

**IOWA LOTTERY AUTHORITY**  
**SCHEDULE OF ECONOMIC BENEFITS**

**June 30, 2013**  
**FINAL**

|  |                             |                                      |
|--|-----------------------------|--------------------------------------|
| <b>Proceeds to Iowa Plan</b>                   |                             | \$170,318,439                        |
| <b>Proceeds to CLEAN fund</b>                  |                             | \$35,894,355                         |
| <b>Proceeds to Special Appropriations</b>      |                             | \$13,773,572                         |
| <b>Proceeds to Gambler's Treatment Program</b> |                             | 15,732,208                           |
| <b>Proceeds to the State General Fund:</b>     |                             |                                      |
| Prior to Fiscal Year 2013                      | \$1,148,408,257             |                                      |
| Fiscal Year 2013                               |                             |                                      |
| Transferred                                    | 61,053,565                  |                                      |
| Payable  | 21,710,440                  |                                      |
|  | <u>                    </u> | 1,231,172,262                        |
| <b>Proceeds to the Veterans Trust Fund:</b>    |                             |                                      |
| Prior to Fiscal Year 2013                      | \$11,269,796                |                                      |
| Fiscal Year 2013                               |                             |                                      |
| Transferred                                    | 1,843,716                   |                                      |
| Payable  | 283,008                     |                                      |
|  | <u>                    </u> | <u>13,396,520</u>                    |
| <b>Total</b>                                   |                             | <u><u><b>\$1,480,287,356</b></u></u> |

**IOWA LOTTERY AUTHORITY**  
**STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET POSITION**  
**FOR THE MONTH AND YEAR ENDED JUNE 30, 2013**

**FINAL**

|  | <b>Month ended<br/>June 30, 2013</b> | <b>Month ended<br/>June 30, 2012</b> | <b>Year-to-date<br/>June 30, 2013</b> | <b>Year-to-date<br/>June 30, 2012</b> |
|--|--------------------------------------|--------------------------------------|---------------------------------------|---------------------------------------|
| <b>OPERATING REVENUES</b>                |                                      |                                      |                                       |                                       |
| Instant-scratch ticket sales             | \$15,673,969                         | \$14,399,227                         | \$202,299,747                         | \$188,814,325                         |
| Pick 3 sales                             | \$552,890                            | 560,473                              | 6,804,870                             | 6,743,717                             |
| Powerball sales                          | \$4,237,153                          | 5,340,243                            | 81,385,271                            | 57,934,104                            |
| Mega Millions sales                      | \$876,984                            | 1,249,582                            | 13,317,888                            | 22,293,152                            |
| Hot Lotto sales                          | \$1,323,979                          | 844,273                              | 11,664,946                            | 10,525,347                            |
| Pick 4 sales                             | \$255,630                            | 230,015                              | 3,085,784                             | 2,788,613                             |
| \$100,000 Cash Game sales                | \$364,120                            | 372,492                              | 4,483,605                             | 4,314,098                             |
| Pull-tab sales                           | \$1,207,658                          | 1,289,550                            | 16,209,309                            | 17,438,369                            |
| Application fees                         | \$225                                | 350                                  | 5,125                                 | 4,075                                 |
| Other revenue                            | \$557                                | 35,263                               | 11,706                                | 212,884                               |
| <b>Total operating revenues</b>          | <b>24,493,165</b>                    | <b>24,321,468</b>                    | <b>339,268,251</b>                    | <b>311,068,684</b>                    |
| <b>OPERATING EXPENSES</b>                |                                      |                                      |                                       |                                       |
| Scratch ticket prize expense             | 10,061,739                           | 8,723,307                            | 128,096,203                           | 116,954,213                           |
| Pick 3 prize expense                     | 328,094                              | 330,894                              | 4,009,581                             | 3,993,780                             |
| Powerball prize expense                  | 2,003,622                            | 2,625,581                            | 39,682,727                            | 28,287,777                            |
| Mega Millions prize expense              | 435,669                              | 632,489                              | 6,538,181                             | 11,307,020                            |
| Hot Lotto prize expense                  | 651,601                              | 410,880                              | 5,652,815                             | 5,118,123                             |
| Pick 4 prize expense                     | 146,918                              | 135,924                              | 1,812,515                             | 1,634,063                             |
| \$100,000 Cash Game prize expense        | 203,733                              | 198,412                              | 2,740,099                             | 2,175,236                             |
| Pull-tab prize expense                   | 753,682                              | 804,187                              | 10,140,042                            | 10,912,790                            |
| VIP Club prize expense                   | 160,274                              | 160,714                              | 1,950,002                             | 1,907,142                             |
| Promotional prize expense                | 43,292                               | 29,129                               | 179,603                               | 152,303                               |
| Advertising/publicity                    | 705,518                              | 670,821                              | 6,603,905                             | 6,605,304                             |
| Retailer compensation expense            | 1,648,361                            | 1,846,422                            | 22,116,797                            | 20,125,497                            |
| Ticket expense                           | 351,554                              | 229,233                              | 3,945,970                             | 3,115,487                             |
| Vendor compensation expense              | 471,035                              | 468,702                              | 6,885,203                             | 6,204,116                             |
| Online game expense                      | 65,575                               | -                                    | 295,663                               | -                                     |
| Salary and benefits                      | 891,206                              | 904,861                              | 9,375,334                             | 9,120,063                             |
| Travel                                   | 38,259                               | 36,777                               | 425,300                               | 451,040                               |
| Supplies                                 | 3,516                                | 11,211                               | 100,620                               | 147,091                               |
| Printing                                 | 792                                  | 589                                  | 13,459                                | 15,031                                |
| Postage                                  | 369                                  | 289                                  | 6,337                                 | 6,238                                 |
| Communications                           | 21,192                               | 12,967                               | 155,755                               | 130,366                               |
| Rentals                                  | 24,873                               | 26,900                               | 304,452                               | 290,595                               |
| Utilities                                | 6,020                                | 6,377                                | 103,386                               | 97,579                                |
| Professional fees                        | 31,334                               | 44,292                               | 125,004                               | 165,225                               |
| Vending machine maintenance              | 47,052                               | 44,818                               | 577,841                               | 537,941                               |
| Outside services and repairs             | 56,834                               | 229,403                              | 326,659                               | 460,445                               |
| Data processing                          | 4,916                                | 4,207                                | 57,072                                | 50,320                                |
| Equipment                                | 93,111                               | 373,482                              | 380,142                               | 719,188                               |
| Reimbursement to other<br>state agencies | 31,669                               | 34,876                               | 415,056                               | 433,436                               |
| Depreciation                             | 23,879                               | 18,899                               | 245,805                               | 173,611                               |
| Other                                    | (10,930)                             | (20,387)                             | 67,345                                | 56,009                                |
| MUSL administrative expense              | 3,087                                | 3,759                                | 37,050                                | 45,106                                |
| <b>Total operating expenses</b>          | <b>19,297,846</b>                    | <b>19,000,015</b>                    | <b>253,365,923</b>                    | <b>231,392,135</b>                    |
| <b>Operating income</b>                  | <b>5,195,319</b>                     | <b>5,321,453</b>                     | <b>85,902,328</b>                     | <b>79,676,549</b>                     |

**IOWA LOTTERY AUTHORITY**  
**STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET POSITION**  
**FOR THE MONTH AND YEAR ENDED JUNE 30, 2013**

**FINAL**

|  | <b>Month ended<br/>June 30, 2013</b> | <b>Month ended<br/>June 30, 2012</b> | <b>Year-to-date<br/>June 30, 2013</b> | <b>Year-to-date<br/>June 30, 2012</b> |
|--|--------------------------------------|--------------------------------------|---------------------------------------|---------------------------------------|
| <b>Non-operating revenues (expenses)</b>     |                                      |                                      |                                       |                                       |
| Proceeds deposited to:                       |                                      |                                      |                                       |                                       |
| State General Fund                           | (4,358,219)                          | (5,047,647)                          | (82,764,005)                          | (76,012,455)                          |
| Veterans Trust Fund                          | (85,198)                             | (78,236)                             | (2,126,724)                           | (2,719,494)                           |
| Interest Income                              | 11,094                               | 8,818                                | 110,073                               | 105,755                               |
| Interest expense                             | (362)                                | (3,010)                              | (33,453)                              | (39,134)                              |
| <b>Net non-operating revenues (expenses)</b> | <b>(4,432,685)</b>                   | <b>(5,120,075)</b>                   | <b>(84,814,109)</b>                   | <b>(78,665,328)</b>                   |
| <b>Change in net position</b>                | <b>762,634</b>                       | <b>201,378</b>                       | <b>1,088,219</b>                      | <b>1,011,221</b>                      |
| Net position, beginning<br>of period         | 5,521,545                            | 4,994,582                            | 5,195,960                             | 4,184,739                             |
| <b>Net position, end<br/>of period</b>       | <b>\$6,284,179</b>                   | <b>\$5,195,960</b>                   | <b>\$6,284,179</b>                    | <b>\$5,195,960</b>                    |