

IOWA LOTTERY AUTHORITY
STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET POSITION
FOR THE QUARTER ENDED DECEMBER 31, 2014

	<u>Quarter ended</u> <u>December 31, 2014</u>	<u>Year-to-date</u> <u>December 31, 2014</u>
OPERATING REVENUES		
Instant-scratch ticket sales	51,837,203.00	\$99,677,106.00
Pick 3 sales	1,741,852.50	3,409,206.00
Powerball sales	11,008,555.00	22,416,256.00
Mega Millions sales	5,595,318.00	9,357,897.00
Hot Lotto sales	2,288,616.00	5,464,524.00
Pick 4 sales	804,285.00	1,563,304.50
All or Nothing Sales	1,115,396.00	2,391,188.00
Monopoly Millionaires' Club sales	591,605.00	591,605.00
Pull-tab sales	4,023,144.74	8,032,762.48
Application fees	600.00	1,400.00
Other revenue	1,369.38	2,706.26
Total operating revenues	<u>79,007,944.62</u>	<u>152,907,955.24</u>
OPERATING EXPENSES		
Scratch ticket prize expense	33,995,739.49	65,101,378.54
Pick 3 prize expense	1,031,691.50	2,012,363.60
Powerball prize expense	5,372,897.50	10,819,882.00
Mega Millions prize expense	2,578,008.43	4,427,797.93
Hot Lotto prize expense	1,064,238.00	2,614,105.86
Pick 4 prize expense	545,088.60	1,001,876.10
All or Nothing prize expense	674,928.16	1,446,912.41
Monopoly Millionaires' Club prize expense	783,214.45	783,214.45
Pull-tab prize expense	2,518,590.06	5,025,276.34
VIP Club expense	63,059.93	150,810.90
Promotional prize expense	51,095.54	75,706.35
Advertising/publicity	1,759,706.36	3,460,241.42
Retailer compensation expense	5,086,115.39	9,827,923.38
Ticket expense	824,317.85	1,539,824.33
Vendor compensation expense	1,604,448.42	3,092,288.42
Online game expense	6,563.40	6,563.40
Salary and benefits	2,437,180.28	4,823,028.67
Travel	155,455.67	245,099.51
Supplies	19,719.25	55,836.97
Printing	1,693.50	1,782.25
Postage	948.95	1,895.53
Communications	45,305.18	84,640.50
Rentals	75,475.45	152,252.05
Utilities	32,832.81	86,552.58
Professional fees	58,371.77	85,973.74
Vending machine maintenance	146,212.37	288,016.18
Outside services and repairs	228,808.33	433,351.82
Data processing	25,047.30	49,335.90
Equipment	244,988.94	302,480.35
Reimbursement to other state agencies	127,390.90	219,402.93
Depreciation	55,739.82	116,087.33
Other	35,799.41	61,536.85
MUSL/Lotto administrative expense	35,443.40	61,531.84
Total operating expenses	<u>61,686,116.41</u>	<u>118,454,970.43</u>
Operating income (loss)	<u>17,321,828.21</u>	<u>34,452,984.81</u>
Non-operating revenues (expenses)		
Proceeds deposited to:		
State General Fund	(16,170,306.36)	(32,100,911.05)
Veterans Trust Fund	(269,749.34)	(1,316,288.81)
Interest income	18,196.25	21,066.71
Interest expense	-	(4,172.48)
Gain/(Loss) on disposal of capital assets	6,220.00	(361,546.29)
Net non-operating revenues (expenses)	<u>(16,415,639.45)</u>	<u>(33,761,851.92)</u>
Change in net position	<u>906,188.76</u>	<u>691,132.89</u>
Net position, beginning of period	<u>9,298,799.92</u>	<u>9,513,855.79</u>
Net position, end of period	<u>10,204,988.68</u>	<u>10,204,988.68</u>