



Oregon Lottery  
Operating Summary  
For the month ending June 30, 2024  
(in thousands)

	Traditional				Video				Sports				Total Lottery			
	Current Month	Current Month	Last Year	Actual to Budget	Current Month	Current Month	Last Year	Actual to Budget	Current Month	Current Month	Last Year	Actual to Budget	Current Month	Current Month	Last Year	Actual to Budget
	Actual	Budget	Actual	Variance	Actual	Budget	Actual	Variance	Actual	Budget	Actual	Variance	Actual	Budget	Actual	Variance
Revenue	\$ 30,911	\$ 31,271	\$33,552	\$ (361)	\$ 1,333,498	\$ 1,340,969	\$ 1,329,619	\$ (7,471)	\$ 64,069	\$ 51,023	\$ 44,606	\$ 13,046	\$1,428,478	\$ 1,423,263	\$ 1,407,777	\$ 5,214
Prizes	19,385	19,675	21,058	290	1,235,418	1,243,346	1,232,875	7,928	57,529	46,375	39,523	(11,154)	1,312,332	1,309,396	1,293,456	(2,936)
<b>Net Revenue</b>	<b>11,526</b>	<b>11,596</b>	<b>12,494</b>	<b>(71)</b>	<b>98,080</b>	<b>97,623</b>	<b>96,744</b>	<b>457</b>	<b>6,540</b>	<b>4,648</b>	<b>5,083</b>	<b>1,892</b>	<b>116,146</b>	<b>113,867</b>	<b>114,321</b>	<b>2,279</b>
Direct Expenses	4,923	5,018	5,303	95	23,329	24,460	22,929	1,132	3,580	2,944	2,959	(636)	31,832	32,423	31,191	590
Total Indirect Revenue/(Loss)	1,449	77	780	1,372	3,219	861	180	2,357	127	20	2	107	4,795	959	962	3,837
Total Indirect Expense	2,772	806	1,410	(1,966)	4,602	8,966	5,706	4,364	249	209	132	(40)	7,624	9,981	7,248	2,358
<b>Net Profit from Operations</b>	<b>5,280</b>	<b>5,850</b>	<b>6,561</b>	<b>(570)</b>	<b>73,367</b>	<b>65,057</b>	<b>68,289</b>	<b>8,310</b>	<b>2,839</b>	<b>1,515</b>	<b>1,994</b>	<b>1,324</b>	<b>81,485</b>	<b>72,422</b>	<b>76,844</b>	<b>9,064</b>
Modernization Investment Spending													1,161	1,912	2,510	752
<b>Net Profit</b>													<b>\$80,325</b>	<b>\$70,509</b>	<b>\$74,334</b>	<b>\$9,815</b>

TOTAL LOTTERY				
	Current	Current	Last	Actual to
	Actual	Budget	Year	Budget
	Actual	Budget	Actual	Variance
<b>Percentages of Distributable Revenue for the Month</b>				
Prizes	91.9%	92.0%	91.8%	0.1%
Administrative Expenses	2.8%	3.1%	2.9%	0.3%
<b>Percentages of Distributable Revenue for the Year</b>				
Prizes	91.7%	91.7%	91.8%	0.0%
Administrative Expenses	3.0%	3.3%	2.9%	0.3%



**Oregon Lottery**  
**Operating Statement**  
**For the month ending June 30, 2024**

	Traditional	Video	Sports	Total Lottery			
				Actual	Budget	Variance	% Variance
<b>Revenue</b>							
Scratch-Its <sup>SM</sup> Instant Tickets	\$ 12,983,295			\$ 12,983,295	\$ 12,619,178	\$ 364,117	2.9%
Megabucks <sup>SM</sup>	2,817,756			2,817,756	2,526,190	291,566	11.5%
Powerball <sup>®</sup>	3,283,284			3,283,284	4,301,452	(1,018,168)	-23.7%
Mega Millions <sup>®</sup>	2,325,709			2,325,709	2,607,622	(281,913)	-10.8%
Raffle <sup>SM</sup>	-			-	-	-	N/A
Keno	8,835,228			8,835,228	8,512,343	322,885	3.8%
Pick 4 <sup>SM</sup>	151,614			151,614	159,132	(7,518)	-4.7%
Win For Life <sup>SM</sup>	392,906			392,906	395,377	(2,471)	-0.6%
Lucky Lines <sup>SM</sup>	120,816			120,816	149,951	(29,135)	-19.4%
Video Lottery <sup>SM</sup> (Gross Receipts)	\$ 1,333,497,800			1,333,497,800	1,340,968,805	(7,471,005)	-0.6%
Sports Wagering (Gross Receipts)			\$ 64,069,242	64,069,242	51,023,105	13,046,137	25.6%
<b>Total Revenue</b>	<b>30,910,608</b>	<b>1,333,497,800</b>	<b>64,069,242</b>	<b>1,428,477,650</b>	<b>1,423,263,155</b>	<b>5,214,495</b>	<b>0.4%</b>
Prizes	(19,384,670)	(1,235,418,162)	(57,528,742)	(1,312,331,574)	(1,309,395,952)	(2,935,622)	-0.2%
<b>Net Revenue</b>	<b>11,525,938</b>	<b>98,079,638</b>	<b>6,540,500</b>	<b>116,146,076</b>	<b>113,867,203</b>	<b>2,278,873</b>	<b>2.0%</b>
<b>Direct Expenses</b>							
Commissions	2,752,970	19,324,713	-	22,077,683	23,844,484	1,766,800	7.4%
Game Vendor Charges	940,536	39,376	3,580,403	4,560,314	3,918,361	(641,953)	-16.4%
Tickets	304,760	-	-	304,760	546,846	242,086	44.3%
Advertising	392,865	(584)	-	392,281	479,354	87,073	18.2%
Sales Support	40,855	4,350	-	45,205	96,865	51,660	53.3%
Game Equipment, Parts & Maintenance	9,251	1,849,134	-	1,858,385	1,168,150	(690,235)	-59.1%
Depreciation	480,692	2,092,778	-	2,573,470	2,367,665	(205,805)	-8.7%
Interest Expense	1,369	18,853	-	20,222	914	(19,308)	-2112.4%
<b>Direct Expenses</b>	<b>4,923,297</b>	<b>23,328,620</b>	<b>3,580,403</b>	<b>31,832,320</b>	<b>32,422,638</b>	<b>590,319</b>	<b>1.8%</b>
<b>Gross Profit</b>	<b>6,602,641</b>	<b>74,751,019</b>	<b>2,960,097</b>	<b>84,313,757</b>	<b>81,444,565</b>	<b>2,869,191</b>	<b>3.5%</b>
<b>Indirect Revenue</b>							
Gain (Loss) on Sale of Fixed Assets	(333)	(3,767)	(149)	(4,249)	-	(4,249)	N/A
Other Income/(Expense)	668,326	3,222,418	127,629	4,018,373	958,674	3,059,699	319.2%
Investment Market Value Adj	781,220	-	-	781,220	-	781,220	N/A
<b>Total Indirect Revenue/(Loss)</b>	<b>1,449,213</b>	<b>3,218,651</b>	<b>127,480</b>	<b>4,795,344</b>	<b>958,674</b>	<b>3,836,670</b>	<b>400.2%</b>
<b>Indirect Expenses</b>							
Public Information	10,573	119,698	4,740	135,010	5,848	(129,162)	-2208.7%
Market Research	8,451	95,677	3,789	107,916	(101,433)	(209,349)	206.4%
Salaries, Wages & Benefits	2,261,144	94,045	71,847	2,427,036	6,565,361	4,138,325	63.0%
Services & Supplies	340,102	3,850,419	151,104	4,341,625	3,318,274	(1,023,351)	-30.8%
Depreciation	38,667	437,767	17,335	493,770	193,345	(300,425)	-155.4%
Interest Expense	113,285	4,832	191	118,308	-	(118,308)	N/A
<b>Total Indirect Expense</b>	<b>2,772,221</b>	<b>4,602,438</b>	<b>249,007</b>	<b>7,623,666</b>	<b>9,981,395</b>	<b>2,357,729</b>	<b>23.6%</b>
<b>Net Profit from Operations</b>	<b>5,279,632</b>	<b>73,367,232</b>	<b>2,838,571</b>	<b>81,485,435</b>	<b>72,421,845</b>	<b>9,063,590</b>	<b>12.5%</b>
<b>Modernization Investment Spending</b>				<b>1,160,618</b>	<b>1,912,432</b>	<b>751,814</b>	<b>39.3%</b>
<b>Net Profit</b>				<b>\$ 80,324,817</b>	<b>\$ 70,509,413</b>	<b>\$ 9,815,404</b>	<b>13.9%</b>



**Oregon Lottery**  
**Supplemental Schedule of Services and Supplies Expenses**  
**For the month ending June 30, 2024**

	Traditional			Video			Sports			Total Lottery		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Variance
Travel	\$ 4,063	\$ 3,314	\$ (749)	\$ 45,996	\$ 36,855	\$ (9,141)	\$ 2,316	\$ 858	\$ (1,457)	\$ 52,375	\$ 41,027	\$ (11,348)
Office Expenses	2,959	2,843	(117)	33,504	31,614	(1,890)	1,327	736	(591)	37,790	35,193	(2,597)
Retailer Network Expenses	40,642	-	(40,642)	460,126	-	(460,126)	-	-	-	500,768	-	(500,768)
Retailer Network Recovery	(36,484)	-	36,484	(413,046)	-	413,046	-	-	-	(449,530)	-	449,530
Telecommunications	9,440	7,945	(1,495)	106,872	88,361	(18,511)	4,232	2,058	(2,174)	120,544	98,364	(22,180)
Intergovernmental Charges	11,460	12,649	1,189	129,737	140,671	10,934	5,138	3,276	(1,862)	146,334	156,596	10,262
Technology Expenses	53,765	62,883	9,118	608,693	699,332	90,639	24,104	16,286	(7,818)	686,562	778,501	91,939
Professional Services	270,156	156,662	(113,494)	3,058,537	1,742,277	(1,316,260)	121,116	40,574	(80,542)	3,449,809	1,939,513	(1,510,296)
Staff Training & Recruiting	3,177	4,607	1,430	35,968	51,238	15,269	1,424	1,193	(231)	40,569	57,038	16,469
Facilities	3,357	4,704	1,346	38,009	52,310	14,301	1,505	1,218	(287)	42,871	58,232	15,361
Facilities Maintenance	5,326	3,187	(2,139)	60,300	35,447	(24,852)	2,388	825	(1,562)	68,014	39,460	(28,554)
Other Services & Supplies	3,340	4,128	788	37,814	45,905	8,091	1,497	1,069	(428)	42,652	51,102	8,450
Fleet Expenses	4,765	5,109	344	53,941	56,816	2,875	2,136	1,323	(813)	60,842	63,248	2,406
<b>TOTAL</b>	<b>375,966</b>	<b>268,030</b>	<b>(107,936)</b>	<b>4,256,452</b>	<b>2,980,827</b>	<b>(1,275,625)</b>	<b>167,183</b>	<b>69,417</b>	<b>(97,766)</b>	<b>4,799,600</b>	<b>3,318,274</b>	<b>(1,481,326)</b>
Less Non Distributable Revenue	(35,864)	-	35,864	(406,033)	-	406,033	(16,079)	-	16,079	(457,975)	-	457,975
<b>AMOUNT REPORTED</b>	<b>\$ 340,102</b>	<b>\$ 268,030</b>	<b>\$ (72,071)</b>	<b>\$ 3,850,419</b>	<b>\$ 2,980,827</b>	<b>\$ (869,593)</b>	<b>\$ 151,104</b>	<b>\$ 69,417</b>	<b>\$ (81,687)</b>	<b>\$ 4,341,625</b>	<b>\$ 3,318,274</b>	<b>\$ (1,023,351)</b>

**Oregon Lottery**  
**Operating Statement**  
**Year to Date Through June 30, 2024**

				Total Lottery			
	Traditional	Video	Sports	Actual	Budget	Variance	% Variance
<b>Revenue</b>							
Scratch-Its <sup>SM</sup> Instant Tickets	\$ 159,752,047			\$ 159,752,047	\$ 159,289,462	\$ 462,585	0.3%
Megabucks <sup>SM</sup>	31,061,082			31,061,082	30,760,285	300,797	1.0%
Powerball <sup>®</sup>	95,639,778			95,639,778	96,826,117	(1,186,339)	-1.2%
Mega Millions <sup>®</sup>	55,896,152			55,896,152	55,203,354	692,798	1.3%
Raffle <sup>SM</sup>	2,499,630			2,499,630	2,500,000	(370)	0.0%
Keno	106,957,338			106,957,338	106,381,877	575,461	0.5%
Pick 4 <sup>SM</sup>	1,975,349			1,975,349	1,991,904	(16,555)	-0.8%
Win For Life <sup>SM</sup>	5,066,137			5,066,137	5,062,241	3,896	0.1%
Lucky Lines <sup>SM</sup>	1,771,950			1,771,950	1,806,080	(34,130)	-1.9%
Video Lottery <sup>SM</sup> (Gross Receipts)		\$ 16,119,825,840		16,119,825,840	16,129,908,283	(10,082,443)	-0.1%
Sports Wagering (Gross Receipts)			\$ 770,739,199	770,739,199	647,375,704	123,363,495	19.1%
<b>Total Revenue</b>	<b>460,619,463</b>	<b>16,119,825,840</b>	<b>770,739,199</b>	<b>17,351,184,501</b>	<b>17,237,105,306</b>	<b>114,079,195</b>	<b>0.7%</b>
Prizes	(282,719,019)	(14,929,269,335)	(695,622,420)	(15,907,610,773)	(15,809,949,165)	(97,661,608)	-0.6%
<b>Net Revenue</b>	<b>177,900,444</b>	<b>1,190,556,505</b>	<b>75,116,779</b>	<b>1,443,573,728</b>	<b>1,427,156,141</b>	<b>16,417,587</b>	<b>1.2%</b>
<b>Direct Expenses</b>							
Commissions	39,834,653	269,990,042	-	309,824,695	311,091,588	1,266,893	0.4%
Game Vendor Charges	11,667,277	688,102	39,778,670	52,134,049	51,233,694	(900,355)	-1.8%
Tickets	3,448,733	-	-	3,448,733	4,628,444	1,179,711	25.5%
Advertising	6,010,521	276,435	-	6,286,956	7,650,984	1,364,028	17.8%
Sales Support	524,522	8,723	-	533,245	1,080,098	546,853	50.6%
Game Equipment, Parts & Maintenance	127,335	9,184,116	-	9,311,451	12,632,688	3,321,237	26.3%
Depreciation	5,744,332	22,927,542	-	28,671,874	28,653,708	(18,166)	-0.1%
Interest Expense	8,530	95,644	-	104,174	10,946	(93,228)	-851.7%
<b>Direct Expenses</b>	<b>67,365,903</b>	<b>303,170,605</b>	<b>39,778,670</b>	<b>410,315,177</b>	<b>416,982,150</b>	<b>6,666,973</b>	<b>1.6%</b>
<b>Gross Profit</b>	<b>110,534,541</b>	<b>887,385,901</b>	<b>35,338,110</b>	<b>1,033,258,551</b>	<b>1,010,173,991</b>	<b>23,084,560</b>	<b>2.3%</b>
<b>Indirect Revenue</b>							
Gain (Loss) on Sale of Fixed Assets	24,705	221,065	9,451	255,222	-	255,222	N/A
Other Income	3,203,984	22,124,206	896,083	26,224,272	11,504,000	14,720,272	128.0%
Investment Market Value Adj	(2,181,865)	-	-	(2,181,865)	-	(2,181,865)	N/A
<b>Total Indirect Revenue/(Loss)</b>	<b>1,046,824</b>	<b>22,345,271</b>	<b>905,533</b>	<b>24,297,628</b>	<b>11,504,000</b>	<b>12,793,628</b>	<b>111.2%</b>
<b>Indirect Expenses</b>							
Public Information	103,819	803,080	29,921	936,820	1,188,000	251,180	21.1%
Market Research	39,326	268,106	7,543	314,975	860,525	545,550	63.4%
Salaries, Wages & Benefits	10,243,631	61,938,652	3,262,656	75,444,939	78,784,157	3,339,218	4.2%
Services & Supplies	2,779,778	22,931,661	935,558	26,646,997	40,284,117	13,637,120	33.9%
Depreciation	539,215	4,903,860	203,219	5,646,294	3,447,672	(2,198,623)	-63.8%
Interest Expense	119,696	69,656	3,000	192,351	-	(192,351)	N/A
<b>Total Indirect Expense</b>	<b>13,825,466</b>	<b>90,915,015</b>	<b>4,441,897</b>	<b>109,182,377</b>	<b>124,564,470</b>	<b>15,382,094</b>	<b>12.3%</b>
<b>Net Profit from Operations</b>	<b>97,755,899</b>	<b>818,816,157</b>	<b>31,801,746</b>	<b>948,373,803</b>	<b>897,113,520</b>	<b>51,260,282</b>	<b>5.7%</b>
<b>Modernization Investment Spending</b>				<b>8,299,661</b>	<b>22,949,000</b>	<b>14,649,339</b>	<b>63.8%</b>
<b>Net Profit</b>				<b>\$ 940,074,142</b>	<b>\$ 874,164,520</b>	<b>\$ 65,909,622</b>	<b>7.5%</b>



**Oregon Lottery**  
**Supplemental Schedule of Services and Supplies Expenses**  
**Year to Date Through June 30, 2024**

	Traditional			Video			Sports			Total Lottery		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Variance
Travel	43,727	50,436	6,708	348,635	560,908	212,273	16,667	13,062	(3,604)	409,029	624,406	215,377
Office Expenses	29,715	32,657	2,941	244,210	363,183	118,974	9,893	8,458	(1,436)	283,818	404,298	120,480
Retailer Network Expenses	642,823	-	(642,823)	5,184,878	-	(5,184,878)	-	-	-	5,827,701	-	(5,827,701)
Retailer Network Recovery	(731,046)	-	731,046	(5,981,873)	-	5,981,873	-	-	-	(6,712,919)	-	6,712,919
Telecommunications	114,278	95,325	(18,952)	957,258	1,060,136	102,878	37,684	24,688	(12,996)	1,109,220	1,180,150	70,930
Intergovernmental Charges	171,633	151,781	(19,852)	1,417,285	1,687,995	270,710	56,884	39,310	(17,574)	1,645,803	1,879,086	233,283
Technology Expenses	706,281	757,252	50,971	5,762,484	8,421,574	2,659,090	226,415	196,121	(30,294)	6,695,179	9,374,946	2,679,767
Professional Services	1,611,446	1,883,865	272,419	13,596,834	20,950,906	7,354,072	531,427	487,902	(43,525)	15,739,707	23,322,673	7,582,966
Staff Training & Recruiting	52,355	62,754	10,399	435,784	697,898	262,114	17,194	16,253	(941)	505,333	776,904	271,571
Facilities	41,794	56,431	14,638	268,536	627,584	359,048	9,869	14,615	4,746	320,198	698,630	378,432
Facilities Maintenance	44,472	38,238	(6,233)	387,429	425,256	37,828	15,345	9,903	(5,442)	447,245	473,398	26,153
Other Services & Supplies	47,288	64,589	17,301	382,250	718,309	336,059	16,272	16,728	456	445,810	799,626	353,816
Fleet Expenses	68,044	60,580	(7,463)	535,185	673,730	138,545	20,689	15,690	(4,999)	623,917	750,000	126,083
<b>TOTAL</b>	<b>2,842,810</b>	<b>3,253,908</b>	<b>411,098</b>	<b>23,538,894</b>	<b>36,187,479</b>	<b>12,648,586</b>	<b>958,338</b>	<b>842,730</b>	<b>(115,608)</b>	<b>27,340,041</b>	<b>40,284,117</b>	<b>12,944,076</b>
Less Non Distributable Revenue	(63,032)	-	63,032	(607,233)	-	607,233	(22,780)	-	22,780	(693,045)	-	693,045
<b>AMOUNT REPORTED</b>	<b>2,779,778</b>	<b>3,253,908</b>	<b>474,130</b>	<b>22,931,661</b>	<b>36,187,479</b>	<b>13,255,818</b>	<b>935,558</b>	<b>842,730</b>	<b>(92,828)</b>	<b>26,646,997</b>	<b>40,284,117</b>	<b>13,637,120</b>

**Oregon Lottery**  
**Comparative Balance Sheet**  
**As of June 30, 2024**

**DRAFT**

	As of 6/30/2024	As of 6/30/2023	As of 6/30/2022
<b>Assets</b>			
Current Assets:			
Cash	\$ 492,440,248	\$ 448,930,935	\$ 425,770,616
Securities Lending Cash Collateral	87,975	1,975,603	33,558,592
Investments for Prize Payments at Fair Value - Short-Term	10,966,734	11,019,492	11,131,033
Accounts Receivable - Games	36,397,808	28,130,022	23,652,118
Accounts Receivable - Other	1,263,564	57,271	79,165
Allowance for Doubtful Accounts	(67,362)	(34,100)	(321,629)
Ticket Inventory	2,777,854	2,398,282	1,836,035
Prepaid Expenses	8,004,722	3,417,469	3,574,729
<b>Total Current Assets</b>	<b>551,871,543</b>	<b>495,894,973</b>	<b>499,280,658</b>
Noncurrent Assets:			
Noncurrent Cash	67,079,596	88,346,226	106,553,940
Investments for Prize Payments at Fair Value - Long Term	80,827,983	89,369,066	101,288,804
Prize Reserves with Multi-State Lottery (MUSL)	4,609,711	4,268,602	4,264,744
Prize Reserves for Sports	-	320,000	2,320,000
Net OPEB Asset - RHIA	1,926,891	1,833,552	1,561,144
Capital Assets:			
Equipment, Net of Accumulated Depreciation	79,419,803	76,033,463	58,588,882
Computer Software, Net of Accumulated Depreciation	19,891,674	17,566,914	11,192,741
Building and Improvements, Net of Accumulated Depreciation	7,531,534	7,529,818	6,900,016
Leased Property and Equipment, Net of Accumulated Depreciation	1,838,374	2,147,987	972,043
Vehicles, Net of Accumulated Depreciation	3,242,252	2,136,207	2,008,688
Capital In Progress	3,171,507	-	-
Leasehold Improvements, Net of Accumulated Depreciation	45,310	79,292	112,496
<b>Total Noncurrent Assets</b>	<b>269,584,637</b>	<b>289,631,128</b>	<b>295,763,499</b>
Deferred Outflows Pension & OPEB	25,434,663	22,824,762	20,301,356
<b>Total Assets and Deferred Outflows</b>	<b>846,890,843</b>	<b>808,350,863</b>	<b>815,345,513</b>
<b>Liabilities</b>			
Current Liabilities:			
Economic Development Fund Liability	276,576,661	235,277,145	232,927,964
Obligations Under Securities Lending	87,975	1,975,603	33,558,592
Prize Liability	40,330,804	38,103,425	38,850,963
Accounts Payable	21,283,738	16,206,181	18,207,709
Compensated Absences - Current	3,165,912	2,969,593	3,550,723
Deferred Revenue	1,585,901	1,900,308	1,370,201
Deposit Liability	437,303	292,340	200,000
Contracts Payable - Current	3,575,554	3,668,794	3,744,809
<b>Total Current Liabilities</b>	<b>347,043,848</b>	<b>300,393,389</b>	<b>332,410,961</b>
Noncurrent Liabilities:			
Deferred Prize Liability	99,629,667	106,140,524	112,458,463
Compensated Absences - Noncurrent	1,704,722	1,670,396	1,997,281
Contracts Payable - Noncurrent	6,616,854	5,518,816	5,309,260
Net Pension Liability	64,059,207	48,951,329	30,791,310
Net Other Postemployment Benefits (OPEB) Obligation	800,282	843,747	955,560
<b>Total Noncurrent Liabilities</b>	<b>172,810,732</b>	<b>163,124,812</b>	<b>151,511,874</b>
Deferred Inflows Pension & OPEB	5,702,799	15,743,615	25,263,909
<b>Total Liabilities and Deferred Inflows</b>	<b>525,557,379</b>	<b>479,261,816</b>	<b>509,186,744</b>
<b>Equity</b>			
Retained Earnings:			
Fixed Asset Book Value Net of Associated Liabilities	106,544,401	98,376,717	73,362,750
Inventory and Prepaids	10,782,576	5,815,751	5,410,764
Asset/Project Purchases Committed	67,079,596	88,063,028	106,553,940
Restricted for OPEB Asset	1,926,891	1,833,552	1,561,144
Operating Working Capital	135,000,000	135,000,000	119,270,172
<b>Total Retained Earnings</b>	<b>321,333,464</b>	<b>329,089,048</b>	<b>306,158,770</b>
<b>Total Liabilities and Equity</b>	<b>\$846,890,843</b>	<b>\$808,350,864</b>	<b>\$815,345,514</b>



**Oregon Lottery**  
**Cash Flow Statement**  
**For the month ending June 30, 2024**

	Current Month	Year to Date
<b>Cash Flows from Operating Activities:</b>		
Receipts from Customers	\$ 1,422,686,555	\$ 17,342,732,043
Payments to Prize Winners	(1,312,902,698)	(15,906,942,274)
Payments to Employees	(1,324,455)	(45,991,084)
Payments to Suppliers	(30,949,570)	(445,222,276)
Other Income	1,220,332	2,103,139
<b>Net Cash Provided (Used) in Operating Activities</b>	<b>78,730,163</b>	<b>946,679,548</b>
<b>Cash Flows from Noncapital Financing Activities:</b>		
Transfers to EDL	-	(914,686,274)
Pre SLGRP Payments	(587,150)	(587,150)
<b>Net Cash Provided (Used) in Noncapital Financing Activities</b>	<b>(587,150)</b>	<b>(915,273,424)</b>
<b>Cash Flows from Capital and Related Financing Activities:</b>		
Acquisition/Restoration of Capital Assets	(2,116,876)	(39,162,552)
Contract Payments	(383,432)	(3,898,352)
Proceeds from Disposition/Impairment of Capital Assets	40,390	654,097
<b>Net Cash Provided (Used) in Capital and Related Financing Activities</b>	<b>(2,459,918)</b>	<b>(42,406,808)</b>
<b>Cash Flows from Investing Activities:</b>		
Purchases of Investments	-	(1,759,937)
Proceeds from Sales and Maturities of Investments	-	11,376,000
Interest on Investments and Cash Balances	2,409,927	23,674,311
Investment Expense	(36,859)	(47,007)
<b>Net Cash Provided (Used) in Investing Activities</b>	<b>2,373,068</b>	<b>33,243,367</b>
<b>Net Increase (Decrease) in Cash and Cash Equivalents</b>	<b>78,056,163</b>	<b>22,242,684</b>
Cash and Cash Equivalents - Beginning	481,463,680	537,277,161
<b>Cash and Cash Equivalents - Ending</b>	<b>\$ 559,519,844</b>	<b>\$ 559,519,844</b>
<b>Reconciliation of Operating Income to Net Cash Provided (used) by Operating Activities</b>		
Net Profit/(Loss)	\$ 80,324,817	\$ 940,074,142
<b>Adjustments to reconcile net profit to cash flows from operating activities</b>		
Depreciation and Amortization	3,067,240	34,318,168
Non-operating (Income)/Expense	(3,269,193)	(24,353,000)
(Gain)/Loss on Capital Asset Disposition	4,249	(255,222)
<b>Net Changes in Assets and Liabilities:</b>		
(Increase) / Decrease in Accounts Receivable - Games	(6,106,825)	(9,440,816)
(Increase) / Decrease in Ticket Inventory	(163,126)	(379,572)
(Increase) / Decrease in Prepaid Expense/Def Outflows	5,170,902	(7,197,154)
(Increase) / Decrease in Prize Reserves	317,974	(21,109)
(Increase) / Decrease in Net OPEB Asset	(93,339)	(93,339)
Increase / (Decrease) in Accounts Payable	9,840,522	5,070,069
Increase / (Decrease) in Compensated Absences Liability	13,558	230,645
Increase / (Decrease) in Deposit Liability	46,670	144,963
Increase / (Decrease) in Deferred Revenue/Inflows	(10,970,009)	(10,355,224)
Increase / (Decrease) in Prize Liability	(317,688)	3,872,585
Increase / (Decrease) in Net OPEB Obligation	(43,465)	(43,465)
Increase / (Decrease) in Net Pension Liability	907,878	15,107,878
<b>Total Adjustments and Changes</b>	<b>(1,594,653)</b>	<b>6,605,406</b>
<b>Net Cash Provided (Used) by Operating Activities</b>	<b>\$ 78,730,163</b>	<b>\$ 946,679,548</b>

**Oregon State Lottery**  
**Fiscal Year 2024 Financial Plan**  
**(In Thousands)**

**DRAFT**

	Commission Approved Budget				Forecast Adjustments				Adjusted Budget			
	Traditional	Video	Sports	Total	Sept	Dec	March	June	Traditional	Video	Sports	Total
<b>Revenue</b>												
Video Lottery <sup>SM</sup>		\$16,522,863		\$16,522,863	\$ (61,293)	\$ (43,687)	\$ (315,337)	\$ 27,362		\$16,129,908		\$16,129,908
Scratch-its <sup>SM</sup> Instant Tickets	\$ 156,123			156,123	599	280	(204)	2,491	\$159,289			159,289
Megabucks <sup>SM</sup>	31,286			31,286	(513)	(220)	2,039	(1,831)	30,760			30,760
Powerball®	49,698			49,698	10,968	23,117	5,201	7,842	96,826			96,826
Mega Millions®	26,938			26,938	14,786	3,958	97	9,424	55,203			55,203
Keno	105,800			105,800	1,239	(130)	(1,109)	582	106,382			106,382
Raffle <sup>SM</sup>	2,500			2,500	-	-	-	-	2,500			2,500
Pick 4 <sup>SM</sup>	2,000			2,000	(6)	32	(61)	27	1,992			1,992
Win for Life <sup>SM</sup>	3,864			3,864	292	768	41	98	5,062			5,062
Lucky Lines <sup>SM</sup>	1,986			1,986	(87)	12	24	(129)	1,806			1,806
Scoreboard			647,376	647,376	(0)	-	-	-			\$ 647,376	647,376
<b>Total Revenue</b>	<b>380,195</b>	<b>16,522,863</b>	<b>647,376</b>	<b>17,550,434</b>	<b>(34,016)</b>	<b>(15,870)</b>	<b>(309,309)</b>	<b>45,867</b>	<b>459,821</b>	<b>16,129,908</b>	<b>647,376</b>	<b>17,237,105</b>
Prizes	245,869	15,285,855	588,399	16,120,123	(38,286)	(25,352)	(322,659)	76,122	280,738	14,940,812	588,399	15,809,949
<b>Net revenue</b>	<b>134,326</b>	<b>1,237,008</b>	<b>58,977</b>	<b>1,430,311</b>	<b>4,269</b>	<b>9,482</b>	<b>13,349</b>	<b>(30,256)</b>	<b>179,083</b>	<b>1,189,096</b>	<b>58,977</b>	<b>1,427,156</b>
<b>Direct Expenses</b>												
Commissions	30,431	279,098		309,529	740	1,196	(3,735)	3,361	39,098	271,994		311,092
Game Vendor Charges	9,788	2,103	37,348	49,239	684	697	151	463	11,783	2,103	37,348	51,234
Tickets	4,628			4,628	0	-	-	-	4,628			4,628
Advertising	7,271	380		7,651	(0)	-	-	-	7,271	380	-	7,651
Sales Support	1,080			1,080	0	-	-	-	1,080			1,080
Game Equip, Parts & Maint	1	12,632		12,633	(0)	-	-	-	1	12,632		12,633
Depreciation	5,570	23,083		28,653	(0)	-	-	-	5,570	23,083		28,654
Capital Interest		11		11	(0)	-	-	-		11		11
<b>Total Direct Expenses</b>	<b>58,769</b>	<b>317,307</b>	<b>37,348</b>	<b>413,424</b>	<b>1,423</b>	<b>1,893</b>	<b>(3,584)</b>	<b>3,825</b>	<b>69,431</b>	<b>310,203</b>	<b>37,348</b>	<b>416,982</b>
<b>Gross Profit</b>	<b>75,557</b>	<b>919,701</b>	<b>21,629</b>	<b>1,016,887</b>	<b>2,846</b>	<b>7,589</b>	<b>16,933</b>	<b>(34,080)</b>	<b>109,652</b>	<b>878,893</b>	<b>21,629</b>	<b>1,010,174</b>
Relative Gross Profit %	7.43%	90.44%	2.13%						10.85%	87.00%	2.14%	
<b>Indirect Revenue</b>	<b>873</b>	<b>10,630</b>	<b>-</b>	<b>11,503</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>1,249</b>	<b>10,009</b>	<b>246</b>	<b>11,504</b>
<b>Indirect Expenses</b>												
Public Information	88	1,075	25	1,188	-	-	-	-	129	1,034	25	1,189
Market Research	64	779	18	861	-	-	-	-	93	749	18	861
Salaries & Benefits	5,802	70,628	2,354	78,784	-	-	-	-	8,552	68,545	1,687	78,784
Services & Supplies	2,993	36,434	857	40,284	-	-	-	-	4,373	35,048	863	40,284
Depreciation	256	3,118	73	3,447	-	-	-	-	374	2,999	74	3,448
<b>Total Indirect Expenses</b>	<b>9,203</b>	<b>112,034</b>	<b>3,327</b>	<b>124,564</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>13,521</b>	<b>108,375</b>	<b>2,667</b>	<b>124,566</b>
<b>Net Profit from Operations</b>	<b>67,227</b>	<b>818,297</b>	<b>18,302</b>	<b>903,826</b>	<b>2,846</b>	<b>7,589</b>	<b>16,933</b>	<b>(34,080)</b>	<b>97,380</b>	<b>780,527</b>	<b>19,208</b>	<b>897,112</b>
Modernization Reserve Spending				22,949	-	-	-	-				22,949
<b>Net Profit</b>				<b>\$880,877</b>	<b>2,846</b>	<b>7,589</b>	<b>16,933</b>	<b>(34,080)</b>				<b>\$874,163</b>
Additional Information:												
Capital outlay				36,862	-	-	-	-				36,862



## June 2024 Variance Analysis

### Net Revenue (Sales After Prizes)

June net revenues are \$116,146,076 on a budget of \$113,867,203 generating a favorable variance of \$2,278,873. Net revenues year-to-date are \$1,443,573,728 on a budget of \$1,427,156,141. This is a \$16,417,587 favorable variance to budget.

	Net Revenue Variance Favorable/(Unfavorable)							
	Month				YTD			
	Actual	Budget	Variance	Percent	Actual	Budget	Variance	Percent
Traditional	\$ 11,525,938	\$ 11,596,470	\$ (70,531)	-0.6%	\$ 177,900,444	\$ 179,083,224	\$ (1,182,780)	-0.7%
Video	98,079,638	97,622,529	457,109	0.5%	1,190,556,505	1,189,095,905	1,460,600	0.1%
Sports	6,540,500	4,648,205	1,892,295	40.7%	75,116,779	58,977,012	16,139,767	27.4%
	<u>\$ 116,146,076</u>	<u>\$ 113,867,203</u>	<u>\$ 2,278,873</u>	<u>2.0%</u>	<u>\$ 1,443,573,728</u>	<u>\$ 1,427,156,141</u>	<u>\$ 16,417,587</u>	<u>1.2%</u>

For the month of June total gross wagering was .4% more than anticipated. Although Powerball and video products sales did not reach expectations in June, Sports wagering was over forecast helping to net the small positive variance for gross wagering. Sports betting continues to exceed budget as Sports wagering is currently not included in the OEA forecast and has not been adjusted for the increases occurring. Although video gross wagering was less than anticipated amounts, the actual prize rate was 92.6% compared to the budgeted rate of 92.7% allowing net revenues to be slightly more than budget. Year to date net revenue, now compared to the June forecast, shows revenue after prizes close to forecast except for the sports product. As previously mentioned, sports wagering activity is not included in the FY24 forecast.

### Net Profit from Operations

Net profit from operations for the month is \$81,485,435 on a plan of \$72,421,845 creating a favorable variance of \$9,063,590. Net profit from operations year-to-date are \$948,373,803 compared to a budget of \$897,113,520 causing a favorable variance of \$51,260,282 (5.7%).

	Net Profit from Operations Variance Favorable/(Unfavorable)							
	Month				YTD			
	Actual	Budget	Variance	Percent	Actual	Budget	Variance	Percent
Net Revenue	\$ 116,146,076	\$ 113,867,203	\$ 2,278,873	2.0%	\$ 1,443,573,728	\$ 1,427,156,141	\$ 16,417,587	1.2%
Indirect Revenue	4,795,344	958,674	3,836,670	400.2%	24,297,628	11,504,000	12,793,628	111.2%
Direct Expense	31,832,320	32,422,638	590,319	1.8%	410,315,177	416,982,150	6,666,973	1.6%
Indirect Expense	7,623,666	9,981,395	2,357,729	23.6%	109,182,377	124,564,470	15,382,094	12.3%
Net Profit from Operations	<u>\$ 81,485,435</u>	<u>\$ 72,421,845</u>	<u>\$ 9,063,590</u>	<u>12.5%</u>	<u>\$ 948,373,803</u>	<u>\$ 897,113,520</u>	<u>\$ 51,260,282</u>	<u>5.7%</u>

June favorable net profit from operations was driven generally by net revenues from sports betting, higher than anticipated indirect revenue, and lower than anticipated indirect expense. June indirect revenue includes a \$1.2M contract penalty levied on our gaming vendor and \$2.4M



in interest earnings on cash balances. Year-to-date favorable net profit from operations drivers are interest earnings, and savings in indirect expenses.

**Direct Expenses - June favorable variance \$590,319; YTD favorable \$6,666,973**

Retailer Commissions: June favorable variance- \$1,766,800; YTD favorable 1,266,893

	Commissions Variance Favorable/(Unfavorable)					
	Traditional		Video		Total	
	Month	YTD	Month	YTD	Month	YTD
Variance from sales	\$ 30,644	\$ (67,864)	\$ 118,042	\$ 170,017	\$ 148,686	\$ 102,153
Variance from rate	(126,438)	(669,150)	1,744,552	1,833,891	1,618,114	1,164,740
	<u>\$ (95,794)</u>	<u>\$ (737,015)</u>	<u>\$ 1,862,594</u>	<u>\$ 2,003,908</u>	<u>\$ 1,766,800</u>	<u>\$ 1,266,893</u>

Nearly all the commission variance is caused by estimated rates being higher or lower than the actual rates occurring. The traditional rate forecast was increased in the fourth quarter adjustment to an annual rate of 8.5%. However, the actual rate for the year was 8.62% causing a small overage in traditional commissions compared to budget. The video commission rate was budgeted to be 1.7% for the year and the actual rate was 1.67% causing a favorable variance to the budgeted amount.

Game Vendor Charges: June unfavorable variance- \$(641,953); YTD unfavorable \$(900,355)

	Game Vendor Charges Variance Favorable/(Unfavorable)					
	June			YTD		
	Actual	Budget	Variance	Actual	Budget	Variance
Traditional	940,536	798,725	(141,811)	11,667,277	11,782,822	115,545
Video	39,376	175,224	135,848	688,102	2,102,688	1,414,586
Sports	3,580,403	2,944,412	(635,991)	39,778,670	37,348,184	(2,430,486)
	<u>4,560,314</u>	<u>3,918,361</u>	<u>(641,953)</u>	<u>52,134,049</u>	<u>51,233,694</u>	<u>(900,355)</u>

- Traditional game vendor charges for June exceeded budget due to charges for the week ending 5/25/24 being put in June rather than May. YTD expense is favorable to budget generally because of a change in promotion strategy so vendor system changes were no longer needed.
- Both June and YTD video amounts are under expectations because of the shift in Lottery priority and focus. This shift change resulted in a pause on some Intelligen changes that were originally anticipated.



- Sports game vendor charges are over expectations both month and YTD due to sales being higher than anticipated. However, the overage is less than would be expected since the budget was based on a higher rate than is being charged.

Tickets- June Variance favorable \$242,086; YTD favorable \$1,179,711

- For both June and year to date, ticket expense has a favorable variance as the result of both overestimating the purchases necessary to maintain adequate inventory levels and negotiating lower costs in pricing agreements. Negotiations were beginning when the budget was prepared.

Advertising-June favorable variance \$87,073; YTD favorable \$1,364,028

- Contributing factors to the year-to-date favorable variance are:
  - Fluctuations in campaign timing to when the budget was created.
  - Digital production planned for a jackpot game second chance feature for the Lottery mobile app and website. Due to shifts in enterprise priority, as well as vendor resource constraints, this project was paused for FY24. This project contributed to a favorable variance of \$475k.
  - Cost savings based on renewal negotiations with vendors and products.

Sales Support-June favorable variance \$51,660; YTD favorable \$546,853

- Contributing factors to the year-to-date favorable variance are:
  - The cycle of ordering inventory for maintenance parts is determined by inventory levels. Therefore, the timing of when these purchases occur is not always aligned with the projected forecast.
  - Lower than anticipated maintenance and replacements costs for signs and displays.
  - Some maintenance originally planned for FY 2024 was moved to FY 2025

Game, Equipment, Parts, & Maintenance (GEPM)-June unfavorable variance \$(690,235); YTD favorable \$3,321,237

- The monthly variance is related to gameset purchases occurring in June rather than prior months as expected.
- The year-to-date favorable variance is driven by a few factors:
  - ⊖ Cost savings of about \$1M from vendor discounts on game sets acquired earlier in the year.
  - Shift in strategy for purchasing additional game sets budgeted in FY 2024 that is now part of FY 2025 (about \$2M)
  - Timing of when a vendor develops a game. Based on how long it takes for a game to develop will impact QA testing, time for game to pass QA, and time to receive the product and recognize expense. The budget was created based on vendor forecasts for testing.



**Indirect Expenses - June favorable variance \$2,357,729; YTD favorable \$15,382,094**

Public Information-June unfavorable variance (\$129,162); YTD favorable \$251,180

- June unfavorable variance is primarily due to year-end invoices for responsible gambling creative production agency fees (\$83k) and print media (\$28k).
- The year-to-date favorable variance is generated by the fluctuations that exist within campaigns and the direction received from our advertising agency.

Market Research –June unfavorable variance (\$209,349); YTD favorable \$545,550

- June’s unfavorable balance is due to billings for research projects budgeted within the quarter but processed in June.
  - Olympic Research (\$46,900): Initial progress billing to kick off the 2024 wave of our annual Attitudes, Awareness, and Usage Tracking Study
  - Ipsos MMA (\$41,450): Initial progress billing to kick off our Scratch-its Player/Prospect Segmentation research.
  - Olympic Research (\$65,300): Initial progress billing to kick off Video Lottery Player/Prospect Segmentation research.
  - Alter Agents (\$46,667): Initial progress billing to kick off the 2024 wave of our annual Brand Promise Research
- YTD favorable variance is due to shifts in the timing and/or scope of studies identified at the beginning of the fiscal year. For example, some planned research did not occur as we paused to work on products while awaiting direction from the Governor. The mid-year budget review noted \$262,259 of research projects were cancelled.

Salaries, Wages, & Benefits – June favorable variance \$4,138,325 YTD favorable 3,339,218

- Salaries for June were unfavorable \$287,497 and year to date were favorable \$2,458,277 or 4.84%.
- Other payroll expenses (benefits, taxes and retirement) were favorable in June \$4,425,822. In June final expense amounts were received from the State for Lottery share of the State’s pension expense. Monthly estimates were accrued through April and stopped when we received an estimate for the annual expense. Once the final amount was received, \$3.4 million of previously accrued expense was reversed and a credit for retirement expense was recognized in June. Year to date the actual OPE rate of salaries was 56.1% and it was budgeted at 55.2%. However, salaries under budget for the year resulted in a favorable variance of \$881K for OPE.

Services & Supplies June unfavorable variance (\$1,023,351); YTD favorable \$13,637,120

Both June and year-to-date favorable conditions are attributable to the following segments:



- Retailer Network Expenses/Recovery- Expense and recovery accounts produce nearly a net effect but is included here for informational purposes. As explained in previous months there was no budget included as contract negotiations for our network services were ongoing.
- Facilities Maintenance- June unfavorable variance is attributed to the first invoice received from Johnson Controls Fire Protection for the Fire Alarm Control Panel Replacement project. This is an expected expense but not budgeted for June creating the negative variance.
- Travel- June unfavorable variance is attributed to out of state travel for the following:
  - Products Insight & Marketing
    - Forrester Conference in Nashville, TN. This was budgeted in May, but the expenses for travel were paid in June.
    - NASPL Professional Development Conference in Omaha, NE. This was attended in July 2024 but travel expenses were paid in June.
  - Finance & Administration
    - NASPL Professional Development Conference in Omaha, NE. This was attended in July 2024 but travel expenses were paid in June.
  - Gaming Operations
    - Association for Talent Development (ATD) Conference in New Orleans, LA. This was budgeted and attended in May, but the expenses were paid in June.
- Telecommunications- June unfavorable variance is attributed primarily to multiple year-end billings processing in June but budgeted within the quarter.
- Technology Expenses- Year to date favorable variances are created from the following project alterations.
  - Projects initiated but timelines in procurement have pushed out start dates:
    - eFleet (\$200k)
    - ITFM (\$690k)
    - EA Tool (\$550k)
  - Projects delayed by business/enterprise and not completed this FY:
    - LexisNexis for 2<sup>nd</sup> Chance (\$264k)
    - ITOM - On hold until post-LPI (\$1.15m)
    - Digital Channel (\$200k)
    - Mac Hardware (\$250k) and Mac Consulting (\$100k)
    - IGT Change Request (\$252K)



- SDWAN Project (\$375K)
- Projects proceeding with adjusted costs.
  - Information Security Consulting.
  - EA Roadmap (\$5.27m budgeted, -\$900k reduced after shifts in priorities)
  - GLI Testing.
- Professional Services June unfavorable variance of (\$1,510,296) is primarily attributed to:
  - Year-end consulting invoices for projects led by the Director and Information Technology. The majority of the \$1.5M variance was budgeted in Q4 FY 2024.
  - Project alterations listed under Technology Expenses are also resulting in year-to-date favorable variances for professional services.

## Modernization Investment Spending

Modernization investment spending is expense related to infrastructure enhancements. Funding is not provided from current year operations, but from prior years' net profit that was not transferred.

Modernization Investment Spending June favorable variance \$751,814; YTD favorable \$14,649,339  
When creating the budget, it can be difficult to determine which charges will be classified as capital and which will be expense since contractual language often has not been determined. As such, all expected charges were budgeted as expense. When the charges occur and are properly classified, charges that become capital create a favorable variance in expense and an unfavorable variance for capital outlay. To review performance to budget year to date, the following chart includes a reclassification of the budget for comparison purposes.

	Expense				Capital		
				Variance to			
	Budget	Budget Reclass	Actual	Adjusted Budget	Budget Reclass	Actual	Variance to Adjusted Budget
State Data Center Colocation	755,000	(149,769)	602,749	2,482	149,769	149,769	-
D365 Rollover	1,844,000	(205,991)	537,762	1,100,247	205,991	205,991	-
D365 Aurora Invoicing	2,000,000		-	2,000,000	-	-	-
RPM (Including Integration)	18,350,000	(6,108,407)	7,878,358	4,363,235	6,108,407	6,108,407	-
Other			50,492	(50,492)	-	-	-
	22,949,000	(6,464,167)	9,069,361	7,415,472	6,464,167	6,464,167	-

- The D365 rollover project was completed at a savings of \$1.1M. The project budget was high due to unknowns at the time of budget creation.
- D365 Aurora Invoicing project was paused due to vendor resource constraints.
- The RPM project is currently active and in progress but had not completed everything expected in FY24.





## Other Variances

- Interest Expense (Direct & Indirect) June unfavorable total (\$137,616), YTD unfavorable total \$(285,579)  
Unfavorable variances in interest expense are due to either budgeting low, or not at all, due to the lack of information for projecting these expenses. We were still in the process of implementing GASB 96 (Software Based Subscription Assets) when the budget was prepared. Although the overage to budget is a large percentage, actual amounts are small.
- Depreciation (Direct & Indirect) June unfavorable total (\$506,230), YTD unfavorable total (\$2,216,789)  
Unfavorable variances were expected for depreciation as we were still in the process of implementing GASB 96 (Software Based Subscription Assets) when the budget was prepared. June had small amounts of unfavorable variances in both direct and indirect depreciation. The direct depreciation variance is from the extension of the Intelligen contract while the indirect amount is from GASB 96 SBITA assets. The year-to-date unfavorable variance is mostly caused by GASB 96 assets. However, there were offsetting favorable variances from delays in the building security system replacement and vehicle purchases.
- Indirect Revenue June favorable \$3,836,670; YTD favorable \$12,793,628  
June results were significantly over budget due to strong interest earnings, a \$1.2M vendor performance penalty and a \$420K prize liability defeasance due to the passing of a Win for Life winner. Year to date variances is caused by the same factors with penalties contributing \$2.1M, prize liability defeasance contributing \$552K and interest earnings causing the rest. During FY24 interest rates ranged from 4.05% to 5.2% while the prior year range was only 1.15% to 4.05%.

