

IOWA LOTTERY AUTHORITY
Statement of Revenues, Expenses and Changes in Net Position
Quarter Ending Tuesday, December 31, 2019

	<u>Qtr Ended 12/31/2019</u>	<u>Year to Date 2020</u>
Operating revenues:		
Instant-scratch ticket sales	\$ 60,390,777.00	\$ 118,680,568.00
InstaPlay sales	3,532,133.00	6,046,632.00
Pick 3 sales	2,036,066.50	4,007,237.00
Powerball sales	8,993,095.50	17,695,075.50
Mega Millions Sales	5,678,566.00	10,318,293.00
Pick 4 sales	1,164,201.50	2,301,917.00
Lucky for Life sales	1,302,458.00	2,670,816.00
Lotto America sales	1,675,997.00	3,352,140.00
Pull-tab sales	2,772,070.52	5,569,916.52
Application fees	975.00	1,800.00
Other	2,327.03	3,739.15
Total operating revenues	<u>87,548,667.05</u>	<u>170,648,134.17</u>
Operating expenses:		
Scratch ticket prizes	41,556,179.87	80,302,938.87
InstaPlay prizes	2,524,956.98	4,264,213.84
Pick 3 prizes	1,221,639.90	2,404,342.20
Powerball prizes	4,497,561.50	8,852,362.00
Mega Millions prizes	2,839,283.00	5,159,146.50
Pick 4 prizes	966,295.50	1,648,924.80
Lucky for Life prizes	762,912.03	1,569,877.53
Lotto America prizes	837,998.50	1,676,070.00
Pull-tab prizes	1,731,543.88	3,482,325.83
Advertising/publicity	1,961,435.31	3,812,916.56
Retailer compensation expense	5,710,263.00	11,132,219.92
Ticket expense	786,585.16	1,547,078.65
Vendor compensation expense	1,429,034.21	2,776,033.57
Salary and benefits	2,626,526.73	5,173,735.36
Travel	62,883.42	138,248.40
Supplies	34,588.64	50,260.14
Printing	546.90	731.70
Postage	734.42	1,472.98
Communications	45,332.48	90,696.90
Rentals	79,340.78	158,926.24
Utilities	19,117.42	46,197.70
Professional fees	37,996.00	73,862.41
Vending machine maintenance	64,512.00	128,016.00
Outside services and repairs	179,630.15	393,472.46
Data processing	30,555.42	64,126.02
Equipment	92,398.99	176,063.06
Reimbursement to other state agencies	143,443.33	238,143.88
Depreciation	121,137.85	251,960.45
Other	14,133.15	32,630.32
MUSL/Lotto administrative expense	8,375.56	16,660.30
Total operating expenses	<u>70,386,942.08</u>	<u>135,663,654.59</u>
Operating income	<u>17,161,724.97</u>	<u>34,984,479.58</u>
Non-operating revenue (expenses):		
Proceeds to state causes	(17,526,213.82)	(35,340,566.13)
Interest income	92,783.57	203,172.90
Gain (Loss) on disposal of capital assets	(25.00)	1,725.00
Net non-operating revenues (expenses)	<u>(17,433,455.25)</u>	<u>(35,135,668.23)</u>
Change in net position	<u>(271,730.28)</u>	<u>(151,188.65)</u>
Net position beginning of period	4,923,197.08	4,802,655.45
Net position end of period	<u>4,651,466.80</u>	<u>4,651,466.80</u>