

IOWA LOTTERY AUTHORITY
STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET ASSETS
FOR THE QUARTER ENDED SEPTEMBER 30, 2012

	<u>Quarter ended</u> <u>September 30, 2012</u>
OPERATING REVENUES	
Instant-scratch ticket sales	\$43,661,094
Pick 3 sales	1,672,633
Powerball sales	18,061,737
Mega Millions sales	3,586,121
Hot Lotto sales	2,613,865
Pick 4 sales	723,790
\$100,000 Cash Game sales	1,099,523
Pull-tab sales	4,152,566
Application fees	950
Other revenue	6,108
Total operating revenues	<u>75,578,387</u>
OPERATING EXPENSES	
Scratch ticket prize expense	27,857,316
Pick 3 prize expense	989,290
Powerball prize expense	8,839,036
Mega Millions prize expense	1,814,573
Hot Lotto prize expense	1,225,390
Pick 4 prize expense	425,064
\$100,000 Cash Game prize expense	588,260
Pull-tab prize expense	2,600,569
VIP Club expense	491,947
Promotional prize expense	24,385
Advertising/publicity	1,560,443
Retailer compensation expense	4,817,803
Ticket expense	694,646
Vendor compensation expense	1,509,868
Salary and benefits	2,368,326
Travel	105,481
Supplies	30,186
Printing	1,079
Postage	1,020
Communications	32,992
Rentals	75,075
Utilities	21,427
Professional fees	25,794
Vending machine maintenance	134,200
Outside services and repairs	67,322
Data processing	14,070
Equipment	52,463
Reimbursement to other	
state agencies	82,380
Depreciation	60,848
Other	11,932
MUSL administrative expense	9,263
Total operating expenses	<u>56,532,448</u>
Operating income (loss)	<u>19,045,939</u>

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Non-operating revenues (expenses)	
Proceeds deposited to:	
State General Fund	(18,054,228)
Veterans Trust Fund	(820,592)
Interest income	48,559
Interest expense	(9,030)
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Net non-operating revenues (expenses)	(18,835,291)
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Change in net assets	210,648
Net assets, beginning of period	5,195,960
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Net assets, end of period	\$5,406,608
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