

IOWA LOTTERY AUTHORITY
STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET ASSETS
FOR THE QUARTER ENDED DECEMBER 31, 2012

	<u>Quarter ended</u> <u>December 31, 2012</u>	<u>Year-to-date</u> <u>December 31, 2012</u>
OPERATING REVENUES		
Instant-scratch ticket sales	\$48,574,127	\$92,235,221
Pick 3 sales	1,697,508	3,370,141
Powerball sales	24,094,178	42,155,915
Mega Millions sales	3,031,977	6,618,098
Hot Lotto sales	3,084,231	5,698,096
Pick 4 sales	771,601	1,495,391
\$100,000 Cash Game sales	1,151,371	2,250,894
Pull-tab sales	4,148,304	8,300,870
Application fees	2,300	3,250
Other revenue	3,314	9,422
Total operating revenues	86,558,911	162,137,298
OPERATING EXPENSES		
Scratch ticket prize expense	30,688,286	58,545,602
Pick 3 prize expense	1,005,395	1,994,685
Powerball prize expense	11,594,600	20,433,636
Mega Millions prize expense	1,519,263	3,333,836
Hot Lotto prize expense	1,505,325	2,730,715
Pick 4 prize expense	450,405	875,469
\$100,000 Cash Game prize expense	616,057	1,204,317
Pull-tab prize expense	2,594,967	5,195,536
VIP Club expense	491,067	983,014
Promotional prize expense	57,439	81,824
Advertising/publicity	1,507,071	3,067,514
Retailer compensation expense	5,841,298	10,659,101
Ticket expense	837,089	1,531,735
Vendor compensation expense	1,766,613	3,276,481
Online game expense	230,088	230,088
Salary and benefits	2,271,527	4,639,853
Travel	99,900	205,381
Supplies	16,189	46,375
Printing	5,621	6,700
Postage	1,998	3,018
Communications	38,535	71,527
Rentals	74,116	149,191
Utilities	27,148	48,575
Professional fees	12,798	38,592
Vending machine maintenance	133,953	268,153
Outside services and repairs	71,407	138,729
Data processing	13,030	27,100
Equipment	132,950	185,413
Reimbursement to other		
state agencies	135,405	217,785
Depreciation	60,849	121,697
Other	34,410	46,342
MUSL administrative expense	9,262	18,525
Total operating expenses	63,844,061	120,376,509
Operating income (loss)	22,714,850	41,760,789

