

**IOWA LOTTERY AUTHORITY**  
**Statement of Revenues, Expenses and Changes in Net Position**  
**Quarter Ending Friday, December 31, 2021**

|                                           | <u>Qtr Ended 12/31/2021</u> | <u>Year to Date 2022</u> |
|-------------------------------------------|-----------------------------|--------------------------|
| Operating revenues:                       |                             |                          |
| Instant-scratch ticket sales              | \$ 73,788,624.00            | \$ 146,655,438.00        |
| InstaPlay sales                           | 5,316,097.00                | 10,657,376.00            |
| Pick 3 sales                              | 2,330,626.00                | 4,642,086.50             |
| Powerball sales                           | 14,482,806.00               | 28,753,564.50            |
| Mega Millions Sales                       | 4,543,042.00                | 10,770,250.00            |
| Pick 4 sales                              | 1,418,299.00                | 2,763,097.50             |
| Lucky for Life sales                      | 2,075,218.00                | 3,948,864.00             |
| Lotto America sales                       | 1,548,244.00                | 3,068,333.00             |
| Pull-tab sales                            | 3,210,257.23                | 6,298,664.50             |
| Application fees                          | 875.00                      | 3,400.00                 |
| Other                                     | 7,616.88                    | 10,349.96                |
| Total operating revenues                  | <u>108,721,705.11</u>       | <u>217,571,423.96</u>    |
| Operating expenses:                       |                             |                          |
| Scratch ticket prizes                     | 49,855,776.34               | 98,483,670.34            |
| InstaPlay prizes                          | 3,796,494.48                | 7,577,395.59             |
| Pick 3 prizes                             | 1,398,375.60                | 2,785,251.90             |
| Powerball prizes                          | 7,244,513.00                | 14,380,043.00            |
| Mega Millions prizes                      | 2,255,736.66                | 5,369,340.66             |
| Pick 4 prizes                             | 850,979.40                  | 1,657,858.50             |
| Lucky for Life prizes                     | 1,233,370.25                | 2,343,277.50             |
| Lotto America prizes                      | 774,122.00                  | 1,534,166.50             |
| Pull-tab prizes                           | 2,007,013.39                | 3,933,754.02             |
| Advertising/publicity                     | 2,035,108.29                | 4,146,328.66             |
| Retailer compensation expense             | 7,133,861.03                | 14,260,310.61            |
| Ticket expense                            | 827,795.77                  | 1,630,316.54             |
| Vendor compensation expense               | 1,677,374.61                | 3,351,752.62             |
| Salary and benefits                       | 2,618,171.36                | 5,337,643.93             |
| Travel                                    | 62,299.04                   | 129,576.17               |
| Supplies                                  | 12,886.71                   | 58,853.18                |
| Postage                                   | 910.89                      | 1,803.43                 |
| Communications                            | 46,101.03                   | 87,431.94                |
| Rentals                                   | 52,528.42                   | 105,564.57               |
| Utilities                                 | 19,865.80                   | 45,053.11                |
| Professional fees                         | 27,544.16                   | 53,745.64                |
| Vending machine maintenance               | 68,544.00                   | 134,064.00               |
| Outside services and repairs              | 358,751.54                  | 603,114.10               |
| Data processing                           | 32,203.34                   | 64,294.36                |
| Equipment                                 | 107,993.80                  | 140,084.46               |
| Reimbursement to other state agencies     | 148,744.01                  | 256,779.47               |
| Depreciation                              | 127,537.18                  | 246,386.88               |
| Other                                     | 12,480.24                   | 27,523.51                |
| MUSL/Lotto administrative expense         | 8,740.43                    | 16,738.02                |
| Total operating expenses                  | <u>84,795,822.77</u>        | <u>168,762,123.21</u>    |
| Operating income                          | <u>23,925,882.34</u>        | <u>48,809,300.75</u>     |
| Non-operating revenue (expenses):         |                             |                          |
| Proceeds to state causes                  | (24,242,707.69)             | (49,134,669.37)          |
| Interest income                           | (7,431.62)                  | 24,488.56                |
| Gain (Loss) on disposal of capital assets | 20,997.00                   | 31,397.00                |
| Net non-operating revenues (expenses)     | <u>(24,229,142.31)</u>      | <u>(49,078,783.81)</u>   |
| Change in net position                    | <u>(303,259.97)</u>         | <u>(269,483.06)</u>      |
| Net position beginning of period          | <u>4,435,326.46</u>         | <u>4,401,549.55</u>      |
| Net position end of period                | <u>4,132,066.49</u>         | <u>4,132,066.49</u>      |