

NEW YORK LOTTERY

An Enterprise Fund of the State of New York

COMPREHENSIVE ANNUAL FINANCIAL REPORT

For the Fiscal Year Ended March 31, 2010

NEW YORK LOTTERY

An Enterprise Fund of the State of New York

**COMPREHENSIVE ANNUAL
FINANCIAL REPORT**

For the Fiscal Year Ended March 31, 2010

Prepared by

Financial Management Unit

NEW YORK LOTTERY
An Enterprise Fund of the State of New York

COMPREHENSIVE ANNUAL FINANCIAL REPORT
For the Fiscal Year Ended March 31, 2010

TABLE OF CONTENTS

INTRODUCTORY SECTION

| | |
|---------------------------------|----|
| Letter of Transmittal | 1 |
| Organizational Chart | 12 |
| Certificate of Achievement..... | 13 |

FINANCIAL SECTION

| | |
|---|----|
| Independent Auditors' Report | 14 |
| Management's Discussion and Analysis..... | 16 |
| Basic Financial Statements | |
| Statements of Net Assets | 24 |
| Statements of Revenue, Expenses, and Changes in Net Assets..... | 25 |
| Statements of Cash Flows..... | 26 |
| Notes to Basic Financial Statements..... | 27 |

STATISTICAL SECTION (UNAUDITED)

| | |
|---|----|
| Statistical Section Overview..... | 41 |
| Net Assets: Fiscal Years 2002-2010 | 42 |
| Changes in Net Assets: Fiscal Years 2002-2010 | 43 |
| Major Components of Lottery Revenue: Fiscal Years 2001-2010 | 44 |
| Revenue from Lottery Game Sales: Fiscal Years 2001-2010..... | 45 |
| Operating Expenses and Allocations: Fiscal Years 2001-2010..... | 46 |
| Outstanding Debt: Fiscal Years 2001-2010..... | 47 |
| New York State Demographics..... | 48 |
| Operating Information: Fiscal Years 2001-2010 | 50 |
| Capital Assets: Fiscal Years 2001-2010..... | 51 |

INTRODUCTORY SECTION



Gordon Medenica, Director

September 29, 2010

To readers of the New York Lottery's Comprehensive Annual Financial Report:

We are pleased to present the Comprehensive Annual Financial Report of the New York Lottery for the fiscal year ended March 31, 2010. This report has been prepared by the Financial Management Unit of the New York Lottery. The New York Lottery is responsible for the accuracy and fairness of all information included in this report. To the best of our knowledge, the report presents fairly in all material respects the financial position of the Lottery and the results of its operations for the period covered.

The report is presented in three sections: Introductory, Financial, and Statistical. The Introductory Section contains this transmittal letter, which provides an overview of the Lottery and its annual report, and the Lottery's organizational chart which lists principal officials and their respective positions within the agency. The Financial Section contains the Lottery's basic financial statements, the notes to the statements, and the independent auditor's report. It also includes Management's Discussion and Analysis which is supplementary information to the statements and offers readers a general overview and analysis of the Lottery's financial position and activities for the years covered by the statements. The Statistical Section includes certain financial, economic, and demographic data for the New York Lottery over the last ten years or as many as are available.

The New York Lottery was established in 1967 as a result of a constitutional amendment. It is currently administered by the Division of the Lottery, an independent unit of the Department of Taxation and Finance. It is operated in accordance with provisions of the New York State Lottery for Education Law (Tax Law Article 34). The mission of the Lottery is to raise revenue for education in the state of New York through the administration of lottery games.

The Lottery is included within the financial reporting entity of the State of New York as an enterprise fund. This report represents only the financial position and activities of the Lottery and not the corresponding financial position and activities of the State of New York.

*New York Lottery, One Broadway Center, P.O. Box 7500, Schenectady, NY 12301-7500
(518) 388-3400
www.nylottery.org*

When New Yorkers Play Responsibly, We All Win.

History of the New York Lottery

In November 1966, a Constitutional Amendment was approved by 61% of New York voters to establish the New York Lottery. Subsequently, Article 1, Section 9 of the Constitution of the State of New York was adopted to allow lotteries operated by the state, with net proceeds to be applied in aid of education. A lottery commission was established as a division of the Department of Taxation and Finance and the first lottery ticket was sold in New York in June, 1967. New York was the second state, behind New Hampshire, to conduct Lottery sales.

Administrative responsibilities for the Lottery were later transferred to the New York State Racing and Wagering Board. The Lottery was then reconstituted in 1976, and the Division of the Lottery was established as an independent division of the State Department of Taxation and Finance. Instant ticket sales resumed under this “new” Lottery in September 1976.

In November 1978, a popular European game called “Lotto” was introduced in New York with an initial jackpot of \$250,000. The new game steadily gained in popularity until a computerized or “online” system of play was introduced in 1980 and the excitement of “Lottomania” began in New York. That was followed by the introduction of the Daily Numbers 3-digit game in September, 1980 and the Win 4 four-digit game in 1981. These staple games kicked off a period of unprecedented growth in New York Lottery sales.

In 1987 a Keno game called “Pick 10” was introduced, followed in January 1992 by the addition of Take Five – a pari-mutuel game with a smaller, but more winnable jackpot than Lotto. At the beginning of 1994, new instant game technology was integrated into online sales terminals statewide. These new features improved management of instant game tickets, accounting, security, and validation. For the first time, Lottery retailers were able to pay prizes regardless of the place of purchase, order tickets through a telemarketing system, and receive “hassle-free” automatic shipments of all new instant game launches. As a result, instant game sales increased from \$298 million in 1994 to over \$1 billion by 1997.

In 1995, legislation authorized the implementation of Quick Draw, a monitor game offering more play options and prizes than Pick 10. Quick Draw sales commenced in September 1995 at social environment locations throughout the state.

Following the terrorist attacks on the World Trade Center in 2001, the State Legislature permitted New York’s entry into a multi-state lottery game and authorized video lottery gaming at certain pari-mutuel racetracks. As a result, the Lottery joined the multi-state Mega Millions game in May 2002.

In January 2004, the New York Lottery opened the doors of the first video lottery gaming facility in the state. Video lottery gaming terminals operate as electronic instant lottery games. A central determinant computer system draws winners from a centralized finite prize pool. Winning tickets are secure and pre-determined within the centrally located monitoring and control system. Video gaming facilities are now operational at eight racetracks throughout the state.

In September 2009, the Lottery launched Sweet Million, a draw game featuring a one million dollar jackpot prize. The introduction of this game was a response to consistent requests from players for a game with multiple jackpot winners, not just a single winner of a big jackpot. Sweet Million offers players the best odds of winning a one million dollar prize.

In 2009 the Mega Millions consortium began discussions with the Multi-State Lottery Association (MUSL), the administrators of the national Powerball game, to cross sell each other's games. The member states of each consortium subsequently ratified an agreement that authorized the New York Lottery to join the multi-state Powerball game and sales commenced in January 2010. The addition of this 2nd multi-state game allows the Lottery to offer New Yorkers the largest jackpot games four days per week.

Traditional Lottery Games

The New York Lottery offers players the chance to participate in many various draw and instant games through a retailer network of over 16,000 retailers. Current offerings include nine draw games, as well as the introduction of approximately 30 new instant games each year. The wide variety of Lottery games offer different methods of play, ranges of jackpot prizes, and convenience aspects that make playing the games fun, easy, and exciting entertainment.



MEGA MILLIONS is a multi-jurisdictional game in which the New York Lottery participates with California, Georgia, Illinois, Massachusetts, Maryland, Michigan, New Jersey, Ohio, Texas, Virginia, Washington, and the Multi-State Lottery Association (Powerball). Players choose 5 numbers from a pool of 56 and 1 number from a pool of 46 numbers. A player wins the jackpot by matching all 6 winning numbers drawn. Smaller prizes ranging from \$2 to \$250,000 can be won by matching 1 to 5 numbers. Players can select to receive the jackpot in annual installments or in one lump sum payment. Tickets cost one dollar and drawings are held twice per week, every Tuesday and Friday. Mega Millions is also available by subscription.



POWERBALL is a multi-jurisdictional game in which the New York Lottery participates with most other Mega Millions member states and the Multi-State Lottery Association member lotteries. Players choose 5 numbers from a pool of 59 and 1 number from a pool of 39 numbers. A player wins the jackpot by matching all 6 winning numbers drawn. Smaller prizes ranging from \$3 to \$200,000 can be won by matching 1 to 5 numbers. Players can select to receive the jackpot in annual installments or in one lump sum payment. Tickets cost one dollar and drawings are held twice per week, every Wednesday and Saturday. A **Power Play** multiplier feature gives players a chance to increase their non-jackpot prizes.



LOTTO is played by choosing 6 numbers from a pool of 59 and is still played for two games for one dollar. A player wins the jackpot by matching all 6 winning numbers drawn, but can also win other prizes by matching at least 3 winning numbers. Players can select to receive the jackpot in annual installments or in one lump sum payment. Drawings are held twice per week, every Wednesday and Saturday. Lotto is also available by subscription.



SWEET MILLION is played by choosing 6 numbers from a pool of 40. A player wins the jackpot of \$1 million by matching all six winning numbers drawn, but can also win other prizes by matching at least 3 of the winning numbers. Tickets cost one dollar and drawings are held twice per week, every Monday and Thursday. This game was launched in FY 2009-10.



NUMBERS is played by choosing a 3 digit number. A player wins prizes ranging from \$25 to \$500 by matching the winning numbers drawn. Wagers begin at fifty cents and drawings are held twice per day. **Lucky Sum** is an added feature that allows **Numbers** players to win additional prizes by matching the sum of the player's numbers to the sum of the winning numbers drawn for an extra one dollar wager. An **Instant Win** feature also allows players to win up to \$500 instantly for an additional one dollar wager by matching their numbers to a set of numbers randomly generated at the point of sale terminal.



WIN 4 is played by choosing a 4 digit number. A player wins prizes ranging from \$25 to \$5,000 by matching the winning numbers drawn. Wagers begin at fifty cents and drawings are held twice per day. **Lucky Sum** is an added feature that allows **Win 4** players to win additional prizes by matching the sum of the player's numbers to the sum of the winning numbers drawn for an extra one dollar wager. An **Instant Win** feature also allows players to win up to \$500 instantly for an additional one dollar wager by matching their **Win 4** numbers to a set of numbers randomly generated at the point of sale terminal.



TAKE FIVE is played by choosing 5 numbers from a pool of 39. A player wins the jackpot by matching all five winning numbers drawn, but can also win other prizes by matching at least 2 of the winning numbers. Tickets cost one dollar and drawings are held every night.



PICK 10 is played by choosing 10 numbers from a pool of 80. A player wins the jackpot of \$500,000 if all 10 of their numbers are included among 20 winning numbers drawn by the Lottery. Wagers begin at one dollar. Other prizes can also be won by matching 0,6,7,8, or 9 of the winning numbers drawn. Drawings are held every night.



QUICK DRAW is played by choosing 1 to 10 numbers from a pool of 80. A player wins prizes ranging from \$1 to \$100,000 based on how many numbers they match to the 20 winning numbers drawn by the Lottery. Wagers begin at one dollar. An **Extra** multiplier feature gives players a chance to increase their prize. As of August 1, 2010 drawings are held every 4 minutes on a daily basis except for the half-hour from 3:30 to 4:00 AM.



INSTANT GAMES are played by scratching a covering from pre-printed tickets to reveal prizes. There are a large variety of games and price points available for sale at any given time.

Video Lottery Gaming

On January 28, 2004, the New York Lottery commenced video lottery gaming operations with the opening of Saratoga Gaming & Raceway in Saratoga Springs. Since that date, the Lottery has opened 7 additional video gaming facilities across the state. As of March 31, 2010, these 8 facilities operate a statewide total of approximately 12,500 video lottery terminals.

Video lottery gaming had been conducted 16 hours per day at each gaming facility but legislation effective August 11, 2010 allows an additional 4 hours per day. The games utilize a central determinant system that draws winners from a centralized finite prize pool, similar to the administration of an instant scratch off game. By statute, video lottery games must pay out a minimum of 90% in prizes.



Empire City Casino at Yonkers Raceway is located in Yonkers, New York. Owned and operated by Yonkers Racing Corp, Empire City opened on October 11, 2006, and currently operates 5,310 video gaming machines.



Saratoga Gaming & Raceway is located in Saratoga Springs, New York. Owned and operated by Saratoga Harness Racing Inc, Saratoga Gaming & Raceway opened on January 28, 2004, and currently operates 1,770 video gaming machines.



Monticello Casino & Raceway is located in Monticello, New York. Owned and operated by Empire Resorts, Monticello Gaming & Raceway opened on June 30, 2004, and currently operates 1,090 video gaming machines.



Finger Lakes Gaming & Racetrack is located in Farmington, New York. Owned and operated by Delaware North Inc, Finger Lakes Gaming & Racetrack opened on Feb 18, 2004, and currently operates 1,199 video gaming machines.



Hamburg Casino at the Fairgrounds is located on the Fairgrounds in Hamburg, New York near Buffalo. Owned by the Erie County Agricultural Society and operated by Delaware North Inc, Fairgrounds Gaming & Raceway opened on March 17, 2004, and currently operates 959 video gaming machines.



Vernon Downs Casino is located in Vernon, New York. Owned and operated by American Racing & Entertainment LLC, Vernon Downs Gaming opened on October 26, 2006, and currently operates 761 video gaming machines.



Tioga Downs Casino is located in Nichols, New York. Owned and operated by American Racing & Entertainment LLC, Tioga Downs Gaming opened on July 4, 2006, and currently operates 775 video gaming machines.



Batavia Downs Casino is located in Batavia, New York. Owned and operated by Western Regional Off Track Betting Corporation, Batavia Downs Gaming opened on May 18, 2005, and currently operates 605 video gaming machines.

Economic Outlook

As a mature lottery, the New York Lottery expects only incremental growth in most of the traditional lottery games. The potential for higher growth is in jackpot-driven games like Mega Millions and Powerball, during intervals when jackpots roll to higher levels. In FY 2010-11, however, the Lottery should experience growth from its first full year of sales for Powerball and Sweet Million, which were both introduced during the second half of FY 2009-10. The Lottery also expects to see continued growth in video lottery gaming in the future. The Lottery currently operates eight video lottery gaming facilities but the process is currently under way to develop and open a ninth facility at Aqueduct Race Track. Having an additional facility in the middle of a large gaming population should provide a substantial increase to Lottery aid to education.

The Lottery expects significant increases in Quick Draw and video gaming sales in fiscal year 2010-11 due to expanded hours of operation for these products authorized by legislation passed July 1, 2010 and August 11, 2010 respectively.

As part of the Lottery's long-term financial planning, the Lottery routinely prepares sales and profit projections and assists the New York State Division of the Budget in preparing Lottery revenue estimates to be used in the State's five-year financial plan.

Accomplishments

In the fiscal year ended March 31, 2010, New York Lottery revenues reached \$7.818 billion while net profit earned for aid to education reached \$2.666 billion. This revenue was a record-setting amount, not only for the New York Lottery but a North American revenue record as well. The success was shared by a wide range of Lottery products. Sales of traditional draw games were up by 4.7% while video lottery gaming increased by an even greater 7.5% over the previous year.

During FY 2009-10, the Lottery started the equipment placement and software change portions of a statewide conversion of the point of sale terminals and the communications network utilized by all retailers. Effective August 1, 2010 retailers use state of the art terminals and peripheral hardware to increase sales and provide enhanced service to Lottery retailers and players.

There are certain other accomplishments that should be included here but which will be given only brief mention because they are covered in more detail in other sections of this transmittal letter. The refinancing of the Lottery's annuity prizes produced a savings of approximately \$63 million. This is discussed under Financial Policy Changes on page 9. The Lottery introduced Powerball in 2009-10 and it produced partial-year sales of \$36 million. Additional information on its introduction can be found at the end of History of the New York Lottery on page 3.

Future Projects

Pursuant to an RFP issued by the Lottery, a gaming operator has been selected for the Aqueduct Racetrack facility. Genting New York was selected by the Lottery evaluation committee and approved by the Governor, the Temporary President of the Senate, the Speaker of the Assembly, the Attorney General, and the State Comptroller. Genting NY paid an upfront licensing fee of \$380 million and construction will commence on a 4,500 machine video gaming facility in the fall of 2010. This promises to be a challenging project for the Lottery this year, but one that will provide significant video gaming revenues for education.

Financial Information

Internal Controls

Lottery management is responsible for designing and maintaining a system of internal controls to safeguard assets and ensure accurate financial information. All managers conduct annual internal control reviews within their units. During these reviews, controls are documented, evaluated, and tested. The Lottery's Internal Audit Unit regularly reviews and evaluates all activities of the Lottery from an internal control perspective and issues reports to management recommending improvements to the system of internal controls as necessary.

Beyond these internal reviews, the Lottery's financial statements are audited on an annual basis by a certified public accounting firm. As a state agency, the Lottery is also subject to periodic audits by the Office of the State Comptroller.

Budgetary Controls

New York State law limits administrative expenditures on Lottery operations to 15% of traditional lottery game sales and 10% of video lottery gaming net win. In addition, the legislature sets appropriation limits in the annual state budget which establish maximum amounts that can be spent on administrative costs other than sales-based agent commissions and vendor fees. Payment of expenditures is made through the Office of the State Comptroller which verifies compliance with budgetary appropriations. Historically the New York Lottery has efficiently controlled spending well below its statutory limit, allowing for unused administration funds to be transferred to the education account as surplus. For the year ended March 31, 2010, administrative surplus amounted to \$395.5 million.

Debt Administration

The Lottery's long-term liabilities consist primarily of installment payments due to winners of lottery jackpots. This debt is funded by United States government securities and New York City municipal bonds whose interest payments and maturities are timed to correspond with payments due to prize winners. As of March 31, 2010, the accrued value of the Lottery's installment prizes payable was \$1.448 billion, with \$183.5 million payable within one year and \$1.265 billion classified as long-term.

Financial Policy Changes

The Lottery made one financial policy change of note this year. Traditionally, the Lottery has invested only in zero-coupon securities backed by the United States government. During 2009-

10, this policy was changed to allow the Lottery to also invest in municipal bonds of New York City which make periodic payments of interest. As a result of this policy change, approximately \$690 million in face value of United States securities were sold and replaced with New York City municipal bonds. While the two sets of securities had comparable bond ratings, the more favorable interest rates of the New York City bonds produced a savings of approximately \$63 million.

Risk Management

On March 31, 2010, the Lottery maintained accounts receivable of \$417.2 million. The majority of this receivable is sales revenue due to be collected after the close of the fiscal year. To ensure these receivables are collected on a timely basis, payment terms have been minimized. Video gaming receipts are collected two business days after the gaming day. Online game receipts are collected four days after the end of a sales week. Instant game receipts are collected within 45 days from the activation of a book of tickets. All collections are made by electronic transfer. In the event of default, all retailers and video lottery gaming facilities are bonded. Delinquent retailer debts are certified to the Civil Recoveries Bureau of the State Attorney General's office for collection.

Independent Audit

The New York State Lottery's annual financial statements are audited by a certified public accounting firm. The statements include pertinent footnotes and Management's Discussion and Analysis. The statements for the year ended March 31, 2010 were audited by KPMG LLP. The auditors report and the financial statements are included in the Financial Section of this report.

Certificate of Achievement

The Government Finance Officers Association of the United States and Canada (GFOA) awarded a Certificate of Achievement for Excellence in Financial Reporting to the New York Lottery for its comprehensive annual financial report for the fiscal year ended March 31, 2009. In order to be awarded a Certificate of Achievement, a government must publish an easily readable and efficiently organized comprehensive annual financial report. This report must satisfy both generally accepted accounting principles and applicable legal requirements.

A Certificate of Achievement is valid for a period of one year only. We believe that our current comprehensive annual financial report continues to meet the requirements of the Certificate of Achievement Program, and we are submitting it to the GFOA to determine its eligibility for another certificate.

Acknowledgements

This Comprehensive Annual Financial Report reflects our continued commitment to maintain the highest standards of public accountability and to maintain the public trust through accounting transparency. Preparation of this report could not have been accomplished without the efforts and dedication of the entire Financial Management Unit.

Respectfully submitted,



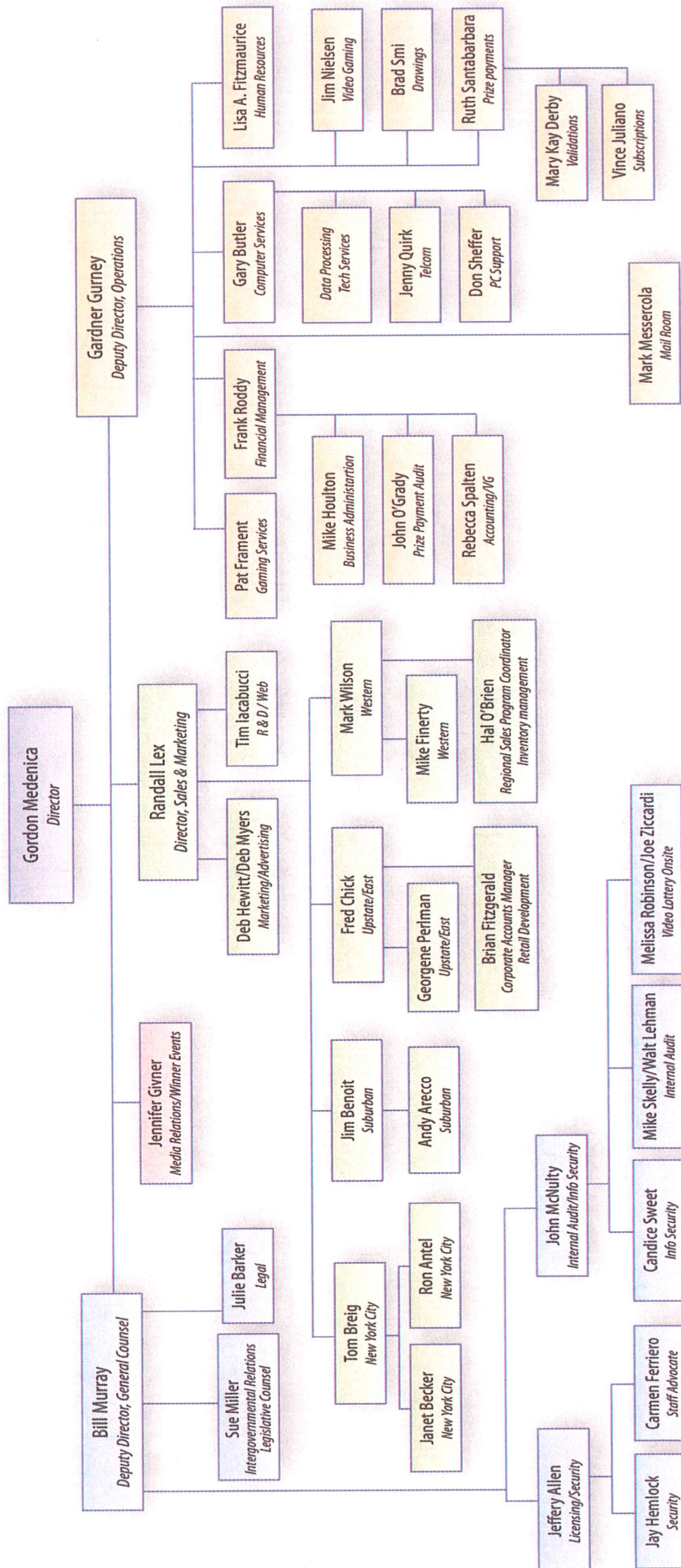
Frank L. Roddy Jr
Administrative Officer



Gardner S. Gurney
Deputy Director,
Director of Operations



Gordon Medenica
Director



Certificate of Achievement for Excellence in Financial Reporting

Presented to

New York Lottery

For its Comprehensive Annual
Financial Report
for the Fiscal Year Ended
March 31, 2009

A Certificate of Achievement for Excellence in Financial Reporting is presented by the Government Finance Officers Association of the United States and Canada to government units and public employee retirement systems whose comprehensive annual financial reports (CAFRs) achieve the highest standards in government accounting and financial reporting.



A stylized handwritten signature in black ink.

President

A handwritten signature in black ink that reads "Jeffrey R. Emen".

Executive Director

FINANCIAL SECTION



KPMG LLP
515 Broadway
Albany, NY 12207

Independent Auditors' Report

New York State Lottery:

We have audited the accompanying statements of net assets of the New York State Lottery (Lottery) as of March 31, 2010 and 2009, and the related statements of revenue, expenses, and changes in net assets, and cash flows for the years then ended. These financial statements are the responsibility of the Lottery's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Lottery's internal control over financial reporting. Accordingly, we express no such opinion. An audit also includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

As discussed in note 1, the financial statements of the New York State Lottery are intended to present the financial position, and changes in financial position and cash flows, of only that portion of the financial reporting entity of the State of New York that is attributable to the transactions of the Lottery. They do not purport to, and do not, present fairly the financial position of the State of New York as of March 31, 2010 and 2009, the changes in financial position or its cash flows, where applicable, for the years then ended in conformity with U.S. or accepted accounting principles.

In our opinion, the financial statements referred to above present fairly, in all material respects, the net assets of the New York State Lottery as of March 31, 2010 and 2009, and changes in net assets and its cash flows for the years then ended in conformity with U.S. generally accepted accounting principles.

The Management's Discussion and Analysis, listed in the accompanying table of contents, is not a required part of the basic financial statements but is supplementary information required by U.S. generally accepted accounting principles. We have applied certain limited procedures, which consisted principally of inquiries of management regarding the methods of measurement and presentation of the required supplementary information. However, we did not audit the information and express no opinion on it.



Our audit was conducted for the purpose of forming an opinion on the financial statements that collectively comprise the Lottery's basic financial statements. The introductory section and statistical section, listed in the accompanying table of contents, are presented for purposes of additional analysis and are not a required part of the basic financial statements. The introductory section and statistical section have not been subjected to the auditing procedures applied in the audit of the basic financial statements and, accordingly, we express no opinion on them.

KPMG LLP

June 30, 2010

NEW YORK STATE LOTTERY

Management's Discussion and Analysis (Unaudited)

March 31, 2010 and 2009

The management of the New York State Lottery (New York Lottery or Lottery) offers readers the following general overview and analysis of the New York Lottery's financial position and activities for the fiscal year ending March 31, 2010 and 2009. We encourage readers to consider this information in conjunction with the detailed financial statements and explanatory notes that follow. The New York Lottery's basic financial statements for the fiscal years ending March 31, 2010 and 2009 have been prepared in accordance with U.S. generally accepted accounting principles.

Financial Highlights

- New York Lottery revenues totaled \$7.818 billion, the largest total ever for the Lottery, while net proceeds earned for Lottery Aid to Education reached \$2.666 billion for fiscal year 2010, also an all-time record.
- New York Lottery revenues in fiscal year 2010 surpassed the revenues of 2009 by \$158.2 million or 2.1%. In fiscal year 2009, the annual revenue increase was \$111.7 million or 1.5%.
- Net proceeds earned for Lottery Aid to Education in fiscal year 2010 were more than the net proceeds of 2009 by \$122.3 million or 4.8%. Comparatively, the annual earnings for education in fiscal year 2009 were less than 2008 by \$12.2 million or 0.5%.
- Prize expense decreased by \$52.0 million or 1.3% during fiscal year 2010. Prize expense increased by \$50.5 million or 1.3% during fiscal year 2009. Prize expense decreased in fiscal year 2010 due to a sales shift from higher payout instant games to draw games with lower prize payouts. Prize expense also declined due to transactions in the investment portfolio whereby the Lottery sold a significant portion of U.S. Treasury strip holdings and purchased similarly rated, higher-yielding municipal bonds. The resulting savings reduced prize expense during fiscal year 2010 since less cash was required to fulfill prize obligations.
- Operating income increased by \$172.1 million or 6.9% during fiscal year 2010. Operating income decreased by \$79.4 million or 3.1% during fiscal year 2009.
- Nonoperating income decreased by \$162.7 million during fiscal year 2010. This decrease follows a \$12.0 million decrease in fiscal year 2009. The decreases are primarily the result of a decline in unrealized gains on investments.
- Working Capital (current assets minus current liabilities) decreased to \$109.4 million at the end of fiscal year 2010. This was a decrease of \$26.4 million or 19.5% compared to fiscal year 2009, primarily due to reduced receivables on ticket sales. At the end of fiscal year 2009, working capital was \$135.8 million. This was a decrease of \$0.4 million or 0.3% compared to fiscal year 2008.

NEW YORK STATE LOTTERY

Management's Discussion and Analysis (Unaudited)

March 31, 2010 and 2009

Overview of Financial Statements

The New York Lottery presents its financial statements using the accrual basis of accounting, which is comparable to the method used by many private sector businesses. The accrual basis recognizes revenues when earned, not when received. Likewise, expenses are recognized when incurred, not when paid. The Lottery prepares the following three financial statements for fiscal years 2010 and 2009:

Statements of Net Assets

The statement on page 10 provides information on the nature and amount of the Lottery's assets, liabilities and net assets at the close of fiscal years 2010 and 2009. The relationship of assets to liabilities and resulting net assets is one indicator of the financial condition of the Lottery and can also be a reflection of changes within the Lottery.

Statements of Revenue, Expenses, and Changes in Net Assets

The statement on page 11 reflects the Lottery's operating and nonoperating revenues and expenses and the change in net assets for the year.

Statements of Cash Flows

The comparative statement on page 12 is presented on the direct method of reporting and reflects cash flows from operating activities as well as capital and noncapital financing and investing activities. Cash collections and payments are reflected in this statement to arrive at the net increase or decrease in cash and cash equivalents for the year.

The above mentioned financial statements, the notes and this management discussion and analysis provide information about the Lottery's overall financial condition.

This management discussion and analysis is meant to be an introduction to the financial statements and to assist readers in understanding the results of the operation and the financial condition of the New York Lottery. The notes to the financial statements are an integral part of the statements and include additional data and explanations which are to be used in concert with the financial statements.

The New York Lottery deposits its net proceeds into six accounts held in joint custody by the Commissioner of Taxation and Finance and the State Comptroller. These six accounts and the purpose of the funds are as follows:

- Lottery Education Account – Accumulates the required deposits for Aid to Education from revenues, not including video gaming revenues.
- Prize Pending Account – Consists of Lottery prizes that have not yet been paid from revenues, excluding video gaming revenues.
- Administration Account – Utilized to pay for the Lottery's administrative costs that are not related to or funded by video gaming revenues.
- Video Gaming Education Account – Accumulates the required deposits for Aid to Education from video gaming operations.

NEW YORK STATE LOTTERY

Management's Discussion and Analysis (Unaudited)

March 31, 2010 and 2009

- Video Gaming Prize Pending Account – Consists of video gaming prizes awarded that have not yet been claimed.
- Video Gaming Administration Account – Utilized to pay the administrative costs of video gaming.

Financial Analysis

Summary of Net Assets

The comparative summary of net assets represents the Lottery's financial position as of the fiscal years ended for 2010, 2009, and 2008 (in millions):

| | FY 2010 | FY 2009 | FY 2008 | FY 2010 vs. FY 2009 | | FY 2009 vs. FY 2008 | |
|---------------------------------|---------------|--------------|--------------|---------------------|----------------|---------------------|----------------|
| | | | | Dollar change | Percent change | Dollar change | Percent change |
| Capital assets | \$ 4 | 7 | 11 | (3) | (42.9)% | \$ (4) | (36.4)% |
| Other assets | 2,064 | 2,098 | 2,081 | (34) | (1.6) | 17 | 0.8 |
| Total assets | <u>2,068</u> | <u>2,105</u> | <u>2,092</u> | <u>(37)</u> | <u>(1.8)</u> | <u>13</u> | <u>0.6</u> |
| Current liabilities | 631 | 586 | 637 | 45 | 7.7 | (51) | (8.0) |
| Noncurrent liabilities | 1,268 | 1,241 | 1,182 | 27 | 2.2 | 59 | 5.0 |
| Total liabilities | <u>1,899</u> | <u>1,827</u> | <u>1,819</u> | <u>72</u> | <u>3.9</u> | <u>8</u> | <u>0.4</u> |
| Restricted net assets | 79 | 72 | 110 | 7 | 9.7 | (38) | (34.5) |
| Invested in capital assets, net | — | — | — | — | — | — | — |
| Unrestricted net assets | 90 | 206 | 163 | (116) | (56.3) | 43 | 26.4 |
| Total net assets | <u>\$ 169</u> | <u>278</u> | <u>273</u> | <u>(109)</u> | <u>(39.2)</u> | <u>\$ 5</u> | <u>1.8</u> |

Capital Assets

Capital assets consist of equipment and leasehold improvements. During fiscal year 2010 and 2009, there were no significant changes in capital assets. Activity was primarily limited to yearly depreciation. Additional information about the Lottery's capital assets can be found in note 1h of the notes to the basic financial statements.

Other Assets

Other assets consist of cash and cash equivalents, accounts receivable, instant ticket inventory, and investments. During fiscal year 2010, other assets decreased by \$34.0 million which represented a change of (1.6)% from the previous year. This was in contrast to fiscal year 2009 when other assets increased by \$17.4 million, or 0.8%.

Current Liabilities

Current liabilities consist of prizes awarded in the past year that remain unclaimed, amounts due to education, accrued expenses, accounts payable, the value of Lottery tickets purchased in advance of game drawings (deferred ticket sales), and the short-term portion of long-term prizes payable, capitalized leases, and amounts due to employees for unused vacation leave. In total, these accounts increased by \$45.1 million during fiscal year 2010 due primarily to an increase in unclaimed prizes. These changes can be contrasted to the fiscal year ended

NEW YORK STATE LOTTERY

Management's Discussion and Analysis (Unaudited)

March 31, 2010 and 2009

March 31, 2009 when there was a \$50.3 million annual decrease in total current liabilities due in large part to payment of a \$32.8 million Lotto jackpot that had been outstanding at the close of the prior year.

Noncurrent Liabilities

Noncurrent liabilities consist of amounts due to be paid more than one year after the close of the fiscal year for installment prizes, unused employee vacation leave, and capitalized leases. During fiscal year 2010 and 2009, this category of liabilities increased by \$26.8 million and \$59.1 million respectively, with the increases occurring primarily in long-term prizes payable. The increases were caused mainly by the steady addition each year of new instant game top prize winners to be paid over an extended period of time and in some cases for the rest of their lives.

Net Assets

Restricted net assets for future prizes consist of prize funds that are in excess of prizes actually claimed at the fiscal year end, but which are necessary to ensure future prize payments. For example, prize funds from past sales are utilized to pay an accumulating or future New York Lotto, Powerball, or Mega Millions jackpot or contribute toward a created but unclaimed instant ticket prize. These amounts are available by statute for this purpose.

Net assets invested in capital assets are the amounts recorded as capital assets less the amounts of related debt. During fiscal years 2010, 2009, and 2008, capital assets were \$4.0 million, \$6.8 million and \$11.3 million, respectively, while related debt was \$3.9 million, \$6.9 million and \$11.4 million.

Unrestricted net assets listed on the statement of net assets are largely the cumulative result of increased fair market value of United States guaranteed marketable securities held by the Lottery to pay prize winners on an annuity basis. Since the full maturity value of the investments is needed to pay the annuity prizes, the Lottery does not expect to realize any permanent gain on these investments.

NEW YORK STATE LOTTERY

Management's Discussion and Analysis (Unaudited)

March 31, 2010 and 2009

Summary of Revenue, Expenses, and Changes in Net Assets

The following summary compares the Lottery's operating revenues, expenses and changes in net assets for the fiscal years 2010, 2009 and 2008 (in millions).

| | FY 2010 | FY 2009 | FY 2008 | FY 2010 vs. FY 2009 | | FY 2009 vs. FY 2008 | |
|---|----------|---------|---------|---------------------|----------------|---------------------|----------------|
| | | | | Dollar change | Percent change | Dollar change | Percent change |
| Operating revenue: | | | | | | | |
| Lottery revenue, net | \$ 7,818 | 7,660 | 7,548 | 158 | 2.1% | \$ 112 | 1.5% |
| Operating expenses: | | | | | | | |
| Direct expenses | (5,013) | (5,030) | (4,838) | 17 | (0.3) | (192) | 4.0 |
| Indirect expenses | (133) | (130) | (131) | (3) | 2.3 | 1 | (0.8) |
| Total operating expenses | (5,146) | (5,160) | (4,969) | 14 | (0.3) | (191) | 3.8 |
| Operating income | 2,672 | 2,500 | 2,579 | 172 | 6.9 | (79) | (3.1) |
| Nonoperating income (expenses) | | | | | | | |
| Nonoperating income | (40) | 124 | 175 | (164) | (132.3) | (51) | (29.1) |
| Nonoperating expenses | (75) | (76) | (115) | 1 | (1.3) | 39 | (33.9) |
| Total nonoperating income (expenses) | (115) | 48 | 60 | (163) | (339.6) | (12) | (20.0) |
| Income before required allocation | 2,557 | 2,548 | 2,639 | 9 | 0.4 | (91) | (3.4) |
| Required allocation – contribution for aid to education | (2,666) | (2,544) | (2,556) | (122) | 4.8 | 12 | (0.5) |
| Change in net assets | \$ (109) | 4 | 83 | (113) | (2,825.0) | \$ (79) | (95.2) |

Revenues

The New York Lottery exists for the sole purpose of raising revenue to help support Aid to Education. The Lottery achieves its mission through the sale of Lottery tickets at approximately 17,000 licensed retail locations across the state. The Lottery also achieves its mission through eight licensed video lottery gaming facilities located in Saratoga, Monticello, Farmington, Hamburg, Batavia, Tioga, Vernon, and Yonkers, New York.

During the fiscal year 2010, the Lottery achieved \$3.170 billion in draw sales, \$3.611 billion in instant sales, and \$1.037 billion in video lottery gaming net machine income for a total of \$7.818 billion, a 2.1% (\$158.2 million) increase over the previous fiscal year. This record year eclipses the record set the previous year when 2009 revenues reached \$7.660 billion, a \$111.7 million or 1.5% increase. Significant growth was generated in video gaming during both fiscal years and in draw games during 2010.

NEW YORK STATE LOTTERY

Management's Discussion and Analysis (Unaudited)

March 31, 2010 and 2009

The following compares the Lottery's revenues by game and the percentage of total revenues by game for the fiscal years 2010, 2009, and 2008 (in millions).

| Game | FY 2010 | | FY 2009 | | FY 2008 | |
|------------------------------|----------|---------------------------|----------|---------------------------|----------|---------------------------|
| | Revenue | Percent of total revenues | Revenue | Percent of total revenues | Revenue | Percent of total revenues |
| Mega Millions | \$ 558 | 7.1% | \$ 467 | 6.1% | \$ 482 | 6.4% |
| Lotto | 178 | 2.3 | 178 | 2.3 | 208 | 2.8 |
| Take 5 | 306 | 3.9 | 329 | 4.3 | 320 | 4.2 |
| Numbers | 846 | 10.8 | 850 | 11.1 | 857 | 11.4 |
| Win 4 | 766 | 9.8 | 740 | 9.7 | 718 | 9.5 |
| Quick Draw | 412 | 5.3 | 425 | 5.5 | 444 | 5.9 |
| Pick 10 | 32 | 0.4 | 32 | 0.4 | 32 | 0.4 |
| Promotion Raffle Game | — | — | 8 | 0.1 | 18 | 0.2 |
| Sweet Million | 36 | 0.5 | — | — | — | — |
| Powerball | 36 | 0.5 | — | — | — | — |
| Instant | 3,611 | 46.1 | 3,666 | 47.9 | 3,594 | 47.6 |
| Subtotal traditional lottery | 6,781 | 86.7 | 6,695 | 87.4 | 6,673 | 88.4 |
| Video Gaming, net * | 1,037 | 13.3 | 965 | 12.6 | 875 | 11.6 |
| Total revenues | \$ 7,818 | 100.0% | \$ 7,660 | 100.0% | \$ 7,548 | 100.0% |

* Video gaming revenue represents net machine income after awarding prizes. Video gaming credits played and won were as follows:

| | FY 2010 | FY 2009 | FY 2008 |
|--------------------|-----------|----------|---------|
| Credits played | \$ 12,328 | 11,664 | 10,683 |
| Credits won | (11,291) | (10,699) | (9,808) |
| Net machine income | \$ 1,037 | 965 | 875 |

Direct Expenses

Direct expenses consist of prize expense for traditional Lottery games, commissions to Lottery retailers and video lottery gaming facilities, fees to gaming contractors, expenses of providing instant tickets to players, and telecommunications. The largest expenditure in this category is prize expense which made up roughly 80% of direct expenses during each of the three years being discussed. This expense decreased by \$52.0 million to \$3.951 billion in fiscal year 2010. At the same time, traditional retailer commissions increased by \$5.2 million to \$405.9 million and gaming contractor fees increased by \$7.1 million to \$133.6 million. Video lottery gaming commissions to facilities increased by \$30.9 million to \$469.5 million.

During fiscal year 2009, prize expense increased by \$50.5 million to \$4.003 billion, traditional retailer commissions decreased by \$0.1 million to \$400.7 million, and gaming contractor fees increased by \$5.6 million to \$126.5 million. As a result of legislated changes to net video gaming revenue allocation, commissions to video lottery gaming facilities reached \$438.7 million, an increase of \$130.9 million, which was the majority of the increase in direct expenses.

Other Operating Expenses

Other operating expenses include marketing, state agency charges, personal services, fringe benefits and other administrative costs. These costs were \$132.8 million during fiscal year 2010 which was 2.1% higher than

NEW YORK STATE LOTTERY

Management's Discussion and Analysis (Unaudited)

March 31, 2010 and 2009

\$130.2 million in the prior year. By contrast, fiscal year 2009 had remained relatively unchanged from the \$130.7 million for these costs in 2008.

Nonoperating Revenues (Expenses)

Nonoperating revenues and expenses consist of miscellaneous income plus the net growth or decline in the fair market value of investments used to fund long-term prizes. Investment income of \$(40.0) million in 2010, \$123.9 million in 2009 and \$175.0 million in 2008 consists of both the fair value adjustments of investments plus the normal growth of the value of Lottery investments as the securities move closer to maturity. The market driven, fair value adjustment is the primary factor in the fluctuation in this amount from year to year. Investment expense is a reflection of the Lottery expending the investment income to increase the valuation of the long-term prizes payable to winners. The annual fair value adjustment of investments (shown here as income) flows to the unrestricted net assets balance on the statement of net assets.

Income Before Required Allocation and Change in Net Assets

The revenues and expenses for fiscal year 2010 resulted in income before required allocation totaling \$2.558 billion. This amount consists of a required allocation for Aid to Education of \$2.666 billion that transfers out as a contribution for Aid to Education and a \$108.7 million decrease in net assets for the year. The \$108.7 million decrease in net assets is a combination of a \$7.1 million increase in net assets restricted for prizes, a \$0.2 million increase in net assets invested in capital assets, and a \$116.0 million decrease in unrestricted net assets. The revenues and expenses for fiscal year 2009 resulted in income before required allocation totaling \$2.548 billion. This amount consists of a required allocation for Aid to Education of \$2.544 billion that transfers out as a contribution for Aid to Education and a \$4.2 million increase in net assets for the year. The \$4.2 million increase in net assets is a combination of a \$38.0 million decrease in net assets restricted for prizes, a \$0.1 million increase in net assets invested in capital assets, and a \$42.1 million increase in unrestricted net assets.

Summary and Outlook

The revenues reported here include those from eight video lottery gaming facilities. One more facility is expected to open in Queens, NY, at the Aqueduct Racetrack but the date of its opening has yet to be determined. During fiscal year 2010, the Lottery began offering two more draw games; Sweet Million held its first drawing in September 2009 and Powerball held its first drawing in February 2010. Their sales in fiscal year 2010 were limited by the portion of the year when they were available but in future periods they will be producing sales during the entire year.

NEW YORK STATE LOTTERY

Management's Discussion and Analysis (Unaudited)

March 31, 2010 and 2009

Contacting New York Lottery's Financial Management

This financial report is designed to provide the State of New York, the public, and other interested parties with an overview of the financial results of the New York State Lottery and an explanation of the Lottery's financial condition. If you have any questions about this report or require additional information, email Questions@Lottery.state.ny.us or write to The New York Lottery Communications Office, One Broadway Center, P.O. Box 7500, Schenectady, NY 12301-7500.

NEW YORK STATE LOTTERY

Statements of Net Assets

March 31, 2010 and 2009

(In thousands)

| Assets | 2010 | 2009 |
|---|-------------------|------------------|
| Current assets: | | |
| Cash and cash equivalents | \$ 153,220 | 43,947 |
| Accounts receivable | 417,233 | 480,213 |
| Instant ticket inventory | 9,796 | 12,430 |
| Investments | <u>160,852</u> | <u>185,859</u> |
| Total current assets | <u>741,101</u> | <u>722,449</u> |
| Noncurrent assets: | | |
| Long-term investments, net | 1,323,051 | 1,375,670 |
| Capital assets | <u>3,967</u> | <u>6,818</u> |
| Total noncurrent assets | <u>1,327,018</u> | <u>1,382,488</u> |
| Total assets | <u>2,068,119</u> | <u>2,104,937</u> |
| Liabilities | | |
| Current liabilities: | | |
| Prizes payable | \$ 183,472 | 184,703 |
| Unclaimed prizes | 281,482 | 189,248 |
| Due to education | 139,385 | 175,714 |
| Accounts payable and accrued liabilities | 12,800 | 20,718 |
| Capital lease obligations | 2,062 | 2,673 |
| Deferred ticket sales | 11,239 | 12,301 |
| Compensated absences | <u>1,284</u> | <u>1,283</u> |
| Total current liabilities | <u>631,724</u> | <u>586,640</u> |
| Noncurrent liabilities: | | |
| Compensated absences | 562 | 305 |
| Long-term capital lease obligations | 1,810 | 4,222 |
| Long-term prizes payable | <u>1,265,176</u> | <u>1,236,198</u> |
| Total noncurrent liabilities | <u>1,267,548</u> | <u>1,240,725</u> |
| Total liabilities | <u>1,899,272</u> | <u>1,827,365</u> |
| Net Assets | | |
| Restricted for future prizes | 79,119 | 72,026 |
| Invested in capital assets, net of related debt | 95 | (77) |
| Unrestricted | <u>89,633</u> | <u>205,623</u> |
| Total net assets | <u>\$ 168,847</u> | <u>277,572</u> |

See accompanying notes to basic financial statements.

NEW YORK STATE LOTTERY

Statements of Revenue, Expenses, and Changes in Net Assets

Years ended March 31, 2010 and 2009

(In thousands)

| | 2010 | 2009 |
|--|--------------|-------------|
| Operating revenue: | | |
| Lottery revenue, net | \$ 7,818,316 | 7,660,145 |
| Operating expenses: | | |
| Prize expense | (3,951,226) | (4,003,267) |
| Retailer commissions | (875,430) | (839,312) |
| Gaming contractor fees | (133,587) | (126,479) |
| Instant ticket direct expenses | (28,575) | (32,755) |
| Telecommunications | (24,485) | (28,109) |
| Total direct expenses | (5,013,303) | (5,029,922) |
| Online games/jackpot marketing | (49,443) | (39,758) |
| Personal service and fringe benefits | (30,663) | (31,227) |
| Instant games marketing | (25,988) | (27,676) |
| All games marketing | (10,983) | (13,513) |
| Other administrative costs | (11,362) | (11,678) |
| State agency charges | (1,540) | (1,710) |
| Depreciation | (2,851) | (4,599) |
| Total indirect expenses | (132,830) | (130,161) |
| Total operating expenses | (5,146,133) | (5,160,083) |
| Operating income | 2,672,183 | 2,500,062 |
| Nonoperating revenue (expenses): | | |
| Investment income | (40,024) | 123,909 |
| Other expense, net | (298) | (271) |
| Investment expense, net | (74,205) | (75,512) |
| Total nonoperating revenue | (114,527) | 48,126 |
| Income before required allocation | 2,557,656 | 2,548,188 |
| Required allocation for aid to education | (2,666,381) | (2,543,950) |
| Change in net assets | (108,725) | 4,238 |
| Net assets beginning of year | 277,572 | 273,334 |
| Net assets end of year | \$ 168,847 | 277,572 |

See accompanying notes to basic financial statements.

NEW YORK STATE LOTTERY

Statements of Cash Flows

Years ended March 31, 2010 and 2009

(In thousands)

| | <u>2010</u> | <u>2009</u> |
|---|---------------------|--------------------|
| Operating activities: | | |
| Cash received from net lottery revenue | \$ 7,880,043 | 7,650,432 |
| Cash payments for prizes | (3,903,871) | (4,056,857) |
| Cash payments for commissions | (875,410) | (839,184) |
| Cash payments for contractor fees | (133,112) | (126,947) |
| Cash payments for telecommunications | (24,485) | (28,109) |
| Cash payments for instant ticket direct expenses | (24,262) | (36,426) |
| Cash payments for other operating expenses | (139,648) | (130,743) |
| Net cash provided by operating activities | <u>2,779,255</u> | <u>2,432,166</u> |
| Investing activities: | | |
| Proceeds from investment maturities | 186,244 | 189,451 |
| Purchases of investments | (554,937) | (140,099) |
| Interest on cash and cash equivalents | 1,430 | 4,318 |
| Net proceeds from swaps of investment securities | — | 1,683 |
| Net proceeds from sales of investment securities | 403,312 | — |
| Net cash provided by investing activities | <u>36,049</u> | <u>55,353</u> |
| Noncapital financing activities: | | |
| Cash transfer to State for Aid to Education | (2,825,995) | (2,954,095) |
| Cash received from State General Fund for Lottery Aid Guarantee | 123,285 | 410,124 |
| Other cash payments | (298) | (271) |
| Net cash used by noncapital financing activities | <u>(2,703,008)</u> | <u>(2,544,242)</u> |
| Capital financing activities: | | |
| Cash payments for equipment and capital leases | (3,023) | (4,691) |
| Net cash used by capital financing activities | <u>(3,023)</u> | <u>(4,691)</u> |
| Net increase (decrease) in cash and cash equivalents | 109,273 | (61,414) |
| Cash and cash equivalents, beginning of year | 43,947 | 105,361 |
| Cash and cash equivalents, end of year | <u>\$ 153,220</u> | <u>43,947</u> |
| Reconciliation of operating income to cash provided by operating activities: | | |
| Operating income | \$ 2,672,183 | 2,500,062 |
| Adjustments to reconcile operating income to net cash provided by operating activities: | | |
| Depreciation | 2,851 | 4,599 |
| Change in operating assets and liabilities: | | |
| (Increase) decrease in accounts receivable, net | 64,533 | (7,846) |
| (Increase) decrease in ticket inventory | 2,634 | (2,441) |
| Decrease in prizes payable | (46,458) | (18,886) |
| Increase (decrease) in unclaimed prizes | 92,234 | (34,730) |
| Increase in compensated absences | 258 | 81 |
| Decrease in accounts payable and accrued liabilities | (7,918) | (6,286) |
| Decrease in deferred ticket sales | (1,062) | (2,387) |
| Net cash provided by operating activities | <u>\$ 2,779,255</u> | <u>2,432,166</u> |
| Noncash investing activities: | | |
| Increase (decrease) in unrealized gains on investments | \$ (130,954) | 42,220 |
| Amortization of investment discount | 72,811 | 75,688 |

See accompanying notes to basic financial statements.

NEW YORK STATE LOTTERY

Notes to Basic Financial Statements

March 31, 2010 and 2009

(1) Summary of Significant Accounting Policies

The New York State Lottery (Lottery) was established in 1967. The Lottery is currently administered by the Division of the Lottery, an independent unit of the New York State Department of Taxation and Finance, which operates in accordance with the provisions of the New York State Lottery for Education Law (Tax Law Article 34). The purpose of the Lottery is to raise revenue for education in the State of New York (State) through the administration of lottery games.

These financial statements present only the Lottery and do not present the financial position of the State nor changes in the State's financial position and cash flows. However, the Lottery is included in the State of New York's Basic Financial Statements as an enterprise fund.

The Lottery prepares its financial statements under the economic resources measurement focus whereby all inflows, outflows and balances affecting net assets are reported, and uses the accrual basis of accounting. Revenues are recognized when earned and expenses are recognized when incurred. The primary operating revenue of the Lottery is ticket sales from games. Nonoperating income consists mostly of investment income and unrealized gains on investments. Operating expenses consist of direct expenses for prizes, commissions to Lottery retailers, fees to gaming contractors, expenses for providing instant tickets to players, and telecommunications. Other operating expenses that are indirect to the results of each game include marketing, state agency charges, personal services, and fringe benefits. Nonoperating expense includes the amortization of the discount on long-term prizes payable. The Lottery applies all applicable Governmental Accounting Standards Board (GASB) pronouncements as well as the following pronouncements issued on or before November 30, 1989, unless those pronouncements conflict with or contradict GASB pronouncements: Statements and Interpretations of the Financial Accounting Standards Board (FASB), Accounting Principles Board (APB) Opinions, and Accounting Research Bulletins (ARB's) of the Committee on Accounting Procedure. The Lottery has elected the option, under GASB Statement No. 20, *Accounting and Financial Reporting for Proprietary Funds and Other Government Entities that Use Proprietary Funds*, not to apply all FASB Statements and Interpretations issued after November 30, 1989.

The more significant accounting policies of the Lottery are described below:

(a) Revenue Recognition

(i) Draw Games

Revenue from ticket sales for Lotto, Sweet Million, Quick Draw, Take 5, Pick 10, Mega Millions, PowerBall, Numbers and Win-4 games, and promotional games (draw games) is recognized when the related drawing takes place. Receipts from subscription sales and other ticket sales for future drawings are recorded as deferred revenue and recognized when the related drawings take place.

(ii) Instant Games

Revenue from Instant Games is recognized based on the dollar value of the total number of tickets available for sale. Tickets are available for sale upon being activated on the Lottery Validation System at the retailer locations.

NEW YORK STATE LOTTERY

Notes to Basic Financial Statements

March 31, 2010 and 2009

(iii) Video Gaming

Revenue from video lottery gaming is recognized based on net machine income, which is defined as amounts played less prizes won.

(b) Commissions and Fees

Retailers selling draw and Instant Game tickets receive a commission of 6% based on the total tickets sold. For video gaming facilities receive a varying percent of incremental annual net machine income according to provisions of Section 1612 of the Tax Law. The particular percent applied to a range of net machine income can vary depending on the facility's number of video gaming machines, geographical area of the state, population level, or proximity to Native American gaming facilities. The draw game contractor and the video gaming central processing contractor receive fees equal to a contractual percentage of the sales generated through the network maintained by the respective contractor. The instant game contractor is paid a fee equal to a contractual percentage of instant sales. Video lottery terminal contractors receive a fee equal to a contractual percentage of revenue, adjusted for the units of service provided. All other gaming contractors are paid fees based on the units of service provided (see note 13).

(c) Accounts Receivable

Accounts receivable represents amounts due from retailers through a Lottery gaming contractor and amounts due from video lottery gaming facilities, net of commissions and fees, as well as amounts due from agents for Instant Game tickets which have been activated, but not yet settled. Instant ticket settlements occur within 45 days after a book of tickets is activated. Video lottery gaming receivables are received two business days after each sales day and draw games are collected within four business days after the close of each sales week.

(d) Allocation of Revenue from Ticket Sales

The allocation of ticket sales is made in accordance with the provisions of the New York State Lottery for Education Law which requires:

- Allocations of ticket sales revenue to New York for educational purposes to be at least 20% for the New York State Lottery Instant Games, 35% for Take 5, Numbers, Win-4, Mega Millions, Powerball, and Pick 10, 45% for Lotto, Sweet Million, and promotional games, and 25% for Quick Draw. In addition, the Lottery has legislative authority to issue up to three Instant Games per year with at least 10% for educational purposes. For video lottery, the required allocation to education is a varying percent of each facility's annual incremental net machine income, depending on factors such as the facility's number of video gaming machines, geographical area of the state, population level, and proximity to Native American gaming facilities.

NEW YORK STATE LOTTERY

Notes to Basic Financial Statements

March 31, 2010 and 2009

- Allocations of ticket sales revenue for the payment of lottery prizes are not to exceed 65% for the New York State Lottery Instant Games, 50% for Take 5, New York's Numbers, Win-4, Mega Millions, Powerball, and Pick 10, 40% for Lotto, Sweet Million, and promotional games, and 60% for Quick Draw. In addition, the Lottery has legislative authority to issue up to three Instant Games per year with up to 75% allocated to prizes. Video lottery is required to pay prizes that average no less than 90% of gross sales.
- Allocations of ticket sales revenue from all traditional games for the payment of Lottery administrative expenses (including agent commissions and contractor fees) are not to exceed 15%. For video lottery, 10% of net revenue (the total revenue wagered after payout for prizes) is allocated for Lottery Administration. Unlike traditional games, video lottery administrative expenses do not include commissions and fees which are described separately in note 1b. Any excess of the maximum allocation over actual administrative expenses is allocated to education. Such allocations amounted to approximately \$395,540,000 and \$382,605,000 for fiscal years 2010 and 2009, respectively. Administrative expenses incurred by the Lottery represent telecommunications, advertising, salary and other operating costs.

(e) Cash and Cash Equivalents

For purposes of the statements of cash flows, the Lottery considers cash equivalents to be amounts held with banks and amounts held under the joint custody of the Commissioner of Taxation and Finance and the Comptroller of the State of New York through the Short-Term Investment Pool, which is used for the temporary investment of funds not required for immediate payments.

(f) Investments

Investments, consisting of U.S. Government-backed obligations (zero coupon bonds and stripped Government securities) and New York City municipal bonds, are carried at fair value. Investment income represents accretion of bond discount, interest on bonds and deposits, and the change in fair value of investments.

(g) Inventory

Instant Game tickets are purchased from printing vendors. Tickets not activated for sale are held in inventory and are valued at cost by game. Tickets are charged to instant ticket direct expense under the first-in, first-out (FIFO) accounting method when activated for sale by the lottery retailers. At the conclusion of an Instant Game, unused inventory is charged to instant ticket direct expense.

NEW YORK STATE LOTTERY

Notes to Basic Financial Statements

March 31, 2010 and 2009

(h) Capital Assets

Capital assets consist of equipment and leasehold improvements which are carried at historical cost. Equipment is capitalized when it has cost in excess of \$40,000 and a useful life of two years or more. Leasehold improvements are capitalized when they have a cost of \$100,000 or more. Depreciation of equipment is computed using the straight-line method over five years, the estimated useful lives of the assets. Leasehold improvements and equipment acquired under capital leases are amortized using the straight-line method over ten and five years, respectively, which is the lesser of their useful lives or the term of the leases. Changes in capital assets and related accumulated depreciation are shown below, by major class of asset, for the years ended March 31, 2010 and 2009 (in thousands).

| | <u>2008</u> | <u>Additions</u> | <u>Deletions</u> | <u>2009</u> | <u>Additions</u> | <u>Deletions</u> | <u>2010</u> |
|--------------------------|-------------|------------------|------------------|-------------|------------------|------------------|-------------|
| Leasehold improvements: | | | | | | | |
| Cost | \$ 4,526 | — | — | 4,526 | — | — | 4,526 |
| Accumulated depreciation | (4,526) | — | — | (4,526) | — | — | (4,526) |
| Net value | — | — | — | — | — | — | — |
| Equipment: | | | | | | | |
| Cost | 25,858 | 160 | — | 26,018 | — | — | 26,018 |
| Accumulated depreciation | (14,601) | (4,599) | — | (19,200) | (2,851) | — | (22,051) |
| Net value | 11,257 | (4,439) | — | 6,818 | (2,851) | — | 3,967 |
| Total | \$ 11,257 | (4,439) | — | 6,818 | (2,851) | — | 3,967 |

When assets are retired or otherwise disposed of, the cost and related accumulated depreciation or amortization are removed from the accounts and any resulting gain or loss is reflected in other revenues, net in the period of disposal.

(i) Prizes Payable

Lotto, Powerball, and Mega Millions jackpot players have the option at the time of ticket purchase of selecting a lump sum payment or a long-term annuity payment. Some Instant Games also have jackpot prizes that are long-term annuity payments. Prizes payable represents the liability for those prizes which are payable in annual installments. Such prize payments are funded by the Lottery's investments. The amortization of the long-term annuity payment discount is recorded as investment expense in these financial statements. Any excess of investment maturities over related annuity prize payments are recorded in restricted net assets and made available for future prizes.

(j) Unclaimed Prizes

Unclaimed prizes at March 31, 2010 and 2009 were \$281,482,000 and \$189,248,000, respectively. Prizes unclaimed for one year after the drawing date (lapsed) are forfeited by the ticket holder. Total prizes lapsed amounted to approximately \$46,160,000 and \$41,727,000 for fiscal years 2010 and 2009, respectively. These forfeited prizes are netted against prize expense in the statement of Revenues, Expenses, and Changes in Net Assets.

NEW YORK STATE LOTTERY

Notes to Basic Financial Statements

March 31, 2010 and 2009

Under the State Tax Law, the Lottery retains forfeited prizes for supplemental prizes in subsequent lottery games. During the fiscal years 2010 and 2009, these supplemental prizes were used for Lotto, Quick Draw, Take 5, promotional games, and various Instant Games.

(k) Restricted Net Assets

Restricted net assets for prizes includes forfeited prizes and other prize assets that are restricted under State Tax Law Sections 1612 and 1614 for the purpose of meeting future prize expense.

(l) Use of Estimates

The preparation of financial statements in conformity with U.S. generally accepted accounting principles requires management to make estimates and assumptions that affect the amounts reported and disclosed in the financial statements and related notes. Actual results could differ from those estimates.

(2) Cash and Cash Equivalents

Lottery deposits of cash and cash equivalents are made in accordance with State Finance Law Sections 92c and 98a and State Tax Law Sections 1611 and 1612. Lottery sales receipts are allocated and deposited in separate fund accounts for prizes, education, and administration under the joint custody of the Commissioner of Taxation and Finance and the Comptroller of the State of New York. Per Section 98a of the State Finance Law, the accounts for prizes and administration earn interest through participation in a short-term investment pool administered by the Office of the State Comptroller of the State of New York. The prize account interest is used for future lottery prizes. The carrying amount of the accounts included in cash and cash equivalents were \$153,645,000 and \$48,696,000 at March 31, 2010 and 2009, respectively.

The Lottery also maintains sole custody accounts which are used for daily cash management purposes. The Lottery manages the investment of its cash balances to minimize its uninvested funds. At March 31, 2010 and 2009, the amount of accounts included in cash and cash equivalents related to the sole custody accounts were \$(425,000) and \$(4,749,000), respectively.

The Lottery's deposits are collateralized under a program administered by the Office of the State Comptroller of the State of New York. To manage custodial credit risk, the State requires that its depository banks pledge collateral based on available bank balances. All securities pledged as collateral are held by the State's fiscal agent in the name of the State. The Lottery's deposits with financial institutions were fully collateralized at fiscal year-end. The Lottery manages custodial credit risk by using several financial institutions and by minimizing balances in the sole custody accounts.

(3) Investments

The Lottery is authorized by the Office of the State Comptroller per State statute to invest prize funds which will provide for the payment of prizes payable (see note 4). The Lottery invests these funds in U.S. Government-backed obligations and New York City municipal bonds, and Agency for International Development Bonds which are guaranteed by the full faith and credit of the United States. The fair value of these investments at March 31, 2010 and 2009 was \$1,483,903,000 and \$1,561,529,000, respectively. During fiscal years 2010 and 2009, approximately \$72,811,000 and \$75,688,000, respectively, of amortized discount was included in investment income.

NEW YORK STATE LOTTERY

Notes to Basic Financial Statements

March 31, 2010 and 2009

The amortized costs of these investments consisted of the following at March 31 (in thousands):

| | <u>2010</u> | <u>2009</u> |
|---|---------------------|------------------|
| Maturity value | \$ 1,860,316 | 2,088,715 |
| Unamortized discount | <u>(451,005)</u> | <u>(732,732)</u> |
| Total at amortized cost | 1,409,311 | 1,355,983 |
| Less investments, maturing within one year, at amortized cost | <u>156,585</u> | <u>177,508</u> |
| Long-term investments, at amortized cost | <u>\$ 1,252,726</u> | <u>1,178,475</u> |

Proceeds of the investments in each of the five fiscal years following March 31, 2010, and five year incremental totals thereafter, are as follows (in thousands):

| | <u>Maturities</u> | <u>Interest due</u> | <u>Total</u> |
|-------------|---------------------|---------------------|------------------|
| 2011 | \$ 161,364 | 18,187 | 179,551 |
| 2012 | 145,956 | 19,962 | 165,918 |
| 2013 | 130,619 | 19,854 | 150,473 |
| 2014 | 119,020 | 19,647 | 138,667 |
| 2015 | 108,041 | 19,363 | 127,404 |
| 2016 – 2020 | 404,383 | 93,183 | 497,566 |
| 2021 – 2025 | 362,655 | 73,663 | 436,318 |
| 2026 – 2030 | 149,426 | 50,870 | 200,296 |
| 2031 – 2035 | 78,572 | 39,390 | 117,962 |
| 2036 – 2040 | <u>200,280</u> | <u>19,771</u> | <u>220,051</u> |
| | <u>\$ 1,860,316</u> | <u>373,890</u> | <u>2,234,206</u> |

The Lottery periodically enters into certain transactions whereby government securities are exchanged, through sales and purchases, for other government securities with substantially identical terms and characteristics. During 2010, no such transactions took place, however a change in investment policy resulted in the sale and purchase of certain securities of dissimilar terms and characteristics. During fiscal year 2009, the face value of the securities swapped amounted to \$51,481,000 resulting in gains of approximately \$1,683,000. The gains were included in investment income in the statements of revenue, expenses, and changes in net assets.

Credit risk is the risk that an issuer will not fulfill its obligations. The Lottery's policy is to follow State law which limits the investments that the Lottery can make and generally limit the Lottery's exposure to credit risk. The Lottery has generally limited its investments to obligations backed by the full faith of the U.S. Government. Beginning in 2010, the Lottery invested in similarly rated New York City Municipal bonds. The current credit ratings of the Lottery's investments as published by Standard & Poors are included on the next page.

NEW YORK STATE LOTTERY

Notes to Basic Financial Statements

March 31, 2010 and 2009

Interest rate risk is the risk that changes in interest rates will adversely affect the fair value of an investment. The Lottery's policy for managing this risk is to hold investment securities to maturity, at which time the fair value of the investment is equal to its stated maturity value.

As of March 31, 2010 and 2009, the Lottery had the following investments and maturities (amounts in thousands):

| Investment type | 2010 Fair value | Credit rating | 2010 | | |
|---|--------------------|------------------|-------------------------|------------------------|-----------------------|
| | | | Investment maturities | | |
| | | | Less than five years | 5 years to 10 years | More than 10 years |
| U.S. Treasury Strips | \$ 422,157 | AAA | \$ 196,723 | 137,033 | 302,996 |
| New York City Municipal Bonds | 393,103 | AAA | 29,955 | 61,360 | 303,685 |
| Agency for International Development Bonds | 668,643 | AAA | 438,322 | 205,990 | 184,252 |
| Total | \$ 1,483,903 | | \$ 665,000 | 404,383 | 790,933 |

| Investment type | 2009 Fair value | Credit rating | 2009 | | |
|---|--------------------|------------------|-------------------------|------------------------|-----------------------|
| | | | Investment maturities | | |
| | | | Less than five years | 5 years to 10 years | More than 10 years |
| U.S. Treasury Strips | \$ 778,987 | AAA | \$ 282,269 | 203,752 | 662,115 |
| Agency for International Development Bonds | 782,542 | AAA | 475,201 | 247,026 | 218,352 |
| Total | \$ 1,561,529 | | \$ 757,470 | 450,778 | 880,467 |

Custodial credit risk for investments is the risk that in the event of the failure of the counterparty to perform on a transaction, the Lottery will not be able to recover the value of investment securities that are in the possession of an outside party. In order to manage this risk, all of the Lottery's investments are insured or registered securities held by the Lottery or its agent in the Lottery's name.

NEW YORK STATE LOTTERY

Notes to Basic Financial Statements

March 31, 2010 and 2009

(4) Prizes Payable

Prizes payable consisted of the following at March 31 (in thousands):

| | | <u>2010</u> | <u>2009</u> |
|-------------------------------------|----|-------------------------|-------------------------|
| Total obligation | \$ | 2,316,901 | 2,153,007 |
| Unamortized discount | | <u>(868,253)</u> | <u>(732,106)</u> |
| Total carrying amount | | 1,448,648 | 1,420,901 |
| Less prizes payable within one year | | <u>183,472</u> | <u>184,703</u> |
| Long-term prizes payable | \$ | <u><u>1,265,176</u></u> | <u><u>1,236,198</u></u> |

The amortized discount on the prizes payable is based on interest rates which range from 0.18% to 9.40% and reflect the interest rates earned by the investments held to fund the related liabilities. The amortization of discount is recorded as investment expense in the statements of revenues, expenses, and changes in net assets and amounted to \$74,205,000 and \$75,512,000 for fiscal years 2010 and 2009, respectively.

The aggregate amount of prizes payable due in each of the five fiscal years following March 31, 2010, and the five year incremental totals thereafter, is as follows (in thousands):

| | | |
|-------------|----|-------------------------|
| 2011 | \$ | 183,544 |
| 2012 | | 165,890 |
| 2013 | | 153,375 |
| 2014 | | 140,624 |
| 2015 | | 128,243 |
| 2016 – 2020 | | 504,768 |
| 2021 – 2025 | | 434,590 |
| 2026 – 2030 | | 232,651 |
| 2031 – 2035 | | 129,532 |
| Thereafter | | <u>243,684</u> |
| | \$ | <u><u>2,316,901</u></u> |

(5) Long-Term Liabilities

The Lottery's long-term liabilities, as of March 31, 2010 and 2009 are comprised of the following, (in thousands):

| | <u>Balance at</u> | | <u>Balance at</u> | <u>Current</u> | |
|--|-----------------------|------------------|-------------------|-----------------------|----------------|
| | <u>March 31, 2009</u> | <u>Additions</u> | <u>Deductions</u> | <u>March 31, 2010</u> | <u>portion</u> |
| Capital lease obligations (note 12) \$ | 6,895 | — | (3,023) | 3,872 | 2,062 |
| Compensated absences (note 11) | 1,588 | 1,362 | (1,104) | 1,846 | 1,284 |
| Prizes payable (note 4) | 1,420,901 | 213,195 | (185,448) | 1,448,648 | 183,472 |

NEW YORK STATE LOTTERY

Notes to Basic Financial Statements

March 31, 2010 and 2009

| | <u>Balance at March 31, 2008</u> | <u>Additions</u> | <u>Deductions</u> | <u>Balance at March 31, 2009</u> | <u>Current portion</u> |
|--|--------------------------------------|------------------|-------------------|--------------------------------------|----------------------------|
| Capital lease obligations (note 12) \$ | 11,426 | — | (4,531) | 6,895 | 2,673 |
| Compensated absences (note 11) | 1,507 | 1,299 | (1,218) | 1,588 | 1,283 |
| Prizes payable (note 4) | 1,364,275 | 249,300 | (192,674) | 1,420,901 | 184,703 |

(6) Aid to Education

The required allocation and contribution transferred out for aid to education during the fiscal years ended March 31, 2010 and 2009, are as follows (in thousands):

| | <u>2010</u> | <u>2009</u> |
|--|---------------------|------------------|
| Cash transferred to education | \$ 2,825,995 | 2,954,095 |
| Amount received from the State General Fund for Lottery Aid Guarantee | (123,285) | (410,124) |
| Net cash transferred to education | 2,702,710 | 2,543,971 |
| Prior year payable | (175,714) | (175,735) |
| Current year payable | 139,385 | 175,714 |
| Required allocation to education | \$ <u>2,666,381</u> | <u>2,543,950</u> |

(7) Pension Benefits

Substantially all employees of the Lottery are members of the State and Local Employees' Retirement System (ERS) and the Public Employees' Group Life Insurance Plan (GLIP). The two programs are part of the State and Local Retirement System (System) which is a cost-sharing, multiple employer public employee retirement system. The Comptroller of the State of New York is sole trustee and administrative head of the System. The System issues a publicly available financial report that includes financial statements and required supplementary information which may be obtained by writing to New York State and Local Employees' Retirement Systems, 110 State Street, Albany, New York 12244.

The System provides retirement benefits as well as death and disability benefits. All benefits vest after five years of accredited service. Retirement benefits are established by the New York State Retirement and Social Security Law. Retirement benefits and contributory requirements depend upon the point in time at which an employee last joined the System. Most members of the System who joined before July 27, 1976 are enrolled in a noncontributory plan; the Lottery contributes the entire amount determined to be payable to the System. Personnel who joined the System after July 27, 1976 are required by law to contribute 3% of their gross salary for their first ten years of employment; the Lottery withholds and contributes the balance payable to the System for these employees.

The Lottery paid to the Office of the State Comptroller of the State of New York \$1,861,000 for 2010, \$2,112,000 for 2009 and \$1,996,000 for 2008, to cover required employer contributions for retirement benefits and equaled 100% of the required contribution in each of the respective years. These payments made represent 8.82%, 10.50% and 10.84%, of covered payroll for each of the years, respectively.

NEW YORK STATE LOTTERY

Notes to Basic Financial Statements

March 31, 2010 and 2009

(8) Operating Income

Composition of operating income for fiscal 2010 and 2009 by type of lottery game is as follows (in thousands):

| | 2010 | | | | | Net |
|---------------------------|---------------------|--------------------|------------------|------------------|------------------------|---------------------|
| | Expenses | | | | | |
| | Revenue | Prizes** | Commissions | Fees | Instant direct expense | |
| Mega Millions | \$ 558,167 | (270,780) | (33,290) | (6,978) | — | 247,119 |
| Lotto | 178,239 | (73,291) | (9,897) | (2,056) | — | 92,995 |
| Take 5 | 306,332 | (151,407) | (18,380) | (3,822) | — | 132,723 |
| Pick 10 | 32,234 | (15,431) | (1,934) | (402) | — | 14,467 |
| Numbers | 845,401 | (410,194) | (50,724) | (10,513) | — | 373,970 |
| Win 4 | 765,848 | (374,927) | (45,951) | (9,532) | — | 335,438 |
| Promotion Raffle Game | — | 401 | — | — | — | 401 |
| Sweet Million | 35,583 | (15,636) | (2,135) | (438) | — | 17,374 |
| Powerball | 36,320 | (14,638) | (2,179) | (366) | — | 19,137 |
| Instants | 3,611,046 | (2,369,845) | (216,664) | (27,505) | (28,575) | 968,457 |
| Quick Draw | 411,898 | (256,266) | (24,714) | (5,117) | — | 125,801 |
| Total traditional lottery | 6,781,068 | (3,952,014) | (405,868) | (66,729) | (28,575) | 2,327,882 |
| Video gaming | 1,037,248* | 788 | (469,562) | (66,858) | — | 501,616 |
| | <u>\$ 7,818,316</u> | <u>(3,951,226)</u> | <u>(875,430)</u> | <u>(133,587)</u> | <u>(28,575)</u> | 2,829,498 |
| Telecommunications | | | | | | (24,485) |
| Other operating expenses | | | | | | (132,830) |
| Total operating income | | | | | | <u>\$ 2,672,183</u> |

* Video gaming revenue represents net machine income after awarding prizes. Video gaming credits played and won were as follows:

| | |
|--------------------|---------------------|
| Credits played | \$ 12,328,314 |
| Credits won | <u>(11,291,066)</u> |
| Net machine income | <u>\$ 1,037,248</u> |

** Prizes unclaimed after one year are forfeited and are netted against prizes.

NEW YORK STATE LOTTERY

Notes to Basic Financial Statements

March 31, 2010 and 2009

| | 2009 | | | | | |
|----------------------------------|---------------------|--------------------|------------------|------------------|------------------------|---------------------|
| | Expenses | | | | | |
| | Revenue | Prizes** | Commissions | Fees | Instant direct expense | Net |
| Mega Millions | \$ 467,141 | (227,948) | (27,835) | (5,961) | — | 205,397 |
| Lotto | 178,075 | (79,624) | (9,824) | (2,098) | — | 86,529 |
| Take 5 | 328,431 | (163,080) | (19,706) | (4,220) | — | 141,425 |
| Pick 10 | 32,033 | (15,290) | (1,922) | (412) | — | 14,409 |
| Numbers | 850,331 | (402,293) | (51,020) | (10,927) | — | 386,091 |
| Win 4 | 740,163 | (388,478) | (44,410) | (9,511) | — | 297,764 |
| Promotion Raffle Game | 8,388 | (8,132) | (503) | (108) | — | (355) |
| Instants | 3,666,087 | (2,459,439) | (219,974) | (27,386) | (32,755) | 926,533 |
| Quick Draw | 424,422 | (259,496) | (25,465) | (5,454) | — | 134,007 |
| Total traditional lottery | 6,695,071 | (4,003,780) | (400,659) | (66,077) | (32,755) | 2,191,800 |
| Video gaming | 965,074* | 513 | (438,653) | (60,402) | — | 466,532 |
| | \$ <u>7,660,145</u> | <u>(4,003,267)</u> | <u>(839,312)</u> | <u>(126,479)</u> | <u>(32,755)</u> | 2,658,332 |
| Telecommunications | | | | | | (28,109) |
| Other operating expenses | | | | | | <u>(130,161)</u> |
| Total operating income | | | | | | \$ <u>2,500,062</u> |

* Video gaming revenue represents net machine income after awarding prizes. Video gaming credits played and won were as follows:

| | |
|--------------------|---------------------|
| Credits played | \$ 11,663,674 |
| Credits won | <u>(10,698,600)</u> |
| Net machine income | \$ <u>965,074</u> |

** Prizes unclaimed after one year are forfeited and are netted against prizes.

(9) Deferred Compensation

The State offers its employees, including Lottery employees, a deferred compensation plan created in accordance with Internal Revenue Code Section 457. The plan, available to all employees, permits them to defer a portion of their salary until future years. The deferred compensation is not available to employees until termination, retirement, death, or unforeseeable emergency. All amounts of compensation deferred under the plan are placed in trust for the participants and their beneficiaries.

(10) Postretirement Benefits

As a New York State (State) agency, the Lottery participates in the New York State Health Insurance Program (NYSHIP), which is administered by the State as an agent multiple employer defined benefit plan. Under the plan the State provides certain healthcare for eligible retired employees and their dependents under an employer noncontributory healthcare plan. The State's Plan states that employees and/or their dependents become eligible for these benefits at 55 years of age when the employee has 10 years of State service. In calculating the 10 year service requirement, all of the employee's service need not be with the State, but may be a composite of other government service elsewhere, with a minimum of 3 years with New York State. Employees with no prior State service must work a minimum of 10 years before they and

NEW YORK STATE LOTTERY

Notes to Basic Financial Statements

March 31, 2010 and 2009

their dependents are eligible for the retirement medical benefits. Generally retirees contribute 10% of the cost of single coverage and 25% of the cost of dependent coverage for health insurance benefits. The State generally covers 100% of the cost of single and dependent coverage for employees retired prior to January 1, 1983. NYSHIP does not issue a stand-alone financial report and NYSHIP's agent activities are included within the financial statements of the State.

During the fiscal year ended March 31, 2010, NYSHIP provided health insurance coverage through the Empire Plan, an indemnity health insurance plan with managed care components; 12 Health Maintenance Organizations (HMOs); and through the Student Employee Health Plan (SEHP). Generally, these include hospital, medical, mental health and substance abuse benefits, and prescription drug benefits

The Lottery's policy regarding retiree healthcare benefits is to pay the amounts billed through the State's fringe benefit rate on a pay-as-you-go basis. The Lottery has no obligation beyond the payment of the State's fringe benefit rate for retiree healthcare benefits. The State's policy is that the State is responsible for recording the annual required contribution and the actuarial accrued liability under GASB Statement No. 45, *Accounting and Financial Reporting by Employers for Postemployment Benefits Other Than Pensions* for the Lottery's retiree health care benefits in the State's governmental-wide financial statements.

At March 31, 2010 and 2009, the Lottery had between 120 and 130 retired and/or spouses of retired employees receiving these benefits with an annual pay-as-you-go cost of approximately \$1,070,000 and \$800,000, respectively.

(11) Employees' Compensated Absences

Under the terms of the Lottery's personnel policies and its union agreements, vacation pay benefits may be paid upon termination up to a maximum of 225 hours. The Lottery recognizes employees' compensated absence benefits when earned. The liability for employees' compensated absences was approximately \$1,846,000 and \$1,588,000 as of March 31, 2010 and 2009, respectively, and is recorded as a liability in the statements of net assets.

(12) Leases

The Lottery leases surveillance equipment at its video lottery gaming facilities under capital leases with various companies. Amounts for capital leases, which are included in capital assets on the statements of net assets, were approximately \$22,672,000 at both March 31, 2010 and 2009. Accumulated depreciation on these capital assets was approximately \$18,902,000 and \$16,170,000 at March 31, 2010 and 2009, respectively.

The Lottery has entered into operating leases for equipment and building space. Rental expense was approximately \$2,358,000 and \$2,388,000 in 2010 and 2009, respectively.

NEW YORK STATE LOTTERY

Notes to Basic Financial Statements

March 31, 2010 and 2009

Future minimum lease payments under all noncancelable leases having initial or remaining terms in excess of one year as of March 31, 2010 are as follows (in thousands):

| | <u>Operating leases</u> | <u>Capital leases</u> |
|---|-----------------------------|---------------------------|
| 2011 | \$ 1,965 | 2,019 |
| 2012 | 1,695 | 1,994 |
| 2013 | 1,599 | — |
| 2014 | 1,546 | — |
| 2015 | 1,543 | — |
| 2016 and thereafter | 2,424 | — |
| Total minimum payments required | \$ <u>10,772</u> | 4,013 |
| Less amounts representing interest | | 141 |
| Present value of minimum lease payments | | 3,872 |
| Less current portion | | 2,062 |
| Long-term capital lease obligations | | \$ <u>1,810</u> |

(13) Commitments and Contingencies

(a) Contractual Arrangements

The Lottery maintains a gaming network of approximately 17,000 on-line locations where all traditional lottery games are sold. GTECH Holdings Corporation (GTECH) is responsible for operating all traditional Lottery games under a contract expiring on August 31, 2010.

In March 2009, the Lottery awarded a seven year contract through August 5, 2017 to GTECH Corporation for a gaming network and vending machines including related communication services. A new gaming system will be operational under this contract in August 2010.

Instant Game sales are also supported by services provided under additional contracts:

- (1) Under a contract that expires July 23, 2011 Scientific Games, Inc. is the primary supplier of Instant Game tickets.
- (2) Under a contract expiring July 30, 2011 Pollard Banknote Limited is the secondary supplier of Instant Game tickets.
- (3) Under contracts that expire on July 27, 2011 Scientific Games, Inc. and GTECH Printing Corporation are tertiary suppliers of Instant Game tickets.

NEW YORK STATE LOTTERY

Notes to Basic Financial Statements

March 31, 2010 and 2009

- (4) Instant Game tickets are also sold through approximately 4,000 vending machines at approximately 3,000 locations. A contract with GTECH which expires on June 5, 2011 provides for maintenance of the vending machines.

Video lottery games are offered on approximately 12,500 video gaming machines spread over eight video lottery gaming facilities. Multimedia Games, Inc. provides a central processing system for the operation of video lottery games under a contract expiring on December 31, 2017. Video lottery gaming machines are provided under contracts expiring December 31, 2017 with three different companies (Bally Gaming, International Game Technology, and Spielo USA, Inc.).

(b) *Litigation*

The Lottery has been named as a defendant in several lawsuits. While the ultimate outcome of these lawsuits cannot be predicted at this time, it is the opinion of management and in-house counsel that the disposition of any litigation in which the Lottery is involved will not have a material adverse effect on the financial position of the Lottery.

**STATISTICAL SECTION
(UNAUDITED)**

Statistical Section Overview

This part of the New York Lottery's Comprehensive Annual Financial Report presents detailed statistical data to provide context for understanding the information covered in the preceding sections of the report. The data is intended to give greater insight into the following five general categories of information.

Financial trends

These schedules allow the reader to compare and contrast the Lottery's activities and results over time.

Revenue capacity

These schedules allow the reader to compare the various games that are the source of the Lottery's revenue.

Debt capacity

This schedule shows the various types of Lottery debt and the means of providing for payment of the major source of debt.

Demographic and economic information

These schedules should allow the reader to see the demographic and economic environment in which the Lottery operates.

Operating information

These schedules attempt to show the reader the relationship between the revenue earned by the Lottery and the resources required to produce it.

New York Lottery
Net Assets
Fiscal Years 2002 through 2010
(in thousands)

| | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 |
|------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Net Assets | | | | | | | | | |
| Invested in capital assets | \$ 7,292 | \$ 7,157 | \$ 11,687 | \$ 20,534 | \$ 8,635 | \$ (152) | \$ (169) | \$ (77) | \$ 95 |
| Restricted for future prizes | 80,235 | 91,474 | 141,935 | 150,905 | 130,129 | 103,815 | 110,008 | 72,026 | 79,119 |
| Unrestricted | 115,496 | 234,674 | 211,106 | 118,222 | 77,657 | 86,215 | 163,495 | 205,623 | 89,633 |
| Total | <u>\$ 203,023</u> | <u>\$ 333,305</u> | <u>\$ 364,728</u> | <u>\$ 289,661</u> | <u>\$ 216,421</u> | <u>\$ 189,878</u> | <u>\$ 273,334</u> | <u>\$ 277,572</u> | <u>\$ 168,847</u> |

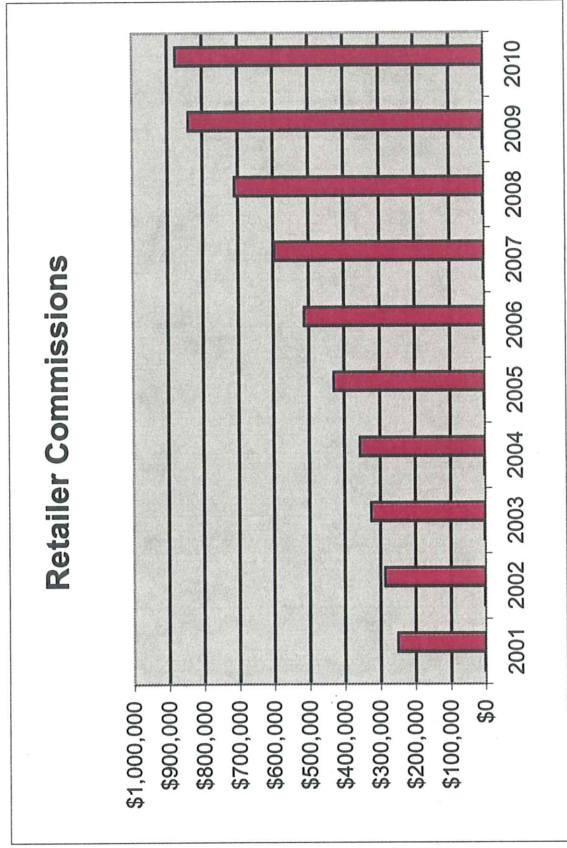
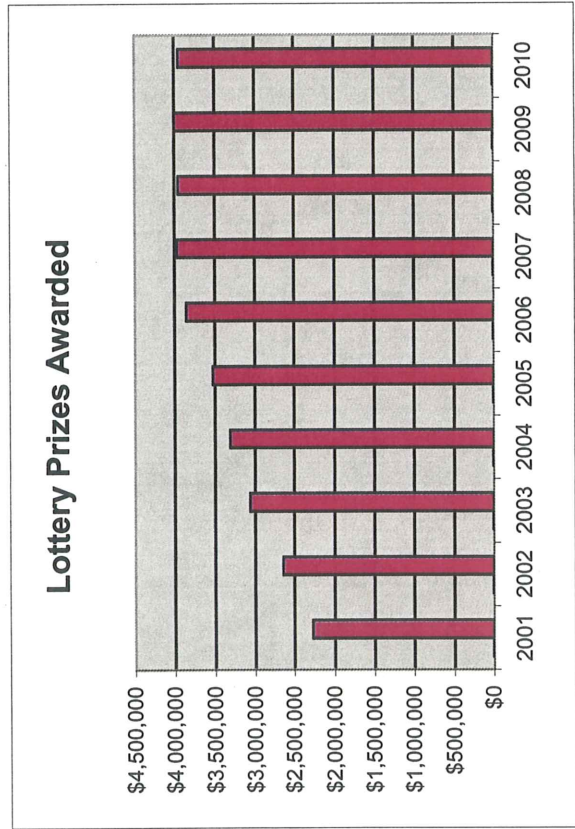
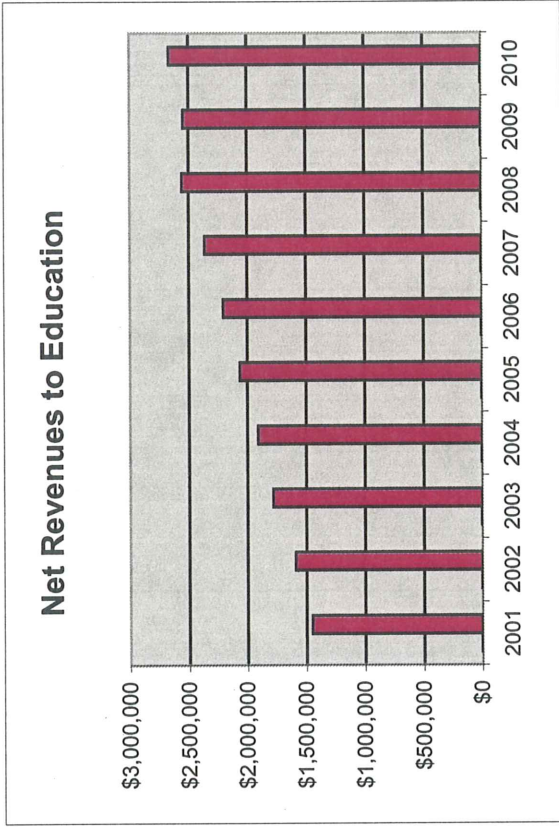
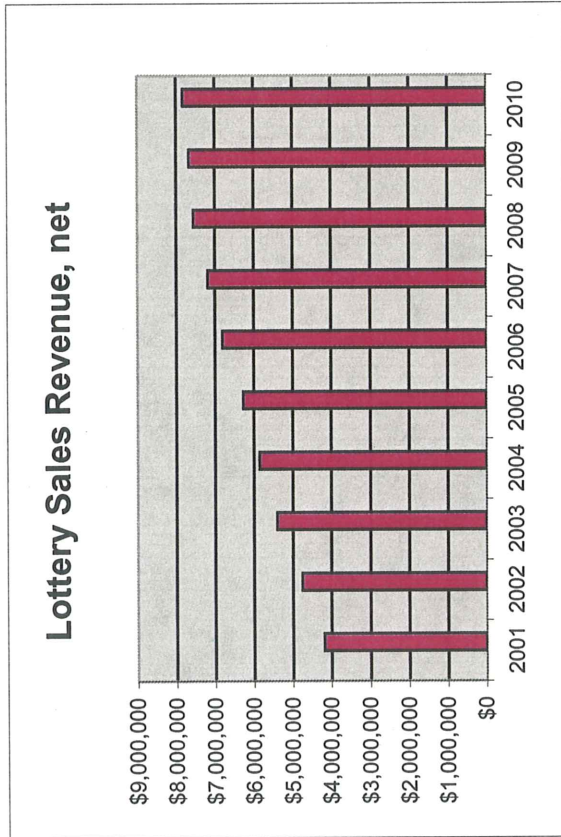
Note: Net assets were first established on the New York Lottery's financial statements in fiscal year 2002 with the implementation of GASB Statement 34.

New York Lottery
Changes in Net Assets
Fiscal Years 2002 through 2010
(in thousands)

| | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 |
|--|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Operating revenue | \$ 4,753,618 | \$ 5,395,955 | \$ 5,847,500 | \$ 6,270,487 | \$ 6,802,842 | \$ 7,175,104 | \$ 7,548,465 | \$ 7,660,145 | \$ 7,818,316 |
| Lottery games revenue | | | | | | | | | |
| Operating expenses | | | | | | | | | |
| Prize expense | (2,641,181) | (3,061,744) | (3,306,335) | (3,523,530) | (3,853,270) | (3,970,739) | (3,952,761) | (4,003,267) | (3,951,226) |
| Retailer commissions | (285,702) | (324,891) | (355,656) | (429,182) | (511,059) | (595,348) | (708,514) | (839,312) | (875,430) |
| Gaming contractor fees | (63,700) | (55,647) | (61,511) | (78,008) | (88,028) | (100,554) | (120,887) | (126,479) | (133,587) |
| Instant ticket direct expenses | (21,981) | (32,259) | (32,511) | (31,174) | (32,091) | (28,095) | (28,160) | (32,755) | (28,575) |
| Telecommunications | (25,952) | (27,063) | (31,618) | (29,946) | (28,421) | (28,441) | (28,013) | (28,109) | (24,485) |
| Online games/jackpot marketing | (31,297) | (33,985) | (31,160) | (32,555) | (38,771) | (40,706) | (41,812) | (39,758) | (49,443) |
| Personal service and fringe benefits | (21,078) | (22,097) | (21,985) | (24,934) | (25,481) | (27,023) | (28,606) | (31,227) | (30,663) |
| Instant games marketing | (20,504) | (20,722) | (22,150) | (20,357) | (20,916) | (28,477) | (25,277) | (27,676) | (25,988) |
| All games marketing | (17,528) | (17,277) | (15,621) | (17,793) | (14,999) | (14,630) | (14,667) | (13,513) | (10,983) |
| Other administrative costs | (9,862) | (9,465) | (10,570) | (10,801) | (11,015) | (13,279) | (12,189) | (11,678) | (11,362) |
| State Agency charges | (2,459) | (3,514) | (3,547) | (6,811) | (9,469) | (13,208) | (3,461) | (1,710) | (1,540) |
| Depreciation | (65) | (101) | (179) | (1,916) | (2,487) | (3,051) | (4,654) | (4,599) | (2,851) |
| Total operating expenses | (3,141,309) | (3,608,765) | (3,892,843) | (4,207,007) | (4,636,007) | (4,863,551) | (4,969,001) | (5,160,083) | (5,146,133) |
| Operating income | 1,612,309 | 1,787,190 | 1,954,657 | 2,063,480 | 2,166,835 | 2,311,553 | 2,579,464 | 2,500,062 | 2,672,183 |
| Nonoperating revenue (expenses) | | | | | | | | | |
| Investment income | 65,506 | 230,381 | 83,626 | 14,957 | 47,179 | 102,316 | 175,035 | 123,909 | (40,024) |
| Other revenues (expense), net | 367 | 647 | 644 | 166 | (143) | (566) | (40,104) | (271) | (298) |
| Investment expense, net | (115,043) | (107,581) | (100,102) | (90,968) | (84,492) | (80,206) | (74,804) | (75,512) | (74,205) |
| Total nonoperating revenue (expenses) | (49,170) | 123,447 | (15,832) | (75,845) | (37,456) | 21,544 | 60,127 | 48,126 | (114,527) |
| Income before required allocation | 1,563,139 | 1,910,637 | 1,938,825 | 1,987,635 | 2,129,379 | 2,333,097 | 2,639,591 | 2,548,188 | 2,557,656 |
| Required allocation for aid to education | (1,589,714) | (1,780,355) | (1,907,402) | (2,062,702) | (2,202,619) | (2,359,640) | (2,556,135) | (2,543,950) | (2,666,381) |
| Change in net assets | \$ (26,575) | \$ 130,282 | \$ 31,423 | \$ (75,067) | \$ (73,240) | \$ (26,543) | \$ 83,456 | \$ 4,238 | \$ (108,725) |

Note: Net assets were first established on the New York Lottery's financial statements in fiscal year 2002 with the implementation of GASB Statement 34.

New York Lottery
 Major Components of Lottery Revenue
 Fiscal Years 2001 to 2010
 (in thousands)



New York Lottery
Revenue from Lottery Games Sales
Fiscal Years 2001 through 2010
(in thousands)

| Games | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 |
|---------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Draw Games: | | | | | | | | | | |
| Lotto | \$ 558,483 | \$ 565,287 | \$ 392,046 | \$ 356,428 | \$ 305,863 | \$ 252,643 | \$ 216,572 | \$ 208,400 | \$ 178,075 | \$ 178,239 |
| Take Five | 388,283 | 434,856 | 381,277 | 363,106 | 348,179 | 335,533 | 326,775 | 319,809 | 328,431 | 306,332 |
| Pick 10 | 41,575 | 37,789 | 34,155 | 34,111 | 33,764 | 32,527 | 31,874 | 32,220 | 32,033 | 32,234 |
| New York Numbers | 709,126 | 736,534 | 762,622 | 764,277 | 796,032 | 827,409 | 854,791 | 856,539 | 850,331 | 845,401 |
| Win-4 | 472,354 | 523,789 | 587,397 | 599,237 | 629,543 | 662,574 | 702,550 | 718,522 | 740,163 | 765,848 |
| Quick Draw | 508,378 | 488,842 | 476,294 | 500,194 | 473,594 | 460,528 | 444,978 | 444,256 | 424,422 | 411,898 |
| Promotional Games* | 121,014 | 0 | 0 | 0 | 0 | 154,881 | 102,026 | 17,797 | 8,388 | 0 |
| Sweet Million | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 35,583 |
| Powerball | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 36,320 |
| Mega Millions | 0 | 0 | 373,435 | 474,432 | 446,205 | 563,151 | 454,910 | 481,636 | 467,141 | 558,167 |
| Total Draw Games | 2,799,213 | 2,787,097 | 3,007,226 | 3,091,785 | 3,033,180 | 3,289,246 | 3,134,476 | 3,079,179 | 3,028,984 | 3,170,022 |
| Video Lottery** | 0 | 0 | 0 | 21,776 | 231,718 | 315,701 | 522,668 | 875,281 | 965,074 | 1,037,248 |
| Instant Cash Games | 1,386,117 | 1,966,521 | 2,388,729 | 2,733,939 | 3,005,589 | 3,197,895 | 3,517,960 | 3,594,005 | 3,666,087 | 3,611,046 |
| Total Sales | \$4,185,330 | \$4,753,618 | \$5,395,955 | \$5,847,500 | \$6,270,487 | \$6,802,842 | \$7,175,104 | \$7,548,465 | \$7,660,145 | \$7,818,316 |

*Promotional games are special games which are offered for only a limited period of time. The number of these games and their durations vary from year to year.

**Sales revenue for Video Lottery represents net machine income which is the amount left in the video gaming machines after players have taken their prizes.

New York Lottery
Operating Expenses and Allocations to the State for Education
Fiscal Years 2001 Through 2010
(in thousands)

| | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 |
|---------------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Operating Expenses | | | | | | | | | | |
| Prizes | \$2,273,582 | \$2,641,181 | \$3,061,744 | \$3,306,335 | \$3,523,530 | \$3,853,270 | \$3,970,739 | \$3,952,761 | \$4,003,267 | \$3,951,226 |
| Retailer comm./Contractor fees | 354,967 | 349,402 | 380,538 | 417,167 | 507,190 | 599,087 | 695,902 | 829,401 | 965,791 | 1,009,017 |
| Instant Ticket Costs | 12,373 | 21,981 | 32,259 | 32,511 | 31,174 | 32,091 | 28,095 | 28,160 | 32,755 | 28,575 |
| Administration | 98,598 | 128,745 | 134,224 | 136,830 | 145,113 | 151,559 | 168,815 | 158,679 | 158,270 | 157,315 |
| Total Operating Expenses | \$2,739,520 | \$3,141,309 | \$3,608,765 | \$3,892,843 | \$4,207,007 | \$4,636,007 | \$4,863,551 | \$4,969,001 | \$5,160,083 | \$5,146,133 |
| Allocations to the State | \$1,446,899 | \$1,589,714 | \$1,780,355 | \$1,907,402 | \$2,062,702 | \$2,202,619 | \$2,359,640 | \$2,556,135 | \$2,543,950 | \$2,666,381 |

New York Lottery
Outstanding Debt
Fiscal Years 2001 through 2010
(in thousands)

| | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 |
|--------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Summary of Outstanding Debt | | | | | | | | | | |
| <u>Current liabilities</u> | | | | | | | | | | |
| Prizes payable | \$ 212,445 | \$ 217,550 | \$ 221,890 | \$ 216,766 | \$ 203,601 | \$ 195,544 | \$ 198,871 | \$ 189,792 | \$ 184,703 | \$ 183,472 |
| Unclaimed prizes | 383,930 | 179,260 | 212,159 | 220,400 | 210,081 | 189,229 | 230,015 | 223,978 | 189,248 | 281,482 |
| Due to education | 115,582 | 154,453 | 108,562 | 180,824 | 150,289 | 388,920 | 303,436 | 175,735 | 175,714 | 139,385 |
| Accounts payable/accrued liabilities | 39,625 | 19,835 | 14,038 | 33,223 | 24,536 | 17,217 | 34,796 | 27,004 | 20,718 | 12,800 |
| Other liabilities | - | - | - | - | - | - | 23,000 | - | - | - |
| Capital lease obligations | - | - | - | 820 | 2,276 | 2,352 | 4,448 | 4,531 | 2,673 | 2,062 |
| Deferred ticket sales | 8,193 | 8,697 | 10,277 | 9,502 | 9,796 | 9,133 | 9,251 | 14,688 | 12,301 | 11,239 |
| Compensated absences | - | - | - | - | - | - | 1,075 | 1,216 | 1,283 | 1,284 |
| Total current liabilities | 759,775 | 579,795 | 566,926 | 661,535 | 600,579 | 802,395 | 804,892 | 636,944 | 586,640 | 631,724 |
| <u>Noncurrent liabilities</u> | | | | | | | | | | |
| Compensated absences | - | 4,742 | 5,049 | 5,263 | 5,566 | 4,840 | 376 | 291 | 305 | 562 |
| Long-term capital lease obligations | - | - | - | 3,461 | 7,710 | 5,358 | 11,557 | 6,895 | 4,222 | 1,810 |
| Long-term prizes payable | 1,356,503 | 1,293,651 | 1,243,112 | 1,172,751 | 1,119,793 | 1,126,766 | 1,138,237 | 1,174,483 | 1,236,198 | 1,265,176 |
| Total noncurrent liabilities | 1,356,503 | 1,298,393 | 1,248,161 | 1,181,475 | 1,133,069 | 1,136,964 | 1,150,170 | 1,181,669 | 1,240,725 | 1,267,548 |
| Total liabilities | \$ 2,116,278 | \$ 1,878,188 | \$ 1,815,087 | \$ 1,843,010 | \$ 1,733,648 | \$ 1,939,359 | \$ 1,955,062 | \$ 1,818,613 | \$ 1,827,365 | \$ 1,899,272 |

| | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 |
|--|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Majority Type of Debt and Basis for Payment | | | | | | | | | | |
| <u>Majority type of debt (annuity prizes)</u> | | | | | | | | | | |
| Current prizes payable | \$ 212,445 | \$ 217,550 | \$ 221,890 | \$ 216,766 | \$ 203,601 | \$ 195,544 | \$ 198,871 | \$ 189,792 | \$ 184,703 | \$ 183,472 |
| Long-term prizes payable | 1,356,503 | 1,293,651 | 1,243,112 | 1,172,751 | 1,119,793 | 1,126,766 | 1,138,237 | 1,174,483 | 1,236,198 | 1,265,176 |
| Total prizes payable | 1,568,948 | 1,511,201 | 1,465,002 | 1,389,517 | 1,323,394 | 1,322,310 | 1,337,108 | 1,364,275 | 1,420,901 | 1,448,648 |
| <u>Investments to pay annuity prizes</u> | | | | | | | | | | |
| Current investments | \$ 213,394 | \$ 218,389 | \$ 224,464 | \$ 213,400 | \$ 199,295 | \$ 189,237 | \$ 179,055 | \$ 185,429 | \$ 185,859 | \$ 160,852 |
| Long-term investments | 1,502,833 | 1,389,151 | 1,460,099 | 1,365,669 | 1,237,322 | 1,165,778 | 1,081,364 | 1,307,544 | 1,375,670 | 1,323,051 |
| Total investments | 1,716,227 | 1,607,540 | 1,684,563 | 1,579,069 | 1,436,617 | 1,355,015 | 1,260,419 | 1,492,973 | 1,561,529 | 1,483,903 |
| Investments as percent of annuities | 109% | 106% | 115% | 114% | 109% | 102% | 94% | 109% | 110% | 102% |

NEW YORK STATE DEMOGRAPHIC INFORMATION
Last Ten Calendar Years Available

| <u>Year</u> | <u>Population</u> | <u>Change From Prior Year</u> | <u>Personal Income</u> | | <u>Change From Prior Year</u> | <u>Unemployment Rate</u> |
|-------------|-------------------|-------------------------------|--------------------------------------|-------------------|-------------------------------|--------------------------|
| | | | <u>Total</u> <u>(in millions)</u> | <u>Per Capita</u> | | |
| 1999 | 18,197,000 | | \$ 619,659 | \$ 34,053 | | 5.1% |
| 2000 | 18,976,000 | 4.28% | \$ 663,005 | \$ 34,939 | 2.60% | 4.6% |
| 2001 | 19,011,000 | 0.18% | \$ 679,886 | \$ 35,763 | 2.36% | 4.9% |
| 2002 | 19,158,000 | 0.77% | \$ 677,604 | \$ 35,369 | (1.10%) | 5.8% |
| 2003 | 19,190,000 | 0.17% | \$ 691,123 | \$ 36,015 | 1.83% | 6.0% |
| 2004 | 19,227,000 | 0.19% | \$ 737,756 | \$ 38,371 | 6.54% | 5.5% |
| 2005 | 19,255,000 | 0.15% | \$ 805,717 | \$ 41,845 | 9.05% | 4.8% |
| 2006 | 19,306,000 | 0.26% | \$ 818,426 | \$ 42,392 | 1.31% | 4.4% |
| 2007 | 19,298,000 | -0.04% | \$ 914,432 | \$ 47,385 | 11.78% | 4.2% |
| 2008 | 19,490,000 | 0.99% | \$ 937,010 | \$ 48,076 | 1.46% | 4.9% |

Sources: Bureau of Economic Analysis
U.S. Department of Commerce
U.S. Census Bureau
New York State Department of Labor,

Compiled by the Office of the State Comptroller of New York

EMPLOYMENT BY INDUSTRY
for most recent years available

| | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 |
|---------------------------------|------------|------------|------------|------------|------------|------------|------------|
| <u>Private employment</u> | | | | | | | |
| Forestry, fishing, etc. | 23,689 | 24,455 | 22,684 | 23,280 | 23,271 | 23,707 | 23,744 |
| Mining | 9,876 | 8,733 | 10,022 | 9,516 | 9,866 | 9,959 | 10,675 |
| Utilities | 43,796 | 43,301 | 42,213 | 40,623 | 40,651 | 40,506 | 40,119 |
| Construction | 462,822 | 449,250 | 456,704 | 467,615 | 483,981 | 508,530 | 527,531 |
| Manufacturing | 734,909 | 680,268 | 642,125 | 626,157 | 612,145 | 598,993 | 584,955 |
| Wholesale trade | 399,253 | 387,074 | 384,490 | 389,951 | 391,525 | 394,772 | 397,410 |
| Retail trade | 1,026,415 | 1,022,037 | 1,025,356 | 1,039,785 | 1,058,146 | 1,065,731 | 1,073,776 |
| Transportation, warehouse | 324,632 | 311,291 | 309,902 | 317,870 | 327,069 | 337,573 | 334,622 |
| Information | 358,650 | 325,881 | 308,447 | 305,139 | 310,275 | 312,293 | 302,404 |
| Finance, insurance | 726,286 | 698,378 | 688,840 | 696,548 | 711,845 | 733,599 | 731,480 |
| Real estate, rental, leasing | 358,530 | 361,088 | 380,434 | 407,062 | 436,758 | 466,261 | 470,170 |
| Professional, technical | 798,205 | 782,981 | 794,919 | 823,816 | 835,753 | 866,101 | 869,279 |
| Management | 122,454 | 127,630 | 126,239 | 125,968 | 130,060 | 135,334 | 137,157 |
| Administrative, waste services | 523,064 | 511,429 | 513,021 | 529,832 | 537,833 | 539,449 | 559,928 |
| Education | 339,070 | 350,635 | 363,734 | 376,935 | 388,285 | 401,273 | 405,562 |
| Health care, social assistance | 1,322,903 | 1,358,742 | 1,400,504 | 1,421,958 | 1,440,752 | 1,466,699 | 1,483,772 |
| Arts, entertainment, recreation | 258,204 | 268,588 | 270,871 | 283,129 | 287,510 | 295,198 | 299,829 |
| Accommodation, food service | 554,968 | 558,728 | 572,337 | 583,087 | 591,426 | 598,360 | 616,162 |
| Other services | 558,911 | 578,888 | 584,642 | 588,524 | 591,172 | 605,482 | 609,995 |
| Total | 8,946,637 | 8,849,377 | 8,897,484 | 9,056,795 | 9,208,323 | 9,399,820 | 9,478,570 |
| <u>Government employment</u> | | | | | | | |
| Federal, civilian | 134,377 | 133,580 | 135,408 | 130,490 | 128,925 | 127,015 | 127,046 |
| Military | 57,973 | 57,603 | 57,140 | 56,362 | 56,257 | 57,590 | 57,087 |
| State | 251,702 | 253,528 | 250,308 | 249,034 | 247,293 | 246,101 | 247,038 |
| Local | 1,040,677 | 1,061,115 | 1,059,876 | 1,063,024 | 1,068,446 | 1,069,467 | 1,079,349 |
| Total | 1,484,729 | 1,505,826 | 1,502,732 | 1,498,910 | 1,500,921 | 1,500,173 | 1,510,520 |
| Total nonfarm employment | 10,431,366 | 10,355,203 | 10,400,216 | 10,555,705 | 10,709,244 | 10,899,993 | 10,989,090 |
| Total farm employment | 59,730 | 59,916 | 59,641 | 54,827 | 54,243 | 52,102 | 50,784 |
| Total employment | 10,491,096 | 10,415,119 | 10,459,857 | 10,610,532 | 10,763,487 | 10,952,095 | 11,039,874 |

Source: Regional Economic Information System, Bureau of Economic Analysis
through the Office of the State Comptroller

New York Lottery
Operating Information
Fiscal Years 2001 Through 2010
(all dollars in thousands)

| | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 |
|----------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Draw Games | | | | | | | | | | |
| Sales | \$ 2,799,213 | \$ 2,787,097 | \$ 3,007,226 | \$ 3,091,785 | \$ 3,033,180 | \$ 3,289,246 | \$ 3,134,476 | \$ 3,079,179 | \$ 3,028,984 | \$ 3,170,022 |
| Prizes | \$ 1,382,495 | \$ 1,371,154 | \$ 1,495,540 | \$ 1,507,863 | \$ 1,539,996 | \$ 1,741,777 | \$ 1,634,152 | \$ 1,554,302 | \$ 1,544,341 | \$ 1,582,169 |
| Percent of sales | 49% | 49% | 50% | 49% | 51% | 53% | 52% | 50% | 51% | 50% |
| Retailer commissions | \$ 166,990 | \$ 166,353 | \$ 180,385 | \$ 184,640 | \$ 181,413 | \$ 196,857 | \$ 187,066 | \$ 183,961 | \$ 180,685 | \$ 189,204 |
| Percent of sales | 6% | 6% | 6% | 6% | 6% | 6% | 6% | 6% | 6% | 6% |
| Contractor fees | \$ 49,319 | \$ 48,008 | \$ 38,020 | \$ 39,531 | \$ 38,782 | \$ 41,351 | \$ 39,660 | \$ 39,378 | \$ 38,691 | \$ 39,224 |
| Percent of sales | 2% | 2% | 1% | 1% | 1% | 1% | 1% | 1% | 1% | 1% |
| Instant Games | | | | | | | | | | |
| Sales | \$ 1,386,117 | \$ 1,966,521 | \$ 2,388,729 | \$ 2,733,939 | \$ 3,005,589 | \$ 3,197,895 | \$ 3,517,960 | \$ 3,594,005 | \$ 3,666,087 | \$ 3,611,046 |
| Prizes | \$ 891,087 | \$ 1,270,027 | \$ 1,566,204 | \$ 1,798,472 | \$ 1,983,561 | \$ 2,111,635 | \$ 2,336,626 | \$ 2,398,636 | \$ 2,459,439 | \$ 2,369,845 |
| Percent of sales | 64% | 65% | 66% | 66% | 66% | 66% | 66% | 67% | 67% | 66% |
| Retailer commissions | \$ 83,167 | \$ 119,349 | \$ 144,506 | \$ 164,701 | \$ 180,571 | \$ 192,094 | \$ 211,370 | \$ 216,830 | \$ 219,974 | \$ 216,664 |
| Percent of sales | 6% | 6% | 6% | 6% | 6% | 6% | 6% | 6% | 6% | 6% |
| Contractor fees | \$ 55,491 | \$ 15,692 | \$ 17,627 | \$ 20,317 | \$ 22,336 | \$ 23,848 | \$ 26,221 | \$ 26,809 | \$ 27,386 | \$ 27,505 |
| Percent of sales | 4% | 1% | 1% | 1% | 1% | 1% | 1% | 1% | 1% | 1% |
| Ticket and related costs | \$ 12,373 | \$ 21,981 | \$ 32,259 | \$ 32,511 | \$ 31,174 | \$ 32,091 | \$ 28,095 | \$ 28,160 | \$ 32,755 | \$ 28,575 |
| Percent of sales | 1% | 1% | 1% | 1% | 1% | 1% | 1% | 1% | 1% | 1% |
| Video | | | | | | | | | | |
| Sales (net machine income) | | | | \$ 21,776 | \$ 231,718 | \$ 315,701 | \$ 522,668 | \$ 875,281 | \$ 965,074 | \$ 1,037,248 |
| Facility commissions | | | | \$ 6,315 | \$ 67,198 | \$ 122,108 | \$ 196,912 | \$ 307,723 | \$ 438,653 | \$ 469,562 |
| Percent of sales | | | | 29% | 29% | 39% | 38% | 35% | 45% | 45% |
| Contractor fees | | | | \$ 1,663 | \$ 16,890 | \$ 22,829 | \$ 34,673 | \$ 54,700 | \$ 60,402 | \$ 66,858 |
| Percent of sales | | | | 8% | 7% | 7% | 7% | 6% | 6% | 6% |
| All Games | | | | | | | | | | |
| Sales | \$ 4,185,330 | \$ 4,753,618 | \$ 5,395,955 | \$ 5,847,500 | \$ 6,270,487 | \$ 6,802,842 | \$ 7,175,104 | \$ 7,548,465 | \$ 7,660,145 | \$ 7,818,316 |
| Administrative costs | \$ 98,598 | \$ 128,745 | \$ 134,224 | \$ 136,830 | \$ 145,113 | \$ 151,559 | \$ 168,815 | \$ 158,679 | \$ 158,270 | \$ 157,315 |
| Percent of sales | 2% | 3% | 2% | 2% | 2% | 2% | 2% | 2% | 2% | 2% |
| Number of Employees | 326 | 340 | 330 | 329 | 335 | 333 | 334 | 342 | 359 | 351 |
| Number of Retailers | 15,600 | 15,100 | 15,100 | 15,000 | 16,000 | 16,000 | 16,000 | 16,100 | 16,500 | 16,700 |

New York Lottery
Operating Information
Fiscal Years 2001 Through 2010
(all dollars in thousands)

| | <u>2001</u> | <u>2002</u> | <u>2003</u> | <u>2004</u> | <u>2005</u> | <u>2006</u> | <u>2007</u> | <u>2008</u> | <u>2009</u> | <u>2010</u> |
|-----------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| <u>Draw Games</u> | | | | | | | | | | |
| Sales | \$ 2,799,213 | \$ 2,787,097 | \$ 3,007,226 | \$ 3,091,785 | \$ 3,033,180 | \$ 3,289,246 | \$ 3,134,476 | \$ 3,079,179 | \$ 3,028,984 | \$ 3,170,022 |
| Prizes | \$ 1,382,495 | \$ 1,371,154 | \$ 1,495,540 | \$ 1,507,863 | \$ 1,539,996 | \$ 1,741,777 | \$ 1,634,152 | \$ 1,554,302 | \$ 1,544,341 | \$ 1,582,169 |
| Percent of sales | 49% | 49% | 50% | 49% | 51% | 53% | 52% | 50% | 51% | 50% |
| Retailer commissions | \$ 166,990 | \$ 166,353 | \$ 180,385 | \$ 184,640 | \$ 181,413 | \$ 196,857 | \$ 187,066 | \$ 183,961 | \$ 180,685 | \$ 189,204 |
| Percent of sales | 6% | 6% | 6% | 6% | 6% | 6% | 6% | 6% | 6% | 6% |
| Contractor fees | \$ 49,319 | \$ 48,008 | \$ 38,020 | \$ 39,531 | \$ 38,782 | \$ 41,351 | \$ 39,660 | \$ 39,378 | \$ 38,691 | \$ 39,224 |
| Percent of sales | 2% | 2% | 1% | 1% | 1% | 1% | 1% | 1% | 1% | 1% |
| <u>Instant Games</u> | | | | | | | | | | |
| Sales | \$ 1,386,117 | \$ 1,966,521 | \$ 2,388,729 | \$ 2,733,939 | \$ 3,005,589 | \$ 3,197,895 | \$ 3,517,960 | \$ 3,594,005 | \$ 3,666,087 | \$ 3,611,046 |
| Prizes | \$ 891,087 | \$ 1,270,027 | \$ 1,566,204 | \$ 1,798,472 | \$ 1,983,561 | \$ 2,111,635 | \$ 2,336,626 | \$ 2,388,636 | \$ 2,459,439 | \$ 2,369,845 |
| Percent of sales | 64% | 65% | 66% | 66% | 66% | 66% | 66% | 67% | 67% | 66% |
| Retailer commissions | \$ 83,167 | \$ 119,349 | \$ 144,506 | \$ 164,701 | \$ 180,571 | \$ 192,094 | \$ 211,370 | \$ 216,830 | \$ 219,974 | \$ 216,664 |
| Percent of sales | 6% | 6% | 6% | 6% | 6% | 6% | 6% | 6% | 6% | 6% |
| Contractor fees | \$ 55,491 | \$ 15,692 | \$ 17,627 | \$ 20,317 | \$ 22,336 | \$ 23,848 | \$ 26,221 | \$ 26,809 | \$ 27,386 | \$ 27,505 |
| Percent of sales | 4% | 1% | 1% | 1% | 1% | 1% | 1% | 1% | 1% | 1% |
| Ticket and related costs | \$ 12,373 | \$ 21,981 | \$ 32,259 | \$ 32,511 | \$ 31,174 | \$ 32,091 | \$ 28,095 | \$ 28,160 | \$ 32,755 | \$ 28,575 |
| Percent of sales | 1% | 1% | 1% | 1% | 1% | 1% | 1% | 1% | 1% | 1% |
| <u>Video</u> | | | | | | | | | | |
| Sales (net machine income) | \$ 4,185,330 | \$ 4,753,618 | \$ 5,395,955 | \$ 5,847,500 | \$ 6,270,487 | \$ 6,802,842 | \$ 7,175,104 | \$ 7,548,465 | \$ 7,660,145 | \$ 7,818,316 |
| Facility commissions | \$ 98,598 | \$ 128,745 | \$ 134,224 | \$ 136,830 | \$ 145,113 | \$ 151,559 | \$ 168,815 | \$ 158,679 | \$ 158,270 | \$ 157,315 |
| Percent of sales | 2% | 3% | 2% | 2% | 2% | 2% | 2% | 2% | 2% | 2% |
| Contractor fees | \$ 326 | \$ 340 | \$ 330 | \$ 329 | \$ 335 | \$ 333 | \$ 334 | \$ 342 | \$ 359 | \$ 351 |
| Percent of sales | 15,600 | 15,100 | 15,100 | 15,000 | 16,000 | 16,000 | 16,000 | 16,100 | 16,500 | 16,700 |
| <u>All Games</u> | | | | | | | | | | |
| Sales | \$ 4,185,330 | \$ 4,753,618 | \$ 5,395,955 | \$ 5,847,500 | \$ 6,270,487 | \$ 6,802,842 | \$ 7,175,104 | \$ 7,548,465 | \$ 7,660,145 | \$ 7,818,316 |
| Administrative costs | \$ 98,598 | \$ 128,745 | \$ 134,224 | \$ 136,830 | \$ 145,113 | \$ 151,559 | \$ 168,815 | \$ 158,679 | \$ 158,270 | \$ 157,315 |
| Percent of sales | 2% | 3% | 2% | 2% | 2% | 2% | 2% | 2% | 2% | 2% |
| Number of Employees | 326 | 340 | 330 | 329 | 335 | 333 | 334 | 342 | 359 | 351 |
| Number of Retailers | 15,600 | 15,100 | 15,100 | 15,000 | 16,000 | 16,000 | 16,000 | 16,100 | 16,500 | 16,700 |