

The logo features a large, stylized five-pointed star in a medium green shade, positioned in the upper right quadrant of the page. The background is a solid light green color, overlaid with several thick, curved, darker green lines that sweep across the page from the top left towards the bottom right, creating a sense of motion and depth.

# North Carolina Education Lottery

A Major Enterprise Fund of the Primary Government of the State of North Carolina

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## Comprehensive Annual Financial Report

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Fiscal Year Ended June 30, 2019 & June 30, 2018



**NORTH CAROLINA EDUCATION LOTTERY**  
A MAJOR ENTERPRISE FUND OF THE PRIMARY GOVERNMENT OF NORTH CAROLINA

**COMPREHENSIVE ANNUAL FINANCIAL REPORT**  
**FOR THE FISCAL YEARS ENDED JUNE 30, 2019 & JUNE 30, 2018**



**TONY RAND**  
COMMISSION CHAIR

**MARK MICHALKO**  
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  
mlassiter@lotterync.net

**Erwin Mialkowski**

Financial Reporting Manager  
emialkowski@lotterync.net

**Michelle Cerniauskas**

Retail Accounting Manager  
mcerniauskas@lotterync.net

**Anthony Downey**

Purchasing Manager  
adowney@lotterync.net

**Dilip Shah**

Cash Accounting Manager  
dshah@lotterync.net

---

**Finance Division Staff**

---

**Nirav Amin**  
**Ross Davidson**  
**Michael Farmer**

**Kimberle Hartsfield**  
**Marika Holland**  
**Daniel Honeycutt**

**Dorthy McCoy**  
**Camilla Sandlin**  
**Thomas Clayton**

# TABLE OF CONTENTS

Comprehensive Annual Financial Report  
For the Fiscal Years Ended June 30, 2019 & June 30, 2018

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## INTRODUCTORY SECTION

Page

Letter of Transmittal .....	6
Certificate of Achievement for Excellence in Financial Reporting .....	12
Organization of the North Carolina Education Lottery.....	14

## FINANCIAL SECTION

Report of Independent Auditor .....	19
Management's Discussion and Analysis.....	24

### *Basic Financial Statements*

Statements of Net Position .....	36
Statements of Revenues, Expenses and Changes in Net Position.....	37
Statements of Cash Flows.....	38
Index to Notes to Financial Statements .....	39
Notes to Financial Statements.....	41

### *Required Supplementary Information*

Schedule of Proportionate Share of Net Pension Liability - Retirement .....	74
Schedule of Contributions - Retirement.....	75
Schedule of Proportionate Share of Net Pension Liability and Schedule of Contributions – RHBF.....	76
Schedule of Proportionate Share of Net Pension Liability and Schedule of Contributions – DIPNC .....	78

## STATISTICAL SECTION

Index to Statistical Section .....	82
Introduction to Statistical Section .....	84
Capital Assets .....	85
Revenue and Expenses FY 2010 to FY 2019 .....	86
Distribution of Revenues FY 2010 to FY 2019 .....	87
Sales by Game FY 2010 to FY 2019 .....	88
Total Sales FY 2010 to FY 2019 .....	89
Instant Tickets FY 2010 to FY 2019.....	90
Draw Game Sales FY 2010 to FY 2019 .....	91
North Carolina Education Lottery Information .....	92
North Carolina Population Demographics .....	93
North Carolina Occupational and Income Statistics .....	95
North Carolina Employer Statistics .....	96
North Carolina Educational Statistics .....	97

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# INTRODUCTORY SECTION





October 21, 2019

The Honorable Roy Cooper, 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, 2019 and June 30, 2018. 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 LLP 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, at that time, the NCEL was the fastest start-up of any lottery in the country. Soon after the release of 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 Mega Millions game began on January 31, 2010, while sales of Lucky for Life commenced on February 7, 2016. Finally, the NCEL's newest game, Keno, began selling on October 29, 2017.

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 thirty dollars.

*Powerball:* Players select 5 numbers ranging from 1 to 69 lotto numbers, and 1 additional number ranging from 1 to 26 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 ten 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 70 lotto numbers, and 1 additional number ranging from 1 to 25 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 \$40 million, which increase in the event that no one matches all the numbers. There are also eight secondary prizes ranging from \$1 to \$1,000,000. For an additional dollar, players can “Megaplay” and have the opportunity to increase their winnings, except for the jackpot, by up to five times. If a player matches the 5 lotto numbers and Megaplays the ticket, they multiply their winnings by 2, 3, 4, or 5 times the original amount.

*Lucky For Life:* Players select 5 numbers ranging from 1 to 48 lotto numbers, and 1 additional number ranging from 1 to 18 designated as the “Lucky Ball.” The top prize is \$1,000 a day for life, and to win the top prize, players need to match all five lotto numbers and the Lucky Ball. If a player matches the 5 lotto numbers only, the player wins a \$25,000 a year for life prize.

*Keno:* Keno drawings take place every 5 minutes. For each drawing, 20 numbers out of 80 are chosen as winning numbers. Players decide how many (1 to 10) of the 20 winning numbers (spots) that they will try to match. Then, depending on the number of spots chosen, players will select numbers from 1 to 80. Prizes vary, up to \$100,000, based on the number of spots chosen, how many of the player’s numbers match the winning numbers, and how much money the player initially put down to purchase the ticket.

*Carolina Cash 5:* Players select 1 set of 5 numbers ranging from 1 to 43. 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 \$100,000, which increase for subsequent drawings if no one matches all five numbers. On March 30th 2014, an EZ match add-on was created for the Carolina Cash 5 game. The feature prints an instant “EZ” match number with a corresponding prize amount. If the EZ match number matches any of the pick 5 numbers, the player wins the corresponding prize instantly.

*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.

The NCEL continued with activities to attract different players throughout the fiscal year. Keno, which launched October 29, 2017, provided players with a new play-style and helped contribute to the year-over-year sales growth of the NCEL’s draw game portfolio. In fiscal year 2019, the NCEL continued to increase the number of locations that sell Keno throughout the year, which had a positive impact on the performance of the game. The strategy of launching and advertising families-of-games continued to play an important role in the instant game portfolio, as four new families of games were launched.

Another key contributor to the instant game portfolio was continued sales growth in the \$20 and \$30 price-points, which included the NCEL's first-ever Playbook-style game that offered players a booklet of 5 games for \$20.

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 aided the Lottery in surpassing two billion dollars in annual sales for the fourth consecutive year and have contributed to the transfer of more than \$6.6 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 projected 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. Because the cost of a control should not exceed the benefits to be derived, the objective is to provide reasonable, rather than absolute assurance, that the financial statements are free of any material misstatements.

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, reporting their findings to the Lottery commission. The Lottery's independent auditors also review critical and relevant areas during their annual audit and issue their independent auditor's report to the Office of the State Auditor.

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 SOC 1 audit on the gaming vendor's systems to ensure the systems have full integrity. A SOC 1 Report (Service Organization Controls Report) is a report on Controls at a Service Organization which are relevant to user entities' internal control over financial reporting.

#### *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 and treasury strips 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 and treasury strips, 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 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. To this end, the NCEL developed a new five-year strategic plan beginning in fiscal year 2015. The NCEL is currently in year five of this five year plan.

The N.C. Education Lottery's strategic plan will guide its growth over the course of five years and is designed to ensure continued success in raising money for the good cause it serves – education in North Carolina.

The NCEL's plan combines the annual budget planning process with the strategic plan, so that the tactics developed for achieving the goals work in conjunction with the resources dedicated to the strategies in the budget plan for the next year. It has been the NCEL's intention to transition the strategic plan from a formal report into a living and working document that will guide lottery staff as they move forward over the course of five years. NCEL staff have worked diligently to create a shared vision for the future of the lottery and break it down into actionable focus areas, allowing staff the ability to measure their success on a yearly basis both internally, and through the eyes of their players, stakeholders and beneficiaries.

As this plan moves forward, the measurements and tactics will continue to change with each passing year, but the six overarching goals will remain constant. These six goals are:

- Increase net revenues, year over year, raised for the education programs identified by the legislature
- Expand NCEL player and retailer base
- Grow and or improve through cost-effective and efficient technologies and operations
- Become Top 12 U.S. Lottery in per capita sales and per capita return to the State of North Carolina
- Enrich company culture and employee engagement
- Provide value to the citizens of North Carolina.

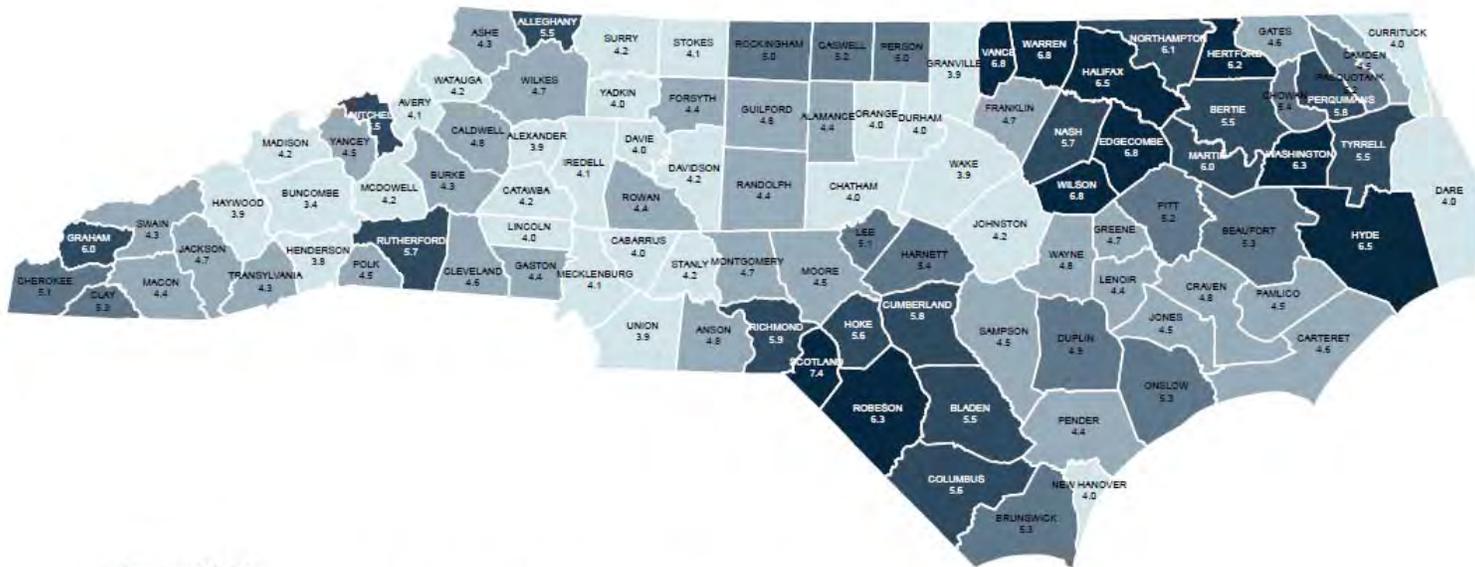
The sole purpose of the North Carolina Education Lottery is to raise as much revenue as possible for the State of North Carolina, and through this five-year strategic plan and the hard work of NCEL employees, this mission can be achieved.

**Local Economy**, from the North Carolina Fiscal Research Division:

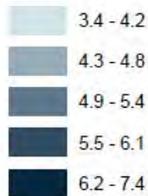
Economic projections for the key economic indicators in the 2019 biennium, especially employment and income, are for continued growth at a modest but steady pace. Lagging wage and salary growth rates should begin to keep pace with the national economy as employment gains continue to place upward pressure on wages.

The following graphic depicts the county and state unemployment rate at the end of the 2019 fiscal year.

## North Carolina Unemployment Rates by County June 2019



**June 2019**



- ^ 97 Counties Higher Than Previous Month
- v 3 Counties Lower Than Previous Month
- = 0 Counties Same as Previous Month

North Carolina Rate 4.4%  
Not Seasonally Adjusted

Note: June 2019 data are preliminary.  
Prepared by the Labor & Economic Analysis, North Carolina Department of Commerce 7\_2019

A recent Barings/UNC Charlotte Economic Forecast has a similar outlook. The forecast projects that 2019 and 2020 will see continued but modest economic growth, ending with an unemployment rate around 3.5%. Positive economic growth for 2019 would mark the 10<sup>th</sup> consecutive year of growth since the recession of 2009.

### **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, 2018. This was the eleventh consecutive year that the Lottery has achieved this prestigious award. In order to be awarded a Certificate of Achievement, a government 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 only. 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,



Mark Michalko  
Executive Director



William T. Jourdain  
Deputy Executive Director  
Finance, Administration & Security



Government Finance Officers Association

**Award for  
Outstanding  
Achievement in  
Popular Annual  
Financial Reporting**

Presented to

**North Carolina Education Lottery**

For its Annual  
Financial Report  
for the Fiscal Year Ended

**June 30, 2018**

*Christopher P. Morill*

Executive Director/CEO

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# **NORTH CAROLINA EDUCATION LOTTERY COMMISSION**

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**CHRIS SHEW**  
CHAIR-INTERNAL OPERATIONS

**BUDDY BENGEL**  
CHAIR-GAMES & MARKETING

**COURTNEY CROWDER**  
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**MORGAN BEAM**

**RANDY JONES**

**NICK PICERNO**

**JODY TYSON**

# NORTH CAROLINA EDUCATION LOTTERY

## SENIOR STAFF

**MARK MICHALKO**  
EXECUTIVE DIRECTOR

### DEPUTY EXECUTIVE DIRECTORS

---

**NOBORU “TONY” CHUNG**  
MIS & GAMING SYSTEMS

**WILLIAM JOURDAIN**  
FINANCE, ADMINISTRATION & SECURITY

**TERRI AVERY**  
SALES

**FRANK SUAREZ**  
BRAND MANAGEMENT & COMMUNICATIONS

**QUAN KIRK**  
GENERAL COUNSEL

### DIRECTORS

---

**STACY ASKEW**  
ADMINISTRATION

**REGINALD BARNES**  
SALES-WEST

**HAYDEN BAUGUESS**  
GOVERNMENT AFFAIRS

**MARBET CUTHBERT**  
HUMAN RESOURCES

**VAN DENTON**  
CORPORATE  
COMMUNICATIONS

**WALTER INGRAM**  
SALES DEVELOPMENT

**MICHELLE LASSITER**  
FINANCE

**JOSEPH COSGRIFF**  
SECURITY

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GAMING SYSTEMS

**DANIEL ROSE**  
SALES-EAST

**SUSAN SINGLEY**  
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PRODUCT DEVELOPMENT

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INTERNAL AUDIT

**GEORGE WALKER**  
MIS

**TAMARA WIGGS**  
MARKETING

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# FINANCIAL SECTION



NC Education  
**Lottery**<sup>™</sup>

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## Report of Independent Auditor

To the Commissioners  
North Carolina Education Lottery  
Raleigh, North Carolina

### Report on the Financial Statements

We have audited the accompanying financial statements of the North Carolina Education Lottery (“NCEL”), a major enterprise fund of the State of North Carolina, which comprise of statements of net position as of June 30, 2019 and 2018, and the related statements of revenues, expenses, and changes in net position and cash flows for the years then ended, and the related notes to the financial statements, which collectively comprise the NCEL’s basic financial statements as listed in the table of contents.

### Management’s Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America (“U.S. GAAP”); this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

### Auditor’s Responsibility

Our responsibility is to express an opinion on these financial statements based on our 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 audits to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor’s judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to NCEL’s preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of NCEL’s internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall financial statement presentation of the financial statements.

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

### Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the respective financial position of the NCEL as of June 30, 2019 and 2018, and the respective changes in financial position and cash flows for the years then ended in accordance with U.S. GAAP.

## Emphasis of Matter

### *Nature of Reporting Entity*

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 June 30, 2019 and 2018, and the changes in its financial position and its cash flows thereof for the years then ended in conformity with accounting principles generally accepted in the United States of America.

## Other Matters

### *Required Supplementary Information*

Accounting principles generally accepted in the United States of America require that the Management's Discussion and Analysis and the Required Supplementary Information as listed in the table of contents be presented to supplement the basic financial statements. Such information, although not a required 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.

## Supplementary and Other Information

Our audit was conducted for the purpose of forming an opinion on the financial statements that collectively comprise the NCEL's financial statements. The Introductory and Statistical Sections are presented for purposes of additional analysis and are not a required part of the basic 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 assurance on them.

## Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated October 21, 2019, 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 grants agreements, and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the NCEL's internal control over financial reporting and compliance.

Channing R. Ricketts LLP

Raleigh, North Carolina  
October 21, 2019

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***MANAGEMENT'S DISCUSSION AND  
ANALYSIS***



# NORTH CAROLINA EDUCATION LOTTERY

## MANAGEMENT'S DISCUSSION AND ANALYSIS

June 30, 2019 and 2018

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, 2019, 2018, and 2017 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, 2019, 2018, and 2017.

### Financial Highlights

For fiscal year 2019, gross ticket sales totaled \$2.860 billion representing a \$255 million increase over fiscal year 2018. Total operating income was \$711 million, which represented an increase of \$38.4 million over fiscal year 2018. 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 at least four times a year. In fiscal year 2019, the sum total of these cash transfers was \$665.6 million. Total cash transfers for fiscal years 2018 and 2017 were \$645.8 million and \$591.7 million, respectively.
- Awarded \$1 million or more to an NCEL player for the 476th time.
- Provided customer service to our 7,049 retailers on a regular basis.
- Released 57 new instant scratch-off games into the marketplace generating gross instant ticket sales of \$1.9 billion.

### 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 Position as of June 30, 2019 and 2018, the Statements of Revenues, Expenses, and Changes in Net Position for the periods ended June 30, 2019 and 2018, and the Statements of Cash Flows for the periods ended June 30, 2019 and 2018.

The NCEL transfers its net revenues to the Office of State Budget and Management (OSBM) for credit to the Education Lottery Fund. Education Lottery funds are distributed by OSBM based on the budgeted distribution of lottery net revenue as recommended by the General Assembly.

# NORTH CAROLINA EDUCATION LOTTERY

## MANAGEMENT'S DISCUSSION AND ANALYSIS

June 30, 2019 and 2018

### **Total Assets**

Total assets at the end of fiscal year 2019 were \$135 million compared to \$144 million at the end of fiscal year 2018, representing a decrease of \$9 million.

Current assets decreased from \$70 million as of June 30, 2018 to \$58.4 million as of June 30, 2019, representing a decrease of \$11.6 million. This decrease resulted from a decrease in Pooled Cash that stemmed directly from the timing and frequency of funds transfers.

Current assets were also affected by a \$3.8 million increase in retailer accounts receivable. Retailer accounts receivable primarily represents amounts due from retailer for ticket sales less commissions and prizes paid by the collections from lottery retailers at fiscal year-end.

Pooled cash consists of deposits held by the State Treasurer in the State Treasurer's Short-Term Investment Fund (STIF). The STIF 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 \$1.45 million on these balances is recorded as nonoperating 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 nonoperating revenue.

The NCEL's investment in capital assets, net of accumulated depreciation in 2019 was \$3 million representing a \$1 million increase over 2018. 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 – except in the case of software where the initial unit cost threshold is \$100,000. Capital assets are carried at cost less accumulated depreciation.

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

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

June 30, 2019 and 2018

The activity for capital assets for the year ended June 30, 2019 was (in thousands):

<u>Category</u>	<u>Balance July 1, 2018</u>	<u>Increases</u>	<u>Decreases</u>	<u>Balance June 30, 2019</u>
Capital assets, depreciable				
Furniture	\$ 49	\$ -	\$ -	\$ 49
Equipment	4,246	2,185	1,373	5,058
Motorized equipment	80	-	-	80
Computer software	1,010	-	-	1,010
Total capital assets, depreciable	<u>5,385</u>	<u>2,185</u>	<u>1,373</u>	<u>6,197</u>
Less accumulated depreciation for:				
Furniture	29	-	-	29
Equipment	2,861	435	689	2,607
Motorized equipment	78	3	-	81
Computer software	354	126	-	480
Total accumulated depreciation	<u>3,322</u>	<u>564</u>	<u>689</u>	<u>3,197</u>
Total capital assets, depreciable, net	<u>2,063</u>	<u>1,621</u>	<u>684</u>	<u>3,000</u>
Capital assets, net	<u>\$ 2,063</u>	<u>\$ 1,621</u>	<u>\$ 684</u>	<u>\$ 3,000</u>

**Deferred Outflows of Resources**

The NCEL recognized deferred outflows of resources as related to pensions and retiree medical insurance during fiscal year 2019, fiscal year 2018, and fiscal year 2017. More information on deferred outflows can be found in Notes 9 and 10 of the notes to the financial statements.

**Total Liabilities**

Total current liabilities for the NCEL were \$62 million as of June 30, 2019 decreasing by \$7.6 million from 2018. The decrease in current liabilities mainly resulted from a decrease in accounts payable. This decrease can be attributed to the timing of transactions encountered in the normal course of business.

Noncurrent liabilities include 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>\$ 1,789</u>	<u>\$ 2,042</u>	<u>\$ 1,789</u>	<u>\$ 2,042</u>	<u>\$ 289</u>	<u>\$ 1,753</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, 2020.

# NORTH CAROLINA EDUCATION LOTTERY

## MANAGEMENT'S DISCUSSION AND ANALYSIS

June 30, 2019 and 2018

### Deferred Inflows of Resources

The NCEL recognized deferred inflows of resources as related to pensions and retiree medical insurance during fiscal year 2019, fiscal year 2018, and fiscal year 2017. More information on deferred inflows can be found in Notes 9 and 10 of the Notes to the Financial Statements.

### Net Position and Changes in Net Position

As required in the North Carolina State Lottery Act, each month, twenty percent of the previous month's lottery sales is transferred to the NC Education Lottery Fund at the Office of State Budget and Management. Additional quarterly transfers are made to move any additional net income to the Office of State Budget Management. At year-end, net position is (\$44,698) for the NCEL. This represented no change from fiscal year 2018. Current net position of (\$44,698) resulted from a previous adjustment to net pension liability and the recognition of other post-employment benefits (OPEB) liabilities. More information about these changes can be found in Notes 9 and 10 of the Notes to the Financial Statements.

### Condensed Statement of Net Position (in thousands)

	2019	2018	2017
<b>ASSETS</b>			
Total Current Assets	\$ 58,420	\$ 70,053	\$ 100,151
Noncurrent Assets	74,017	71,938	65,402
Capital Assets, Depreciable (Net)	3,000	2,063	2,068
<b>Total Assets</b>	<b>135,437</b>	<b>144,054</b>	<b>167,621</b>
Deferred Outflows of Resources	7,861	6,743	6,614
<b>Liabilities</b>			
Total Current Liabilities	62,234	69,830	96,461
Noncurrent Liabilities	110,886	114,129	77,167
<b>Total Liabilities</b>	<b>173,120</b>	<b>183,959</b>	<b>173,628</b>
Deferred Inflows of Resources	14,876	11,536	607
<b>Net Position</b>			
Investment in Capital Assets	3,000	2,063	2,068
Restricted	27	108	-
Unrestricted	(47,725)	(46,869)	(2,068)
<b>Total Net Position</b>	<b>\$ (44,698)</b>	<b>\$ (44,698)</b>	<b>\$ -</b>

# NORTH CAROLINA EDUCATION LOTTERY

## MANAGEMENT'S DISCUSSION AND ANALYSIS

June 30, 2019 and 2018

Current liabilities consist of "Due to the State" in the amount of \$43.6 million. This amount represents the remaining amount of the "Net Revenues" and "50% of Unclaimed Prizes" for fiscal year 2019 not yet transferred to the State of North Carolina as of June 30, 2019. These funds will be transferred to the State during fiscal year 2020. Additional information on "Due to the State" is found in Note 6C to the financial statements.

### Revenues

Operating revenues consist of gross sales (net of bad debt), fees, and licenses.

### Sales

The gross lottery ticket sales for fiscal year 2019 totaled \$2.860 billion as compared to \$2.605 billion for fiscal year 2018 and \$2.428 billion for fiscal year 2017. This represents an increase of \$255 million from 2018 and \$432 million from 2017.

Gross instant ticket sales were \$1.909 billion for fiscal year 2019 compared with \$1.783 billion for fiscal year 2018 and \$1.695 billion for fiscal year 2017, an increase of approximately \$126 million from fiscal year 2018 and approximately \$214 million from fiscal year 2017. The increase in instant ticket sales in 2019 was driven by growth at the \$20 and \$30 price points, which experienced a 10% and 39% increases over the previous year, respectively. The \$20 game that had the biggest impact on sales was \$150 Million Cash Explosion. This top performing \$20 game accounted for over \$84 million in sales. Despite the outstanding performance of the \$150 Million Cash Explosion, it was not the top performing game of the year. That distinction went to the \$30 game, \$10,000,000 Colossal Cash, which contributed over \$214 million in sales for the year. Family of games continued to play an important role in the instant game portfolio with the introduction of 4 new families, "Back Scratch", "Hit \$", "X the Cash", and "Loaded". These families combined produced over \$478 million in total sales in 2019.

Draw game sales were \$951 million for fiscal year 2019 compared to \$829 million for fiscal year 2018 and \$733 million for fiscal year 2017, representing a \$122 million increase over fiscal year 2018 and a \$218 million increase over fiscal year 2017. This growth was balanced amongst most of the draw game portfolio, as Pick 3, Pick 4, Pick 5, EZ Match, Lucky for Life, and Mega Millions all experienced year over year growth. The most significant growth came from Mega Millions. This multi-state jackpot game benefited from a large jackpot-run which led to an 80% increase in sales over 2018.

Another significant factor in the growth of the draw game portfolio was the second year of sales growth for the Keno game. Keno is a fast paced game that gives players the opportunity to win up to \$100,000 in drawings that occur every 5 minutes. It was launched on October 29<sup>th</sup>, 2017 and contributed a total of \$28.5 million in the 7 months that it was on sale for fiscal year 2018. Sales for fiscal 2019 saw an increase of 49% to a total of \$42 million. The NCEL continued to increase the number of locations that sell Keno throughout the year, which had a positive impact on the performance of the game.

The only draw game to experience a year-over-year decline in sales was Powerball. This multistate game experienced a 6% or \$10 million decrease in sales from fiscal year 2018. This decline can be partially attributed to some player migration from Powerball to Mega Millions as players tend to gravitate toward the game that has the bigger jackpot. During fiscal year 2019 Mega Millions had the larger jackpots, which resulted in some cannibalization to Powerball.

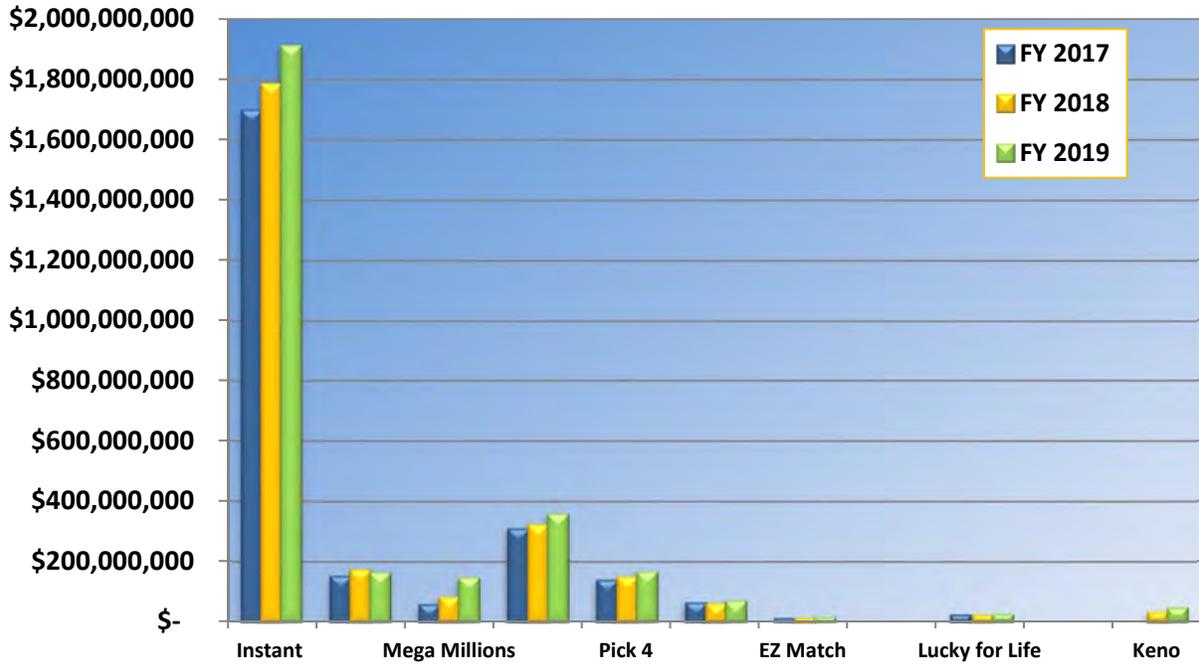
# NORTH CAROLINA EDUCATION LOTTERY

## MANAGEMENT'S DISCUSSION AND ANALYSIS

June 30, 2019 and 2018

The following chart depicts the distribution of sales by product for the fiscal years ended June 30, 2019, 2018, and 2017.

### SALES BY GAME FY 2017 TO FY 2019 COMPARISON



Nonoperating Revenues mainly consist of investment earnings on Short-Term Investment Fund (STIF) accounts and security lending transactions.

### 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.

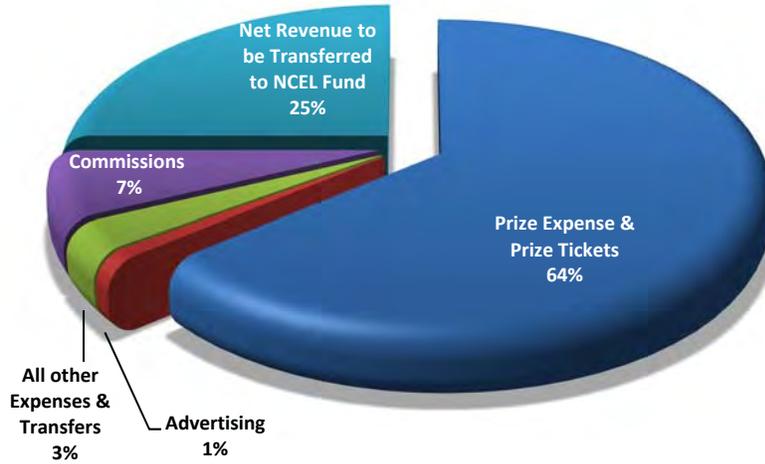
# NORTH CAROLINA EDUCATION LOTTERY

## MANAGEMENT'S DISCUSSION AND ANALYSIS

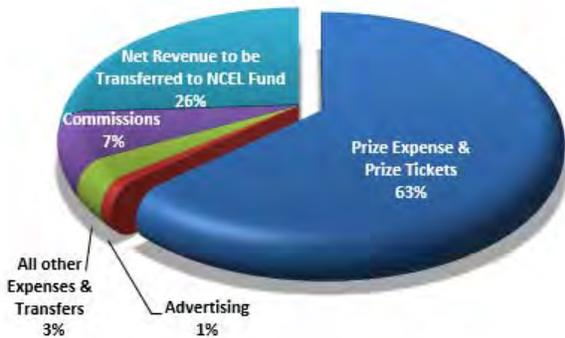
June 30, 2019 and 2018

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, 2019, 2018, and 2017.

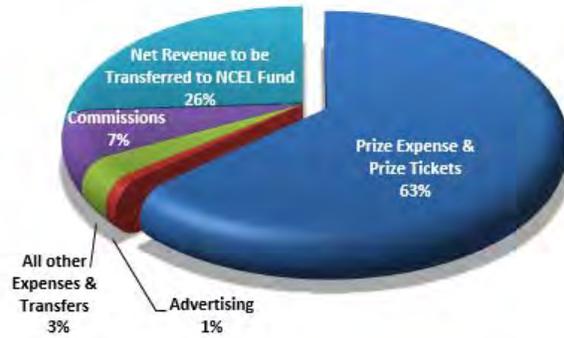
**DISTRIBUTION OF REVENUES FY 2019**



**DISTRIBUTION OF REVENUES FY 2018**



**DISTRIBUTION OF REVENUES FY 2017**



Prizes, commissions, and gaming vendor charges all directly relate to sales. As expected, as sales have increased so have these expenses. In fiscal year 2019, total gaming expenses which consist of prizes, retailer commissions, and gaming vendor charges (gaming system services), totaled \$2,090 million as compared to \$1,874 million and \$1,754 million for fiscal years 2018 and 2017, respectively. Other operating expenses, which consist of advertising and marketing, salary and benefits, professional fees, rent, maintenance, depreciation, and general administrative expenses increased to \$64.1 million in fiscal year 2019, as compared with \$64.2 million and \$55.6 million for fiscal years 2018 and 2017, respectively. Other operating expenses represented 2.2%, 2.5%, and 2.3% of total operating revenues in fiscal years 2019, 2018, and 2017, respectively.

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

June 30, 2019 and 2018

Condensed Statements of Revenues, Expenses, and Changes in Net Position (in thousands)

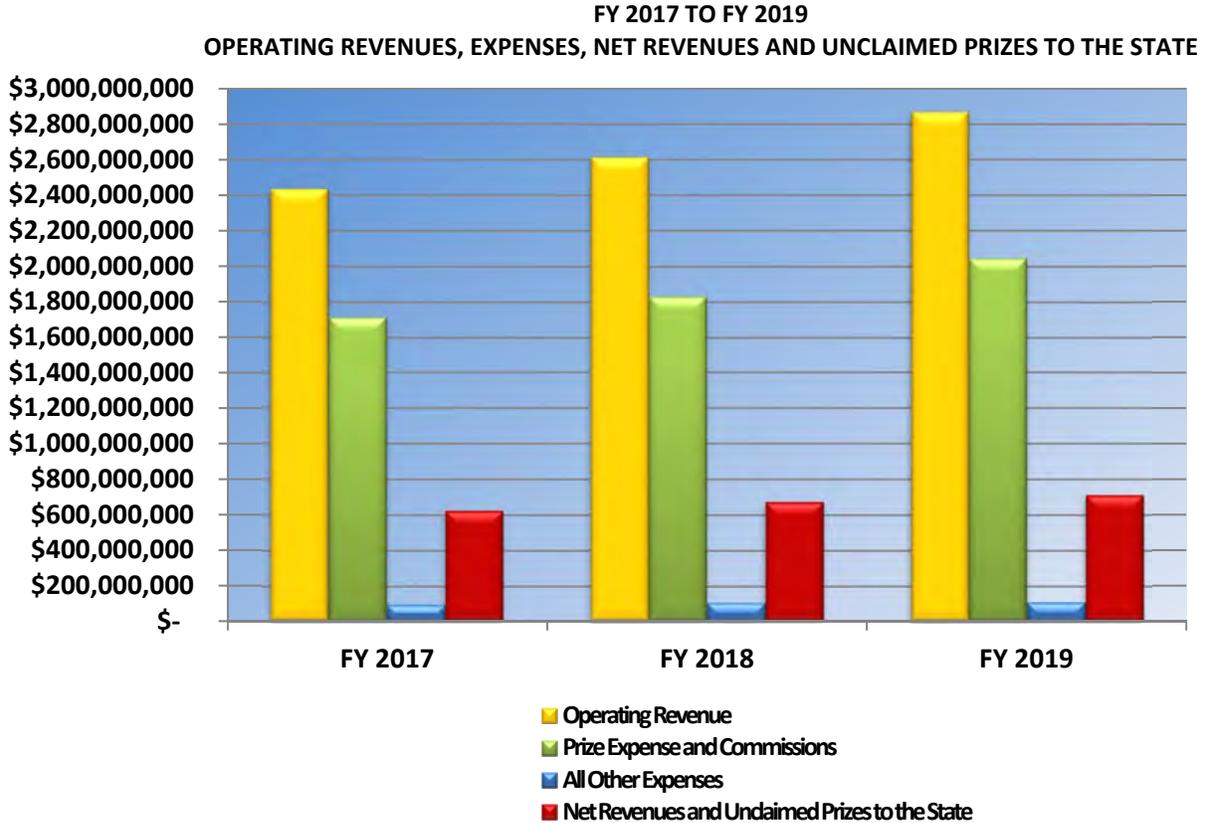
	<u>2019</u>	<u>2018</u>	<u>2017</u>
<b>Operating Revenues:</b>			
Gross Sales:	\$ 2,859,624	\$ 2,605,313	\$ 2,428,071
Sales/Service Bad Debt/Bad Debt Recoveries	(14)	(294)	(536)
Fees and Licenses	<u>5,335</u>	<u>5,399</u>	<u>5,308</u>
<b>Total Operating Revenues</b>	<u>2,864,945</u>	<u>2,610,418</u>	<u>2,432,843</u>
<b>Operating Expenses:</b>			
Gaming Expenses:			
Lottery Prizes	1,845,287	1,647,828	1,543,158
Retailer Commissions	198,924	181,571	169,439
Gaming Systems Services	<u>45,586</u>	<u>44,257</u>	<u>40,326</u>
Total Gaming Expenses	2,089,797	1,876,465	1,752,923
Other Operating Expenses	<u>64,108</u>	<u>64,158</u>	<u>55,598</u>
<b>Total Operating Expenses</b>	<u>2,153,905</u>	<u>1,937,814</u>	<u>1,808,521</u>
<b>Operating Income</b>	<u>711,040</u>	<u>672,604</u>	<u>624,322</u>
<b>Nonoperating Revenues (Expenses):</b>			
Investment Earnings, Nonoperating Revenue (Expense) and Compulsive Gambling Contribution & ALE	(1,845)	(2,342)	(1,817)
Net Revenues and Unclaimed prizes to the State	<u>(709,195)</u>	<u>(675,470)</u>	<u>(622,505)</u>
<b>Total Nonoperating Revenue (Expenses)</b>	<u>(711,040)</u>	<u>(677,812)</u>	<u>(624,322)</u>
<b>Change in Net Position</b>	<u>-</u>	<u>(5,208)</u>	<u>-</u>
<b>Net Position, Beginning July 1</b>	<u>(44,698)</u>	<u>-</u>	<u>-</u>
<b>Cumulative Effect From Change in Accounting Principle</b>	<u>-</u>	<u>(39,490)</u>	<u>-</u>
<b>Net Position, Beginning July 1 (Restated)</b>	<u>-</u>	<u>(39,490)</u>	<u>-</u>
<b>Net Position, Ending June 30</b>	<u>\$ (44,698)</u>	<u>\$ (44,698)</u>	<u>\$ -</u>

# NORTH CAROLINA EDUCATION LOTTERY

## MANAGEMENT'S DISCUSSION AND ANALYSIS

June 30, 2019 and 2018

From fiscal year 2017 to fiscal year 2019, the NCEL has achieved annual increases in operating revenues. The following graph depicts revenue and expense trends.



### Budget and Economic Outlook

On June 26, 2019, the NCEL Commission approved the Fiscal Year 2020 budget for the NCEL to provide a projected \$694.1 million to the State's Education Lottery Fund. This projected budget is a 4% increase over the fiscal year 2019 budget that reflected a \$667.7 million transfer to the State's Education Lottery Fund. The NCEL continues to monitor the current economic conditions in the State, and their impact upon lottery ticket sales. The General Assembly Fiscal Research Division shows a forecast for modest but sustained economic growth as lagging wage and salary growth rates begin to keep pace with the national economy. Employment gains should continue to place upward pressure on wages. Based, in-part, on this prognosis, the NCEL has constructed an increasing budget and sales forecast for the upcoming fiscal year.

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 eleventh consecutive year, the State Auditor contracted with an outside CPA firm to conduct the fiscal year financial audit, which resulted in an unmodified opinion.

**NORTH CAROLINA EDUCATION LOTTERY**  
**MANAGEMENT'S DISCUSSION AND ANALYSIS**  
June 30, 2019 and 2018

**Requests for Information**

Any request for information about this report should be sent to the Public Information Officer at the North Carolina Education Lottery, 2728 Capital Boulevard, Suite 144, Raleigh, NC 27604.

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# ***BASIC FINANCIAL STATEMENTS***



## NORTH CAROLINA EDUCATION LOTTERY

Statements of Net Position (in thousands)  
June 30, 2019 and 2018

	2019	2018
<b>ASSETS</b>		
Current Assets:		
Cash and Cash Equivalents:		
Cash	\$ 129	\$ 131
Pooled Cash	21,181	37,497
Receivables:		
Accounts Receivable	28,975	25,123
Interest Receivable	89	97
Investment in Annuity Contracts and Treasury Strips	6,581	7,117
Prepaid Items	-	41
State Treasurer's Security Lending Collateral	1,465	47
Total Current Assets	58,420	70,053
Noncurrent Assets:		
Investment in Annuity Contracts	71,774	71,879
Prepaid Items	2,214	-
Net OPEB Asset	29	59
Capital Assets, Depreciable (Net):		
Furniture and Equipment	6,197	5,385
Accumulated Depreciation	(3,197)	(3,322)
Total Capital Assets, Depreciable (Net)	3,000	2,063
Total Noncurrent Assets	77,017	71,938
Total Assets	135,437	144,054
<b>DEFERRED OUTFLOWS OF RESOURCES</b>	7,861	6,743
<b>LIABILITIES</b>		
Current Liabilities:		
Accounts Payable	8,588	31,306
Accrued Payroll	1,706	1,825
Annuity Prize Award Payable - Current	6,581	6,556
Accrued Paid Time Off - Current	289	448
Due to the State	43,587	29,648
Obligation for Workers' Compensation	18	-
Obligations Under State Treasurer's Security Lending Agreements	1,465	47
Total Current Liabilities	62,234	69,830
Noncurrent Liabilities:		
Annuity Prize Award Payable	71,775	72,440
Accrued Paid Time Off	1,753	1,341
Net Pension Liability	10,752	8,647
Net OPEB Liability	26,606	31,701
Total Noncurrent Liabilities	110,886	114,129
Total Liabilities	173,120	183,959
<b>DEFERRED INFLOWS OF RESOURCES</b>	14,876	11,536
<b>NET POSITION</b>		
Investment in Capital Assets	3,000	2,063
Restricted	27	108
Unrestricted	(47,725)	(46,869)
Total Net Position	\$ (44,698)	\$ (44,698)

See Notes to the Financial Statements.

## NORTH CAROLINA EDUCATION LOTTERY

### Statements of Revenues, Expenses, and Changes in Net Position (in thousands) Years Ended June 30, 2019 and 2018

	2019	2018
Operating Revenues:		
Gross Sales:	\$ 2,859,624	\$ 2,605,313
Sales/Service Bad Debt/Bad Debt Recoveries	(14)	(294)
Fees and Licenses	5,335	5,399
Total Operating Revenues	2,864,945	2,610,418
Operating Expenses:		
Salaries, Wages, and Benefits	22,259	22,403
Lottery Prizes	1,845,287	1,647,828
Retailer Commissions	198,924	181,571
Retailer Incentives	1,120	1,253
Gaming Systems Services	45,586	44,257
Advertising	25,367	24,661
Marketing	4,448	4,953
Other Services	5,388	6,109
Furniture, Fixtures, and Equipment	944	705
Depreciation	564	520
Other General and Administrative Expenses	4,018	3,554
Total Operating Expenses	2,153,905	1,937,814
Operating Income	711,040	672,604
Nonoperating Revenues (Expenses):		
Investment Earnings	1,450	1,282
Compulsive Gambling Contribution	(1,000)	(1,000)
ALE Gaming Enforcement	(2,100)	(2,100)
Unclaimed Prizes to NC Education Lottery Fund	(16,206)	(15,989)
Net Revenues to the State of NC	(692,989)	(659,481)
Miscellaneous Nonoperating Revenues (Expenses)	(195)	(524)
Total Nonoperating Expenses	(711,040)	(677,812)
Change in Net Position	-	(5,208)
Net Position, Beginning July 1	(44,698)	-
Cumulative Effect From		
Change in Accounting Principle	-	(39,490)
Net Position, Beginning July 1 (Restated)	-	(39,490)
Net Position, Ending June 30	\$ (44,698)	\$ (44,698)

See Notes to the Financial Statements.

## NORTH CAROLINA EDUCATION LOTTERY

Statements of Cash Flows (in thousands)  
Years Ended June 30, 2019 and 2018

	2019	2018
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Receipts from Customers	\$ 2,662,089	\$ 2,424,754
Payments to Employees and Fringe Benefits	(22,850)	(21,151)
Payments for Prizes, Benefits and Claims	(1,864,033)	(1,678,224)
Payments to other funds	-	5,208
Payments to Vendors and Suppliers	(93,011)	(81,296)
Other Receipts	96	53
Net Cash Flows From Operating Activities	682,291	649,344
<b>CASH FROM NONCAPITAL FINANCING ACTIVITIES</b>		
Transfers to State	(695,255)	(681,821)
Transfers to Other State Agencies	(3,100)	(3,100)
Net Cash From Noncapital Financing Activities	(698,355)	(684,921)
<b>CASH FROM CAPITAL AND RELATED FINANCING ACTIVITIES</b>		
Acquisition and Construction of Capital Assets	(2,185)	(5,464)
Proceeds from sale of capital assets	523	4,371
Net Cash From Capital and Related Financing Activities	(1,662)	(1,093)
<b>CASH FROM INVESTING ACTIVITIES</b>		
Investment Earnings	1,408	1,273
Net Cash from Investing Activities	1,408	1,273
Net Increase/(Decrease) in Cash and Cash Equivalents	(16,318)	(35,396)
Cash and Cash Equivalents at Beginning of Year	37,628	73,024
Cash and Cash Equivalents at End of Year	\$ 21,310	\$ 37,628
<b>RECONCILIATION OF OPERATING INCOME TO NET CASH PROVIDED BY OPERATING ACTIVITIES</b>		
Operating Income	\$ 711,040	\$ 672,604
Adjustments to Reconcile Operating Income to Cash Provided by Operating Activities:		
Depreciation Expense	564	520
Other Nonoperating Income	17	57
(Increase) Decrease in Assets:		
Accounts Receivable	(3,852)	(4,057)
Prepaid Items	(2,173)	100
Net OPEB Asset	30	3
Deferred Outflows for Pensions	(1,340)	2,156
Deferred Outflows for OPEB	222	(1,387)
Increase (Decrease) in Liabilities:		
Accounts Payable	(22,718)	(26,310)
Due to other funds	-	5,208
Accrued Payroll and Related Liabilities	(119)	(80)
Workers' Compensation	18	-
Compensated Absences	252	(137)
Net Pension Liability	2,104	(1,513)
Net OPEB Liability	(5,095)	(8,748)
Deferred Inflows for OPEB	3,544	11,017
Deferred Inflows for Pensions	(203)	(89)
Total Cash Provided by Operating Activities	\$ 682,291	\$ 649,344
<b>NONCASH INVESTING, CAPITAL, AND FINANCING ACTIVITIES</b>		
Capital Asset Write-off	\$ 684	\$ 4,949
Increase in Receivables related to non-operation income	-	4
Change in Securities Lending Collateral	1,418	(41)
See Notes to the Financial Statements.		

## Index to Notes to Financial Statements

Page

<b>Note 1 – ORGANIZATION</b> .....	<b>41</b>
<b>Note 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES</b> .....	<b>41</b>
A. Reporting Entity .....	41
B. Basis of Presentation .....	41
C. Cash and Cash Equivalents .....	42
D. State Treasurer’s Securities Lending Collateral .....	42
E. Allowance for Doubtful Accounts .....	43
F. Capital Assets .....	43
G. Deferred Outflows/Inflows of Resources .....	43
H. Game Revenue Recognition .....	43
I. Lottery Prize Expense Recognition .....	43
J. Use of Estimates.....	44
K. Retirement Plans .....	44
L. Other Post–Employment Benefits.....	44
<b>Note 3 – REVENUE</b> .....	<b>45</b>
A. Operating Revenue.....	45
B. Non-operating Revenue .....	45
<b>Note 4 – EXPENSES</b> .....	<b>46</b>
A. Operating Expenses .....	46
B. Non-operating Expenses .....	47
C. Transfers Out.....	47
<b>Note 5 – ASSETS</b> .....	<b>48</b>
A. Cash .....	48
B. Accounts Receivable .....	49
C. Investment in Annuity Contracts and Treasury Strips.....	49
D. Capital Assets .....	50
<b>Note 6 – LIABILITIES</b> .....	<b>51</b>
A. Accounts Payable.....	51
B. Annuity Prize Awards Payable.....	51
C. Due to the State.....	51
D. Accrued Paid Time Off.....	51
E. Changes in Net Pension Liabilities.....	52
<b>Note 7 – OTHER IMPORTANT ITEMS</b> .....	<b>53</b>
A. Deposits with Multi-State Lottery Association (MUSL) .....	53
B. Annuity Installment Prizes.....	53
C. Unclaimed Prizes .....	54
D. Compulsive Gambling Contribution.....	55
E. Limitations on Operating and Advertising Expenses.....	55
<b>Note 8 – RISK MANAGEMENT</b> .....	<b>56</b>
<b>Note 9 – PENSION AND DEFERRED COMPENSATION PLANS</b> .....	<b>57</b>
A. Retirement Plan.....	57
B. Benefits Provided.....	57
C. Supplemental Retirement Income Plan .....	61
D. Deferred Compensation Plan .....	62
<b>Note 10 – OTHER POSTEMPLOYMENT BENEFITS</b> .....	<b>62</b>
A. Health Care for Long Term Disability Beneficiaries and Retirees .....	62
B. Long Term Disability.....	63
C. Net OPEB Liability (Asset) .....	63

**Index to Notes to Financial Statements (Continued)**

<b>Note 11 - LITIGATION</b> .....	<b>70</b>
<b>Note 12 - ALLOCATION OF TOTAL NET REVENUES/TRANSFERS TO NC EDUCATION LOTTERY FUND</b> .....	<b>70</b>
<b>Note 13 – CHANGES IN FINANCIAL ACCOUNTING AND REPORTING</b> .....	<b>72</b>
<b>Note 14 – NET POSITION RESTATEMENT</b> .....	<b>72</b>

# NORTH CAROLINA EDUCATION LOTTERY

## NOTES TO FINANCIAL STATEMENTS (in thousands)

June 30, 2019 and 2018

### **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 POWERBALL lottery tickets. POWERBALL sales began on May 30, 2006. The current sales portfolio consists of additional draw games 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
- EZ Match on March 30, 2014
- Lucky for Life on February 8, 2016
- Keno on October 29, 2017

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 Accounting Principles Board (APB) opinions. GASB Statement No. 62 incorporates into the GASB's authoritative literature the applicable guidance previously presented in the following pronouncements issued before November 30, 1989: 1) Financial Accounting Standards Board (FASB) Statements and Interpretations, 2) Accounting Principles Board Opinions, and 3) Accounting Research Bulletins of the American Institute of Certified Public Accountants' (AICPA) Committee on Accounting Procedure. The guidance generally has been taken "as-is" from the original FASB and AICPA pronouncements, except a few provisions that have been modified where necessary to relate specifically to the governmental environment.

# NORTH CAROLINA EDUCATION LOTTERY

## NOTES TO FINANCIAL STATEMENTS (in thousands)

June 30, 2019 and 2018

### **NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)**

#### **B. Basis of Presentation (continued):**

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 position, and its operating statement includes all revenues (increases) and expenses (decreases) in net position. The NCEL distinguishes operating from nonoperating 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 nonoperating. 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.

#### **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 Fund. The Short-Term Investment Fund 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 “Public Information”, 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, 2019 and 2018

### **NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)**

#### 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, 2019 and 2018.

#### 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 – except in the case of software where the initial unit cost threshold is \$100,000. 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. Deferred Outflows/Inflows of Resources:

In addition to assets, the statement of net position will sometimes report a separate section for deferred outflows of resources. This separate financial statement element, deferred outflows of resources, represents a consumption of net position that applies to a future period and so will not be recognized until then. The NCEL has two items that meet this criterion - pension related deferrals and other postemployment benefits (OPEB). In addition to liabilities, the statement of net position also reports a separate section for deferred inflows of resources. This separate financial statement element, deferred inflows of resources, represents an acquisition of net position that applies to a future period and so will not be recognized until then. The NCEL has two items that meets this criterion - pension related deferrals and OPEB related deferrals.

#### H. Game Revenue Recognition:

For the NCEL's draw games, POWERBALL, Mega Millions, Carolina Cash 5, Carolina Pick 4, Carolina Pick 3, EZ Match, Lucky for Life, and Keno, 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).

#### I. Lottery Prize Expense Recognition:

For POWERBALL, Mega Millions, Carolina Cash 5, Carolina Pick 4, and Carolina Pick 3, and Lucky for Life, prize expense is recorded at 50 percent of sales on a daily basis. EZ Match is recorded at 63.3571 percent of sales on a daily basis. Keno is recorded at 65.73 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. 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.

# NORTH CAROLINA EDUCATION LOTTERY

## NOTES TO FINANCIAL STATEMENTS (in thousands)

June 30, 2019 and 2018

### **NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)**

#### J. Use of Estimates:

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America (U.S. GAAP) 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.

#### K. Retirement Plans:

For purposes of measuring the net pension liability, deferred outflows of resources and deferred inflows of resources related to pensions, and pension expense, information about the fiduciary net position of the Teachers' and State Employees' Retirement System (TSERS) and additions to/deductions from TSERS' fiduciary net position have been determined on the same basis as they are reported by TSERS. For this purpose, plan member contributions are recognized in the period in which the contributions are due. The NCEL's employer contributions are recognized when due and the NCEL has a legal requirement to provide the contributions. Benefits and refunds are recognized when due and payable in accordance with the terms of TSERS. The TSERS investments are reported at fair value.

#### L. Other Postemployment Benefits:

The net OPEB liability represents the NCEL's proportionate share of the collective net OPEB liability reported in the State of North Carolina's 2018 Comprehensive Annual Financial Report. This liability represents the NCEL's portion of the collective total OPEB liability less the fiduciary net position of the Retiree Health Benefit Fund. See Note 10 for further information regarding the NCEL's policies for recognizing liabilities, expenses, deferred outflows of resources, and deferred inflows of resources related to OPEB.

# NORTH CAROLINA EDUCATION LOTTERY

## NOTES TO FINANCIAL STATEMENTS (in thousands)

June 30, 2019 and 2018

### **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 (5<sup>th</sup>) pack in a specific game is activated by a retailer, the oldest active pack is settled.

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

Game Revenue	2019	2018
Instant	\$ 1,908,862	\$ 1,782,807
Draw	950,762	822,506
Bad debt write off	(3)	(288)
Damaged tickets, sales services	(11)	(6)
Total	<u>\$ 2,859,610</u>	<u>\$ 2,605,019</u>

##### 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 2019 and 2018 were \$5,335 and \$5,399 respectively.

#### **B. Nonoperating 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 on these accounts and the related security lending collateral transactions is \$1,450 and \$1,282 for the years ended June 30, 2019 and 2018, respectively.

The NCEL, on occasion, will also have miscellaneous nonoperating revenue related to dividends received from MUSL. There were however, no dividends to report the years ended June 30, 2019 and 2018, respectively.

# NORTH CAROLINA EDUCATION LOTTERY

## NOTES TO FINANCIAL STATEMENTS (in thousands)

June 30, 2019 and 2018

### **NOTE 4 – EXPENSES**

#### **A. Operating Expenses:**

1. Lottery Prize Expense:

Prize Expense	2019	2018
Instant	\$ 1,348,383	\$ 1,232,381
Draw	480,698	399,458
50% of unclaimed prizes	16,206	15,989
Total	\$ 1,845,287	\$ 1,647,828

2. Retailer Commissions:

Commissions	2019	2018
Instant	\$ 133,430	\$ 124,623
Draw	65,494	56,948
Total	\$ 198,924	\$ 181,571

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. As of February 8, 2016, the program was again expanded to include Lucky for Life. The total payments issued for the retailer incentive program for fiscal years 2019 and 2018 were \$1,120 and \$1,253, respectively.

4. Other Services:

The principal expenses included are: security services, communications, legal services, travel, financial audit services, network support, and costs for temporary employees.

	2019	2018
Security services	\$ 8	\$ 16
Communications, including wiring	724	942
Legal services	36	21
Travel	259	207
Other	4,361	4,923
Total	\$ 5,388	\$ 6,109

# NORTH CAROLINA EDUCATION LOTTERY

## NOTES TO FINANCIAL STATEMENTS (in thousands)

June 30, 2019 and 2018

### **NOTE 4 – EXPENSES (continued)**

#### **A. Operating Expenses (continued):**

##### 5. Furniture, Fixtures, and Equipment:

To operate a lottery, numerous units 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 2F) and therefore expensed. The total expenses for fiscal years 2019 and 2018 were \$944 and \$705, respectively.

##### 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>
2020	\$ 1,974
2021	2,024
2022	2,111
2023	2,165
2024	2,059
2025-2029	6,191
Total	<u>\$ 16,524</u>

The total space rental costs for the fiscal years 2019 and 2018 were \$1,924 and \$1,861, 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 \$49 and \$4 for the years ended June 30, 2019 and 2018, respectively, are included as non-operating expense.

#### **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, 2019 and 2018 (See Note 7D).

The second transfer was to the Department of Public Safety's Division of Alcohol and Law Enforcement (ALE) in the amount of \$2,100 in both fiscal years 2019 and 2018.

The Third transfer was \$16,206 and \$15,989 for the years ended June 30, 2019 and 2018, 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).

# NORTH CAROLINA EDUCATION LOTTERY

## NOTES TO FINANCIAL STATEMENTS (in thousands)

June 30, 2019 and 2018

### **NOTE 4 – EXPENSES (continued)**

#### **C. Transfers Out (continued)**

The fourth 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 educational purposes set forth in the legislation. “Net Revenues” were \$692,989 for fiscal year 2019 compared to \$659,481 for fiscal year 2018 (see Note 12). However, \$665,608 was transferred to the NC Education Lottery Fund for fiscal year 2019 compared with \$645,822 for fiscal year 2018. The balances remaining \$43,587 and \$29,648 for fiscal years 2019 and 2018, respectively, 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.”

### **NOTE 5 – ASSETS**

#### **A. Cash:**

The cash and cash equivalents balances as of June 30, 2019 and 2018 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.

Ownership interest of the STIF is determined on a fair market valuation basis as of fiscal year end in accordance with the STIF operating procedures. Valuation of the underlying assets is performed by the custodian.

At June 30, 2019 and 2018, respectively, \$21,181 and \$37,497 of the amounts shown on the Statement of Net Position as cash and cash equivalents represents the NCEL’s equity position in the STIF. The STIF (a portfolio within the State Treasurer’s Investment Pool, an external investment pool that is not registered with the Securities and Exchange Commission or subject to any other regulatory oversight and does not have a credit rating) had a weighted average maturity of 1.3 and 1.4 years, as of June 30, 2019 and 2018, respectively. Ownership interests of the STIF are determined on a fair market valuation basis as of fiscal year end in accordance with the STIF operating procedures. Valuation of the underlying assets is performed by the custodian. Pool investments are measured at fair value in accordance with GASB 72. The NCEL’s position in the pool is measured and reported at fair value and the STIF is not required to be categorized within the fair value hierarchy.

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 “Public Information”, 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, 2019 and 2018

### **NOTE 5 – ASSETS (continued)**

#### **B. Accounts Receivable:**

Accounts Receivable primarily represents amounts due from retailer's ticket sales 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. Investment in Annuity Contracts and Treasury Strips:**

Investments in Annuity Contracts and Treasury Strips represent the present value of the annuity contracts that fund the long-term installment prizes contracted through insurance company annuities (See Note 7B) and the market value of treasury strips that fund the long-term installment prizes. The current and long-term balances are \$6,581 and \$71,774 for fiscal year 2019 and \$7,117 and \$71,879 for fiscal year 2018, respectively.

The policies of the NCEL only allow for direct purchase of annuity contracts and treasury strips 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 and treasury strips 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, 2019 and June 30, 2018, all annuities carried a rating of Aa/AA.

Maturities for investments in annuity contracts and treasury strips are as follows:

<u>Maturities</u>	<u>2019</u>	<u>2018</u>
Less than 1 year	\$ 6,581	\$ 7,117
1 to 5 years	26,324	26,224
6 to 10 years	26,324	26,224
More than 10 years	19,126	19,431
Total	<u>\$ 78,355</u>	<u>\$ 78,996</u>

**NORTH CAROLINA EDUCATION LOTTERY**

NOTES TO FINANCIAL STATEMENTS (in thousands)

June 30, 2019 and 2018

**NOTE 5 – ASSETS (continued)**

**D. Capital Assets:**

The activity for capital assets for the year ended June 30, 2019 was:

<u>Category</u>	<u>Balance June 30, 2018</u>	<u>Increases</u>	<u>Decreases</u>	<u>Balance June 30, 2019</u>
Capital assets, depreciable				
Furniture	\$ 49	\$ -	\$ -	\$ 49
Equipment	4,246	2,185	1,373	5,058
Motorized equipment	80	-	-	80
Computer software	1,010	-	-	1,010
Total capital assets, depreciable	<u>5,385</u>	<u>2,185</u>	<u>1,373</u>	<u>6,197</u>
Less accumulated depreciation for:				
Furniture	28	-	-	28
Equipment	2,862	435	689	2,608
Motorized equipment	78	3	-	81
Computer software	354	126	-	480
Total accumulated depreciation	<u>3,322</u>	<u>564</u>	<u>689</u>	<u>3,197</u>
Total capital assets, depreciable, net	<u>2,063</u>	<u>1,621</u>	<u>684</u>	<u>3,000</u>
Capital assets, net	<u>\$ 2,063</u>	<u>\$ 1,621</u>	<u>\$ 684</u>	<u>\$ 3,000</u>

The activity for capital assets for the year ended June 30, 2018 was:

<u>Category</u>	<u>Balance June 30, 2017</u>	<u>Increases</u>	<u>Decreases</u>	<u>Balance June 30, 2018</u>
Capital assets, depreciable				
Furniture	\$ 66	\$ -	\$ 17	\$ 49
Equipment	5,097	5,464	6,315	4,246
Motorized equipment	80	-	-	80
Computer software	1,010	-	-	1,010
Total capital assets, depreciable	<u>6,253</u>	<u>5,464</u>	<u>6,332</u>	<u>5,385</u>
Less accumulated depreciation for:				
Furniture	43	-	15	28
Equipment	3,825	391	1,354	2,862
Motorized equipment	75	3	-	78
Computer software	242	126	14	354
Total accumulated depreciation	<u>4,185</u>	<u>520</u>	<u>1,383</u>	<u>3,322</u>
Total capital assets, depreciable, net	<u>2,068</u>	<u>4,944</u>	<u>4,949</u>	<u>2,063</u>
Capital assets, net	<u>\$ 2,068</u>	<u>\$ 4,944</u>	<u>\$ 4,949</u>	<u>\$ 2,063</u>

NOTE Equipment expenditures for 2019 mainly consisted of items needed to complete a server upgrade. In 2018, equipment expenditures mainly consisted of items needed to complete a move of the NCEL's headquarters.

**NORTH CAROLINA EDUCATION LOTTERY**

NOTES TO FINANCIAL STATEMENTS (in thousands)

June 30, 2019 and 2018

**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, 2019 and 2018, the balances were:

<b><u>Account Type</u></b>	2019	2018
Prize Liability, Trade payables to vendors and other	\$ 8,588	\$ 31,306
Total Accounts Payable	\$ 8,588	\$ 31,306

**B. Annuity Prize Awards Payable:**

Annuity prize awards payable represents the present value of the contracts and fair value of the treasury strips 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 \$6,581 and \$71,775 for fiscal year 2019 and \$6,556 and \$72,440 for fiscal year 2018, respectively.

Annual activity for both short and long-term accounts during fiscal year 2019 are as follows:

	Beginning Balance	Purchases	Appreciation	Disbursements	Reclass to Short-Term	Ending Balance
Short-Term	\$ 6,556	\$ -	\$ -	\$ (6,380)	\$ 6,405	\$ 6,581
Long-Term	72,440	725	5,015	-	(6,405)	71,775
Total	\$ 78,996	\$ 725	\$ 5,015	\$ (6,380)	\$ -	\$ 78,356

Annual activity for both short and long-term accounts during fiscal year 2018 are as follows:

	Beginning Balance	Purchases	Appreciation	Disbursements	Reclass to Short-Term	Ending Balance
Short-Term	\$ 5,781	\$ -	\$ -	\$ (5,607)	\$ 6,382	\$ 6,556
Long-Term	65,361	11,903	1,906	-	(6,730)	72,440
Total	\$ 71,142	\$ 11,903	\$ 1,906	\$ (5,607)	\$ (348)	\$ 78,996

**C. Due to the State:**

As explained in Note 4C, \$43,587 and \$29,648 for the years ended June 30, 2019 and 2018, respectively, represent the amounts of the “Net Revenues” 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.

**D. 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 1<sup>st</sup>, 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 their accrued leave balances upon separation provided they have attained one (1) year of service as of the date of separation. PTO payouts will be prorated based on length of service if tenure is less than one (1) year.

**NORTH CAROLINA EDUCATION LOTTERY**

NOTES TO FINANCIAL STATEMENTS (in thousands)

June 30, 2019 and 2018

**NOTE 6 – LIABILITIES (continued)**

D. Accrued Paid Time Off (continued):

Activity for the year ended June 30, 2019:

<u>Beginning</u>	<u>Earned</u>	<u>Used</u>	<u>Ending</u>	<u>Current Liability</u>	<u>Long-Term Portion</u>
\$ 1,789	\$ 2,042	\$ 1,789	\$ 2,042	\$ 289	\$ 1,753

Activity for the year ended June 30, 2018:

<u>Beginning</u>	<u>Earned</u>	<u>Used</u>	<u>Ending</u>	<u>Current Liability</u>	<u>Long-Term Portion</u>
\$ 1,926	\$ 1,789	\$ 1,926	\$ 1,789	\$ 448	\$ 1,341

E. Changes in Net Pension Liabilities:

The changes in Net Pension Liability and OPEB Liability during fiscal year 2019 are as follows:

	June 30, 2018			June 30, 2019
	<u>Balance</u>	<u>Additions</u>	<u>Deletions</u>	<u>Balance</u>
Net Pension Liability	\$ 8,647	\$ 2,105	\$ -	\$ 10,752
Net OPEB Liability	31,701	-	5,095	26,606

The changes in Net Pension Liability during fiscal year 2018 are as follows:

	June 30, 2017			June 30, 2018
	<u>Beginning, restated</u>	<u>Additions</u>	<u>Deletions</u>	<u>Balance</u>
Net Pension Liability	\$ 10,160	\$ -	\$ 1,513	\$ 8,647
Net OPEB Liability	39,490	960	8,749	31,701

For more information on Net Pension Liability and Net OPEB Liability see Notes 9 and 10, respectively.

# NORTH CAROLINA EDUCATION LOTTERY

## NOTES TO FINANCIAL STATEMENTS (in thousands)

June 30, 2019 and 2018

### **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, 2019, MUSL included 33 state lotteries, the District of Columbia, Loteria Electronica de Puerto Rico, 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, 2019 and 2018, the NCEL had been credited with \$10,144 and \$7,948, respectively, in the MUSL prize reserve funds.

#### **B. Annuity Installment Prizes:**

The NCEL funds long-term installment prizes through the purchase of insurance company annuities and treasury strips. 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, Prudential Life Insurance Company, and Wells Fargo Bank to provide these future prize installment payments. The future value of the annuity prizes awarded as of June 30, 2019 and 2018 were \$86,531 and \$91,687, respectively.

To the extent available, the NCEL's treasury strips are recorded at fair value as of June 30, 2019 and June 30, 2018. GASB Statement No. 72 - Fair Value Measurement and Application, defines fair value as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. This statement establishes a hierarchy of valuation inputs based on the extent to which the inputs are observable in the marketplace. Inputs are used in applying the various valuation techniques and take into account the assumptions that market participants use to make valuation decisions. Inputs may include price information, credit data, interest and yield curve data, and other factors specific to the financial instrument. Observable inputs reflect market data obtained from independent sources. In contrast, unobservable inputs reflect the entity's assumptions about how market participants would value the financial instrument. Valuation techniques should maximize the use of observable inputs to the extent available.

# NORTH CAROLINA EDUCATION LOTTERY

## NOTES TO FINANCIAL STATEMENTS (in thousands)

June 30, 2019 and 2018

### **NOTE 7 – OTHER IMPORTANT ITEMS (continued)**

#### **B. Annuity Installment Prizes (continued):**

A financial instrument's level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. The following describes the hierarchy of inputs used to measure fair value and the primary valuation methodologies used for financial instruments measured at fair value on a recurring basis:

Level 1: Investments whose values are based on quoted prices (unadjusted) for identical assets in active markets that a government can access at the measurement date.

Level 2: Investments with inputs – other than quoted prices included within Level 1 – that are observable for an asset either directly or indirectly.

Level 3: Investments classified as Level 3 have unobservable inputs for an asset and may require a degree of professional judgment.

At year-end, June 30, 2019 and 2018, the NCEL's treasury strips had recurring fair value measurements of \$31,664 and \$29,826, respectively, and inputs used to measure fair market value were categorized as Level 1 inputs. The remaining annuity investment balances are composed of Insurance company annuity contracts that are recorded at present value as of June 30, 2019 and 2018.

#### **C. Unclaimed Prizes:**

As of June 30, 2019 and 2018, 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, subsequently, 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. Unclaimed prizes for EZ Match were recorded on September 26, 2014. Unclaimed prizes for All or Nothing were recorded on March 6, 2015. Unclaimed prizes for Lucky for Life were recorded on August 6, 2016. The first unclaimed prizes for Keno were recorded on April 27, 2018. The NCEL closed fifty-four (54) instant games during fiscal year 2019 resulting in \$20,171 in unclaimed prizes. In 2018, the NCEL closed fifty-four (54) instant games resulting in \$21,617 in unclaimed prizes.

## NORTH CAROLINA EDUCATION LOTTERY

### NOTES TO FINANCIAL STATEMENTS (in thousands)

June 30, 2019 and 2018

#### **NOTE 7 – OTHER IMPORTANT ITEMS (continued)**

##### C. Unclaimed Prizes (continued):

<u>Game Type</u>	<u>2019</u>	<u>2018</u>
Instant	\$ 20,171	\$ 21,617
Powerball	3,302	3,554
Mega Millions	2,715	1,035
Carolina Cash 5	1,091	1,234
Carolina Pick 4	1,801	1,621
Carolina Pick 3	2,227	2,128
EZ Match	227	250
Lucky for Life	564	469
Keno	314	69
Total Unclaimed Prizes	<u>\$ 32,412</u>	<u>\$ 31,977</u>

##### D. Compulsive Gambling Contribution:

The North Carolina General Statute states, 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, 2019 and 2018

#### **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, 2019.

The types of coverage, limits, and deductibles as of June 30, 2019 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	7,116,868	5,000	
Auto – liability	1,000,000 per person/10,000,000 per accident		
Hired Auto - Physical Damage	40,000 60,000 if GVW > 10,000 lbs.	100 500	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	100,000	+10% over \$100,000
Employee dishonesty	5,000,000	100,000	+10% over \$100,000
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. As of June 30, 2019, the NCEL has recognized a future liability based on current workers' compensation expense in the amount of \$18. The amount was derived from an analysis of workers' compensation expenditures from the previous five years and will be adjusted going forward, annually, as expenditures change.

# NORTH CAROLINA EDUCATION LOTTERY

## NOTES TO FINANCIAL STATEMENTS (in thousands)

June 30, 2019 and 2018

### **NOTE 8 – RISK MANAGEMENT (continued)**

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 .1886% of covered payroll 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 "Public Information", or by calling the State Controller's Financial Reporting Section at (919) 707-0500.

### **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 a 13-member Board of Trustees, with the State Treasurer serving as Chairman of the Board.

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.

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 "Public Information", or by calling the State Controller's Financial Reporting Section at (919) 707-0500.

#### **B. Benefits Provided:**

TSERS provides retirement and survivor benefits. Retirement benefits are determined as 1.82% of the member's average final compensation times the member's years of creditable service. A member's average final compensation is calculated as the average of a member's four highest consecutive years of compensation. General employee plan members are eligible to retire with full retirement benefits at age 65 with five years of membership service, at age 60 with 25 years of creditable service, or at any age with 30 years of creditable service. General employee plan members are eligible to retire with partial retirement benefits at age 50 with 20 years of creditable service or at age 60 with five years of membership. Survivor benefits are available to eligible beneficiaries of members who die while in active service or within 180 days of their last day of service and who have either completed 20 years of creditable service regardless of age or have completed five years of service and have reached age. Eligible beneficiaries may elect to receive a monthly Survivor's Alternate Benefit for life or a return of the member's contributions. The plan does not provide for automatic post-retirement benefit increases. Increases are contingent upon actuarial gains of the plan.

# NORTH CAROLINA EDUCATION LOTTERY

## NOTES TO FINANCIAL STATEMENTS (in thousands)

June 30, 2019 and 2018

### **NOTE 9 – PENSION AND DEFERRED COMPENSATION PLANS (continued)**

#### **B. Benefits Provided (continued):**

**Funding policy.** Plan members are required to contribute 6% of their annual covered salary, and the NCEL is required to contribute at an actuarially determined rate. The fiscal year 2019 rate is 12.29% of the annual covered payroll. The contribution requirements of plan members and the NCEL are established and may be amended by the General Assembly. The following table represents the three-year trend of the annual contributions made by the NCEL to the State retirement system. The NCEL made 100% of its required contributions for the years ended June 30, 2019, 2018, and 2017:

	2019	2018	2017
Retirement Contribution	\$ 1,832	\$ 1,696	\$ 1,405
Percentage of Covered Payroll	12.29%	10.78%	9.98%

**Net pension liability.** At June 30, 2019, the NCEL reported a liability of \$10,752 for its proportionate share of the net pension liability. The total pension liability used to calculate the net pension was determined by an actuarial valuation as of December 31, 2017. The total pension liability was then rolled forward to the measurement date of June 30, 2018 utilizing update procedures incorporating the actuarial assumptions. The NCEL's proportion of the net pension liability was based on a projection of the NCEL's long-term share of future payroll covered by the pension plan, relative to the projected future payroll covered by the pension plan of all participating TSERS employers, actuarially determined. At June 30, 2018 and at June 30, 2017, the NCEL's proportion was 0.10799% and 0.10898%, respectively.

**Deferred inflows of resources and deferred outflows of resources related to pensions.** For the years ended June 30, 2019 and June 30, 2018, the NCEL recognized pension expense of \$2,390 and \$2,289 respectively.

At June 30, 2019, the NCEL reported deferred outflows of resources and deferred inflows of resources related to pensions from the following sources:

	Deferred Outflows of Resources	Deferred Inflows of Resources
Difference between actual and expected experience	\$ 785	\$ 108
Changes of Assumptions	2,158	-
Net difference between projected and actual earnings on pension plan investments (see note below)	1,025	-
Change in proportion and differences between the NCEL's contributions and proportionate share of contributions	-	208
Contributions subsequent to the measurement date	1,832	-
Total	\$ 5,800	\$ 316

**NORTH CAROLINA EDUCATION LOTTERY**

NOTES TO FINANCIAL STATEMENTS (in thousands)

June 30, 2019 and 2018

**NOTE 9 – PENSION AND DEFERRED COMPENSATION PLANS (continued)**

**B. Benefits Provided (continued):**

At June 30, 2018, the NCEL reported deferred outflows of resources and deferred inflows of resources related to pensions from the following sources:

	Deferred Outflows of Resources	Deferred Inflows of Resources
Difference between actual and expected experience	\$ 187	\$ 283
Changes of Assumptions	1,366	-
Net difference between projected and actual earnings on pension plan investments (see note below)	1,170	-
Change in proportion and differences between the NCEL's contributions and proportionate share of contributions	39	236
Contributions subsequent to the measurement date	1,696	-
Total	\$ 4,458	\$ 519

For fiscal year 2019, there were \$1,832 in Deferred Outflows of Resources related to pensions resulting from the NCEL's contributions subsequent to the measurement date. Contributions subsequent to the measurement date for fiscal year 2018 were \$1,696. Other amounts reported as deferred outflows and deferred inflows of resources related to pensions will be recognized in pension expense as follows:

<u>Year ending June 30:</u>			
2020		\$	2,167
2021			1,345
2022			159
2023			(19)
2024			-
Total		\$	3,652

Note: negative amounts indicate amortization of pension deferrals that will decrease pension expense.

# NORTH CAROLINA EDUCATION LOTTERY

## NOTES TO FINANCIAL STATEMENTS (in thousands)

June 30, 2019 and 2018

### **NOTE 9 – PENSION AND DEFERRED COMPENSATION PLANS (continued)**

#### **B. Benefits Provided (continued):**

**Actuarial assumptions.** The total pension liability was determined by an actuarial valuation performed as of December 31, 2017. The total pension liability was calculated through the use of update procedures to roll forward from the actuarial valuation date to the measurement date of June 30, 2018. The update procedures incorporated the actuarial assumptions used in the valuation. The entry age normal actuarial cost method was utilized. Inflation is assumed to be 3% and salary increases range 3.50% to 8.10% which includes 3.5% inflation and productivity factor. The long-term expected rate of return on pension plan investments used in the determination of the total pension liability is 7.00% and is net of pension plan investment expense, including inflation.

TSERS currently uses mortality tables that vary by age, gender, employee group (i.e. teacher, general, law enforcement officer) and health status (i.e. disabled and healthy). The current mortality rates are based on published tables and studies that cover significant portions of the U.S. population. The healthy mortality rates also contain a provision to reflect future mortality improvements.

The actuarial assumptions used in the December 31, 2017 valuations were based on the results of an actuarial experience study that was prepared as of December 31, 2014.

Future ad hoc Cost of Living Adjustment (COLA) amounts are not considered to be substantively automatic and are therefore not included in the measurement.

The projected long-term investment returns and inflation assumptions are developed through review of current and historical capital markets data, sell-side investment research, consultant whitepapers, and historical performance of investment strategies. Fixed income return projections reflect current yields across the Treasury yield curve and market expectations of forward yields projected and interpolated for multiple tenors and over multiple year horizons. Global public equity return projections are established through analysis of the equity risk premium and the fixed income return projections. Other asset categories and strategies' return projections reflect the foregoing and historical data analysis. These projections are combined to produce the long-term expected rate of return by weighting the expected future real rates of return by the target asset allocation percentage and by adding expected inflation. The target allocation and best estimates of arithmetic real rates of return for each major asset class as of June 30, 2018 are summarized in the following table:

<u>Asset Class</u>	<u>Long-Term Expected Real Rate of Return</u>
Fixed Income	1.4%
Global Equity	5.3%
Real Estate	4.3%
Alternatives	8.9%
Opportunistic Fixed Income	6.0%
Inflation Sensitive	4.0%

# NORTH CAROLINA EDUCATION LOTTERY

## NOTES TO FINANCIAL STATEMENTS (in thousands)

June 30, 2019 and 2018

### **NOTE 9 – PENSION AND DEFERRED COMPENSATION PLANS (continued)**

#### **B. Benefits Provided (continued):**

The information above is based on 30-year expectations developed with the consulting actuary and is part of the asset, liability, and investment policy of the North Carolina Retirement Systems. The long-term nominal rates of return underlying the real rates of return are arithmetic annualized figures. The real rates of return are calculated from nominal rates by multiplicatively subtracting a long-term inflation assumption of 3.05%. Return projections do not include any excess return expectations over benchmark averages. All rates of return and inflation are annualized. The long-term expected real rate of return for the Bond Index Pool as of June 30, 2018 is 1.5%.

**Discount rate.** The discount rate used to measure the total pension liability was lowered from 7.20 % to 7.00% for the December 31, 2017 valuation. The discount rate is in line with the long-term nominal expected return on pension plan investments. The calculation of the net pension liability is a present value calculation of the future net pension payments. These net pension payments assume that contributions from plan members will be made at the current statutory contribution rate and that contributions from employers will be made at the contractually required rates, actuarially determined. Based on these assumptions, the pension plan’s fiduciary net position was projected to be available to make all projected future benefit payments of the current plan members. Therefore, the long-term expected rate of return on pension plan investments was applied to all periods of projected benefit payments to determine the total pension liability.

Sensitivity of the net pension liability to changes in the discount rate. The following presents the NCEL’s proportionate share of the net pension liability calculated using the discount rate of 7%, as well as, what the NCEL’s proportionate share of the net pension asset or net pension liability would be if it were calculated using a discount rate that is one percentage point lower (6%) or one percentage-point higher (8%) than the current rate:

	1% Decrease 6%	Discount Rate 7%	1% Increase 8%
NCEL’s proportionate share of the net pension liability (asset)	\$ 20,505	\$ 10,752	\$ 2,567

Pension plan fiduciary net position. Detailed information about the TSERS fiduciary net position 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 “Public Information”, or by calling the State Controller’s Financial Reporting Section at (919) 707-0500.

#### **C. 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 \$403, \$309, and \$204 for the years ended June 30, 2019, 2018, and 2017, respectively.

# NORTH CAROLINA EDUCATION LOTTERY

## NOTES TO FINANCIAL STATEMENTS (in thousands)

June 30, 2019 and 2018

### **NOTE 9 – PENSION AND DEFERRED COMPENSATION PLANS (continued)**

#### D. 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 \$111, \$108, and \$96, for the years ended June 30, 2019, 2018, and 2017, respectively.

### **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 postemployment 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, Article 3B, of the General Statutes, 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 (RHBF) 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 RHBF 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 RHBF. Contribution rates to the RHBF, which are intended to finance benefits and administrative expenses on a pay-as-you-go basis, are established by the General Assembly.

For the period July 1, 2018 through June 30, 2019, the NCEL contributed 6.27% of the covered payroll under the Teachers' and State Employees' Retirement System. Required contribution rates for the years ended June 30, 2018 and 2017 were 6.27% and 5.825%, respectively. The NCEL made 100% of its annual required contributions to the RHBF for the years ended June 30, 2019, 2018, and 2017, which were \$935, \$952, and \$819, respectively.

# NORTH CAROLINA EDUCATION LOTTERY

## NOTES TO FINANCIAL STATEMENTS (in thousands)

June 30, 2019 and 2018

### **NOTE 10 – OTHER POSTEMPLOYMENT BENEFITS (continued)**

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 "Public Information", 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, 2019, the NCEL made a statutory contribution of .14% 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, 2019, 2018, and 2017 were .14%, .14%, and .38%, respectively. The NCEL made 100% of its annual required contributions to the DIPNC for the years ended June 30, 2019, 2018, and 2017, which were \$21, \$22, and \$54, respectively. The NCEL assumes no liability for long-term disability benefits under the Plan other than its contribution.

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 "Public Information", or by calling the State Controller's Financial Reporting Section at (919) 707-0500.

#### **C. Net OPEB Liability (Asset):**

**Net OPEB Liability:** At June 30, 2019, the NCEL reported a liability of \$26,606 for its proportionate share of the collective net OPEB liability for RHBF. The net OPEB liability was measured as of June 30, 2018. The total OPEB liability used to calculate the net OPEB liability was determined by an actuarial valuation as of December 31, 2017, and update procedures were used to roll forward the total OPEB liability to June 30, 2018. The NCEL's proportion of the net OPEB liability was based on the present value of future salaries for the NCEL relative to the present value of future salaries for all participating employers, actuarially-determined. As of June 30, 2018, the NCEL's proportion was .09339%.

**Net OPEB Asset:** At June 30, 2019, the NCEL reported an asset of \$29 for its proportionate share of the collective net OPEB asset for DIPNC. The net OPEB asset was measured as of June 30, 2018. The total OPEB asset used to calculate the net OPEB asset was determined by an actuarial valuation as of December 31, 2017, and update procedures were used to roll forward the total OPEB asset to June 30, 2018. The NCEL's proportion of the net OPEB asset was based on the present value of future salaries for the NCEL relative to the present value of future salaries for all participating employers, actuarially-determined. As of June 30, 2018, the NCEL's proportion was .09435%.

## NORTH CAROLINA EDUCATION LOTTERY

### NOTES TO FINANCIAL STATEMENTS (in thousands)

June 30, 2019 and 2018

#### **NOTE 10 – OTHER POSTEMPLOYMENT BENEFITS (continued)**

##### C. Net OPEB Liability (Asset) (continued):

Actuarial Assumptions: The total OPEB liabilities (assets) for RHBF and DIPNC were determined by actuarial valuations as of December 31, 2017, using the following actuarial assumptions, applied to all periods included in the measurement, unless otherwise specified. The total OPEB liabilities (assets) were then rolled forward to June 30, 2018 utilizing update procedures incorporating the actuarial assumptions.

	Retiree Health Benefit Fund	Disability Income Plan in N.C.
	(1)	(1)
Valuation Date	12/31/2017	12/31/2017
Inflation	3.00%	3.00%
Salary Increases	8.10% grading down to 3.50% depending on employee class	3.50% - 8.10%
Investment Rate of Return (2)	7.00%	3.75%
Healthcare Cost Trend Rate - Medical	6.50% grading down to 5.00% by 2024	6.50% grading down to 5.00% by 2024
Healthcare Cost Trend Rate - Prescription Drug	7.25% grading down to 5.00% by 2027	N/A
Healthcare Cost Trend Rate - Medicare Advantage	5.00%	N/A
Healthcare Cost Trend Rate - Administrative	3.00%	N/A

(1) - Salary increase include 3.5% inflation and productivity factor

(2) - Investment rate of return is net of pension plan investment expense, including inflation.

N/A - Note Applicable

The OPEB plans currently use mortality tables that vary by age, gender, employee group (i.e. teacher, general, law enforcement officer) and health status (i.e. disabled and healthy). The current mortality rates are based on published tables and studies that cover significant portions of the U.S. population. The healthy mortality rates also contain a provision to reflect future mortality improvements.

The projected long-term investment returns and inflation assumptions are developed through a review of current and historical capital markets data, sell-side investment research, consultant whitepapers, and historical performance of investment strategies. Fixed income return projections reflect current yields across the U.S. Treasury yield curve and market expectations of forward yields projected and interpolated for multiple tenors and over multiple year horizons. Global public equity return projects are established through analysis of the equity risk premium and the fixed income return projections. Other asset categories and strategies' return projections reflect the foregoing and historical data analysis. These projections are combined to produce the long-term expected rate of return by weighting the expected future real rates of return by the target asset allocation percentage and by adding expected inflation. DIPNC is primarily invested in the Bond Index Investment Pool as of June 30, 2018.

# NORTH CAROLINA EDUCATION LOTTERY

## NOTES TO FINANCIAL STATEMENTS (in thousands)

June 30, 2019 and 2018

### **NOTE 10 – OTHER POSTEMPLOYMENT BENEFITS (continued)**

#### **C. Net OPEB Liability (Asset) (continued):**

Best estimates of real rates of return for each major asset class included in RHBF's target asset allocation as of December 31, 2017 (the valuation date) are summarized in the following table:

Asset Class	Long-Term Expected Real Rate of Return
Fixed Income	1.4%
Global Equity	5.3%
Real Estate	4.3%
Alternatives	8.9%
Opportunistic Fixed Income	6.0%
Inflation Sensitive	4.0%

The information in the preceding table is based on 30-year expectations developed with the consulting actuary and is part of the asset, liability, and investment policy of the North Carolina Retirement Systems. The long-term nominal rates of return underlying the real rates of return are arithmetic annualized figures. The real rates of return are calculated from nominal rates by multiplicatively subtracting a long-term inflation assumption of 3.05%. Return projections do not include any excess return expectations over benchmark averages. All rates of return and inflation are annualized. The long-term expected real rate of return for the Bond Index Investment Pool as of December 31, 2017 (the valuation date) is 1.5%.

Actuarial valuations of the plans involve estimates of the value of reported amounts and assumptions about the probability of occurrence of events far into the future. Examples include assumptions about future employment, mortality, and the healthcare cost trend. Actuarially determined amounts are subject to continual revision as actual results are compared to past expectations and new estimates are made about the future.

The actuarial assumptions used for RHBF are consistent with those used to value the pension benefits of e based on the most recent pension valuations available. The discount rate used for RHBF reflects a pay-as-you-go approach.

Projections of benefits for financial reporting purposes of the plans are based on the substantive plan (the plan as understood by the employer and plan members) and include the types of benefits provided at the time of each valuation and historical pattern of sharing of benefit costs between the employer and plan members to that point. Historically, the benefits funded solely by employer contributions applied equally to all retirees. Currently, as described earlier in the note, benefits are dependent on membership requirements.

The actuarial methods and assumptions used for DIPNC include techniques that are designed to reduce the effects of short-term volatility in actuarial accrued liabilities and the actuarial value of assets, consistent with the long-term perspective of the calculations.

## NORTH CAROLINA EDUCATION LOTTERY

### NOTES TO FINANCIAL STATEMENTS (in thousands)

June 30, 2019 and 2018

#### **NOTE 10 – OTHER POSTEMPLOYMENT BENEFITS (continued)**

##### C. Net OPEB Liability (Asset) (continued):

The actuarial assumptions used in the December 31, 2017 valuations were based on the results of an actuarial experience study prepared as of December 31, 2014.

**Discount Rate:** The discount rate used to measure the total OPEB liability for RHBF was 3.87%. The projection of cash flows used to determine the discount rate assumed that contributions from employers will be made at the current statutorily determined contribution rate. Based on the above assumptions, the plan's fiduciary net position was not projected to be available to make projected future benefit payments of current plan members. As a result, a municipal bond rate of 3.87% was used as the discount rate used to measure the total OPEB liability. The 3.87% rate is based on the Bond Buyer 20-year General Obligation Index as of June 30, 2018.

The discount rate used to measure the total OPEB asset for DIPNC was 3.75%. The projection of cash flows used to determine the discount rate assumed that contributions from plan members will be made at the current contribution rate and that contributions from employers will be made at statutorily required rates, actuarially determined. Based on those assumptions, the plan's fiduciary net position was projected to be available to make all projected future benefit payments of the current plan members. Therefore, the long-term expected rate of return on plan investments was applied to all periods of projected benefit payments to determine the total OPEB asset.

**Sensitivity of the Net OPEB Liability (Asset) to Changes in the Discount Rate:** The following presents the NCEL's proportionate share of the net OPEB liability (asset) of the plans, as well as what the plans' net OPEB liability (asset) would be if it were calculated using a discount rate that is 1-percentage point lower or 1-percentage point higher than the current discount rate:

		Net OPEB Liability (Asset)		
		1% Decrease (2.87%)	Current Discount Rate (3.87%)	1% Increase (4.87%)
	RHBF	\$ 31,434	\$ 26,606	\$ 22,734
		1% Decrease (2.75%)	Current Discount Rate (3.75%)	1% Increase (4.75%)
	DIPNC	\$ (22)	\$ (29)	\$ (35)

## NORTH CAROLINA EDUCATION LOTTERY

### NOTES TO FINANCIAL STATEMENTS (in thousands)

June 30, 2019 and 2018

#### **NOTE 10 – OTHER POSTEMPLOYMENT BENEFITS (continued)**

##### C. Net OPEB Liability (Asset) (continued):

*Sensitivity of the Net OPEB Liability (Asset) to Changes in the Healthcare Cost Trend Rates:* The following presents the net OPEB liability (asset) of the plans, as well as what the plans' net OPEB liability (asset) would be if it were calculated using healthcare cost trend rates that are 1-percentage-point lower or 1-percentage-point higher than the current healthcare cost trend rates:

	1% Decrease (Medical - 4.00 - 5.50% Pharmacy - 4.00 - 6.25% Med. Advantage - 4.00% Administrative - 2.00%)	Current healthcare Cost Trend Rates (Medical - 5.00 - 6.50% Pharmacy - 5.00 - 7.25% Med. Advantage - 5.00% Administrative - 3.00%)	1% Increase (Medical - 6.00 - 7.50% Pharmacy - 6.00 - 8.25% Med. Advantage - 6.00% Administrative - 4.00%)
RHBF Net OPEB Liability	\$ 221,949	\$ 26,606	\$ 32,718
DIPNC Net OPEB Asset	\$ (29)	\$ (29)	\$ (29)

*Deferred Outflows of Resources and Deferred Inflows of Resources Related to OPEB:* For the year ended June 30, 2019, the NCEL recognized OPEB expense of \$(346) for RHBF and \$1 for DIPNC.

At June 30, 2019 and 2018, the NCEL reported deferred outflows of resources and deferred inflows of resources related to OPEB from the following sources:

#### Employer Balances of Deferred Outflows of Resources Related to OPEB by Classification For the Year Ended June 30, 2019

	RHBF	DIPNC	Total
Difference between actual and expected experience	\$ -	\$ 50	\$ 50
Changes of assumptions	-	5	5
Net difference between projected and actual earnings on pension plan investments	3	22	25
Change in proportion and differences between the NCEL's contributions and proportionate share of contributions	1,025	1	1,026
Contributions subsequent to the measurement date	934	21	955
Total	\$ 1,962	\$ 99	\$ 2,061

**NORTH CAROLINA EDUCATION LOTTERY**

NOTES TO FINANCIAL STATEMENTS (in thousands)

June 30, 2019 and 2018

**NOTE 10 – OTHER POSTEMPLOYMENT BENEFITS (continued)**

C. Net OPEB Liability (Asset) (continued):

Employer Balances of Deferred Outflows of Resources  
Related to OPEB by Classification  
For the Year Ended June 30, 2018

	<u>RHBF</u>	<u>DIPNC</u>	<u>Total</u>
Difference between actual and expected experience	\$ -	\$ 16	\$ 16
Changes of assumptions	-	-	-
Net difference between projected and actual earnings on pension plan investments	-	13	13
Change in proportion and differences between the NCEL's contributions and proportionate share of contributions	1,282	-	1,282
Contributions subsequent to the measurement date	<u>952</u>	<u>22</u>	<u>974</u>
Total	<u>\$ 2,234</u>	<u>\$ 51</u>	<u>\$ 2,285</u>

Employer Balances of Deferred Inflows of Resources  
Related to OPEB by Classification  
For the Year Ended June 30, 2019

	<u>RHBF</u>	<u>DIPNC</u>	<u>Total</u>
Difference between actual and expected experience	\$ 1,819	\$ -	\$ 1,819
Changes of assumptions	11,526	-	11,526
Net difference between projected and actual earnings on pension plan investments	-	-	-
Change in proportion and differences between the NCEL's contributions and proportionate share of contributions	1,214	1	1,215
Contributions subsequent to the measurement date	<u>-</u>	<u>-</u>	<u>-</u>
Total	<u>\$ 14,559</u>	<u>\$ 1</u>	<u>\$ 14,560</u>

**NORTH CAROLINA EDUCATION LOTTERY**

NOTES TO FINANCIAL STATEMENTS (in thousands)

June 30, 2019 and 2018

**NOTE 10 – OTHER POSTEMPLOYMENT BENEFITS (continued)**

C. Net OPEB Liability (Asset) (continued):

Employer Balances of Deferred Inflows of Resources  
Related to OPEB by Classification  
For the Year Ended June 30, 2018

	RHBF	DIPNC	Total
Difference between actual and expected experience	\$ 2,273	\$ -	\$ 2,273
Changes of assumptions	8,730	-	8,730
Net difference between projected and actual earnings on pension plan investments	12	-	12
Change in proportion and differences between the NCEL's contributions and proportionate share of contributions	-	-	-
Contributions subsequent to the measurement date	-	2	2
Total	\$ 11,015	\$ 2	\$ 11,017

Amounts reported as deferred outflows of resources related to contributions subsequent to the measurement date will be recognized as a reduction of the net OPEB liability related to RHBF and an increase of the net OPEB asset related to DIPNC in the fiscal year ended June 30, 2019. Other amounts reported as deferred outflows of resources and deferred inflows of resources related to OPEB will be recognized in OPEB expense as follows:

Outflows of resources and deferred inflows of resources that will be recognized in OPEB expense:

Year Ended June 30:	RHBF	DIPNC
2020	\$ (3,081)	\$ 19
2021	(3,081)	19
2022	(3,081)	14
2023	(3,078)	11
2024	(1,210)	8
Thereafter	-	6
Total	\$ (13,531)	77

## NORTH CAROLINA EDUCATION LOTTERY

### NOTES TO FINANCIAL STATEMENTS (in thousands)

June 30, 2019 and 2018

#### **NOTE 11 – LITIGATION**

NC Citizens for Free Enterprise, Inc., et al. v. The State of North Carolina, et al. – The NC Attorney General’s Office notified the NCEL that their office was officially served the Amended Complaint on behalf of the NCEL, among other defendants. The gist of the complaint, filed on December 29, 2016, alleged that the named defendants worked together to aggressively “shut down” the sweepstakes industry in order to promote the NCEL. The Amended Complaint, filed February 8, 2017 added another plaintiff. The counts have been transferred to a 3-judge panel in Wake County Superior Court where the case is on hold. The NCEL does not anticipate paying any monetary damages associated with this case.

Watkins v Stephenson, et al. – This case involves a prize dispute between two players involving a 2<sup>nd</sup>-tier prize from the Lucky for Life game. The plaintiff included the NCEL as a party because the NCEL is delaying the prize payout until the case is resolved. A Motion to Dismiss has been filed. The NCEL does not anticipate paying any monetary damages associated with this case.

#### **NOTE 12 – ALLOCATION OF TOTAL NET REVENUES/TRANSFERS TO NC EDUCATION LOTTERY FUND**

	2019	
Lottery Ticket Sales	\$ 2,859,610	
Fees and Licenses	5,335	
Investment Earnings and Other Revenues	1,255	
Total Annual Revenue	2,866,200	
Prize Expense	(1,845,287)	64% of Total Annual Revenue
Advertising	(25,367)	1% of Total Annual Revenue
All Other Expenses and Transfers	(87,428)	
Total Section 18C-162.a.3	(112,794)	3% of Total Annual Revenue
Commissions (per Section 18C-142)	(198,924)	7% of Lottery Ticket Sales
Unclaimed Prizes to the State of North Carolina	16,206	
Net Revenues to the State of North Carolina	692,989	
Total Revenues to the State of North Carolina	\$ 709,195	25% of Total Annual Revenue
	2018	
Lottery Ticket Sales	\$ 2,605,019	
Fees and Licenses	5,399	
Investment Earnings and Other Revenues	758	
Total Annual Revenue	2,611,176	
Prize Expense	(1,647,828)	64% of Total Annual Revenue
Advertising	(24,661)	1% of Total Annual Revenue
All Other Expenses and Transfers	(86,854)	
Total Section 18C-162.a.3	(111,515)	3% of Total Annual Revenue
Commissions (per Section 18C-142)	(181,571)	7% of Lottery Ticket Sales
Unclaimed Prizes to the State of North Carolina	15,989	
Net Revenues to the State of North Carolina	659,481	
Total Revenues to the State of North Carolina	\$ 675,470	25% of Total Annual Revenue

## NORTH CAROLINA EDUCATION LOTTERY

### NOTES TO FINANCIAL STATEMENTS (in thousands)

June 30, 2019 and 2018

#### **NOTE 12 – ALLOCATION OF TOTAL NET REVENUES/TRANSFERS TO NC EDUCATION LOTTERY FUND (continued)**

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 provide 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)).

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.”

Section 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 \$665.6 million to the NC Education Lottery Fund for fiscal year 2019 compared with \$645.8 million for fiscal year 2018. As explained in Note 4C, \$43.6 million and \$29.6 million for fiscal years ended June 30, 2019 and 2018, 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.

# NORTH CAROLINA EDUCATION LOTTERY

## NOTES TO FINANCIAL STATEMENTS (in thousands)

June 30, 2019 and 2018

### **NOTE 13 – CHANGES IN FINANCIAL ACCOUNTING AND REPORTING**

For the fiscal year ended June 30, 2019, the NCEL implemented the following pronouncements issued by the Governmental Accounting Standards Board (GASB):

- Statement No. 83, *Certain Asset Retirement Obligations*
- Statement No. 88, *Certain Disclosures Related to Debt, including Direct Borrowings and Direct Placements*

GASB Statement No. 83 provides financial statement users with information about certain asset retirement obligations (AROs) that were not addressed in previous GASB standards. This statement establishes standards of accounting and financial reporting for certain AROs. This statement applies to financial statements of all state and local governments. For purposes of applying this statement, an ARO is a legally enforceable liability associated with the retirement of a tangible capital asset.

GASB Statement No. 88 defines debt for purposes of disclosure in the notes to the financial statements. Debt, short-term or long-term, is defined as a liability that arises from a contractual obligation to pay cash (or other assets that may be used in lieu of cash) in one or more payments to settle an amount that is fixed at the date the contractual obligation is established. For purposes of this determination, interest to be accrued and subsequently paid (such as interest on variable-rate debt) or interest to be added to the principal amount of the obligation (such as interest on capital appreciation bonds) does not preclude the amount to be settled from being considered fixed as the date the contractual obligation is established.

### **NOTE 14 – SUBSEQUENT EVENTS**

The Commission of the NCEL has evaluated all subsequent events for potential recognition and disclosure through October 21, 2019, the date these financial statements will be available.

## **REQUIRED SUPPLEMENTARY INFORMATION**

**NORTH CAROLINA EDUCATION LOTTERY**

REQUIRED SUPPLEMENTARY INFORMATION

SCHEDULE OF THE PROPORTIONATE SHARE OF NET PENSION LIABILITY  
TEACHERS' AND STATE EMPLOYEES' RETIREMENT SYSTEM

**LAST SIX FISCAL YEARS**

	<u>2019</u>	<u>2018</u>	<u>2017</u>
(1) Proportionate share percentage of collective net pension liability	0.10799%	0.10898%	0.11054%
(2) Proportionate share of TSERS collective net pension liability	\$ 10,752	\$ 8,647	\$ 10,160
(3) Covered payroll	\$ 14,907	\$ 15,733	\$ 14,093
(4) Net pension liability as a percentage of covered payroll	72%	55%	72%
(5) Plan fiduciary net position as a percentage of the total pension liability	87.61%	89.51%	87.32%
	<u>2016</u>	<u>2015</u>	<u>2014</u>
(1) Proportionate share percentage of collective net pension liability	0.11215%	0.11096%	0.10540%
(2) Proportionate share of TSERS collective net pension liability	\$ 4,133	\$ 1,301	\$ 6,399
(3) Covered employee payroll	\$ 13,006	\$ 13,989	\$ 13,706
(4) Net pension liability as a percentage of covered employee payroll	32%	9%	47%
(5) Plan fiduciary net position as a percentage of the total pension liability	94.64%	98.24%	90.60%

Information is not available for preceding years, to the extent 10 years of information is not presented.

# NORTH CAROLINA EDUCATION LOTTERY

## REQUIRED SUPPLEMENTARY INFORMATION

### SCHEDULE OF CONTRIBUTIONS TEACHERS' AND STATE EMPLOYEES' RETIREMENT SYSTEM

#### Last Ten Fiscal Years

	2019	2018	2017	2016	2015
(1) Contractually required contribution	\$ 1,832	\$ 1,696	\$ 1,405	\$ 1,190	\$ 1,279
(2) Contributions in relation to the contractually determined contribution	1,832	1,696	1,405	1,190	1,279
(3) Contribution deficiency (excess)	<u>\$ -</u>				
(4) Covered payroll	\$ 14,907	\$ 15,733	\$ 14,093	\$ 13,006	\$ 13,989
(5) Contributions as a percentage of covered payroll	12.29%	10.78%	9.98%	9.15%	9.15%

	2014	2013	2012	2011	2010
(1) Contractually required contribution	\$ 1,191	\$ 1,094	\$ 955	\$ 592	\$ 425
(2) Contributions in relation to the contractually determined contribution	1,191	1,094	955	592	425
(3) Contribution deficiency (excess)	<u>\$ -</u>				
(4) Covered payroll	\$ 13,706	\$ 13,139	\$ 12,839	\$ 12,018	\$ 11,968
(5) Contributions as a percentage of covered payroll	8.69%	8.33%	7.44%	4.93%	3.55%

#### Notes to Schedule

##### *Valuation date.*

The total pension liability was determined by actuarial valuations as of December 31, 2017. The total pension liability was then rolled forward to June 30, 2018 utilizing update procedures incorporating the actuarial assumptions. The actuarial assumptions used in the December 31, 2017 valuations were based on the results of an actuarial experience study for the period January 1, 2010 through December 31, 2014.

##### *Methods and assumptions used to determine contribution rates.*

- The Entry Age Normal actuarial cost method was used.
- Change in discount rate from 7.20% to 7.00% as of December 31, 2017, with direct-rate smoothing of the change in the employer contributions rate over a three-year period.
- Salary increases are assumed to be 3.50%-8.10% which includes 3.5% inflation and productivity factor.
- Investment expected rate of return is 7.00% net of pension plan investment expense, including inflation.
- No cost-of-living adjustments granted.
- Mortality tables vary by age, gender, employee group, and health status. The current mortality rates are based on published tables and based on studies that cover significant portions of the U.S. population. The mortality rates also contain a provision to reflect future mortality improvements.

**NORTH CAROLINA EDUCATION LOTTERY**

REQUIRED SUPPLEMENTARY INFORMATION

SCHEDULE OF PROPORTIONATE SHARE OF NET OPEB LIABILITY  
AND SCHEDULE OF CONTRIBUTIONS  
RETIREMENT HEALTH BENEFIT FUND

LAST TWO FISCAL YEARS

	<u>2019</u>	<u>2018</u>
(1) Proportionate share percentage of collective net pension liability	0.09339%	0.09669%
(2) Proportionate share of RHBF collective net pension liability	\$ 26,606	\$ 31,701
(3) Covered payroll	\$ 14,907	\$ 15,733
(4) Net pension liability as a percentage of covered payroll	178%	201%
(5) Plan fiduciary net position as a percentage of the total pension liability	4.40%	3.52%

LAST TWO FISCAL YEARS

	<u>2019</u>	<u>2018</u>
(1) Contractually required contributions	\$ 935	\$ 952
(2) Contributions in relation to the contractually determined contributions	935	952
(3) Contributions deficiency (excess)	<u>\$ -</u>	<u>\$ -</u>
(4) Covered payroll	\$ 14,907	\$ 15,733
(5) Contributions as a percentage of covered-employee payroll	6.27%	6.05%

# NORTH CAROLINA EDUCATION LOTTERY

## REQUIRED SUPPLEMENTARY INFORMATION

### SCHEDULE OF PROPORTIONATE SHARE OF NET OPEB LIABILITY AND SCHEDULE OF CONTRIBUTIONS RETIREMENT HEALTH BENEFIT FUND

#### Notes to Schedule

*Valuation date.*

The total pension liability was determined by actuarial valuations as of December 31, 2017. The total pension liability was then rolled forward to June 30, 2018 utilizing update procedures incorporating the actuarial assumptions.

*Methods and assumptions used to determine contribution rates.*

- The discount rate used to measure total OPEB liability for RHBF was 3.87%, mirroring the municipal bond rate. The rate is based on the Bond-Buyer 20-year General Obligation index as of June 30, 2018.
- Salary increases are assumed to be 3.50%-8.10% which includes 3.5% inflation and productivity factor.
- Investment expected rate of return is 7.00% net of pension plan investment expense, including inflation as of June 30, 2018.
- General and wage inflation at assumed to be 3%
- Cost-of-living adjustments assumed to be 3.5%.
- Mortality tables vary by age, gender, employee group and health status. The current mortality rates are based on published tables and based on studies that cover significant portions of the U.S. population. The mortality rates also contain a provision to reflect future mortality improvements.

**NORTH CAROLINA EDUCATION LOTTERY**

REQUIRED SUPPLEMENTARY INFORMATION

SCHEDULE OF PROPORTIONATE SHARE OF NET OPEB LIABILITY  
AND SCHEDULE OF CONTRIBUTIONS  
DISABILITY INCOME PLAN OF NORTH CAROLINA

LAST TWO FISCAL YEARS

---

	<u>2019</u>	<u>2018</u>
(1) Proportionate share percentage of collective net pension liability	0.09435%	0.09603%
(2) Proportionate share of DIPNC collective net pension liability	\$ (29)	\$ (59)
(3) Covered payroll	\$ 14,907	\$ 15,733
(4) Net pension liability as a percentage of covered payroll	0%	0%
(5) Plan fiduciary net position as a percentage of the total pension liability	108.47%	116.23%

LAST TWO FISCAL YEARS

---

	<u>2019</u>	<u>2018</u>
(1) Contractually required contributions	\$ 21	\$ 22
(2) Contributions in relation to the contractually determined contributions	21	22
(3) Contributions deficiency (excess)	<u>\$ -</u>	<u>\$ -</u>
(4) Covered payroll	\$ 14,907	\$ 15,733
(5) Contributions as a percentage of covered-employee payroll	0.14%	0.14%

# NORTH CAROLINA EDUCATION LOTTERY

## REQUIRED SUPPLEMENTARY INFORMATION

### SCHEDULE OF PROPORTIONATE SHARE OF NET OPEB LIABILITY AND SCHEDULE OF CONTRIBUTIONS DISABILITY INCOME PLAN OF NORTH CAROLINA

#### Notes to Schedule

##### *Valuation date.*

The total pension liability was determined by actuarial valuations as of December 31, 2017. The total pension liability was then rolled forward to June 30, 2018 utilizing update procedures incorporating the actuarial assumptions. The actuarial assumptions used in the December 31, 2017 valuations were based on an investigation of demographic and economic experience over the five-year period from January 1, 2010 to December 31, 2014.

##### *Methods and assumptions used to determine contribution rates.*

- The discount rate used to measure total OPEB liability for DIPNC was 3.75%.
- The long-term expected rate of return on plan investments was used on all periods for projecting benefit payments and determining the total liability.
- Salary increases are assumed to be 3.50%-8.10% which includes 3.5% inflation and productivity factor.
- Investment expected rate of return is 3.75% net of pension plan investment expense, including inflation.
- General and wage inflation at assumed to be 3%
- Mortality tables vary by age, gender, employee group, and health status. The current mortality rates are based on published tables and based on studies that cover significant portions of the U.S. population. The mortality rates also contain a provision to reflect future mortality improvements.

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# STATISTICAL SECTION



# STATISTICAL SECTION

## INDEX

Page

**Introduction to Statistical Section** ..... 84

**Capital Assets**..... 85

Information to help the reader understand changes from year to year related to capital assets and the net position of the NCEL.

**Revenue and Expenses FY 2010 to FY 2019**..... 86

Information to help the reader understand changes from FY 2010 to FY 2019 related to operating revenues and major expenses.

- Operating Revenues vs. Expenses FY 2010 to FY2019
- Operating Revenues FY 2010 to FY 2019
- Prize Expense FY 2010 to FY 2019
- Retailer Commissions FY 2010 to FY 2019

**Distribution of Revenues FY 2010 to FY 2019** ..... 87

Information to help the reader understand changes from fiscal year 2010 to fiscal year 2019 in the allocation of expenses for the NCEL.

- Allocation of Expenses FY 2010 to FY 2019

**Sales by Game FY 2010 to FY 2019**..... 88

Information to help the reader understand changes from fiscal year 2010 to fiscal year 2019 in the sources of operating revenue by game.

- Sales by Game FY 2010 to FY 2019

**Total Sales FY 2010 to FY 2019**..... 89

Information to help the reader understand changes from month to month in game sales from fiscal year 2010 to fiscal year 2019.

**Instant Tickets FY 2010 to FY 2019**..... 90

Information to help the reader understand changes from fiscal year 2010 to fiscal year 2019 in the prize expense and sales of instant tickets.

- Instant Game Sales FY 2010 to FY 2019
- Instant Game Sales by Price of Ticket FY 2010 to FY 2019

**Draw Game Sales FY 2010 to FY 2019** ..... 91

Information to help the reader understand changes from fiscal year 2010 to fiscal year 2019 in online game sales.

- Draw Game Sales FY 2010 to FY 2019
- Powerball Sales FY 2010 to FY 2019
- Mega Million Sales FY 2010 to FY 2019
- Powerball and Mega Million Sales FY 2010 to FY 2019
- Cash 5 Sales FY 2010 to FY 2019
- Pick 4 Sales FY 2010 to FY 2019
- Pick 3 Sales FY 2010 to FY 2019

**STATISTICAL SECTION**

**INDEX**

**Page**

**North Carolina Education Lottery Information ..... 92**

Information to help the reader understand changes from fiscal year 2010 to fiscal year 2019 in the NCEL workforce.

- Budgeted Full Time Equivalent (FTE) Positions by Function
- Budgeted NCEL FTE Positions by Function FY 2010 to FY 2019

**North Carolina Population Demographics ..... 93**

Information to help the reader understand the environment within which the NCEL’s activities take place.

- NC Population
- NC Population Growth
- NC Population Growth %
- Households by Type 2009 to 2018

**North Carolina Occupational and Income Statistics ..... 95**

Information to help the reader understand the economic environment within which the NCEL’s activities take place.

- Income and Benefits
- Total Personal Income
- Average Annual Wage
- Occupation
- Industry
- Per Capita Income
- Civilian Labor Force Unemployment Rate

**North Carolina Employer Statistics ..... 96**

Information to help the reader understand the economic environment within which the NCEL’s activities take place.

**North Carolina Educational Statistics ..... 97**

Information to help the reader understand the educational environment within which the NCEL’s activities take place.

- Educational Attainment
- School Enrollment

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's fiscal year begins on July 1<sup>st</sup> and ends on June 30<sup>th</sup> of the following calendar year. Fiscal year 2019 information begins on July 1<sup>st</sup> 2018 and concludes as of June 30<sup>th</sup> 2019. 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 (in thousands):

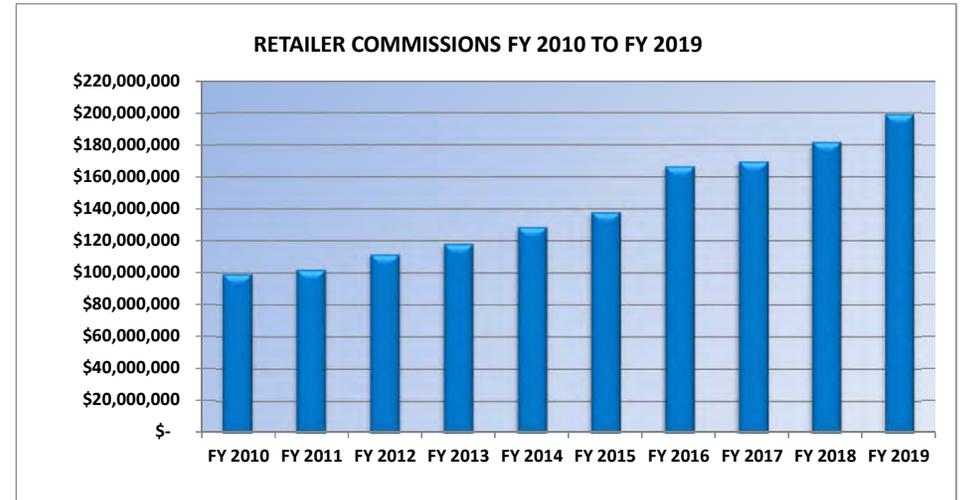
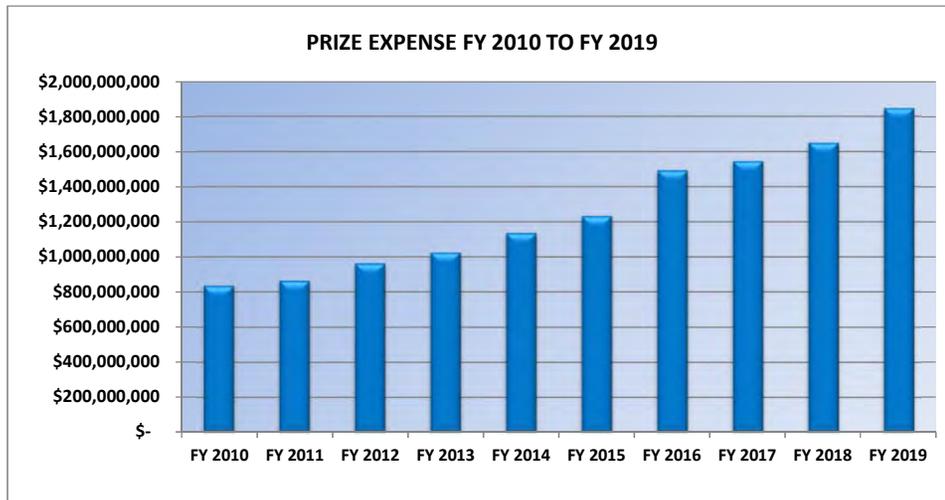
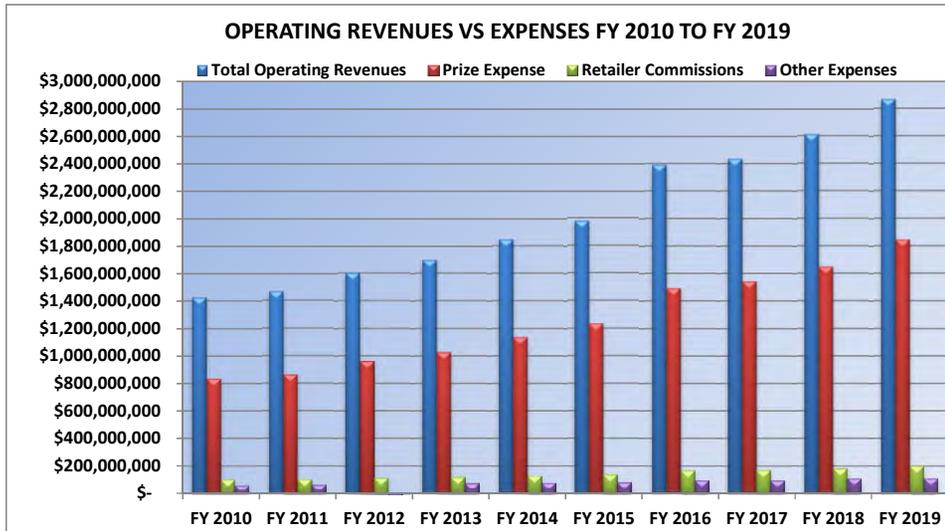
Category	Balance															
	June 30, 2009	Increases	Decreases	June 30, 2010	Increases	Decreases	June 30, 2011	Increases	Decreases	June 30, 2012	Increases	Decreases	June 30, 2013	Increases	Decreases	June 30, 2014
Capital assets, nondepreciable																
Improvements in progress	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total capital assets, nondepreciable	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Capital assets, depreciable																
Furniture	29	-	-	29	-	-	29	-	-	29	17	-	46	-	-	46
Equipment	2,606	529	(482)	2,653	211	(60)	2,804	310	(38)	3,076	553	-	3,629	889	(142)	4,376
Motorized equipment	67	-	-	67	-	-	67	-	-	67	-	-	67	-	-	67
Computer Software	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total capital assets, depreciable	2,702	529	(482)	2,749	211	(60)	2,900	310	(38)	3,172	570	-	3,742	889	(142)	4,489
Less accumulated depreciation for:																
Furniture	18	5	-	23	4	-	27	2	-	29	2	-	31	3	-	34
Equipment	1,336	564	(465)	1,435	609	(53)	1,991	450	(38)	2,403	343	-	2,746	436	(126)	3,056
Motorized equipment	38	14	-	52	11	-	63	5	-	68	-	-	68	-	-	68
Computer Software	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total accumulated depreciation	1,392	583	(465)	1,510	624	(53)	2,081	457	(38)	2,500	345	-	2,845	439	(126)	3,158
Total capital assets, depreciable, net	1,310	(54)	(17)	1,239	(413)	(7)	819	(147)	-	672	225	-	897	450	(16)	1,331
Capital assets, net	1,310	(54)	(17)	1,239	(413)	(7)	819	(147)	-	672	225	-	897	450	(16)	1,331
Net Position																
Net investment in capital assets	1,310	(54)	(17)	1,239	(413)	(7)	819	(147)	-	672	225	-	897	450	(16)	1,331
Unrestricted	(1,310)	54	17	(1,239)	413	7	(819)	147	-	(672)	(225)	-	(897)	(450)	16	(1,331)
Total Net Position	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Category	Balance															
	June 30, 2014	Increases	Decreases	June 30, 2015	Increases	Decreases	June 30, 2016	Increases	Decreases	June 30, 2017	Increases	Decreases	June 30, 2018	Increases	Decreases	June 30, 2019
Capital assets, nondepreciable																
Improvements in progress	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total capital assets, nondepreciable	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Capital assets, depreciable																
Furniture	46	-	-	46	-	-	46	19	-	66	-	(17)	49	-	-	49
Equipment	4,376	111	(778)	3,709	344	-	4,053	1,045	-	5,097	5,464	(6,315)	4,246	2,185	(1,373)	5,058
Motorized equipment	67	-	-	67	13	-	80	-	-	80	-	-	80	-	-	80
Computer Software	-	983	-	983	27	-	1,010	-	-	1,010	-	-	1,010	-	-	1,010
Total capital assets, depreciable	4,489	1,094	(778)	4,805	384	-	5,189	1,064	-	6,253	5,464	(6,332)	5,385	2,185	(1,373)	6,197
Less accumulated depreciation for:																
Furniture	34	3	-	37	3	-	40	3	-	43	-	(15)	28	-	-	28
Equipment	3,056	563	(753)	2,866	549	-	3,415	410	-	3,825	391	(1,354)	2,862	435	(689)	2,608
Motorized equipment	68	1	-	69	3	-	72	3	-	75	3	-	78	3	(690)	81
Computer Software	-	-	-	-	116	-	116	126	-	242	126	(14)	354	126	(691)	480
Total accumulated depreciation	3,158	567	(753)	2,972	671	-	3,643	542	-	4,185	520	(1,383)	3,322	564	(689)	3,197
Total capital assets, depreciable, net	1,331	527	(25)	1,833	(287)	-	1,546	522	-	2,068	4,944	(4,949)	2,063	1,621	(684)	3,000
Capital assets, net	1,331	527	(25)	1,833	(287)	-	1,546	522	-	2,068	4,944	(4,949)	2,063	1,621	(684)	3,000
Net Position																
Net investment in capital assets	1,331	527	(25)	1,833	(287)	-	1,546	522	-	2,068	4,944	(4,949)	2,063	1,621	(684)	3,000
Unrestricted	(1,331)	(527)	25	(1,833)	287	-	(1,546)	(522)	-	(2,068)	(4,944)	4,949	(2,063)	(1,621)	684	(3,000)
Total Net Position	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

## North Carolina Education Lottery Statistics

### Revenue and Expenses FY 2010 to FY 2019:

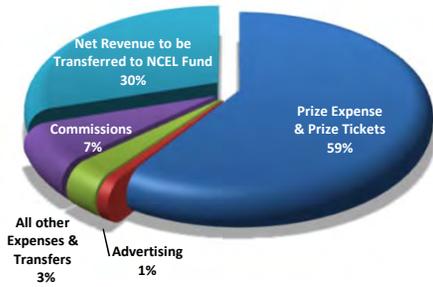
	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019
Total Operating Revenues	\$ 1,424,457,618	\$ 1,464,639,726	\$ 1,601,837,648	\$ 1,695,008,870	\$ 1,844,636,362	\$ 1,977,485,514	\$ 2,388,976,612	\$ 2,432,843,418	\$ 2,610,417,572	\$ 2,864,945,003
Total Operating Expenses	\$ 993,888,090	\$ 1,028,509,675	\$ 862,996,103	\$ 1,215,924,034	\$ 1,341,206,063	\$ 1,449,483,907	\$ 1,752,801,115	\$ 1,808,521,314	\$ 1,937,813,790	\$ 2,153,905,242
Prize Expense	\$ 835,302,004	\$ 862,996,103	\$ 961,556,221	\$ 1,024,436,531	\$ 1,135,052,490	\$ 1,231,238,430	\$ 1,491,030,615	\$ 1,543,158,180	\$ 1,647,827,727	\$ 1,845,286,560
Retailer Commissions	\$ 99,339,830	\$ 102,126,855	\$ 111,624,043	\$ 118,148,409	\$ 128,550,515	\$ 137,767,027	\$ 166,437,296	\$ 169,439,486	\$ 181,571,111	\$ 198,924,280
Other Expenses	\$ 59,246,256	\$ 63,386,717	\$ (210,184,161)	\$ 73,339,094	\$ 77,603,058	\$ 80,478,450	\$ 95,333,204	\$ 95,923,648	\$ 108,414,952	\$ 109,694,401



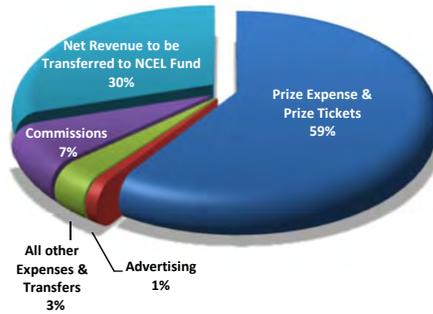
# North Carolina Education Lottery Statistics

## Distribution of Revenues FY 2010 to FY 2019:

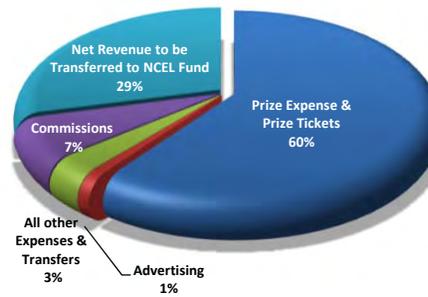
**DISTRIBUTION OF REVENUES FY 2010**



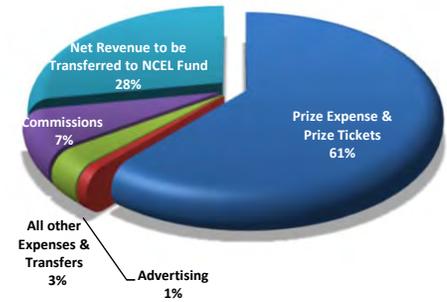
**DISTRIBUTION OF REVENUES FY 2011**



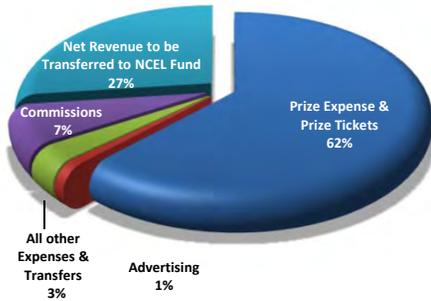
**DISTRIBUTION OF REVENUES FY 2012**



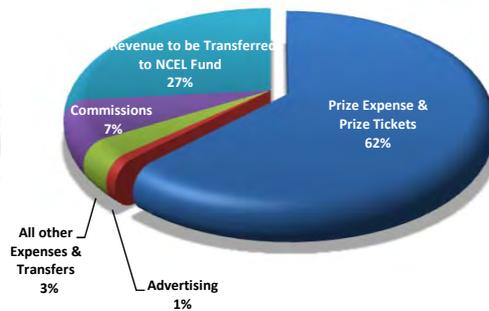
**DISTRIBUTION OF REVENUES FY 2013**



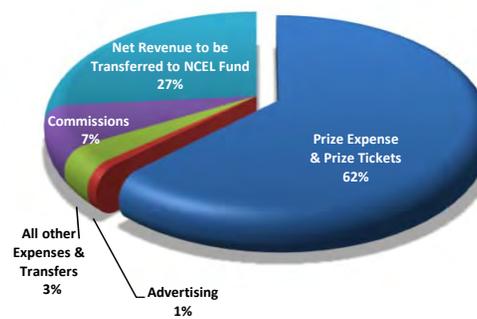
**DISTRIBUTION OF REVENUES FY 2014**



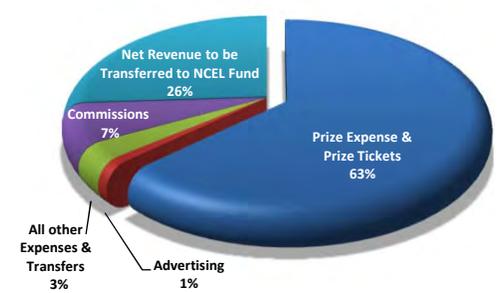
**DISTRIBUTION OF REVENUES FY 2015**



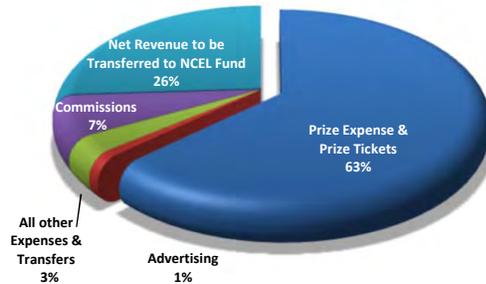
**DISTRIBUTION OF REVENUES FY 2016**



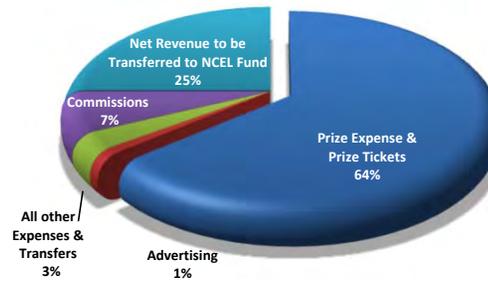
**DISTRIBUTION OF REVENUES FY 2017**



**DISTRIBUTION OF REVENUES FY 2018**



**DISTRIBUTION OF REVENUES FY 2019**

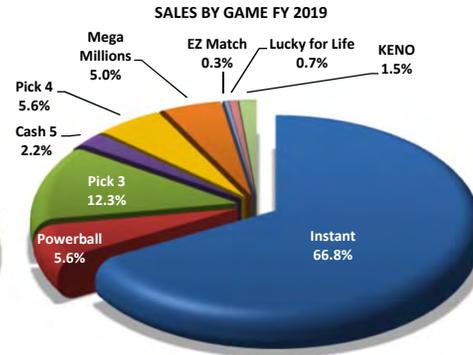
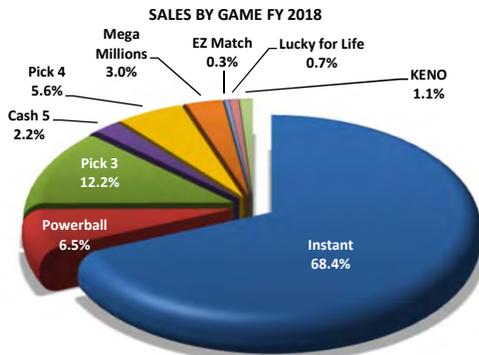
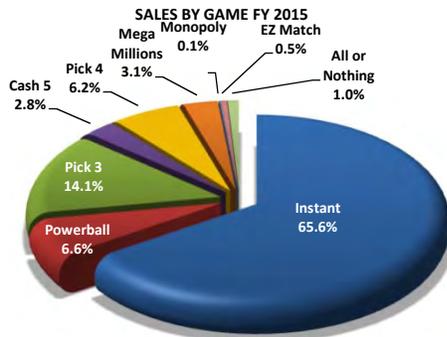
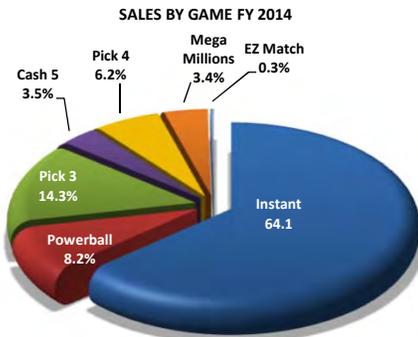
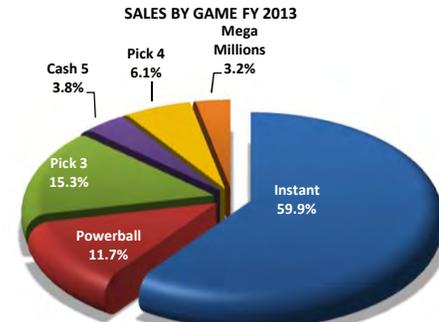
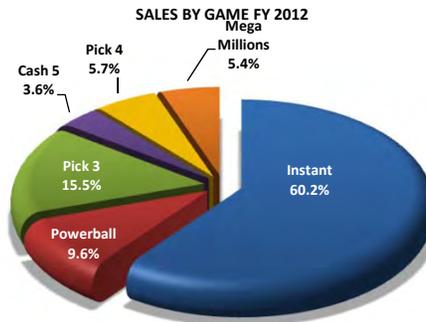
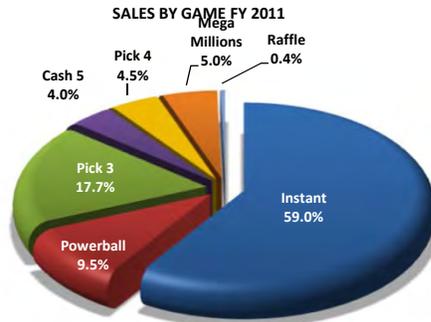


# North Carolina Education Lottery Statistics

Sales by Game FY 2010 to FY 2019:



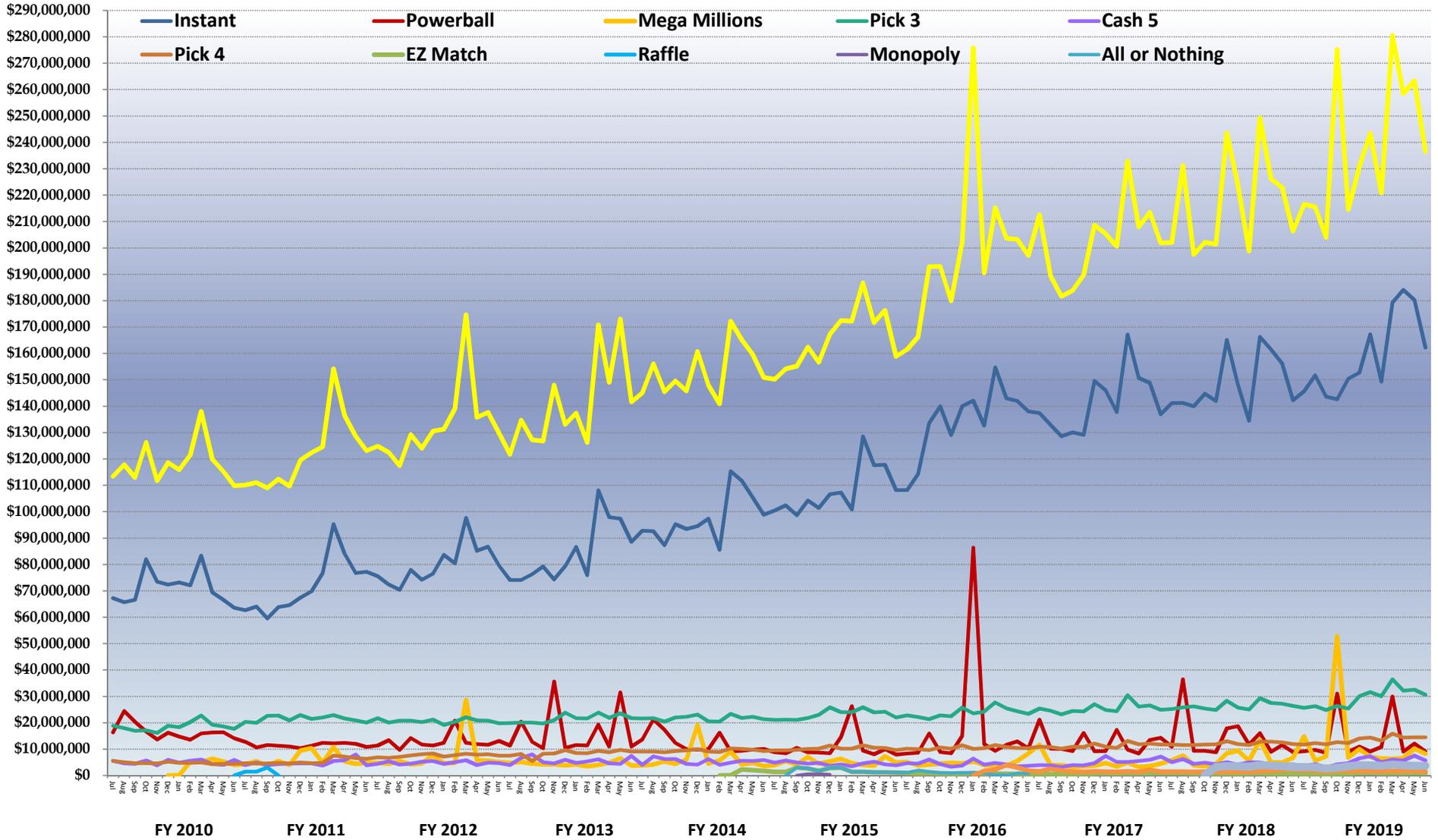
Mega Millions game was launched in Jan '10



# North Carolina Education Lottery Statistics

Total Sales FY 2010 to FY 2019:

## Game Sales - FY 2010 to FY 2019 Comparison By Game



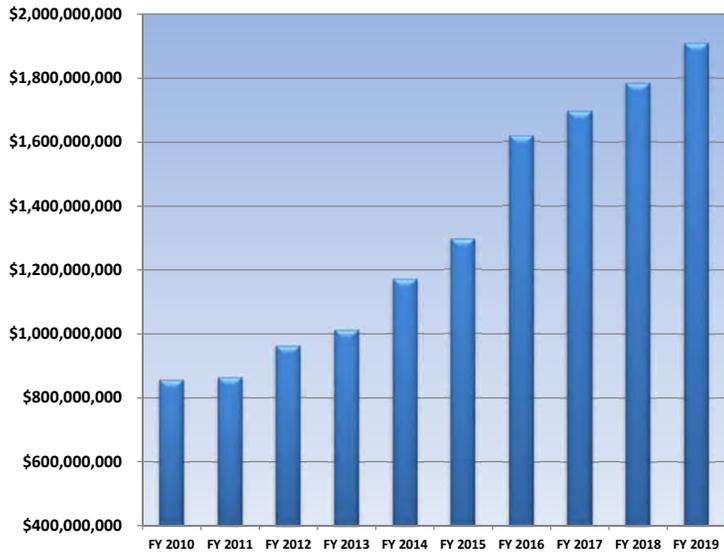
## North Carolina Education Lottery Statistics

### Instant Tickets FY 2010 to FY 2019:

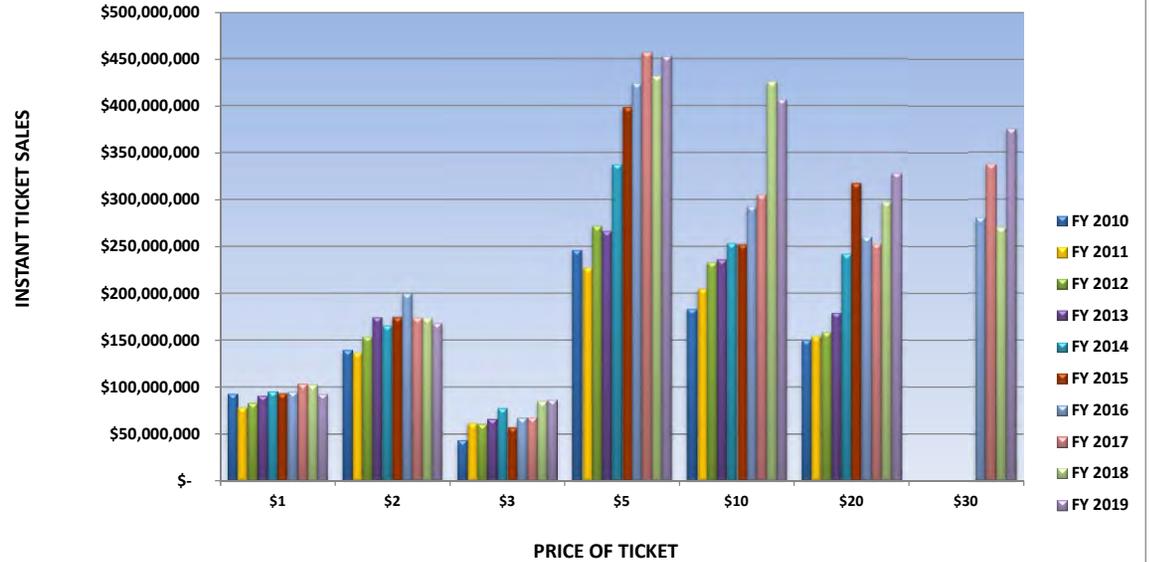
#### Instant Games by Price of Ticket

	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019
\$1	\$ 92,980,150	\$ 78,296,263	\$ 83,189,184	\$ 90,927,671	\$ 95,376,092	\$ 93,679,930	\$ 94,851,413	\$ 103,505,145	\$ 102,456,945	\$ 92,761,602
\$2	139,472,210	136,676,260	153,609,582	174,358,200	165,497,798	174,789,492	199,286,716	173,455,040	173,225,540	168,177,300
\$3	43,751,937	61,499,178	60,791,835	65,926,023	77,650,923	57,110,988	66,990,120	67,739,292	84,817,920	86,526,744
\$5	246,081,170	227,038,175	271,630,660	265,910,475	336,937,950	398,449,055	423,456,365	456,356,140	430,960,475	452,418,365
\$10	183,066,660	204,423,280	232,576,800	235,765,240	252,975,900	252,521,190	292,654,680	304,679,880	425,037,870	406,358,500
\$20	150,230,140	154,157,320	158,157,300	179,055,580	241,829,580	317,466,160	260,010,060	252,441,300	296,949,620	327,756,120
\$30	-	-	-	-	-	-	280,207,590	337,055,310	269,359,110	374,862,900
<b>TOTAL</b>	<b>\$ 855,582,267</b>	<b>\$ 862,090,476</b>	<b>\$ 959,955,361</b>	<b>\$ 1,011,943,189</b>	<b>\$ 1,170,268,243</b>	<b>\$ 1,294,016,815</b>	<b>\$ 1,617,456,944</b>	<b>\$ 1,695,232,107</b>	<b>\$ 1,782,807,480</b>	<b>\$ 1,908,861,531</b>

**INSTANT GAME SALES FY 2010 TO FY 2019**



**INSTANT GAME SALES BY PRICE OF TICKET FY 2010 TO FY 2019**

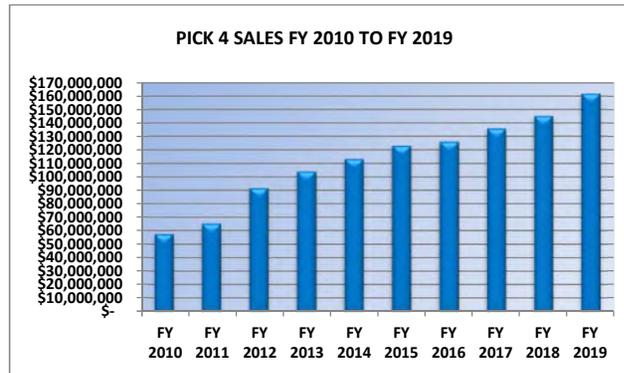
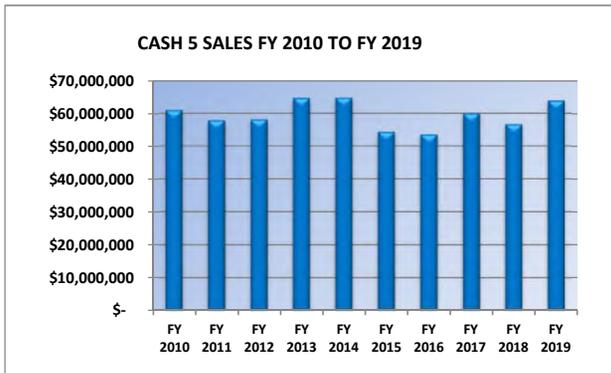
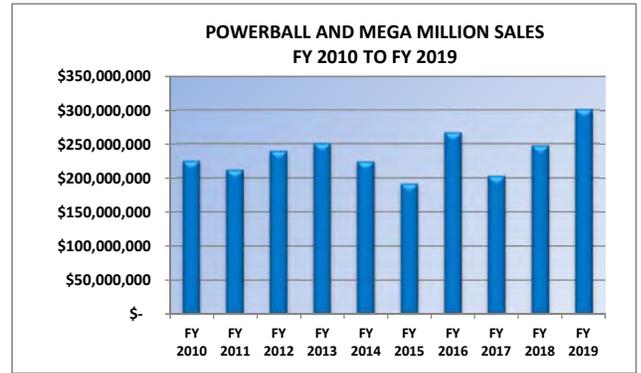
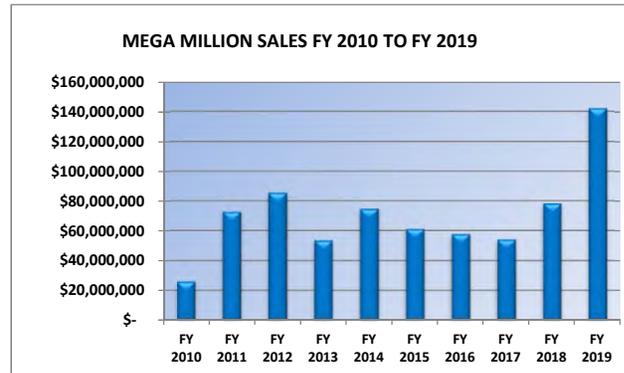
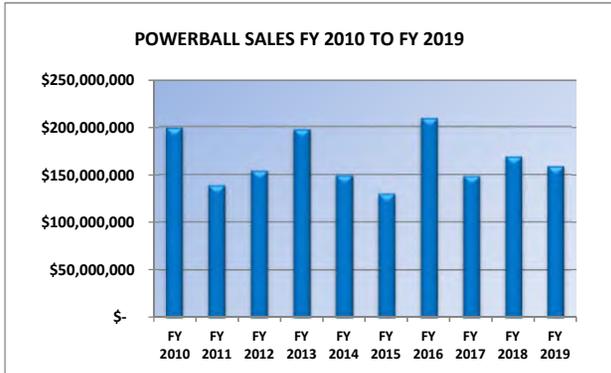
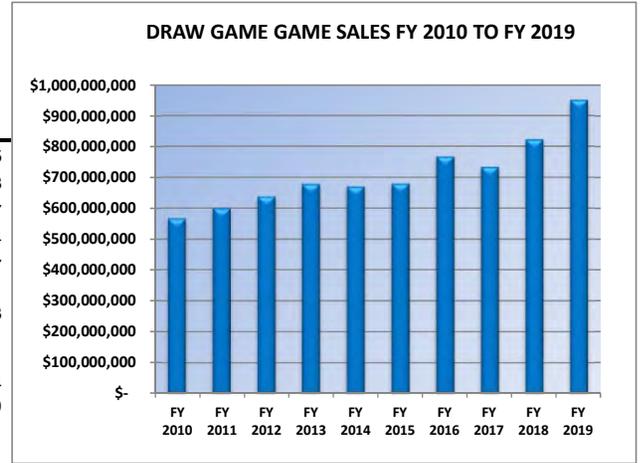


## North Carolina Education Lottery Statistics

### Draw Game Sales FY 2010 to FY 2019:

#### North Carolina Education Lottery Draw Game Sales

	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019
Powerball	\$ 198,756,717	\$ 138,670,659	\$ 153,921,894	\$ 196,942,790	\$ 149,222,277	\$ 130,060,064	\$ 208,736,913	\$ 148,510,627	\$ 168,683,983	\$ 158,736,625
Mega Millions	\$ 25,969,303	\$ 72,847,709	\$ 85,564,057	\$ 53,665,710	\$ 74,809,896	\$ 61,314,087	\$ 57,859,391	\$ 54,332,136	\$ 78,565,795	\$ 142,092,878
Cash 5	\$ 60,873,168	\$ 57,757,944	\$ 57,971,905	\$ 64,480,563	\$ 64,620,396	\$ 54,235,978	\$ 53,482,065	\$ 59,812,487	\$ 56,523,254	\$ 63,712,167
Pick 4	\$ 57,370,252	\$ 65,309,804	\$ 91,528,197	\$ 103,902,120	\$ 113,192,015	\$ 122,886,664	\$ 125,975,768	\$ 135,797,947	\$ 145,064,522	\$ 161,554,924
Pick 3	\$ 222,777,592	\$ 258,443,414	\$ 247,751,644	\$ 258,868,250	\$ 260,983,275	\$ 278,083,184	\$ 286,014,567	\$ 306,018,460	\$ 317,137,941	\$ 352,111,247
Raffle	\$ -	\$ 5,986,380	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
EZ Match	\$ -	\$ -	\$ -	\$ -	\$ 6,188,671	\$ 10,691,543	\$ 8,528,306	\$ 8,462,988	\$ 8,834,488	\$ 9,570,683
All or Nothing	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 19,549,252	\$ 12,651,658	\$ -	\$ -	\$ -
Monopoly	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,382,390	\$ -	\$ -	\$ -	\$ -
Lucky for Life	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 12,885,532	\$ 19,904,592	\$ 19,176,084	\$ 20,493,314
KENO	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 28,519,473	\$ 42,491,370

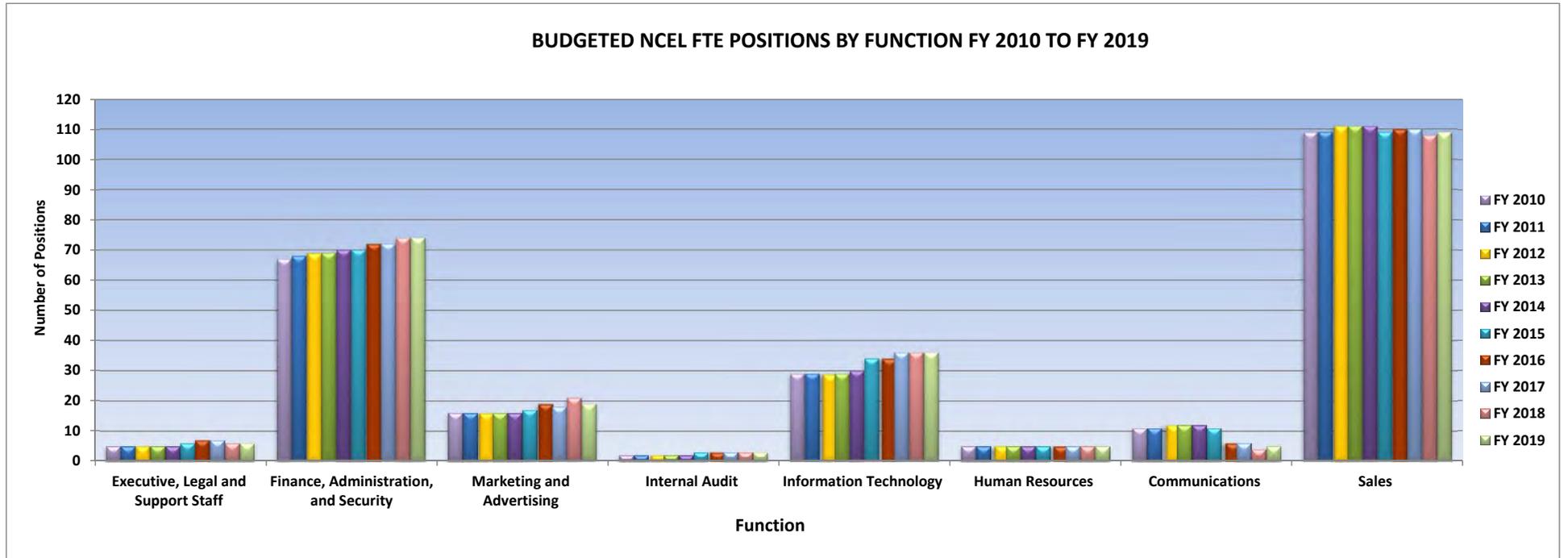


## North Carolina Education Lottery Statistics

### North Carolina Education Lottery Information:

#### Budgeted Full Time Equivalent (FTE) Positions by Function

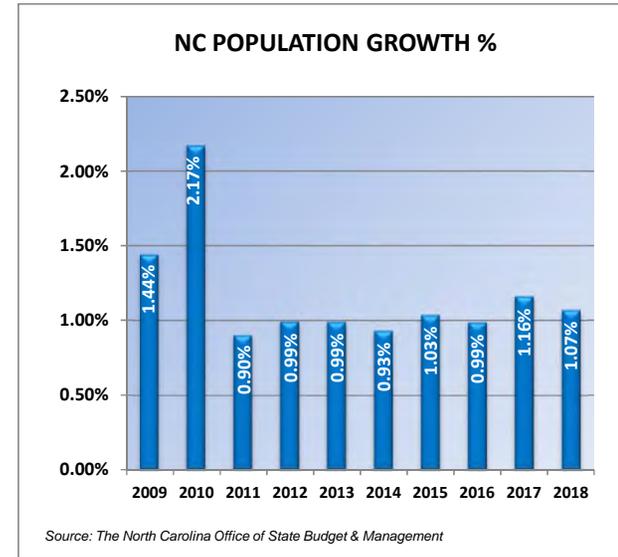
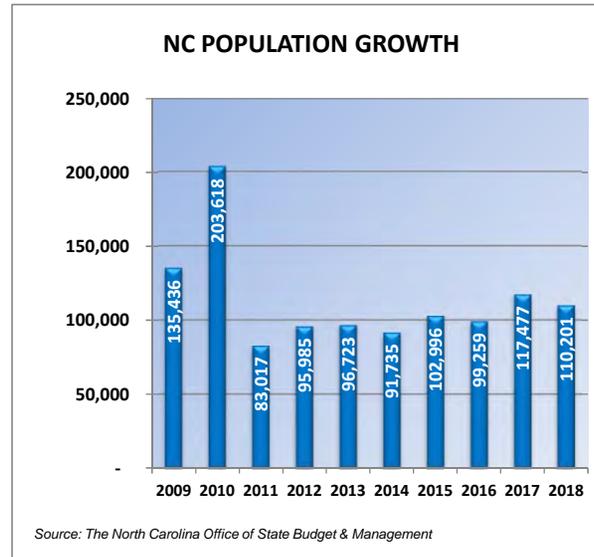
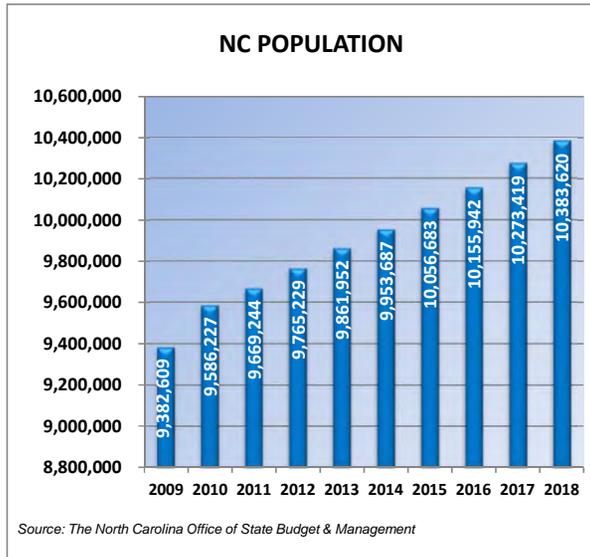
Function	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019
Executive, Legal and Support Staff	5	5	5	5	5	6	7	7	6	6
Finance, Administration, and Security	67	68	69	69	70	70	72	72	74	74
Marketing and Advertising	16	16	16	16	16	17	19	18	21	19
Internal Audit	2	2	2	2	2	3	3	3	3	3
Information Technology	29	29	29	29	30	34	34	36	36	36
Human Resources	5	5	5	5	5	5	5	5	5	5
Communications	11	11	12	12	12	11	6	6	4	5
Sales	109	109	111	111	111	109	110	110	108	109
<b>Total</b>	<b>244</b>	<b>245</b>	<b>249</b>	<b>249</b>	<b>251</b>	<b>255</b>	<b>256</b>	<b>257</b>	<b>257</b>	<b>257</b>



## North Carolina Population Demographics

Population	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
North Carolina Total Population	9,382,609	9,586,227	9,669,244	9,765,229	9,861,952	9,953,687	10,056,683	10,155,942	10,273,419	10,383,620
North Carolina Population Growth	135,436	203,618	83,017	95,985	96,723	91,735	102,996	99,259	117,477	110,201
North Carolina Population Growth Percentage	1.44%	2.17%	0.87%	0.99%	0.99%	0.93%	1.03%	0.99%	1.16%	1.07%

Source: Estimates from American FactFinder



HOUSEHOLDS BY TYPE	2009		2010		2011		2012		2013	
<b>Total households</b>	<b>3,646,095</b>	<b>100.0%</b>	<b>3,670,859</b>	<b>100.0%</b>	<b>3,683,364</b>	<b>100.0%</b>	<b>3,731,325</b>	<b>100.0%</b>	<b>3,757,480</b>	<b>100.0%</b>
Family households (families)	2,430,277	66.7%	2,441,916	66.5%	2,455,564	66.7%	2,472,230	66.3%	2,474,802	65.9%
With own children under 18 years	1,083,501	29.7%	1,075,410	29.3%	1,060,465	28.8%	1,077,533	28.9%	1,048,744	27.9%
Married-couple family	1,791,515	49.1%	1,770,863	48.2%	1,788,142	48.5%	1,795,932	48.1%	1,786,356	47.5%
With own children under 18 years	712,126	19.5%	702,528	19.1%	675,851	18.3%	697,959	18.7%	674,065	17.9%
Male householder, no wife present, family	158,268	4.3%	159,752	4.4%	155,308	4.2%	171,133	4.6%	168,512	4.5%
With own children under 18 years	82,230	2.3%	79,910	2.2%	81,837	2.2%	87,595	2.3%	83,845	2.2%
Female householder, no husband present, family	480,494	13.2%	511,301	13.9%	512,114	13.9%	505,165	13.5%	519,934	13.8%
With own children under 18 years	289,145	7.9%	292,972	8.0%	302,777	8.2%	291,979	7.8%	290,834	7.7%
Nonfamily households	1,215,818	33.3%	1,228,943	33.5%	1,227,800	33.3%	1,259,095	33.7%	1,282,678	34.1%
Householder living alone	1,009,821	27.7%	1,022,017	27.8%	1,031,543	28.0%	1,040,303	27.9%	1,055,613	28.1%
65 years and over	318,699	8.7%	339,711	9.3%	337,273	9.2%	367,231	9.8%	373,739	9.9%
Households with one or more people under 18 years	1,203,617	33.0%	1,207,752	32.9%	1,189,022	32.3%	1,205,732	32.3%	1,178,724	31.4%
Households with one or more people 65 years and over	836,822	23.0%	875,841	23.9%	891,946	24.2%	943,637	25.3%	983,564	26.2%
Average household size	2.49		2.53		2.55		2.55		2.55	
Average family size	3.06		3.10		3.12		3.12		3.13	

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

## North Carolina Population Demographics

HOUSEHOLDS BY TYPE	2014		2015		2016		2017		2018	
	3,790,620	100.0%	3,843,745	100.0%	3,882,423	100.0%	3,955,069	100.0%	4,011,462	100.0%
Total households	2,492,048	65.7%	2,506,215	65.2%	2,542,663	65.5%	2,590,180	65.5%	2,622,295	65.4%
Family households (families)	1,056,105	27.9%	1,056,067	27.5%	1,071,946	27.6%	1,069,914	27.1%	1,065,985	26.6%
With own children under 18 years	1,803,874	47.6%	1,829,450	47.6%	1,864,455	48.0%	1,907,659	48.2%	1,920,236	47.9%
Married-couple family	685,518	18.1%	698,000	18.2%	704,965	18.2%	709,555	17.9%	707,580	17.6%
With own children under 18 years	171,445	4.5%	169,304	4.4%	168,619	4.3%	178,850	4.5%	178,987	4.5%
Male householder, no wife present, family	87,583	2.3%	84,853	2.2%	83,482	2.2%	90,222	2.3%	83,192	2.1%
With own children under 18 years	516,729	13.6%	507,461	13.2%	509,589	13.1%	503,671	12.7%	523,072	13.0%
Female householder, no husband present, family	283,004	7.5%	273,214	7.1%	283,499	7.3%	270,137	6.8%	275,213	6.9%
With own children under 18 years	1,298,572	34.3%	1,337,530	34.8%	1,339,760	34.5%	1,364,889	34.5%	1,389,167	34.6%
Nonfamily households	1,076,536	28.4%	1,106,999	28.8%	1,106,491	28.5%	1,131,150	28.6%	1,141,663	28.5%
Householder living alone	390,434	10.3%	399,749	10.4%	407,654	10.5%	419,237	10.6%	436,730	10.9%
65 years and over	1,190,255	31.4%	1,191,561	31.0%	1,203,551	31.0%	1,206,296	30.5%	1,208,890	30.1%
Households with one or more people under 18 years	1,021,905	27.0%	1,060,874	27.6%	1,090,961	28.1%	1,139,060	28.8%	1,184,288	29.5%
Households with one or more people 65 years and over										
Average household size	2.56		2.55		2.55		2.53		2.52	
Average family size	3.15		3.14		3.14		3.12		3.10	

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

## North Carolina Occupational and Income Statistics

<b>INCOME AND BENEFITS</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>
<b>Total households</b>	<b>100%</b>									
Less than \$10,000	9.0%	9.0%	8.8%	8.2%	8.4%	7.9%	7.4%	7.3%	6.9%	6.5%
\$10,000 to \$14,999	6.6%	6.9%	6.8%	6.3%	6.1%	6.4%	6.1%	5.9%	5.3%	4.9%
\$15,000 to \$24,999	12.8%	12.6%	12.8%	12.0%	12.3%	11.9%	11.9%	10.9%	10.6%	10.3%
\$25,000 to \$34,999	12.4%	12.1%	12.2%	11.8%	11.9%	11.7%	11.5%	10.9%	10.3%	10.2%
\$35,000 to \$49,999	15.1%	15.6%	14.8%	15.0%	15.0%	15.2%	14.7%	14.4%	14.1%	14.3%
\$50,000 to \$74,999	18.1%	18.4%	17.9%	18.4%	18.1%	17.8%	17.8%	18.4%	18.4%	18.2%
\$75,000 to \$99,999	11.1%	10.8%	10.5%	11.4%	11.1%	11.2%	11.4%	12.1%	12.0%	12.2%
\$100,000 to \$149,999	9.4%	9.0%	10.0%	10.3%	10.0%	10.6%	11.2%	11.6%	12.5%	13.0%
\$150,000 to \$199,999	2.8%	2.9%	3.3%	3.4%	3.6%	3.7%	3.9%	4.3%	4.9%	4.8%
\$200,000 or more	2.7%	2.7%	2.9%	3.1%	3.6%	3.6%	4.0%	4.4%	4.9%	5.6%
Median household income (dollars)	\$ 43,674	\$ 43,326	\$ 43,916	\$ 46,291	\$ 45,906	\$ 46,556	\$ 47,830	\$ 50,584	\$ 52,752	\$ 53,855
Mean household income (dollars)	\$ 59,700	\$ 59,053	\$ 60,939	\$ 63,298	\$ 64,106	\$ 65,099	\$ 67,516	\$ 70,544	\$ 74,106	\$ 76,693

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

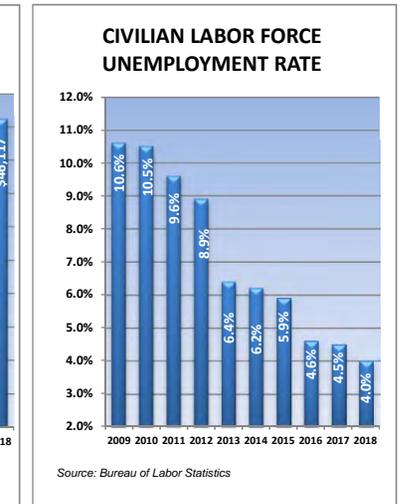
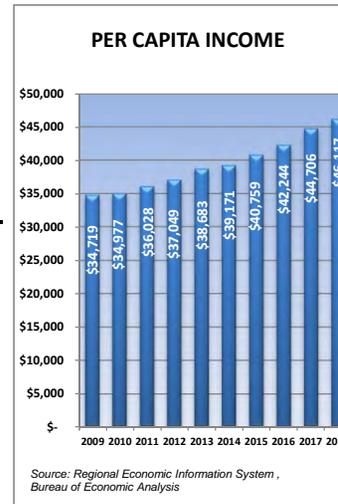
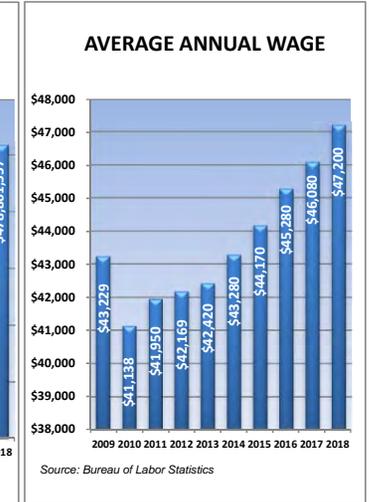
<b>OCCUPATION</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>
<b>Civilian employed population 16 years and over</b>	<b>100%</b>									
Management, professional, and related occupations	35.8%	35.1%	35.6%	35.0%	35.9%	36.0%	36.2%	36.5%	37.6%	38.4%
Service occupations	16.9%	17.3%	17.6%	16.7%	18.4%	17.7%	17.7%	17.6%	17.5%	17.4%
Sales and office occupations	24.2%	24.6%	23.6%	24.2%	23.5%	23.7%	23.4%	23.3%	22.3%	20.5%
Farming, fishing, and forestry occupations	0.7%									
Construction, extraction, maintenance and repair occupations	9.1%	9.9%	9.5%	10.5%	9.1%	9.4%	9.4%	9.3%	9.3%	9.0%
Production, transportation, and material moving occupations	13.3%	13.1%	13.6%	13.7%	13.1%	13.2%	13.3%	13.3%	13.4%	14.7%

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

<b>INDUSTRY</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>
<b>Civilian employed population 16 years and over</b>	<b>100%</b>									
Agriculture, forestry, fishing and hunting, and mining	1.4%	1.4%	1.4%	1.5%	1.3%	1.3%	1.2%	1.4%	1.2%	1.4%
Construction	7.3%	6.9%	6.6%	7.7%	6.5%	6.4%	7.2%	6.6%	6.9%	6.9%
Manufacturing	13.0%	12.4%	12.8%	13.1%	12.5%	12.1%	12.5%	12.2%	12.8%	12.3%
Wholesale trade	2.8%	3.0%	2.9%	2.9%	2.6%	2.7%	2.6%	2.6%	2.4%	2.3%
Retail trade	11.6%	12.0%	11.5%	11.6%	11.8%	12.2%	11.8%	12.0%	11.6%	11.4%
Transportation and warehousing, and utilities	4.4%	4.2%	4.4%	4.4%	4.3%	4.4%	4.2%	4.5%	4.5%	4.7%
Information	1.9%	1.7%	1.8%	1.9%	1.8%	1.9%	1.8%	1.8%	1.6%	1.7%
Finance and insurance, and real estate and rental and leasing	6.5%	6.4%	6.2%	6.5%	6.3%	6.3%	6.3%	6.5%	6.5%	6.4%
Professional, scientific, and management, and administrative	9.7%	9.5%	10.0%	9.5%	10.3%	10.3%	10.7%	10.3%	11.0%	11.1%
Educational services, and health care and social assistance	23.3%	23.4%	23.7%	22.9%	23.4%	23.1%	23.0%	23.0%	22.7%	22.6%
Arts, entertainment, and recreation, and accommodation	8.8%	9.2%	9.0%	8.7%	9.8%	9.9%	9.5%	9.8%	9.7%	9.8%
Other services, except public administration	5.0%	5.0%	4.9%	4.8%	5.0%	4.9%	4.7%	5.1%	5.0%	5.1%
Public administration	4.4%	4.9%	4.8%	4.4%	4.4%	4.4%	4.3%	4.2%	4.1%	4.3%

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



## North Carolina Employer Statistics

<u>Employer</u>	<u>2019</u>			<u>2010</u>		
	<u>Employees</u>	<u>Rank</u>	<u>Percentage of Total State Employment</u>	<u>Employees</u>	<u>Rank</u>	<u>Percentage of Total State Employment</u>
State of North Carolina	180,000-184,999	1	3.75%	180,000-184,999	1	4.46%
Federal Government	70,000-74,999	2	1.49%	65,000-69,999	2	1.65%
Wal-Mart Associates, Inc	45,000-59,999	3	1.08%	50,000-54,999	3	1.28%
Duke University	35,000-39,999	4	0.77%	25,000-29,999	4	0.67%
Charlotte-Mecklenburg Hospital Auth	35,000-39,999	5	0.77%	25,000-29,999	5	0.67%
Food Lion LLC	30,000-34,999	6	0.67%	25,000-29,999	6	0.67%
Wells Fargo Bank NA	30,000-34,999	7	0.67%	20,000-24,999	8	0.55%
Lowes Home Centers, Inc	20,000-24,999	8	0.46%	15,000-19,999	10	0.43%
Wake County Public Schools	20,000-24,999	9	0.46%	15,000-19,999	9	0.43%
Charlotte-Mecklenburg Bd Education	20,000-24,999	10	0.46%	20,000-24,999	7	0.55%
<b>Total</b>	<b><u>485,000-544,990</u></b>		<b><u>10.58%</u></b>	<b><u>440,000-489,990</u></b>		<b><u>11.36%</u></b>

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 Department of Commerce – Labor and Economic Analysis Division

## North Carolina Educational Statistics

<b>EDUCATIONAL ATTAINMENT</b>	<b>2009</b>	<b>% of Total</b>	<b>2010</b>	<b>% of Total</b>	<b>2011</b>	<b>% of Total</b>	<b>2012</b>	<b>% of Total</b>	<b>2013</b>	<b>% of Total</b>
<b>Population 25 years and over</b>	<b>6,150,247</b>		<b>6,325,621</b>		<b>6,399,357</b>		<b>6,489,883</b>		<b>6,554,974</b>	
Less than 9th grade	364,595	6.0%	354,732	5.6%	364,763	5.7%	374,003	5.8%	354,678	5.4%
9th to 12th grade, no diploma	599,129	9.8%	610,095	9.6%	607,939	9.5%	588,448	9.1%	577,994	8.8%
High school graduate (includes equivalency)	1,678,361	27.6%	1,749,642	27.7%	1,747,024	27.3%	1,760,704	27.1%	1,740,549	26.5%
Some college, no degree	1,350,850	22.2%	1,392,117	22.0%	1,395,060	21.8%	1,428,821	22.0%	1,444,984	22.0%
Associate's degree	524,739	8.6%	545,716	8.6%	556,744	8.7%	562,049	8.7%	577,994	8.8%
Bachelor's degree	1,091,506	17.9%	1,123,118	17.8%	1,139,086	17.8%	1,170,056	18.0%	1,208,532	18.4%
Graduate or professional degree	541,067	8.9%	550,201	8.7%	588,741	9.2%	605,802	9.3%	650,243	9.9%

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

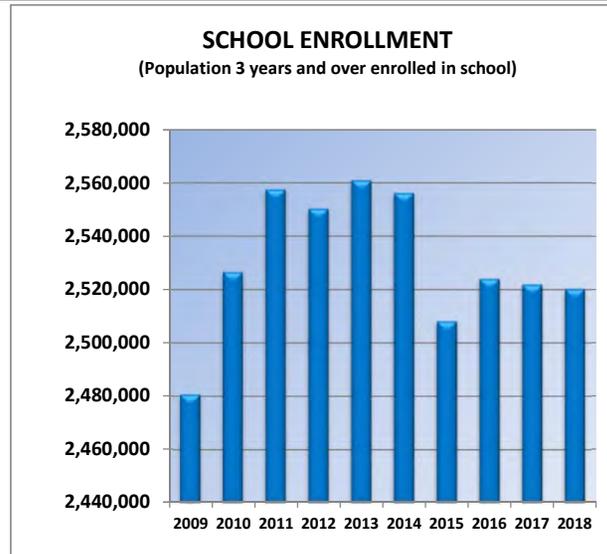
<b>EDUCATIONAL ATTAINMENT</b>	<b>2014</b>	<b>% of Total</b>	<b>2015</b>	<b>% of Total</b>	<b>2016</b>	<b>% of Total</b>	<b>2017</b>	<b>% of Total</b>	<b>2018</b>	<b>% of Total</b>
<b>Population 25 years and over</b>	<b>6,655,275</b>		<b>6,762,644</b>		<b>6,877,185</b>		<b>6,991,185</b>		<b>7,102,144</b>	
Less than 9th grade	333,097	5.0%	340,573	5.0%	319,570	4.6%	314,734	4.4%	305,097	4.3%
9th to 12th grade, no diploma	566,265	8.5%	568,846	8.4%	553,627	8.1%	539,055	7.6%	529,783	7.5%
High school graduate (includes equivalency)	1,772,075	26.6%	1,785,510	26.4%	1,775,886	25.8%	1,800,555	25.4%	1,802,360	25.4%
Some college, no degree	1,458,964	21.9%	1,452,845	21.5%	1,482,131	21.6%	1,487,938	21.0%	1,497,087	21.1%
Associate's degree	612,898	9.2%	623,813	9.2%	654,866	9.5%	658,224	9.3%	701,016	9.9%
Bachelor's degree	1,239,120	18.6%	1,277,412	18.9%	1,345,615	19.6%	1,406,739	19.8%	1,454,678	20.5%
Graduate or professional degree	672,856	10.1%	713,645	10.6%	745,490	10.8%	783,940	11.0%	812,123	11.4%

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

### SCHOOL ENROLLMENT

#### Population 3 years and over enrolled in school

<b>Year</b>	<b>School Enrollment</b>
2009	2,480,531
2010	2,526,366
2011	2,557,304
2012	2,550,114
2013	2,560,742
2014	2,556,055
2015	2,507,958
2016	2,523,926
2017	2,521,781
2018	2,520,040



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VAN DENTON, DIRECTOR OF COMMUNICATIONS

919-301-3308

[robert.denton@lotterync.net](mailto:robert.denton@lotterync.net)

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