



# POPULAR ANNUAL FINANCIAL REPORT

**FISCAL YEAR ENDED JUNE 30, 2023**

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## **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, 2023. This report provides 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 FY 2023 Annual Comprehensive Financial Report (ACFR). The ACFR 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 ACFR, PAFR and the NCEL's Annual Report are available for viewing on the NCEL's website at [www.nclottery.com/about.aspx](http://www.nclottery.com/about.aspx)

# NC Education Lottery

The Lottery transferred its net profits monthly to the Office of State Budget and Management and the funds go into the North Carolina State Lottery Fund. The funds then were distributed as outlined in the state budget. The General Assembly directed the following allocation of money raised by the lottery in FY23:

- \$385.9 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;
- \$208.3 million to the Needs-Based Public School Capital Fund, which provides financial assistance to low-wealth counties to build new schools;
- \$50 million to a new Public School Repair and Renovation Fund, which provided \$500,000 grants to each of the state's 100 counties to repair and renovate schools and expand classrooms;
- \$78.2 million to the N.C. Pre-K program to fund seats in the prekindergarten program for at-risk four-year-olds;
- \$41.2 million to a Scholarship Reserve Fund for public colleges and universities.
- \$21.4 million to support school transportation for each of the state's school systems.

N.C. Education Lottery reports a record \$1 billion year for education, exceeding milestone for first time.

The North Carolina Education Lottery raised \$1 billion for education programs for the first time ever, setting new records in fiscal year 2022-2023 for lottery ticket sales and earnings for education.

Ticket sales exceeded \$4.34 billion, up 11.7% year-over-year. The Lottery continued its record of increasing sales every year of its operations. From those sales, the Lottery raised \$1 billion for education, up 9.2%, or \$85 million.

Scratch-off tickets consistently remain the Lottery's most popular product, setting a new record of \$2.97 billion in sales, or 68% of revenue. The Lottery launched 50 new scratch-off games during the year.

Both national draw games, Powerball and Mega Millions, featured jackpots of \$1 billion or more with a new record jackpot of \$2 billion won in the Powerball game in November. During the year, the Lottery continued to enhance its games and products, improving two of its main draw games, Carolina Pick 3 and Carolina Pick 4 with a fun new add-on called Fireball, and adding both games to its Online Play program.

Lottery players received more than \$2.86 billion in prize money during the year, including 91 prizes of \$1 million or more. The biggest win occurred with a \$10,000,000 Colossal Cash scratch-off ticket valued at \$10 million. A North Carolina man became the Powerball First Millionaire of the Year on New Year's Eve in a drawing held in Times Square.

The record ticket sales demonstrated again how much North Carolinians enjoy playing lottery games. Last year, the Lottery averaged \$11.9 million a day in ticket sales, \$7.8 million a day in prizes, and \$2.8 million a day raised for education. The Lottery ended the fiscal year with 7,072 retail locations across the state. Those retailers earned \$295.2 million in sales commissions and incentives.

At end of fiscal year, sales since the inception of the Lottery in 2006 totaled \$38.79 billion, and the amount of money raised for education climbed to \$10.26 billion.

In its annual financial audit, the Lottery received an "unqualified opinion" from independent auditors as it has in all prior annual financial audits. In June, the biennial performance audit, required by law, described the lottery's performance as exceptional and found that of all U.S. Lotteries the N.C. Education Lottery was the only one to increase sales every year of operations.

For the second year in a row, the lottery won a national award from the National Council of Problem Gambling for a responsible gaming newsletter.

The State Lottery Act directs the lottery to increase and maximize the available revenues for education purposes. In the 2022-23 fiscal year, a breakdown of revenues showed 65.8% went to prizes, 23.4% for education programs, 6.8% in retailer commissions, and the remaining 4% to administrative expenses. Administrative expenses came in \$11.8 million less than budgeted, a savings that went to education programs.

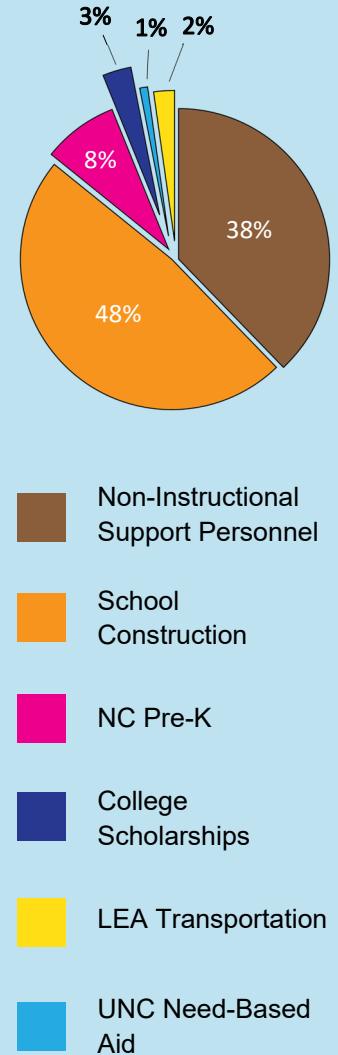
The N.C. General Assembly allocates lottery revenues that exceed projections to the Needs-Based Public School Capital Fund. With that decision, \$130 million in additional monies raised in fiscal year 2022-23 went to the fund. The General Assembly also directed transfers of \$2.1 million in profits to the N.C. Alcohol Law Enforcement and \$1 million to the N.C. Problem Gambling Program.

Last year, North Carolina allocated \$358 million raised by the lottery to three funds that help counties build and repair schools. The Wilson Academy of Applied Technology, built with the help of a \$15 million state grant, opened to students on Aug. 1, 2023.

# Education Programs Receiving Lottery Dollars

County	FY23	Cumulative	County	FY23	Cumulative
Alamance County	9,930,706	130,711,997	Johnston County	15,062,547	186,423,385
Alexander County	6,395,542	35,103,456	Jones County	1,065,808	24,707,975
Alleghany County	37,452,627	47,075,617	Lee County	4,792,784	63,498,058
Anson County	6,461,013	52,229,886	Lenoir County	3,991,678	55,147,742
Ashe County	7,897,798	60,208,068	Lincoln County	5,197,132	65,227,321
Avery County	1,320,954	14,830,675	Macon County	2,351,251	27,464,403
Beaufort County	3,082,931	41,015,805	Madison County	3,230,324	16,584,470
Bertie County	1,289,590	18,374,862	Martin County	1,646,460	26,278,747
Bladen County	8,571,231	71,605,378	McDowell County	3,036,855	51,262,490
Brunswick County	6,162,232	77,164,261	Mecklenburg County	59,272,796	822,385,770
Buncombe County	11,311,106	158,997,182	Mitchell County	7,300,532	49,439,961
Burke County	5,138,031	78,699,009	Montgomery County	2,315,792	31,643,198
Cabarrus County	15,788,242	198,791,809	Moore County	5,301,401	63,814,923
Caldwell County	5,232,140	79,325,636	Nash-Rocky Mount	6,124,393	95,683,319
Camden County	9,129,145	59,322,006	New Hanover County	11,462,159	158,257,260
Carteret County	6,249,025	63,351,808	Northampton County	8,881,177	78,607,804
Caswell County	1,479,723	31,372,123	Onslow County	11,990,345	160,095,456
Catawba County	15,151,178	167,505,828	Orange County	7,810,363	107,539,752
Chatham County	4,254,471	52,822,640	Pamlico County	39,618,650	48,151,347
Cherokee County	1,838,283	36,216,574	Pasquotank County	2,654,173	34,378,982
Chowan County	9,076,601	61,455,223	Pender County	4,940,197	53,390,009
Clay County	7,216,377	57,135,922	Perquimans County	29,634,682	39,456,578
Cleveland County	10,560,249	120,226,947	Person County	2,389,532	30,118,764
Columbus County	3,866,791	70,865,254	Pitt County	10,465,362	145,700,389
Craven County	5,806,348	81,172,459	Polk County	1,470,814	16,768,469
Cumberland County	21,935,838	330,341,401	Randolph County	8,430,917	119,852,612
Currituck County	2,255,507	21,948,135	Richmond County	3,383,261	47,136,245
Dare County	2,666,379	29,956,850	Robeson County	17,430,717	199,648,871
Davidson County	9,736,598	135,744,448	Rockingham County	5,048,152	74,313,014
Davie County	3,186,965	39,682,383	Rowan-Salisbury	7,831,678	111,602,075
Duplin County	4,556,784	58,343,069	Rutherford County	4,007,428	68,923,165
Durham County	13,818,491	189,560,928	Sampson County	5,174,736	71,816,953
Edgecombe County	3,342,555	48,451,799	Scotland County	3,561,778	43,723,478
Forsyth County	21,530,156	299,411,293	Stanly County	4,282,815	58,432,782
Franklin County	3,857,528	47,608,447	Stokes County	6,846,754	44,274,269
Gaston County	14,705,242	198,779,928	Surry County	4,429,573	66,750,042
Gates County	8,698,018	22,171,949	Swain County	1,368,709	18,192,831
Graham County	1,022,760	11,999,138	Transylvania County	1,929,910	21,352,044
Granville County	3,267,916	45,718,765	Tyrrell County	1,219,101	6,012,987
Greene County	40,263,892	58,659,992	Union County	16,256,916	218,098,406
Guilford County	32,637,524	462,504,163	Vance County	2,722,703	39,344,353
Halifax County	47,520,281	121,669,318	Wake County	63,525,974	821,549,310
Harnett County	8,568,743	120,279,954	Warren County	5,926,867	44,032,589
Haywood County	3,273,341	42,385,190	Washington County	8,705,261	59,815,914
Henderson County	5,417,730	74,862,054	Watauga County	2,614,865	29,329,777
Hertford County	1,719,215	36,754,069	Wayne County	12,595,787	147,251,285
Hoke County	12,138,114	104,773,452	Wilkes County	4,461,222	65,904,934
Hyde County	7,119,499	11,273,426	Wilson County	4,960,711	81,355,668
Iredell County	11,136,841	143,300,141	Yadkin County	7,273,128	40,251,505
Jackson County	1,901,867	21,649,076	Yancey County	24,701,164	43,620,328

## Program Allocation



# Sales

The gross lottery ticket sales for fiscal year 2023 totaled \$4.343 billion as compared to \$3.887 billion for fiscal year 2022 and \$3.805 billion for fiscal year 2021. This represents an increase of \$456 million from 2021 and \$538 million from 2022.

## Scratch Ticket Sales

Net scratch ticket sales were \$2.98 billion for fiscal year 2023 compared with \$2.65 billion for fiscal year 2022, a 12.5% increase of \$330 million over fiscal year 2022. The 2023 fiscal year saw players continuing to shift towards higher price point tickets with the percentage of sales for \$20+ price points making up just over 50% of total sales. The \$30 price point, alone, made up 28% of sales - up from 19% in fiscal year 2022. In fiscal year 2023, there were two \$30 games and five \$20 games launched, but no new \$25 game launches as that price point is phased out of the game portfolio. These launches spurred players' penchant for higher price point games, with the launch of \$5,000,000 Ultimate being the most successful game of the year. While the \$1-5 price points declined in sales, the \$10 and \$20 price points each still composed 19% of sales. The decline in the \$5 price point was offset by \$10 growth, as it overtook the \$5 price point, growing at 14% year over year and accounting for 20% of scratch-off sales. Fiscal year 2023 continued the trend from both previous years, with the \$5, \$10, and \$20 price points all eclipsing the \$500 million sales mark. The \$30 price point nearly doubled its sales from fiscal year 2022, crossing the \$800 million threshold.

## Draw Game Sales

Draw game sales were \$1.362 billion for fiscal year 2023 compared to \$1.237 billion for fiscal year 2022, representing a \$125 million increase over fiscal year 2022. This marks the third consecutive year that Draw Games sales have exceeded \$1 billion. A large share of the increase can be attributed to multi-state games that had several high jackpots during the year, with the largest Powerball jackpot on record occurring in November 2022 of \$2.04 billion. Powerball sales grew by 28% over 2022, while Mega Millions more than doubled sales with 111% growth over fiscal year 2022. Keno, Lucky for Life and Fast Play all experienced steady growth at 4%, 10%, and 16% increases, respectively. Fast Play had the highest two jackpots ever recorded at \$1,143,007 in May 2023, \$1,120,665 in March 2023.

The other in-state Draw Games, Cash 5, Pick 3 and Pick 4 all experienced year over year declines. Notwithstanding the launch of the Fireball add-on in September 2022, Pick 3 and Pick 4 declined by 6.1% and 1%, respectively. These two games however, still continue to make up the majority of draw game sales despite these declines. Pick 3 and Pick 4 accounted for 58% of total Draw and Fast Play Game sales in fiscal year 2023.

The sales of draw games via the Online Play channel continued to grow year over year. Fiscal year 2023 saw the addition of Pick 3 and Pick 4 to the Online Play game portfolio, with these games debuting online in February 2023. Online sales of these two games were just over \$15 million. The other four draw games offered online, Powerball, Mega Millions, Cash 5 and Lucky for Life, grew by 55% year over year to \$127 million or 24% of total sales for those particular games. Total Online Play sales grew by 74% and made up 10% of all Draw Game sales at \$142 million. A total of 443,485 players made a purchase via Online Play during fiscal year 2023, which was 84% more players compared to fiscal year 2022. While 220,380 new players made a deposit and purchase through the Online Play channel last year, resulting in an increase of



Game	FY 2023	FY 2022	FY 2021
Instant Tickets	2,979,938,810	2,649,696,702	2,560,821,887
Powerball	231,293,652	180,352,701	138,361,797
Mega Millions	176,477,109	83,459,044	118,863,047
Pick 3	457,543,583	487,398,367	498,616,646
Pick 4	219,698,355	221,997,153	227,755,867
Cash 5*	72,132,058	74,691,197	90,513,576
Lucky for Life	44,693,686	40,812,158	24,916,530
KENO	84,389,743	81,216,166	80,641,758
Fast Play	75,873,207	65,502,961	64,861,261
Bonus Cash Raffle Promo	610,982	1,924,204	
<b>Total Sales</b>	<b>4,342,651,185</b>	<b>3,887,050,652</b>	<b>3,805,352,369</b>

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



# Statement of Net Position

Condensed Statement of Net Position (in thousands)			
	FY 2023	FY 2022	FY 2021
<b>ASSETS</b>			
Total current assets	162,428	158,860	242,461
Non-current assets	69,278	77,335	85,976
Capital assets, Dep. (net)	4,540	1,894	2,470
<b>Total Assets</b>	<b>236,246</b>	<b>238,089</b>	<b>330,907</b>
Deferred Outflows	20,224	14,637	10,281
<b>LIABILITIES</b>			
Total current liabilities	172,191	167,659	249,129
Non-current liabilities	116,233	113,653	123,928
<b>Total Liabilities</b>	<b>288,424</b>	<b>281,312</b>	<b>373,057</b>
Deferred Inflows	12,744	16,112	12,829
<b>NET POSITIONS</b>			
Invested in capital assets	4,540	1,894	2,470
Restricted net positions	-	4	32
Unrestricted net positions	(49,238)	(46,596)	(47,200)
<b>Total Net Positions</b>	<b>(44,698)</b>	<b>(44,698)</b>	<b>(44,698)</b>

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, 2023 but will be transferred during fiscal year 2024.

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, 2023 (in thousands)				
	Balance June 30, 2023	Increase	Decrease	Balance June 30, 2022
Capital assets, depreciable				
Furniture	49	-	-	49
Equipment	5,379	483	448	5,344
Motorized equipment	80	-	-	80
Computer software	1,010	-	-	1010
Subscription (SBITA)	3,395	3,395	-	-
<b>Total capital assets, depreciable</b>	<b>9,913</b>	<b>3,878</b>	<b>448</b>	<b>6,483</b>
Less accumulated depreciation for				
Furniture	29	-	-	29
Equipment	3,574	342	388	3,620
Motorized equipment	80	-	-	80
Computer software	986	126	-	860
Subscription (SBITA)	704	704	-	-
<b>Total accumulated depreciation</b>	<b>5,373</b>	<b>1,172</b>	<b>388</b>	<b>4,589</b>
<b>Total capital asset, depreciable net</b>	<b>4,540</b>	<b>2,706</b>	<b>60</b>	<b>1,894</b>
<b>Capital assets, net</b>	<b>4,540</b>	<b>2,706</b>	<b>60</b>	<b>1,894</b>

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 Positions from year to year.

Readers wanting more detailed financial information should refer to the NCEL's FY 2023 Annual Comprehensive Financial Report (ACFR) available on the North Carolina Education Lottery's website at : [https://www.nclottery.com/CorporateSocialResponsibility\\_Integrity](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.

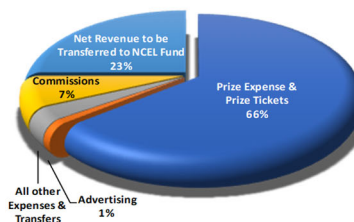
## Operating Expenses

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.

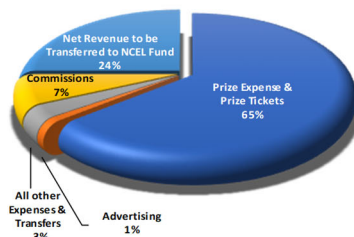
The following charts show the major components of the NCEL operating expense and transfers as a percentage of total revenues for the June 30, 2023, 2022, and 2021 fiscal years:

Statement of Activities (in thousands)			
	FY 2023	FY 2022	FY 2021
<b>Operating Revenues:</b>			
Gross Sales:	4,342,706	3,887,051	3,805,352
Less: Prize Tickets and Bad Debt	(170)	(47)	(26)
Fees and Licenses	5,582	5,417	5,298
<b>Total Operating Revenues</b>	<b>4,348,118</b>	<b>3,892,421</b>	<b>3,810,624</b>
<b>Operating Expenses:</b>			
Salaries, Wages, and Benefits	27,728	25,271	27,929
Lottery Prizes	2,863,660	2,543,961	2,462,425
Retailer Commissions	293,845	266,200	261,688
Retailer Incentive	1,391	1,708	1,432
Gaming Systems Services	89,880	72,872	70,789
Advertising	32,783	30,177	28,748
Marketing	4,487	3,780	2,837
Other Services	9,874	9,258	9,240
Furniture, Fixtures, and Equipment	1,291	2,046	1,409
Depreciation	1,173	461	529
Other General and Administrative Expenses	6,173	4,136	4,873
<b>Total Operating Expenses</b>	<b>3,332,285</b>	<b>2,959,870</b>	<b>2,871,899</b>
<b>Operating Income</b>	<b>1,015,833</b>	<b>932,551</b>	<b>938,725</b>
<b>Non-operating Revenues (Expenses):</b>			
Investment Earnings and Other Miscellaneous Revenue (Expense)	2,499	213	360
Compulsive Gambling Contribution	(1,000)	(1,000)	(1,000)
ALE Gaming Enforcement	(2,100)	(2,100)	(2,100)
Inter-Agency Transfer In	-	-	4,000
Nonoperating Expense	-	-	(4,000)
Unclaimed Prizes to NC Education Lottery Fund	(22,092)	(20,030)	(24,247)
Net Revenues to the State of NC	(993,157)	(909,803)	(912,572)
Miscellaneous Non-operating Expenses	(186)	(28)	370
Noncapital Contributions	203	197	464
<b>Total Non-operating Revenue (Expense)</b>	<b>(1,015,833)</b>	<b>(932,551)</b>	<b>(938,725)</b>
<b>Change in Net Position</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Net Position, Beginning July 1</b>	<b>(44,698)</b>	<b>(44,698)</b>	<b>(44,698)</b>
<b>Net Position, Ending June 30</b>	<b>(44,698)</b>	<b>(44,698)</b>	<b>(44,698)</b>

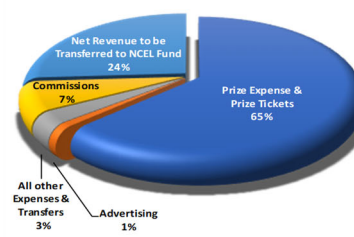
DISTRIBUTION OF REVENUES FY 2023



DISTRIBUTION OF REVENUES FY 2022



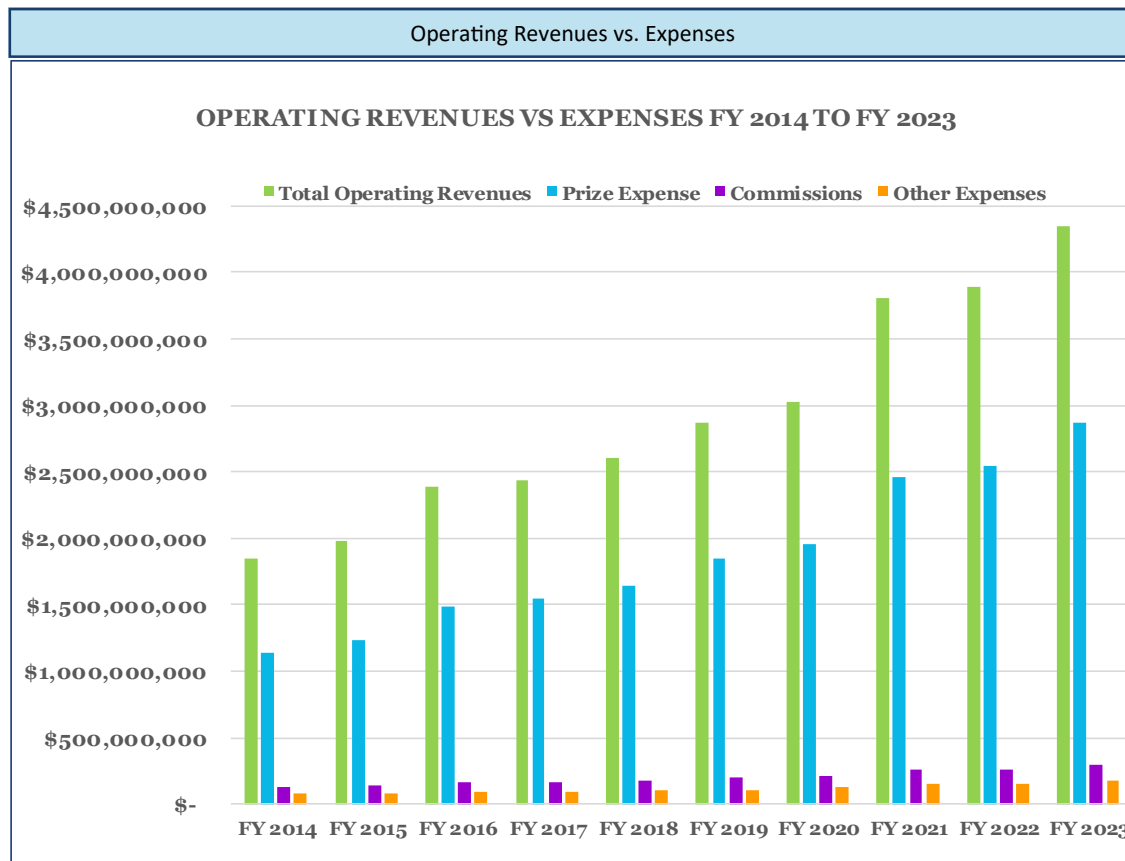
DISTRIBUTION OF REVENUES FY 2021



# Statement of Activities

Prizes, commissions, and gaming vendor charges all directly relate to sales. As expected, as sales have increased, so have these expenses. In fiscal year 2023, total gaming expenses, which consist of prizes, retailer commissions, and gaming vendor charges (gaming system services), totaled \$3.247 million as compared to \$2,883 million and \$2,795 million for fiscal years 2022 and 2021, respectively. Other operating expenses, which consist of advertising and marketing, salary and benefits, professional fees, rent, maintenance, depreciation, and general administrative expenses increased to \$84.9 million in fiscal year 2023, as compared with \$76.8 million and \$77 million for fiscal years 2022 and 2021, respectively. Other operating expenses represented 2.0%, 2.0%, and 2.0% of total operating revenues in fiscal years 2023, 2022, and 2021, 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 FY2023 Annual Comprehensive Financial Report (ACFR) available on the NCEL's website at [https://www.nclottery.com/CorporateSocialResponsibility\\_Integrity](https://www.nclottery.com/CorporateSocialResponsibility_Integrity)



2728 Capital Boulevard, Raleigh, NC

## Connect and 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 & Acknowledgements

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, 2022. 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 fifteen consecutive years (fiscal years ended 2008–2022). 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, 2022

*Christopher P. Morrell*

Executive Director/CEO