

**IOWA LOTTERY AUTHORITY**  
**STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET POSITION**  
**FOR THE QUARTER ENDED MARCH 31, 2016**

	Quarter ended March 31st, 2016	Year-to-date March 31st, 2016
<b>Operating revenues:</b>		
Instant-scratch ticket sales	\$64,031,074.00	\$171,872,045.00
Pick 3 sales	1,865,840.50	5,543,510.50
Powerball sales	36,481,625.50	61,023,159.00
Mega Millions Sales	3,534,492.00	10,976,546.00
Hot Lotto sales	2,118,287.00	6,778,367.00
Pick 4 sales	873,018.50	2,616,324.50
All or Nothing sales	990,947.00	3,108,782.00
Lucky for Life sales	1,382,198.00	1,382,198.00
Pull-tab sales	3,789,178.92	11,429,203.95
Application fees	925.00	2,925.00
Other	20,674.72	24,265.40
<b>Total operating revenues</b>	<b>115,088,261.14</b>	<b>274,757,326.35</b>
<b>Operating expenses:</b>		
Scratch ticket	42,362,867.18	112,852,979.88
Pick 3	1,106,994.30	3,281,266.30
Powerball	17,925,397.50	29,963,823.50
Mega Millions	1,713,586.00	5,322,572.00
Hot Lotto	1,025,967.50	3,265,004.15
Pick 4	510,736.10	1,537,179.70
All or Nothing	586,400.01	1,841,145.18
Monopoly Millionaires' Club	(6,107.29)	(21,052.29)
Lucky for Life	1,038,961.86	1,038,961.86
Pull-tab	2,369,036.82	7,147,552.17
VIP Club prize expense	14,571.19	155,754.29
Promotional	76,450.62	141,243.82
Advertising/publicity	1,712,895.10	5,130,867.85
Retailer compensation expense	7,381,001.71	17,742,762.08
Ticket expense	1,036,670.04	2,539,540.20
Vendor compensation expense	2,434,285.02	5,684,618.34
Salary and benefits	2,478,375.64	7,509,099.07
Travel	70,527.21	210,078.24
Supplies	21,336.77	100,912.71
Printing	453.80	717.60
Postage	3,539.02	5,692.81
Communications	39,139.59	117,681.25
Rentals	77,762.86	231,350.72
Utilities	22,853.40	62,666.08
Professional fees	21,460.97	70,212.52
Vending machine maintenance	151,172.28	447,789.25
Outside services and repairs	146,805.89	564,139.10
Data processing	30,964.00	92,691.31
Equipment	95,124.09	322,263.92
Reimbursement to other state agencies	86,948.96	307,048.98
Depreciation	84,444.99	248,229.75
Other	12,991.24	42,608.85
MUSL/Lotto administrative expense	32,625.52	88,648.72
<b>Total operating expenses</b>	<b>84,666,239.89</b>	<b>208,046,049.91</b>
<b>Operating income</b>	<b>30,422,021.25</b>	<b>66,711,276.44</b>
<b>Non-operating revenue (expenses):</b>		
Proceeds provided to State General Fund	(30,816,358.90)	(64,388,821.18)
Proceeds provided to Veteran's Trust Fund	-	(2,500,000.00)
Interest income	18,327.23	129,123.50
Gain (Loss) on disposal of capital assets	-	24,250.00
<b>Net non-operating revenues (expenses)</b>	<b>(30,798,031.67)</b>	<b>(66,735,447.68)</b>
<b>Change in net position</b>	<b>(376,010.42)</b>	<b>(24,171.24)</b>
Net position beginning of year	6,150,176.96	5,798,337.78
<b>Net position end of year</b>	<b>5,774,166.54</b>	<b>5,774,166.54</b>