

IOWA LOTTERY AUTHORITY
STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET POSITION
FOR THE QUARTER ENDED DECEMBER 31, 2015

	<u>Quarter ended December 31, 2015</u>	<u>Year-to-date December 31, 2015</u>
OPERATING REVENUES		
Instant-scratch ticket sales	55,753,374.00	\$107,840,971.00
Pick 3 sales	1,837,589.00	3,677,670.00
Powerball sales	12,178,727.50	24,541,533.50
Mega Millions sales	3,950,581.00	7,442,054.00
Hot Lotto sales	2,353,144.00	4,660,080.00
Pick 4 sales	856,896.50	1,743,306.00
All or Nothing Sales	1,057,437.00	2,117,835.00
Pull-tab sales	3,795,373.42	7,640,025.03
Application fees	1,100.00	2,000.00
Other revenue	2,362.71	3,590.68
Total operating revenues	<u>81,786,585.13</u>	<u>159,669,065.21</u>
OPERATING EXPENSES		
Scratch ticket prize expense	36,954,071.23	70,490,112.70
Pick 3 prize expense	1,086,823.40	2,174,272.00
Powerball prize expense	5,973,293.50	12,038,426.00
Mega Millions prize expense	1,907,901.50	3,608,986.00
Hot Lotto prize expense	1,123,373.65	2,239,036.65
Pick 4 prize expense	500,637.90	1,026,443.60
All or Nothing prize expense	627,992.20	1,254,745.17
Monopoly Millionaires' Club prize expense	(14,945.00)	(14,945.00)
Pull-tab prize expense	2,372,412.69	4,778,515.35
VIP Club expense	69,759.33	141,183.10
Promotional prize expense	19,680.54	64,793.20
Advertising/publicity	1,769,695.72	3,417,972.75
Retailer compensation expense	5,342,166.32	10,361,760.37
Ticket expense	818,581.48	1,502,870.16
Vendor compensation expense	1,672,620.88	3,250,333.32
Salary and benefits	2,486,188.19	5,030,723.43
Travel	65,010.23	139,551.03
Supplies	41,728.61	79,575.94
Printing	170.00	263.80
Postage	1,040.67	2,153.79
Communications	41,596.66	78,541.66
Rentals	76,434.65	153,587.86
Utilities	16,249.78	39,812.68
Professional fees	22,820.80	48,751.55
Vending machine maintenance	151,222.28	296,616.97
Outside services and repairs	214,881.68	417,333.21
Data processing	31,888.58	61,727.31
Equipment	98,017.10	227,139.83
Reimbursement to other		
state agencies	124,213.42	220,100.02
Depreciation	83,315.46	163,784.76
Other	13,031.80	29,617.61
MUSL/Lotto administrative expense	28,011.61	56,023.20
Total operating expenses	<u>63,719,886.86</u>	<u>123,379,810.02</u>
Operating income (loss)	<u>18,066,698.27</u>	<u>36,289,255.19</u>
Non-operating revenues (expenses)		
Proceeds deposited to:		
State General Fund	(17,967,737.51)	(33,572,462.28)
Veterans Trust Fund	-	(2,500,000.00)
Interest income	96,627.39	110,796.27
Gain/(Loss) on disposal of capital assets	19,500.00	24,250.00
Net non-operating revenues (expenses)	<u>(17,851,610.12)</u>	<u>(35,937,416.01)</u>
Change in net position	215,088.15	351,839.18
Net position, beginning of period	<u>5,935,088.81</u>	<u>5,798,337.78</u>
Net position, end of period	<u>6,150,176.96</u>	<u>6,150,176.96</u>