

MONTANA LOTTERY

FINANCIAL STATEMENTS  
(Unaudited)

March 31, 2022

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(Unaudited)

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## APPOINTIVE OFFICIALS

Scott Sales, Lottery Director

Bryan Costigan, Lottery Assistant Director for Security

## LOTTERY COMMISSION

## TERM EXPIRES

Leo Prigge	Butte	January 1, 2023
Tony Harbaugh	Miles City	January 1, 2025
Steve Morris	Helena	January 1, 2025
Dwaine Iverson	Shelby	January 1, 2026
Jon Metropoulos	Helena	January 1, 2026

## REPORT DISTRIBUTION – 2021

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

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

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

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

### **HOUSE – STATE ADMINISTRATION COMMITTEE**

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

### **HOUSE – BUSINESS AND LABOR COMMITTEE**

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

### **SENATE – STATE ADMINISTRATION COMMITTEE**

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

### **SENATE – BUSINESS, LABOR, AND ECONOMIC AFFAIRS COMMITTEE**

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



June 2022

Montana Lottery Commission:

The past quarter has been an active one. This past winter the Lottery wrapped up another year of selling out our Montana Millionaire game at a record pace, worked on new scratch games and promotions for the summer, and continued our effort to improve the Sports Bet Montana games.

We're having a great year in sales through our first nine months of the year. Powerball, Treasure Play, Lucky for Life, Big Sky Bonus, Lotto America, and Sports Bet each experienced an increase over last year. Powerball had an increase of 15.7%, Treasure Play climbed by 20.8%, Lucky for Life increased by 37.0%, Big Sky Bonus jumped by 15.2%, Lotto America inched up by 2.8%, and Sports Bet bumped up by 17.3%.

The rest of the games have seen a decrease compared to last year. Scratch decreased by 10.3%, Montana Cash dropped by 26.7%, and Mega Millions decreased by 34.5%.

Overall, there was an increase in operating revenue of 5.4% along with an increase in direct game costs of 3.1%. Combined with a 10.1% increase in operating expenses, the transfer for the quarter ended is \$3,851,456 which is \$559,371 more than last year's third quarter, which is a 17.0% increase. The percentage of transfer to revenue was 13.4% this year compared to 11.6% last year at this time.

We are looking forward to a busy summer with our retailer events/promotions, continued betting opportunities for our Sports Bet Montana players, along with the introduction of new Scratch and Treasure Play games.

Sincerely,

Scott Sales  
Lottery Director



**MONTANA LOTTERY**  
**STATEMENT OF NET POSITION**  
**MARCH 31, 2022 AND 2021**  
**(Unaudited)**

	Period Ended March 31, 2022	Period Ended March 31, 2021
<b>ASSETS:</b>		
<b>CURRENT ASSETS</b>		
Cash and Cash Equivalents	\$ 2,132,988	\$ 4,089,653
Receivables (Net)	6,134,082	4,068,700
Inventories	<u>606,409</u>	<u>451,435</u>
TOTAL CURRENT ASSETS	8,873,479	8,609,788
<b>NONCURRENT ASSETS</b>		
Computer, Furniture & Equipment	589,761	630,514
Leasehold Improvements	112,322	98,793
Accumulated Depreciation	(562,003)	(584,762)
Multi-State Reserve fund	<u>1,046,438</u>	<u>1,058,383</u>
TOTAL NONCURRENT ASSETS	1,186,518	1,202,928
<b>DEFERRED OUTFLOWS OF RESOURCES</b>		
Pension Deferred Outflows	567,499	305,769
OPEB Deferred Outflows	<u>290,331</u>	<u>41,414</u>
TOTAL DEFERRED OUTFLOWS OF RESOURCES	857,830	347,183
COMBINED ASSETS AND DEFERRED OUTFLOWS OF RESOURCES	<u>\$ 10,917,827</u>	<u>\$ 10,159,899</u>
<b>LIABILITIES:</b>		
<b>CURRENT LIABILITIES</b>		
Accounts Payable	\$ 729,739	\$ 2,187,955
Estimated Prize Liability	3,398,710	3,052,515
Due to Primary Government	29,837	10,388
Transfer Obligations	4,442,418	3,292,085
Unearned Revenue	296,052	132,300
Accrued Compensated Absences	<u>99,561</u>	<u>67,327</u>
TOTAL CURRENT LIABILITIES	8,996,317	8,742,570
<b>NONCURRENT LIABILITIES</b>		
Multi-State Prize Liability	916,535	914,669
Accrued Compensated Absences	147,146	155,477
Net Pension Liability	2,448,441	1,772,282
Other Post Employment Benefits	<u>382,400</u>	<u>118,213</u>
TOTAL NONCURRENT LIABILITIES	3,894,522	2,960,641
<b>DEFERRED INFLOWS OF RESOURCES</b>		
Pension Deferred Inflows	161,783	282,766
OPEB Deferred Inflows	<u>83,675</u>	<u>71,609</u>
TOTAL DEFERRED INFLOWS OF RESOURCES	245,458	354,375
COMBINED LIABILITIES AND DEFERRED INFLOW OF RESOURCES	13,136,297	12,057,586
<b>NET POSITION</b>		
Net Investment in Capital Assets	140,080	144,545
Unrestricted	<u>(2,358,550)</u>	<u>(2,042,232)</u>
TOTAL NET POSITION	<u>\$ (2,218,470)</u>	<u>\$ (1,897,687)</u>

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

**MONTANA LOTTERY**  
**STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET POSITION**  
**FOR THE QUARTERS AND NINE MONTHS ENDED MARCH 31, 2022 AND 2021**  
**(Unaudited)**

	Quarter Ended March 31, 2022	Quarter Ended March 31, 2021	Nine Months Ended March 31, 2022	Nine Months Ended March 31, 2021
<b>OPERATING REVENUES:</b>				
Scratch ticket revenue	\$ 5,960,054	\$ 7,497,882	\$ 19,171,689	\$ 21,361,600
Powerball revenue	3,055,582	3,828,175	9,518,249	8,229,066
Montana Cash revenue	1,274,193	1,563,782	3,500,159	4,776,550
MT Millionaire revenue	0	0	5,000,000	3,600,000
MT Sports Action revenue	0	897	46	2,782
Mega Millions revenue	1,240,497	3,540,579	3,846,032	5,874,149
Treasure Play revenue	2,342,221	1,697,206	6,179,955	5,113,920
Lucky for Life revenue	949,644	709,638	2,807,812	2,050,006
Big Sky Bonus revenue	765,924	793,968	2,215,660	1,923,062
Lotto America revenue	508,663	465,796	1,375,897	1,338,672
Sports Bet revenue	12,746,511	12,763,918	35,912,842	30,623,990
License, permits, and misc	1,562	9,967	7,592	35,388
<b>Total Operating Revenues</b>	<b>28,844,851</b>	<b>32,871,808</b>	<b>89,535,933</b>	<b>84,929,185</b>
<b>Less Direct Game Costs:</b>				
Scratch ticket prize expense	4,091,480	5,110,173	12,746,347	14,016,487
On-line ticket prize expense	5,252,685	8,772,837	19,147,236	18,885,529
Sports Bet ticket prize expense	10,691,883	10,167,730	29,921,896	27,778,368
Retailer commission	1,715,563	2,155,056	5,479,206	5,713,672
Cost of tickets sold	134,647	606,935	608,662	974,976
Vendor fees	2,045,194	1,717,835	6,223,806	4,554,457
<b>Total Direct Game Costs</b>	<b>23,931,452</b>	<b>28,530,566</b>	<b>74,127,153</b>	<b>71,923,489</b>
<b>Income Before Operating Expenses</b>	<b>4,913,399</b>	<b>4,341,242</b>	<b>15,408,780</b>	<b>13,005,696</b>
<b>OPERATING EXPENSES:</b>				
Advertising	25,506	150,137	368,818	373,827
Advertising Production	84,079	26,546	215,548	110,217
Audit Fees	30,208	18,839	85,074	50,618
Bad Debts Expense	0	0	(490)	(728)
Communications	81,655	43,300	161,023	129,844
Contractual Services	30,823	39,086	110,820	131,178
Depreciation and Amortization	7,889	11,927	29,202	39,196
Administrative Service Fee	24,814	21,424	74,443	64,274
Multi-State Dues	20,745	0	41,388	0
Public Relations	(4,559)	810	31,558	30,084
Other	(16)	28,471	24,093	48,596
Personal Services	685,917	604,335	1,934,547	1,911,008
Repairs and Maintenance	5,354	3,593	14,649	9,977
Supplies and Materials	34,583	40,138	183,438	63,981
Travel	7,941	1,980	18,649	12,382
Utilities and Rent	59,629	59,506	182,605	180,884
<b>Total Operating Expense</b>	<b>1,094,568</b>	<b>1,050,092</b>	<b>3,475,365</b>	<b>3,155,338</b>
<b>Operating Income</b>	<b>3,818,831</b>	<b>3,291,150</b>	<b>11,933,415</b>	<b>9,850,358</b>
<b>NONOPERATING REVENUES (EXPENSES)</b>				
Interest earnings	504	935	1,069	3,132
Gain/Loss on sale of asset	32,121	0	36,803	0
<b>Total Nonoperating Revenues(Expenses)</b>	<b>32,625</b>	<b>935</b>	<b>37,872</b>	<b>3,132</b>
<b>Income Before Operating Transfers</b>	<b>3,851,456</b>	<b>3,292,085</b>	<b>11,971,287</b>	<b>9,853,490</b>
Operating Transfers Out - General Fund	(3,476,456)	(3,042,085)	(10,846,287)	(9,103,490)
Operating Transfers Out -OCHE	(375,000)	(250,000)	(1,125,000)	(750,000)
<b>Total Operating Transfers</b>	<b>(3,851,456)</b>	<b>(3,292,085)</b>	<b>(11,971,287)</b>	<b>(9,853,490)</b>
<b>CHANGE IN NET POSITION</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Total Net Position, Beginning of Period</b>	<b>(2,218,470)</b>	<b>(1,897,687)</b>	<b>(2,218,470)</b>	<b>(1,897,687)</b>
<b>TOTAL NET POSITION, END OF PERIOD</b>	<b>\$ (2,218,470)</b>	<b>\$ (1,897,687)</b>	<b>\$ (2,218,470)</b>	<b>\$ (1,897,687)</b>

#

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



**MONTANA LOTTERY**  
**STATEMENT OF REVENUES, EXPENDITURES AND CHANGES IN NET POSITION**  
**AND RECONCILIATION OF BUDGET AND ACTUAL (BUDGETARY BASIS) TO GAAP BASIS**  
**FOR THE NINE MONTHS ENDED MARCH 31, 2022**  
**(Unaudited)**

	<u>Budget</u> Fiscal Year July 1, 2021- June 30, 2022	<u>Actual</u> Nine Months Ended March 31, 2022 (Unaudited)	Actual as a Percent of Final Budget (%)
<b>REVENUES:</b>			
Scratch ticket revenue	\$ 24,960,000	\$ 19,171,689	76.81
Powerball revenue	11,500,000	9,518,249	82.77
Montana Cash revenue	5,680,000	3,500,159	61.62
MT Millionaire revenue	5,000,000	5,000,000	100.00
MT Sports Action (Admin Fees)	8,000	46	0.58
Mega Millions revenue	5,460,000	3,846,032	70.44
Treasure Play revenue	6,360,000	6,179,955	97.17
Lucky for Life revenue	3,120,000	2,807,812	89.99
Big Sky Bonus revenue	2,550,000	2,215,660	86.89
Lotto America revenue	1,990,000	1,375,897	69.14
Sports Bet revenue	45,000,000	35,912,842	79.81
License, permits, and miscellaneous	17,000	7,592	44.66
<b>Total Revenues</b>	<u>111,645,000</u>	<u>89,535,933</u>	80.20
<b>DIRECT GAME COSTS:</b>			
Prizes - Scratch ticket	15,827,136	12,746,347	80.53
Prizes - Lotto games	56,163,000	46,177,932	82.22
Prizes - MT Millionaire	2,890,000	2,891,200	100.04
Retailer commissions	7,389,100	5,479,206	74.15
Ticket cost - scratch games	1,100,000	608,662	55.33
Ticket cost - vendor fees	6,993,600	6,223,806	88.99
<b>Total Direct Game Costs</b>	<u>90,362,836</u>	<u>74,127,153</u>	82.03
<b>OPERATING EXPENSES:</b>			
Advertising	644,000	368,818	57.27
Advertising Production	275,000	215,548	78.38
Audit Fees	143,132	85,074	59.44
Communications	187,685	161,023	85.79
Contractual Services	188,434	110,820	58.81
Administrative Service Fee	100,000	74,443	74.44
Multi-State Dues	40,000	41,388	103.47
Public Relations	100,000	31,558	31.56
Other	148,541	24,093	16.22
Personal Services	2,739,799	1,934,547	70.61
Repairs and Maintenance	28,000	14,649	52.32
Supplies and Materials	308,500	183,438	59.46
Travel	59,800	18,649	31.19
Utilities and Rent	241,616	182,605	75.58
Equipment	50,000	0	0.00
<b>Total Operating Expenses</b>	<u>5,254,507</u>	<u>3,446,653</u>	65.59
<b>Operating Income</b>	16,027,657	11,962,127	74.63
<b>NONOPERATING REVENUES (EXPENSES):</b>			
Interest Earnings	5,000	547	10.94
Gain/(Loss) on Sale on Asset	0	36,803	
OPEB Expense	0	0	
Pension Expense	0	0	
<b>NET INCOME (BUDGETARY BASIS)</b>	<u>\$ 16,032,657</u>	<u>\$ 11,999,477</u>	74.84
<b>RECONCILIATION OF BUDGETARY/GAAP BASIS:</b>			
Capitalized equipment purchases	50,000	0	0.00
Adjustment for depreciation expense	(67,000)	(29,202)	43.59
Bad Debts	0	490	0.00
MUSL interest earnings	1,800	522	29.00
<b>Total Reconciling Items</b>	(15,200)	(28,190)	
<b>NET INCOME (GAAP BASIS)</b>	<u>\$ 16,017,457</u>	<u>\$ 11,971,287</u>	74.74

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



MONTANA LOTTERY

ANALYSIS OF REVENUES AND EXPENSES BY PRODUCT  
FOR THE NINE MONTHS ENDED MARCH 31, 2022

(Unaudited)

	SCRATCH	POWERBALL	MONTANA CASH	MT MILLIONAIRE	MEGA MILLIONS	TREASURE PLAY	LUCKY FOR LIFE	BIG SKY BONUS	LOTTO AMERICA	SPORTS BET	MT SPORTS ACTION	ADMIN
REVENUES:	\$ 19,171,689	\$ 9,518,249	\$ 3,500,159	\$ 5,000,000	\$ 3,846,032	\$ 6,179,955	\$ 2,807,812	\$ 2,215,660	\$ 1,375,897	\$ 35,912,842	\$ 46	7,592
DIRECT GAME COSTS:												
Prize Expense	12,746,347	4,638,000	1,908,702	2,891,200	1,767,658	4,320,219	1,429,952	1,505,337	655,743	29,921,896	0	30,425
Retailer Commissions	1,495,753	475,937	175,022	250,000	192,315	415,407	140,391	110,783	68,827	2,154,771	0	0
Cost of Tickets Sold	608,662	0	0	0	0	0	0	0	0	0	0	0
Vendor Fees	1,561,910	778,717	289,537	400,000	316,927	504,356	229,560	180,135	114,125	1,848,539	0	0
NET OPERATING REVENUE	2,759,017	3,625,595	1,126,898	1,458,800	1,569,132	939,973	1,007,909	419,405	537,202	1,987,636	46	(22,633)
OPERATING EXPENSES:												
Advertising	11,071	63,331	35,743	8,782	225	225	75,356	225	225	172,374	0	1,262
Advertising Production	14,625	85,400	0	51,922	0	0	26,474	0	0	37,127	0	0
Audit Fees	0	0	0	0	0	0	0	0	0	0	0	85,074
Bad Debts	0	0	0	0	0	0	0	0	0	0	0	(490)
Communications	101,126	0	0	0	0	0	0	0	0	0	0	59,897
Contractual Services	0	0	0	0	0	0	0	0	0	0	0	107,080
Depreciation and Amortization	7,607	1,577	1,394	1,308	1,177	1,907	929	1,025	850	3,740	0	0
Administrative Service Fee	19,400	4,020	3,529	3,335	3,000	4,861	2,367	2,606	2,166	4,938	0	6,500
Multi-State Dues	0	27,449	0	8,956	8,956	686	686	686	2,425	12,588	0	16,571
Public Relations	6,204	686	686	686	686	686	686	686	686	686	0	0
Other	0	0	0	0	0	0	0	0	0	0	0	19,180
Personal Services	504,143	104,466	91,698	86,668	77,962	126,326	61,519	67,709	56,295	327,132	0	24,093
Repairs and Maintenance	0	0	0	0	0	0	0	0	0	0	0	430,630
Supplies and Materials	0	0	0	0	0	0	0	0	0	34,292	0	14,849
Travel	0	0	0	0	0	0	0	0	0	0	0	149,146
Utilities and Rent	19,035	3,944	3,462	3,272	2,944	4,770	2,323	2,556	2,126	12,351	0	18,649
TOTAL OPERATING EXPENSES	683,211	290,873	136,502	155,973	94,950	138,775	172,212	74,807	64,773	605,228	0	1,058,062
OPERATING INCOME	2,075,806	3,334,722	990,396	1,302,827	1,474,182	801,198	835,697	344,598	472,429	1,382,408	46	(1,080,895)
NONOPERATING REVENUES (EXPENSES)												
Interest Earnings	0	0	0	0	0	0	0	0	0	0	0	1,069
Pension Expenses	0	0	0	0	0	0	0	0	0	0	0	0
Gain(Loss) on Sale of Asset	0	0	0	0	0	0	0	0	0	0	0	36,803
OPEB Expenses	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL NONOPERATING REVENUES (EXPENSES)	0	0	0	0	0	0	0	0	0	0	0	37,872
NET INCOME BY PRODUCT	\$ 2,075,806	\$ 3,334,722	\$ 990,396	\$ 1,302,827	\$ 1,474,182	\$ 801,198	\$ 835,697	\$ 344,598	\$ 472,429	\$ 1,382,408	\$ 46	\$ (1,043,023)
PROFIT AS A % OF REVENUE	10.83%	35.04%	28.30%	26.06%	38.33%	12.96%	29.76%	15.55%	34.34%	3.85%	N/A	N/A

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

**MONTANA LOTTERY**  
Notes to the Financial Statements (Unaudited)  
March 31, 2022

**1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

Reporting Entity.

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

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

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

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

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

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

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



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

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

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

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

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

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

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



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

## **2. OTHER ACCOUNTING ISSUES**

Free Tickets. Some Montana Lottery scratch games award free tickets as prizes. Net lottery ticket revenue does not include the value of free tickets given away and free plays won. The face value of these free ticket prizes distributed for the quarter and nine months ended March 31, 2022, respectively, were \$315,654 and \$911,128.

Promotional Credits. The Lottery issues promotional credits to retailers to be used to distribute free tickets to players. The tickets are distributed as part of a promotion run by the retailer, e.g., "Ask for the Sale" or second chance drawings. The Lottery also directly distributes scratch tickets for promotional purposes at trade shows, for media give-aways, and during new game introductions. The tickets distributed as a result of promotional credits are reflected as a reduction in revenue. The related prize expense and ticket cost for all promotions are reclassified as an advertising expense. For the quarter ended March 31, 2022, promotional credits resulted in a revenue reduction of approximately \$1,927 and an expense reclassification of approximately \$1,252. For the nine months ended March 31, 2022, promotional credits resulted in a revenue reduction of approximately \$4,763 and an expense reclassification of approximately \$3,691.

Prizes. Expenses for scratch prizes are recorded based on the predetermined prize structure for each game. Expenses for lotto prizes are recorded based on the predetermined prize structure for each individual game. Prizes for Sport Bet are recorded as they are paid out for each event. No prize expense is recorded for free tickets distributed.

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



	Quarter Ended 3/31/22	Quarter Ended 3/31/21	Year To Date 3/31/22	Year To Date 3/31/21
Lotto	\$122,307	\$105,700	\$441,842	\$297,865
Scratch	\$ 0	\$ 334	\$353,466	\$511,352
<b>TOTALS</b>	\$122,307	\$106,034	\$795,308	\$809,217

### 3. SUMMARY OF ACCOUNTS

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

Cash and cash equivalents consist of the following:

	March 31,	
	<u>2022</u>	<u>2021</u>
Short-term investment pool	\$ 524,948	\$1,523,991
Cash on deposit with State Treasurer	1,408,040	2,555,662
Cash in revolving deposit account	200,000	10,000
<b>TOTALS</b>	<b>\$2,132,988</b>	<b>\$4,089,653</b>

The bank balance of the revolving deposit account, not including outstanding deposits or checks, was \$238,720 at March 31, 2022 and was covered by federal depository insurance. The carrying amount reported in the balance sheet for cash and cash equivalents approximates the fair market value.

Receivables. Receivables include \$6,604,193, representing amounts due the Lottery for tickets purchased by retailers. An allowance for ticket returns is included in the receivables amount. This allowance represents a reduction in receivables at March 31, 2022, for estimated ticket returns. This is an estimate based on returns received to date, as well as an estimate of tickets unsold by retailers for games that have a public sale end date prior to April 1, 2022. The allowance for ticket returns is \$510,990 at March 31, 2022. The return of vendor fees related to the allowance for returns is \$40,879.

For the nine months ended March 31, 2021, receivables include \$4,574,567, representing amounts due the Lottery for tickets purchased by retailers. An allowance for ticket returns is included in the receivables amount. This allowance represents a reduction in receivables as of March 31, 2021, for estimated ticket returns. This is an estimate based on returns received to date, as well as an estimate of tickets unsold by retailers for games that have a public sale end date prior to April 1, 2021. The allowance for ticket returns is \$551,714 as of March 31, 2021. The return of vendor fees related to the allowance for returns is \$45,847.

Inventories. Inventories consist of merchandise and supplies inventories. Merchandise inventory for the nine months ended March 31, 2022 and 2021 include scratch tickets valued at \$495,974 and \$322,331, respectively, that are stored in the warehouse, at retailers prior to being activated by the retailer, and with the marketing representatives. These ticket inventories are recorded at cost using the specific identification method and maintained on a perpetual inventory system. Tickets are charged to cost of tickets sold upon activation or after game end.

Supplies inventories include ticket dispensers, premiums and point-of-sale materials. For the nine months ended March 31, 2022, and 2021, supplies inventories totaled \$110,435 and \$129,104, respectively. These inventories are also recorded at cost using the specific identification method.

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

	June 30, 2021	Additions	Deletions	March 31, 2022
Leasehold Improvements	\$ 98,793	\$ 13,529	\$ -	\$ 112,322
Furniture & Equipment	\$ 664,636	\$ -	\$(74,875)	\$ 589,761
Accumulated Depreciation	\$(596,441)	\$(29,202)	\$ 63,640	\$(562,003)

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

Obligation to Transfer Funds. The Lottery is required to transfer its net revenue to the Montana State General Fund. This change was enacted through the passage of SB83 by the 1995 Legislature and signed into law in April 1995. The 2019 Legislature passed SB60 which changed the transfer requirements. Going forward, the Lottery is to transfer a set amount to the STEM scholarship first, and any residual would be transferred to the General Fund. The transfer obligations outstanding at March 31, 2022 were \$3,476,456 to the General Fund and \$375,000 to OCHE.



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

<u>Balance</u>	<u>Net Leave</u>	<u>Balance</u>
<u>June 30, 2021</u>	<u>Earned/(Used)</u>	<u>March 31, 2022</u>
\$260,173	\$(13,466)	\$246,707

Commissions. Section 23-7-301(10), MCA, provides retailers a commission on scratch and lotto tickets or chances sold. The Lottery Commission established this commission at 5% (6% for Sports Betting) of the face value of scratch tickets activated by the retailers and the face value of lotto tickets sold. Section 23-4-302 (5)(b)(i), MCA establishes a 5% commission of the face value of Fantasy Sports tickets sold. Retailers earn a commission rate of 6% on all Sports Bet Montana wagers place. In addition retailers can earn bonus commissions on tickets sold based on incremental sales of scratch and Treasure Play tickets. For the quarter ended March 31, 2022, retailers earned bonus commissions of \$131,458 and for the nine months ended March 31, 2022 the bonus commissions earned were \$598,676.

#### 4. **PAYMENTS TO OTHER STATE AGENCIES**

The Lottery receives a variety of services, supplies, and materials from other state agencies. These services and materials are detailed below for the nine months ended March 31, 2022

Insurance	\$ 17,595
Warrant Writing Services	1,162
Payroll Services	7,679
Audit Fees	85,074
Computer Fees	85,319
Records Retention	800
Printing	3,649
State Accounting System Support	3,452
Mail Processing Fees	6,836
Other	3,670
Administrative Service Fees	<u>74,443</u>
<b>TOTAL</b>	<b>\$289,679</b>

## 5. PRIZES

Paid Prizes. Section 23-7-402, MCA states, "A minimum of 45% of the money paid for tickets or chances must be paid as prize money". Prize expense is recorded based on the predetermined prize structure percentage for each game less unclaimed prizes. For the nine months ended March 31, 2022, the prize expense of \$61,815,479 is 69.0% of net Lottery ticket revenue of \$89,528,295. For the nine months ended March 31, 2021, the prize expense of \$60,680,384 is 71.5% of net Lottery ticket revenue of \$84,891,015.

## 6. MULTI-STATE LOTTERY

In November 1989 the Montana State Lottery joined the Multi-State Lottery Association (MUSL). MUSL was created in September 1987 to operate a multi-state lottery game for the benefit of party lotteries. Powerball, Mega Millions, and Lotto America are the games jointly operated by the members, in which Montana presently participates. Each lottery participating in MUSL is represented on the Board of Directors. The Multi-State Lottery Reserve Fund with balances of \$1,046,438 and \$1,058,383 as of March 31, 2022 and 2021, respectively, is comprised of several reserve accounts, which are maintained by the Multi-State Lottery Association (MUSL). The balance of these reserve accounts is as follows:

	March 31, <u>2022</u>	March 31, <u>2021</u>
Powerball Prize Reserve Account	\$ 327,847	\$ 362,138
Powerball Set Prize Reserve Account	142,542	114,397
Powerball Unreserved Account	129,903	143,714
Lotto America Prize Reserve Account	152,802	122,566
Mega Millions Prize Reserve Account	<u>293,344</u>	<u>315,568</u>
<b>Total</b>	<u><b>\$1,046,438</b></u>	<u><b>\$1,058,383</b></u>

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



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

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

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

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

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



## 7. GAMES

Currently, the Montana Lottery games are scratch ticket games, eight lotto games referred to as Powerball, Montana Ca\$h, Mega Millions, Treasure Play, Lucky for Life, Big Sky Bonus, Lotto America, and Montana Millionaire, a limited edition lottery game. The lottery is facilitating Fantasy Sports Games on behalf of the Board of Horse Racing. The Lottery was selling the Montana Sports Action Fantasy Football and the Racing games. These games ended play in July of 2021. The Lottery also implemented Sports Bet Montana which is a sports wagering game.

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

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

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

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



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

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

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

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

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

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



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

Montana Millionaire is a seasonal raffle-type game offering a \$1 million top prize. The first offering went on sale October 1, 2007. The lottery has sold the game every winter since. Tickets are sold sequentially, and the 2021 game offered 250,000 tickets, which sell for \$20 each. Early bird drawings for \$15,000 and \$25,000 were offered on Thanksgiving weekend and the second week of December to stimulate early sales. There were also 1,000 \$100 instant winners and 1,500 \$500 instant winners. Available tickets for the game sold out prior to the expected end of the game, selling out on November 6, 2021. Two \$1 million prizes were awarded. Montana Millionaire is scheduled to sell from November 1 through December 31, 2022, with a drawing on New Year's Day 2023.

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

## **8. COMMITMENTS - GAMING SUPPLIER CONTRACTS**

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

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



On-line Services. On February 13, 2015, the Lottery signed a seven-year contract with Intralot, Inc. of Duluth, GA to provide an on-line gaming system and the associated services beginning March 31, 2016. The contract requires Intralot to provide new terminals to all retailers with the associated software and communications. Payment under the contract is based on 8.00% of net weekly Lottery sales of lotto and scratch games. On August 18, 2008 an addendum was signed on the original contract to provide services for the Fantasy Sports games at 3% of net weekly Lottery sales up to \$2,999,999 of Montana Sports Action games. The contract currently has a termination date of March 30, 2023.

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

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

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

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

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

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

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



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

#### **10. LEASES/INSTALLMENT PURCHASES PAYABLE**

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

#### **11. INVESTMENTS**

Effective June 30, 2005, the State of Montana implemented the provisions of Governmental Accounting Standards Board (GASB) Statement No. 40, *Deposit and Investment Risk Disclosures*. The Lottery participates in two investment pools: the Multi-State Lottery Association (MUSL) reserve accounts and the State of Montana's Short Term Investment Pool (STIP). The applicable investment disclosures are described in the following paragraphs.

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

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

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

Per MUSL, for 2021 the prize reserves held on behalf of the Montana Lottery are invested in the Montana Winners Trust. In this trust, 76% was invested in Federal Agencies; another 8% was invested in the First American Government



Obligation Fund which is used for overnight investing and does not have a rating from S&P or Moodys, etc. However, it is a very conservatively managed vehicle, investing exclusively in short-term U.S. government securities. Another 3% was invested in a short-term Treasury Bill, and the other 13% of the prize reserves are invested in Federal Agency repurchase agreements secured by U.S. government securities. The Lottery does not have any authority or a policy regarding the investment portfolios.

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

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

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

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

The MUSL prize reserves are invested through the Montana Winners Trust with daily liquidity, and therefore, have low interest rate risk. The MUSL board's investment policy limits the individual security and the portfolio's maturity. As of June 30, 2021, the duration for the U.S. Government Treasury securities was a blended rate of 1.36 years.

The STIP securities are invested in various bond pools and investment portfolios which are liquid on a daily basis. Therefore, STIP itself, does have low risk. The duration for this pool as of June 30, 2021 is 115 days.

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

Structuring the investment portfolio so securities mature to meet cash requirements for ongoing operations, thereby normally avoiding the need to sell securities on the open market prior to maturity;

Maintaining a dollar-weighted average portfolio maturity (WAM) for 115 days or less (for this purpose, the date to the next coupon reset date will be used for all floating or variable rate securities); and

STIP will maintain a reserve account.”

### 13. FAIR VALUE MEASUREMENT

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

Level 1 – Quoted prices for identical assets or liabilities in active markets.

Level 2 – Prices determined using inputs, other than quoted prices included within Level 1, that are observable for an asset or liability, either directly or indirectly.

Level 3 – Prices are determined using unobservable inputs.

#### Investments Measured at Net Asset Value

	Fair Value Measurements Using			
	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservab le (Level 3)	
June 30, 2021				
<u>Investments by Net Asset Value</u>				
Short Term Investment Pool (STIP)	\$524,332			
Total Investments by net asset value level	<u>\$524,332</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>



## Investments Measured at Net Asset Value

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

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

## 14. OTHER POST EMPLOYMENT BENEFITS

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

In accordance with Section 2-18-704, MCA, the State provides post-retirement health insurance benefits to eligible employees who receive retirement benefits from the Public Employees' Retirement System (PERS) or various other State retirement systems, and elect to start medical coverage within 60 days of leaving employment. Retirement eligibility criteria differ by State retirement plan.

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



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

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

*Funding Policy.* The State of Montana pays for postemployment healthcare benefits on a pay-as-you-go basis. Section 2-18-12, MCA gives authority for establishing and amending the funding policy to the Department of Administration. As of December 31, 2020, the State OPEB plan's administratively established retiree medical premiums vary between \$457 and \$2,172 per month. Retiree dental premiums vary between \$41.10 and \$70.00 per month while vision premiums vary between \$7.64 and \$22.26 per month, depending on the coverage selected. The plan provides different coinsurance amounts and deductibles depending on whether members use in-network or out-of-network providers. Once retiree members become Medicare eligible, the plan automatically processes claim reimbursement as the secondary insurer, even if the member is not enrolled in Medicare.

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

The State's OPEB Plan TOL in December 31, 2020, rolled forward to March 31, 2021, actuarial valuation was determined using the following actuarial assumptions and other inputs, applied to all periods included in the measurement, unless otherwise specified:



Actuarial valuation date	December 31, 2020
Experience study period	January 1, 2018 through December 31, 2020
Actuarial measurement date (1)	March 31, 2021
Actuarial cost method	Entry age normal funding method
Amortization method	Open basis
Amortization period	20 years
Asset valuation	Not applicable since no assets meet the definition of plan assets under GASB 75

Actuarial assumptions:

Discount rate	2.23%
Projected payroll increases	2.50%
Participation:	
Future retirees	40.00%
Future eligible spouses	70.00%
Marital status at retirement	70.00%

Mortality – Healthy Assumed to follow RP-2000 Healthy Annuitant Mortality Table for ages 50 and above and the RP-2000 Combined Healthy Annuitant Mortality Table for ages below 50, set back four years for males, set back two years for females, with mortality improvements projected by Scale BB to 2018. For all other groups, healthy mortality is assumed to follow RP-2000 Combined Mortality Table with improvements projected by Scale BB to 2020, set back one year for males.

Mortality – Disabled Assumed to follow RP-2000 Disabled Mortality Table , set forward one year for males and set forward five years for females, with mortality improvements, with no projections.

(1) Updated procedures were used to roll forward the total OPEB liability measurement date.

*Changes in actuarial assumptions and methods since last measurement date:* The interest/discount rate was based on the average of multiple March 31,2021 municipal bond rate sources.

*Changes in benefit terms since last measurement date:* None

*Sensitivity of the TOL to changes in discount rate.* The following presents the TOL of the Lottery's plan, as well as what they would be if calculated using a discount rate that is 1-percentage-point lower (1.23%) or 1-percentage-point higher (3.23%) than the current discount rate:

	1.0% Decrease (1.23%)	Current Discount Rate (2.23%)	1.0% Increase (3.23%)
<u>Lottery OPEB</u>			
June 30, 2021	\$482,750	\$382,400	\$307,184

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

	1.0% Decrease (5.0%)	Current Discount Rate (6.0%)	1.0% Increase (7.0%)
<u>Lottery OPEB</u>			
June 30, 2021	\$302,154	\$382,400	\$493,246

*OPEB Expense and Deferred Outflows of Resources and Deferred Inflows of Resources Related to OPEB.* For the year ended June 30, 2021, the Lottery's plan's OPEB expense is \$24,372. The Lottery's proportionate share of the State's total OPEB liability is \$382,400 which is 0.2669% of the total State's OPEB liability at year end.

At June 30, 2021, the Lottery's OPEB plan deferred outflows and inflows of resources are from the following sources:

**June 30, 2021**

	Deferred Outflows of Resources	Deferred Inflows of Resources
Difference between expected and actual experience	\$ -	\$45,324
Changes in Assumptions or other inputs	\$290,254	\$38,351
Actual vs. Expected Investment Earnings	\$ -	\$ -
Amounts associated with transactions subsequent to the measurement date of the total OPEB liability	\$ 77	\$ -
Total	\$290,331	\$83,675



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

**June 30, 2020**

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

Deferred outflows of resources and deferred inflows of resources related to TOL will be recognized as OPEB expense as follows:

Year Ended June 30,	Amount Recognized in OPEB expense as an increase or (decrease) to OPEB expense
2022	\$ 16,412
2023	\$ 16,412
2024	\$ 16,412
2025	\$ 16,412
2026	\$ 16,412
Thereafter	\$124,517

**15. EMPLOYEE RETIREMENT PLAN**

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

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

The PERS-DBRP provides retirement, disability, and death benefits to plan members and their beneficiaries. Benefits are based on eligibility, years of service, and highest average compensation. Member rights are vested after five years of service.

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

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

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

**Compensation Cap**

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

**Eligibility for benefit**

Service retirement:

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

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

Early retirement, actuarially reduced:

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

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

Second retirement: (requires returning to PERS-covered employer or PERS service)  
Retired before January 1, 2016 and accumulate less than 2 years additional service credit or retired on or after January 1, 2016 and accumulate less than 5 years additional service credit: A refund of member's contributions plus return interest (currently 2.02% effective July 1, 2018), no service credit for second employment, start the same benefit amount the month following termination, and Guaranteed Annual Benefit Adjustment (GABA) starts again in the January immediately following the second retirement.



Retired before January 1, 2016 and accumulate at least 2 years of additional service credit: A recalculated retirement benefit based on provisions in effect after the initial retirement, GABA starts on the recalculated benefit in the January after receiving the new benefit for 12 months.

Retired on or after January 1, 2016 and accumulate 5 or more years of service credit: The same retirement as prior to the return to service, a second retirement benefit as prior to the second period of service based on laws in effect upon the rehire date, and GABA starts on both benefits in the January after receiving the original and the new benefit for 12 months.

### **Monthly benefit formula**

Members hired prior to July 1, 2011:

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

Members hired on or after July 1, 2011:

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

### **Guaranteed Annual Benefit Adjustment (GABA)**

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

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

### *Overview of Contributions.*

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



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

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

Employer contributions to the system: Effective July 1, 2014, following the 2013 Legislative session, PERS-employer contributions increase an additional 0.1% a year and will continue over 10 years through 2024. The additional employer contributions, including the 0.27% added in 2007 and 2009, will terminate on January 1 following actuary valuation results that show the amortization period has dropped below 25 years and would remain below the 25 years following the reduction of both the additional employer and additional member contributions rates. Effective July 1, 2013, employers are required to make contributions on working retirees' compensation. Member contributions for working retirees are not required. The portion of employer contributions allocated to the Plan Choice Rate (PCR) are included in the employers' reporting. The PCR was paid off effective March 2016 and the contributions previously directed to the PCR are now directed to member accounts.

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

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

*Actuarial Assumptions.* The Total Pension Liability as of June 30, 2020, is based on the results of an actuarial valuation date of June 30, 2016 with update procedures to roll forward the Total Pension Liability to June 30, 2017. There were several significant assumptions and other inputs used to measure the Total Pension Liability. The actuarial assumptions used in the June 30, 2017 valuation were based on the results of the actuarial experience study, dated May 2017 for the six year period ended June 30, 2016. Among those assumptions were the following:

- General Wage Growth 3.50% (includes Inflation at 2.40%)
- Merit Increases 0% to 4.80%
- Investment Return (net of admin expense) 7.34%
- Admin Expense as a % of Payroll 0.30%



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

Mortality assumptions among contributing members, service retired members and beneficiaries based on RP-2000 Combined Employee and Annuitant Mortality Tables projected to 2020 with scale BB, set back one year for males. Mortality assumptions among Disabled Retirees are based on RP-2000 Combined Mortality Tables with no projections.

*Discount Rate.* The discount rate used to measure the Total Pension Liability was 7.34%. The projection of cash flows used to determine the discount rate assumed that contributions from participating plan members, employers, and non-employer contributing entities will be made based on the Board's funding policy, which established the contractually required rates under Montana Code Annotated. The State contributes 0.10% of salaries paid by local governments and 0.37% paid by school districts. In addition, the state contributed a statutory appropriation from the general fund. Based on those assumptions, the Plan's fiduciary net position was projected to be adequate to make all the projected future benefit payments of current plan members through the year 2123. Therefore, the long-term expected rate of return on pension plan investments was applied to all periods of projected benefit payments to determine the Total Pension Liability. A municipal bond rate was not incorporated in the discount rate.

*Target Allocations.*

<b>Asset Class</b>	<b>Target Asset Allocation</b>	<b>Long-Term Expected Real Rate of Return</b>
Cash Equivalents	2.0%	0.11%
Domestic Equity	30.0%	6.19%
International Equity	16.0%	6.92%
Natural Resources	4.0%	3.43%
Private Investments	14.0%	10.37%
Real Estate	9.0%	5.74%
Core Fixed Income	20.0%	1.57%
Non-Core Fixed Income	5.0%	3.97%
<b>Total</b>	<b>100.0%</b>	



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

The following presents the employer's sensitivity of the Net Pension Liability to the discount rate in the table below. A small change in the discount rate can create a significant change in the liability. The Net Pension Liability was calculated using the discount rate of 7.34%, as well as what the Net Pension Liability would be if it were calculated using a discount rate 1.00% lower or 1.00% higher than the current rate.

*Sensitivity Analysis.*

	1.0% Decrease (6.34%)	Current Discount Rate	1.0% Increase (8.34%)
<u>Employer Net Pension Liability</u>			
June 30, 2021	\$3,370,135	\$2,448,441	\$1,674,225
June 30, 2020	\$2,546,264	\$1,772,282	\$1,121,848
June 30, 2019	\$2,549,622	\$1,762,942	\$1,116,952

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



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

Lottery Proportionate Share of Net Pension Liability:

Net Pension Liability as of 6/30/21	Net Pension Liability as of 6/30/20	Percent of Collective NPL as of 6/30/21	Percent of Collective NPL as of 6/30/20	Change in Percent of Collective NPL
\$2,448,441	\$1,772,282	0.092807%	0.084786%	0.001238%

At June 30, 2021, the Lottery recorded a liability of \$2,448,441 for its proportionate share of the Net Pension Liability. The Net Pension Liability was measured as of June 30, 2021, and the Total Pension Liability used to calculate the Net Pension Liability was determined by an actuarial valuation as of June 30, 2016, with roll forward provisions to June 30, 2017. For the fiscal years ended June 30, 2021, and 2020, the employer's proportion of the Net Pension Liability was based on the employer's contributions received by PERS during the measurement periods July 1, 2016 to June 30, 2017. Relative to the total employer contributions received from all of PERS' participating employers, at June 30, 2021, the Lottery's proportion was 0.092807%.

***Changes in actuarial assumptions and methods:***

The following changes in assumptions or other inputs were made that affected the measurement of Net Pension Liability:

- The discount rate was lowered from 7.65% to 7.34%
- The investment rate of return was lowered from 7.65% to 7.34%
- The inflation rate was reduced from 2.75% to 2.40%

***Changes in benefit terms:***

There have been no changes in benefit terms since the previous measurement date.

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

*Recognition of Deferred Inflows and Outflows.* At June 30, 2021 and 2020, the Lottery reported its proportionate share of PERS' deferred outflows of resources and deferred inflows of resources related to PERS from the following sources:

**June 30, 2021**

	Deferred Outflows of Resources	Deferred Inflows of Resources
Actual vs. Expected Experience	\$ 39,523	\$ 70,005
Changes in Assumptions	\$212,013	\$ -
Actual vs. Expected Investment Earnings	\$169,545	\$ -
Changes in Proportionate Share and Differences between Employer Contributions and Proportionate Share of Contributions	\$ -	\$ 91,778
Employer contributions subsequent to the measurement date – FY 2020 contributions	\$146,418	\$ -
Total	\$567,499	\$161,783

**June 30, 2020**

	Deferred Outflows of Resources	Deferred Inflows of Resources
Actual vs. Expected Experience	\$ 84,038	\$ 83,393
Changes in Assumptions	\$ 75,239	\$ -
Actual vs. Expected Investment Earnings	\$ 21,488	\$ -
Changes in Proportionate Share and Differences between Employer Contributions and Proportionate Share of Contributions	\$ -	\$199,373
Employer contributions subsequent to the measurement date – FY 2019 contributions	\$125,004	\$ -
Total	\$305,769	\$282,766

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



Year Ended June 30,	Amount Recognized in Pension Expense as an Increase or (decrease) to Pension Expense
2021	\$ (10,215)
2022	\$ 142,465
2023	\$ 74,079
2024	\$ 52,969
Thereafter	\$ 0