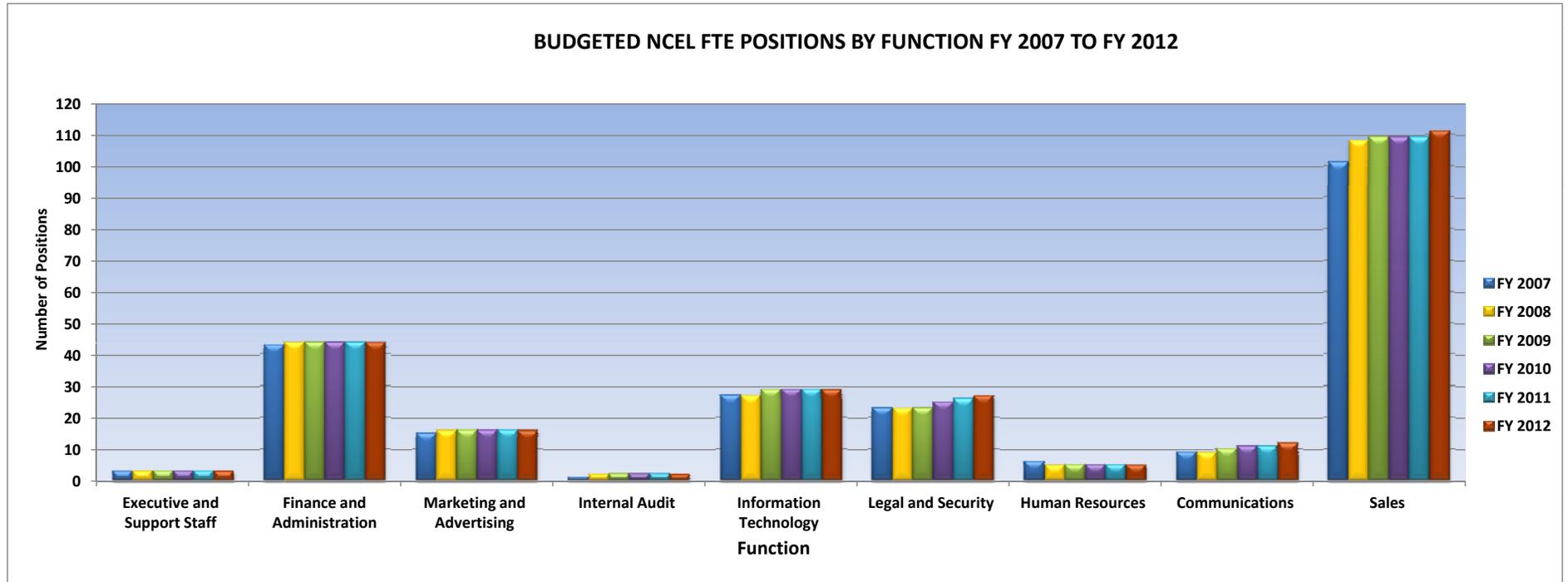


North Carolina Education Lottery Statistics

North Carolina Education Lottery Information:

Budgeted Full Time Equivalent (FTE) Positions by Function

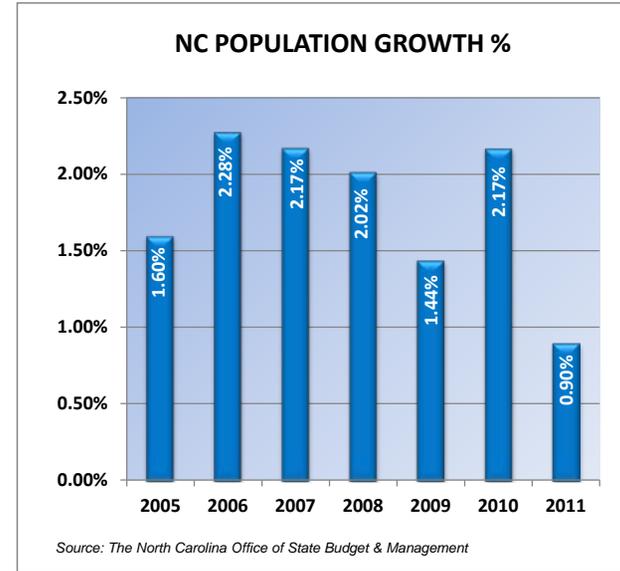
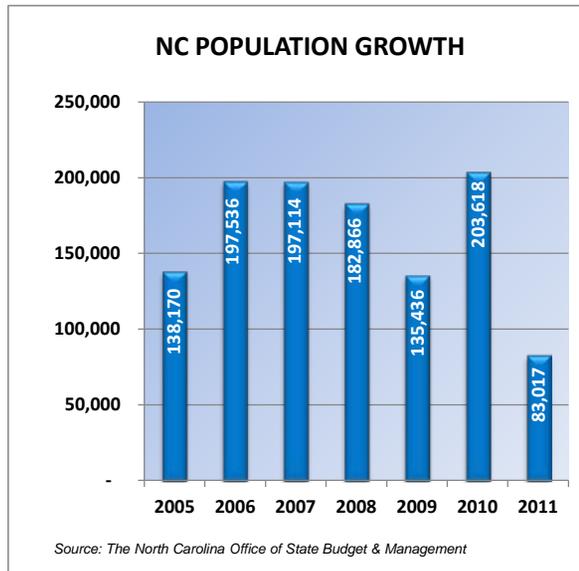
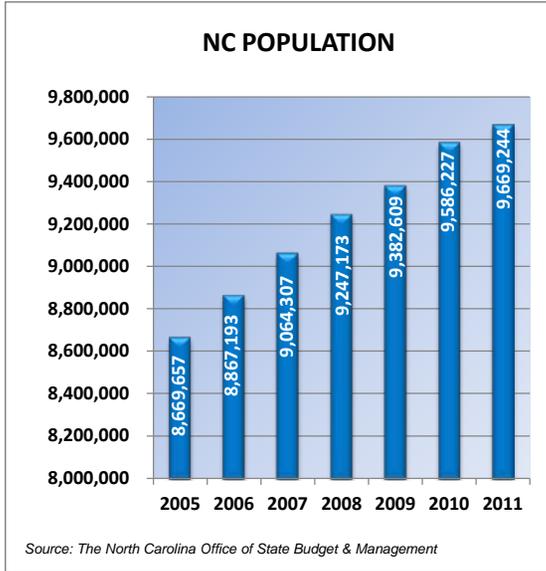
Function	FY 2007	FY 2008	FY 2009	FY 2010	FY 2011	FY 2012
Executive and Support Staff	3	3	3	3	3	3
Finance and Administration	43	44	44	44	44	44
Marketing and Advertising	15	16	16	16	16	16
Internal Audit	1	2	2	2	2	2
Information Technology	27	27	29	29	29	29
Legal and Security	23	23	23	25	26	27
Human Resources	6	5	5	5	5	5
Communications	9	9	10	11	11	12
Sales	101	108	109	109	109	111
Total	228	237	241	244	245	249



North Carolina Population Demographics

Population	2005	2006	2007	2008	2009	2010	2011
North Carolina Total Population	8,669,657	8,867,193	9,064,307	9,247,173	9,382,609	9,586,227	9,669,244
North Carolina Population Growth	138,170	197,536	197,114	182,866	135,436	203,618	83,017
North Carolina Population Growth Percentage	1.6%	2.3%	2.2%	2.0%	1.4%	2.2%	0.9%

Source: Estimates from The North Carolina Office of State Budget & Management



HOUSEHOLDS BY TYPE	2006	2007	2008	2009	2010	2011
Total households	3,454,068	3,540,875	3,595,175	3,646,095	3,670,859	3,683,364
Family households (families)	2,310,456	2,366,894	2,397,731	2,430,277	2,441,916	2,455,564
With own children under 18 years	1,051,848	1,081,696	1,091,498	1,083,501	1,075,410	1,060,465
Married-couple family	1,706,840	1,763,797	1,777,054	1,791,515	1,770,863	1,788,142
With own children under 18 years	702,992	729,188	730,170	712,126	702,528	675,851
Male householder, no wife present, family	148,807	150,794	154,724	158,268	159,752	155,308
With own children under 18 years	73,963	76,281	78,365	82,230	79,910	81,837
Female householder, no husband present, family	454,809	452,303	465,953	480,494	511,301	512,114
With own children under 18 years	274,893	276,227	282,963	289,145	292,972	302,777
Nonfamily households	1,143,612	1,173,981	1,197,444	1,215,818	1,228,943	1,227,800
Householder living alone	959,166	980,821	994,766	1,009,821	1,022,017	1,031,543
65 years and over	301,931	312,083	313,422	318,699	339,711	337,273
Households with one or more people under 18 years	1,170,646	1,200,942	1,212,103	1,203,617	1,207,752	1,189,022
Households with one or more people 65 years and over	755,875	778,766	803,471	836,822	875,841	891,946
Average household size	2.49	2.48	2.49	2.49	2.53	2.55
Average family size	3.04	3.04	3.05	3.06	3.10	3.12

Source: U.S. Census Bureau, American Community Survey
2005 Households by type data not available

North Carolina Occupational and Income Statistics

INCOME AND BENEFITS							
	2005	2006	2007	2008	2009	2010	2011
Total households	100%	100%	100%	100%	100%	100%	100%
Less than \$10,000	10.0%	9.4%	8.7%	8.3%	9.0%	9.0%	8.8%
\$10,000 to \$14,999	7.0%	6.6%	6.7%	6.0%	6.6%	6.9%	6.8%
\$15,000 to \$24,999	13.6%	12.9%	12.3%	11.7%	12.8%	12.6%	12.8%
\$25,000 to \$34,999	12.8%	12.5%	11.9%	11.7%	12.4%	12.1%	12.2%
\$35,000 to \$49,999	16.1%	15.6%	15.3%	15.5%	15.1%	15.6%	14.8%
\$50,000 to \$74,999	18.5%	18.9%	18.9%	19.1%	18.1%	18.4%	17.9%
\$75,000 to \$99,999	9.9%	10.6%	11.0%	11.3%	11.1%	10.8%	10.5%
\$100,000 to \$149,999	7.7%	8.6%	9.3%	10.1%	9.4%	9.0%	10.0%
\$150,000 to \$199,999	2.3%	2.5%	3.0%	3.3%	2.8%	2.9%	3.3%
\$200,000 or more	2.1%	2.4%	2.9%	3.0%	2.7%	2.7%	2.9%
Median household income (dollars)	\$ 40,729	\$ 42,625	\$ 44,670	\$ 46,549	\$ 43,674	\$ 43,326	\$ 43,916
Mean household income (dollars)	\$ 54,503	\$ 57,184	\$ 60,672	\$ 63,005	\$ 59,700	\$ 59,053	\$ 60,939

Source: U.S. Census Bureau, American Community Survey

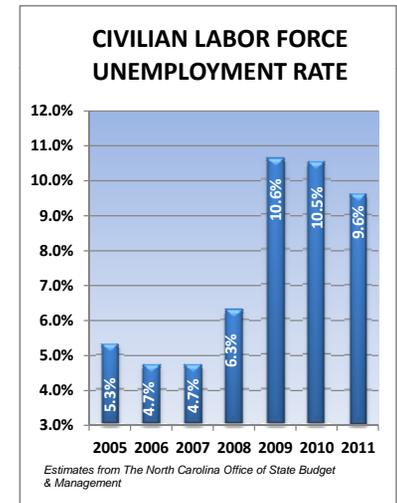
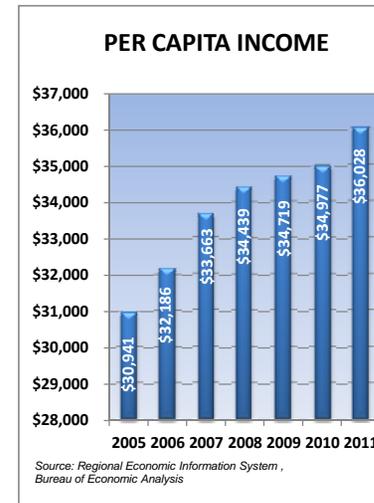
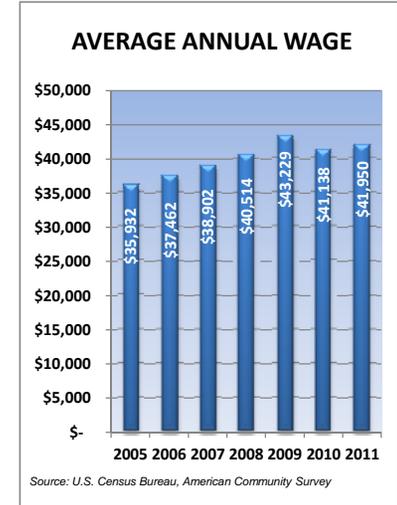
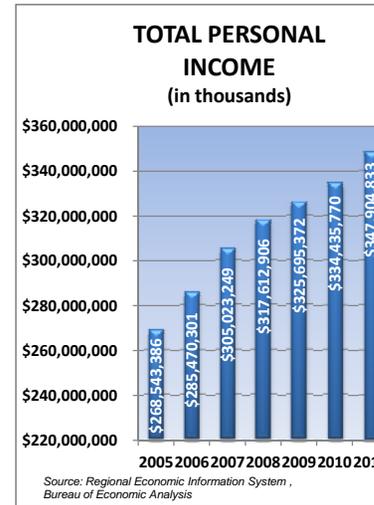
OCCUPATION							
	2005	2006	2007	2008	2009	2010	2011
Civilian employed population 16 years and over	100%	100%	100%	100%	100%	100%	100%
Management, professional, and related occupations	32.3%	32.6%	33.8%	33.9%	35.8%	35.1%	35.6%
Service occupations	15.8%	15.7%	15.8%	16.2%	16.9%	17.3%	17.6%
Sales and office occupations	24.2%	24.4%	24.4%	24.4%	24.2%	24.6%	23.6%
Farming, fishing, and forestry occupations	0.8%	0.8%	0.7%	0.8%	0.7%		
Construction, extraction, maintenance and repair occupations	11.5%	11.7%	10.8%	10.6%	9.1%	9.9%	9.5%
Production, transportation, and material moving occupations	15.4%	14.9%	14.4%	14.1%	13.3%	13.1%	13.6%

Starting in 2010 farming and fishing, forestry was included in the construction, extraction, maintenance and repair occupations category

Source: U.S. Census Bureau, American Community Survey

INDUSTRY							
	2005	2006	2007	2008	2009	2010	2011
Civilian employed population 16 years and over	100.0%	100.0%	100.0%	100.0%	100%	100%	100%
Agriculture, forestry, fishing and hunting, and mining	1.4%	1.5%	1.5%	1.5%	1.4%	1.4%	1.4%
Construction	9.0%	9.4%	9.0%	8.7%	7.3%	6.9%	6.6%
Manufacturing	14.9%	14.3%	13.6%	13.5%	13.0%	12.4%	12.8%
Wholesale trade	3.4%	3.5%	3.0%	3.0%	2.8%	3.0%	2.9%
Retail trade	11.6%	11.3%	11.7%	11.8%	11.6%	12.0%	11.5%
Transportation and warehousing, and utilities	4.5%	4.5%	4.6%	4.6%	4.4%	4.2%	4.4%
Information	2.0%	2.1%	2.0%	2.0%	1.9%	1.7%	1.8%
Finance and insurance, and real estate and rental and leasing	6.6%	6.6%	6.7%	6.6%	6.5%	6.4%	6.2%
Professional, scientific, and management, and administrative	8.7%	8.6%	9.3%	8.9%	9.7%	9.5%	10.0%
Educational services, and health care and social assistance	21.0%	21.8%	21.8%	22.3%	23.3%	23.4%	23.7%
Arts, entertainment, and recreation, and accommodation	8.0%	8.0%	8.2%	8.5%	8.8%	9.2%	9.0%
Other services, except public administration	4.6%	4.5%	4.6%	4.6%	5.0%	5.0%	4.9%
Public administration	4.3%	4.0%	4.1%	4.0%	4.4%	4.9%	4.8%

Source: U.S. Census Bureau, American Community Survey



North Carolina Employer Statistics

Employer	2012			2011			2010		
	Employees	Rank	Percentage of Total State Employment	Employees	Rank	Percentage of Total State Employment	Employees	Rank	Percentage of Total State Employment
State of North Carolina	180,000-184,999	1	4.33%	180,000-184,999	1	4.50%	180,000-184,999	1	4.46%
Federal Government	65,000-69,999	2	1.60%	65,000-69,999	2	1.66%	65,000-69,999	2	1.65%
Wal-Mart Stores, Inc.	50,000-54,999	3	1.25%	50,000-54,999	3	1.29%	50,000-54,999	3	1.28%
Duke University	25,000-29,999	4	0.65%	25,000-29,999	4	0.68%	25,000-29,999	4	0.67%
Charlotte Hospital Authority	25,000-29,999	5	0.65%	25,000-29,999	5	0.68%	25,000-29,999	5	0.67%
Food Lion LLC	25,000-29,999	6	0.65%	25,000-29,999	6	0.55%	25,000-29,999	6	0.67%
Wells Fargo Bank NA	20,000-24,999	7	0.53%	20,000-24,999	7	0.55%	20,000-24,999	8	0.55%
Charlotte Board of Ed.	15,000-19,999	8	0.42%	20,000-24,999	8	0.43%	20,000-24,999	7	0.55%
Wake Public schools	15,000-19,999	9	0.42%	15,000-19,999	9	0.43%	15,000-19,999	9	0.43%
Bank of America NA	15,000-19,999	10	0.42%	15,000-19,999	10	0.43%	15,000-19,999	10	0.43%
Total	435,000-484,990		10.92%	440,000-489,990		11.20%	440,000-489,990		11.36%

Employer	2009			2008			2007		
	Employees	Rank	Percentage of Total State Employment	Employees	Rank	Percentage of Total State Employment	Employees	Rank	Percentage of Total State Employment
State of North Carolina	180,000-184,999	1	4.50%	180,000-184,999	1	4.26%	175,000-179,999	1	3.93%
Federal Government	65,000-69,999	2	1.67%	60,000-64,999	2	1.46%	60,000-64,999	2	1.38%
Wal-Mart Stores, Inc.	50,000-54,999	3	1.30%	50,000-54,999	3	1.22%	50,000-54,999	3	1.16%
Duke University	25,000-29,999	4	0.68%	25,000-29,999	4	0.64%	25,000-29,999	4	0.61%
Charlotte Hospital Authority	20,000-24,999	6	0.56%	15,000-19,999	9	0.41%	15,000-19,999	9	0.39%
Food Lion LLC	25,000-29,999	5	0.68%	25,000-29,999	5	0.64%	25,000-29,999	5	0.61%
Charlotte Board of Ed.	20,000-24,999	9	0.56%	20,000-24,999	6	0.52%	20,000-24,999	6	0.50%
Wells Fargo Bank NA	15,000-19,999	7	0.43%	20,000-24,999	7	0.52%	20,000-24,999	7	0.50%
Wake Public schools	20,000-24,999	8	0.56%	15,000-19,999	8	0.41%	15,000-19,999	8	0.39%
Lowes Home Centers, Inc	15,000-19,999	10	0.43%	15,000-19,999	10	0.41%	15,000-19,999	10	0.39%
Total	435,000-484,990		11.37%	425,000-474,990		10.49%	420,000-469,990		9.86%

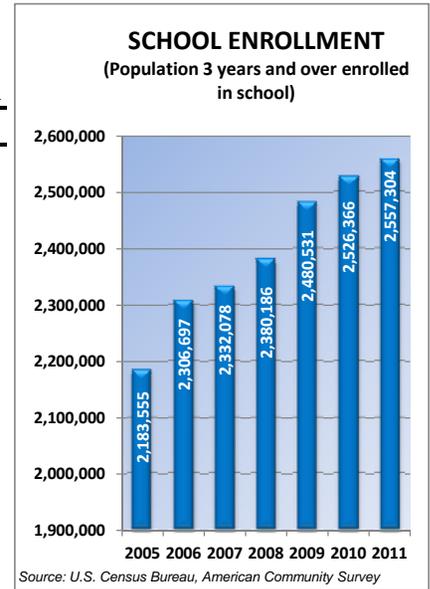
All figures are based on 1st quarter average. Percentage of total state employment is based on the average of the ranges given.

Source: North Carolina Employment Security Commission.

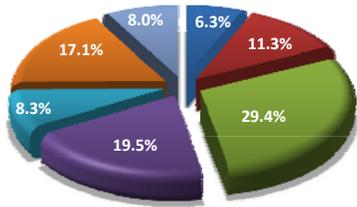
North Carolina Educational Statistics

EDUCATIONAL ATTAINMENT	2005	2006	2007	2008	2009	2010	2011
Population 25 years and over	5,568,889	5,845,235	5,959,907	6,085,315	6,150,247	6,325,621	6,399,357
Less than 9th grade	353,070	384,155	365,783	383,607	364,595	354,732	364,763
9th to 12th grade, no diploma	631,888	667,051	647,904	612,533	599,129	610,095	607,939
High school graduate (includes equivalency)	1,638,855	1,738,948	1,766,873	1,680,882	1,678,361	1,749,642	1,747,024
Some college, no degree	1,089,224	1,129,037	1,160,685	1,324,936	1,350,850	1,392,117	1,395,060
Associate's degree	456,290	474,966	491,574	497,276	524,739	545,716	556,744
Bachelor's degree	951,509	966,882	1,015,979	1,060,313	1,091,506	1,123,118	1,139,086
Graduate or professional degree	448,053	484,196	511,109	525,768	541,067	550,201	588,741

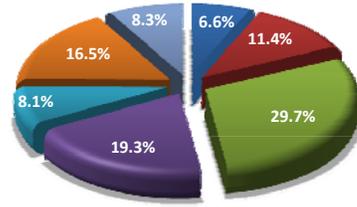
Source: U.S. Census Bureau, American Community Survey



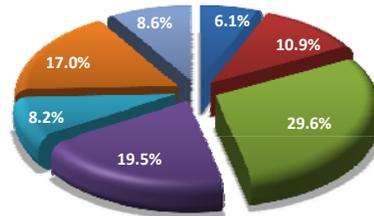
2005 EDUCATIONAL ATTAINMENT
(Population 25 years and over)



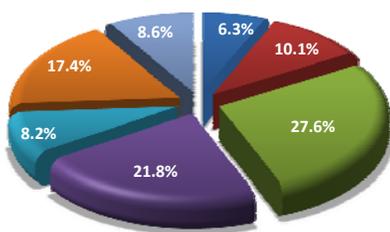
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(Population 25 years and over)



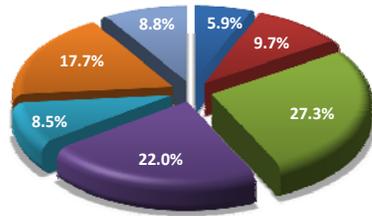
2007 EDUCATIONAL ATTAINMENT
(Population 25 years and over)



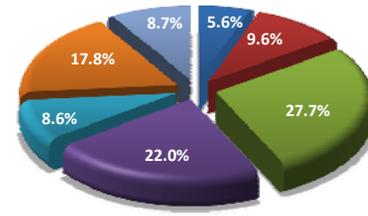
2008 EDUCATIONAL ATTAINMENT
(Population 25 years and over)



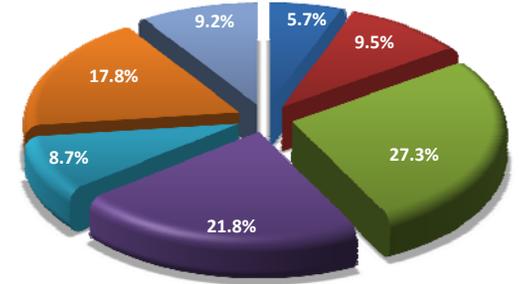
2009 EDUCATIONAL ATTAINMENT
(Population 25 years and over)



2010 EDUCATIONAL ATTAINMENT
(Population 25 years and over)



2011 EDUCATIONAL ATTAINMENT
(Population 25 years and over)



■ Less than 9th grade
■ Associate's degree

■ 9th to 12th (grade no diploma)
■ Bachelor's degree

■ High school graduate
■ Graduate or professional degree

■ Some college, no degree

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