

2020 Contract Renewal Information

Updates at a Glance

As your FSR shared with you, 2020 is a Lottery contract renewal year. There are notable changes made to the new contract:

- Lottery is separating contracts into multiple five-year contract options which are:
 - Traditional Games**
 - Video Lottery**
 - Video and Traditional Lottery**
 - Other Lottery Games**
- Retailers cannot grant a security interest in Lottery proceeds to a third party (*for example: a retailer cannot obtain a loan with a promise to pay X% of Lottery proceeds to pay off the loan*).
- Retailers are required to provide and monitor a working email address.
- We have modified the “compliance with laws” section so we can contract with businesses that sell hemp-based CBD products. (*some CBD are still illegal federally*).
- Our Responsible Gaming training requirements have been extended beyond just Key Persons to any employee that sells or facilitates play of Lottery games.

Commission Structure

- **Traditional Lottery Retailers:** receive a flat 8% commission rate.
- **Video Lottery Retailers:** receive a dollars-played commission structure.



NEW DOLLARS PLAYED COMMISSION STRUCTURE

Dollars Played Range	Rate
\$0 - \$2,250,000	2.2%
\$2,250,000 - \$4,000,000	1.75%
\$4,000,000 - \$6,500,000	1.5%
\$6,500,000+.....	1.34%

Key Dates

Beginning February 10

You will receive an email* containing a new retail contract along with instructions on how to e-sign and return.

February 28

If you do not receive an email with the new retail contract by Friday, February 28th, **you must call Lottery Contracts at 503-540-1062** to update your email address.

June 1

All contracts must be signed and returned.

June 28

Current retail contract expires, and the new retail contract takes effect.

* Corporate accounts will receive their contract via US Mail.





New Weekly Invoice Example

- A DOLLARS IN**
Physical cash put into the Video Lottery Terminals (VLT)
- B VALIDATED BY RETAILER**
Cash slips validated by retailer.
- C NET CASH FLOW**
Physical cash remaining from Video Lottery activity. Dollars In – validated by Retailer
- D DOLLARS PLAYED**
Money wagered, accumulates with each spin/hand.
- E SALES COMMISSION**
Percent/Dollars earned based on Dollars Played.
- F AMOUNT DUE**
Amount due to the Lottery.

Invoice		
RETAILER NAME		
RETAILER ID: 123456		
Created On: 10/26/20 12:13:58		
WEEK ENDING: 10/26/20		
EFT DRAW DATE: 10/30/20		
A	Dollars In:	15,433.00
B	Validated by Retailer (-):	(11,343.30)
C	Net Cash Flow:	4,089.70
D	Dollars Played:	54,930.00
E	Sales Commission: 02.2%	1,208.46
F	AMOUNT DUE:	2,881.24

New End of Day Cash Flow Report Example

- A** Same information as current report: Dollars In, Out, and Net Sales by VLT.
- B** TOTAL DOLLARS PLAYED
Commission earned for the Retailer.
- C** Same information as current report: Cash slips validated by retailer, by VLT.

EOD Cash Flow				
RETAILER NAME				
RETAILER ID: 123456				
Created On: 10/26/20 12:13:58				
FOR DATE: 10/25/20				
VLT POS	VLT OSL NUMBER	\$IN	\$OUT	\$NET
1	6000001	0.00	0.00	0.00
2	6000002	0.00	0.00	0.00
3	6000003	20.00	6.80	13.20
4	6000004	3.00	0.35	2.65
5	6000005	5.00	3000.00	-2995.00
Totals		28.00	3007.15	-2979.15
B Total Dollars Played				54,930.00
Retailer Commission 2.2%				1,208.46
VLT POS	VLT OSL NUMBER	\$VALIDATED		
1	6000001	0.00		
2	6000002	0.00		
3	6000003	0.00		
4	6000004	0.00		
5	6000005	0.00		
Total		0.00		

Questions?
Please contact your Field Sales Representative