

IOWA LOTTERY AUTHORITY
Statement of Revenues, Expenses and Changes in Net Position
Quarter Ending Monday, December 31, 2018

	<u>Qtr Ended 12/31/2018</u>	<u>Year to Date 2019</u>
Operating revenues:		
Instant-scratch ticket sales	\$ 62,715,334.00	\$ 118,736,524.00
InstaPlay sales	2,630,112.00	6,295,968.00
Pick 3 sales	1,919,651.00	3,834,552.50
Powerball sales	16,513,969.50	25,988,977.50
Mega Millions Sales	17,756,392.00	24,482,637.00
Pick 4 sales	1,036,977.00	2,055,758.00
Lucky for Life sales	1,445,066.00	2,788,268.00
Lotto America sales	2,159,218.00	4,064,840.00
Pull-tab sales	2,684,869.25	5,413,122.79
Application fees	1,175.00	2,250.00
Other	50,145.57	51,130.93
Total operating revenues	<u>108,912,909.32</u>	<u>193,714,028.72</u>
Operating expenses:		
Scratch ticket prizes	43,715,323.92	81,763,712.92
InstaPlay prizes	1,807,972.60	4,395,947.26
Pick 3 prizes	1,142,070.60	2,272,671.50
Powerball prizes	8,051,024.09	12,405,146.59
Mega Millions prizes	9,194,044.40	12,618,819.92
Hot Lotto prizes	(11,562.00)	(46,872.00)
Pick 4 prizes	614,196.20	1,220,184.80
All or Nothing prizes	-	(354,534.99)
Lucky for Life prizes	838,148.87	1,616,881.94
Lotto America prizes	1,066,616.00	2,019,427.00
Pull-tab prizes	1,679,285.32	3,387,865.29
VIP Club prize expense	67,500.00	215,545.77
Promotional prize expense	33,948.96	60,537.49
Advertising/publicity	1,753,462.98	3,532,446.72
Retailer compensation expense	7,100,654.17	12,601,652.72
Ticket expense	811,735.08	1,553,380.40
Vendor compensation expense	1,779,141.11	3,161,744.85
Salary and benefits	2,665,808.37	5,156,175.36
Travel	65,203.97	138,775.54
Supplies	16,726.25	42,851.63
Printing	1,085.89	1,581.89
Postage	734.93	1,455.08
Communications	43,901.74	86,288.23
Rentals	77,206.01	153,751.66
Utilities	20,159.26	47,897.22
Professional fees	37,585.31	81,678.08
Vending machine maintenance	64,547.77	126,218.77
Outside services and repairs	196,747.66	404,904.59
Data processing	23,024.69	45,448.56
Equipment	92,389.10	230,076.26
Reimbursement to other state agencies	142,821.76	240,026.53
Depreciation	137,035.14	274,280.00
Other	13,384.55	30,925.33
MUSL/Lotto administrative expense	22,280.34	38,637.73
Total operating expenses	<u>83,264,205.04</u>	<u>149,525,530.64</u>
Operating income	<u>25,648,704.28</u>	<u>44,188,498.08</u>
Non-operating revenue (expenses):		
Proceeds provided to State General Fund	(25,897,972.98)	(42,018,916.26)
Proceeds provided to Veteran's Trust Fund	-	(2,500,000.00)
Interest income	71,564.63	152,358.92
Gain (Loss) on disposal of capital assets	1,825.00	4,350.00
Net non-operating revenues (expenses)	<u>(25,824,583.35)</u>	<u>(44,362,207.34)</u>
Change in net position	<u>(175,879.07)</u>	<u>(173,709.26)</u>
Net position beginning of period	4,952,363.51	4,950,193.70
Net position end of period	<u>4,776,484.44</u>	<u>4,776,484.44</u>