



ANNUAL

**FINANCIAL
REPORT**

PREPARED BY
WASHINGTON'S LOTTERY FINANCE DIVISION
FOR THE FISCAL YEARS ENDED JUNE 30, 2021
AND JUNE 30, 2020.



DOWNLOAD



A PDF download of this Annual Financial Report is available at walottery.com/About/AnnualReports.aspx.

LETTER FROM THE DIRECTOR



Washington's Lottery withstood another unprecedented year. With the nation working to inch its way out of a global pandemic, we managed to remain focused and make advancements towards our agency initiatives and goals. Fiscal year 2021 far exceeded our expectations and we again broke our previous record by bringing in \$953.4 million in total sales. The continued popularity of our Scratch ticket games brought in a total of \$701.1 million, an \$81.5 million increase over last fiscal year. After last year's disappointing decrease in draw game sales, we were excited to see a \$51.9 million increase in fiscal year 2021 sales, with a total of \$249.5 million. It was also an amazing year for our dedicated players and retail partners. Players collected \$604.0 million in prizes, and our retailers earned \$47.8 million in annual sales commission, with five of them accounting for over \$2 million in total. Our record sales allowed us to provide the Washington Opportunity Pathways Account \$185.7 million to aid in the funding of vocational scholarships and early childhood learning, as well as state grants and work study awards for low-income students.

A great deal of this year's success can be attributed to the Lottery staff and the amazing work they did through innovative game changes, promotions, and advertising. In August of 2020, we implemented changes to optimize our in-state draw games Pick 3 and Hit 5, which led to record sales for each game. Pick 3 experienced \$23.2 million in total sales, a \$2.4 million increase over last year, and Hit 5 brought in \$36.6 million for the year, which is a \$14.5 million increase from the previous year.

One of the new campaigns we launched during the fiscal year was the Lotto Cashfall promotion. We ran a Winter Cashfall and a Spring Cashfall, giving players a chance to win an additional \$10,000 when they purchased \$5 of Lotto tickets. Although the success in terms of sales was minor, the popularity and feedback from our players was tremendous. Another major contributor to our record sales, and a huge accomplishment for our team, was the opening of the Department of Imagination store, Lottery's first retail store, in Spokane. After several setbacks and delays due to the pandemic, the new location opened in December of 2020 and surpassed projected sales goals by bringing in \$141,442.50 for the fiscal year.

Throughout this year's many accomplishments, responsible gambling efforts continue to be a priority for the agency. In fiscal year 2021, Washington's Lottery contributed \$450.6 thousand to the state's Problem Gambling Account. In 2019, we achieved our responsible gambling verification at the planning level by the North American Association of State and Provincial Lotteries and the National Council on Problem Gambling. This year our efforts focused on preparing our submission for the implementation level of the verification program. Part of the program development included launching employee training, creating a dedicated page on our website for problem gambling resources, and establishing our new problem gambling tagline, "Keep it Fun, Know Your Limit," which has been included with the responsible gambling information on our Lottery products.

In addition to our responsible gambling efforts, in 2019 the Washington State Legislature passed House Bill 1302, requiring the Lottery Commission to adopt rules to create a Voluntary Self-Exclusion program by June 30, 2021. Lottery staff worked diligently to develop rules to create an effective program that would allow players to voluntarily exclude themselves from playing Lottery games. I am proud to say that on June 14, 2021, the rules became effective and the Lottery's Self-Exclusion program was successfully launched on July 1st.

While facing some exceptionally challenging factors, I am extremely proud of the work done by our Lottery staff in fiscal year 2021. It is because of their dedicated efforts that we enjoyed record sales and increased contributions to our beneficiaries, making this our most successful year yet.

Sincerely,

A handwritten signature in black ink that reads "M. Glasper". The signature is fluid and cursive.

Marcus J. Glasper
Director of Washington's Lottery

Mission

To offer games of chance with integrity and imagination to maximize beneficiary contributions.



Values



Integrity

Individually and as an organization, we act with honesty and hold ourselves to the highest standards of ethical conduct.



Collaboration

We promote a culture of teamwork and working together across the organization to achieve shared goals.



Respect

We treat people with dignity and courtesy, honor different perspectives, and embrace inclusion.



Responsibility

We are personally accountable for our actions and make organizational decisions in the best interests of our beneficiaries and the state.



Creativity

We believe the power of imagination, innovation, and original thinking is key to our success.



Customer-focus

We deliver quality products and solutions to those we serve.

Vision

To be a lottery industry leader in creating fun gaming experiences that benefit the people of Washington.



DEPT OF IMAGINATION[®]





WASHINGTON'S LOTTERY

an agency of the State of Washington

ANNUAL FINANCIAL REPORT

for the fiscal years ended June 30, 2021 and June 30, 2020

Prepared by Washington's Lottery's Finance Division

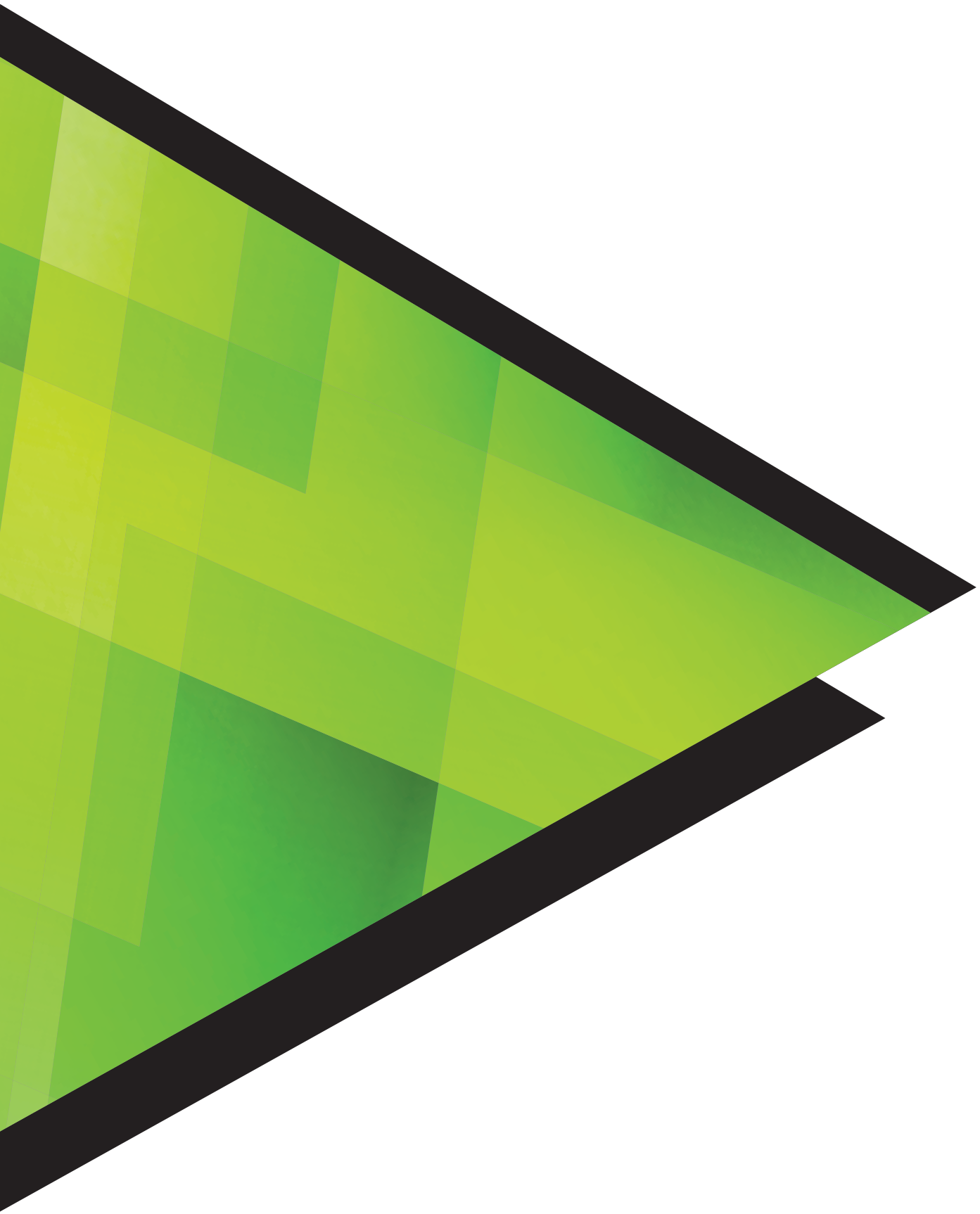


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INTRODUCTORY SECTION

This section includes a transmittal letter describing Washington's Lottery and its business activities, a list of principal officials, the agency organization chart, and the Certificate of Achievement for Excellence in Financial Reporting awarded for the previous year's report.

December 10, 2021

TO THE CITIZENS OF WASHINGTON STATE:

Washington’s Lottery is pleased to provide this annual financial report for the fiscal year that ended June 30, 2021. In fiscal year 2021, Lottery sales increased by \$134.4 million or 16.4 percent compared to fiscal year 2020 and contributed a total of \$229.0 million to its beneficiaries for state programs. The Washington Opportunity Pathways Account received \$185.7 million to to fund scholarships, early learning, and other educational opportunities.

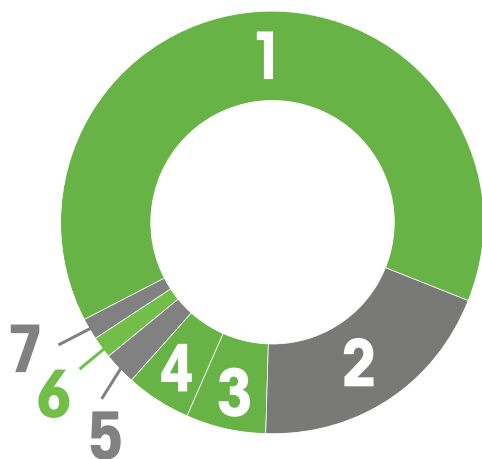
Although state law does not require the Lottery to provide stand-alone audited financial statements, we do so to reflect the highest standards of fiscal transparency and uncompromised accountability to the public, thereby strongly demonstrating our thorough efforts to disclose all relevant information.

To the best of our knowledge, the enclosed information is accurate in all material respects and is reported in a manner designed to fairly present the financial position, results of operations, and cash flow of the agency. All disclosures necessary to gain an understanding of the Lottery’s financial activities have been included. Management is responsible for the accuracy and completeness of the contents, and the Lottery maintains strict adherence to its stringent internal control policies.

THE LOTTERY IS A STATE AGENCY MANDATED TO GENERATE FUNDS FOR THE SUPPORT OF STATE PROGRAMS

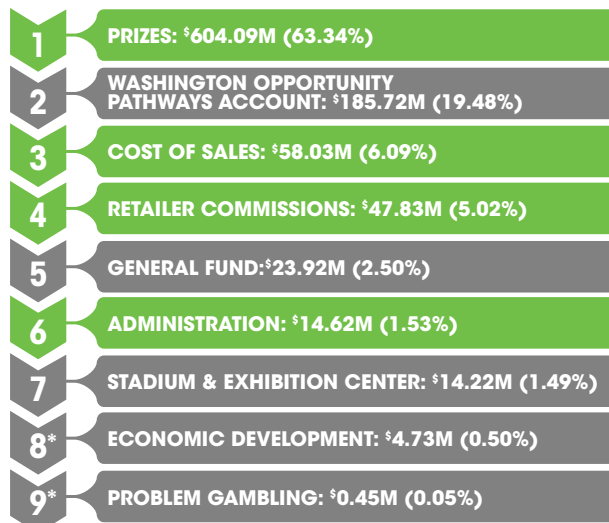
Washington’s Lottery sells tickets for games of chance to the general public. The Lottery is a business funded by sales, which in and of itself pays for the costs of running the business, including producing, marketing, and selling the products, while delivering all of the profits to the public good. In order to operate the business successfully, the Lottery provides personnel in the following disciplines: security, legal, administrative, marketing, sales, finance, management, human resources, and information services. The Lottery generated dollars for the Washington Opportunity Pathways Account, Economic Development Account, Problem Gambling Account, General Fund and stadium debt payments for CenturyLink Field. Lottery revenues for fiscal year 2021 totaled \$953.4 million. These sales allowed contributions of \$185.7 million to the Washington Opportunity Pathways Account (WOPA), \$14.2 million to the Stadium and Exhibition Center Account (CenturyLink Field), \$23.9 million to the General Fund, \$4.7 million to

FY21 TOTAL DISTRIBUTION: \$953.6 MILLION



COST OF DOING BUSINESS **PROFIT**

The legislature decides the beneficiaries and how much the Lottery can spend on administration.



*Amounts not displayed in graph

BACKGROUND

the Economic Development Account and \$450.6 thousand to the Problem Gambling Account. Washington Lottery's mission is to offer games of chance with integrity and imagination to maximize beneficiary contributions. Our focus is on maintaining and increasing the ability to maximize these contributions in support of scholarships and other state programs. Development of new products and game enhancements is an ongoing process with a focus on responsible gambling and increasing long-term revenue. This is consistent with acceptable levels of related expenses, which are intended to increase the ability to support these vital programs. A narrative analysis of the Lottery's performance for fiscal year 2021 and further details regarding specific subjects can be found in Management's Discussion and Analysis in the Financial Section of this document.

COMMUNITIES THROUGHOUT THE STATE HAVE BENEFITED FROM THE LOTTERY

Since Washington's Lottery sold its first ticket in 1982, it has paid over \$10.5 billion in prizes and retailers have received over \$1 billion in sales commissions. Winners tend to spend and invest money in their local communities, and Lottery sales often make a big difference for small merchants. In fiscal year 2021, Washington's Lottery paid out more than 42 million winning tickets ranging from \$1 to \$5.2 million. Twenty six people became millionaires through Washington's Lottery in the last fiscal year. Since inception, the Lottery has made 771 people millionaires, and that number continues to grow.

The State Legislature decides how the government spends monies contributed by the Lottery. The recipients of Lottery's proceeds include the Washington Opportunity Pathways Account, Economic Development Account, Problem Gambling Account, General Fund Account, and stadium debt payments for Lumen Field, previously Century Link Field. Since inception, the Lottery has contributed more than \$4.6 billion to various state programs.

In 1986, the Lottery began collecting outstanding child support and other debts owed to the state. Before winners are paid, these debts are deducted from Lottery prize monies. Over the years, the Lottery has collected \$4.5 million in previously uncollected money. This figure represents \$2.6 million in child support payments and \$1.9 million in recovered taxes, fees, penalties, welfare, and employment security debts.

WASHINGTON STATE'S ECONOMIC AND REVENUE OUTLOOK

Washington State's Economic and Revenue Outlook 2022

Recent economic performance in Washington has been constrained by the ongoing mitigation efforts to contain the Covid-19 pandemic. Higher risk economic activities which involve close physical proximity between workers, between consumers and workers, or where consumers are in close proximity to each other, had been tightly controlled to help limit virus transmission in the early stages of these efforts. This resulted in unprecedented labor market dislocations striking the entertainment, hospitality, personal services, and eating and drinking sectors particularly hard. The first wave of impacts resulted in a loss of 421,200 nonfarm jobs. With the more recent moderation of mitigation policies, nonfarm employment has, as of August 2021, rebounded by 301,200 jobs. That still leaves 120,000 jobs in deficit compared to March 2020. Because the pandemic is a public health crisis with serious economic consequences, compared to the more typical economic recession with public health consequences, the pattern of recovery is without precedent. The job impact of the previous (great) recession had a duration of 70 months from initial job losses to full recovery to the prior job peak. It is expected that this jobs recovery will take until the 3rd quarter of 2022, for a loss/recovery duration of 30 months. Despite the shorter duration than the prior recovery, the number of permanent job losses, labor force exits, and permanent business closures may have longer-term consequences.

Washington's jobless rate bested the national rate during the latter part of the pandemic recovery. Washington's rate has traditionally been higher than the national norm due to the state's outsized share of seasonal industries and its attractiveness to in-migrants searching for opportunity and the Northwest

experience. Over the past five years, 74 percent of Washington’s population growth has been due to migration. More recent forecasts expect Washington’s jobless rate to trend above the national average, likely the result of strengthening population growth and the accompanying frictional lag in employment. In fundamental ways, that reflects the confidence workers have in finding gainful employment. By the end of the next biennium (2021-23), Washington’s unemployment rate is projected to decline to 4.2 percent from the current 5.1 percent.

Personal income in Washington is expected to moderate over the next two fiscal years after concerted efforts to provide pandemic-relief monies to individuals and households boosted fiscal year 2020 real personal income by 4.8 percent. Real personal income grew 4.7 percent in fiscal year 2021, is expected to decline by 1.6 percent in fiscal year 2022 as households draw down their pandemic savings, and grow by 3.3 percent in fiscal year 2023. In comparison, US income growth is expected to be 1.6 percent, 5.3 percent, and 3.1 percent respectively. On a per-capita basis, Washington’s real personal income should reach \$62,643 in fiscal year 2023, over \$8,400 above the U.S. average.

These gains in Washington’s personal income will occur despite the decline in aerospace employment, a traditional driver of Washington’s economy. Aerospace jobs are expected to drop from 70,900 jobs in fiscal year 2021 to 62,600 jobs in fiscal year 2023. Even though Washington’s nonfarm employment declined 3.5 percent in fiscal year 2021, thanks to gains in software publishing, electronic shopping and mail order, and other technology sectors, Washington is projected to net a 4.7 percent increase in total payroll jobs in fiscal year 2022, and 3.0 percent in fiscal year 2023.

Construction activity in Washington is expected to trend to a more historically normal level in the next several fiscal years. While demand for new office space was prompted by burgeoning growth in the technology sectors, the commercial sector does tend to over-build, leading to subsequent periods of higher vacancies and gradual absorption. Building permits totaled 49,600 in fiscal year 2021, should hold at 49,200 in fiscal year 2022, and 45,000 in fiscal year 2023. As a result, construction employment should trend down to 216,900 jobs in fiscal year 2023 from 219,400 jobs in fiscal year 2021. That should ease the share of construction jobs to 6.1 percent of total nonfarm employment, the historic average.

General Fund-State revenues grew 3.3 percent in fiscal year 2019, 6.2 percent in fiscal year 2020, and 13.3 percent in fiscal year 2021. GFS revenues are expected to grow 3.8 percent in fiscal year 2022, and 1.5 percent in fiscal year 2023. The recovering economy, rebounds in hiring and consumer spending, and a steady housing market should keep revenues growing at a moderate pace.

LOTTERY PRODUCTS

OUR GAMES

SCRATCH

In Washington, *Scratch* is the most popular Lottery game. *Scratch* is called an “instant” game because players learn immediately if they have won a prize. Total *Scratch* sales were \$701.2 million in fiscal year 2021, compared to \$619.7 million in 2020. In fiscal year 2021, *Scratch* sales were \$451.6 million more than all other Lottery games combined. *Scratch* games provided 73.8 percent of total net sales for fiscal year 2021, compared to 75.8 percent in 2020. The Lottery launched 58 *Scratch* games in fiscal year 2021, similar to the 58 *Scratch* games launched in fiscal year 2020.



MEGA MILLIONS

Washington joined the nation's biggest lottery game *Mega Millions* in September 2002. Washington was the first state west of the Mississippi to offer the nation's mega-jackpot lottery game. *Mega Millions* is played in forty-five states, District of Columbia and the U.S. Virgin Islands.

Mega Millions is a jackpot-based game with nine prize levels. A ticket costs \$2 to play. Players pick six numbers from two different pools of numbers. They choose five white balls from a field of 70 and one ball from a field of 25, representing the "Mega Ball", though most players let the computer randomly "Quick Pick" their numbers. Before the pandemic, jackpots started at \$40 million and increased by a minimum of \$5 million per draw if there is no jackpot winner. Drawings are held Tuesdays and Fridays. Prizes are also paid for various combinations of matching numbers. Players have a total of 9 different ways to win, including a \$1 million prize if five balls are matched from the pool of 70 white balls. Players can buy tickets for up to nine drawings in advance, plus the current drawing.

"Megaplier" is a special feature of *Mega Millions* that when purchased, allows players to multiply a win by 2, 3, 4 or 5 times. A player who purchases the "Megaplier" feature and matches all 5 of the white ball numbers will increase their winnings by the multiplier feature purchased, having the chance of winning up to \$5,000,000 on a second-tiered prize win. This multiplier does not apply to the jackpot prize.

The slowing of sales in the national jackpots games during the unprecedented global pandemic required changes to be made to the *Mega Millions* game. Effective April 3, 2020, the Mega Millions Consortium announced the changes which included reducing the game's starting jackpot to \$20 million and determining subsequent starting jackpots. The subsequent jackpots and the rate at which the jackpot increases are established based on game sales and interest rates, with no fixed minimum amount. Previously, the jackpot started at \$40 million, and the minimum increase was \$5 million for each roll.

Mega Millions ticket sales in Washington were \$70.9 million for fiscal year 2021, representing 7.5 percent of total net Lottery sales. *Mega Millions* sales were \$51.0 million or 6.2 percent of net sales in fiscal year 2020. In fiscal year 2021, jackpots ranged from \$20 million to \$1 billion, with 4 winning jackpots over \$100 million. In fiscal year 2021, *Mega Millions*'s highest jackpot was \$1 billion as compared to \$410 million in the prior year 2020.

POWERBALL

Washington began selling *Powerball* in January 2010, a multi-state lottery game operated by the Multi-State Lottery Association (MUSL). *Powerball* is sold in forty-eight jurisdictions, including District of Columbia, Puerto Rico and the U.S. Virgin Islands.

Powerball is a jackpot-driven game. A ticket costs \$2 to play. Players pick five numbers out of sixty-nine plus one out of twenty-six numbers which represents the "Powerball". Most players let the computer randomly "Quick Pick" their numbers. Drawings are held every Wednesday and Saturday as part of the *Powerball* drawing event. Players can buy tickets for up to nine drawings in advance, plus the current drawing.

"Power Play" is a special feature of *Powerball* that when purchased, allows players to have the chance to win \$2,000,000 on a second-tiered prize if the "Power Play" option is chosen at the time of ticket purchase.

The Covid-19 global pandemic impacted *Powerball* sales and required adjustments to the game in order to sustain the lottery product. On March 25, 2020 the *Powerball* Product Group announced the changes to the *Powerball* game. The *Powerball*'s starting jackpot reset to a guaranteed \$20 million (annuity) with a minimum roll increase of \$2 million between drawings. Prior to the pandemic, *Powerball* the jackpot started at \$40 million, and the minimum increase was \$10 million for each roll.

Powerball sales were \$57.8 million for fiscal year 2021, representing 6.1 percent of net sales, compared to \$42.5 million or 5.2 percent in fiscal year 2020. In fiscal year 2021, jackpots ranged from \$20 million to \$730 million, with 4 winning jackpots over \$100 million. In fiscal year 2021, *Powerball*'s highest jackpot was \$730 million as compared to \$394 million in the prior year 2020.

LOTTO

Lotto, the Lottery's flagship in-state game was introduced in 1984. Players select 6 of 49 numbers (or let the computer randomly select 6 numbers). Jackpots start at \$1 million, and if no player matches all six numbers, the top prize grows based on ticket sales. Prizes are also paid for matching three, four or five numbers. The cost per ticket is \$1 for two plays. Lottery players have a chance to win \$1 million or more three times a week, on Mondays, Wednesdays, and Saturdays.

Players can purchase up to twenty-five consecutive drawings in advance. *Lotto* sales for fiscal year 2021 were \$39.3 million, representing 4.1 percent of total net sales. *Lotto* sales in fiscal year 2020 totaled \$39.8 million or 4.9 percent of net sales in that year. Seven winning *Lotto* jackpots were drawn in fiscal year 2021 ranging from \$1.0 million to \$5.2 million.

HIT 5

Hit 5 is as easy to play as *Lotto*, and it's easier to win. Players select 5 of 42 numbers (or let the computer randomly select 5 numbers) and match them to the ones drawn by the Lottery. The cost per ticket is \$1. The cashpot is paid in one lump sum and is won by matching all five of the numbers drawn by the Lottery. Cashpots start at \$100,000. If no player matches all five numbers, the top prize grows based on ticket sales. Forty-two *Hit 5* cashpots were awarded in fiscal year 2021, ranging from \$100,000 to \$1.2 million. Prizes are also paid for matching two, three, or four of the numbers drawn. On August 29, 2020, daily drawings were implemented. Prior to this date, drawings were held on Mondays, Wednesdays, and Saturdays. Sales for fiscal year 2021 were \$36.6 million or 3.9 percent of net sales compared to \$22.1 million or 2.7 percent of net sales in fiscal year 2020. Players can now purchase up to twenty-five consecutive drawings in advance.

MATCH 4

Match 4, the first \$2 price point draw game in Washington, started in August 2008. Players pick 4 out of 24 (or let the computer randomly select 4) numbers and have the opportunity of winning a top prize of \$10,000. If more than one player picks the winning four numbers, each winner gets \$10,000. In other words, a \$10,000 prize is not split equally amongst the winners. Prizes are also paid for matching 2 and 3 numbers. Numbers are drawn seven nights per week. Sales for fiscal year 2021 were \$15.3 million, representing 1.6 percent of net sales compared to \$15.2 million or 1.9 percent of net sales in fiscal year 2020. Players can purchase up to twenty-five consecutive drawings in advance. There were 669 prizes in the amount of \$10,000 awarded in fiscal year 2021.

PICK 3

Players pick three numbers from 0 through 9 (or choose a computer-generated Quick Pick). They also choose among nine different play options. Numbers are drawn seven nights per week, and players can buy tickets for up to twenty-five drawings in advance. *Pick 3* (previously Daily Game) sales totaled \$23.2 million or 2.4 percent of net sales in fiscal year 2021, similar to the \$20.8 million, with a 2.5 percent experienced in fiscal year 2020.

DAILY KENO

Daily Keno was added to the Lottery's product line in 1992. Players pick from 1 to 10 *Keno* game spots, and then choose a number from 1 through 80 for each spot (or they can let the computer choose their numbers with a Quick Pick). Each night, the Lottery draws 20 numbers. Prizes vary depending on how many spots players choose and how many of the players' numbers match the Lottery's numbers. The top prize in *Daily Keno* is \$100,000. Players can purchase up to twenty-five consecutive drawings in advance. *Daily Keno* sales totaled \$6.4 million or 0.7 percent of net sales in fiscal year 2021, compared to \$6.2 million or 0.8 percent in fiscal year 2020.

FINANCIAL INFORMATION

INTERNAL CONTROLS

Washington's Lottery's policies and procedures tightly control assets, inventory, computer systems, accounting, and the drawing vault. Staffing includes security and law-enforcement personnel. Access to Lottery offices is limited. Risks of loss, theft, or misconduct are minimized through high-level security; strict employee, contractor, and retailer standards; and retailer licensing. Anyone responsible for Lottery tickets or assets, or who works directly with the Lottery, has passed a background check.

When assets could be at risk, responsibilities have been separated (for example, purchasing and accounts payable). Data input and processing are separate from system programming. Management provides approval and oversight. Segregation of duties separates the responsibilities of the custody, authorization, and recording of assets. Reviews of operations and documented procedures are performed internally by general counsel, the internal auditor, and the management team. External auditors also conduct reviews and their reports are presented to the Lottery's Director.

Measures to guarantee players a fair game:

- Game drawings are held in a locked vault located at Lottery headquarters. Drawings follow strict security procedures and are witnessed by an independent Certified Public Accountant (CPA).
- Lottery's digital drawing systems, which include random number generators for Draw games and promotions, are stored in locked cases, marked with security seals, and kept in a locked vault.
- Each retail terminal uses independent random-number-generating formulas for Quick Pick numbers.
- Lottery *Scratch* tickets are printed with special inks, dyes, and security codes.

INHERENT LIMITATIONS OF INTERNAL CONTROLS OVER FINANCIAL REPORTING

Washington's Lottery's internal control over financial reporting is designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. Management cannot guarantee that the internal controls will prevent or detect all errors and all fraud. A control system can provide only reasonable, not absolute, assurance that the objectives of the control system are met. Also, any evaluation of the effectiveness of controls in future periods are subject to the risk that those internal controls may become inadequate because of changes in business conditions, or that the degree of compliance with the policies or procedures may deteriorate.

ACCOUNTING SYSTEMS AND POLICIES

The Lottery uses the accrual basis of accounting and follows generally accepted accounting principles (GAAP). The Legislature, the Office of Financial Management and Lottery's Commissioners control Lottery spending through several Lottery fund accounts. Additional information regarding these accounts can be found in Note 1 in the notes to the financial statements.

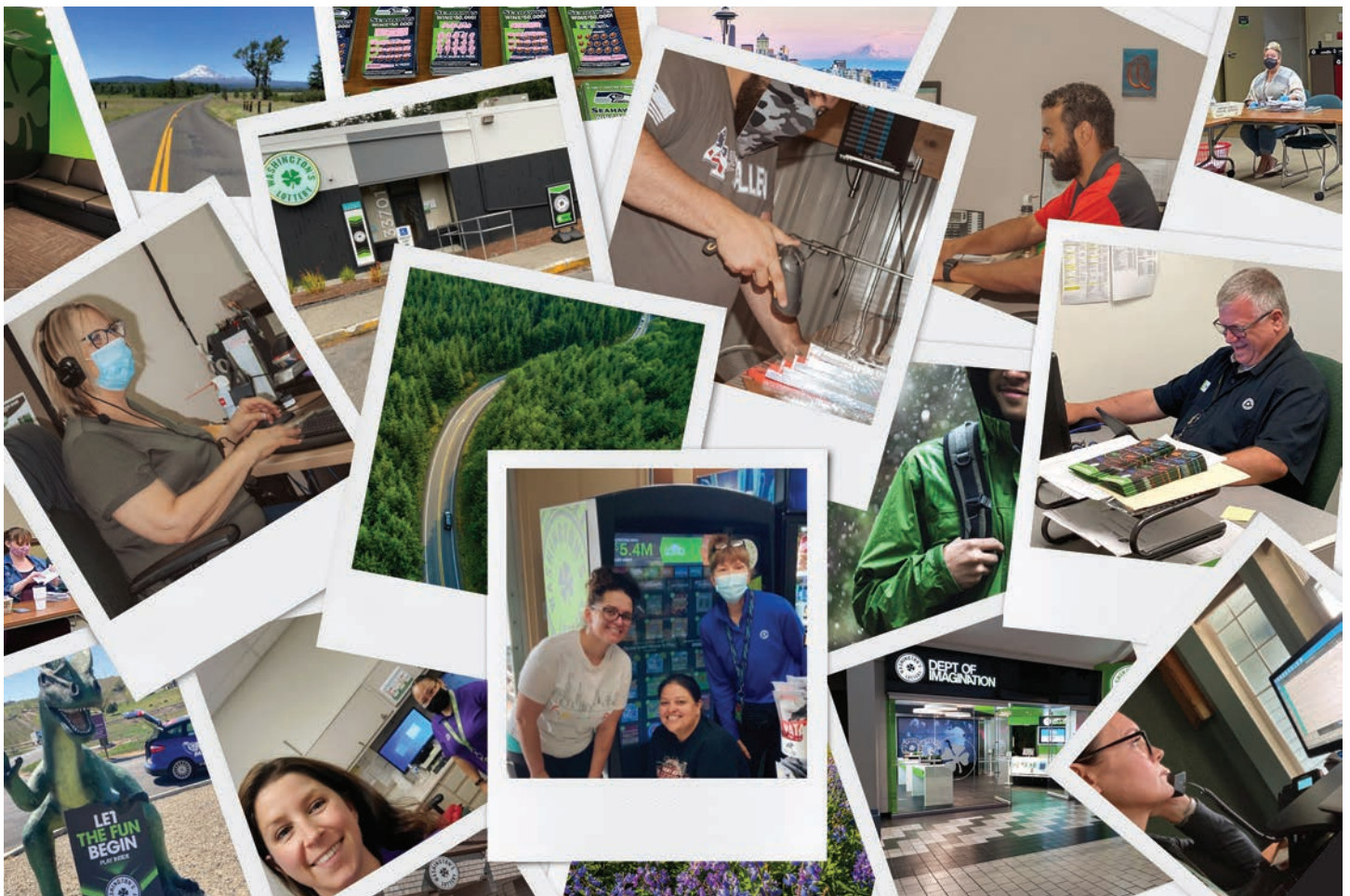
BUDGETARY SYSTEM AND CONTROLS

The Lottery works with the Office of the Governor to create a biennial budget proposal to support administrative costs. This proposal goes to the Legislature for approval. The Senate, the House of Representatives, and the Office of the Governor negotiate any differences. The Office of Financial Management monitors spending through the Lottery’s business and administrative accounts, but the Lottery decides when spending will occur. In addition to the Lottery’s fixed administrative budget, there are also business plan estimates for business expenses based on sales forecasts, new products introduced, and industry trends. Estimates and forecasts are compared to actual costs and sales throughout the fiscal year with appropriate changes in action plans made as needed.

The Lottery’s revenue forecast for state planning and budgeting is prepared by the Economic and Revenue Forecast Council, an independent State entity. In addition, expense and contribution budgets are approved by the Lottery Commission appointed by the Governor and submitted to the Office of Financial Management for inclusion in the State budget.

EMPLOYEES

At the end of fiscal year 2021, the Lottery employed 126 staff. Headquarters and the offsite warehouse had 75 people, with the remaining staff working out of five regional offices in Everett, Federal Way, Spokane, Vancouver, and Yakima.



INDEPENDENT AUDIT

Washington State law requires an audit of the state by the Washington State Auditor's Office, an independently elected public official. As a state agency, Washington's Lottery is included in this audit. The State Auditor's report on internal controls and compliance with applicable laws and regulations can be found in a separately issued Washington State Single Audit report.

In addition, the Lottery obtained a separate audit of the Lottery's stand-alone financial statements. The fiscal year 2021 audit of Lottery financial statements has been completed in conformance with generally accepted auditing standards and the standards applicable to financial audits contained in Government Auditing Standards issued by the Comptroller General of the United States. The financial section of this report includes the Independent Auditor's report on the Lottery's financial statements and report on internal controls and compliance with applicable laws and regulations.

AWARDS AND ACKNOWLEDGEMENTS

The Government Finance Officers Association of the United States and Canada (GFOA) awarded a Certificate of Achievement for Excellence in Financial Reporting to Washington's Lottery for its annual financial report for the fiscal year ended June 30, 2020. This was the thirty-first consecutive year that the Lottery has achieved this prestigious award. In order to be awarded a Certificate of Achievement, a government unit must publish an easily readable and efficiently organized comprehensive annual financial report. This report must satisfy both generally accepted accounting principles and applicable legal requirements.

A Certificate of Achievement is valid for a period of one year only. The Lottery believes that its current annual financial report continues to meet the Certificate of Achievement Program's requirements, and the Lottery is submitting it to the GFOA to determine its eligibility for another certificate.

This report reflects the Lottery's commitment to maintaining public trust through high ethics and uncompromising integrity. It also demonstrates the professionalism and team effort of Lottery employees and we appreciate the outstanding contributions they have made to Lottery's success. We also thank the Lottery Commissioners for their dedication and guidance in the operation of Washington's Lottery.

Respectfully submitted,



Maria Douka
Chief Financial Officer



Marcus Glasper
Director



Government Finance Officers Association

Certificate of
Achievement
for Excellence
in Financial
Reporting

Presented to

Washington's Lottery

For its Comprehensive Annual
Financial Report
For the Fiscal Year Ended

June 30, 2020

Christopher P. Morill

Executive Director/CEO

PRINCIPAL OFFICIALS



Marcus Glasper
Lottery Director



Valoria Loveland
*Chair
Pasco
Term ends
8/2021*



Frederick Finn
*Commissioner
Olympia
Term ends
8/2022*



Judy Giniger
*Commissioner
Seattle
Term ends
8/2026*

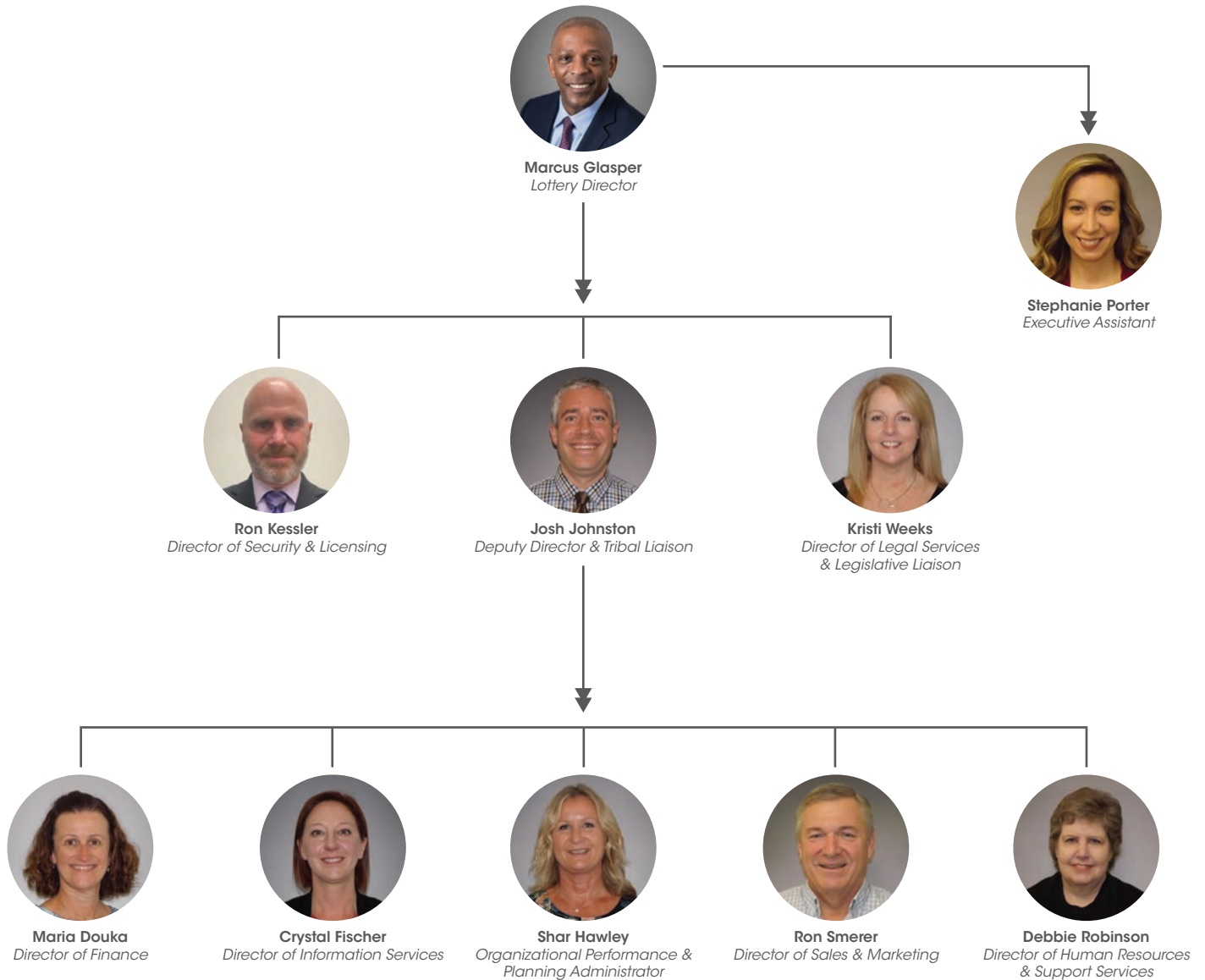


Eileen Sullivan
*Commissioner
Tacoma
Term ends
8/2024*



DR. DARIA WILLIS
*Commissioner
Lake Stevens
Term ends
8/2023*

ORGANIZATION CHART



FINANCIAL SECTION

This section includes the following:

- Independent Auditor's Report
- Management's discussion and analysis
- Financial statements of Washington's Lottery
- Related notes to the financial statements
- Required supplementary information
- Independent Auditor's Report on Internal Control over financial reporting and on Compliance and Other matters
Based on an Audit of Financial Statements Performed in
Accordance with *Government Auditing Standards*



Independent Auditor's Report

To the Director and Commissioners
Washington's Lottery
Olympia, Washington

Report on the Financial Statements

We have audited the accompanying basic financial statements of Washington's Lottery (the Lottery), an agency of the State of Washington, which comprise the statements of net position as of June 30, 2021 and 2020, and the related statements of revenues, expenses, and changes in net position, and cash flows for the years then ended, and the related notes to the 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 and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit 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 auditor's 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.

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

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Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Lottery as of June 30, 2021 and 2020, and the results of its operations and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Other Matters

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis, the Schedules of the Lottery's Proportionate Share of the Net Pension Liability and Employer Contributions (PERS 1 and PERS 2/3), and Schedule of Changes in Total OPEB Liability and Related Ratios, as listed in the table of contents, 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 audits 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.

Other Information

Our audit was conducted for the purpose of forming an opinion on the financial statements that collectively comprise the Lottery's basic financial statements. The letter from the director, introductory section and statistical section are presented for purposes of additional analysis and are not a required part of the financial statements.

The letter from the director, introductory section and statistical section have not been subjected to the auditing procedures applied in the audit of the basic financial statements and, accordingly, we do not express an opinion or provide any assurance on them.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued a report dated December 10, 2021 on our consideration of the Lottery's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, grant agreements, and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Lottery's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Lottery's internal control over financial reporting and compliance.



Boise, Idaho
December 10, 2021

MANAGEMENT'S DISCUSSION AND ANALYSIS

This discussion and analysis includes an overview of activities regarding the financial performance of Washington's Lottery (the Lottery) for the fiscal years ended June 30, 2021 and June 30, 2020. The Lottery is an agency of the State of Washington and operates for the purpose of generating revenues for public use for the residents of the state. This analysis is to be used in conjunction with the financial statements.

FINANCIAL HIGHLIGHTS

Sales of all Washington's Lottery products were \$950.7 million, a 16.3 percent increase from fiscal year 2020 and a 18.4 percent increase from fiscal year 2019.

- *Mega Millions* sales were \$70.9 million, with jackpots ranging from \$20 million to \$1.0 billion.
- *Powerball* sales were \$57.8 million, with jackpots ranging from \$20 million to \$730 million.
- *Scratch* sales were \$701.2 million and increased \$81.5 million or 13.2 percent compared to fiscal year 2020.
- Total contributions to Lottery beneficiaries were \$229 million and increased \$48.1 million or 26.6 percent compared to fiscal year 2020.
- Contributions to the Washington Opportunity Pathways Account reached \$185.7 million.
- Contributions to the Stadium & Exhibition Center (Lumen Field) totaled \$14.2 million in fiscal year 2021, representing a 4 percent year-over-year legislative mandated increase.
- Contributions to the Economic Development Account totaled \$4.7 million in fiscal year 2021. Amounts contributed to this beneficiary represent one-third of prizes that go unclaimed each fiscal year.
- Contributions to the General Fund amounted to \$23.9 in fiscal year 2021. Per RCW 67.70.340(4), if in total, contributions to the Washington Opportunity Pathways Account from the in-state and *Powerball* games are in excess of \$102 million, such excess shall be transferred to the General Fund.
- Contributions to the Problem Gambling Account totaled \$450.6 thousand. This beneficiary receives thirteen one-hundredths of one percent (0.13%) of "net receipts." "Net receipts" are defined as the difference between revenue received from the sale of Lottery products and the sum of payments made to winners.

USING THIS ANNUAL REPORT

By law, the Lottery is required to distribute to its beneficiaries, all of its net income, excluding unrealized gains on investments and two-thirds of its unclaimed prizes. During fiscal year 2016, the legislature mandated that on June 30th of each year, amounts in excess of \$10 million in the unclaimed fund be distributed to the Washington Opportunity Pathways Account.

The net position of the Lottery, as shown in Table 1, consists solely of capital assets, restricted incomes for future prizes, and unrestricted income. The restricted portion of net position represents unclaimed prize amounts set aside for future use as prizes, as required by law (RCW 67.70.190). Unrestricted income is income related to unrealized gain on investments held to fund future payments due on annuitized lottery prizes. Generally accepted accounting principles (GAAP) dictate that the Lottery record in its financial statements the gain or loss related to the change in fair value of these investments. As the Lottery intends to hold the investments to maturity, market gains or losses represent temporary fluctuations and are not recognized in the calculation of the amounts to be distributed.

The Lottery's net position and changes in net position are shown in Table 1 and Table 2. Net position decreased in fiscal year 2021 by \$9.5 million, from \$(0.2) million in 2020 to \$(9.7) million in 2021. The Lottery experienced a decrease of \$5.8 million in fair value of investments held to fund future annuitized prize payments. The Lottery purchases U.S. Treasury Strips to fund annuitized prize payments. As these securities mature, they provide the cash flow to satisfy future payments to prize winners that elect annuitized prize payments. It is important to note that this adjustment to the fair value does not affect the Lottery's ability to meet future liabilities.

TABLE 1: SUMMARY OF NET POSITION (IN MILLIONS)

	2021	2020	2019
Current assets	\$ 69.1	\$71.2	\$70.8
Non-current assets - investments	117	134.4	119.3
Capital assets - net of depreciation	.8	0.5	0.6
Total assets	187.0	\$206.1	\$190.7
Deferred outflows of resources	\$1.9	\$1.8	\$1.4
Current liabilities	82.8	84.2	83.8
Non-current liabilities	112.9	120.3	117.3
Total liabilities	\$195.7	\$204.5	\$201.1
Deferred inflows of resources	\$2.9	\$3.7	\$3.7
NET POSITION			
Invested in capital assets	0.8	0.5	0.6
Restricted for future prizes	10.5	10.7	10.2
Unrestricted	(21.0)	(11.4)	(23.4)
Total net position	(\$9.7)	(\$0.2)	(\$12.6)

TABLE 2: SUMMARY OF CHANGES IN NET POSITION (IN MILLIONS)

	2021	2020	2019
Sales	\$950.7	\$817.3	\$803.3
Grant for Vaccine Promotion	1.0		
Other operating income	2.7	2.7	2.7
Prize Expense for Vaccine Promo	(1.0)	0	0
Expenses and non-operating activity	(733.9)	(626.7)	(587.4)
Distributions	(229.0)	(180.9)	(215.8)
Changes in net position	(9.5)	\$12.4	\$2.8
Total net position at beginning of year	(\$0.2)	(12.6)	(15.4)
Total net position at end of year	(\$9.7)	(\$0.2)	(\$12.6)

SALES AND PRIZE EXPENSE

Table 3 below compares sales, prize expense, and net receipts (sales less prize expenses) for Lottery *Scratch* and Draw game products for fiscal years 2021, 2020, and 2019.

TABLE 3: SALES AND PRIZE EXPENSE (IN MILLIONS)						
	Scratch Games			Draw Games		
	2021	2020	2019	2021	2020	2019
Sales	\$701.2	\$619.7	\$523.8	\$249.5	\$197.6	\$279.4
Prize expense	476.8	425.3	355.5	127.3	104.9	134.8
Net receipts	\$224.4	\$194.4	\$168.3	\$122.2	\$92.7	\$144.6

Scratch product sales increased \$81.5 million or 13.2 percent compared to 2020, and increased \$177.3 million or 33.8 percent as compared to 2019. The number of tickets sold increased by 6.7 percent from 131.5 million in fiscal year 2020 to 140.3 million in fiscal year 2021. The average price per ticket increased slightly from \$4.71 in fiscal year 2020 to \$5.00 in fiscal year 2021. *Scratch* prize expense increased in fiscal year 2021 by \$51.5 million, or 12.1 percent compared to fiscal year 2020, and increased \$121.3 million, or 34.1 percent compared to fiscal year 2019. The *Scratch* prize expense ratio decreased from 68.6 percent in fiscal year 2020 to 68.0 percent in fiscal year 2021. In fiscal year 2021, \$11.7 million of *Scratch* prizes went unclaimed compared to \$7.2 million in fiscal year 2020.

In fiscal year 2021, Draw game sales increased by \$51.9 million or 26.3 percent compared to fiscal year 2020 and decreased by \$29.8 million or 10.7 percent compared to fiscal year 2019. In fiscal year 2021, the highest jackpot was \$1.0 billion for *Mega Millions* game, as compared to \$410.0 million in the prior year 2020. The larger *Mega Millions*, *Powerball* jackpots, *Hit5* Cashpot and higher scratch sales in fiscal year 2021 contributed to the increased sales. During fiscal year 2021, *Hit 5* had 36 winning cashpots, with the highest cashpot valued at \$1.2 million. Like other Draw games, *Hit 5* sales are jackpot-driven, meaning that as the jackpot rises to higher levels, more people are compelled to participate in the dream of winning the jackpot. *Lotto* is another example of a jackpot-driven game on a greater scale. *Mega Millions* and *Powerball*, by virtue of being a multi-state game, enjoy co-mingled sales and rapidly rising jackpots. *Lotto* sales decreased by \$448 thousand or 1.1 percent compared to fiscal year 2020 and decreased by \$16.8 million or 29.9 percent compared to fiscal year 2019. *Match 4* increased by \$39.7 thousand or .3 percent compared to 2020, and increased by \$612.7 thousand or 4.2 percent compared to fiscal year 2019.

The remaining active Draw games in the product portfolio are *Pick 3* and *Daily Keno*. These games enjoy a loyal player base as exemplified by consistent sales volumes.

Draw games prize expenses increased in fiscal year 2021 by \$22.4 million or 21.3 percent compared to fiscal year 2020 and decreased by \$7.6 million or 5.6 percent compared to fiscal year 2019.

OTHER OPERATING EXPENSES

Table 4 compares operating expenses, other than prize expense, for gaming operations and administrative expenses for fiscal years 2021, 2020 and 2019.

Retailer commissions increased in fiscal year 2021 by \$6.6 million or 16.1 percent compared to fiscal year 2020; Commission costs as a percentage of sales remained static compared to fiscal year 2020 and 2019. Other game-related expenses, including vendor costs, advertising and miscellaneous promotional expenses, increased by \$5.9 million or 11.3 percent compared to fiscal year 2020. As a percent of sales, these expenses were 6.1 percent for 2021 and 6.4 percent in fiscal year 2020 compared to 6.0 in fiscal year 2019.

Vendor expense, which is the largest component of these costs, is for the most part, paid as a percentage of sales. Advertising expense increased \$1.4 million or 13.8 percent compared to fiscal year 2020 and increased by \$442 thousand or 3.9 percent compared to fiscal year 2019. Promotional and other operational expenses increased \$1.4 million or 68.4 percent compared to fiscal year 2020 and increased \$301 thousand or 9.5 percent compared to fiscal year 2019.

In fiscal year 2021, administrative expenses incurred for the general operation of the agency increased by 321 thousand or 2.2 percent compared to fiscal year 2020, and increased 0.9 percent compared to fiscal year 2019. As a percentage of sales, overall administrative expenses decreased slightly for 2021 to 1.5 percent compared to 1.7 percent in fiscal year 2020 and 1.8 in fiscal year 2019.

Salaries and benefits expense increased by \$32 thousand or 0.3 percent compared to fiscal year 2020, and increased by \$408 thousand or 3.7 percent compared to fiscal year 2019. Goods and services increased by \$388.7 thousand or 16.6 percent compared to 2020, and decreased \$42 thousand or 1.5 percent compared to fiscal year 2019. Travel expense decreased by \$86.5 thousand or 25.9 percent compared to fiscal year 2020, and decreased by \$197 thousand or 44.3 percent compared to fiscal year 2019.

	2021	2020	2019
Retail commissions	\$47.8	\$41.2	\$40.2
Other game-related expenses	58.0	52.1	48.2
ADMINISTRATIVE EXPENSES			
Salaries and benefits	11.5	11.5	11.1
Goods and services	2.7	2.3	2.8
Travel	0.2	0.3	0.4
Depreciation	0.1	0.1	0.2
Total administrative expenses	\$14.6	\$14.2	\$14.5

CAPITAL ASSETS

Washington's Lottery's investment in capital assets as of June 30, 2021 amounts to \$832.4 thousand (net of accumulated depreciation). This investment in capital assets includes leasehold improvements and equipment. The net increase in the Lottery's investment in capital assets for fiscal year 2020 was 64 percent. Table 6 in Note 1 "Summary of Significant Accounting Policies," shows the opening and ending balances for assets and accumulated depreciation.

DEBT

At the end of fiscal year 2021, current liabilities consisted, in part, of \$15.4 million in annuity prizes payable. Long-term annuity prize liabilities were \$103.5 million. Note 5 "Prize Liabilities," shows the current and long-term portions of prize payments.

NON-OPERATING REVENUES AND EXPENSES

Investment revenue before fair value adjustments and amortization expense on the annuity prize liability very nearly equal each other on an ongoing basis. The reason is that we fund future prize liability by purchasing U.S. Treasury Strips at a deep discount. In other words, we are able to purchase certain future payments at a fraction of the future maturity value in exchange for foregoing periodic interest payments. In the meantime, we must recognize changes to the fair value of the investments and the present value of the liabilities.

Table 5 shows interest income and expense on long-term investments and liabilities, and payments made to beneficiaries from Lottery proceeds.

TABLE 5: NON-OPERATING REVENUES (EXPENSES) (IN MILLIONS)			
	2021	2020	2019
Investment gain (losses)	(\$5.8)	\$15.9	\$10.1
Amortization of annuity prize liability	(4.6)	(5.0)	(4.4)
Interest and miscellaneous income	0.0	0.3	0.1
Total non-operating revenues (expenses) before payments	(\$10.4)	\$11.2	\$5.8
PROCEEDS DISTRIBUTION:			
WA Opportunity Pathways	\$176.1	\$141.0	\$155.2
WOPA - Unclaimed Prizes in Excess of \$10M	9.6	6.3	11.6
State General Fund	23.9	16.2	30.9
Stadium and Exhibition Center	14.2	13.7	13.1
Economic Development	4.7	3.4	4.6
Problem Gambling	0.5	0.4	0.4
Total payments	\$229.0	\$181.0	\$215.8

Annually, the Lottery makes an adjustment to the current fair value of investment securities held in accordance with Government Accounting Standards Board (GASB) Statement No. 31. Since all securities held in the portfolio are U.S. Treasury securities, prepayment risk and market risk are effectively eliminated for the market valuation. Interest rate risk remains as the primary variable in determining the current fair value. Given the long-term nature of the investment, since they are held for winners up to 30 years in the future, changes in interest rates can have a marked effect on current valuations.

For example, a security was purchased to mature in 20 years and pays 8 percent per year. If one year later, a similar security for the same time frame could be purchased that was paying 10 percent per year, the relative value of the 8 percent security would have dropped significantly. The reason is that if an individual can buy a security paying 10 percent interest, why would they pay the same price for a security paying 8 percent? If the holder wanted to sell their 8 percent security, they would have to drop the price to the level where a purchaser would earn 10 percent. The opposite is also true that if current interest rates were to decrease, another investor would be willing to pay more to get the 8 percent interest payments if they were otherwise to get only 6 percent. The longer the period this discrepancy will exist, the greater the effect on the fair value. For instance, if the security were to mature in one year, the difference in interest payment will be limited to one year, as opposed to if the difference were to be realized year after year over 20 years.

Payments to our beneficiaries as a result of Washington's Lottery operations for fiscal year 2021 amounted to \$229.0 million.

Contributions to the Washington Opportunity Pathways Account reached \$185.7 million in fiscal year 2021 compared to \$147.3 million in fiscal year 2020 and \$166.7 million in fiscal year 2019. Per RCW 67.70.340(4), if in total, contributions to the Washington Opportunity Pathways Account from the in-state and *Powerball* games is in excess of \$102 million, such excess shall be transferred to the General Fund.

Contributions to the General Fund amounted to \$23.9 million in fiscal year 2021, \$16.2 million in fiscal year 2020 and \$30.9 million in fiscal year 2019. Contributions to this fund for fiscal years 2021 and 2020 were generated from excess funding between the in-state and *Powerball* games.

Contributions to the Economic Development account amounted to \$4.7 million in fiscal year 2021 compared to \$3.4 million in fiscal year 2020 and \$4.6 million in fiscal year 2019. Amounts to this beneficiary represent one-third of the amount of prizes which go unclaimed. Unclaimed prizes are those expected prizes that do not get presented for claim within 180 days of the particular game closure or drawing date.

Contributions to Problem Gambling were \$450.6 thousand in fiscal year 2021, compared to \$373.2 thousand in fiscal year 2020 and \$406.8 thousand in fiscal year 2019. Contributions to this beneficiary are calculated based on thirteen one-hundredths of one percent of "net receipts." "Net receipts" are defined as the difference between revenue received from the sale of Lottery products and the sum of payments made to winners.

The final remaining payments required by statute were made to the Stadium and Exhibition Center (Lumen Field), which consisted of semi-annual payments whereby the required payment amount increased by 4.0 percent year-over-year. Total contribution to this beneficiary was \$14.2 million in fiscal year 2021, compared to \$13.7 million in fiscal year 2020 and \$13.1 million in fiscal year 2019.

OTHER POTENTIALLY SIGNIFICANT MATTERS IMPACTING NEXT YEAR

GAME CHANGES

In 2020 Washington's Lottery completed a strategic initiative to improve the performance of our in-state draw games. Draw games are approximately 30% of our portfolio, and in-state draw games are around 13%. Draw games typically have a higher profit margin, which equates to a greater return to our beneficiaries. Our *Hit 5* and *Daily Game* were selected for enhancement.

For *Hit 5* the changes consisted of:

- The draw frequency was increased from three draws a week to seven. This allowed players to play on a more frequent basis and resulted in larger cashpots.
- The matrix was increased from 5/39 to 5/42 decreasing the odds of winning from 1 in 8.77 to 1 in 10.06.
- The prize for a two number match changed from a \$1 prize to a free ticket.
- The prizes for three and four number matches increased to \$15 and \$150, respectively.

For the *Daily Game* changes consisted of:

- Changed the name to "*Pick 3*" which is more descriptive of the game.
- Increased the number of allowed advance draws from 7 to 25.

The changes went into effect August of 2020 and the Lottery has seen a considerable increase in sales. For FY21 the sales for *Hit 5* were 65.6% higher than FY20 and *Pick 3* sales were 11.4% higher. The changes also resulted in our first ever \$1 million cashpot for *Hit 5*.

DEBIT CARD PURCHASES

To address the challenges presented by changing customer expectations, the Lottery is in the process of retrofitting its vending machines in order to accept debit cards as a form of payment. Credit cards will not be accepted. This will allow customers the ease and convenience of cashless transactions without raising concerns about use of credit rather than available funds and other potentially irresponsible gambling habits. We expect this project to continue throughout Fiscal year 2022.

CHANGING CUSTOMER EXPECTATIONS

The pandemic brought to the forefront the public's expectation that they should be able to order more goods and services using both digital channels and non-cash payments. Although the Lottery is currently a cash-only business, more people are using credit, debit, or other cashless payment options. This was especially apparent with the rapid rise of "touchless" transactions as a way to avoid transmission of the virus. In addition, people have come to expect the option to make necessary and discretionary purchases via the internet. The Lottery is statutorily prohibited from offering online or digital sales. These significant changes in consumer expectations, coupled with existing barriers, will require the Lottery to be increasingly creative and nimble in order to meet our customers' needs.

IMPACT OF COVID-19

Washington's Lottery experienced a significant spike in sales in the early months of the COVID-19 pandemic when Washington's Governor issued the Stay Home, Stay Healthy executive order as consumers were limited in options available for entertainment spending. While sales of lottery products have stabilized back to previous levels as the economy slowly recovers, the long-term impacts are unknown. Washington's Lottery remains cautiously optimistic that its sales will continue to meet forecasted targets, but the lasting effects of the pandemic on the economy could continue to impact lottery operations, staffing, and customer service for the foreseeable future.

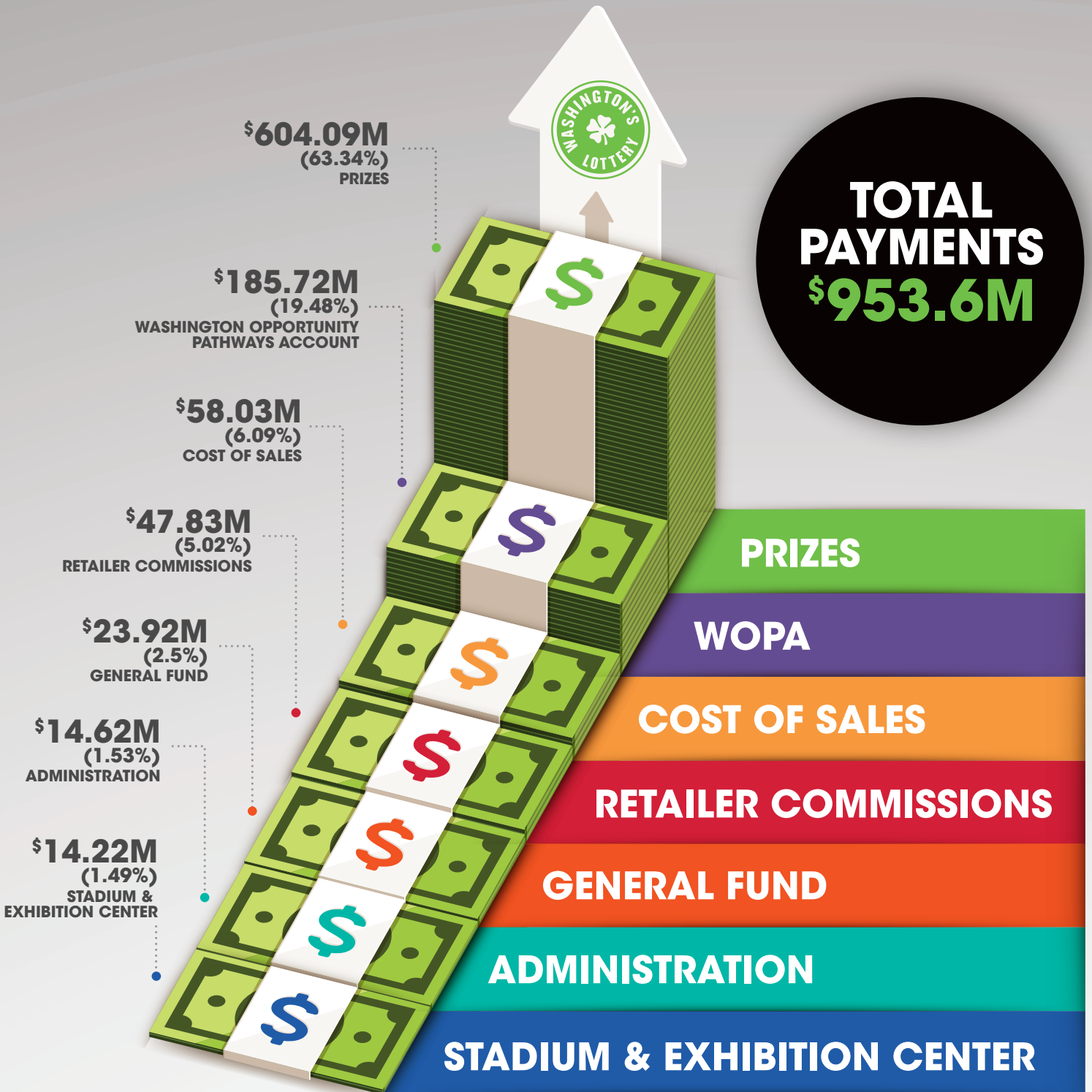
CONTACTING THE LOTTERY

This financial report is provided for interested parties to evaluate the financial results of Lottery activities for fiscal year 2021. If you have questions about this report or need additional financial information, please contact:

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FY21 FUND DISTRIBUTION



TOTAL PAYMENTS
\$953.6M

ECONOMIC DEVELOPMENT: \$4.73M (0.50%)*

PROBLEM GAMBLING: \$0.45M (0.05%)*

*Amounts not displayed in graph

WASHINGTON'S LOTTERY STATEMENTS OF NET POSITION AS OF JUNE 30, 2021 AND JUNE 30, 2020

ASSETS	2021	2020
CURRENT ASSETS		
Cash and cash equivalents	\$18,262,700	\$24,535,603
Accounts receivable, net of allowances	28,930,671	27,234,768
Investments	16,358,872	16,068,946
Due from the state	4,937,198	2,749,435
Inventory	652,520	640,642
Total current assets	69,141,961	71,229,394
NON-CURRENT ASSETS		
Investments	116,976,131	134,428,580
Capital assets, net of accumulated depreciation	832,376	506,285
Total non-current assets	117,808,507	134,934,865
DEFERRED OUTFLOWS OF RESOURCES		
Deferred Outflows Pensions	1,319,952	1,223,197
Deferred Outflow of Resources on OPEB	605,644	587,850
Total deferred outflows of resources	1,925,596	1,811,047
Total assets and deferred outflows of resources	188,876,064	207,975,306
LIABILITIES AND NET POSITION		
Current liabilities		
Accounts payable	3,980,782	2,463,643
Prizes payable	47,310,391	49,160,215
Annuity prizes payable, current portion	15,368,246	15,138,050
Due to the state	13,650,925	16,269,800
Salaries and benefits payable	521,026	481,947
Unearned revenue	1,918,928	634,497
Other Postemployment Benefits	98,372	99,291
Total current liabilities	82,848,670	84,247,443
NON-CURRENT LIABILITIES		
Annuity prizes payable, net of current portion	103,517,556	110,674,262
Accrued leave payable	1,052,402	972,548
Net pension liability	2,832,808	2,948,597
Other Postemployment Benefits	5,494,368	5,659,011
Total non-current liabilities	112,897,134	120,254,418
DEFERRED INFLOWS OF RESOURCES		
Deferred Inflows Pensions	792,222	1,641,298
Deferred Inflow of Resources on OPEB	2,091,750	2,048,892
Total deferred inflows of resources	2,883,972	3,690,190
Total liabilities and deferred inflows of resources	198,629,776	208,192,051
NET POSITION		
Invested in capital assets	832,376	506,285
Restricted for future prizes	10,513,531	10,689,615
Unrestricted	(21,099,619)	(11,412,645)
Total Net Position	(\$9,753,712)	(\$216,745)

The accompanying notes to the financial statements are an integral part of this statement

WASHINGTON'S LOTTERY STATEMENTS OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION FOR FISCAL YEARS ENDED JUNE 30, 2021 AND JUNE 30, 2020

	2021	2020
SALES		
Scratch ticket sales	\$701,182,226	\$619,682,535
Draw game sales	249,544,275	197,616,562
Total sales	950,726,501	817,299,097
Other Operating Income	2,699,890	2,691,470
Grant for Vaccine Promotion	1,000,000	-
Total Revenue	954,426,391	819,990,567
COST OF SALES		
Prize expense	603,091,484	530,237,664
Prize expense for Vaccine Promotion	1,000,000	-
Retailer commissions	47,827,944	41,202,583
Vendor expense	42,899,287	39,823,710
Advertising expense	11,640,273	10,227,617
Miscellaneous promotional & other operating expenses	3,494,022	2,074,262
Total cost of sales	709,953,010	623,565,836
ADMINISTRATIVE EXPENSES		
Salaries and benefits	11,525,352	11,493,019
Goods and services	2,725,067	2,336,302
Travel	247,387	333,129
Depreciation	122,224	136,028
Total administrative expenses	14,620,030	14,298,478
Operating income	229,853,351	182,126,253
NON-OPERATING REVENUES (EXPENSES)		
Gains (Losses) on Investments	(5,779,975)	15,944,818
Amortization of annuity prize liability	(4,578,037)	(5,019,561)
Interest income	3,293	263,249
Fee income	11,575	10,875
Gain (Loss) on disposal of capital assets	-	420
Total before payments to beneficiaries	(10,343,144)	11,199,801
Payments to Washington Opportunity Pathways Account (WOPA)	(176,081,495)	(141,077,804)
Payments to WOPA - Unclaimed Prizes Excess of \$10M	(9,643,158)	(6,257,391)
Payments to Stadium and Exhibition Center Account	(14,219,515)	(13,672,608)
Payments to Economic Development	(4,733,537)	(3,362,016)
Payments to Problem Gambling	(450,626)	(373,180)
Payments to General Fund	(23,918,843)	(16,205,856)
Total payments to beneficiaries	(229,047,174)	(180,948,855)
Net non-operating expense	(239,390,318)	(169,749,054)
Total net position at beginning of year	(216,745)	(12,593,945)
Change in net position	(9,536,967)	12,377,200
Total net position at end of year	(\$9,753,712)	(\$216,745)

The accompanying notes to the financial statements are an integral part of this statement

WASHINGTON'S LOTTERY STATEMENTS OF CASH FLOWS FOR FISCAL YEARS ENDED JUNE 30, 2021 AND JUNE 30, 2020

	2021	2020
CASH FLOWS FROM OPERATING ACTIVITIES		
Cash received from grant, players and retailers (net of commissions)	\$903,999,212	\$779,667,443
Cash payments for prizes	(617,445,855)	(524,183,721)
Cash payments to suppliers of goods or services	(60,531,767)	(57,087,226)
Cash payments to employees	(11,406,419)	(11,453,785)
Cash payments for other operating costs	(247,387)	(333,129)
Net cash provided by operating activities	214,367,784	186,609,582
CASH FLOWS FROM NON-CAPITAL FINANCING ACTIVITIES		
Cash payments to Washington Opportunity Pathways Account (WOPA)	(179,086,028)	(146,246,496)
Cash payments to WOPA Unclaimed Prizes in Excess of \$10M	(9,643,158)	(6,257,391)
Cash payments to General Fund	(23,362,967)	(16,733,620)
Cash payments to Stadium and Exhibition Center Account	(14,219,515)	(13,672,608)
Cash payments to Economic Development Account	(4,821,579)	(3,128,695)
Cash payments to Problem Gambling Account	(456,541)	(368,837)
Net cash used by non-capital financing activities	(231,589,788)	(186,407,647)
CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACTIVITIES		
Proceeds from sales of equipment	-	420
Payments for acquisition of equipment	(448,315)	(27,905)
Net cash provided (used) by capital and related financing activities	(448,315)	(27,485)
CASH FLOWS FROM INVESTING ACTIVITIES		
Receipts of interest	14,868	274,124
Proceeds from maturity of investments	16,322,000	15,862,000
Payments for investments	(4,939,452)	(15,916,834)
Net cash provided by investing activities	11,397,416	219,290
Net increase (decrease) in cash and cash equivalents	(6,272,903)	393,471
Cash and cash equivalents at the beginning of year	24,535,603	24,141,862
Cash and cash equivalents at end of year	\$18,262,700	\$24,535,603
RECONCILIATION OF OPERATING INCOME TO CASH PROVIDED BY OPERATING ACTIVITIES		
Operating income	\$229,853,351	\$182,126,253
ADJUSTMENTS TO RECONCILE OPERATING INCOME TO NET CASH PROVIDED BY OPERATING ACTIVITIES		
Depreciation	122,224	136,028
Pension and OPEB adjustment	(1,202,118)	(917,409)
CHANGES IN ASSETS AND LIABILITIES		
Receivables	(3,883,666)	1,039,120
Prepaid expenses	-	12,135
Inventory	(11,878)	(160,890)
Accounts Payable	1,440,878	(1,559,171)
Prizes payable	(1,849,824)	6,513,008
Lotto and win for life payments	(11,504,547)	(459,065)
Accrued payroll	118,933	39,235
Unearned revenue	1,284,431	(159,662)
Total adjustments	(15,485,567)	4,483,329
Net cash provided by operating activities	\$214,367,784	\$186,609,582
SCHEDULE OF NON-CASH INVESTING, CAPITAL, AND FINANCING ACTIVITIES		
Increase (decrease) in fair value of investments	(\$5,779,975)	\$15,944,818
Amortization of long-term annuity prize liability	4,578,037	5,019,561

The accompanying notes to the financial statements are an integral part of this statement

WASHINGTON'S LOTTERY NOTES TO THE FINANCIAL STATEMENTS

June 30, 2021 and June 30, 2020

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

REPORTING ENTITY

Washington's Lottery (the Lottery), an agency within the state, was established under the provisions of Chapter 67.70, Revised Code of Washington (RCW), in 1982. A five-member Commission consisting of Washington residents is appointed by the Governor to promulgate rules governing the Lottery. The Director, who is also appointed by the Governor, administers the agency.

For financial reporting purposes, Washington's Lottery is a part of the primary government of the state of Washington and is included in the basic financial statements of the state. Disclosures related to Washington's deferred compensation plan, self-insurance funds, unemployment insurance compensation, state pension plans, post-employment benefits, and workers' compensation benefits are included in the state of Washington's Annual Financial Report.

The financial statements presented within this document represent all Lottery activity and do not include any activity related to any other state agency or fund.

MEASUREMENT FOCUS, BASIS OF ACCOUNTING, AND BASIS OF PRESENTATION

The accounting methods and procedures adopted by Washington's Lottery conform to generally accepted accounting principles (GAAP) for governmental enterprise funds. Enterprise funds account for operations that are financed and operated in a manner similar to private business enterprises where the intent is that the costs (expenses, including depreciation) of providing goods or services to the general public on a continuing basis are financed primarily through user charges (sales).

The financial transactions of the Lottery are accounted for by using the following three accounts:

- The State Lottery Account is classified as a non-appropriated/allotted enterprise account. It accounts for all revenues from the sale of lottery products or any other source authorized by law, and expenses limited to payment of prizes to lottery winners, cost of sales, and retailer commissions. The account is allotted based on projected revenues.
- The Shared Game Lottery Account is classified as a non-appropriated/allotted enterprise account. It accounts for all revenues from the sale of shared-game lottery tickets or any other source authorized by law. The account is allotted based on projected revenues.
- The Lottery Administrative Account is an appropriated enterprise account. Costs of operation and administration of the Lottery are paid from this account. All revenues received are generated from Lottery product sales, but the amount that can be spent is limited to a legislatively approved appropriation. Spending cannot exceed this biennial appropriation. Spending authority cannot be carried forward into an ensuing biennium. The appropriation approved for the period July 1, 2019, through June 30, 2021, is \$29.9 million.

The Lottery Fund is accounted for on a flow of economic resources measurement focus. With this measurement focus, all assets and deferred outflows of resources, and liabilities and deferred inflow of resources associated with the operations of the Lottery are included on the statement of net position. Operating statements present

FINANCIAL STATEMENT NOTES

increases (e.g., revenues) and decreases (e.g., expenses) in net position. The Lottery distinguishes operating revenue and expenses from non-operating items and presents them as such in the operating statements. Operating revenue is comprised of sales from Draw and *Scratch* games, as well as administration fees charged to retailers. Operating expenses include cost of sales and administrative expenses.

The Lottery uses the accrual basis of accounting. Under this basis, revenues are recognized when earned, and expenses are recognized when the related liability is incurred. Internal receivables and payables have been eliminated.

DEPOSITS AND INVESTMENTS

The balance in the cash accounts is available to meet current operating requirements. For purposes of reporting cash flows, cash and cash equivalents include all cash accounts, deposits with the State Treasurer, and investments with an original maturity of three months or less.

The Office of State Treasurer (OST) manages the Lottery's deposits with the state. RCW 43.84.080 authorizes the OST to buy and sell the following types of investments: U.S. Treasury and Agency securities, bankers' acceptances, and certificates of deposit with qualified public depositories. Securities underlying repurchase and reverse repurchase agreements are limited to those stated above. RCW 39.59.020 authorizes the Lottery to invest in any investments authorized by law for the OST.

Fixed-income investments (U.S. Treasury Strips) are purchased in the name of the Lottery for annuity prize payments. Investments are stated at fair value based on quoted market prices on a recurring basis.

The Lottery categorizes the fair value measurements of its investments based on the hierarchy established by GASB. The fair value hierarchy, which has three levels, is based on the valuation inputs used to measure an asset's fair value. Level 1 inputs are unadjusted quoted prices for identical assets in active markets that the Lottery has the ability to access. Level 2 inputs are quoted prices for similar assets in active markets, quoted prices for identical or similar assets in inactive markets, inputs other than quoted prices that are observable for the assets, or inputs that are derived principally from or corroborated by observable market data by correlation or other means. Level 3 inputs are unobservable and significant to the fair value measurement.

RECEIVABLES

Receivables are reported at gross value, reduced by the estimated portion that is expected to be uncollectible. Total uncollectible amounts represent less than 1 percent of Lottery receivables. Revenue and accounts receivable from Draw games are recognized when each draw takes place. Sales for Draw tickets sold before year end that represent purchases for future draws in the following fiscal year are classified as unearned revenue on the Statement of Net Position. For *Scratch* tickets, revenue and accounts receivable are recognized when retailers activate tickets for sale.

INVENTORY AND PREPAID EXPENSES

Operating materials and supplies inventories are valued at cost, using the first-in, first-out method. The cost of these materials and supplies are expensed as they are used.

Certain payments to vendors reflect costs applicable to future accounting periods and are recorded as prepaid expenses.

PENSIONS

For purposes of measuring the net pension liability and pension expense, information about the fiduciary net position of the Public Employee Retirement System of Washington State Department of Retirement Systems (PERS 1 and PERS 2/3, collectively the Plans) and additions to/deductions from Plan's fiduciary net position have been determined on the same basis as they are reported by the Plans. For this purpose, benefit payments (including refunds of employee contributions) are recognized when due and payable in accordance with the benefit terms. Investments are reported at fair value.

Pension plans administered by the state are accounted for using the accrual basis of accounting. Under the accrual basis of accounting, employee and employer contributions are recognized in the period in which employee services are performed; investment gains and losses are recognized as incurred; and benefits and refunds are recognized when due and payable in accordance with the terms of the applicable plan. For purposes of measuring the net pension liability, deferred outflows of resources and deferred inflows of resources related to pensions, and pension expense, information about the fiduciary net position of all plans and additions to/deductions from all plan fiduciary net position have been determined in all material respects on the same basis as they are reported by the Plans.

DEFERRED OUTFLOWS/INFLOWS OF RESOURCES

In addition to assets, the statement of net position includes a separate section for deferred outflows of resources. This separate financial statement element represents a consumption of net position that applies to a future period(s) and will not be recognized as an outflow of resources (expense/expenditure) until then. The Lottery's pension obligation and other postemployment benefits qualifies for reporting in this category. The pension obligation results from changes in assumptions or other inputs in the actuarial calculation of the Lottery's net pension liability and contributions to the plan after the measurement date. The OPEB obligation includes the difference when expected experience with regard to economic or demographic factors; changes of assumptions about future economic, demographic, or other input factors; and changes in the State's proportionate share of total OPEB liability is greater than actual experience. These are amortized over the average expected remaining service lives of all employees, active and inactive, that are provided with OPEB through the OPEB plan. The Lottery's contributions to the OPEB plan, made subsequent to the measurement date, are also deferred and reduce total OPEB liability in the subsequent year.

In addition to liabilities, the statement of net position will sometimes report a separate section for deferred inflows of resources. This separate financial statement element represents an acquisition of net position that applies to a future period(s) and will not be recognized as an inflow of resources (revenue) until that time. The Lottery's employer pension assumptions and other postemployment benefits qualifies for reporting in this category. The employer pension assumption results from the differences between the expected and actual experience and the net difference between projected and actual earnings on pension plan investments derived from the actuarial calculation of the Lottery's net pension liability. The employer OPEB assumption results include the difference when expected experience with regard to economic or demographic factors; changes of assumptions about future economic, demographic, or other input factors; and changes in the state's proportionate share of total OPEB liability is less than actual experience. These are amortized over the average expected remaining service lives of all employees active and inactive that are provided with OPEB through the OPEB plan.

CAPITAL ASSETS ≡

The state of Washington’s level for capitalization of Leasehold Improvements is \$100,000 and other capital assets are \$5,000. Capital asset costs include the purchase price plus those costs necessary to place the asset in its intended location and condition for use. Capital assets are depreciated using the straight-line method over the following estimated useful lives:

ASSETS	YEARS
Leasehold Improvements	5
Computer Equipment	5
Furniture and Equipment	10

TABLE 6: CAPITAL ASSETS

CAPITAL ASSET ACTIVITY FOR THE YEAR ENDED JUNE 30, 2021 WAS AS FOLLOWS

CAPITAL ASSETS	BEGINNING BALANCE	INCREASES	DECREASES	ENDING BALANCE
Leasehold Improvements	\$889,425	-	-	\$889,425
Equipment	1,512,172	-	(333,289)	1,178,883
Construction in Process	-	448,315	-	448,315
Total capital assets	2,401,597	448,315	(333,289)	2,516,623
LESS ACCUMULATED DEPRECIATION FOR				
Leasehold improvements	(800,191)	(44,617)	-	(844,808)
Equipment	(1,095,121)	(77,607)	333,289	(839,439)
Total accumulated depreciation	(1,895,312)	(122,224)	333,289	(1,684,247)
Total capital assets, net	\$506,285	(\$326,091)	-	\$832,376

CAPITAL ASSET ACTIVITY FOR THE YEAR ENDED JUNE 30, 2020 WAS AS FOLLOWS

CAPITAL ASSETS BEING DEPRECIATED:	BEGINNING BALANCE	INCREASES	DECREASES	ENDING BALANCE
Leasehold Improvements	\$889,425	-	-	\$889,425
Equipment	1,484,267	27,905	-	1,512,172
Total capital assets being depreciated	2,373,692	27,905	-	2,401,597
LESS ACCUMULATED DEPRECIATION FOR				
Leasehold improvements	(755,572)	(44,619)	-	(800,191)
Equipment	(1,003,710)	(91,411)	-	(1,095,121)
Total accumulated depreciation	(1,759,282)	(136,030)	-	(1,895,312)
Total capital assets being depreciated, net	\$614,410	(\$108,125)	-	\$506,285

PRIZES PAYABLE ≡

The prizes payable account represents the difference between the prize liability and the actual prizes redeemed. Per RCW 67.70.190 “unclaimed prizes shall be retained in the state lottery account for the person entitled thereto for one hundred eighty days after the drawing in which the prize is won, or after the official end of the game for instant prizes. If no claim is made for the prize within this time, all rights to the prize shall be extinguished, and the prize shall be retained in the state lottery fund for further use as prizes, except that one-third of all unclaimed prize money shall be deposited in the economic development strategic reserve account created in RCW 43.330.250. On June 30th of each fiscal year, any balance of unclaimed prizes in excess of ten million dollars must be transferred to the Washington Opportunity Pathways Account created in RCW 28B.76.526.”

DUE TO THE STATE AND OTHER AGENCIES

Interagency receivables and payables arise from transactions with other state agencies and are recorded by all agencies affected in the period in which transactions occur. At fiscal year-end 2021 and 2020 the breakdown was as follows:

DUE TO STATE AND OTHER AGENCIES		
	2021	2020
WA Opportunity Pathways	\$11,456,632	\$14,461,165
Economic Development	256,765	344,808
General Fund	1,600,772	1,044,896
Problem Gambling	31,633	37,548
Other Agencies	305,123	381,383
Total Due to State and Other Agencies	\$13,650,925	\$16,269,800

PRIZE EXPENSE

RCW 67.70.040(1)(k)(i) states that a minimum of 45 percent of gross annual revenue must be paid as prizes. For the fiscal years ended June 30, 2021 and 2020, the prize expense as a percentage of sales decreased slightly to 63.4 from 64.9 during the prior year. The Lottery reports the amortization of its prize liability as a non-operating activity excluding it from prize expense. Prize expense represents the amount of winnings to be paid out for a particular game or drawing. In the case of *Scratch* games, the overall prize expense ratio for a given game is recorded in relationship to the amount of sales of the game. Draw game prize expense is recorded from the number of winning tickets sold at a given prize level. These expected prize payments are then adjusted 180 days following closure of a *Scratch* game or drawing, as appropriate. This adjustment reduces prize expense to the extent that the anticipated winning tickets do not get presented for payment within the specified time period. These dollars become unclaimed prizes and become restricted net position.

RETAILER COMMISSIONS

In fiscal year 2021 and 2020, the commission rate for all *scratch* tickets and draw games sold were paid at 5 percent of sales.

The Lottery paid retailers a selling bonus of 1 percent of the jackpot amount for selling a jackpot-winning ticket for *Lotto* or *Hit 5*. Each retailer who sold a jackpot-winning *Mega Millions* or *Powerball* ticket received a \$50,000 bonus.

Retailers that sell a *Mega Millions* second-tier prize winning ticket worth \$1 million will receive a \$10,000 bonus. The Megaplier feature will not change the selling bonus amount.

Retailers that sell a *Powerball* second-tier prize winning ticket worth \$1 million will receive a \$10,000 bonus. The PowerPlay feature will not change the selling bonus amount.

PAYMENTS TO WASHINGTON OPPORTUNITY PATHWAYS ACCOUNT 

Payments to the Washington Opportunity Pathways Account consist of the balance of revenues less expenses from all Lottery products, less legislatively mandated payments to the Stadium and Exhibition Center (Lumen Field), Problem Gambling, Economic Development, Gambling Commission and the General Fund. Contributions to the Washington Opportunity Pathways Account derived from these revenues totaled \$176.0 million in fiscal year 2021 and \$141.0 million in fiscal year 2020.

Effective in fiscal year 2016, the legislature mandated in RCW 28B.76.526 that additional funds be transferred to Washington Opportunity Pathways Account. It required amounts in excess of \$10 million in unclaimed prizes at the end of each fiscal year be distributed for education. Contributions arising from this mandate in fiscal year 2021 were \$9.6 million, compared to \$6.3 million in fiscal year 2020.

These mandates resulted in a total of \$185.7 million and \$147.3 million being distributed to the Washington Opportunity Pathways Account in fiscal years 2021 and 2020, respectively.

PAYMENTS TO THE STADIUM AND EXHIBITION CENTER 

The Lottery is legislatively mandated to make payments to the Stadium and Exhibition Center for the purpose of paying principal and interest payments on bonds issued to construct Lumen Field, a multi-purpose stadium and exhibition center. Scheduled payments began in 1998 and increase annually by 4.0 percent. These semi-annual payments were scheduled to be made through fiscal year 2021. Payments to the Stadium and Exhibition Center totaled \$14.2 million in fiscal year 2021 and \$13.7 million in fiscal year 2020.

PAYMENTS TO ECONOMIC DEVELOPMENT 

The Lottery is legislatively mandated to make payments to the Economic Development Strategic Reserve Account. The Economic Development Strategic Reserve Account was created in 2006 for the Governor, with the recommendation of the Director of the former Department of Community, Trade and Economic Development (now Department of Commerce) and Economic Development Commission, to make expenditures for the economic good of the state. This includes preventing the closure of a business or facility, preventing relocation of a business or facility outside the state or to recruit a business or facility to the state. Payments to this account are defined to be one-third of the Lottery's unclaimed prize money. Payments to Economic Development totaled \$4.7 million in fiscal year 2021 and \$3.4 million in fiscal year 2020.

PAYMENTS TO THE GENERAL FUND 

Contributions to the General Fund in fiscal year 2021 amounted to \$23.9 million, compared to \$16.2 million in fiscal year 2020. Per RCW 67.70.340(4), if in total, contributions to the Washington Opportunity Pathways Account from the in-state and *Powerball* games are in excess of \$102 million, such excess shall be transferred to the General Fund.

PAYMENTS TO PROBLEM GAMBLING 

The Lottery is legislatively mandated to make payments to the Problem Gambling Account. This account was created for the prevention and treatment of problem and pathological gambling and the training of professionals in the identification and treatment of problem and pathological gambling. Lottery payments to this account is defined as thirteen one-hundredths of one percent of "net receipts", defined as the difference between revenue received from the sale of lottery tickets and the sum of payments made to winners. Payments to Problem Gambling totaled \$450.6 thousand in fiscal year 2021 and \$373.2 thousand in fiscal year 2020.

NET POSITION

Restricted net position represents amounts set aside from unclaimed prizes in a non-cash balance sheet account retained for future uses as prizes, as required by RCW 67.70.190. During fiscal year 2021, \$14.2 million of prizes went unclaimed, and \$14.3 million was paid out. The following transfers were made out of the unclaimed prize fund for fiscal year 2021:

1. \$4.7 million was used for contributions to the Economic Development Strategic Reserve Account.
2. \$9.6 million was distributed to the Washington Opportunity Pathways Account as mandated by the legislature for all amounts in excess of \$10 million in the unclaimed fund be distributed to WOPA.

As of June 30, 2021, the unclaimed reserve contained a balance of \$10.5 million compared to \$10.7 million as of June 30, 2020.

Unrestricted net position represents the net position available for future operations and unrealized gains or losses on investments. GASB Statement No. 31 requires that certain investments be reported at fair value with gains and losses reflected in the statement of operations. The Lottery uses investments only to fund its annuity prize obligations and intends to hold the investments to maturity. Market gains or losses represent temporary fluctuations and are not recognized in the calculation of the amounts due to beneficiaries.

NOTE 2 – GENERAL BUDGETARY POLICIES AND PROCEDURES

As an agency of Washington State, the Lottery is required to submit a budget through the Governor to the State Legislature no later than December 20th of the year preceding odd-year sessions of the Legislature. The budget is a proposal for expenses in the ensuing biennial period based upon anticipated revenues from the sources existing by law at the time of submission of the budget. The Governor may additionally submit, as an appendix to the budget, a proposal for expenses in the ensuing biennium from revenue sources derived from proposed changes in existing statutes.

The appropriated budget and any necessary supplemental budgets are legally required to be adopted through the passage of appropriation bills by the Legislature and approval by the Governor. Operating appropriations are made at the fund/account and agency level. Capital appropriations are generally made at the fund/account, agency, and project level. The legal level of budgetary control is at the fund/account, agency, and appropriation level, with administrative controls established at lower levels of detail in certain instances.

The Lottery's appropriated and non-appropriated/allotted accounts are monitored by the executive branch through the allotment process. This process allocates the expense plan into monthly allotments by program, source of funds, and object of expense. According to RCW 43.88.110, the original biennial allotments are approved by the Governor and may be revised at the request of the Office of Financial Management (OFM), or upon the Lottery's initiative, on a quarterly basis. The revisions must be accompanied by an explanation of the reasons for significant changes. Also, OFM is authorized to make allotments based on the availability of unanticipated receipts. Appropriations are strict legal limits on expenses and over expenditures are prohibited. Appropriations lapse at the end of the biennium.

As an enterprise fund, the Lottery Fund is budgeted using a combination of fixed and flexible budgets. Fixed budgets are employed using the appropriation and allotment process. Fixed budgets are included with flexible estimates in business plans prepared by the Lottery for operations under its control. These business plans constitute a full-accrual GAAP budget. The Lottery does not employ encumbrance accounting.

NOTE 3 – DETAILED NOTES ON ACCOUNT BALANCES

DEPOSITS AND INVESTMENTS

As of June 30, 2021 and June 30, 2020, the amount of cash on deposit was \$18,262,700 and \$24,535,603, respectively. All Lottery deposits in a financial institution are entirely covered by the Federal Deposit Insurance Corporation (FDIC) or by collateral held in a multiple-financial-institution collateral pool administered by the Washington Public Deposit Protection Commission (PDPC). The PDPC is a statutory authority established under RCW 39.58. There are provisions for PDPC to make additional pro-rata assessments of need to cover a loss. Accordingly, the deposits covered by the PDPC are considered to be insured.

The Lottery’s investment policy is to purchase U.S. Treasury Stripped Coupons (TINTS), or U.S. Treasury (non-callable) Principal Strips to fund annuity prize payments and to hold these investments to maturity. The investment maturities approximate the annuity prize payment dates.

For an investment, custodial risk is the risk that in the event of the failure of the counterparty, the Lottery will not be able to recover the value of its investments that are in the possession of an outside party. The Lottery has limited custodial risk because the U.S. Treasury Strips are held in the Lottery’s name by its custodian.

U.S. Treasury Strips are explicitly guaranteed by the U.S. government and, therefore, have limited credit risk.

Interest rate risk is the risk that an investment’s fair value decreases as market interest rates increase. Typically, this risk is higher in debt securities with longer maturities. It’s the Lottery’s policy that interest rate risk is insignificant because, while the fair value is reported, it is the Lottery’s policy to hold the investments to maturity. In the event of a winner’s death, the estate has the option of continuing the annuity payments or settling the Lottery’s obligation, which would be accomplished by paying the proceeds received from the sale of the investments.

Fair value measurements of the Lottery’s investments in U.S. Treasury Strips, valued at \$133,335,003 and \$150,497,526 on June 30, 2021 and 2020, respectively, are based on quoted market prices using matrix pricing technique by the pricing source that values securities based on their relationship to benchmark quoted prices (Level 2 inputs). The Lottery does not have any investments that are measured using Level 1 or 3 inputs.

U.S. Treasury Strips investments held on June 30, 2021 were as follows:

TABLE 7: MATURITIES IN YEARS	
Less than 1	16,358,872
1-5	55,453,543
6-10	27,275,876
11-15	17,574,826
16-20	11,486,051
21-25	2,708,752
26-30	2,477,083
Fair Market value	\$133,335,003

NOTE 4 – OPERATING LEASES

The Lottery leases office and warehouse facilities in Everett, Lacey, Olympia, Federal Way, Spokane, Vancouver, and Yakima under long-term operating leases, which expire at various dates through September 30, 2027. Total costs for such leases were \$750,236 and \$753,688 for the fiscal years ended June 30, 2021 and June 30, 2020, respectively. All leases are for periods of one to ten years, include a special termination provision allowing the Lottery to terminate the lease.

The aggregate lease commitment for the Lottery, provided cancellation options are not used, is as follows as of June 30, 2021:

FISCAL YEAR	OPERATING LEASES
2022	\$736,866
2023	637,029
2024	622,132
2025	594,932
2026	488,651
2027 - 2028	515,188
Total	\$3,594,798

NOTE 5 – PRIZE LIABILITIES

Presented below is a summary of the annuity prize payment requirements as of June 30, 2021:

FISCAL YEAR	PRESENT VALUE	UNAMORTIZED DISCOUNT	ANNUAL PAYMENTS
2022	\$15,368,246	\$1,063,754	\$16,432,000
2023	14,589,019	1,722,981	16,312,000
2024	10,851,353	1,840,647	12,692,000
2025	9,808,837	2,079,163	11,888,000
2026	7,302,811	1,875,189	9,178,000
2027-2031	25,023,577	8,376,423	33,400,000
2032-2036	15,941,547	7,744,453	23,686,000
2037-2041	11,912,044	7,469,956	19,382,000
2042-2046	4,488,983	2,767,017	7,256,000
2047-2073	3,599,385	3,836,615	7,436,000
	\$118,885,802	\$38,776,198	\$157,662,000

This debt represents annual payments owed to Lotto jackpot winners and lifetime winners. Annuity *Lotto* jackpot prizes are paid in 25 installments, with the first installment on the day the prize is claimed. The subsequent annual payments are funded with U.S. Treasury Strips purchased by the Lottery. Lifetime prizes are paid semi-annually or annually for the life of the winner, and are funded with U.S. Treasury Strips.

Activity of annuity prize payments for the years ended June 30, 2021 and 2020 was as follows:

FISCAL YEAR	BEGINNING BALANCE	ADDITIONS	REDUCTIONS	ENDING BALANCE	DUE WITHIN ONE YEAR
2021	\$125,812,312	9,749,491	(16,676,001)	\$118,885,802	\$15,368,246
2020	\$121,251,816	20,464,495	(15,903,999)	\$125,812,312	\$15,138,050

NOTE 6 - COMPENSATED ABSENCES

Lottery employees accrue vested annual leave at a variable rate based on years of service. In general, accrued annual leave cannot exceed 30 days at the employee's anniversary date. The expense and accrued liability is recognized when the annual leave is earned. The Lottery's liability for accumulated annual leave, including the employer share of pension benefits and payroll taxes, was \$746,990 and \$688,705 on June 30, 2021 and June 30, 2020, respectively.

With no limit on accumulation, sick leave is earned at 12 days per year. Sick leave is not vested; i.e., employees are not paid for unused sick leave upon termination except upon employee death or retirement, at which time the Lottery is liable for 25 percent of the employee's accumulated sick leave. Each January, employees who have accumulated sick leave in excess of 60 days have the option to redeem sick leave earned but not taken during the previous year at the rate of one day's pay in exchange for each four days of sick leave. Accumulated sick leave balances, including the employer share of payroll taxes as of June 30, 2021 and 2020, represent possible future payments of \$1,420,523 and \$1,305,026, respectively, depending on employee options, not probable payments. As a result, only the estimated dollar value of sick leave that will be paid to employees is recognized as an expense and accrued liability. The estimates of \$305,412 and \$283,843 on June 30, 2021 and 2020, respectively, are based on the actuarially-determined factor of the probability that current employees will receive payments for sick leave buyouts.

Long-term liability activity of leave benefits for the year ended June 30, 2021 was as follows:

	BEGINNING BALANCE	ADDITIONS	REDUCTIONS	ENDING BALANCE
Annual Leave	\$688,705	\$680,362	(\$622,077)	\$746,990
Sick Leave	\$283,843	\$89,678	(\$68,109)	\$305,412

Long-term liability activity of leave benefits for the year ended June 30, 2020 was as follows:

	BEGINNING BALANCE	ADDITIONS	REDUCTIONS	ENDING BALANCE
Annual Leave	\$629,548	\$675,834	(\$616,677)	\$688,705
Sick Leave	\$286,136	\$91,213	(\$93,506)	\$283,843

NOTE 7 – RISK MANAGEMENT

The Lottery faces various risks of loss related to torts; theft of, damage to and destruction of assets; and natural disasters, for which the Lottery participates in Washington State's risk management and insurance program. In order to participate, an annual premium in proportion to the anticipated exposure to liability losses is assessed.

NOTE 8 – PENSION PLANS

The state Legislature establishes and amends laws pertaining to the creation and administration of all state public retirement systems.

Department of Retirement Systems. As established in chapter 41.50 of the Revised Code of Washington (RCW), the Department of Retirement Systems (DRS) administers eight retirement systems covering eligible employees of the state and local governments. The Governor appoints the director of the DRS.

The DRS administered systems are comprised of 12 defined benefit pension plans and three defined benefit/defined contribution plans, of which the Lottery participates in the following plans:

Public Employees' Retirement System (PERS)

Plan 1 - defined benefit

Plan 2 - defined benefit

Plan 3 - defined benefit/defined contribution

Although some assets of the plans are commingled for investment purposes, each plan's assets may be used only for the payment of benefits to the members of that plan in accordance with the terms of the plan.

Administration of the PERS and other systems and plans was funded by an employer rate as a percentage of employee salaries. Administration of the JRS and Judges plans is funded by means of legislative appropriations.

Pursuant to RCW 41.50.770, the state offers its employees and employees of those political subdivisions that elect to participate, a deferred compensation program in accordance with Internal Revenue Code Section 457. The deferred compensation is not available to employees until termination, retirement, disability, death, or unforeseeable financial emergency. This deferred compensation plan is administered by the DRS.

The DRS prepares a stand-alone financial report that is compliant with the requirements of Statement 67 of the Governmental Accounting Standards Board. Copies of the report may be obtained by contacting the Washington State Department of Retirement Systems, PO Box 48380, Olympia, Washington 98504-8380 or online at:

<http://www.drs.wa.gov/administration/annual-report/>

Plan Description. The Legislature established the Public Employees’ Retirement System (PERS) in 1947. PERS retirement benefit provisions are established in chapters 41.34 and 41.40 RCW and may be amended only by the Legislature. Membership in the system includes: elected officials; state employees; employees of the Supreme, Appeals, and Superior Courts (other than judges currently in a judicial retirement system); employees of legislative committees; community and technical colleges, college and university employees not in national higher education retirement programs; judges of district and municipal courts; and employees of local governments.

PERS is a cost-sharing, multiple-employer retirement system comprised of three separate plans for membership purposes: Plans 1 and 2 are defined benefit plans and Plan 3 is a combination defined benefit / defined contribution plan. Although members can only be a member of either Plan 2 or Plan 3, the defined benefit portions of Plan 2 and Plan 3 are accounted for in the same pension trust fund. All assets of this Plan 2/3 defined benefit plan may legally be used to pay the defined benefits of any of the Plan 2 or Plan 3 members or beneficiaries, as defined by the terms of the plan. Therefore, Plan 2/3 is considered a single defined benefit plan for reporting purposes. Plan 3 accounts for the defined contribution portion of benefits for Plan 3 members.

PERS members who joined the system by September 30, 1977, are Plan 1 members. Plan 1 is closed to new entrants. Those who joined on or after October 1, 1977, and by February 28, 2002, for state employees, are Plan 2 members unless they exercised an option to transfer their membership to PERS Plan 3.

PERS participants joining the system on or after March 1, 2002, for state employees have the irrevocable option of choosing membership in either PERS Plan 2 or PERS Plan 3. The option must be exercised within 90 days of employment. Employees who fail to choose within 90 days default to PERS Plan 3.

Benefits Provided. PERS plans provide retirement, disability, and death benefits to eligible members, with the following provisions:

	PERS PLAN 1	PERS PLAN 2	PERS PLAN 3
VESTING YEARS OF SERVICE	5 Years	5 Years	10 years of service; or after five years of service, if 12 months of that service are earned after age 44; or after five service credit years earned in PERS Plan 2 by June 1, 2003. Immediately vested in the defined contribution portion.
ELIGIBILITY FOR RETIREMENT	30 Years	30 Years	30 Years
RETIREMENT AGE	60 with 5 years of service, 55 with 25 years of service.	65 with 5 years of service.	65 with 10 years of service.
MONTHLY BENEFIT	2% of average final compensation (AFC) per year of service capped at 60%.	2% of AFC per year of service.	Defined benefit portion, 1% of the AFC per year of service.
REDUCTIONS	Inactive status prior to 65 could reduce benefits.	Optional early retirement but reduction in benefits.	Optional early retirement but reduction in benefits.
COST OF LIVING ALLOWANCE	Optional by member election, automatic to CPI, capped at 3%, but reduces benefits.	CPI, capped at 3%.	CPI, capped at 3%.
DISABILITY	Duty disability prior to age 60, \$350 per month in a temporary life annuity, or 2/3 of monthly AFC, whichever is less. Converted to service retirement at age 60. Non-duty disability must have 5 years of covered employment. Before age 55, 2% of the AFC for each year of service, reduced by 2% for each year the member’s age is less than 55. 60% of AFC limit.	2 percent of the AFC per year of service. No cap on years of service credit.	1% of the AFC per year of service. No cap on years of service credit.

PERS members meeting specific eligibility requirements have options available to enhance their retirement benefits. Some of these options are available to their survivors, with reduced benefits.

A one-time, duty-related death benefit is provided to the estate (or duly designated nominee) of a PERS member who dies as a result of injuries sustained in the course of employment, or if the death resulted from an occupational disease or infection that arose out of the member’s covered employment, if found eligible by the director of the Department of Labor and Industries.

Contributions. PERS defined benefit retirement benefits are financed from a combination of investment earnings and employer and employee contributions.

Each biennium, the state Pension Funding Council adopts Plan 1 employer contribution rates, Plan 2 employer and employee contribution rates, and Plan 3 employer contribution rates. The methods used to determine contribution requirements are established under state statute.

Members in PERS Plan 1 and Plan 2 can elect to withdraw total employee contributions and interest thereon, in lieu of any retirement benefit, upon separation from PERS-covered employment.

Required contribution rates (expressed as a percentage of current year covered payroll) for all retirement plans administered by DRS at the close of the fiscal year 2021, were as follows:

	EMPLOYER			EMPLOYEE		
	PERS 1	PERS 2	PERS 3	PERS 1	PERS 2	PERS 3
CONTRIBUTION PERCENTAGE	7.92%	7.92%	7.92%	6.00%	7.90%	Variable
ADMINISTRATIVE FEE	0.18%	0.18%	0.18%	N/A	N/A	N/A
PLAN 1 UAAL	4.87%	4.87%	4.87%	N/A	N/A	N/A
Total	12.97%	12.97%	12.97%	6.00%	7.90%	Variable

OSA - Actuarial Assumptions. The total pension liability was determined by an actuarial valuation as of June 30, 2019 with the results rolled forward to June 30, 2020, using the following actuarial assumptions, applied to all periods included in the measurement:

INFLATION	2.75%
SALARY INCREASES	3.50%
INVESTMENT RATE OF RETURN	7.40%

Mortality rates were developed using the Society of Actuaries’ Pub.H-2010 Mortality rates, which vary by member status (that is...active, retiree, or survivor), as our base table. OSA applied age offsets for each system, as appropriate, to better tailor the mortality rates to the demographics of each plan. OSA applied the long-term MP-2017 generational improvement scale, also developed by the Society of Actuaries, to project mortality rates for every year after the 2010.

The actuarial assumptions used in the June 30, 2019, valuation were based on the results of the 2013-2018 Experience Study Report. Additional assumptions for subsequent events and law changes are current as of the 2019 actuarial valuation report.

The long-term expected rate of return on pension plan investments was determined using a building-block method in which a best estimate of expected future rates of return (expected returns, net of pension plan investment expense, but including inflation) are developed for each major asset class by the Washington State Investment Board (WSIB). Those expected returns make up one component of WSIB’s Capital Market Assumptions (CMAs). The CMAs contain the following three pieces of information for each class of assets the WSIB currently invests in:

- Expected annual return.
- Standard deviation of the annual return.
- Correlations between the annual returns of each asset class with every other asset class.

WSIB uses the CMAs and their target asset allocation to simulate future investment returns over various time horizons.

The OSA selected a 7.40 percent long-term expected rate of return on the WSIB pension plan investments using a building-block method. In selecting this assumption, OSA reviewed the historical experience data, considered the historical conditions that produced past annual investment returns, and considered Capital Market Assumptions (CMAs) and simulated expected investment returns provided by the WSIB.

Best estimates of arithmetic real rates of return for each major asset class included in the pension plan’s target asset allocation as of June 30, 2020, are summarized in the following table:

ASSET CLASS	TARGET ALLOCATION	LONG-TERM EXPECTED REAL RATE OF RETURN
FIXED INCOME	20%	2.2%
TANGIBLE ASSETS	7%	5.1%
REAL ESTATE	18%	5.8%
GLOBAL EQUITY	32%	6.3%
PRIVATE EQUITY	23%	9.3%
TOTAL	100%	

The inflation component used to create the above table is 2.2 percent, and represents WSIB’s most recent long-term estimate of broad economic inflation.

There were no material changes in assumptions, benefit terms or method changes for the reporting period.

Discount Rate. The discount rate used to measure the total pension liability was 7.4 percent. To determine the discount rate, an asset sufficiency test was completed to test whether the pension plan’s fiduciary net position was sufficient to make all projected future benefit payments of current plan members. Based on the assumptions in OSA’s Certification Letter, the pension plan’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 of 7.40 percent on pension plan investments was applied to determine the total pension liability. PERS Plan 2/3, PSERS Plan 2, and SERS Plan 2/3 employers rates include a component for the PERS Plan 1 liability. TRS Plan 2/3 rates include a component for TRS Plan 1 liability.

Sensitivity of the Net Pension Liability to Changes in the Discount Rate. The following presents the fiscal year 2019 employer net pension liability calculated using the discount rate of 7.4 percent, as well as what the employers' net pension liability would be if it were calculated using a discount rate that is 1 percentage point lower (6.4 percent) or 1 percentage point higher (8.4 percent) than the current rate.

EMPLOYER'S PROPORTIONATE SHARE OF NET PENSION LIABILITY (ASSET) (IN THOUSANDS)			
	1% Decrease (6.4%)	Current Discount Rate (7.4%)	1% Increase (8.4%)
PERS 1	\$2,408	\$1,923	\$1,499
PERS 2/3	\$5,638	\$910	\$(2,991)
Total	\$8,046	\$2,833	\$(1,492)

Pension Expense and Deferred Outflows of Resources and Deferred Inflows of Resources Related to Pensions. For the years ended June 30, 2021 and June 30, 2020, PERS 1 recognized pension expense of (\$27.6) thousand and \$0 thousand, respectively. PERS 2/3 recognized pension expense of \$70.9 thousand for the year ended June 30 2021 and \$152 thousand for the year ended June 30, 2020. At June 30, 2021 and 2020, PERS 1 and PERS 2/3 reported deferred outflows of resources and deferred inflows of resources related to pensions from the following source (expressed in thousands), irrespective of contributions subsequent to the measurement date are as follows:

WASHINGTON'S LOTTERY DEFERRED OUTFLOWS/INFLOWS AS OF JUNE 30, 2021 (DOLLAR AMOUNTS IN THOUSANDS)		
	DEFERRED OUTFLOWS OF RESOURCES	DEFERRED INFLOWS OF RESOURCES
PERS 1		
Net difference between projected and actual earnings on pension plan investments	-	\$11
Lottery contribution subsequent to measurement date*	\$421	-
PERS 2/3		
Difference between expected and actual experience	\$324	\$114
Changes of assumptions	13	619
Net difference between projected and actual earnings on pension plan investments	-	48
Change in proportion	(122)	-
Lottery contributions subsequent to measurement date*	684	-
TOTAL	\$1,320	\$792

*PERS 1 employer contributions includes Plan 1 Unfunded Actuarially Accrued Liability (UAAL) contributions. Plan 1 UAAL also consists of PERS Plan 1 employer contribution portion of PERS Plan 2/3 contributions, which RCW 41.45.060 requires fund the unfunded actuarially accrued liability.

WASHINGTON'S LOTTERY DEFERRED OUTFLOWS/INFLOWS AS OF JUNE 30, 2020 (DOLLAR AMOUNTS IN THOUSANDS)		
	DEFERRED OUTFLOWS OF RESOURCES	DEFERRED INFLOWS OF RESOURCES
PERS 1		
Net difference between projected and actual earnings on pension plan investments	-	\$149
Lottery contribution subsequent to measurement date*	\$423	-
PERS 2/3		
Difference between expected and actual experience	\$204	\$153
Changes of assumptions	18	300
Net difference between projected and actual earnings on pension plan investments	-	1,039
Change in proportion	(103)	-
Lottery contributions subsequent to measurement date*	681	-
TOTAL	\$1,223	\$1,641

*PERS 1 employer contributions includes Plan 1 Unfunded Actuarially Accrued Liability (UAAL) contributions. Plan 1 UAAL also consists of PERS Plan 1 employer contribution portion of PERS Plan 2/3 contributions, which RCW 41.45.060 requires fund the unfunded actuarially accrued liability.

FINANCIAL STATEMENT NOTES

The \$1.1 million and \$1.1 million reported as deferred outflows of resources related to pensions resulting from Lottery contributions subsequent to the measurement date will be recognized as a reduction in the net pension liability in the subsequent years. The remaining amounts reported as deferred outflows of resources and deferred inflows of resources related to pensions will be recognized in pension expense as follows (not applicable for PERS 3):

"YEARS ENDED INCREASE / (REDUCTION IN PENSION EXPENSE)" (AMOUNTS IN THOUSANDS)			
	PERS 1	PERS 2	Total
2022	\$(49)	\$(377)	\$(426)
2023	(2)	(129)	(131)
2024	15	(23)	(8)
2025	25	59	84
2026	-	(45)	(45)
Thereafter	-	(51)	(51)
Total	\$(11)	\$(566)	\$(577)

Collective Net Pension Liability/(Asset).

At June 30, 2021, the Lottery reported a liability of \$1.9 million for its proportionate share of the collective net pension liability for PERS 1 and \$910 thousand for PERS 2/3. For June 30, 2020, the Lottery reported a liability of \$2.2 million for its proportionate share of the collective net pension liability for PERS 1 and \$714 thousand for PERS 2/3. The Lottery's proportion for PERS 1 was .054451 percent, and .058012 percent for the year ending June 30, 2021 and 2020, respectively. The Lottery's portion of the PERS 2/3 was .070845 percent and .073167 percent for the years ended June 30, 2021 and 2020, respectively.

The proportions are based on the Lottery's contributions to the pension plan relative to the contributions of all participating employers. The collective net pension liability was measured as of June 30, 2019 with the results rolled forward to June 30, 2020, and the total pension liability used to calculate the collective net pension liability was determined by an actuarial valuation as of that date.

DEFINED CONTRIBUTION PLAN - Public Employees' Retirement System Plan 3. Plan 3 is a combination defined benefit/defined contribution plan administered by the state through the Department of Retirement Systems (DRS).

PERS Plan 3 has a dual benefit structure. Employer contributions finance a defined benefit component, and member contributions finance a defined contribution component. As established by chapter 41.34 RCW, employee contribution rates to the defined contribution component range from 5 percent to 15 percent of salaries, based on member choice. Members who do not choose a contribution rate default to a 5 percent rate. There are currently no requirements for employer contributions to the defined contribution component of PERS Plan 3.

PERS Plan 3 defined contribution retirement benefits are dependent on employee contributions and investment earnings on those contributions. Members may elect to self-direct the investment of their contributions. Any expenses incurred in conjunction with self-directed investments are paid by members. Absent a member's self-direction, PERS Plan 3 contributions are invested in the retirement strategy fund that assumes the member will retire at age 65.

Members in PERS Plan 3 are immediately vested in the defined contribution portion of their plan, and can elect to withdraw total employee contributions, adjusted by earnings and losses from investments of those contributions, upon separation from PERS-covered employment.

NOTE 9 – OTHER POSTEMPLOYMENT BENEFITS

GENERAL INFORMATION

The state implemented Statement No. 75 of the Governmental Accounting Standards Board (GASB) *Accounting and Financial Reporting for Postemployment Benefits Other Than Pension* for fiscal year 2018 financial reporting. In addition to pension benefits as described in Note 8, the state, through the Health Care Authority (HCA), administers a single employer defined benefit other postemployment benefit (OPEB) plan. The Lottery, as an agency of the state, participates in the plan and records its portion of the OPEB liability and related activity.

Plan Description. Per RCW 41.05.065, the Public Employees' Benefits Board (PEBB), created within the HCA, is authorized to design benefits and determine the terms and conditions of employee and retired employee participation and coverage. PEBB establishes eligibility criteria for both active employees and retirees. Benefits purchased by PEBB include medical, dental, life, and long-term disability.

The relationship between the PEBB OPEB plan and its member employers, their employees, and retirees is not formalized in a contract or plan document. Rather, the benefits are provided in accordance with a substantive plan in effect at the time of each valuation. A substantive plan is one in which the plan terms are understood by the employers and plan members. This understanding is based on communications between the HCA, employers and plan members, and the historical pattern of practice with regard to the sharing of benefit costs.

The PEBB OPEB plan is funded on a pay-as-you-go basis and is reported in governmental funds using the modified accrual basis and the current financial resources measurement focus. For all proprietary and fiduciary funds, the OPEB plan is reported using the economic resources measurement focus and the accrual basis of accounting. The PEBB OPEB plan has no assets and does not issue a publicly available financial report.

Employees Covered by Benefit Terms. Employers participating in the PEBB plan include the state (which includes general government agencies and higher education institutions), 76 of the state's K-12 schools and educational service districts (ESDs), and 249 political subdivisions and tribal governments not included in the state's financial reporting that participate in the PEBB plan. The Plan is also available to the retirees of the remaining 227 K-12 schools, charter schools, and ESDs. As of June 30, 2020, membership in the PEBB plan consisted of the following:

ACTIVE EMPLOYEES*	129,218
RETIREES RECEIVING BENEFITS**	35,843
RETIREES NOT RECEIVING BENEFITS***	6,000
TOTAL PARTICIPANTS	171,061

*Reflects active employees eligible for PEBB program participants as of June 2020.

**Headcounts exclude spouses of retirees that are participating in a PEBB program as a dependent.

***This is an estimate of the number of retirees that may be eligible to join a post-retirement PEBB program in the future. No benefits are allowed to them unless they choose to join. In order to do so, they must show proof of continuous medical coverage since their separation of employment with the State of Washington that meets the requirements set forth in Washington Administrative Code 182-12-205.

The PEBB retiree OPEB plan is available to employees who elect to continue coverage and pay the administratively established premiums at the time they retire under the provisions of the retirement system to which they belong. Retirees' access to the PEBB plan depends on the retirement eligibility of their respective retirement system. PEBB members are covered in the following retirement systems: PERS, PSERS, TRS, SERS, WSPRS, Higher Education, Judicial, and LEOFF 2. However, not all employers who participate in these plans offer PEBB to retirees.

Benefits Provided. Per RCW 41.05.022, retirees who are not yet eligible for Medicare benefits may continue participation in the state’s non-Medicare community-rated health insurance risk pool on a self-pay basis. Retirees in the non-Medicare risk pool receive an implicit subsidy. The implicit subsidy exists because retired members pay a premium based on a claims experience for active employees and other non-Medicare retirees. The subsidy is valued using the difference between the age-based claims costs and the premium.

Retirees who are enrolled in both Parts A and B of Medicare may participate in the state’s Medicare community-rated health insurance risk pool. Medicare retirees receive an explicit subsidy in the form of reduced premiums. Annually, the HCA administrator recommends an amount for the next calendar year’s explicit subsidy for inclusion in the Governor’s budget. The final amount is approved by the state Legislature. In calendar year 2021, the explicit subsidy was up to \$183 per member per month. It is projected to remain at \$183 per member per month in calendar year 2022.

Contribution Information. Administrative costs as well as implicit and explicit subsidies are funded by required contributions (RCW 41.05.050) from participating employers. The subsidies provide monetary assistance for medical benefits.

Contributions are set each biennium as part of the budget process. The benefits are funded on a pay-as-you-go basis.

The estimated monthly cost for PEBB fbenefits for the reporting period for each active employee (average across all plans and tiers) is as follows (expressed in dollars):

REQUIRED PREMIUM*	
Medical	\$1,120
Dental	81
Life	4
Long-term disability	2
Total	1,207
Employer contribution	1,041
Employee contribution	1626
	\$1,207

**Per 2020 PEBB Financial Projection Model 8.0. Per capita cost based on subscribers; includes non-Medicare risk pool only. Figures based on calendar year 2021, which includes projected claims cost at the time of this reporting.*

For information on the results of an actuarial valuation of the employer provided subsidies associated with the PEBB plan, refer to:

<http://leg.wa.gov/osa/additionalservices/Pages/OPEB.aspx>.

TOTAL OPEB LIABILITY

The Lottery reported a total OPEB Liability of \$5.6 million for June 30, 2021 and \$5.8 million for June 30, 2020. This liability was determined based on a measurement date of June 30, 2020 and June 30, 2019, respectively.

Actuarial Methodology. The total OPEB liability was determined using the following methodologies:

Actuarial valuation date	6/30/2020
Actuarial measurement date	6/30/2020
Actuarial cost method	Entry Age
Amortization method	The recognition period for the experience and assumption changes is 9 years. This is equal to the average expected remaining service lives of all active and inactive members.
Asset valuation method	N/A - No Assets

Projections of benefits for financial reporting purposes are based on the terms of the substantive plan (the plan as understood by the employer and the plan members) and include the types of benefits provided at the time of each valuation and the historical pattern of sharing of benefit costs between the employer and plan members (active employees and retirees) to that point. The actuarial methods and assumptions used include techniques that are designed to reduce the effects of short-term volatility in actuarial accrued liabilities, consistent with the long-term perspective of the calculations.

Actuarial Assumptions. The total OPEB liability was determined using the following actuarial assumptions, applied to all periods included in the measurement, unless otherwise specified:

Inflation rate	2.75%
Projected salary changes	3.50% Plus Service-based Salary Increases
Health care trend rates*	Initial rate ranges from about 2-11%, reaching an ultimate rate of approximately 4.3% in 2075
Post-retirement participation percentage	65%
Percentage with spouse coverage	45%

* For additional detail on the health care trend rates, please see Office of the State Actuary's 2020 Other Postemployment Benefits Actuarial Valuation Report.

FINANCIAL STATEMENT NOTES

In projecting the growth of the explicit subsidy, after 2023 when the cap is \$183, it is assumed to grow at the health care trend rates. The Legislature determines the value of cap and no future increases are guaranteed, however based on historical growth patterns, future increases to the cap are assumed.

Mortality rates were developed using the Society of Actuaries' Pub.H-2010 Mortality rates, which vary by member status (that is...active, retiree, or survivor), as our base table. OSA applied age offsets for each system, as appropriate, to better tailor the mortality rates to the demographics of each plan. OSA applied the long-term MP-2017 generational improvement scale, also developed by the Society of Actuaries, to project mortality rates for every year after the 2010 base table. Under "generational" mortality, a member is assumed to receive additional mortality improvements in each future year throughout their lifetime.

Most demographic actuarial assumptions, including mortality and when members are expected to terminate and retire, were based on the results of the 2013-2018 Demographic Experience Study Report. The post-retirement participation percentage and percentage with spouse coverage, were reviewed in 2017. Economic assumptions, including inflation and salary increases, were based on the results of the 2019 Economic Experience Study.

Discount Rate. Since OPEB benefits are funded on a pay-as-you-go basis, the discount rate used to measure the total OPEB liability was set equal to the Bond Buyer General Obligation 20-Bond Municipal Bond Index, or 3.50 percent for the June 30, 2019, measurement date and 2.21 percent for the June 30, 2020, measurement date.

The increase in the total OPEB liability is due to changes in assumption resulting from a decrease in the Bond Buyer General Obligation 20-Bond Municipal Bond Index discount rate.

Additional detail on assumptions and methods can be found on OSA's website: http://leg.wa.gov/osa/additional_services/Pages/OPEB.aspx.

Changes in Total Opeb Liability. As of June 30, 2021 and 2020, components of the calculation of total OPEB liability determined in accordance with GASB Statement No. 75 for Washington's Lottery are represented in the following table:

WASHINGTON STATE LOTTERY		
	2021	2020
PROPORTIONATE SHARE (%)	0.09236270311%	0.09921504260%
Service Cost	\$232,083	\$233,157
Interest Cost	194,140	202,250
Difference Between Expected and Actual Experience	(29,750)	-
Changes in Assumptions	125,846	376,644
Benefit Payments	(92,433)	(92,517)
Other	(197,746)	-
Changes in Proportionate Share	(397,702)	(175,665)
Net Change in Total OPEB Liability	(165,562)	\$543,869
Total OPEB Liability - Beginning	\$5,758,302	\$5,214,433
Total OPEB Liability - Ending	\$5,592,740	\$5,758,302

OPEB EXPENSE AND DEFERRED OUTFLOWS OF RESOURCES AND DEFERRED INFLOWS OF RESOURCES RELATED TO OPEB

As of June 30, 2021 and 2020, the components that make up OPEB expense for State Lottery Commission are as follows:

WASHINGTON STATE LOTTERY		
	2021	2020
PROPORTIONATE SHARE (%)	0.09236270311%	0.09921504260%
Service Cost	\$232,083	\$233,157
Interest Cost	194,140	202,250
Amortization of Difference Between Expected and Actual Experience	17,144	21,966
Amortization of Changes in Assumptions	(182,328)	(210,873)
Amortization of Changes in Proportion	(105,418)	(52,927)
Transactions Subsequent to Measurement Date	(98,373)	(99,291)
Other Changes	(197,746)	-
Total OPEB Expense	(\$140,498)	\$94,282

On June 30, 2021 and 2020, the deferred inflows and deferred outflows of resources for Washington's Lottery are as follows:

WASHINGTON STATE LOTTERY				
	2021		2020	
PROPORTIONATE SHARE (%)	0.09236270311%		0.09921504260%	
DEFERRED INFLOWS/OUTFLOWS OF RESOURCES	DEFERRED OUTFLOWS	DEFERRED INFLOWS	DEFERRED OUTFLOWS	DEFERRED INFLOWS
Difference between expected and actual experience	\$ 122,696	\$26,445	\$153,765	-
Changes in Assumptions	384,575	1,319,000	334,794	1,669,580
Transactions subsequent to the measurement date	98,373	-	99,291	-
Changes in Proportion		746,305	-	379,312
Total Deferred (Inflows)/Outflows	\$605,644	\$2,091,750	\$587,850	\$2,048,892

FINANCIAL STATEMENT NOTES

Amounts currently reported as deferred outflows of resources related to OPEB resulting from transactions subsequent to the measurement date will be recognized in fiscal year 2022 as a direct reduction to the total OPEB liability.

Amounts currently reported as a net deferred inflows of resources related OPEB will be recognized as OPEB expense in subsequent years for Washington's Lottery for the years ended June 30, 2021 and 2020 as follows:

WASHINGTON STATE LOTTERY		
	2021	2020
PROPORTIONATE SHARE (%)	0.09236270311%	0.09921504260%
2021	(270,579)	\$(241,835)
2022	(270,579)	(241,835)
2023	(270,579)	(241,835)
2024	(270,579)	(241,835)
2025	(270,579)	\$(241,835)
Thereafter	(231,584)	\$(351,158)
	(\$1,584,479)	(\$1,560,333)

The change in Washington's Lottery proportionate share of OPEB liability and deferred inflows and deferred outflows of resources based on measurement date are represented in the following tables for the year ended June 30, 2021 and 2020.

WASHINGTON STATE LOTTERY FOR THE YEAR ENDED JUNE 30, 2021	
PROPORTIONATE SHARE (%) 2019	0.09921504260%
PROPORTIONATE SHARE (%) 2020	0.09236270311%
Total OPEB Liability - Ending 2019	\$5,758,302
Total OPEB Liability - Beg 2020 (chng in prop)	5,360,600
Total OPEB Liability Change in Proportion	(397,702)
Total Deferred Inflows/Outflows 2019	(1,081,730)
Total Deferred Inflows/Outflows 2020 (chng in prop)	(1,007,019)
Total Deferred Inflows/Outflows Change in Proportion	74,710
Total Change in Proportion	(\$472,412)

WASHINGTON STATE LOTTERY FOR THE YEAR ENDED JUNE 30, 2020	
PROPORTIONATE SHARE (%) 2018	0.10267393281%
PROPORTIONATE SHARE (%) 2019	0.09921540260%
Total OPEB Liability - Ending 2018	\$5,214,433
Total OPEB Liability - Beg 2019 (chng in prop)	5,038,768
Total OPEB Liability Change in Proportion	(175,665)
Total Deferred Inflows/Outflows 2018	(1,711,719)
Total Deferred Inflows/Outflows 2019 (chng in prop)	(1,654,054)
Total Deferred Inflows/Outflows Change in Proportion	(57,664)
Total Change in Proportion	(\$233,329)

Sensitivity of the Total Liability to Changes in the Discount Rate. The following represents the total OPEB liability of Washington’s Lottery for the year ended June 30, 2021 calculated using the discount rate of 2.21 percent, as well as what the total OPEB liability would be if it were calculated using a discount rate that is 1 percentage point lower (1.21 percent) or 1 percentage point higher (3.21 percent) than the current rate:

DISCOUNT RATE SENSITIVITY		
1% DECREASE	CURRENT DISCOUNT RATE	1% INCREASE
\$6,771,429	\$5,592,740	\$4,674,963

Sensitivity of Total OPEB Liability to Changes in the Health Care Cost Trend Rates. The following represents the total OPEB liability of Washington’s Lottery for the year ended June 30, 2021, calculated using the health care trend rate of 2-11 percent decreasing to 4.30 percent, as well as what the total OPEB liability would be if it were calculated using health care trend rates that are 1 percentage point lower (1-10 percent decreasing to 3.30 percent) or 1 percentage point higher (3-12 percent decreasing to 5.30 percent) than the current rate:

HEALTH CARE COST TREND RATE SENSITIVITY		
1% DECREASE	CURRENT TREND RATE	1% INCREASE
\$4,557,489	\$5,592,740	\$6,980,684

NOTE 10 – COMMITMENTS AND CONTINGENCIES

GAMING SYSTEM VENDOR CONTRACTUAL AGREEMENTS

The Lottery maintains a gaming network of approximately 3,598 retailer locations where all traditional lottery games are sold. Instant Game tickets are also sold through self-service terminals. IGT (formerly GTECH) is responsible for operating all traditional Lottery games, including maintenance of terminals and related communication services, under a contract expiring June 30, 2026. On May 15, 2015, a new contract was signed for ten years, commencing July 1, 2016. The contract may be extended up to ten (10) additional years, in any number of extensions. During fiscal year 2021, Lottery extended the IGT contract for 3 years.

Instant Game sales are also supported by services provided under additional contracts initiated March 2020:

- 1) Under a contract that expires on March 18, 2024, Scientific Games International is the primary supplier of Instant Game tickets.
- 2) Under a contract that expires on March 17, 2024, Pollard Banknote Limited is an alternate supplier of Instant Game tickets.
- 3) Under a contract that expires on March 28, 2024, IGT Printing is an alternate supplier of Instant Game tickets.

COVID-19 PANDEMIC

During 2021, the world-wide coronavirus pandemic continues to impact national and global economies. The Lottery is closely monitoring its operations, liquidity, and capital resources and is actively working to minimize the current and future impact of this unprecedented situation. As of the date of issuance of the financial statements, the Lottery has not experienced a major detrimental impact however given the current economic climate, there are risks and uncertainties related to this matter.

**REQUIRED SUPPLEMENTARY
INFORMATION**

PENSION PLAN INFORMATION
Cost Sharing Employer Plans

Schedules of the Lottery's Proportionate Share of the Net Pension Liability

SCHEDULE OF THE LOTTERY'S PROPORTIONATE SHARE OF THE NET PENSION LIABILITY							
PUBLIC EMPLOYEES' RETIREMENT SYSTEM (PERS) PLAN 1							
MEASUREMENT DATE OF JUNE 30 (DOLLAR AMOUNTS IN THOUSANDS)							
	2020	2019	2018	2017	2016	2015	2014
Lottery's PERS 1 employer's proportion of pension liability	0.0544510%	0.0580120%	0.0624750%	0.0652730%	0.070679%	0.067046%	0.072025%
Lottery's PERS 1 employer's proportion share of the net pension liability	\$1,923	\$2,235	\$2,790	\$3,125	\$3,800	\$3,510	\$3,610
Lottery's PERS 1 employer's covered payroll	-	\$71	\$255	\$404	\$483	\$521	\$515
Lottery's PERS 1 employer's proportional share of the net pension liability as a percentage of its covered payroll	N/A	3148%	1094%	774%	787%	674%	701%
Plan fiduciary net position as a percentage of the total pension liability	68.64%	67.12%	63.22%	61.24%	57.03%	59.10%	61.19%

*GASB Statement No. 68, requires ten years of information to be presented in this table. However, until a full 10 year trend is compiled, the Lottery will present information for those years for which information is available.

SCHEDULE OF THE LOTTERY'S PROPORTIONATE SHARE OF THE NET PENSION LIABILITY							
PUBLIC EMPLOYEES' RETIREMENT SYSTEM (PERS) PLAN 2/3							
MEASUREMENT DATE OF JUNE 30 (DOLLAR AMOUNTS IN THOUSANDS)							
	2020	2019	2018	2017	2016	2015	2014
Lottery's PERS 2/3 employer's proportion of pension liability	0.070845%	0.073167%	0.073760%	0.074469%	0.078492%	0.073460%	0.079354%
Lottery's PERS 2/3 employer's proportion share of the net pension liability	\$910	\$714	\$1,263	\$2,619	\$3,968	\$2,626	\$1,596
Lottery's PERS 2/3 employer's covered payroll	\$8,248	\$8,030	\$7,622	\$7,320	\$7,335	\$6,584	\$6,789
Lottery's PERS 2/3 employer's proportional share of the net pension liability as a percentage of its covered payroll	11.03%	8.89%	16.57%	35.77%	54.10%	39.88%	23.51%
Plan fiduciary net position as a percentage of the total pension liability	97.22%	97.77%	95.77%	90.97%	85.82%	89.20%	93.29%

*GASB Statement No. 68, requires ten years of information to be presented in this table. However, until a full 10 year trend is compiled, the Lottery will present information for those years for which information is available.

**PENSION PLAN INFORMATION
Cost Sharing Employer Plans**

Schedules of Employer Contributions

SCHEDULE OF EMPLOYER CONTRIBUTIONS PUBLIC EMPLOYEES' RETIREMENT SYSTEM (PERS) PLAN 1 MEASUREMENT DATE OF JUNE 30 (DOLLAR AMOUNTS IN THOUSANDS)							
	2021	2020	2019	2018	2017	2016	2015
Lottery's PERS 1 statutorily required contributions	\$ -	\$ -	\$9	\$32	\$45	\$54	\$48
Lottery's PERS 1 contributions in relation to the statutorily required contributions	\$ -	\$ -	\$9	\$32	\$45	\$54	\$48
Lottery's PERS 1 contributions (deficiency) excess	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Lottery's PERS 1 employer's covered payroll	\$ -	\$ -	\$71	\$255	\$404	\$483	\$521
Lottery's PERS 1 contributions as a percentage of covered payroll	-	12.86%	12.83%	12.73%	11.19%	11.18%	9.21%

*GASB Statement No. 68, requires ten years of information to be presented in this table. However, until a full 10 year trend is compiled, the Lottery will present information for those years for which information is available.

SCHEDULE OF EMPLOYER CONTRIBUTIONS PUBLIC EMPLOYEES' RETIREMENT SYSTEM (PERS) PLAN 2/3 MEASUREMENT DATE OF JUNE 30 (DOLLAR AMOUNTS IN THOUSANDS)							
	2021	2020	2019	2018	2017	2016	2015
Lottery's PERS 2/3 statutorily required contributions	\$1,086	\$1,061	\$1,029	\$968	\$818	\$820	\$606
Lottery's PERS 2/3 contributions in relation to the statutorily required contributions	\$1,086	\$1,061	\$1,029	\$968	\$818	\$820	\$606
Lottery's PERS 2/3 contributions (deficiency) excess	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Lottery's PERS 2/3 employer's covered payroll	\$8,384	\$8,248	\$8,030	\$7,622	\$7,320	\$7,335	\$6,584
Lottery's PERS 2/3 contributions as a percentage of covered payroll	12.95%	12.86%	12.83%	12.70%	11.17%	11.18%	9.20%

*GASB Statement No. 68, requires ten years of information to be presented in this table. However, until a full 10 year trend is compiled, the Lottery will present information for those years for which information is available.

**PENSION PLAN INFORMATION
NOTES TO REQUIRED SUPPLEMENTARY INFORMATION**

Methods and assumptions used in calculations of Actuarial Determined Contributions (ADC) for PERS, TRS, LEOFF, and WSPRS – The Office of the State Actuary (OSA) calculates the ADC based on the results of an actuarial valuation consistent with the state's funding policy defined under chapter 41.45 RCW. Consistent with the state's contribution rate adoption process, the results of an actuarial valuation with an odd-numbered year valuation date determine the ADC for the biennium that ensues two years later. For example, the actuarial valuation with a June 30, 2017, valuation date, completed in the Fall of 2018, plus any supplemental contribution rates from the preceding legislative session, determine the ADC for the period beginning July 1, 2019, and ending June 30, 2021.

OTHER POSTEMPLOYMENT BENEFITS

SCHEDULE OF CHANGES IN TOTAL OPEB LIABILITY AND RELATED RATIOS FISCAL YEAR ENDED JUNE 30 (DOLLAR AMOUNTS IN THOUSANDS)				
	2021	2020	2019	2018
TOTAL OPEB LIABILITY				
Service Cost	\$ 232,083	\$ 233,157	\$326,014	\$409,921
Interest Cost	194,140	202,250	224,133	192,647
Difference between expected and actual experience	(29,750)	-	204,590	-
Changes in benefit terms	125,846	-	-	-
Changes in assumptions	-	376,644	(1,427,243)	(938,860)
Benefit Payments	(92,433)	(92,517)	(94,663)	(98,085)
Changes in proportionate share	(397,702)	(175,665)	(79,394)	(155,328)
Other	(197,746)	-	-	-
NET CHANGES IN TOTAL OPEB LIABILITY	\$(165,562)	\$ 543,869	\$(846,563)	\$(589,885)
TOTAL OPEB LIABILITY – BEGINNING	\$5,758,302	\$5,214,433	\$6,060,996	\$6,650,881
TOTAL OPEB LIABILITY – ENDING	\$5,592,740	\$5,758,302	\$5,214,433	\$6,060,996
COVERED PAYROLL	\$8,568,647	\$8,248,476	\$8,101,432	\$7,877,200
TOTAL OPEB LIABILITY AS A PERCENTAGE OF COVERED PAYROLL	65.27%	69.8%	64.4%	76.9%

*This table is to be built prospectively until it contains ten years of data.
 Source: Washington State Office of the State Actuary

OTHER POSTEMPLOYMENT BENEFITS
 NOTES TO REQUIRED SUPPLEMENTARY INFORMATION

The Public Employee’s Benefits Board (PEBB) OPEB plan does not have assets in trusts or equivalent arrangements and is funded on a pay-as-you-go basis. Potential factors that may significantly affect trends in amounts reported include changes to the discount rate, health care trend rates, salary projections, and participation percentages.



Independent Auditor’s Report on Internal Control over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance with *Government Auditing Standards*

To the Board of Commissioners
Washington's Lottery
Olympia, Washington

We have audited, in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States, the financial statements of Washington's Lottery (the Lottery), as of and for the year then ended June 30, 2021, and the related notes to the financial statements, which collectively comprise the Lottery’s basic financial statements and have issued our report thereon dated December 10, 2021.

Internal Control over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Lottery's internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Lottery’s internal control. Accordingly, we do not express an opinion on the effectiveness of the Lottery’s internal control.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. *A material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity’s financial statements will not be prevented, or detected and corrected on a timely basis. *A significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

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Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Lottery's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the financial statements. However, providing an opinion on compliance with those provisions was not an objective of our audit and, accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Lottery's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Lottery's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

The image shows a handwritten signature in black ink that reads "Eide Bailly LLP". The signature is written in a cursive, flowing style.

Boise, Idaho
December 10, 2021

STATISTICAL SECTION

This section offers relevant financial, economic and demographic statistical information, including National lottery industry trend data.

FINANCIAL TRENDS

Lottery’s sales increased by \$133.4 million or 16.3 percent in fiscal year 2021 over fiscal year 2020 due to several factors, including:

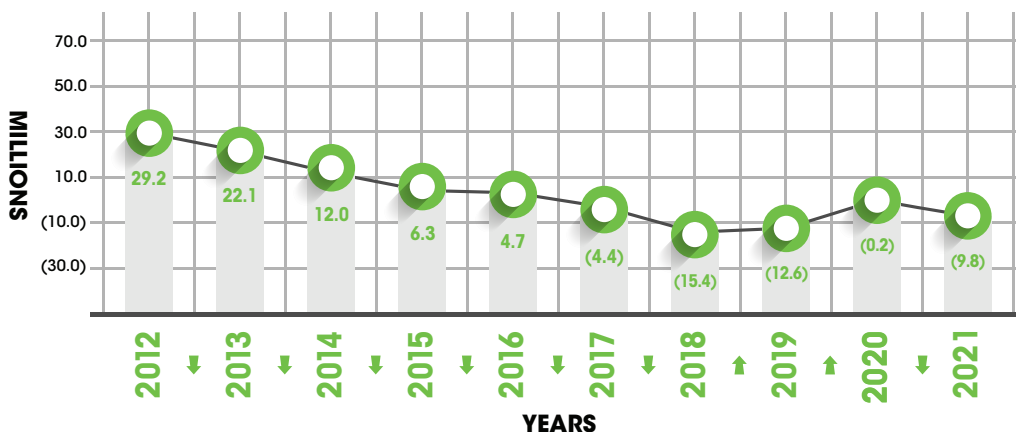
- Strong sales in *Scratch* games with 13.2 percent growth in *scratch* in fiscal year 2021 over 2020;
- Overall sales for *Match 4*, *Hit 5*, and *Daily Keno* were up from prior year;
- Sales for *Pick 3* (previously *Daily Game*) increased by \$2.4 million;
- Total number of *Scratch* tickets sold increased by 6.67 percent in fiscal year 2021, compared to 2020, with average price per ticket increasing from \$4.71 to \$5.00 year over year.

Mega Millions, and *Powerball* experienced significant increases in sales due to jackpots reaching up toward desirable jackpots during fiscal year 2021. Lotto experienced decreased sales due to jackpots not reaching toward desirable amounts during fiscal year 2021.

Operating expenses are dominated by prizes, retailer commissions, gaming vendor commissions, marketing and advertising. Prize expenses increased in fiscal year 2021 by \$73.8 million, or 13.9 percent compared to fiscal year 2020 and increased by \$113.7 million or 23.2 percent as compared to fiscal year 2019. Net operating profit decreased by \$47.7 million or 26.2 percent compared to fiscal year 2020 and decreased \$17.1 million or 8.0 percent compared to fiscal year 2019.

Net position is affected by the fluctuation in the value of securities, and the Lottery saw an decrease by \$5.8 million in the value of its securities. These are impacted by changes in interest rates from year to year. Because nearly all securities are held to maturity, fluctuations in fair value have no impact on value to be received upon maturity. The Lottery is organized as one enterprise fund.

CHANGES IN NET POSITION



REVENUE CAPACITY

The Lottery’s sole focus is the sale of tickets for games of chance. These products are divided into two main types: *Scratch*, or “instant” game tickets, and “draw” game tickets. The Lottery offers seven different Draw games in which winning numbers are drawn either two, three or seven times a week, depending upon the game. The Lottery launched 58 *Scratch* games during fiscal year 2021.

The number and type of retail locations that sell Lottery products in Washington also impact the revenue capacity. During fiscal year 2021, the Lottery increased a net of 52 retailers bringing the total number at the end of fiscal year 2021 to 3,644 compared to 3,592 for the prior year.

STATISTICAL SECTION

DEBT CAPACITY

The Lottery offers *Lotto* winners the option to receive their prize over a 25-year period. *Mega Millions* and *Powerball* winners have the option of taking their winnings over a 30-year period. Some *Scratch* games have annuities for top prizes as well as "For Life" winnings. This long-term liability is backed by the Lottery purchasing Treasury Strips, or annuities, at a deep discount. In other words, the Lottery is able to purchase certain future payments at a fraction of the future payments.

OPERATING INFORMATION

The Lottery consists of seven divisions; Executive, Finance & Administration, Information Services, Security, Human Resources & Support Services and Marketing/Sales. The Executive Division includes 9 employees. These employees include the Director, Deputy Director, Legal Counsel/ Legislative Liaison, Research and Development, Internal auditor, Business Development and Lean Program Manager. The Sales/Marketing Division is the largest with 65 employees working in headquarters and the five regions throughout the state. Supporting the Sales/Marketing staff are the Finance division with 9 employees, Information Services Division with 17 employees, Security Division with 5 employees, and Human Resources & Support Services Division with 21 employees.

The table below shows a ten-year trend of Lottery employees, and is comprised of 100 percent government employees (headcount) as of June 30th each year. The Lottery is overseen by a five-member Commission appointed by the Governor with the consent of the Senate. The Commission is the ruling authority and advises and makes recommendations to the Director, who is also appointed by the Governor, for the operation and administration of the Lottery.

LOTTERY EMPLOYEES										
Department	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012
Executive	9	8	8	8	10	9	7	7	8	8
Finance	9	19	18	20	19	21	22	22	22	20
Information Services	17	15	16	16	16	17	17	15	16	13
Security	5	5	5	5	5	4	4	4	5	5
Human Resources & Support Services	21	9	13	10	11	10	11	10	11	12
Sales/Marketing	65	64	69	69	69	69	70	72	71	11
Sales	0	0	0	0	0	0	0	0	0	63
Total	126	120	129	128	130	130	131	130	133	132

DEMOGRAPHIC AND ECONOMIC INFORMATION

Washington State’s population is approximately 7.7 million people. Median household income in Washington in 2021 was \$68,400 and per capita personal income was \$68,822. Washington’s unemployment rate in 2021 was 8.4 percent. Presented below, is a 10-year history for each of the categories above.

Year of CAFR	Population (Millions)	Median Household Income	Per Capita Personal Income	WA's Unemployment Rate
2021	7.7	68,400	68,822	8.4%
2020	7.6	74,992	64,898	9.2%
2019	7.6	73,294	60,781	4.5%
2018	7.4	68,550	56,283	4.8%
2017	7.3	65,500	53,493	5.4%
2016	7.2	62,108	51,146	5.7%
2015	7.1	58,686	49,583	6.3%
2014	6.9	58,577	47,031	7.0%
2013	6.9	56,444	45,693	8.2%
2012	6.7	55,550	43,878	9.2%

The demographic charts in the following section display the population separated by age, education, ethnic background, employment status, and annual income. These categories are further broken out into players versus non-players.

Age: Lottery play is less prevalent in the youngest (under 24) and the next age class (25-29). Lottery players between ages 35 - 44 through ages 45 - 54 and over 65 represent 68 percent of the player demographic.

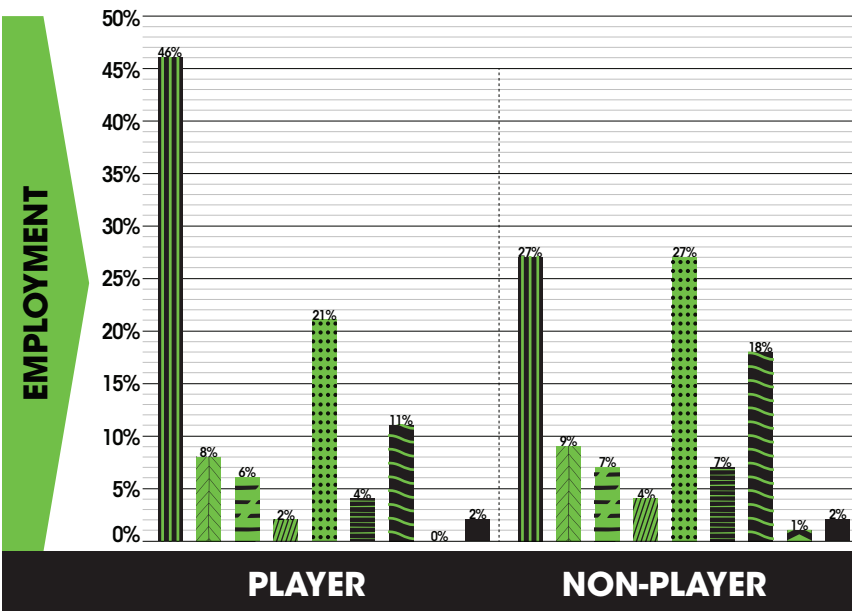
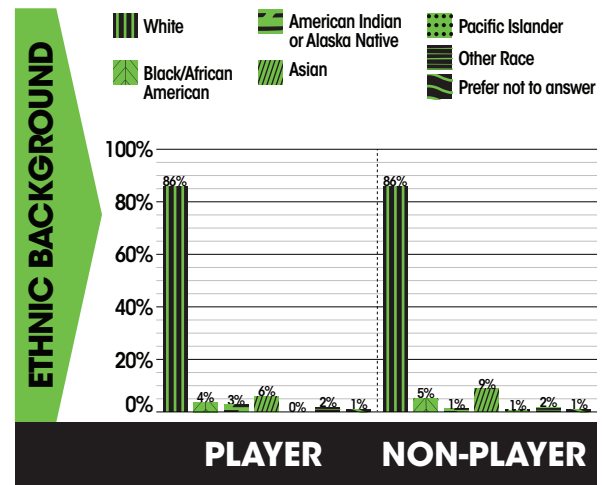
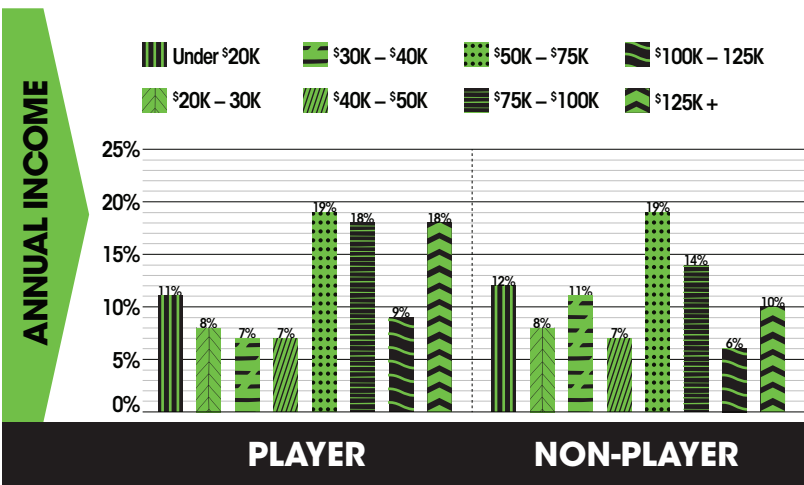
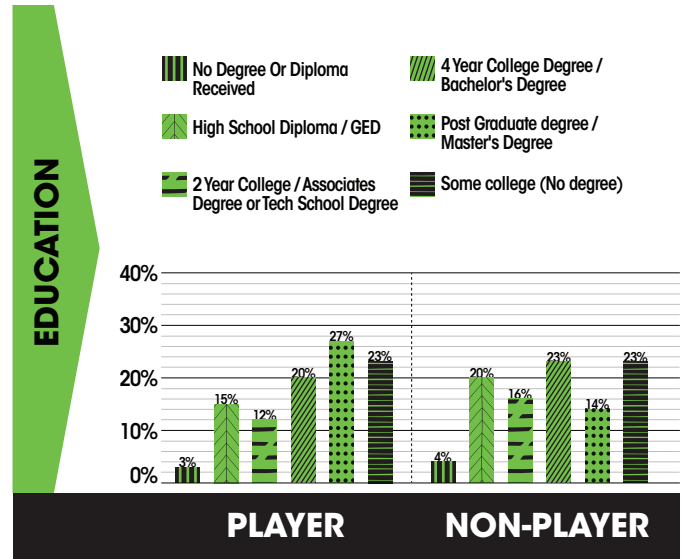
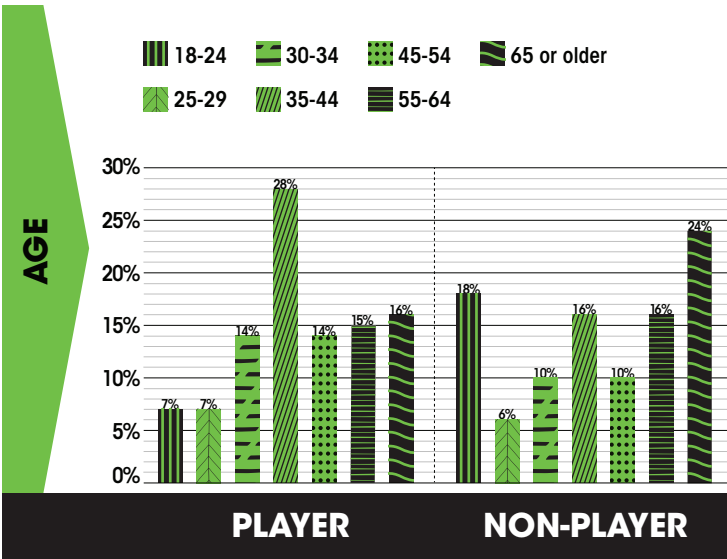
Income: The median household income category is \$50 to \$75 thousand per year for both players and non-players. Although the distribution of household income is very similar between players and non-players, players are less likely to report household income less than \$20,000 per year, and more likely to report income in the range of \$50 to \$75 thousand per year, than non-players.

Education: The majority of both players and non-players had some education beyond high school; players did not differ significantly from non-players.

Employment Status: Players were less likely to be retired, and more likely to be employed full-time, than non-players.

Ethnic Background: More than 80% of the player population report White/Caucasian or Hispanic/Latino Islander ethnicity. In FY2021, there were no significant ethnic differences in lottery participation

STATISTICAL SECTION



Data Source: Washington's Lottery Usage and Attitude Tracking Study conducted by IPSOS-Reid.

The top ten private employers in Washington for fiscal years 2011-2020 are displayed below. The Lottery will continue to gather information in order to report the required 10 years of information

2020				
#	Employer	City	Employees Count	Percentage
1	The Boeing Co.	Seattle	71,829	18%
2	Amazon.com Inc.	Seattle	60,000	15%
3	Microsoft Corp.	Redmond	55,063	14%
4	Joint Base Lewis-McChord	Lewis-McChord	54,000	14%
5	University of Washington	Seattle	47,481	12%
6	Providence	Renton	31,400	8%
7	Walmart Inc.	Bentonville, AR	19,412	5%
8	Costco Wholesale Corp.	Issaquah	18,045	5%
9	MultiCare Health System	Tacoma	17,187	4%
10	Fred Meyer Stores	Portland, OR	16,164	4%
Total			390,581	100%

2019				
#	Employer	City	Employees Count	Percentage
1	The Boeing Co.	Seattle	69,830	17%
2	Joint Base Lewis-McChord	Lewis-McChord	54,000	13%
3	Amazon.com Inc.	Seattle	52,000	12%
4	Microsoft Corp.	Redmond	51,362	12%
5	University of Washington	Seattle	46,824	11%
6	Navy Region Northwest	Silverdale	46,015	11%
7	Providence St. Joseph Health	Renton	43,000	10%
8	Safeway Inc. & Albertsons LLC	Bellevue	21,320	5%
9	Walmart Inc.	Bentonville, AR	19,412	5%
10	Costco Wholesale Corp.	Issaquah	18,010	4%
Total			421,773	100%

2018				
#	Employer	City	Employees Count	Percentage
2018 Data Not Available				

2017				
#	Employer	City	Employees Count	Percentage
1	The Boeing Co.	Seattle	65,829	16%
2	Joint Base Lewis-McChord	Lewis-McChord	54,000	13%
3	Amazon.com Inc.	Seattle	50,000	12%
4	Microsoft Corp.	Redmond	46,293	11%
5	Navy Region Northwest	Silverdale	45,945	11%
6	University of Washington	Seattle	44,955	11%
7	Providence St. Joseph Health	Renton	43,067	11%
8	Safeway Inc. & Albertsons LLC	Bellevue	21,541	5%
9	Walmart Inc.	Bentonville, AR	19,957	5%
10	Costco Wholesale Corp.	Issaquah	17,601	4%
Total			409,188	100%

2016				
#	Employer	City	Employees Count	Percentage
2016 Data Not Available				

2015				
#	Employer	City	Employees Count	Percentage
1	The Boeing Company	Seattle	78,225	23%
2	Joint Base Lewis-McChord	Lewis-McChord	58,074	17%
3	Navy Regional Northwest	Silverdale	46,693	14%
4	Microsoft Corp	Redmond	43,618	13%
5	Amazon.com, Inc	Seattle	24,000	7%
6	University of Washington	Seattle	23,639	7%
7	Wal-Mart Stores, Inc	Bentonville, AR	19,484	6%
8	Providence Health & Services	Renton	17,669	5%
9	Fred Meyer Stores	Portland, OR	15,500	4%
10	King County Government	Seattle	13,800	4%
Total			340,702	100%

2014				
#	Employer	City	Employees Count	Percentage
1	The Boeing Company	Seattle	80,066	24%
2	Joint Base Lewis-McChord	Lewis-McChord	60,000	17%
3	Microsoft Corp	Redmond	41,728	12%
4	Navy Regional Northwest	Silverdale	37,682	11%
5	University of Washington	Seattle	34,700	10%
6	Amazon.com, Inc	Seattle	24,000	7%
7	Wal-Mart Stores, Inc	Bentonville, AR	18,147	5%
8	Providence Health & Services	Renton	17,553	5%
9	Fred Meyer Stores	Portland, OR	15,915	5%
10	Costco Wholesale Corp	Issaquah	14,921	4%
Total			344,712	100%

2013				
#	Employer	City	Employees Count	Percentage
1	The Boeing Co.	Seattle	85,000	25%
2	Joint Base Lewis-McChord	McChord	56,000	17%
3	Navy Region Northwest	Silverdale	43,000	13%
4	Microsoft Corp	Redmond	41,664	13%
5	University of Washington	Seattle	29,800	9%
6	Providence Health and Services	Renton	20,240	6%
7	Wal-Mart Stores, Inc	Bentonville, AR	18,000	5%
8	Fred Meyer Stores	Portland, OR	14,590	4%
9	King County Government	Seattle	12,993	4%
10	United States Postal Service	Federal Way	11,914	4%
Total			333,201	100%

2012				
#	Employer	City	Employees Count	Percentage
1	Microsoft Corp	Redmond	35,000	31%
2	Seattle Tacoma Intl Arprt-Sea	Seatac	21,000	19%
3	Providence Health & Services	Renton	19,000	17%
4	NVAL Air Station Whidbey Island	Oak Harbor	10,000	9%
5	South Seattle Community College	Seattle	5,000	4%
6	Barrett Business Service Inc	Moses Lake	5,000	4%
7	Pacific Northwest National Lab	Richland	4,700	4%
8	Stewart Title	Seatac	4,500	4%
9	Fairchild Air Force Base	Fairchild AFB	4,500	4%
10	St Joseph Medical Center	Tacoma	4,400	4%
Total			113,100	100%

2011				
#	Employer	City	Employees Count	Percentage
1	Microsoft Corp	Redmond	35,000	31%
2	Seattle Tacoma Intl Arprt-Sea	Seatac	21,000	19%
3	Providence Health & Services	Renton	19,000	17%
4	NVAL Air Station Whidbey Island	Oak Harbor	10,000	9%
5	Pacific Northwest National Lab	Richland	4,700	4%
6	Fairchild Air Force Base	Fairchild AFB	4,500	4%
7	Stewart Title Co	Seatac	4,500	4%
8	St Joseph Medical Ctr	Tacoma	4,000	4%
9	Providence Sacred Heart Med	Spokane	4,000	4%
10	Sacred Heart Children's Hosp	Spokane	3,900	4%
Total			110,600	100%

Note: In fiscal year 2013, Washington's Lottery changed the source for gathering the top 10 employers, which caused a shift in how employers are reported. In addition, data is only presented for years for which information was available from the source.

WASHINGTON'S LOTTERY TEN YEARS OF NET POSITION

Net Position	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012
Invested in capital assets	832,376	506,285	614,410	776,927	932,430	418,217	544,959	266,529	403,881	358,544
Restricted for future prizes	10,513,531	10,689,615	10,222,973	12,652,367	10,428,362	10,273,709	15,829,819	12,555,919	16,777,500	9,535,984
Unrestricted	(21,099,619)	(11,412,645)	(23,431,328)	(28,846,778)	(15,740,199)	(5,981,919)	(10,035,804)	(832,889)	4,893,069	19,350,886
Total net position	(9,753,712)	(216,745)	(12,593,945)	(15,417,484)	(4,379,407)	4,710,007	6,338,974	11,989,559	22,074,450	29,245,414

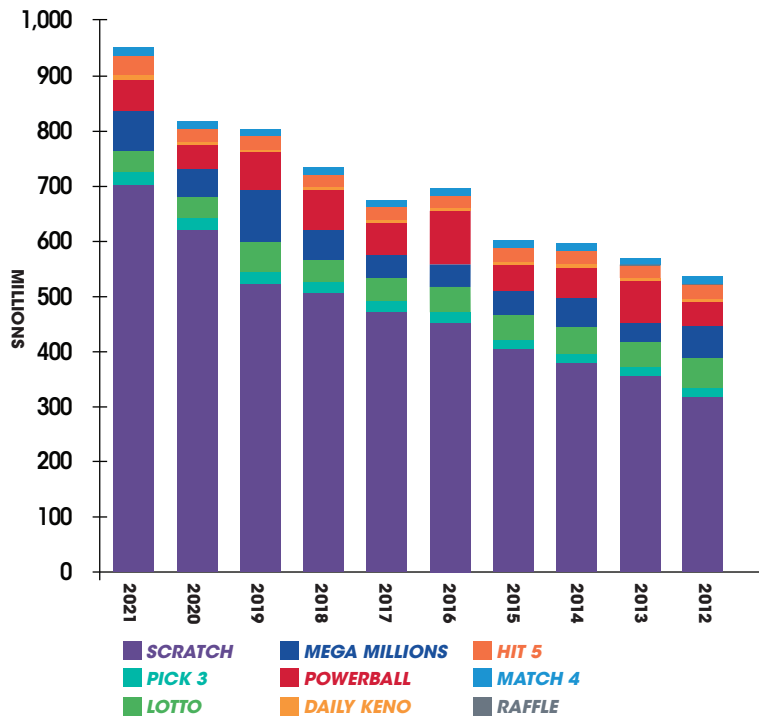
WASHINGTON'S LOTTERY TEN YEARS OF CHANGES IN NET POSITION

	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012
Sales										
Scratch ticket sales	701,182,226	619,682,535	523,857,598	507,900,498	472,252,828	453,948,422	404,097,793	379,352,242	356,021,877	318,149,502
Draw game sales	249,544,275	197,616,562	279,420,339	226,037,994	201,077,571	240,926,646	196,250,355	215,171,218	213,565,366	217,047,664
Total Sales	950,726,501	817,299,097	803,277,937	733,938,492	673,330,399	694,875,068	600,348,148	594,523,460	569,587,243	535,197,166
Grant for Vaccine Promotion Income	1,000,000	-	-	-	-	-	-	-	-	-
Other operating income	2,699,890	2,691,470	2,702,605	2,769,971	2,688,541	2,790,632	2,850,714	2,865,770	2,875,510	2,985,900
Cost of Sales	1,000,000	-	-	-	-	-	-	-	-	-
Prize expense	603,091,484	530,237,664	490,355,040	457,904,034	422,536,021	432,900,790	365,929,999	362,666,491	339,365,820	311,545,285
Prize expense for Vaccine Promotion	1,000,000	-	-	-	-	-	-	-	-	-
Retailer commissions	47,827,944	41,202,583	40,221,131	36,927,642	33,893,194	36,021,210	37,307,646	37,368,870	35,545,701	33,383,737
Vendor expense	42,899,287	39,823,710	33,762,918	30,036,116	27,979,137	29,856,808	26,852,529	25,542,925	23,978,757	21,823,707
Advertising expense	11,640,273	10,227,617	11,198,372	9,577,293	10,565,659	10,481,991	10,468,738	10,122,178	10,194,020	10,882,354
Misc. promotional & other operating expenses	3,494,021	2,074,262	3,192,138	3,673,122	4,328,458	4,051,361	4,624,697	5,704,670	4,215,283	4,106,779
Total Cost of Sales	709,953,009	623,565,836	578,729,599	538,118,207	499,302,469	513,312,160	445,183,609	441,405,134	413,299,581	381,741,862
Administrative expenses										
Salaries and benefits	11,525,352	11,493,019	11,116,890	10,946,749	10,655,860	10,828,120	9,404,819	9,619,930	9,585,980	9,567,271
Goods and services	2,725,067	2,336,302	2,766,921	2,454,812	3,252,080	3,090,238	2,830,400	2,368,232	2,640,333	2,279,971
Travel	247,394	333,129	444,974	421,226	411,287	439,193	452,426	460,997	452,446	434,622
Depreciation	122,224	136,028	162,517	163,249	80,130	134,252	136,005	124,135	131,664	132,145
Total Administrative Expenses	14,620,037	14,298,478	14,491,302	13,986,036	14,399,357	14,491,803	12,823,650	12,573,294	12,810,423	12,414,009
Operating Income	229,853,345	182,126,253	212,759,641	184,604,220	162,317,114	169,861,737	145,191,603	143,410,802	146,352,749	144,027,195
Non-Operating Revenues (expenses)										
Investment revenue (loss)	(5,779,975)	15,944,818	10,110,562	(1,156,453)	(3,785,665)	10,226,195	5,007,809	3,045,060	(3,612,981)	23,979,561
Amortization of annuity prize liability	(4,578,037)	(5,019,561)	(4,400,523)	(5,083,091)	(5,757,685)	(6,283,851)	(7,605,541)	(8,866,388)	(10,743,345)	(12,819,949)
Interest income	3,295	263,249	125,192	99,940	21,397	23,098	40,067	49,403	51,111	58,387
Misc. income (expense)	-	-	-	7,589	-	59,059	-	(60,573)	(10,260)	13,201
Fee income	11,575	10,875	10,700	10,725	10,100	10,325	10,235	11,050	14,497	14,968
Loss on disposal of capital assets	-	420	100	155	5,180	(2,434)	-	121	3,881	(5,340)
Total non-operating revenues (expenses)	(10,343,142)	11,199,801	5,846,031	(6,121,135)	(9,506,673)	4,032,392	(2,547,430)	(5,821,327)	(14,297,097)	11,240,828
Payments to:										
Washington Opportunity Pathways Account	(185,724,652)	(147,335,195)	(166,743,348)	(134,170,055)	(126,797,889)	(128,731,626)	(119,000,660)	(121,905,022)	(115,578,117)	(121,840,501)
Education Legacy Trust Account	-	-	-	-	-	-	(6,050,000)	(10,050,000)	-	-
King County	-	-	-	-	-	-	-	-	-	(2,701,415)
Stadium and Exhibition Center Account	(14,219,515)	(13,672,608)	(13,146,739)	(12,641,094)	(12,154,899)	(11,687,403)	(11,237,887)	(10,805,661)	(10,390,059)	(9,990,441)
Economic Development	(4,733,537)	(3,362,016)	(4,564,936)	(4,629,950)	(4,869,712)	(2,844,549)	(4,661,950)	(4,016,417)	(3,620,758)	(2,967,678)
Problem Gambling	(450,626)	(373,180)	(406,800)	(358,845)	(326,033)	(340,567)	(304,744)	(301,414)	(299,288)	(290,747)
Veterans' Innovation Program	-	-	-	-	-	-	-	-	-	(247,571)
General Fund	(23,918,843)	(16,205,856)	(30,920,310)	(31,170,784)	(16,751,322)	(31,918,951)	-	(595,852)	(9,338,395)	-
Gambling Commission	-	-	-	-	(1,000,000)	-	-	-	-	-
Total payments	(229,047,173)	(180,948,855)	(215,782,133)	(182,970,728)	(161,899,855)	(175,523,096)	(141,255,241)	(147,674,366)	(139,226,617)	(138,038,353)
Net non-operating expense	(239,390,315)	(169,749,054)	(209,936,102)	(189,091,863)	(171,406,528)	(171,490,704)	(143,802,671)	(153,495,693)	(153,523,714)	(126,797,525)
Change in net position	(9,536,970)	12,377,200	2,823,539	(4,487,643)	(9,089,414)	(1,628,967)	1,388,932	(10,084,891)	(7,170,965)	17,229,670
Prior period adjustment to net position	-	-	-	(6,550,434)	-	-	-	(7,039,517)	-	-
Total net position at beginning of year	(216,745)	(12,593,945)	(15,417,484)	(4,379,407)	4,710,007	6,338,974	4,950,042	22,074,450	29,245,415	12,015,744
Total net position at end of year	(9,753,715)	(216,745)	(12,593,945)	(15,417,484)	(4,379,407)	4,710,007	6,338,974	4,950,042	22,074,450	29,245,415

WASHINGTON'S LOTTERY TEN YEARS OF SALES AND OTHER REVENUES

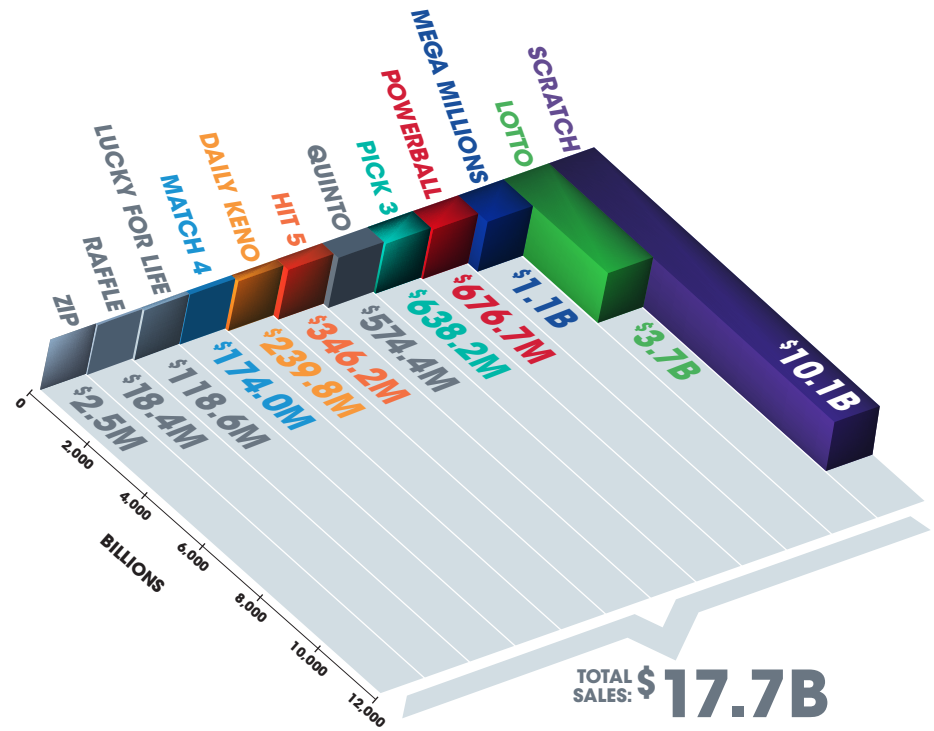
	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012
Scratch	701,182,226	619,682,535	523,857,598	507,900,498	472,252,828	453,948,422	404,097,793	379,352,242	356,021,877	318,149,502
Draw:										
<i>The Daily Game</i>	23,193,223	20,830,078	19,502,841	18,925,205	17,748,008	16,653,422	16,856,367	16,660,795	16,747,637	16,597,018
<i>Lotto</i>	39,346,666	39,794,648	56,150,948	38,553,405	43,427,058	46,632,119	44,844,196	47,372,657	43,785,467	54,468,198
<i>Mega Millions</i>	70,965,530	50,959,868	91,876,435	54,651,304	39,312,625	41,278,942	44,811,063	52,992,207	35,485,582	59,196,654
<i>Powerball</i>	57,778,573	42,498,411	69,415,253	72,892,676	60,008,237	95,744,270	47,573,226	56,433,962	75,935,191	42,858,045
<i>Daily Keno</i>	6,364,495	6,211,706	5,878,371	5,705,640	5,816,005	5,890,354	5,816,200	5,752,923	5,651,905	5,633,672
<i>Hit 5</i>	36,615,804	22,081,569	21,929,244	21,632,740	21,330,902	21,706,191	23,403,505	23,913,846	22,764,290	22,961,307
<i>Raffle</i>	-	-	-	-	-	-	-	-	1,279,240	2,925,910
<i>Match 4</i>	15,279,984	15,240,282	14,667,248	13,677,024	13,434,736	13,021,348	12,945,798	12,044,828	11,916,054	12,406,860
Total Draw	249,544,275	197,616,562	279,420,339	226,037,994	201,077,571	240,926,646	196,250,355	215,171,218	213,565,366	217,047,664
Total Sales	950,726,501	817,299,097	803,277,937	733,938,492	673,330,399	694,875,068	600,348,148	594,523,460	569,587,243	535,197,166
Grant for Vaccine Promotion Income	1,000,000	-	-	-	-	-	-	-	-	-
Other operating income	2,699,890	2,691,470	2,702,605	2,769,971	2,688,541	2,790,632	2,850,714	2,865,770	2,875,510	2,985,900
Interest	3,293	263,249	125,192	99,940	21,397	23,098	40,067	49,403	51,112	58,387
License Fees	11,575	10,875	10,700	10,725	10,100	10,325	10,235	11,050	14,497	14,968
Miscellaneous	-	420	100	155	5,180	56,625	-	(60,452)	(6,379)	(53,832)
Total Other Revenues	14,868	274,544	135,992	110,820	36,677	90,048	50,302	1	59,230	19,523
Total Sales and Other Revenues	954,441,259	820,265,111	806,116,534	736,819,283	676,055,617	697,755,748	603,249,164	597,389,231	572,521,983	538,202,589

SALES BY PRODUCT



SALES SINCE INCEPTION

SALES BEGAN NOV. 15, 1982



WASHINGTON'S LOTTERY TEN YEARS OF EXPENSES

	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012
Prizes	604,091,484	530,237,664	490,355,040	490,355,040	422,536,021	432,900,790	365,929,999	362,666,491	339,365,820	311,545,285
Retailer Commissions	47,827,944	41,202,583	40,221,131	40,221,131	33,893,194	36,021,210	37,307,646	37,368,870	35,545,701	33,383,737
Cost of Sales	58,033,582	52,125,589	48,153,428	43,286,531	42,873,254	44,390,160	41,945,964	41,369,773	38,388,061	36,812,840
Administration	14,620,037	14,298,478	14,491,302	14,491,302	14,399,357	14,491,803	12,823,650	12,573,294	12,810,423	12,414,009
Total Expenses	724,573,047	637,864,314	593,220,901	588,354,004	513,701,826	527,803,963	458,007,259	453,978,428	426,110,005	394,155,871

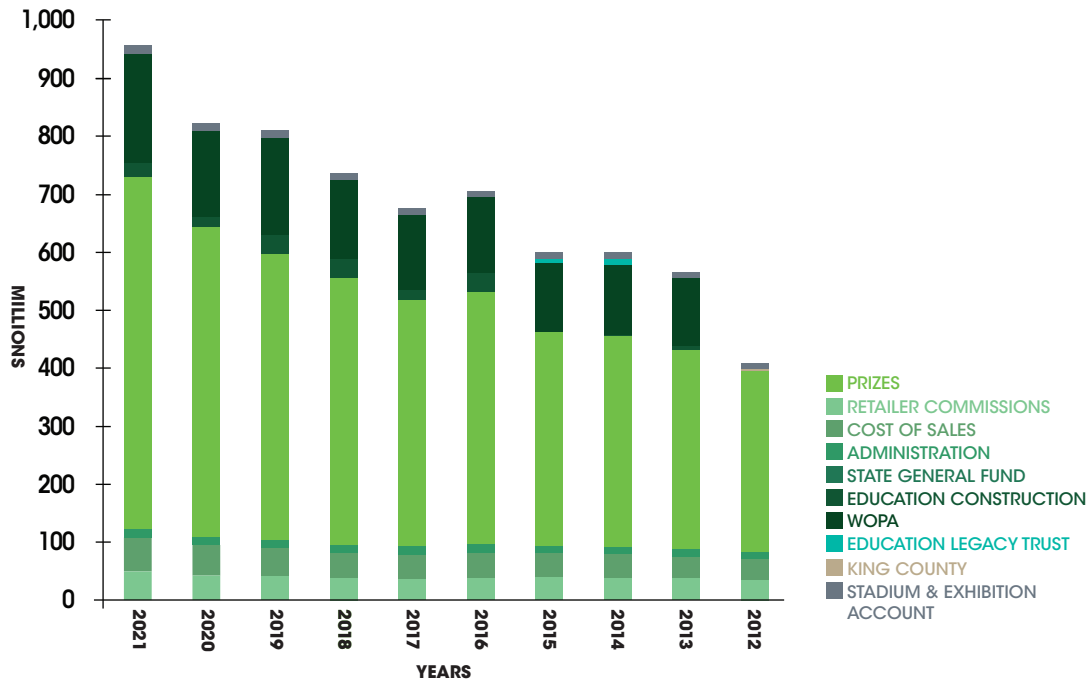
Note: Non-operating expenses are not included.

WASHINGTON'S LOTTERY TEN YEARS OF CONTRIBUTIONS

	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012
State General Fund	23,918,843	16,205,856	30,920,310	31,170,784	16,751,322	31,918,951	-	595,852	9,338,396	-
Washington Opportunity Pathways Account	185,724,653	147,335,195	166,743,348	134,170,055	126,797,889	128,731,626	119,000,660	121,905,022	115,578,116	121,840,501
Education Legacy Trust Fund	-	-	-	-	-	-	6,050,000	10,050,000	-	-
Economic Development	4,733,537	3,362,016	4,564,936	4,629,950	4,869,712	2,844,549	4,661,950	4,016,417	3,620,758	2,967,678
Problem Gambling	450,626	373,180	406,800	358,845	326,033	340,567	304,744	301,414	299,288	290,747
Veterans' Innovation Program	-	-	-	-	-	-	-	-	-	247,571
King County	-	-	-	-	-	-	-	-	-	2,701,415
Stadium & Exhibition Account	14,219,515	13,672,608	13,146,739	12,641,094	12,154,899	11,687,403	11,237,887	10,805,661	10,390,059	9,990,441
Gambling Commission	-	-	-	-	1,000,000	-	-	-	-	-
Total Contributions	229,047,174	180,948,855	215,782,133	182,970,728	161,899,855	175,523,096	141,255,241	147,674,366	139,226,617	138,038,353

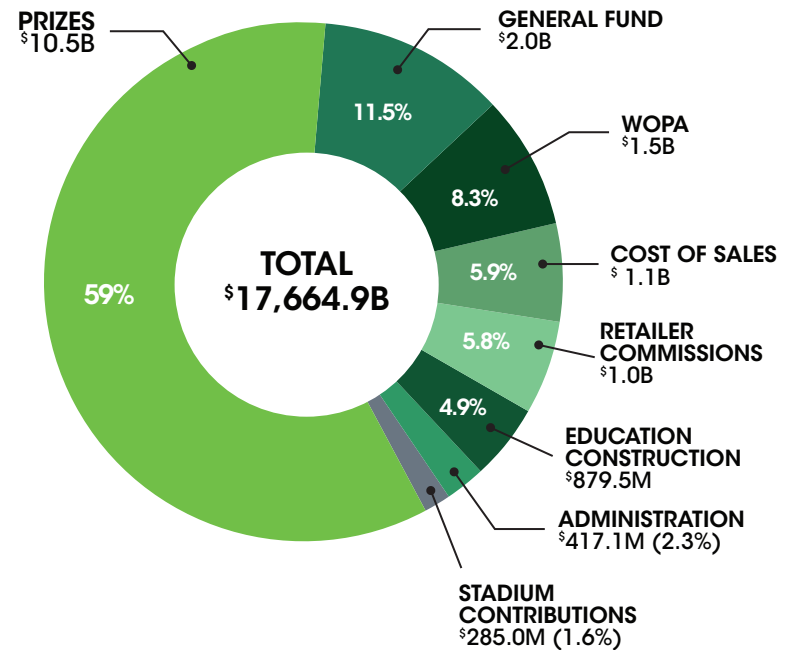
EXPENSES AND CONTRIBUTIONS

(AMOUNTS IN MILLIONS)



DISTRIBUTIONS SINCE INCEPTION

JULY 19, 1982 – JUNE 30, 2021



COMPARATIVE STATEMENT OF LOTTERY REVENUES AND EXPENSES BY LOTTERY FOR FISCAL YEAR 2020

Lottery	Millions of Dollars					As Percentage of Sales			
	Sales	Prizes	Commissions	Expenses	Net Income	Prizes	Commissions	Expenses	Net Income
New York ⁽¹⁾⁽²⁾⁽³⁾	7,726.65	4,624.53	462.66	6.58	2,632.88	59.85%	5.99%	0.09%	34.08%
Florida	7,511.63	5,030.24	420.84	190.76	1,917.88	66.97%	5.60%	2.54%	25.53%
Texas	6,705.62	4,442.36	347.90	240.32	1,686.81	66.25%	5.19%	3.58%	25.16%
California	6,622.00	4,403.72	460.71	316.63	1,523.24	66.50%	6.96%	4.78%	23.00%
Massachusetts	5,256.83	3,865.08	300.77	104.04	986.94	73.52%	5.72%	1.98%	18.77%
Georgia	4,748.41	3,045.57	289.13	178.18	1,249.87	64.14%	6.09%	3.75%	26.32%
Pennsylvania	4,555.12	2,927.56	234.94	231.18	1,164.32	64.27%	5.16%	5.08%	25.56%
Michigan	4,256.62	2,583.56	307.68	186.72	1,189.09	60.70%	7.23%	4.39%	27.94%
Ohio ⁽¹⁾⁽²⁾⁽³⁾	3,473.08	2,259.25	233.58	127.63	852.62	65.05%	6.73%	3.67%	24.55%
New Jersey	3,260.06	1,969.61	185.20	113.39	1,015.67	60.42%	5.68%	3.48%	31.15%
North Carolina	3,021.60	1,957.59	209.19	123.95	732.50	64.79%	6.92%	4.10%	24.24%
Illinois	2,848.50	1,842.19	154.94	153.64	721.07	64.67%	5.44%	5.39%	25.31%
Maryland ⁽¹⁾⁽²⁾⁽³⁾	2,181.90	1,369.04	163.73	63.99	585.14	62.75%	7.50%	2.93%	26.82%
Virginia	2,148.61	1,318.10	120.70	116.95	595.36	61.35%	5.62%	5.44%	27.71%
South Carolina	2,110.08	1,424.23	148.22	47.04	490.59	67.50%	7.02%	2.23%	23.25%
Tennessee	1,715.82	1,092.05	120.07	67.51	437.82	63.65%	7.00%	3.93%	25.52%
Missouri	1,513.05	1,062.49	89.67	55.12	321.98	70.22%	5.93%	3.64%	21.28%
Indiana	1,384.07	914.17	94.66	72.50	313.35	66.05%	6.84%	5.24%	22.64%
Connecticut	1,305.40	822.24	72.90	63.55	347.18	62.99%	5.58%	4.87%	26.60%
Kentucky	1,203.44	801.24	71.05	59.27	272.46	66.58%	5.90%	4.93%	22.64%
Arizona	1,097.76	737.91	74.55	54.18	231.75	67.22%	6.79%	4.94%	21.11%
Washington	817.30	530.24	41.20	66.42	190.63	64.88%	5.04%	8.13%	23.32%
Wisconsin	725.65	453.52	50.92	38.49	184.28	62.50%	7.02%	5.30%	25.40%
Minnesota	668.57	423.64	44.84	45.08	155.69	63.37%	6.71%	6.74%	23.29%
Colorado	658.84	424.56	49.97	37.23	149.85	64.44%	7.58%	5.65%	22.74%
Arkansas	532.00	369.61	30.11	44.45	89.96	69.48%	5.66%	8.36%	16.91%
Louisiana	509.35	277.92	28.88	26.26	178.84	54.56%	5.67%	5.16%	35.11%
New Hampshire	392.23	246.88	23.08	23.26	99.34	62.94%	5.88%	5.93%	25.33%
Iowa	371.96	236.32	24.31	30.74	80.97	63.53%	6.54%	8.26%	21.77%
Oregon ⁽¹⁾⁽²⁾⁽³⁾	339.98	219.72	29.59	45.81	44.86	64.63%	8.70%	13.47%	13.19%
Maine	319.65	212.06	20.82	21.54	65.24	66.34%	6.51%	6.74%	20.41%
Idaho	278.27	185.85	16.23	20.87	55.77	66.79%	5.83%	7.50%	20.04%
Kansas ⁽¹⁾⁽²⁾⁽³⁾	276.09	166.53	16.24	122.25	-28.93	60.32%	5.88%	44.28%	-10.48%
Oklahoma	267.94	166.69	17.12	19.73	64.93	62.21%	6.39%	7.36%	24.23%
Rhode Island ⁽¹⁾⁽²⁾⁽³⁾	246.39	153.93	16.99	20.89	54.58	62.47%	6.90%	8.48%	22.15%
District of Columbia	214.93	128.40	13.83	34.77	38.13	59.74%	6.43%	16.18%	17.74%
W. Virginia ⁽¹⁾⁽²⁾⁽³⁾	206.63	127.85	14.47	7.84	56.47	61.87%	7.00%	3.79%	27.33%
Delaware ⁽¹⁾⁽²⁾⁽³⁾	190.67	110.00	12.95	16.04	51.68	57.69%	6.79%	8.41%	27.10%
Nebraska	183.08	108.27	12.02	20.39	42.79	59.14%	6.57%	11.14%	23.37%
Vermont	137.39	91.65	8.66	9.71	27.52	66.71%	6.30%	7.07%	20.03%
New Mexico	127.06	68.29	8.28	12.17	38.41	53.75%	6.52%	9.58%	30.23%
Montana	59.89	36.77	4.17	10.24	8.53	61.40%	6.96%	17.10%	14.24%
South Dakota ⁽¹⁾⁽²⁾⁽³⁾	59.61	36.15	3.17	2.23	18.06	60.64%	5.32%	3.75%	30.29%
North Dakota	24.51	12.67	1.19	5.07	5.59	51.69%	4.86%	20.69%	22.81%
Wyoming	24.09	13.78	1.53	5.16	3.63	57.20%	6.35%	21.42%	15.07%

(1) Only Traditional Lottery revenues reported for those Lotteries where both Traditional Lottery & Consolidated Lottery revenues exist

(2) Traditional Lottery admin and operating expenses reported as a percentage of total revenues [(Consolidated Revenues/Traditional Lottery Revenues) * Admin & Op Expenses]

(3) Traditional Lottery net income before transfers calculated as sales less prizes, commissions, and expenses

COMPARISON OF LOTTERY REVENUES AND EXPENSES PER CAPITA BY LOTTERY FOR FISCAL YEAR 2020

Lottery	Figures Per Capita					
	Population (M)	Sales	Prizes	Commissions	Expenses	Net Income
Arizona	7.2	152.47	102.49	10.35	07.53	32.19
Arkansas	3.0	177.10	123.04	10.02	14.80	29.95
California	39.5	167.65	111.49	11.66	08.02	38.56
Colorado	5.7	115.59	74.48	08.77	06.53	26.29
Connecticut	3.6	365.00	229.90	20.38	17.77	97.07
D.C.	0.7	275.14	158.73	18.69	23.15	74.57
Delaware ¹	1.0	221.58	132.37	14.26	35.85	39.31
Florida	21.5	349.38	233.96	19.57	08.87	89.20
Georgia	10.7	443.78	284.63	27.02	16.65	116.81
Idaho	1.8	154.59	103.25	09.02	11.59	30.98
Illinois	12.8	222.54	143.92	12.10	12.00	56.33
Indiana	6.7	207.63	137.14	14.20	10.88	47.01
Iowa	3.2	116.24	73.85	07.60	09.61	25.30
Kansas	2.9	94.96	57.28	05.59	42.05	-09.95
Kentucky	4.5	267.43	178.05	15.79	13.17	60.55
Louisiana	4.6	110.73	60.42	06.28	05.71	38.88
Maine	1.3	239.44	158.85	15.60	16.13	48.87
Maryland	6.1	357.69	224.43	26.84	10.49	95.92
Massachusetts	7.0	750.98	552.15	42.97	14.86	140.99
Michigan	10.0	427.29	259.34	30.89	18.74	119.36
Minnesota	5.7	117.29	74.32	07.87	07.91	27.31
Missouri	6.1	247.51	173.81	14.67	09.02	52.67
Montana	1.1	54.45	33.43	03.79	09.31	07.75
Nebraska	1.9	95.35	56.39	06.26	10.62	22.29
New Hampshire	1.4	280.16	176.34	16.49	16.61	70.96
New Jersey	9.3	350.54	211.79	19.91	12.19	109.21
New Mexico	2.1	60.85	32.71	03.97	05.83	18.40
New York	20.2	382.51	228.94	22.90	00.33	130.34
North Carolina	10.4	290.54	188.23	20.11	11.92	70.43
North Dakota	0.8	32.46	16.78	01.58	06.72	07.40
Ohio	11.8	294.33	191.46	19.79	10.82	72.26
Oklahoma	3.9	68.18	42.41	04.36	05.02	16.52
Oregon	4.2	80.95	52.31	07.05	10.91	10.68
Pennsylvania	13.0	350.39	225.20	18.07	17.78	89.56
Rhode Island ¹	1.1	232.66	145.35	16.04	19.73	51.54
South Carolina	5.1	413.74	279.26	29.06	09.22	96.19
South Dakota	0.9	68.60	41.60	03.65	02.57	20.78
Tennessee	6.9	248.67	158.27	17.40	09.78	63.45
Texas	29.1	230.43	152.66	11.96	08.26	57.97
Vermont	0.6	220.53	147.11	13.90	15.59	44.17
Virginia	8.6	249.84	153.27	14.03	13.60	69.23
Washington **	7.7	106.14	68.86	5.35	8.63	24.76
West Virginia	1.8	113.85	70.44	07.97	04.32	31.11
Wisconsin	5.8	125.22	78.26	08.79	06.64	31.80
Wyoming	0.6	41.61	23.80	02.64	08.91	06.27

Note to Table: fiscal year 2017 is the latest data available. Fiscal year ends June 30 except New York (March 31), Texas (August 31) and D.C. and Michigan (Sept. 30). 1 Source: U.S. Census Bureau; 2 Source: U.S. Bureau of Economic Analysis; 3 This data represents only revenue from traditional lottery games; 4 Prizes do not include VLT prizes paid; 5 Traditional lottery commissions only; 6 Traditional lottery expenses only; 7 Includes transfers for VLT operations; Note: If a lottery's operating statement did not include actual profits raised for government, the "government transfers" may represent the net income. ** Reflects operating income only. Source: "La Fleur's 2017 World Lottery Almanac," TLF Publications, Inc.

OUR WINNING STORY SPOTLIGHTS

Washington's Lottery and the Department of Imagination® give players across the state a chance to imagine the possibilities of what they would do if they won the Lottery. These Lottery winners have shared their tales of winning.

ARLINGTON FAMILY MAN WINS \$1 MILLION FROM WASHINGTON'S LOTTERY DURING EPIC MEGA MILLIONS JACKPOT RUN

Husband stops at Jackpot Food Mart, buys ticket just one number shy of the jackpot; will pay for daughter's wedding and family projects

Olympia, Wash. (January 21, 2021)

As the *Mega Millions* jackpot continued to grow close to \$1 billion, a local Arlington family man joined in on the excitement. He bought two *Mega Millions* tickets from the Jackpot Food Mart in Marysville, one of which turned out to be a \$1 million winner.

With the second-largest *Mega Millions* jackpot ever up for grabs, the winner was very excited to purchase the tickets since he only plays when the jackpots are really high. He doesn't play the lottery very often and has only won small prizes of \$10 or less. Needless to say, the winner was completely surprised when he realized he had all five of the correct numbers and just missed out on the Mega Ball.

"The funny thing is I actually bought two tickets. The first ticket only won \$4, so I wasn't expecting anything special when I checked the numbers for my second ticket," he said. "I couldn't believe it! I had to check my numbers three times to make sure I had won."

The winner has been an Arlington resident for the past six years and is a Machinist at Boeing. He enjoys working in the yard,

playing the drums and bass, and spending time with his family. He purchased the winning ticket at the Jackpot Food Mart located at 6031 47th Avenue NE in Marysville.

After realizing he won big, the \$1 million winner spent the day with his family and took them out to dinner. He plans to use the winnings to pay for his daughter's wedding and a new car, overdue renovation projects on their house, and to spruce up the backyard.

Mega Millions is a national lottery game. Each play is \$2. Players pick five numbers between one and 70 and one Mega Ball number between one and 25. Alternatively, players may use Quick Pick by letting the computer select their numbers. With nine winning ball combinations, the more numbers that match those drawn, the more a player will win.



JOIN THE CLUB

\$1,000,000

Odds of winning any prize in Scratch Game 1570 - \$20 'WA Millionaire's Club' are 1 in 2.97

CHERRY PIE REQUEST MAKES AUBURN FAMILY \$1 MILLION RICHER

Husband stops at Safeway to pick-up brother-in-law's favorite pie for Thanksgiving; also buys winning Scratch ticket

Olympia, Wash. (December 14, 2020)

Move over, pumpkin and so long, apple...cherry pie is the new favorite at the Thanksgiving table at Liz and Ricky's home in Auburn thanks to a special request from their holiday guest that led Ricky all over town before finding his brother-in-law's favorite flavor at the local Safeway. That's where he also bought three "WA Millionaire's Club" *Scratch* tickets from the Washington's Lottery vending machine on his way out the door, one of which turned out to be a \$1 million winner.

"We've been playing the same set of *Lotto* numbers every week since 1988 and we always have fun dreaming of winning the big one. It's our form of entertainment," said Ricky. "Sometimes we pick up some *Scratch* tickets for birthdays or Christmas... and I guess we should be extra thankful we picked up a couple for Thanksgiving, too."

While focused on family and their Thanksgiving meal, including that delicious cherry pie, the winners didn't scratch their tickets until a couple of days later. Liz and Ricky said they don't usually scratch off the part of the ticket that shows the prize amount until they're sure they have a winning match.

"When we saw the symbols match, we scratched the part that shows the prize and we saw a '1' with an 'M' next to it," said Liz. "We thought we knew what that meant, looked at each other in shock



and decided to call the Lottery office in Olympia. When the woman at the Lottery asked me how much I'd won, I actually said 'I can't tell you that. I'm too nervous.'"

Once they realized that they had, in fact, won a million dollars, the family hopped in the car for a drive to the Lottery's Headquarters office in Olympia. While public health precautions prevented them from having their "big check" moment with a giant oversized one for a picture, as Ricky said, "the regular-sized check deposits easier in the bank."

The couple said that their young son will be getting a new bike for Christmas, and each of their family members will be getting an extra-nice gift for the holiday, as well – especially Ricky's cherry pie-loving brother-in-law.

"WA Millionaire's Club" is a Scratch game from Washington's Lottery. Tickets cost \$20 each and have a top prize of \$1 million. Ricky and Liz's winning ticket was purchased at the Safeway located at 101 Auburn Way S in Auburn.

SCRATCH



SPOKANE RETIREE'S DAILY ROUTINE LEADS TO BIG LOTTERY WIN... TWICE

Husband stops at Spokane Safeway to pick up lottery tickets and wins \$100,000 after winning \$20,000 from a ticket bought at same store years earlier

Olympia, Wash. (April 5, 2021)

Pour a cup of coffee, grab the newspaper, buy a few lottery tickets, check yesterday's tickets, repeat. This simple daily routine is how retiree Henry Dohler ended up with a winning lottery ticket at the Shadle Park Safeway in Spokane, not once... but twice. Back in 2010, Henry won \$20,000 from a *Scratch* ticket he bought there and now he revisited the same Safeway and redeemed a free ticket prize to get a *Hit 5* ticket that turned out to be a \$100,000 winner.

"On Tuesday, I checked the tickets I had bought Monday and I won a free ticket," said Henry. "On Wednesday, I bought my usual tickets and got my free one too. The next day I checked them and saw I didn't win anything, but then I remembered I had the free ticket, so I made sure to check it against the numbers in the paper."

That free ticket ended up making Henry and his wife, Gloria, \$100,000 richer.

"It's like the saying goes, sometimes the best things in life are free. I had to check the ticket three times to make sure that I won," Henry said. "I just couldn't believe it. I actually felt myself getting flushed like my temperature was rising... but for a good reason."

Henry, a retiree from Western States Equipment, where he sold Caterpillar equipment parts for 46 years, says that if he wasn't 76, he might go out and buy his dream car, a 1963 Corvette Split-Window. "I can dream," he said. Instead, he and Gloria likely will use some of the extra money to plan a trip to the East Coast so they can visit family for a few weeks.

Hit 5 is a daily drawing game from Washington's Lottery. Tickets cost \$1 each, with the winning Cashpot starting at \$100,000 and increasing until someone wins. Henry's winning ticket was purchased at the Safeway located at 2507 W Wellesley Ave in Spokane.

★ ★ ★ ★ ★
HIT5



BIG WIN

\$2.7 MILLION LOTTO WINNER FROM SUNNYSIDE ALMOST THREW AWAY THE TICKET

Winner checked ticket at Washington's Lottery machine at local Safeway, didn't read the screen carefully...but double-take saved the day

Olympia, Wash. (May 7, 2021)

On May 1, the winning numbers for a \$2.7 million *Lotto* jackpot were drawn and the winner, a construction worker from the Yakima Valley, didn't know he had the winning ticket. The next morning, when he popped into the Sunnyside Safeway to buy a soda, he stopped at the Lottery vending machine to scan his ticket... and nearly missed out on the top prize.

"When you win a few bucks, the machine displays a message that asks if you want to reinvest your winnings and buy a new ticket, and when you do, you click 'OK' on the screen," said the 25-year resident of the area. "So, I just clicked 'OK' and almost tossed the ticket in the trash...but then I thought that the screen had looked a little different, so I scanned it again and it said 'Woo hoo!' and told me to contact a Lottery office."

The store's cashier told him that prizes of more than \$600 need to be claimed at a Lottery office, so he called his wife of 30 years on his way to work and said "Well, we won more than \$600, so that's cool. See you after work."

It was only when he got home that night that he looked up the winning numbers and realized that he'd won \$2.7 million.

"This certainly will make our retirement years quite a bit easier," added the winner. "Thank goodness I did that double-take and scanned the ticket again."

On Wednesday, the winner and his wife traveled to the Yakima Regional Office of Washington's Lottery, which had re-opened that very day after being closed for nearly a year due to the pandemic, and claimed the big prize.

The winning ticket was sold at the Safeway store located at 613 S 6th St in Sunnyside.

Lotto is a draw game from Washington's Lottery with drawings held three times per week. Tickets cost \$1 each for two plays. For each play, players choose six numbers between 1 and 49. All Lotto jackpots begin at \$1 million and keep growing until someone matches all six numbers to win.



RETAILER SELLING BONUSES HELP GROW BUSINESSES & COMMUNITIES

Retailers receive selling bonuses when they sell the winning jackpot/cashpot ticket for games like *Powerball*, *Mega Millions*, *Lotto* and *Hit 5*. While some bonuses are based on a percentage of the prize and others are a fixed amount, an unexpected windfall can mean big things for the retailers who receive them, not just the players who win. These are the stories of three retailers that received selling bonuses in FY21, which are among the 58 selling bonuses totaling \$422,300 paid to retailers this year. As you'll see, these bonuses are another way Lottery dollars are making an impact on communities across Washington.



PARK AVENUE FOODS TACOMA

RECEIVED \$1,000 FOR SELLING A WINNING \$100,000 HIT 5 CASHPOT TICKET.

"Our store is known for great customer service and an easy place to stop and shop, and that includes Lottery tickets. We sell a lot of Scratch, but all the games are popular. It's fun to see people when they come in with a winning ticket, even if it's just \$5. Two of our regulars won big and came in and thanked us for selling them the winning tickets, and it makes us feel special to be a part of that. When the store gets a bonus from Washington's Lottery, we reinvest it into the store to help give our customers more of what they want." – Hun Chin





Chris Eerkes

**SUN MARKET
TRI-CITIES** ≡

**RECEIVED \$5,900 FOR SELLING A WINNING
\$590,000 HIT 5 CASHPOT TICKET**

"Helping young people in our community is very important to our family and all of us at Sun Market since we started in the Tri-Cities back in 1956. We've been heavily involved supporting and raising funds for the Boys & Girls Club of Benton & Franklin Counties, Young Life, and The Children's Reading Foundation of Mid-Columbia. When it comes to Washington's Lottery, we have a saying around the office that 'When one of our customers wins, we all get to feel the winning experience.' When we get a bonus, we take that money and double it, then round it up, and surprise one of our local community groups with an impromptu donation, which can be an unexpected windfall for them. Because of that, the Boys & Girls Club recently bought a pool table and an espresso machine for their Teen Center, and it makes us all feel good to be a part of that."

- Chris Eerkes

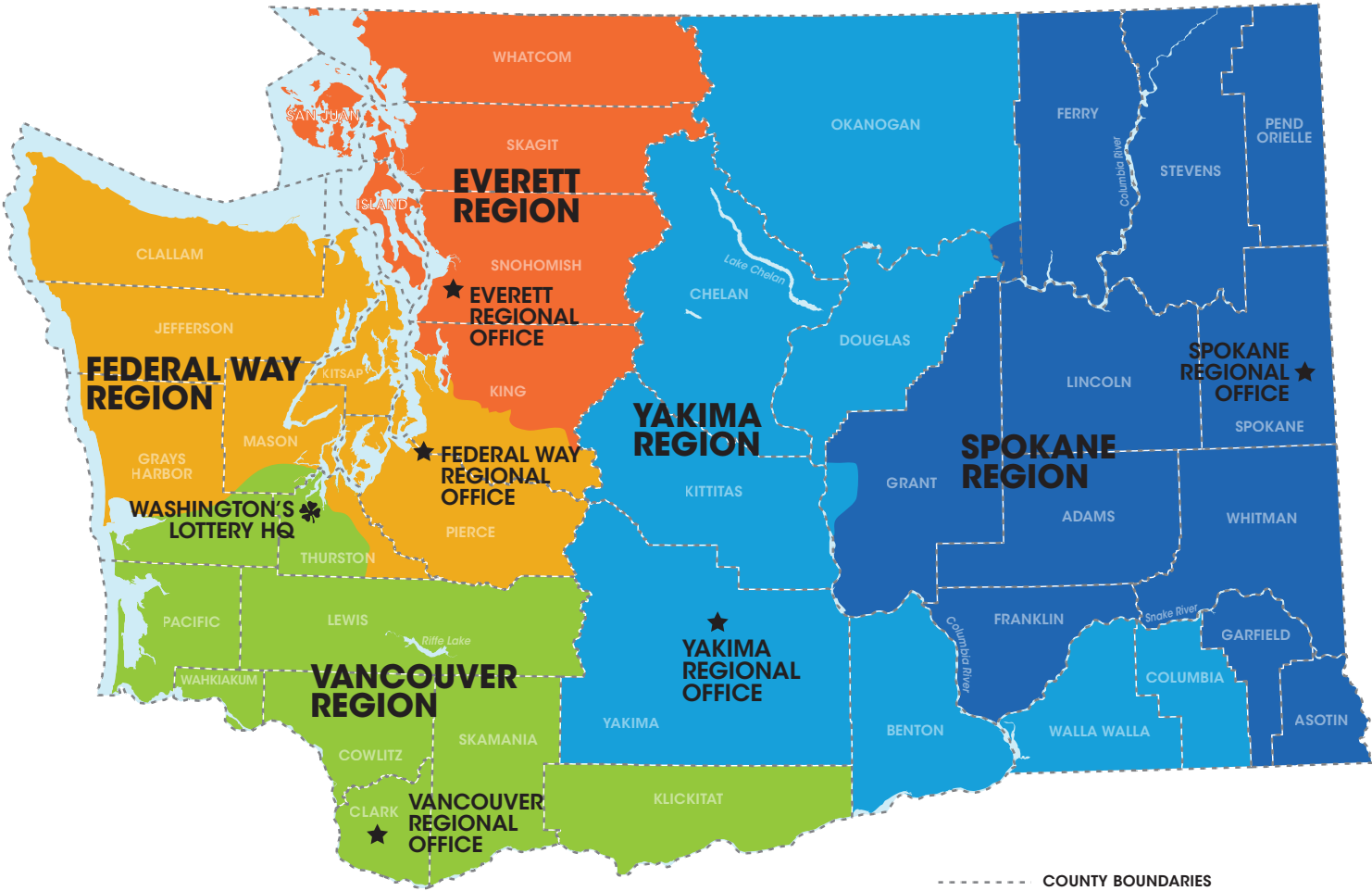
**PLAID PANTRY
VANCOUVER** ≡

**RECEIVED \$3,000 FOR SELLING A WINNING
\$300,000 HIT 5 CASHPOT TICKET (1/5/21 DRAW).
THEY ALSO RECEIVED \$3,925 FOR SELLING ONE
OF TWO WINNING TICKETS FOR A \$785,000 HIT 5
CASHPOT (2/12/21 DRAW).**

"The funds we earn as a Lottery retailer are a key element to our success as a company. Plaid Pantry is proud to reinvest its profit back into the business and the local economy. All 107 Plaid Pantry locations are very committed to the neighborhoods we serve. When one of our customers wins, it's awesome! We feel connected to all our customers and it's great to hear when one of them has something special happen. It's usually a new baby or puppy, but this was the first time someone told us they'd won \$300,000!"

- Masae Ito





----- COUNTY BOUNDARIES

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 PO BOX 43000
 Olympia, WA 98504-3000

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 Everett, WA 98208-5120

Federal Way Regional Office
 33701 9th Ave S
 Federal Way, WA 98003-6762

Vancouver Regional Office
 1503 NE 78th St Suite #4
 Vancouver, WA 98665-9668

Yakima Regional Office
 9 S 5th Ave
 Yakima, WA 98902-3432

Spokane Regional Office
 Northtown Mall
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