

IOWA LOTTERY AUTHORITY
STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET POSITION
FOR THE QUARTER ENDED DECEMBER 31, 2013

| | Quarter ended December 31, 2013 | Year-to-date December 31, 2013 |
|-----------------------------------|--|---|
| OPERATING REVENUES | | |
| Instant-scratch ticket sales | \$46,229,269 | \$91,230,767 |
| Pick 3 sales | 1,741,654 | 3,430,936 |
| Powerball sales | 12,816,120 | 33,942,394 |
| Mega Millions sales | 9,388,302 | 12,685,577 |
| Hot Lotto sales | 2,219,883 | 4,937,258 |
| Raffle sales | 242,960 | 242,960 |
| Pick 4 sales | 821,663 | 1,588,593 |
| \$100,000 Cash Game sales | 1,112,135 | 2,227,464 |
| Pull-tab sales | 3,909,762 | 7,954,487 |
| Application fees | 1,200 | 2,125 |
| Other revenue | 1,244 | 5,909 |
| Total operating revenues | 78,484,192 | 158,248,470 |
| OPERATING EXPENSES | | |
| Scratch ticket prize expense | 29,204,808 | 58,329,278 |
| Pick 3 prize expense | 1,032,613 | 2,023,354 |
| Powerball prize expense | 6,102,269 | 16,419,561 |
| Mega Millions prize expense | 4,746,387 | 6,385,884 |
| Hot Lotto prize expense | 1,059,533 | 2,373,913 |
| Raffle prize expense | 101,536 | 101,536 |
| Pick 4 prize expense | 489,263 | 934,496 |
| \$100,000 Cash Game prize expense | 594,814 | 1,191,387 |
| Pull-tab prize expense | 2,450,241 | 4,987,334 |
| VIP Club expense | 0 | 245,000 |
| Promotional prize expense | 22,449 | 123,660 |
| Advertising/publicity | 1,744,400 | 3,634,697 |
| Retailer compensation expense | 5,057,430 | 10,133,669 |
| Ticket expense | 742,010 | 1,595,231 |
| Vendor compensation expense | 1,592,135 | 3,218,510 |
| Salary and benefits | 2,268,945 | 4,727,882 |
| Travel | 97,151 | 205,857 |
| Supplies | 14,832 | 58,154 |
| Printing | 617 | 6,609 |
| Postage | 949 | 1,758 |
| Communications | 58,943 | 93,970 |
| Rentals | 75,957 | 151,873 |
| Utilities | 28,391 | 50,106 |
| Professional fees | 20,235 | 40,973 |
| Vending machine maintenance | 142,247 | 283,370 |
| Outside services and repairs | 98,683 | 208,182 |
| Data processing | 22,669 | 45,095 |
| Equipment | 103,842 | 138,013 |
| Reimbursement to other | | |
| state agencies | 128,449 | 214,626 |
| Depreciation | 71,921 | 145,068 |
| Other | 26,003 | 43,685 |
| MUSL administrative expense | 13,301 | 26,602 |
| Total operating expenses | 58,113,023 | 118,139,333 |
| Operating income (loss) | 20,371,169 | 40,109,137 |

IOWA LOTTERY AUTHORITY
STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET POSITION
FOR THE QUARTER ENDED DECEMBER 31, 2013

| | <u>Quarter ended December 31, 2013</u> | <u>Year-to-date December 31, 2013</u> |
|--|--|---|
| Non-operating revenues (expenses) | | |
| Proceeds deposited to: | | |
| State General Fund | (20,144,893) | (39,217,092) |
| Veterans Trust Fund | (179,796) | (849,040) |
| Interest income | 15,823 | 24,046 |
| | <hr/> | <hr/> |
| Net non-operating revenues (expenses) | (20,308,866) | (40,042,086) |
| | <hr/> | <hr/> |
| Change in net position | 62,303 | 67,051 |
| Net position, beginning of period | 6,288,927 | 6,284,179 |
| | <hr/> | <hr/> |
| Net position, end of period | \$6,351,230 | \$6,351,230 |
| | <hr/> <hr/> | <hr/> <hr/> |