



RFQ: C180012 – Certified Public Accounting Services – Examination of Financial Statements and Performance of Agreed Upon Procedures

BIDDER ACKNOWLEDGEMENT OF ADDENDUM

Amendment Number: Two

Date Issued: November 20, 2018

Summary: Non-confidential Exhibits
Exhibit 1: New York Lottery Financial Statements for Fiscal Year 2017-18
Exhibit 3: Sample Fixed Prize Analysis Report
Exhibit 5a: Conflict of Interest Disclosure
Exhibit 5b: Vendor Assurance of No Conflict of Interest or Detrimental Effect

By signing below, the bidder attests to receiving and responding to the amendment number indicated above.

FIRM NAME: _____

REPRESENTATIVE SIGNATURE: _____

Exhibit 1
New York Lottery Financial Statements for Fiscal Year 2017-18



NEW YORK STATE LOTTERY

**Financial Statements and Supplementary Information
Years Ended March 31, 2018 and 2017
With Independent Auditor's Report**



MITCHELL TITUS
ACHIEVING EXCELLENCE TOGETHER

NEW YORK STATE LOTTERY
Financial Statements and Supplementary Information
Years Ended March 31, 2018 and 2017

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MITCHELL TITUS

INDEPENDENT AUDITOR'S REPORT

Gaming Commissioners and Senior Management
The New York State Gaming Commission

Report on the Financial Statements

We have audited the accompanying statements of net position of the New York State Lottery (the Lottery), an enterprise fund of the State of New York, as of March 31, 2018 and 2017, and the related statements of revenue, expenses, and change in net position and cash flows for the years then ended, and the related notes to the basic financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

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 audits to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

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We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the New York State Lottery as of March 31, 2018 and 2017, and the change in its financial position and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Emphasis of Matter

As discussed in Note 1, the Lottery's financial statements present only the New York State Lottery enterprise fund of the State of New York and do not purport to, and do not, present fairly the financial position of the State of New York, as of March 31, 2018 and 2017, the change in its financial position, or, where applicable, its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America. Our opinion is not modified with respect to this matter.

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis, the required schedules of the Lottery's proportionate share of the net pension liability and the Lottery's contributions for the New York State and Local Employees' Retirement System on pages 3 through 8 and 36 be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Mitchell Titus, LLP

July 13, 2018

MANAGEMENT'S DISCUSSION AND ANALYSIS (UNAUDITED)

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 years ended March 31, 2018 and 2017. 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 ended March 31, 2018 and 2017 have been prepared in accordance with accounting principles generally accepted in the United States of America.

FINANCIAL HIGHLIGHTS

- New York Lottery revenues totaled \$9.974 billion, while net proceeds earned for Lottery Aid to Education reached \$3.372 billion for fiscal year 2018.
- New York Lottery revenues, net in fiscal year 2018 were greater than the net revenues of 2017 by \$297.8 million, or 3.1%. In fiscal year 2017, the annual revenue decreased by \$14.8 million, or 0.2%.
- Net proceeds earned for Lottery Aid to Education in fiscal year 2018 were greater than the net proceeds of 2017 by \$104 million, or 3.2%. Comparatively, the annual earnings for education in fiscal year 2017 were less than the net proceeds of 2016 by \$33.9 million, or 1.0%.
- Prize expense increased by \$176.8 million, or 3.8%, during fiscal year 2018. Prize expense increased by \$9.4 million or 0.2% during fiscal year 2017. Prize expense generally follows the changes occurring in sales of the corresponding games.
- Operating income increased by \$81.8 million, or 2.5%, during fiscal year 2018. Operating income decreased by \$30.4 million, or 0.9%, during fiscal year 2017..
- Nonoperating expenses decreased by \$41.6 million during fiscal year 2018 after increasing by \$47.1 million during fiscal year 2017. Changes in this category are generally the result of unrealized gains/losses on investments, which can change by large amounts in either direction from year to year.
- Working capital (current assets minus current liabilities) increased by \$37.9 million in fiscal year 2018 after increasing by \$23.9 million in fiscal year 2017.

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 2018 and 2017:

MANAGEMENT'S DISCUSSION AND ANALYSIS (UNAUDITED)

OVERVIEW OF FINANCIAL STATEMENTS *(continued)*

Statements of Net Position – This statement provides information on the nature and amount of the Lottery's assets, deferred outflows of resources, liabilities, deferred inflows of resources and net position at the close of fiscal years 2018 and 2017. The relationship of assets and deferred outflows of resources to liabilities and deferred inflows of resources and resulting net position 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 Position – This statement reflects the Lottery's operating and nonoperating revenues and expenses and the change in net position for the 2018 and 2017 fiscal years.

Statements of Cash Flows – This statement 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 for the 2018 and 2017 fiscal years. 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 to the financial statements and this management's discussion and analysis provide information about the Lottery's overall financial condition.

This management's discussion and analysis is meant to be an introduction to the financial statements and to assist readers in understanding the results of the operations 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.

Following the notes to the financial statements are pension schedules, presented as Required Supplementary Information, which provide details on the Lottery's net pension liability and contributions.

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 claimed but not yet 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.
- Video Gaming Prize Pending Account – Consists of video gaming prizes awarded that have not yet been claimed.

MANAGEMENT'S DISCUSSION AND ANALYSIS (UNAUDITED)

OVERVIEW OF FINANCIAL STATEMENTS *(continued)*

- Video Gaming Administration Account – Utilized to pay the administrative costs of video gaming.

FINANCIAL ANALYSIS

Summary of Net Position – The comparative summary of net position represents the Lottery's financial position as of the fiscal years 2018, 2017, and 2016 (in millions):

	FY 2018	FY 2017	FY 2016	FY 2018 vs. FY 2017		FY 2017 vs. FY 2016	
				Dollar change	Percent change	Dollar change	Percent change
Capital assets	\$ -	\$ -	\$ -	\$ -	- %	\$ -	- %
Other assets	2,556	2,572	2,711	(16)	(0.6)	(139)	(5.1)
Total assets	2,556	2,572	2,711	(16)	(0.6)	(139)	(5.1)
Total deferred outflows of resources	5	9	-	(4)	(44.4)	9	-
Current liabilities	1,051	1,000	1,078	51	5.1	(78)	(7.2)
Noncurrent liabilities	1,158	1,214	1,231	(56)	(4.6)	(17)	(1.4)
Total liabilities	2,209	2,214	2,309	(5)	(0.2)	(95)	(4.1)
Total deferred inflows of resources	1	1	-	-	-	1	-
Restricted net position	200	184	157	16	8.7	27	17.2
Unrestricted net position	151	182	245	(31)	(17.0)	(63)	(25.7)
Total net position	\$ 351	\$ 366	\$ 402	\$ (15)	(4.1)%	\$ (36)	(9.0)%

Capital Assets – Capital assets consist of equipment and leasehold improvements. During fiscal years 2018 and 2017, there were no changes in capital assets. Additional information about the Lottery's capital assets can be found in Note 1 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 2018, other assets decreased by \$15.3 million, which represented a decrease of 0.6% from the previous year. This decrease was primarily a result of a decrease in long-term investments due to \$103 million of investment maturities and no purchases during fiscal year 2018. In fiscal year 2017, other assets decreased by \$139.5 million, which represented a decrease of 5.1% from the previous year.

Deferred Outflows of Resources – Deferred outflows of resources relate to deferred pension costs determined in accordance with GASB 68 and decreased by \$4.4 million in fiscal year 2018, which was a 48.2% decrease from the previous year and was the result of the difference between projected and actual investment earnings on pension investments.

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 (unearned ticket sales), and the short-term portion of long-term prizes payable and amounts due to employees for unused vacation leave. In total, these accounts increased by \$51.1 million during fiscal year 2018. This change can be compared to the fiscal year ended March 31, 2017 when there was a \$78.6 million annual decrease in total current liabilities.

MANAGEMENT'S DISCUSSION AND ANALYSIS (UNAUDITED)

FINANCIAL ANALYSIS (continued)

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, pension obligations and unused employee vacation leave. During fiscal year 2018, noncurrent liabilities decreased by \$54.9 million, with the decrease occurring primarily in the category of long-term prizes payable. During fiscal year 2017, noncurrent liabilities decreased by \$18.0 million, with the decrease occurring primarily in the category of long-term prizes payable. Additional information about the Lottery's noncurrent liabilities can be found in Note 5 of the notes to the financial statements.

Deferred Inflows of Resources – Deferred inflows of resources relate to deferred pension costs determined in accordance with GASB 68 and decreased by \$0.2 million in fiscal year 2018, which was a 21.4% decrease from the previous year.

Net Position – Restricted net position for future prizes consists 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, Mega Millions or Cash 4 Life jackpot or contribute toward a created but unclaimed instant ticket prize. These amounts are available by statute for this purpose.

Unrestricted net position listed on the statement of net position is largely the cumulative result of increased fair value of the investments held by the Lottery to pay annuity prizes. 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.

Summary of Revenue, Expenses, and Changes in Net Position – The following summary compares the Lottery's revenues, expenses and changes in net position for the fiscal years 2018, 2017 and 2016 (in millions).

	FY 2018	FY 2017	FY 2016	FY 2018 vs. FY 2017		FY 2017 vs. FY 2016	
				Dollar change	Percent change	Dollar change	Percent change
<i>Operating revenue</i>							
Lottery revenue, net	\$ 9,974	\$ 9,676	\$ 9,691	\$ 298	3.1 %	\$ (15)	(0.2)%
<i>Operating expenses</i>							
Direct expenses	(6,478)	(6,256)	(6,245)	222	3.5 %	11	0.2%
Indirect expenses	(127)	(133)	(129)	(6)	(4.5)%	4	3.1%
Total operating expenses	(6,605)	(6,389)	(6,374)	216	3.4 %	15	0.2%
Operating income	3,369	3,287	3,317	82	2.5 %	(30)	(0.9)%
<i>Nonoperating income (expenses)</i>							
Nonoperating income	42	8	51	34	425.0 %	(43)	(84.3)%
Nonoperating expenses	(55)	(62)	(58)	(7)	(11.3)%	4	6.9%
Total nonoperating income (expenses)	(13)	(54)	(7)	41	75.9 %	(47)	(671.4)%
Income before required allocation	3,356	3,233	3,310	123	3.8 %	(77)	(2.3)%
Required allocation – contribution for aid to Education	(3,372)	(3,268)	(3,301)	104	3.2 %	(33)	(1.0)%
Change in net position	(16)	(35)	9	19	(54.3)%	(44)	(488.9)%
Net position beginning of year	367	402	393	(35)	(8.7)%	9	2.3%
Net position end of year	\$ 351	\$ 367	\$ 402	\$ (16)	(4.4)%	\$ (35)	(8.7)%

MANAGEMENT'S DISCUSSION AND ANALYSIS (UNAUDITED)

FINANCIAL ANALYSIS (continued)

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 17,500 licensed retail locations across the state. The Lottery also achieves its mission through ten licensed video lottery gaming facilities located in Saratoga, Monticello, Farmington, Hamburg, Batavia, Vernon, Yonkers, Suffolk and New York City (two facilities).

During fiscal year 2018, the Lottery achieved \$3.760 billion in draw sales, \$4.179 billion in instant sales, and \$2.035 billion in video lottery gaming net machine income for a total of \$9.974 billion, an increase of \$297.8 million, or 3.1%, over the previous fiscal year. During fiscal year 2017, the Lottery achieved \$3.678 billion in draw sales, \$4.001 billion in instant sales, and \$1.997 billion in video lottery gaming net machine income for a total of \$9.676 billion, a decrease of \$14.8 million, or 0.2%, over the previous fiscal year. Instant game sales have experienced growth in fiscal years 2018 and 2017. However, although draw game sales experienced a decline in 2017, there was growth in draw game sales in 2018.

The following table shows a comparison of the Lottery's revenues by game and the percentage of total revenues by game for the fiscal years 2018, 2017, and 2016 (in millions):

Game	FY 2018		FY 2017		FY 2016	
	Revenue	Percent of total revenues	Revenue	Percent of total revenues	Revenue	Percent of total revenues
Mega Millions	\$ 312	3.1%	\$ 285	3.0%	\$ 255	2.6%
Lotto	71	0.7	79	0.8	97	1.0
Take 5	238	2.4	234	2.4	241	2.5
Numbers	887	8.9	898	9.3	903	9.3
Win 4	927	9.3	921	9.5	911	9.4
Quick Draw	793	8.0	794	8.2	787	8.1
Pick 10	30	0.3	29	0.3	30	0.3
Powerball	408	4.1	349	3.6	460	4.8
Other Multi-State Draw Games *	94	0.9	89	0.9	108	1.1
Instant	4,179	41.9	4,001	41.4	3,912	40.4
Subtotal traditional lottery	7,939	79.6	7,679	79.4	7,704	79.5
Video gaming, net **	2,035	20.4	1,997	20.6	1,987	20.5
Total revenues	\$ 9,974	100.0%	\$ 9,676	100.0%	\$ 9,691	100.0%

* Other Multi-State Draw Games include Cash 4 Life.

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

	FY 2018	FY 2017	FY 2016
Credits played	\$ 38,325	\$ 37,063	\$ 37,266
Credits won	(36,290)	(35,066)	(35,279)
Net machine income	\$ 2,035	\$ 1,997	\$ 1,987

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 between 74% and 75% of direct expenses during each of the three years being discussed. Prizes increased by \$176.8 million to \$4.816 billion in fiscal year 2018. At the same time, retailer commissions increased by \$42.8 million to \$1.388 billion and gaming contractor fees increased by \$2.1 million to \$229 million.

MANAGEMENT'S DISCUSSION AND ANALYSIS (UNAUDITED)

FINANCIAL ANALYSIS *(continued)*

Prizes increased by \$9.4 million to \$4.639 billion in fiscal year 2017. At the same time, retailer commissions decreased by \$1 million to \$1.346 billion and gaming contractor fees decreased by \$0.3 million to \$226.8 million.

Indirect Expenses – Indirect expenses include marketing, state agency charges, personal services, fringe benefits and other administrative costs. These costs were \$127.3 million during fiscal year 2018, which was 4.5% lower than the prior year. Corresponding costs in fiscal year 2017 were \$133.4 million, which was 3.6% higher than in fiscal year 2016.

Nonoperating Revenues (Expenses) – Nonoperating revenues and expenses consist of miscellaneous income plus the net growth or decline in the fair value of investments used to fund long-term prizes. Investment income of \$31.3 million in 2018, loss of \$5.0 million in 2017, and income of \$49.5 million in 2016 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, which is subject to considerable variance over time, is the primary factor in causing any large differences 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 amortized discount of prizes payable decreased by \$1.7 million from \$56.6 million in fiscal year 2017 to \$54.9 million in fiscal year 2018. The annual fair value adjustment of investments flows to the unrestricted net position balance on the statements of net position.

Income before Required Allocation and Change in Net Position – The revenues and expenses for fiscal year 2018 resulted in income before required allocation totaling \$3.356 billion. This amount consists of a required allocation for Aid to Education of \$3.372 billion that transfers out as a contribution for Aid to Education and an \$15.7 million decrease in net position for the year. The \$15.7 million decrease in net position is a combination of a \$16 million increase in net position restricted for prizes and a \$31.7 million decrease in unrestricted net position. The revenues and expenses for fiscal year 2017 resulted in income before required allocation totaling \$3.233 billion. This amount consists of a required allocation for Aid to Education of \$3.268 billion that transfers out as a contribution for Aid to Education and a \$35.1 million decrease in net position for the year. The \$35.1 million decrease in net position is a combination of a \$27.1 million increase in net position restricted for prizes and a \$62.2 million decrease in unrestricted net position.

Summary and Outlook – As a mature business entity, the New York Lottery generally anticipates only moderate but steady growth from year to year. An opportunity to move beyond normal growth would not be expected unless there were an addition of new games or an expansion in gaming facilities.

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 info@gaming.ny.gov or write to The New York State Gaming Commission Communications Office, One Broadway Center, P.O. Box 7500, Schenectady, NY 12301-7500.

NEW YORK STATE LOTTERY

Statements of Net Position

March 31, 2018 and 2017

(In thousands)

	<u>2018</u>	<u>2017</u>
ASSETS		
<i>Current assets</i>		
Cash and cash equivalents	\$ 719,472	\$ 643,606
Accounts receivable, net	490,121	476,862
Instant ticket inventory	12,357	11,848
Investments	102,064	102,696
Total current assets	<u>1,324,014</u>	<u>1,235,012</u>
<i>Noncurrent assets</i>		
Long-term investments, net	<u>1,232,136</u>	<u>1,336,488</u>
Total noncurrent assets	<u>1,232,136</u>	<u>1,336,488</u>
Total assets	2,556,150	2,571,500
Deferred outflows of resources	<u>4,757</u>	<u>9,190</u>
Total assets and deferred outflows of resources	<u>2,560,907</u>	<u>2,580,690</u>
LIABILITIES		
<i>Current liabilities</i>		
Prizes payable	131,535	130,808
Unclaimed prizes	587,571	550,596
Due to Education	303,497	292,970
Accounts payable and accrued liabilities	16,887	14,641
Unearned ticket sales	10,321	9,610
Compensated absences	1,002	1,119
Total current liabilities	<u>1,050,813</u>	<u>999,744</u>
<i>Noncurrent liabilities</i>		
Compensated absences	202	225
Pension contribution payable	2,562	2,161
Net pension liability	4,839	8,324
Long-term prizes payable	<u>1,151,104</u>	<u>1,202,856</u>
Total noncurrent liabilities	<u>1,158,707</u>	<u>1,213,566</u>
Total liabilities	<u>2,209,520</u>	<u>2,213,310</u>
Deferred inflows of resources	<u>798</u>	<u>1,015</u>
Total liabilities and deferred inflows of resources	<u>2,210,318</u>	<u>2,214,325</u>
NET POSITION		
Restricted for future prizes	200,031	184,078
Unrestricted	150,558	182,287
Total net position	<u>\$ 350,589</u>	<u>\$ 366,365</u>

See accompanying notes to basic financial statements.

NEW YORK STATE LOTTERY

Statements of Revenue, Expenses, and Changes in Net Position

Years Ended March 31, 2018 and 2017

(In thousands)

	<u>2018</u>	<u>2017</u>
OPERATING REVENUE		
Lottery revenue, net	\$ 9,973,519	\$ 9,675,722
<i>Operating expenses</i>		
Prize expense, net	(4,815,903)	(4,639,092)
Retailer commissions	(1,388,320)	(1,345,525)
Gaming contractor fees	(228,984)	(226,848)
Instant ticket direct expenses	(26,079)	(25,739)
Telecommunications	(18,612)	(18,588)
Total direct expenses	<u>(6,477,898)</u>	<u>(6,255,792)</u>
Marketing and advertising expense	(81,526)	(95,838)
Personal service and fringe benefits	(29,565)	(25,150)
Other administrative costs	(10,090)	(6,689)
State agency charges	(6,133)	(5,700)
Total indirect expenses	<u>(127,314)</u>	<u>(133,377)</u>
Total operating expenses	<u>(6,605,212)</u>	<u>(6,389,169)</u>
Operating income	<u>3,368,307</u>	<u>3,286,553</u>
NONOPERATING REVENUE (EXPENSES)		
Investment (loss) income	31,254	(4,973)
Other revenue, net	11,398	7,773
Investment expense, net	(54,867)	(56,613)
Total nonoperating expenses, net	<u>(12,215)</u>	<u>(53,813)</u>
Income before required allocation	3,356,092	3,232,740
Required allocation for aid to Education	<u>(3,371,868)</u>	<u>(3,267,883)</u>
Change in net position	(15,776)	(35,143)
Net position, beginning of year	366,365	401,508
Net position, end of year	<u><u>\$ 350,589</u></u>	<u><u>\$ 366,365</u></u>

See accompanying notes to basic financial statements.

NEW YORK STATE LOTTERY
Statements of Cash Flows
Years Ended March 31, 2018 and 2017
(In thousands)

	<u>2018</u>	<u>2017</u>
CASH FLOWS FROM OPERATING ACTIVITIES		
Cash received from net lottery revenue	\$ 9,948,242	\$ 9,635,989
Cash payments for prizes	(4,863,884)	(4,730,504)
Cash payments for commissions	(1,388,297)	(1,345,534)
Cash payments for contractor fees	(228,212)	(226,477)
Cash payments for telecommunications	(18,612)	(18,588)
Cash payments for instant ticket direct expenses	(26,413)	(27,915)
Cash payments for other operating expenses	(133,358)	(131,345)
Other cash receipts	11,398	7,773
Net cash provided by operating activities	<u>3,300,864</u>	<u>3,163,399</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Proceeds from investment maturities	102,786	100,850
Purchases of investments	-	(52,245)
Interest on cash and cash equivalents and investments	33,557	28,189
Net cash provided by investing activities	<u>136,343</u>	<u>76,794</u>
CASH FLOWS FROM NONCAPITAL FINANCING ACTIVITIES		
Cash transfer to State for Aid to Education	(3,361,341)	(3,320,994)
Net cash used in noncapital financing activities	<u>(3,361,341)</u>	<u>(3,320,994)</u>
Net change in cash and cash equivalents	75,866	(80,801)
Cash and cash equivalents, beginning of year	643,606	724,407
Cash and cash equivalents, end of year	<u>\$ 719,472</u>	<u>\$ 643,606</u>
<i>Reconciliation of operating income to net cash provided by operating activities</i>		
Operating income	\$ 3,368,307	\$ 3,286,553
<i>Adjustments to reconcile operating income to net cash provided by operating activities</i>		
Other cash receipts	11,293	7,678
Investment expense	(54,867)	(56,613)
<i>Change in operating assets, deferred outflows, liabilities and deferred inflows</i>		
Change in accounts receivable, net	(13,259)	(21,419)
Change in ticket inventory	(509)	(1,575)
Change in prizes payable	(51,025)	(23,383)
Change in unclaimed prizes	36,975	(32,113)
Change in compensated absences	(140)	53
Change in deferred outflows	4,433	(8,748)
Change in net pension liability	(3,485)	6,441
Change in deferred inflows	(217)	1,015
Change in pension contribution payable	401	(506)
Change in accounts payable and accrued liabilities	2,246	6,219
Change in unearned ticket sales	711	(203)
Net cash provided by operating activities	<u>\$ 3,300,864</u>	<u>\$ 3,163,399</u>
<i>Noncash investing activities</i>		
Decrease in unrealized gains on investments	\$ (34,114)	\$ (66,157)
Amortization of investment discount	31,916	33,090

See accompanying notes to basic financial statements.

NEW YORK STATE LOTTERY
Notes to Financial Statements
Years Ended March 31, 2018 and 2017

NOTE 1 ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The New York State Lottery (Lottery) was established in 1967. In 1976, the Lottery was placed under 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). On February 1, 2013, the Division of Lottery was merged with the New York State Racing and Wagering Board into a single oversight entity called the New York State Gaming Commission, which was given responsibility to administer traditional and video lottery games as part of its overall responsibility for regulation and enforcement of gaming activity in New York. 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 represent 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.

Basis of Presentation

The Lottery applies all applicable Governmental Accounting Standards Board (GASB) pronouncements and prepares its financial statements under the economic resources measurement focus, whereby all inflows, outflows and balances affecting net position are reported, and 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 more significant accounting policies of the Lottery are described below:

Revenue Recognition

(i) Draw Games

Revenue from ticket sales for Lotto, Quick Draw, Take 5, Pick 10, Mega Millions, Powerball, Cash 4 Life, 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 unearned revenue and will not be recognized as revenue until the related drawings take place.

NEW YORK STATE LOTTERY
Notes to Financial Statements
Years Ended March 31, 2018 and 2017

NOTE 1 ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES
(continued)

Revenue Recognition *(continued)*

(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.

(iii) Video Gaming

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

Prize Expense

The Lottery recognizes prize expense for draw games equivalent to the actual prize liability incurred for each drawing. Prize expense for instant games is recognized when instant books are activated by retailers and is based on the percentage of sales allocated to prizes for each game. Video lottery revenue is reported net of prizes, so prize expense is not recognized on these games. Prize expense is adjusted accordingly for any prizes unclaimed within the time period allowed by law.

Commissions and Fees

Retailers selling draw and instant game tickets receive a commission of 6% based on the total tickets sold. Video gaming facilities receive a varying percent of incremental annual net machine income according to provisions of Section 1612 of the New York State 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 full-service Lottery system 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. Video lottery terminal contractors receive a fee equal to a contractual percentage of each contractor's revenue or a fee per device, adjusted for the units of service provided. All other gaming contractors are paid fees based on the units of service provided (see Note 13).

NEW YORK STATE LOTTERY
Notes to Financial Statements
Years Ended March 31, 2018 and 2017

NOTE 1 ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES
(continued)

Accounts Receivable

Accounts receivable primarily represent 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 that 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.

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 are to be at least 20% for the New York State Lottery Instant Games, 30% for multi-state games such as Mega Millions, Powerball, Cash 4 Life, 35% for Take 5, Numbers, Win-4, and Pick 10, 45% for Lotto and promotional games, and 25% for Quick Draw. In addition, the Lottery has statutory authority to issue up to five 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.
- Allocations of ticket sales revenue for the payment of lottery prizes are not to exceed 65% for the New York State Lottery Instant Games, 55% for multi-state games such as Mega Millions, Powerball, Cash 4 Life, 50% for Take 5, Numbers, Win-4, and Pick 10, 40% for Lotto and 60% for Quick Draw. In addition, the Lottery has statutory authority to issue up to five 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.

NEW YORK STATE LOTTERY
Notes to Financial Statements
Years Ended March 31, 2018 and 2017

NOTE 1 ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES
(continued)

Allocation of Revenue from Ticket Sales *(continued)*

- 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, the video lottery administrative allocation does not include commissions and fees, which are described separately (see previously within Commissions and Fees). Any excess of the maximum allocation over actual administrative expenses is allocated to education. Such allocations amounted to approximately \$512,648,584 and \$484,551,680 for fiscal years 2018 and 2017, respectively. Administrative expenses incurred by the Lottery represent telecommunications, advertising, salary and other operating costs.

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 (STIP), which is used for the temporary investment of funds not required for immediate payments.

Investments

Investments, consisting of U.S. Treasury bonds, U.S. Treasury strips, bonds guaranteed by U.S. Agency for International Development and New York City Transitional Finance Authority 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.

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 Financial Statements
Years Ended March 31, 2018 and 2017

NOTE 1 ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES
(continued)

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 in the table below, by major class of asset, for the years ended March 31, 2018 and 2017 (in thousands).

	2016	Additions	Deletions	2017	Additions	Deletions	2018
<i>Leasehold improvements</i>							
Cost	\$ 4,526	\$ -	\$ -	\$ 4,526	\$ -	\$ -	\$ 4,526
Accumulated depreciation	(4,526)	-	-	(4,526)	-	-	(4,526)
Net value	-	-	-	-	-	-	-
<i>Equipment</i>							
Cost	1,911	-	-	1,911	-	-	1,911
Accumulated depreciation	(1,911)	-	-	(1,911)	-	-	(1,911)
Net value	-	-	-	-	-	-	-
Total	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

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.

Prizes Payable

Lotto, Powerball, Mega Millions and Cash 4 Life jackpot players have the option 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 is recorded in restricted net position and made available for future prizes.

NEW YORK STATE LOTTERY
Notes to Financial Statements
Years Ended March 31, 2018 and 2017

NOTE 1 ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES
(continued)

Unclaimed Prizes

Unclaimed prizes at March 31, 2018 and 2017 were \$587,571,000 and \$550,596,000, respectively. Prizes unclaimed for one year after the drawing date (lapsed) are forfeited by the ticket holder. Total prizes lapsed amounted to approximately \$84,685,000 and \$68,959,000 for fiscal years 2018 and 2017, respectively. These forfeited prizes are netted against prize expense in the statements of revenue, expense, and changes in net position.

Under New York State Tax Law Section 1614, the Lottery retains forfeited prizes for supplemental prizes in subsequent lottery games. During the fiscal years 2018 and 2017, these supplemental prizes were used for Mega Millions, Powerball, Cash 4 Life, Lotto, Quick Draw, Take 5, Numbers, Win 4, and various Instant Games.

Restricted Net Position

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

Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles in the United States of America (U.S. GAAP) 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.

Adoption of New Accounting Pronouncements

During the year ended March 31, 2017, the Lottery adopted GASB Statement No. 72, *Fair Value Measurement and Application* (GASB 72). GASB 72 addresses accounting and financial reporting issues related to fair value measurements. The definition of fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. GASB 72 provides guidance for determining a fair value measurement for financial reporting purposes. GASB 72 also provides guidance for applying fair value to certain investments and disclosures related to all fair value measurements.

NEW YORK STATE LOTTERY
Notes to Financial Statements
Years Ended March 31, 2018 and 2017

NOTE 1 ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES
(continued)

Adoption of New Accounting Pronouncements *(continued)*

During the year ended March 31, 2017, the Lottery adopted GASB issued Statement No. 76, *The Hierarchy of Generally Accepted Accounting Principles for State and Local Governments* (GASB 76). The objective of GASB 76 is to identify—in the context of the current governmental financial reporting environment—the hierarchy of GAAP. The “GAAP hierarchy” consists of the sources of accounting principles used to prepare financial statements of state and local governmental entities in conformity with GAAP and the framework for selecting those principles. GASB 76 reduces the GAAP hierarchy to two categories of authoritative GAAP and addresses the use of authoritative and non-authoritative literature in the event that the accounting treatment for a transaction or other event is not specified within a source of authoritative GAAP. GASB 76 supersedes GASB Statement No. 55, *The Hierarchy of Generally Accepted Accounting Principles for State and Local Governments*.

During the year ended March 31, 2018, the Lottery adopted GASB Statement No. 82, *Pension Issues an Amendment of GASB Statements No. 67, No. 68, and No. 73* (GASB 82). This statement addresses certain issues that have been raised with respect to GASB Statements No. 67, *Financial Reporting for Pension Plans*, No. 68, *Accounting and Financial Reporting for Pensions*, and No. 73, *Accounting and Financial Reporting for Pensions and Related Assets That Are Not within the Scope of GASB Statement 68, and Amendments to Certain Provisions of GASB Statements 67 and 68*. Specifically, GASB 82 addresses issues regarding (1) the presentation of payroll-related measures in required supplementary information, (2) the selection of assumptions and the treatment of deviations from the guidance in an Actuarial Standard of Practice for financial reporting purposes, and (3) the classification of payments made by employers to satisfy employee (plan member) contribution requirements. There was no material impact to the financial statements as a result of adopting and implementing GASB 82.

NEW YORK STATE LOTTERY
Notes to Financial Statements
Years Ended March 31, 2018 and 2017

NOTE 1 ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES
(continued)

Recently Issued GASB Pronouncements

The GASB issued Statement No. 75, *Accounting and Financial Reporting for Postemployment Benefits Other Than Pensions* (GASB 75). GASB 75 replaces the requirements of GASB Statement No. 45, *Accounting and Financial Reporting by Employers for Postemployment Benefits Other Than Pensions*, as amended, and GASB Statement No. 57, *OPEB Measurements by Agent Employers and Agent Multiple-Employer Plans*, for Other Postemployment Benefits (OPEB). The scope of GASB 75 addresses accounting and financial reporting for OPEB Plans that are provided to the employees of state and local governmental employers. GASB 75 establishes standards for recognizing and measuring liabilities, deferred outflows of resources, deferred inflows of resources, and expense/expenditures. For defined benefit OPEB plans, GASB 75 identifies the methods and assumptions that are required to be used to project benefit payments, discount projected benefit payments to their actuarial present value, and attribute that present value to periods of employee service. Footnote disclosure and required supplementary information requirements about defined benefit OPEB plans also are addressed. GASB 75 is effective for fiscal years beginning after June 15, 2017. Currently, the Lottery is evaluating the impact of GASB 75 on the financial statements.

During 2017, the GASB issued Statement No. 85 - *Omnibus 2017* ("GASB 85"). The objective of this Statement is to address practice issues that were identified during implementation and application of certain GASB Statements. This Statement addresses a variety of topics including issues related to blending component units, goodwill, fair value measurement and application, and postemployment benefits (pensions and OPEB). The requirements of this Statement are effective for reporting periods beginning after June 15, 2017. Currently, the Lottery is evaluating the impact of this Statement on the financial statements and it is anticipated that there will be no material impact to the financial results from adopting and implementing GASB 85.

During 2017, the GASB issued Statement No.87 - *Leases* ("GASB 87"). The objective of this Statement is to better meet the information needs of financial statement users by improving accounting and financial reporting for leases by governments. This Statement increases the usefulness of governments' financial statements by requiring recognition of certain lease assets and liabilities for leases that previously were classified as operating leases and inflows of resources or outflows of resources recognized based on the payment provisions of the contract. It establishes a single model for lease accounting based on the foundational principle that leases are financings of the right to use an underlying asset. Under this Statement, a lessee is required to recognize a lease liability and an intangible right-to-use lease asset, and a lessor is required to recognize a lease receivable and a deferred inflow of resources, thereby enhancing the relevance and consistency of information about governments' leasing activities.

NEW YORK STATE LOTTERY

Notes to Financial Statements

Years Ended March 31, 2018 and 2017

NOTE 1 ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Recently Issued GASB Pronouncements (continued)

The requirements of this Statement are effective for reporting periods beginning after December 15, 2019 and earlier application is encouraged. Currently, the Lottery is evaluating the impact of this Statement on the financial statements and it is anticipated that there will be no material impact to the financial results from adopting and implementing GASB 87.

NOTE 2 CASH AND CASH EQUIVALENTS

Lottery deposits of cash and cash equivalents are made in accordance with New York State Finance Law Sections 92c and 98a and New York 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 New York State Finance Law, the accounts for prizes and administration earn interest through participation in a STIP 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 STIP is reported at amortized cost, which approximates fair value. The valuation of the STIP is derived from unobservable inputs (Level 3), which primarily include New York State data and market participant assumptions particular to New York State. The carrying amount of the joint custody accounts included in cash and cash equivalents were \$685,537,000 and \$618,175,000 at March 31, 2018 and 2017, respectively.

The Lottery also maintains sole custody accounts that are used for daily cash management purposes. Interest-bearing cash accounts are Level 1 financial instruments and are based on quoted prices for similar assets. The Lottery manages the investment of its cash balances to minimize its uninvested funds. At March 31, 2018 and 2017, the amount of sole custody accounts included in cash and cash equivalents was \$33,935,000 and \$25,431,000, 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.

NEW YORK STATE LOTTERY
Notes to Financial Statements
Years Ended March 31, 2018 and 2017

NOTE 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 U.S. Treasury bonds, U.S. Treasury strips, bonds guaranteed by U.S. Agency for International Development and New York City Transitional Finance Authority municipal bonds, which are guaranteed by the full faith and credit of the United States. The fair value of these investments at March 31, 2018 and 2017 was \$1,334,200,000 and \$1,439,184,000, respectively. During fiscal years 2018 and 2017, approximately \$31,916,000 and \$33,090,000, respectively, of amortized discount was included in investment income.

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

	<u>2018</u>	<u>2017</u>
Maturity value	\$ 1,508,666	\$ 1,611,453
Unamortized discount	<u>(293,865)</u>	<u>(325,781)</u>
Total at amortized cost	1,214,801	1,285,672
Less: Investments, maturing within one year, at amortized cost	<u>100,782</u>	<u>100,958</u>
Long-term investments, at amortized cost	<u><u>\$ 1,114,019</u></u>	<u><u>\$ 1,184,714</u></u>

Fair Value Measurement

The fair value hierarchy categorizes the inputs to valuation techniques used to measure fair value into three levels. Level 1 inputs are quoted prices (unadjusted) for identical assets or liabilities in active markets that a government can access at the measurement date. Level 2 inputs are inputs other than quoted prices included within Level 1 that are observable for an asset or liability, either directly or indirectly. Level 3 inputs are unobservable inputs for an asset or liability. The fair value hierarchy gives the highest priority to Level 1 inputs and the lowest priority to Level 3 inputs.

Fair value of the Lottery's investments are measured by Level 1 inputs based upon quoted prices in active markets or Level 2 inputs based upon quoted prices for identical or similar assets in markets that are not active or other observable inputs such as interest rates and yield curves observable at commonly quoted intervals. There are no Level 3 investments at March 31, 2018 and 2017, respectively.

U.S. Government obligations, Bonds guaranteed by the U.S. Agency for International Development and New York City Transitional Finance Authority Bonds are valued at the closing price reported on the markets not actively traded.

NEW YORK STATE LOTTERY
Notes to Financial Statements
Years Ended March 31, 2018 and 2017

NOTE 3 INVESTMENTS *(continued)*

Fair Value Measurement *(continued)*

Balances and fair value measurements of the Lottery's investments at March 31 were as follows (in thousands):

<u>Investments</u>	<u>2018</u>		<u>2017</u>	
	<u>Level 1</u>	<u>Level 2</u>	<u>Level 1</u>	<u>Level 2</u>
U.S. Treasury Strips	\$ 4,771	\$ -	\$ 4,749	\$ -
U.S. Treasury Bonds	581,628	-	628,393	-
New York City Transitional Finance Authority Bonds	-	474,919	-	505,833
Bonds Guaranteed by U.S. Agency for International Development	-	272,882	-	300,209
Total investments	\$ 586,399	\$ 747,801	\$ 633,142	\$ 806,042

Maturities of the investments in each of the five fiscal years following March 31, 2018, and five-year incremental totals thereafter, are as follows (in thousands):

	<u>Maturities</u>	<u>Interest due</u>	<u>Total</u>
2019	\$ 102,656	\$ 22,432	\$ 125,088
2020	107,256	21,738	128,994
2021	106,775	20,901	127,676
2022	106,637	19,974	126,611
2023	92,046	19,001	111,047
2024–2028	364,496	79,695	444,191
2029–2033	178,789	64,972	243,761
2034–2038	169,628	52,411	222,039
2039–2043	238,182	7,950	246,132
2044–2048	42,201	-	42,201
	<u>\$ 1,508,666</u>	<u>\$ 309,074</u>	<u>\$ 1,817,740</u>

Credit risk is the risk that an issuer will not fulfill its obligations. The Lottery's policy is to follow New York State law which limits the investments that the Lottery can make and generally limits 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 2011, the Lottery held similarly rated New York City Transitional Finance Authority municipal bonds. The credit ratings of the Lottery's investments as published by Moody's and Standard & Poor's are included below for those investments where credit ratings were available.

NEW YORK STATE LOTTERY
Notes to Financial Statements
Years Ended March 31, 2018 and 2017

NOTE 3 INVESTMENTS *(continued)*

Fair Value Measurement *(continued)*

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 generally 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, 2018 and 2017, the Lottery had the following investments and maturities (amounts in thousands):

Investment Type	2018 Fair Value	Moody's Credit Rating	S&P Credit Rating	2018 Investment Maturities (Fair Value)		
				Less than Five Years	5 Years to 10 Years	More than 10 Years
				U.S. Treasury Strips	\$ 4,771	N/A
U.S. Treasury Bonds	581,628			218,910	136,766	225,952
New York City Transitional Finance Authority Bonds Bonds Guaranteed by U.S. Agency for International Development	474,919	Aa1	AAA	75,177	106,596	293,146
	<u>272,882</u>	N/A	N/A	<u>181,579</u>	<u>91,303</u>	<u>-</u>
Total	<u>\$ 1,334,200</u>			<u>\$ 475,666</u>	<u>\$ 339,436</u>	<u>\$ 519,098</u>

Investment Type	2017 Fair Value	Moody's Credit Rating	S&P Credit Rating	2017 Investment Maturities (Fair Value)		
				Less than Five Years	5 Years to 10 Years	More than 10 Years
				U.S. Treasury Strips	\$ 4,749	N/A
U.S. Treasury Bonds	628,393	N/A	N/A	244,253	145,208	238,932
New York City Transitional Finance Authority Bonds Bonds Guaranteed by U.S. Agency for International Development	505,833	Aa1	AAA	70,767	116,588	318,478
	<u>300,209</u>	N/A	N/A	<u>175,989</u>	<u>103,485</u>	<u>20,735</u>
Total	<u>\$ 1,439,184</u>			<u>\$ 491,009</u>	<u>\$ 365,281</u>	<u>\$ 582,894</u>

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. 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 Financial Statements
Years Ended March 31, 2018 and 2017

NOTE 4 PRIZES PAYABLE

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

	<u>2018</u>	<u>2017</u>
Total obligation	\$ 1,862,314	\$ 1,940,923
Unamortized discount	<u>(579,675)</u>	<u>(607,259)</u>
Total carrying amount	1,282,639	1,333,664
Less: Prizes payable within one year	<u>131,535</u>	<u>130,808</u>
Long-term prizes payable	<u>\$ 1,151,104</u>	<u>\$ 1,202,856</u>

The amortized discount on the prizes payable is based on interest rates ranging from 0.29% to 7.78% for fiscal years 2018 and 2017, and reflects 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 revenue, expenses, and changes in net position and amounted to \$54,867,000 and \$56,613,000 for fiscal years 2018 and 2017, respectively.

The aggregate amount of prizes payable due in each of the five fiscal years following March 31, 2018, and the five year incremental totals thereafter, is as follows (in thousands):

<u>Year</u>	<u>Amount</u>
2019	\$ 127,440
2020	127,127
2021	127,410
2022	125,589
2023	115,462
2024–2028	449,946
2029–2033	259,394
2034–2038	151,795
2039–2043	116,357
2044–2048	96,105
2049–2053	68,264
2054–2058	46,296
Thereafter	<u>51,129</u>
	<u>\$ 1,862,314</u>

NEW YORK STATE LOTTERY
Notes to Financial Statements
Years Ended March 31, 2018 and 2017

NOTE 5 LONG-TERM LIABILITIES

The Lottery's long-term liabilities as of March 31, 2018 and 2017 are comprised of the following (in thousands):

	Balance at March 31, 2017	Additions	Reductions	Balance at March 31, 2018	Current Portion
Compensated absences (Note 11)	\$ 1,344	\$ 1,006	\$ (1,146)	\$ 1,204	\$ 1,002
Pension contribution payable (Note 7)	2,152	757	-	2,909	347
Net pension liability (Note 7)	8,324	-	(3,485)	4,839	-
Prizes payable (Note 4)	1,333,664	74,416	(125,441)	1,282,639	131,535
Total	\$ 1,345,484	\$ 76,179	\$ (130,072)	\$ 1,291,591	\$ 132,884

	Balance at March 31, 2016	Additions	Reductions	Balance at March 31, 2017	Current Portion
Compensated absences (Note 11)	\$ 1,291	\$ 1,127	\$ (1,074)	\$ 1,344	\$ 1,119
Pension contribution payable (Note 7)	3,029	-	(877)	2,152	351
Net pension liability (Note 7)	1,883	6,441	-	8,324	-
Prizes payable (Note 4)	1,357,047	100,764	(124,147)	1,333,664	130,808
Total	\$ 1,363,250	\$ 108,332	\$ (126,098)	\$ 1,345,484	\$ 132,278

NOTE 6 AID TO EDUCATION

The required allocation and contribution transferred out for aid to Education during the fiscal years ended March 31, 2018 and 2017 are as follows (in thousands):

	2018	2017
Cash transferred to Education	\$ 3,361,341	\$ 3,320,994
Prior-year payable	(292,970)	(346,081)
Current-year payable	303,497	292,970
Required allocation to Education	\$ 3,371,868	\$ 3,267,883

NOTE 7 PENSION BENEFITS

Substantially all employees of the Lottery are members of the State and Local Employees' Retirement System (ERS). The program is 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.

NEW YORK STATE LOTTERY
Notes to Financial Statements
Years Ended March 31, 2018 and 2017

NOTE 7 PENSION BENEFITS *(continued)*

For purposes of determining net pension liability and other pension-related amounts, information about the fiduciary net position of ERS and additions to and deductions from the ERS fiduciary net position has been determined on the same basis reported by the System. The System issues a publicly available financial report that includes financial statements, expanded disclosures, and required supplementary information for the System. The report may be obtained by writing to the New York State and Local Retirement System, Office of the State Comptroller, 110 State Street, Albany, New York, 12244-0001, or at www.osc.state.ny.us/pension/cafr.htm.

The System provides retirement benefits as well as death and disability benefits. Retirement benefits are established by the New York State Retirement and Social Security Law. Vesting, 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 on or after July 27, 1976 are required by law to contribute some percent of their gross salary for a specified number of 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 \$3,414,000 for 2018 and \$2,896,000 for 2017, to cover required employer contributions for retirement benefits and equaled 100% of the required contribution in each of the respective years. These payments represent 19.46% and 16.47%, of covered payroll for each of the years, respectively.

Net Pension Liabilities and Other Pension-Related Amounts

The Lottery recognized a net pension liability of \$4,839,379 and \$8,324,434, at March 31, 2018 and 2017, respectively, for its proportionate share of the ERS net pension liability.

The State's proportionate share of the collective net pension liability reported at March 31, 2018, was measured as of March 31, 2017, and was determined using an actuarial valuation as of April 1, 2016, with update procedures used to roll forward the total pension liability to March 31, 2017. The State's proportion of the ERS net pension liability measured at March 31, 2017, was 43.2% for ERS, which was comparable with the proportions allocated to the State at March 31, 2016 of 42.5%. The State's proportion related to the plan was determined consistently with the manner in which contributions to the pension plan are determined. The State's total projected long-term contribution effort to ERS was compared to the total projected long-term contribution effort from all employers to ERS in order to determine the State's proportion of the plan's net pension liability.

NEW YORK STATE LOTTERY
Notes to Financial Statements
Years Ended March 31, 2018 and 2017

NOTE 7 PENSION BENEFITS *(continued)*

Net Pension Liabilities and Other Pension-Related Amounts *(continued)*

The Office of the State Comptroller provided the Lottery with its proportionate share of the ERS collective liability. The Statewide proportionate share of the ERS collective net pension liability measured at March 31, 2017 allocated to the Lottery enterprise fund was 0.12%, which is comparable with the allocation of the ERS collective net pension liability measured as of March 31, 2016 of 0.12%.

Actuarial Assumptions

The total pension liability for the March 31, 2017 measurement date was determined by using an actuarial valuation as of April 1, 2016, with update procedures used to roll forward the total pension liability to March 31, 2017. The total pension liability for the March 31, 2016 measurement date was determined by using an actuarial valuation as of April 1, 2015, with update procedures used to roll forward the total pension liability to March 31, 2016. The actuarial valuation for ERS used the following actuarial assumptions for the valuations as of April 1, 2016 and 2015:

Actuarial cost method	Entry age normal
Inflation	2.5%
Salary scale	3.8%
Investment rate of return, including inflation	7.0% compounded annually, net of investment expenses
Cost-of-living adjustments	1.3% annually
Decrements	Developed from the Plan's 2015 experience study for period April 1, 2010 through March 31, 2015
Mortality improvement	Society of Actuaries Scale MP-2014

NEW YORK STATE LOTTERY
Notes to Financial Statements
Years Ended March 31, 2018 and 2017

NOTE 7 PENSION BENEFITS *(continued)*

Expected Rate of Return

The long-term expected rate of return on pension plan investments was determined in accordance with Actuarial Standard of Practice (ASOP) No. 27, *Selection of Economic Assumptions for Measuring Pension Obligations*. ASOP No. 27 provides guidance on the selection of an appropriate assumed investment rate of return. Consideration was given to expected future real rates of return (expected returns, net of pension plan investment expense and inflation) for equities and fixed income as well as historical investment data and plan performance. The target allocation and best estimates of arithmetic real rates of return for each major asset class are summarized below:

Valuation as of April 1, 2016

Asset Class	Target Allocation	Long-term Expected Rate of Return
Domestic equity	36%	4.55%
International equity	14	6.35
Private equity	10	7.75
Real estate	10	5.80
Absolute return strategies	2	4.00
Opportunistic portfolio	3	5.89
Real estate	3	5.54
Bonds and mortgages	17	1.31
Cash	1	(0.25)
Inflation-indexed bonds	4	1.50
Total	100%	

Valuation as of April 1, 2015

Asset Class	Target Allocation	Long-term Expected Rate of Return
Domestic equity	38%	7.30%
International equity	13	8.55
Private equity	10	11.00
Real estate	8	8.25
Absolute return strategies	3	6.75
Opportunistic portfolio	3	8.60
Real estate	3	8.65
Bonds and mortgages	18	4.00
Cash	2	2.25
Inflation-indexed bonds	2	4.00
Total	100%	

NEW YORK STATE LOTTERY
Notes to Financial Statements
Years Ended March 31, 2018 and 2017

NOTE 7 PENSION BENEFITS *(continued)*

Discount Rate

The discount rate used to calculate the ERS total pension liability at March 31, 2018 and 2017 was 7.0%. The projection of cash flows used to determine the discount rate assumes that contributions from plan members will be made at the current contribution rates and that contributions from employers will be made at statutorily required rates, actuarially. Based upon the assumptions, the System's fiduciary net position was projected to be available to make all projected future benefit payments of current plan members. Therefore, the long-term expected rate of return on pension plan investments was applied to all periods of projected benefit payments to determine the total pension liability.

The following presents the Lottery's current period net pension liability using the current period discount rate assumption, as well as what the net pension liability would be if it were calculated using a discount rate that is 1 percentage-point lower or 1 percentage-point higher than the current assumption (in thousands):

Lottery Net Pension Liability for Year Ended	1% Decrease (6.0%)	Current Assumption (7.0%)	1% Increase (8.0%)
March 31, 2018	\$ 15,456	\$ 4,839	\$ (4,137)
March 31, 2017	\$ 18,771	\$ 8,324	\$ (502)

NEW YORK STATE LOTTERY
Notes to Financial Statements
Years Ended March 31, 2018 and 2017

NOTE 7 PENSION BENEFITS *(continued)*

Discount Rate *(continued)*

For the years ended March 31, 2018 and 2017, the Lottery recognized a net pension liability of \$4,839,379 and \$8,324,434, respectively, for its proportionate share of the ERS net pension liability. For the years ended March 31, 2018 and 2017, the Lottery recognized pension expense of \$2,776,951 and \$2,983,218, respectively, related to ERS, Deferred outflows of resources and deferred inflows of resources related to ERS are summarized from the following sources (in thousands):

<u>Deferred Outflows of Resources</u>	<u>2018</u>	<u>2017</u>
Difference expected and actual experience	\$ 121	\$ 42
Changes in assumptions	1,653	2,220
Net difference between projected and actual investment earnings on pension plan investments	968	4,939
Changes in proportion and differences between employer contributions and proportionate share of contributions	64	53
Contributions made subsequent to measurement date	1,951	1,936
Total Deferred Outflows of Resources	<u>\$ 4,757</u>	<u>\$ 9,190</u>
<u>Deferred Inflows of Resources</u>	<u>2018</u>	<u>2017</u>
Difference expected and actual experience	\$ 735	\$ 987
Changes in proportion and differences between employer contributions and proportionate share of contributions	63	28
Total Deferred Inflows of Resources	<u>\$ 798</u>	<u>\$ 1,015</u>

Amounts reported as deferred outflows of resources and deferred inflows of resources related to pensions for Lottery will be recognized in pension expense as follows:

<u>Year</u>	<u>Amount</u>
2019	\$ 920,841
2020	920,841
2021	819,040
2022	(653,262)
2023	-

NEW YORK STATE LOTTERY
Notes to Financial Statements
Years Ended March 31, 2018 and 2017

NOTE 8 OPERATING INCOME

Composition of operating income for fiscal 2018 and 2017 by type of lottery game is as follows (in thousands):

	2018					
	Revenue	Expenses				Instant Direct Expense
	Revenue	Prizes**	Commissions	Fees	Instant Direct Expense	Net
Mega Millions	\$ 311,750	\$ (158,775)	\$ (18,387)	\$ (3,173)	\$ -	\$ 131,415
Lotto	71,409	(33,179)	(3,902)	(850)	-	33,478
Take 5	238,054	(120,398)	(14,283)	(2,081)	-	101,292
Pick 10	29,557	(15,122)	(1,773)	(258)	-	12,404
Numbers	887,310	(447,163)	(53,239)	(7,755)	-	379,153
Win 4	927,022	(422,740)	(55,621)	(8,102)	-	440,559
Powerball	408,065	(194,430)	(24,484)	(3,810)	-	185,341
Other Multi-State Draw Games***	94,011	(47,750)	(5,482)	(917)	-	39,862
Instant	4,178,499	(2,857,208)	(250,708)	(38,378)	(26,079)	1,006,126
Quick Draw	793,152	(519,568)	(47,589)	(7,957)	-	218,038
Total traditional lottery	7,938,829	(4,816,333)	(475,468)	(73,281)	(26,079)	2,547,668
Video gaming	2,034,690 *	430	(912,852)	(155,703)	-	966,565
	<u>\$ 9,973,519</u>	<u>\$ (4,815,903)</u>	<u>\$ (1,388,320)</u>	<u>\$ (228,984)</u>	<u>\$ (26,079)</u>	3,514,233
Telecommunications indirect expenses						(18,612)
						<u>(127,314)</u>
Total operating income						\$ 3,368,307

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

Credits played	\$ 38,325,229
Credits won	<u>(36,290,539)</u>
Net machine income	\$ 2,034,690

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

*** Other Multi-State Draw Games include Cash 4 Life.

NEW YORK STATE LOTTERY
Notes to Financial Statements
Years Ended March 31, 2018 and 2017

NOTE 8 OPERATING INCOME (continued)

	2017					
	Expenses					Net
	Revenue	Prizes**	Commissions	Fees	Instant Direct Expense	
Mega Millions	\$ 284,698	\$ (143,548)	\$ (16,765)	\$ (2,765)	\$ -	\$ 121,620
Lotto	79,165	(45,069)	(4,347)	(969)	-	28,780
Take 5	234,114	(115,587)	(14,047)	(2,114)	-	102,366
Pick 10	29,426	(14,616)	(1,766)	(266)	-	12,778
Numbers	897,644	(429,055)	(53,859)	(8,525)	-	406,205
Win 4	920,766	(422,431)	(55,246)	(8,734)	-	434,355
Powerball	348,685	(164,565)	(20,921)	(3,149)	-	160,050
Other Multi-State Draw Games***	89,316	(44,931)	(5,229)	(859)	-	38,297
Instants	4,001,246	(2,740,093)	(240,071)	(39,432)	(25,739)	955,911
Quick Draw	794,055	(519,117)	(47,643)	(8,067)	-	219,228
Total traditional lottery	7,679,115	(4,639,012)	(459,894)	(74,880)	(25,739)	2,479,590
Video gaming	1,996,607 *	(80)	(885,631)	(151,968)	-	958,928
	<u>\$ 9,675,722</u>	<u>\$ (4,639,092)</u>	<u>\$ (1,345,525)</u>	<u>\$ (226,848)</u>	<u>\$ (25,739)</u>	<u>3,438,518</u>
Telecommunications indirect expenses						(18,588)
						<u>(133,377)</u>
Total operating income						<u>\$ 3,286,553</u>

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

Credits played	\$ 37,063,202
Credits won	<u>(35,066,595)</u>
Net machine income	<u>\$ 1,996,607</u>

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

*** Other Multi-State Draw Games include Cash 4 Life.

NOTE 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.

NEW YORK STATE LOTTERY

Notes to Financial Statements

Years Ended March 31, 2018 and 2017

NOTE 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. In order to qualify, retirees must meet certain age requirements and minimum service periods that vary based on the time they last entered benefits-eligible service. Retirees generally contribute a percent of the cost of single and dependent coverage for health insurance benefits. The percent varies based on when the employee retired. The percent also varies based on salary grade for those retiring on or after January 1, 2012. The State covers 100% of the cost of single coverage for employees retired prior to January 1, 1983 who are enrolled in the Empire Plan or another plan of equal or lower cost. 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 years ended March 31, 2018 and 2017, NYSHIP provided health insurance coverage through the Empire Plan, an indemnity health insurance plan with managed care components; various 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, 2018 and 2017, the Lottery had between 230 and 219 retired and/or spouses of retired employees receiving these benefits, with an annual pay-as-you-go cost of approximately \$2,686,817 and \$2,358,927, respectively. Employee costs were approximately \$581,379 and \$507,648, as of March 31, 2018 and 2017. These retiree healthcare benefit costs are included in personnel service and fringe benefits expenses in the Statements of Revenue, Expenses, and Change in Net Position.

NEW YORK STATE LOTTERY
Notes to Financial Statements
Years Ended March 31, 2018 and 2017

NOTE 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 \$1,204,000 and \$1,344,000 as of March 31, 2018 and 2017, respectively, and is recorded as compensated absences in the statements of net position.

NOTE 12 LEASES

The Lottery has entered into operating leases for equipment and building space. Rental expense was approximately \$2,506,000 and \$2,567,000 in 2018 and 2017, respectively.

Future minimum lease payments under all noncancelable leases having initial or remaining terms in excess of one year as of March 31, 2018 are as follows (in thousands):

	<u>Operating Leases</u>
2019	\$ 2,573
2020	1,699
2021	1,141
2022	517
2023	522
2024 and thereafter	<u>834</u>
Total minimum payments required	<u><u>\$ 7,286</u></u>

NOTE 13 COMMITMENTS AND CONTINGENCIES

Contractual Arrangements

The Lottery maintains a gaming network of approximately 17,500 retailer locations where all traditional lottery games are sold. Instant Game tickets are also sold through approximately 4,500 self-service terminals. International Game Technology (IGT; formerly GTECH Corporation) is responsible for operating all traditional Lottery games, including maintenance of terminals and related communication services, under a contract expiring on August 1, 2020.

NEW YORK STATE LOTTERY
Notes to Financial Statements
Years Ended March 31, 2018 and 2017

NOTE 13 **COMMITMENTS AND CONTINGENCIES** *(continued)*

Contractual Arrangements *(continued)*

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

- (1) Under a contract that expires August 14, 2018, Scientific Games International is the primary supplier of Instant Game tickets.
- (2) Under a contract expiring August 23, 2018, Pollard Banknote Limited is an alternate supplier of Instant Game tickets.
- (3) Under a contract that expires on August 21, 2018, IGT Global Solutions Corporation (formerly GTECH Printing Corporation) is an alternate supplier of Instant Game tickets.

Video lottery games are offered on approximately 18,400 video gaming machines spread over 10 video lottery gaming facilities. Everi Games, Inc. (formerly MGAM Systems, Inc.) provides a central processing system for the operation of video lottery games under a contract expiring on December 31, 2019. Video lottery gaming machines are provided under contracts expiring December 31, 2019 with two different companies: Bally Gaming Inc. and International Game Technology (formerly GTECH and Spielo International USA, Inc.). These contracts are paid based on a contractual percentage of revenue, adjusted for units of service provided.

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.

REQUIRED SUPPLEMENTARY INFORMATION (UNAUDITED)

NEW YORK STATE LOTTERY

Required Supplementary Information (Unaudited)
Years Ended March 31, 2018 and 2017

The schedules that follow are required supplementary information and are presented as of and for the Lottery's fiscal year ended March 31 using a measurement date of the preceding March 31:

Schedule of Lottery's Proportionate Share of Net Pension Liability for New York State and Local Employees' Retirement System

As of and for the Years Ended March 31
(Dollars in thousands)

Fiscal Year End	Lottery's Proportionate (Percentage) Share of Collective Net Pension Liability	Lottery's Proportionate (Amount) Share of Collective Net Pension Liability	Lottery's Covered Employee Payroll	Lottery's Proportionate Share of Collective Net Pension Liability as a Percentage of Covered Employee Payroll	Plan's Fiduciary Net Position as a Percentage of the Total Pension Liability
2018	0.12%	\$4,839	\$17,546	27.58%	94.70%
2017	0.12%	\$8,324	\$17,583	47.34%	90.69%
2016	0.13%	\$1,883	\$17,460	10.78%	97.95%

The "Schedule of Lottery's Proportionate Share of Net Pension Liability" presented above is to illustrate the required 10-year trend of information. However, until we can compile a full 10-year trend of information, we are presenting the information for which information was available.

Schedule of Lottery's Contributions for New York State and Local Employees' Retirement System

As of and for the Years Ended March 31
(Dollars in thousands)

Fiscal Year End	Required Contributions	Lottery's Contributions Recognized by the Pension Plan	Contribution Excess/ (Deficiency)	Lottery's Covered Employee Payroll	Lottery's Contributions as a Percentage of Covered Employee Payroll
2018	\$3,414	\$3,414	-	\$17,546	19.46%
2017	\$2,896	\$2,896	-	\$17,583	16.47%
2016	\$2,921	\$2,921	-	\$17,460	16.73%

The "Schedule of Lottery's Contributions" presented above is to illustrate the required 10-year trend of information. However, until we can compile a full 10-year trend of information, we are presenting the information for which information was available.



Exhibit 3
Sample Fixed Prize Analysis Report



NEW YORK LOTTERY MEGA MILLIONS

**Period from April 1, 2016 through March 31, 2017
With Independent Accountant's Report
on Applying Agreed-Upon Procedures**



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NEW YORK LOTTERY MEGA MILLIONS
Period from April 1, 2016 through March 31, 2017

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**INDEPENDENT ACCOUNTANT'S REPORT
ON APPLYING AGREED-UPON PROCEDURES**

The New York State Gaming Commission

We have performed the procedures enumerated below, which were agreed to by the New York State Gaming Commission, Division of the Lottery (the Lottery), and the other member lotteries in the states of California, Georgia, Illinois, Maryland, Massachusetts, Michigan, New Jersey, Ohio, Virginia, and Washington (together with the Lottery, referred to as the Member Lotteries) that operate Mega Millions (MM) solely to assist you in your reporting requirements with the Member Lotteries under Section 1.2 of the Finance and Operations Procedures for MM, effective August 31, 2010 and amended October 22, 2013, related to the financial information associated with the Lottery's sales and prize expense for MM for the period from April 1, 2016 through March 31, 2017. The Lottery's management is responsible for meeting those requirements and for the related financial information for the year ended March 31, 2017. The sufficiency of these procedures is solely the responsibility of those parties specified in this report. Consequently, we make no representation regarding the sufficiency of the procedures enumerated below either for the purpose for which this report has been requested or for any other purpose.

The procedures that we performed and our results are as follows:

- a. We obtained from Lottery management the MM "Draw Activity" report and the MM "Fixed Prize Analysis" report for the period from April 1, 2016 to March 31, 2017 (attached as Exhibits I and II, respectively) and recalculated the mathematical accuracy of the schedules.

No exceptions were noted as a result of applying this procedure.

- b. We randomly selected the following five (5) draw dates during the period from April 1, 2016 to March 31, 2017 and performed procedures "c," "d," and "e" below.
 - May 24, 2016
 - June 14, 2016
 - August 5, 2016
 - March 7, 2017
 - March 28, 2017

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- c. For each draw date selected in step “b” above, we agreed the total amount of sales as shown on the GT810 daily sales report produced by the Lottery’s gaming system and the total amount of sales shown on the related daily sales report produced by the Internal Control System of the Lottery (ICS), with the balance listed in the “Sales” column for the respective draw date on the “Draw Activity” report attached as Exhibit I.

No exceptions were noted as a result of applying this procedure.

- d. We recalculated the total dollar amount of the fixed prizes for the draw dates selected in step “b” above based on the total number of winners from the Lottery’s gaming system for each prize level and the prize structure of MM’s fixed prizes (as defined in the official game rules obtained from the Lottery). We agreed the recalculated expense with the amount listed in the “Awarded Fixed Prizes” column for the respective draw date on the “Draw Activity” report attached as Exhibit I.

No exceptions were noted as a result of applying this procedure.

- e. For each draw date selected in step “b” above, we agreed the amount of sales, actual fixed prizes, and share of fixed prizes shown on the “Draw Activity” report attached as Exhibit I to the corresponding amounts shown on the applicable “Mega Millions Prize Settlement Report” produced by the Virginia Lottery.

No exceptions were noted as a result of applying this procedure.

- f. We randomly selected the months of December 2016 and March 2017, and obtained the “Expired Fixed Prizes Settlement Report” distributed by the Virginia Lottery. For the two months selected, we obtained from ICS the actual fixed prizes awarded and the prizes unclaimed. We agreed the ICS data to the data reported from the Virginia Lottery for each draw of the selected months.

The following exceptions were noted as a result of applying this procedure:

- Unclaimed prizes for December 1, 2015 per the NYSL “Unclaimed Prizes/Aging Report” as of December 1, 2015 were \$19,088 and the unclaimed prizes on the “Expired Fixed Prize Settlement Report” were \$18,564, for a difference of \$524.
- Unclaimed prizes for December 11, 2015 per the NYSL “Unclaimed Prizes/Aging Report” as of December 11, 2015 were \$24,092 and the unclaimed prizes on the “Expired Fixed Prize Settlement Report” were \$24,096, for a difference of \$4.
- Unclaimed prizes for December 15, 2015 per the NYSL “Unclaimed Prizes/Aging Report” as of December 15, 2015 were \$23,655 and the unclaimed prizes on the “Expired Fixed Prize Settlement Report” were \$23,569, for a difference of \$86.
- Unclaimed prizes for December 29, 2015 per the NYSL “Unclaimed Prizes/Aging Report” as of December 29, 2015 were \$35,594 and the unclaimed prizes on the “Expired Fixed Prize Settlement Report” were \$35,597, for a difference of \$3.



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- Unclaimed prizes for March 1, 2016 per the NYSL “Unclaimed Prizes/Aging Report” as of March 1, 2016 were \$27,453 and the unclaimed prizes on the “Expired Fixed Prize Settlement Report” were \$27,428, for a difference of \$25.

g. We agreed the amounts shown as the total of the actual fixed prizes and the total of the share of fixed prizes on the “Draw Activity” report attached as Exhibit I to the applicable amounts for New York shown on the “Fixed Prize Analysis” report attached as Exhibit II.

No exceptions were noted as a result of applying this procedure.

h. Based on a review of Lottery records and discussion with Lottery management, there were no amounts listed in the “Cash Options Jackpot” column on the “Draw Activity” report attached as Exhibit I, during the period from April 1, 2016 to March 31, 2017.

i. Based on a review of Lottery records and discussion with Lottery management, we determined there were no purchases of investments associated with jackpot prizes during the period from April 1, 2016 to March 31, 2017.

j. We agreed the total of the transfers to the Lottery from the Virginia Lottery for settlement of the fixed prize liability as shown in the Lottery’s “MM Fixed Prize Settlements by State for Fiscal Year 2016-17” report to the Virginia amount listed in the “Settlement Transfers In (Out)” column on the “Fixed Prize Analysis” report attached as Exhibit II.

No exceptions were noted as a result of applying this procedure.

k. We agreed the balance listed as the Lottery’s receivable as of March 31, 2017 for the fixed prizes as shown on the “Fixed Prize Analysis” report attached as Exhibit II to the Lottery’s financial accounting records and to the “Mega Millions Prize Settlement Report” produced by the Virginia Lottery as of March 31, 2017.

No exceptions were noted as a result of applying this procedure.

This agreed-upon procedures engagement was conducted in accordance with attestation standards established by the American Institute of Certified Public Accountants. We were not engaged to, and did not, conduct an examination or review, the objective of which would be the expression of an opinion or conclusion, respectively, on the financial information associated with the Lottery’s sales and prize expense for MM for the period from April 1, 2016 through March 31, 2017. Accordingly, we do not express such an opinion or conclusion. Had we performed additional procedures, other matters might have come to our attention that would have been reported to you.



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This report is intended solely for the information and use of the Lottery and Member Lotteries, and is not intended to be, and should not be, used by anyone other than these specified parties.

Mitchell Titus, LLP

September 29, 2017

EXHIBIT I

NEW YORK LOTTERY MEGA MILLIONS

Draw Activity

Period from April 1, 2016 through March 31, 2017

Draw Date	Sales	Actual Fixed Prizes	Share of Fixed Prizes	Annuitized Jackpot Amount	Cash Option Amount
4/01/2016	\$ 1,814,450	\$ 214,343	\$ 481,865	\$ -	\$ -
4/05/2016	1,659,909	190,827	190,277	-	-
4/08/2016	1,858,183	222,303	212,149	-	-
4/12/2016	1,749,351	210,771	209,830	-	-
4/15/2016	1,931,489	228,488	240,322	-	-
4/19/2016	1,829,411	201,932	475,246	-	-
4/22/2016	2,038,840	1,253,054	805,720	-	-
4/26/2016	2,065,361	266,333	257,282	-	-
4/29/2016	2,330,409	277,466	278,398	-	-
5/03/2016	2,507,442	1,351,631	878,289	-	-
5/06/2016	2,893,634	409,822	405,839	-	-
5/10/2016	2,715,721	312,430	862,328	-	-
5/13/2016	2,908,576	365,115	636,547	-	-
5/17/2016	2,913,987	353,145	348,252	-	-
5/20/2016	3,194,205	381,904	398,233	-	-
5/24/2016	3,430,875	402,851	680,075	-	-
5/27/2016	3,545,267	448,444	980,416	-	-
5/31/2016	3,338,061	378,208	671,122	-	-
6/03/2016	4,110,529	459,577	463,519	-	-
6/07/2016	3,917,174	435,483	710,799	-	-
6/10/2016	4,225,168	505,118	513,815	-	-
6/14/2016	4,319,075	513,510	513,703	-	-
6/17/2016	5,022,656	598,398	877,978	-	-
6/21/2016	5,463,732	689,397	930,199	-	-
6/24/2016	6,195,777	756,771	1,011,689	-	-
6/28/2016	6,729,323	878,481	1,153,027	-	-
7/01/2016	10,241,311	2,207,571	1,733,107	-	-
7/05/2016	12,049,893	1,402,264	1,950,423	-	-
7/08/2016	17,504,022	2,163,773	2,650,910	-	-
7/12/2016	1,887,756	234,203	486,911	-	-
7/15/2016	1,970,652	222,007	227,912	-	-
7/19/2016	1,811,702	196,005	197,852	-	-
7/22/2016	1,843,378	313,770	310,922	-	-
7/26/2016	1,698,654	218,578	485,829	-	-
7/29/2016	1,999,441	261,371	533,325	-	-
8/02/2016	1,776,832	201,368	206,075	-	-
8/05/2016	1,856,793	1,213,148	753,087	-	-
8/09/2016	1,710,733	206,418	192,855	-	-
8/12/2016	1,849,443	207,992	480,887	-	-
8/16/2016	1,746,897	188,508	192,964	-	-
8/19/2016	1,929,830	234,280	222,702	-	-
8/23/2016	1,800,250	1,185,933	452,119	-	-
8/26/2016	1,947,975	227,345	495,852	-	-
8/30/2016	1,845,936	215,225	210,287	-	-
9/02/2016	2,131,202	245,126	245,598	-	-

See accompanying independent accountants' report on applying agreed-upon procedures.

EXHIBIT I

NEW YORK LOTTERY MEGA MILLIONS

Draw Activity (continued)

Period from April 1, 2016 through March 31, 2017

Draw Date	Sales	Actual Fixed Prizes	Share of Fixed Prizes	Annuitized Jackpot Amount	Cash Option Amount
9/06/2016	\$ 1,978,611	\$ 237,606	\$ 223,229	\$ -	\$ -
9/09/2016	2,376,225	2,288,978	819,901	-	-
9/13/2016	2,320,664	303,427	294,963	-	-
9/16/2016	2,515,546	332,974	589,715	-	-
9/20/2016	1,509,168	172,623	171,667	-	-
9/23/2016	1,676,914	236,152	234,664	-	-
9/27/2016	1,548,004	173,522	175,439	-	-
9/30/2016	1,703,442	188,285	212,231	-	-
10/04/2016	1,622,003	166,454	173,111	-	-
10/07/2016	1,780,362	202,970	468,693	-	-
10/11/2016	1,606,742	191,251	721,335	-	-
10/14/2016	1,583,840	188,607	183,685	-	-
10/18/2016	1,471,385	152,174	425,417	-	-
10/21/2016	1,602,596	191,656	188,608	-	-
10/25/2016	1,495,191	192,071	186,540	-	-
10/28/2016	1,622,113	174,971	171,467	-	-
11/01/2016	1,585,055	194,262	197,359	-	-
11/04/2016	1,812,001	217,219	227,882	-	-
11/08/2016	1,703,953	192,294	446,063	-	-
11/11/2016	1,797,142	200,255	455,461	-	-
11/15/2016	1,725,923	219,663	211,056	-	-
11/18/2016	2,015,890	1,238,192	749,249	-	-
11/22/2016	1,485,847	184,526	189,177	-	-
11/25/2016	1,506,029	167,699	416,214	-	-
11/29/2016	1,435,232	182,477	174,836	-	-
12/02/2016	1,686,181	1,187,973	438,889	-	-
12/06/2016	1,539,870	175,877	174,567	-	-
12/09/2016	1,682,003	176,137	181,605	-	-
12/13/2016	1,629,620	195,105	444,848	-	-
12/16/2016	1,713,190	212,044	214,918	-	-
12/20/2016	1,679,994	188,816	189,281	-	-
12/23/2016	2,044,632	240,135	236,174	-	-
12/27/2016	1,730,886	208,668	454,638	-	-
12/30/2016	2,166,411	250,120	500,121	-	-
1/03/2017	2,062,361	240,816	250,021	-	-
1/06/2017	2,360,523	299,896	282,326	-	-
1/10/2017	2,157,918	262,002	261,788	-	-
1/13/2017	2,586,441	288,350	290,621	-	-
1/17/2017	2,323,354	273,730	272,773	-	-
1/20/2017	2,708,823	333,886	832,674	-	-
1/24/2017	2,561,402	286,048	549,003	-	-
1/27/2017	3,071,886	366,539	366,879	-	-
1/31/2017	1,499,045	184,574	173,226	-	-
2/03/2017	1,695,057	223,941	219,906	-	-
2/07/2017	1,527,360	162,648	418,132	-	-

See accompanying independent accountants' report on applying agreed-upon procedures.

EXHIBIT I

NEW YORK LOTTERY MEGA MILLIONS

Draw Activity *(continued)*

Period from April 1, 2016 through March 31, 2017

<u>Draw Date</u>	<u>Sales</u>	<u>Actual Fixed Prizes</u>	<u>Share of Fixed Prizes</u>	<u>Annuitized Jackpot Amount</u>	<u>Cash Option Amount</u>
2/10/2017	\$ 1,559,439	\$ 165,933	\$ 170,592	\$ -	\$ -
2/14/2017	1,635,944	200,128	450,421	-	-
2/17/2017	1,822,556	214,702	213,725	-	-
2/21/2017	1,787,149	228,570	221,781	-	-
2/24/2017	2,045,162	246,992	241,995	-	-
2/28/2017	1,911,383	220,016	472,975	-	-
3/03/2017	2,091,570	239,805	245,351	-	-
3/07/2017	2,016,985	232,772	483,505	-	-
3/10/2017	2,323,494	263,865	515,717	-	-
3/14/2017	1,769,904	216,604	219,497	-	-
3/17/2017	2,304,324	277,862	276,959	-	-
3/21/2017	2,329,855	290,611	289,356	-	-
3/24/2017	2,607,198	291,288	537,300	-	-
3/28/2017	2,565,001	1,314,097	807,193	-	-
3/31/2017	2,815,057	362,851	601,035	-	-
Total	\$ 269,803,161	\$ 42,364,396	\$ 48,024,290	\$ -	\$ -

See accompanying independent accountants' report on applying agreed-upon procedures.

EXHIBIT II

NEW YORK LOTTERY MEGA MILLIONS

Fixed Prize Analysis

Period from April 1, 2016 through March 31, 2017

	Receivable (Payable)	Actual Fixed Prizes	Share of Fixed Prizes	Quarterly/ Yearly Settlements Transfers In (Out)	Receivable (Payable)
California	\$ -	\$ -	\$ -	\$ -	\$ -
Georgia	(484,377)	16,214,755	16,684,170	(510,529)	(443,263)
Illinois	1,663,241	15,201,193	18,099,707	(753,357)	(481,916)
Massachusetts	(954,722)	12,176,862	11,983,869	(1,475,084)	713,355
Maryland	-	3,725,067	4,134,252	(100,274)	(308,911)
Michigan	1,326,806	20,346,240	20,003,021	2,209,418	(539,393)
New Jersey	(2,084,210)	29,717,646	26,146,458	142,445	1,344,533
New York	953,201	42,364,396	48,024,290	(4,476,814)	(229,879)
Ohio	466,979	20,890,403	16,361,351	4,443,014	553,017
Texas	-	-	-	-	-
Virginia	(258,948)	13,944,061	14,711,428	(639,959)	(386,356)
Washington	(627,970)	8,873,987	7,306,064	1,161,140	(221,187)
Total	<u>\$ -</u>	<u>\$ 183,454,610</u>	<u>\$ 183,454,610</u>	<u>\$ -</u>	<u>\$ -</u>

See accompanying independent accountants' report on applying agreed-upon procedures.

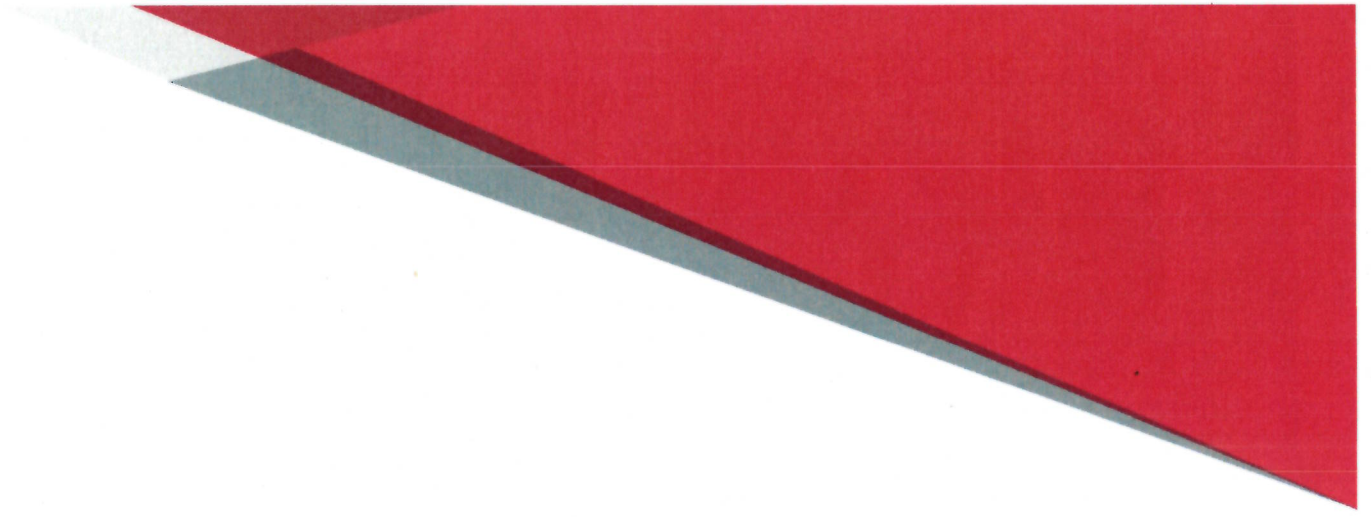


Exhibit 5a
Conflict of Interest Disclosure

CONFLICT OF INTEREST DISCLOSURE FORM

Officers, Directors, or key employees of the proposer who are employed by New York State:

Name of State Employees who directly own interest of ten percent or more of the proposers business:

List and describe proposer's professional relationships involving the State or any of its agencies for the past five (5) years:

Other potential Conflicts of Interest (describe):

Authorized Signature:

Date:

Exhibit 5b

Vendor Assurance of No Conflict of Interest or Detrimental Effect

Vendor Assurance of No Conflict of Interest or Detrimental Effect

The Firm offering to provide services pursuant to this RFQ, as a contractor, joint venture contractor, subcontractor, or consultant, attests that its performance of the services outlined in this RFQ does not and will not create a conflict of interest with nor position the Firm to breach any other contract currently in force with the State of New York.

Furthermore, the Firm attests that it will not act in any manner that is detrimental to any State project on which the Firm is rendering services. Specifically, the Firm attests that:

1. The fulfillment of obligations by the Firm, as proposed in the response, does not violate any existing contracts or agreements between the Firm and the State;
2. The fulfillment of obligations by the Firm, as proposed in the response, does not and will not create any conflict of interest, or perception thereof, with any current role or responsibility that the Firm has with regard to any existing contracts or agreements between the Firm and the State;
3. The fulfillment of obligations by the Firm, as proposed in the response, does not and will not compromise the Firm's ability to carry out its obligations under any existing contracts between the Firm and the State;
4. The fulfillment of any other contractual obligations that the Firm has with the State will not affect or influence its ability to perform under any contract with the State resulting from this RFQ;
5. During the negotiation and execution of any contract resulting from this RFQ, the Firm will not knowingly take any action or make any decision which creates a potential for conflict of interest or might cause a detrimental impact to the State as a whole including, but not limited to, any action or decision to divert resources from one State project to another;
6. In fulfilling obligations under each of its State contracts, including any contract which results from this RFQ, the Firm will act in accordance with the terms of each of its State contracts and will not knowingly take any action or make any decision which might cause a detrimental impact to the State as a whole including, but not limited to, any action or decision to divert resources from one State project to another;
7. No former officer or employee of the State who is now employed by the Firm, nor any former officer or employee of the Firm who is now employed by the State, has played a role with regard to the administration of this contract procurement in a manner that may violate section 73(8)(a) of the State Ethics Law; and
8. The Firm has not and shall not offer to any employee, member or director of the State any gift, whether in the form of money, service, loan, travel, entertainment,

hospitality, thing or promise, or in any other form, under circumstances in which it could reasonably be inferred that the gift was intended to influence said employee, member or director, or could reasonably be expected to influence said employee, member or director, in the performance of the official duty of said employee, member or director or was intended as a reward for any official action on the part of said employee, member or director.

Firms responding to this RFQ should note that the State recognizes that conflicts may occur in the future because a Firm may have existing or new relationships. The State will review the nature of any such new relationship and reserves the right to terminate the contract for cause if, in its judgment, a real or potential conflict of interest cannot be cured.

Name, Title:

Signature:

Date:

This form must be signed by an authorized executive or legal representative.