

Popular Annual Financial Report

Fiscal Year Ended June 30, 2017



About the Popular Annual Financial Report

The North Carolina Education Lottery (NCEL) finance division is proud to present you its Popular Annual Financial Report (PAFR) for the Fiscal Year (FY) ended June 30, 2017. This report provided an overview of the NCEL's financial condition and a brief analysis of where the money comes from and where the dollars are spent.

Most of the information in this report is drawn from the financial information appearing on the NCEL's FY2017 Comprehensive Annual Financial Report (CAFR). The CAFR is a more detailed and complete financial presentation prepared in conformance with Generally Accepted Accounting Principals (GAAP) and was audited by an independent accounting firm, receiving an unqualified (clean) opinion. The financial data in this report also conforms to the GAAP. The CAFR, PAFR, and the NCEL's Annual Report are available for viewing on the NCEL's website at https://www.nclottery.com/CorporateSocialResponsibility_Integrity

NC Education Lottery

The Education Lottery transfers its net assets on a monthly basis to the Office of State Budget and Management to the NC State Lottery Fund. The monies were distributed in fiscal year 2017 as outlined in the budget approved by the General Assembly.

The General Assembly made the following allocation of lottery dollars in its fiscal year 2017 budget to education programs:

- \$372.3 million to noninstructional support personnel
- \$100 million for the Public School Building Capital Fund which provides monies to North Carolina counties to build and repair schools
- \$78.3 million, to the N.C.
 Pre-K program to fund
 seats in the pre-kindergarten program for at-risk four-year-olds
- \$30.4 million, for N.C.
 Education Lottery
 Scholarships which are awarded based on financial need to students attending a state university or community college
- \$10.7 million, to the UNC Need-Based Grant program, which provides financial aid based on need to students attending one of the 16 UNC system institutions

For the 11th year in a row, the N.C. Education Lottery finished its fiscal year by setting a new record for lottery ticket sales, recording \$2.43 billion in sales in fiscal year 2017. From those sales, the Education Lottery raised \$622.5 million for education programs in North Carolina.

The year marked two other significant milestones. In March 2017, the lottery completed a conversion to a new operating system for sales and games, upgrading to the newest technology in the lottery industry. The conversion completed a year-long effort by the lottery and its gaming vendors to install a new operating system and instant ticket services.

In May, the lottery rebranded with a new look and logo. The lottery's new logo kept the familiar mountains to the sea scene, graced with a shooting star, but evolved into a dreamy look with its first tagline, "Dream a little." The new brand captures the essence of the lottery being in the business of possibilities, offering joy and thrill to winners of prizes and raising money for education that helps to fulfill the dreams of students and educators.

Instant tickets, or scratch-offs, continued to be the lottery's most popular product, generating \$1.69 billion in sales, or 69.6 percent of revenue. The lottery launched 53 new instant games during the year, including its second \$30 game, Extreme Millions, which offered four \$10 million prizes, 22 \$1 million prizes, and four additional \$1 million prizes that could be won in second-chance drawings.

Lottery players were awarded \$1.54 billion in prize money. During the year, prizes of \$1 million or more were won 59 times, including one prize of \$10 million; two \$1,000 a Day for Life top prizes in the Lucky For Life game that were worth at least \$7.2 million; and a record Carolina Cash 5 jackpot of \$1.7 million. Many winners put their money right back to work in the economy, by paying bills, buying new houses or cars, taking vacations, saving and investing the money for retirement or college, or donating to personal good causes.

The lottery ended the year with 6,863 retail locations across North Carolina. Retailers earned \$170.5 million in sales commissions and incentives.

As the lottery completed FY17, total sales since the inception of the lottery stood at \$18.28 billion and the amount of money raised for education at \$5.23 billion.

To get a sense of the lottery's popularity, consider what happens every day across the state. Last year, the lottery averaged \$6.6 million a day in lottery ticket sales, \$4.2 million in prizes, and \$1.7 million a day raised for education. More than 830,000 North Carolinians have joined the lottery's Player's Club, a loyalty program where they can get lottery news, ask questions about lottery games, and enter second-chance drawings and other promotions.

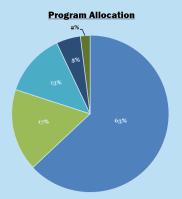
The lottery again received "a clean opinion" from independent auditors in its annual financial audit and has met that standard, the highest available, in all of its annual financial audits. The lottery also continued to be a leader in the U.S. lottery industry on responsible gaming. Alice Garland, the executive director of the lottery became the first lottery or gaming industry professional to receive from the National Council on Problem Gambling its Don Hulen Award for Advocacy. The award recognized Garland's leadership in expanding responsible gaming efforts across the United States.

The State Lottery Act directs the lottery to increase and maximize the available revenues for education purposes. In FY17, a breakdown of lottery revenues showed 63.4 percent went to prizes, 25.6 percent for education programs that the lottery serves, 7 percent in retailer commissions. The remaining 4 percent of revenues went to administrative expenses.

Lottery's revenues exceeded projections and unallocated funds were placed in reserve funds. The General Assembly also directed that \$2.1 million in earnings go to the N.C. Alcohol Law Enforcement and \$1 million to the N.C. Problem Gambling Program.

Education Programs Receiving Lottery Dollars

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Casw ell County 1,083,408 9,692,828 Onslow County 11,170,238 88,534,061 Cataw ba County 9,093,701 76,096,167 Orange County 7,260,127 59,847,300 Chatham County 3,478,272 28,961,560 Partico County 568,140 5,260,388 Cherokee County 1,483,344 12,470,464 Pasquotank County 2,282,697 19,855,668 Chow an County 562,876 4,945,168 Perquimans County 673,392 6,137,639 Cleveland County 6,184,588 57,397,127 Person County 1,927,463 17,792,798 Columbus County 5,488,163 46,658,000 Polk County 9,774,307 84,386,968 Craven County 5,488,163 46,658,000 Polk County 957,515 8,800,152 Currituck County 1,444,405 11,343,161 Richmond County 8,402,288 69,571,013 Davide County 1,965,064 16,069,411 Robeson County 9,986,706 93,279,459 Davide County 2,588,628 22,759,568 Row an-Salisbur		•		•	, ,	
Cataw ba County 9,093,701 76,096,167 Orange County 7,260,127 59,847,300 Chatham County 3,478,272 28,961,560 Pamilco County 568,140 5,260,388 Cherokee County 1,483,344 12,470,464 Pasquotank County 2,282,697 19,855,668 Chow an County 562,876 4,945,168 Pernder County 3,628,883 27,703,121 Cleveland County 6,184,588 57,397,127 Person County 1,927,463 17,792,798 Columbus County 5,488,163 46,658,000 Polk County 9,774,307 84,386,968 Craven County 1,620,272 196,263,201 Randolph County 8,402,288 69,571,013 Currituck County 1,444,405 11,343,161 Richmond County 3,194,19 28,173,805 Davie County 1,965,064 16,069,411 Robeson County 9,986,706 93,279,459 Davie County 2,588,628 22,759,568 Rowan-Salisbury 7,447,146 66,863,742 Durliam County 3,005,020 29,592,560 Scotland	,			•	•	
Chatham County 3,478,272 28,961,560 Pamlico County 568,140 5,260,388 Cherokee County 1,483,344 12,470,464 Pasquotank County 2,282,697 19,855,668 Chow an County 562,876 4,945,168 Pender County 3,628,883 27,703,121 Clay County 562,876 4,945,168 Perquimans County 673,392 6,137,639 Cleveland County 6,184,588 57,397,127 Person County 1,927,463 17,792,798 Columbus County 5,488,163 46,658,000 Polk County 9,774,307 84,386,968 Craven County 5,488,163 46,658,000 Polk County 9,774,307 84,386,968 Carven County 1,965,064 116,069,411 Richmond County 3,109,419 28,173,805 Davidson County 9,250,713 78,193,520 Rockingham County 4,960,643 44,723,602 Davie County 1,965,064 16,069,411 Robeson County 4,960,643 44,723,602 Davie County 2,588,628 22,759,568 Row an-Salisbury <td>· ·</td> <td>-</td> <td></td> <td>•</td> <td></td> <td></td>	· ·	-		•		
Cherokee County 1,483,344 12,470,464 Pasquotank County 2,282,697 19,855,668 Chow an County 858,225 7,864,782 Pender County 3,628,883 27,703,121 Clay County 562,876 4,945,168 Perquimans County 673,392 6,137,639 Cleveland County 6,184,588 57,397,127 Person County 1,927,463 17,792,798 Columbus County 3,703,444 34,870,802 Pitt County 9,774,307 84,386,968 Craven County 5,488,163 46,658,000 Polk County 957,515 8,800,152 Cumberland County 21,620,272 196,263,201 Randolph County 8,402,288 69,571,013 Currituck County 1,965,064 16,069,411 Robeson County 9,986,706 93,279,459 Davie County 9,250,713 78,193,520 Rockingham County 4,950,643 44,723,602 Davie County 9,250,713 78,193,520 Row an-Salisbury 7,447,146 66,863,742 Duplin County 3,892,605 32,976,251 Rutherford C				= -		
Chow an County 858,225 7,864,782 Pender County 3,628,883 27,703,121 Clay County 562,876 4,945,168 Perquimans County 673,392 6,137,639 Cleveland County 6,184,588 57,397,127 Person County 1,927,463 17,792,798 Columbus County 3,703,444 34,870,802 Pitt County 9,774,307 84,386,968 Craven County 5,488,163 46,658,000 Polk County 9,575,515 8,800,152 Curriduck County 1,444,405 113,43,161 Richmond County 3,109,419 28,173,805 Daric County 1,965,064 16,069,411 Robeson County 9,986,706 93,279,459 Davidson County 9,250,713 78,193,520 Rockingham County 4,950,643 44,723,602 Davie County 2,588,628 22,759,568 Row an-Salisbury 7,447,146 65,863,742 Durham County 1,2618,971 108,087,472 Sampson County 4,657,524 41,688,383 Edgecombe County 3,005,020 29,592,560 Scotland Count	Chatham County	3,478,272	28,961,560	Pamlico County	•	5,260,388
Clay County 562,876 4,945,168 Perquimans County 673,392 6,137,639 Cleveland County 6,184,588 57,397,127 Person County 1,927,463 17,792,798 Columbus County 3,703,444 34,870,802 Pttt County 9,774,307 84,386,968 Craven County 5,488,163 46,658,000 Polk County 957,515 8,800,152 Cumberland County 21,620,272 196,263,201 Randolph County 8,402,288 69,571,013 Currituck County 1,444,405 11,343,161 Richmond County 3,109,419 28,173,805 Daridson County 1,965,064 16,069,411 Robeson County 9,986,706 93,279,459 Davidson County 9,250,713 78,193,520 Rockingham County 4,950,643 44,723,602 Davie County 2,588,628 22,759,568 Row an-Salisbury 7,447,146 65,863,742 Durham County 3,892,605 32,976,251 Rutherford County 3,610,257 32,651,196 Durham County 12,618,971 108,087,472 Sam	Cherokee County	1,483,344	12,470,464	Pasquotank County	2,282,697	19,855,668
Cleveland County 6,184,588 57,397,127 Person County 1,927,463 17,792,798 Columbus County 3,703,444 34,870,802 Pitt County 9,774,307 84,386,968 Craven County 5,488,163 46,658,000 Polk County 957,515 8,800,152 Curribuck County 1,444,405 11,343,161 Richmond County 3,109,419 28,173,805 Dare County 1,965,064 16,069,411 Robeson County 9,986,706 93,279,459 Davidson County 9,250,713 78,193,520 Rockingham County 4,950,643 44,723,602 Davie County 2,588,628 22,759,568 Row an-Salisbury 7,447,146 65,863,742 Duplin County 3,892,605 32,976,251 Rutherford County 3,610,257 32,651,196 Durham County 12,618,971 108,087,472 Sampson County 4,657,524 41,688,383 Edgecombe County 3,005,020 29,592,560 Scotland County 2,723,866 25,289,856 Forsyth County 3,219,813 26,792,490 Stok	Chow an County	858,225	7,864,782	Pender County	3,628,883	27,703,121
Columbus County 3,703,444 34,870,802 Pitt County 9,774,307 84,386,968 Craven County 5,488,163 46,658,000 Polk County 957,515 8,800,152 Cumberland County 21,620,272 196,263,201 Randolph County 8,402,288 69,571,013 Currituck County 1,444,405 11,343,161 Richmond County 3,109,419 28,173,805 David County 1,965,064 16,069,411 Robeson County 9,986,706 93,279,459 Davidson County 9,250,713 78,193,520 Rockingham County 4,950,643 44,723,602 Davie County 2,588,628 22,759,568 Row an-Salisbury 7,447,146 65,863,742 Duplin County 3,892,605 32,976,251 Rutherford County 3,610,257 32,651,196 Durham County 12,618,971 108,087,472 Sampson County 4,657,524 41,688,383 Edgecombe County 3,005,020 29,592,560 Scotland County 2,723,866 25,289,856 Forsyth County 3,219,813 26,792,490 <t< td=""><td>Clay County</td><td>562,876</td><td>4,945,168</td><td>Perquimans County</td><td>673,392</td><td>6,137,639</td></t<>	Clay County	562,876	4,945,168	Perquimans County	673,392	6,137,639
Craven County 5,488,163 46,658,000 Polk County 957,515 8,800,152 Cumberland County 21,620,272 196,263,201 Randolph County 8,402,288 69,571,013 Currituck County 1,444,405 11,343,161 Richmond County 3,109,419 28,173,805 David Son County 1,965,064 16,069,411 Robeson County 9,986,706 93,279,459 David Son County 9,250,713 78,193,520 Rockingham County 4,950,643 44,723,602 Davie County 2,588,628 22,759,568 Row an-Salisbury 7,447,146 65,863,742 Duplin County 3,892,605 32,976,251 Rutherford County 3,610,257 32,651,196 Durham County 12,618,971 108,087,472 Sampson County 4,675,524 41,688,383 Edgecombe County 3,005,020 29,592,560 Scotland County 2,723,866 25,289,856 Forsyth County 3,219,813 26,792,490 Stokes County 2,622,015 24,228,218 Gaston County 13,212,845 113,569,983	Cleveland County	6,184,588	57,397,127	Person County	1,927,463	17,792,798
Cumberland County 21,620,272 196,263,201 Randolph County 8,402,288 69,571,013 Currituck County 1,444,405 11,343,161 Richmond County 3,109,419 28,173,805 Dare County 1,965,064 16,069,411 Robeson County 9,986,706 93,279,459 Davidson County 9,250,713 78,193,520 Rockingham County 4,950,643 44,723,602 Davie County 2,588,628 22,759,568 Row an-Salisbury 7,447,146 65,863,742 Duplin County 3,892,605 32,976,251 Rutherford County 3,610,257 32,651,196 Durham County 12,618,971 108,087,472 Sampson County 4,657,524 41,688,383 Edgecombe County 3,005,020 29,592,560 Scotland County 2,723,866 25,289,856 Forsyth County 32,19,813 26,792,490 Stokes County 3,818,308 34,686,972 Franklin County 13,212,845 113,569,983 Surry County 4,370,729 38,962,744 Gates County 637,688 5,727,155	Columbus County	3,703,444	34,870,802	Pitt County	9,774,307	84,386,968
Currituck County 1,444,405 11,343,161 Richmond County 3,109,419 28,173,805 Dare County 1,965,064 16,069,411 Robeson County 9,986,706 93,279,459 Davidson County 9,250,713 78,193,520 Rockingham County 4,950,643 44,723,602 Davie County 2,588,628 22,759,568 Row an-Salisbury 7,447,146 65,863,742 Duplin County 3,892,605 32,976,251 Rutherford County 3,610,257 32,651,196 Durham County 12,618,971 108,087,472 Sampson County 4,657,524 41,688,383 Edgecombe County 3,005,020 29,592,560 Scotland County 2,723,866 25,289,856 Forsyth County 3,219,813 26,792,490 Stokes County 2,622,015 24,228,218 Gaston County 13,212,845 113,569,983 Surry County 4,370,729 38,962,744 Gates County 637,688 5,972,155 Sw ain County 1,351,941 11,077,869 Granville County 2,960,481 26,760,819 Ty	Craven County	5,488,163	46,658,000	Polk County	957,515	8,800,152
Dare County 1,965,064 16,069,411 Robeson County 9,986,706 93,279,459 Davidson County 9,250,713 78,193,520 Rockingham County 4,950,643 44,723,602 Davie County 2,588,628 22,759,568 Row an-Salisbury 7,447,146 65,863,742 Duplin County 3,892,605 32,976,251 Rutherford County 3,610,257 32,651,196 Durham County 12,618,971 108,087,472 Sampson County 4,657,524 41,688,383 Edgecombe County 3,005,020 29,592,560 Scotland County 2,723,866 25,289,856 Forsyth County 20,279,994 170,168,001 Stanly County 3,818,308 34,686,972 Franklin County 3,219,813 26,792,490 Stokes County 2,622,015 24,228,218 Gaston County 13,212,845 113,569,983 Surry County 4,370,729 38,962,744 Gates County 637,688 5,972,155 Sw ain County 1,351,941 11,077,869 Granville County 2,960,481 26,760,819 Tyr	Cumberland County	21,620,272	196,263,201	Randolph County	8,402,288	69,571,013
Davidson County 9,250,713 78,193,520 Rockingham County 4,950,643 44,723,602 Davie County 2,588,628 22,759,568 Row an-Salisbury 7,447,146 65,863,742 Duplin County 3,892,605 32,976,251 Rutherford County 3,610,257 32,651,196 Durham County 12,618,971 108,087,472 Sampson County 4,657,524 41,688,383 Edgecombe County 3,005,020 29,592,560 Scotland County 2,723,866 25,289,856 Forsyth County 20,279,994 170,168,001 Stanly County 3,818,308 34,686,972 Franklin County 3,219,813 26,792,490 Stokes County 2,622,015 24,228,218 Gaston County 13,212,845 113,569,983 Surry County 4,370,729 38,962,744 Gates County 637,688 5,972,155 Sw ain County 1,351,941 11,077,869 Granville County 2,960,481 26,760,819 Tyrrell County 15,377,410 120,551,797 Guilford County 30,858,222 266,386,819	Currituck County	1,444,405	11,343,161	Richmond County	3,109,419	28,173,805
Davie County 2,588,628 22,759,568 Row an-Salisbury 7,447,146 65,863,742 Duplin County 3,892,605 32,976,251 Rutherford County 3,610,257 32,651,196 Durham County 12,618,971 108,087,472 Sampson County 4,657,524 41,688,383 Edgecombe County 3,005,020 29,592,560 Scotland County 2,723,866 25,289,856 Forsyth County 20,279,994 170,168,001 Stanly County 3,818,308 34,686,972 Franklin County 3,219,813 26,792,490 Stokes County 2,622,015 24,228,218 Gaston County 13,212,845 113,569,983 Surry County 4,370,729 38,962,744 Gates County 637,688 5,972,155 Sw ain County 889,903 7,652,893 Graham County 537,617 4,674,144 Transylvania County 1,351,941 11,077,869 Granville County 2,960,481 26,760,819 Tyrrell County 15,377,410 120,551,797 Guilford County 30,858,222 266,386,819 V	Dare County	1,965,064	16,069,411	Robeson County	9,986,706	93,279,459
Duplin County 3,892,605 32,976,251 Rutherford County 3,610,257 32,651,196 Durham County 12,618,971 108,087,472 Sampson County 4,657,524 41,688,383 Edgecombe County 3,005,020 29,592,560 Scotland County 2,723,866 25,289,856 Forsyth County 20,279,994 170,168,001 Stanly County 3,818,308 34,686,972 Franklin County 3,219,813 26,792,490 Stokes County 2,622,015 24,228,218 Gaston County 13,212,845 113,569,983 Surry County 4,370,729 38,962,744 Gates County 637,688 5,972,155 Sw ain County 889,903 7,652,893 Graham County 537,617 4,674,144 Transylvania County 1,351,941 11,077,869 Granville County 2,960,481 26,760,819 Tyrrell County 242,170 2,183,186 Greene County 1,281,592 11,698,731 Union County 15,377,410 120,551,797 Guilford County 30,858,222 266,386,819 Vance C	Davidson County	9,250,713	78,193,520	Rockingham County	4,950,643	44,723,602
Durham County 12,618,971 108,087,472 Sampson County 4,657,524 41,688,383 Edgecombe County 3,005,020 29,592,560 Scotland County 2,723,866 25,289,856 Forsyth County 20,279,994 170,168,001 Stanly County 3,818,308 34,686,972 Franklin County 3,219,813 26,792,490 Stokes County 2,622,015 24,228,218 Gaston County 13,212,845 113,569,983 Surry County 4,370,729 38,962,744 Gates County 637,688 5,972,155 Sw ain County 889,903 7,652,893 Graham County 537,617 4,674,144 Transylvania County 1,351,941 11,077,869 Granville County 2,960,481 26,760,819 Tyrrell County 242,170 2,183,186 Greene County 1,281,592 11,698,731 Union County 15,377,410 120,551,797 Guilford County 30,858,222 266,386,819 Vance County 2,547,029 23,849,746 Halifax County 2,863,796 28,552,956 Wake County	Davie County	2,588,628	22,759,568	Row an-Salisbury	7,447,146	65,863,742
Edgecombe County 3,005,020 29,592,560 Scotland County 2,723,866 25,289,856 Forsyth County 20,279,994 170,168,001 Stanly County 3,818,308 34,686,972 Franklin County 3,219,813 26,792,490 Stokes County 2,622,015 24,228,218 Gaston County 13,212,845 113,569,983 Surry County 4,370,729 38,962,744 Gates County 637,688 5,972,155 Sw ain County 889,903 7,652,893 Graham County 537,617 4,674,144 Transylvania County 1,351,941 11,077,869 Granville County 2,960,481 26,760,819 Tyrrell County 242,170 2,183,186 Greene County 1,281,592 11,698,731 Union County 15,377,410 120,551,797 Guilford County 30,858,222 266,386,819 Vance County 2,547,029 23,849,746 Halifax County 2,863,796 28,552,956 Wake County 57,148,834 438,216,374 Harnett County 7,698,303 62,146,533 Warren County	Duplin County	3,892,605	32,976,251	Rutherford County	3,610,257	32,651,196
Forsyth County 20,279,994 170,168,001 Stanly County 3,818,308 34,686,972 Franklin County 3,219,813 26,792,490 Stokes County 2,622,015 24,228,218 Gaston County 13,212,845 113,569,983 Surry County 4,370,729 38,962,744 Gates County 637,688 5,972,155 Sw ain County 889,903 7,652,893 Graham County 537,617 4,674,144 Transylvania County 1,351,941 11,077,869 Granville County 2,960,481 26,760,819 Tyrrell County 242,170 2,183,186 Greene County 1,281,592 11,698,731 Union County 15,377,410 120,551,797 Guilford County 30,858,222 266,386,819 Vance County 2,547,029 23,849,746 Halifax County 2,863,796 28,552,956 Wake County 57,148,834 438,216,374 Harnett County 7,698,303 62,146,533 Warren County 1,003,358 9,107,624 Hayw ood County 2,829,786 24,221,797 Washington County	Durham County	12,618,971	108,087,472	Sampson County	4,657,524	41,688,383
Franklin County 3,219,813 26,792,490 Stokes County 2,622,015 24,228,218 Gaston County 13,212,845 113,569,983 Surry County 4,370,729 38,962,744 Gates County 637,688 5,972,155 Sw ain County 889,903 7,652,893 Graham County 537,617 4,674,144 Transylvania County 1,351,941 11,077,869 Granville County 2,960,481 26,760,819 Tyrrell County 242,170 2,183,186 Greene County 1,281,592 11,698,731 Union County 15,377,410 120,551,797 Guilford County 30,858,222 266,386,819 Vance County 2,547,029 23,849,746 Halifax County 2,863,796 28,552,956 Wake County 57,148,834 438,216,374 Harnett County 7,698,303 62,146,533 Warren County 1,003,358 9,107,624 Hayw ood County 2,829,786 24,221,797 Washington County 738,833 7,357,569 Henderson County 5,207,722 41,905,808 Watuga County <td>Edgecombe County</td> <td>3,005,020</td> <td>29,592,560</td> <td>Scotland County</td> <td>2,723,866</td> <td>25,289,856</td>	Edgecombe County	3,005,020	29,592,560	Scotland County	2,723,866	25,289,856
Gaston County 13,212,845 113,569,983 Surry County 4,370,729 38,962,744 Gates County 637,688 5,972,155 Sw ain County 889,903 7,652,893 Graham County 537,617 4,674,144 Transylvania County 1,351,941 11,077,869 Granville County 2,960,481 26,760,819 Tyrrell County 242,170 2,183,186 Greene County 1,281,592 11,698,731 Union County 15,377,410 120,551,797 Guilford County 30,858,222 266,386,819 Vance County 2,547,029 23,849,746 Halifax County 2,863,796 28,552,956 Wake County 57,148,834 438,216,374 Harnett County 7,698,303 62,146,533 Warren County 1,003,358 9,107,624 Hayw ood County 2,829,786 24,221,797 Washington County 738,833 7,357,569 Henderson County 1,387,358 13,304,050 Watuaga County 1,851,044 16,065,776 Hertford County 1,387,358 13,304,050 Wayne County <td>Forsyth County</td> <td>20,279,994</td> <td>170,168,001</td> <td>Stanly County</td> <td>3,818,308</td> <td>34,686,972</td>	Forsyth County	20,279,994	170,168,001	Stanly County	3,818,308	34,686,972
Gates County 637,688 5,972,155 Sw ain County 889,903 7,652,893 Graham County 537,617 4,674,144 Transylvania County 1,351,941 11,077,869 Granville County 2,960,481 26,760,819 Tyrrell County 242,170 2,183,186 Greene County 1,281,592 11,698,731 Union County 15,377,410 120,551,797 Guilford County 30,858,222 266,386,819 Vance County 2,547,029 23,849,746 Halifax County 2,863,796 28,552,956 Wake County 57,148,834 438,216,374 Harnett County 7,698,303 62,146,533 Warren County 1,003,358 9,107,624 Hayw ood County 2,829,786 24,221,797 Washington County 738,833 7,357,569 Henderson County 5,207,722 41,905,808 Watauga County 1,851,044 16,065,776 Hertford County 1,387,358 13,304,050 Wayne County 7,905,297 72,076,760 Hoke County 3,771,751 32,998,606 Wilkes County	Franklin County	3,219,813	26,792,490	Stokes County	2,622,015	24,228,218
Graham County 537,617 4,674,144 Transylvania County 1,351,941 11,077,869 Granville County 2,960,481 26,760,819 Tyrrell County 242,170 2,183,186 Greene County 1,281,592 11,698,731 Union County 15,377,410 120,551,797 Guilford County 30,858,222 266,386,819 Vance County 2,547,029 23,849,746 Halifax County 2,863,796 28,552,956 Wake County 57,148,834 438,216,374 Harnett County 7,698,303 62,146,533 Warren County 1,003,358 9,107,624 Hayw ood County 2,829,786 24,221,797 Washington County 738,833 7,357,569 Henderson County 5,207,722 41,905,808 Watauga County 1,851,044 16,065,776 Hertford County 1,387,358 13,304,050 Wayne County 7,905,297 72,076,760 Hoke County 3,771,751 32,998,606 Wilkes County 4,415,496 39,843,318 Iredell County 9,896,470 79,398,403 Yadkin Coun	Gaston County	13,212,845	113,569,983	Surry County	4,370,729	38,962,744
Granville County 2,960,481 26,760,819 Tyrrell County 242,170 2,183,186 Greene County 1,281,592 11,698,731 Union County 15,377,410 120,551,797 Guilford County 30,858,222 266,386,819 Vance County 2,547,029 23,849,746 Halifax County 2,863,796 28,552,956 Wake County 57,148,834 438,216,374 Harnett County 7,698,303 62,146,533 Warren County 1,003,358 9,107,624 Hayw ood County 2,829,786 24,221,797 Washington County 738,833 7,357,569 Henderson County 5,207,722 41,905,808 Watauga County 1,851,044 16,065,776 Hertford County 1,387,358 13,304,050 Wayne County 7,905,297 72,076,760 Hoke County 3,771,751 32,998,606 Wilkes County 4,415,496 39,654,687 Hyde County 9,896,470 79,398,403 Yadkin County 2,231,919 20,214,660	Gates County	637,688	5,972,155	Sw ain County	889,903	7,652,893
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Guilford County 30,858,222 266,386,819 Vance County 2,547,029 23,849,746 Halifax County 2,863,796 28,552,956 Wake County 57,148,834 438,216,374 Harnett County 7,698,303 62,146,533 Warren County 1,003,358 9,107,624 Hayw ood County 2,829,786 24,221,797 Washington County 738,833 7,357,569 Henderson County 5,207,722 41,905,808 Watauga County 1,851,044 16,065,776 Hertford County 1,387,358 13,304,050 Wayne County 7,905,297 72,076,760 Hoke County 3,771,751 32,998,606 Wilkes County 4,415,496 39,654,687 Hyde County 290,640 2,452,507 Wilson County 4,516,794 39,843,318 Iredell County 9,896,470 79,398,403 Yadkin County 2,231,919 20,214,660	Granville County	2,960,481	26,760,819	Tyrrell County	242,170	2,183,186
Guilford County 30,858,222 266,386,819 Vance County 2,547,029 23,849,746 Halifax County 2,863,796 28,552,956 Wake County 57,148,834 438,216,374 Harnett County 7,698,303 62,146,533 Warren County 1,003,358 9,107,624 Hayw ood County 2,829,786 24,221,797 Washington County 738,833 7,357,569 Henderson County 5,207,722 41,905,808 Watauga County 1,851,044 16,065,776 Hertford County 1,387,358 13,304,050 Wayne County 7,905,297 72,076,760 Hoke County 3,771,751 32,998,606 Wilkes County 4,415,496 39,654,687 Hyde County 290,640 2,452,507 Wilson County 4,516,794 39,843,318 Iredell County 9,896,470 79,398,403 Yadkin County 2,231,919 20,214,660	Greene County	1,281,592	11,698,731	Union County	15,377,410	120,551,797
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	_ ·			=		
Jackson County 1 400 283 12 178 738 - Vancey County	Jackson County	1,400,283	12,178,738	Yancey County	838,474	7,438,820



- Non-Instructional Support Personnel 63%
- School Construction 17%
- Prekindergarten 13%
- College Scholarships 5%
- UNC Need-Based Aid 2%

Sales

Gross lottery ticket sales

The gross lottery ticket sales for fiscal year 2017 totaled \$2.428 billion as compared to \$2.384 billion for fiscal year 2016 and \$1.972 billion for fiscal year 2015. This depicts an increase of \$44 million from 2016 and \$412 million from 2015.

















Instant Ticket Sales

Gross instant ticket sales were \$1.695 billion for fiscal year 2017 compared with \$1.617 billion for fiscal year 2016 and \$1.294 billion for fiscal year 2015, an increase of approximately \$78 million from fiscal year 2016 and approximately \$401 million from fiscal year 2015. The increase realized during fiscal year 2017 is attributable to several factors. In July, the "Bonus" family of games launched and combined for a total of \$121 million in sales during fiscal year 2017. Just in time for football season in August, the first "Carolina Panthers" scratch-off game debuted and was such a hot seller, with total sales of \$22 million, that the game merited a reorder. In September, the "Platinum Payout" family of games launched and combined for a total of \$108 million in sales during fiscal year 2017. The NCEL's first \$30 scratch-off, "Ultimate Millions," which launched in fiscal year 2016 continued to deliver, with a sales total of \$178 million. In December, the second \$30 scratch-off, "Extreme Millions," launched and totaled sales of \$157 million. The NCEL saw continued strong performance of games featuring "Back Scratch," an additional play area on the back of the ticket, with the December launch of the \$5 scratch-off "Mega Fortune"— totaling sales of \$28 million during the fiscal year. In February, another family of the popular multiplier scratch-off games was introduced with the launch of "5X The Cash!," "10X The Cash!," "20X The Cash!," and "50X The Cash!" combining for sales of \$104 million in the final two quarters of fiscal year 2017. In April, the "Taxes Paid" family of games launched and combined for a total of \$54 million in the final quarter. Additionally, scratchoff games achieved robust growth at the following price points: \$1, \$5, and \$30.

Draw Game Sales

Draw game sales were \$732 million for fiscal year 2017 compared to \$766 million for fiscal year 2016 and \$678 million for fiscal year 2015, representing a \$34 million decrease over fiscal year 2016 and a \$54 million increase over fiscal year 2015. In fiscal year 2016, draw game sales benefitted from a record-setting \$1.5 billion jackpot in the multi-state game Powerball. The largest Powerball jackpot in fiscal year 2017 was \$478 million during July. Powerball had sales of \$146 million compared to \$207 million the previous year, a decrease of nearly \$61 million. Mega Millions, the NCEL's other multi-state game, reached a top jackpot amount for fiscal year 2016 of \$540 million during July, after reaching a top jackpot of \$390 million in fiscal year 2015. This resulted in sales of \$53 million during fiscal year 2017, a decrease of nearly \$4 million from sales of \$57 million in fiscal year 2016.







Game	FY 2017	FY 2016	FY 2015
Instant Tickets	1,695,232,342	1,617,456,944	1,294,037,685
Powerball	148,510,627	208,736,913	130,058,625
Mega Millions	54,332,136	57,859,391	61,314,087
Pick 3	306,018,460	286,014,567	278,083,184
Pick 4	135,797,947	125,975,768	122,886,664
Cash 5*	68,275,475	62,010,371	64,928,960
All or Nothing	-	12,651,658	19,549,252
Lucky for Life	19,904,592	12,885,532	-
Monopoly MC	-	-	1,361,520
Total Sales	2,428,071,579	2,383,591,144	1,972,219,976

^{*}The EZ Match game is an additional add on to the Carolina Cash 5 game; sales for EZ Match have been in included with Cash 5 in the chart.









Statement of Net Position

Condensed Statement of Net Position (in thousands)				
	FY 2017	FY 2016	FY2015	
ASSETS				
Total current assets	100,151	128,400	73,811	
Non-current assets	65,402	58,678	57,373	
Capital assets, Dep. (net)	2,068	1,546	1,833	
Total Assets	167,621	188,624	133,017	
Deferred Outflows	6,614	1,327	1,471	
LIABILITIES				
Total current liabilities	96,461	124,272	70,200	
Non-current liabilities	77,167	64,704	59,589	
Total Liabilities	173,628	188,976	129,789	
Deferred Inflows	607	975	4,699	
NET ASSETS				
Invested in capital assets	2,068	1,546	1,833	
Unrestricted net assets	(2,068)	(1,546)	(1,833)	
Total Net Assets	-	ē	-	

A current asset is an asset which can either be converted to cash or used to pay current liabilities within 12 months. The NCEL's total current assets mainly consist of total cash, accounts receivable, investments in annuity contracts, and inventory.

A non-current or capital asset is an asset or property which cannot easily be converted into cash. The NCEL's non-current assets are mainly made up on long-term investments in annuity contracts, prepaid items, furniture, and equipment.

Total current liabilities are what the NCEL currently owes to its suppliers, winners, and the State; all of which are short term debts to be paid within a year. The NCEL's total current liabilities are made up of accounts payable, accrued payroll, current annuity prizes, and due to other fund ("Due to Other Funds" represents the amount of net revenues for the fiscal year not yet transferred to the State as of June 30, 2017 but will be transferred during fiscal year 2018.

Non-current liabilities are the NCEL's long-term financial obligations that are not due in the present accounting year. The majority of the NCEL's non-current liabilities consist of long term annuity prizes and accrued time off.

Activity for Capital Assets for Year Ended June 30, 2017 (in thousands)				
	Balance July 1, 2016	Increase	Decrease	Balance June 30, 2017
Capital assets, depreciable				
Furniture	46	20	-	66
Equipment	4,053	1,044	-	5,097
Motorized equipment	80	-	-	80
Computer software	1,010	-	-	1,010
Total capital assets, depreciable	5,189	1,064	-	6,253
Less accumulated depreciation for				
Furniture	40	3	-	43
Equipment	3,415	410	-	3,825
Motorized equipment	72	3	-	75
Computer software	116	126	-	242
Total accumulated depreciation	3,643	542	-	4,185
Total capital asset, depreciable net	1,546	522	-	2,068
Capital assets, net	1,546	522	-	2,068

The majority of capital asset investments were during our first full year of operation in 2007. The investment in capital assets includes game equipment, data processing equipment, telephone equipment, software, and fixtures. The capitalization of all items including equipment, computers, and furniture follows North Carolina's Office of State Controller's policies. Capital assets are reported at their cost and are depreciated over their estimated useful lives.

Statement of Net Position The Statement of Net Position presents the NCEL's financial position from a long-term perspective. It reports all of the NCEL's assets and liabilities.

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

Readers wanting more detailed financial information should refer to the NCEL's FY 2017 Comprehensive Annual Financial Report (CAFR) available on the North Carolina Education Lottery's website at: https://www.nclottery.com/CorporateSocialResponsibility_Integrity

Statement of Activities

This section reports the fiscal year's financial activities from a long-term perspective. It is designed to provide a summary of the financial health and stability of the North Carolina Education Lottery. Information in this section should provide the reader with a general understanding of how the NCEL's resources are used.

Operating Revenues

Operating revenue is income derived from the lottery's everyday activities and mainly consists of ticket sales and communication fees collected from retailers.

The majority of Fees and Licenses represent a weekly retailer communication fee charged to active retailers for satellite communications and an application fee for new retailers and changes in ownership.

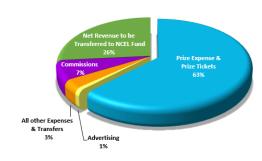
Operating Expenses

An operating expense is an expense that an organization incurs as a result of its normal business operations. In the lottery's case these expenses are all directly related to the production and sale of lottery tickets.

The following charts show the major components of the NCEL operating expense and transfers as a percentage of total revenues for the June 30, 2017, 2016, and 2015 fiscal years:

Statement of Activities (in thousands)			
Statement of Ac	FY 2017	FY 2016	FY 2015
Operating Revenues:			
Gross Sales:	2,428,071	2,383,591	1,972,220
Less: Prize Tickets and Bad Debt	(536)	24	(5)
Fees and Licenses	5,308	5,361	5,271
Total Operating Revenues	2,432,843	2,388,976	1,977,486
Operating Expenses:	2,102,010	2,000,010	1,011,100
Salaries, Wages, and Benefits	21,299	19,739	18,738
Lottery Prizes	1,543,158	1,491,031	1,231,238
Retailer Commissions	169,439	166,437	137,767
Retailer Incentive	1,020	1,154	976
Gaming Systems Services	40,326	40,640	28,678
Advertising	20.110	19.973	19.098
Marketing	4,129	3,981	4,183
Other Services	4,869	5,141	4,304
Furniture, Fixtures, and Equipment	774	1,494	983
Depreciation	542	671	568
Other General and Administrative Expenses	2.855	2,539	2,952
Total Operating Expenses	1,808,521	1,752,800	1,449,485
Operating Income	624,322	636,176	528,001
Non-operating Revenues (Expenses):	024,022	030,170	320,001
Investment Earnings and Other Miscellaneous Revenue (Expense)	1,106	1,190	408
Compulsive Gambling Contribution	(1,000)	(1,000)	(1,000)
ALE Gaming Enforcement	(2,100)	(2,100)	(968)
Unclaimed Prizes to NC Education Lottery Fund	(17,526)	(13,696)	(13,841)
Net Revenues to the State of NC	(604,979)	(620,572)	(512,586)
Miscellaneous Non-operating Expenses	177	2	(14)
Total Non-operating Revenue (Expense)	(624,322)	(636,176)	(528,001)
Net Income	(624,322)	(636,176)	(526,001)
Net Assets			-
IVEL MODELS	-	-	-

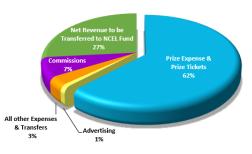
DISTRIBUTION OF REVENUES FY 2017



DISTRIBUTION OF REVENUES FY 2016

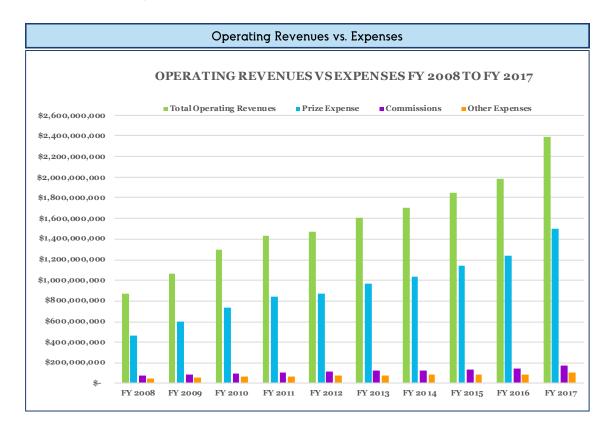
Net Revenue to be Transferred to NCEL Fund 27% Commissions 7% All other Expense & Prize Expense & Prize Tickets 62% Advertising 1%

DISTRIBUTION OF REVENUES FY 2015



Statement of Activities

Prizes, retailer commissions, and gaming vendor charges all directly relate to sales. As expected, as sales have increased so have these expenses. In fiscal year 2017, prizes, commissions, and gaming vendor chargers totaled \$1,752 million as compared to \$1,698 million and \$1,398 million for fiscal years 2016 and 2015, respectively. The other expenses, which consist of advertising, salary and benefits, professional fees, rent, maintenance, bad debt, depreciation, and transfers, have remained at four percent of Total Annual Revenues this year. Fiscal years 2017 and 2016 administrative expenses were \$56 million and \$55 million respectively.



Section 18C-162, NC General Statute stipulates no more than eight percent of the total annual revenues shall be allocated for payment of expenses of the lottery. Advertising expenses shall not exceed one percent of the total annual revenues.

Non-operating Revenues and Expenses

Non-operating revenues and expenses are defined as those that are incurred by activities not related to the core operations of an organization. In the lottery's case, non-operating items are any revenues or expenses incurred not directly associated with the sale of lottery tickets.

Non-operating revenues consist of investment earnings from the Short Term Investment Fund held at the State Treasurer's Office and Multi-State Lottery Association (MUSL) dividends received.

Non-operating expenses mainly consist of transfers from the NCEL to the State. These transfers consist of net revenues to the State, compulsive gambling treatment contributions, and unclaimed prizes transferred to the North Carolina Education Lottery Fund.

Readers wanting more detailed financial information on any of the lottery's financial activities and results should refer to the NCEL's FY2017 Comprehensive Annual Financial Report (CAFR) available on the NCEL's website at https://www.nclottery.com/CorporateSocialResponsibility_Integrity



2728 Capital Boulevard, Raleigh, NC 27604



Connect & Learn More

Information about the lottery's mission to raise money for education is available to you in many ways. You are invited to visit our website, contact our communications team, or connect with us through social media. We are here to provide available resources schedule interviews with lottery officials, or arrange for presentations to civic groups, classes, and associations.

VAN DENTON, DIRECTOR OF COMMUNICATIONS 919-301-3308

robert.denton@lotterync.net www.nclottery.com

Awards & Acknowlegements

The Government Finance Officers Association of the United States and Canada (GFOA) has given an Award for Outstanding Achievement in Popular Annual Financial Reporting to the North Carolina Education Lottery for its Popular Annual Financial Report for the fiscal year ended June 30, 2016. The Award for Outstanding Achievement in Popular Annual Financial Reporting is a prestigious national award recognizing conformance with the highest standards for preparation of state and local government popular reports.

In order to receive an Award for Outstanding Achievement in Popular Annual Financial Reporting, a government unit must publish a Popular Annual Financial Report, whose contents confirm to program standards of creativity, presentation, understandability, and reader appeal.

An Award for Outstanding Achievement in Popular Annual Financial Reporting is valid for a period of one year only. The North Carolina Education Lottery has received a Popular Award for the last eight consecutive years (fiscal years ended 2008–2016). We believe our current report continues to conform to the Popular Annual Financial Reporting requirements, and we are submitting it to GFOA.



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, 2016



75 Copies of this public document were printed at a cost of \$375.83 or \$5.01 per copy.