

IOWA LOTTERY AUTHORITY
Statement of Revenues, Expenses and Changes in Net Position
Quarter Ending June 30, 2017
FINAL

	<u>Qtr Ended 6/30/2017</u>	<u>Year to Date 2017</u>
Operating revenues:		
Instant-scratch ticket sales	\$62,951,153.00	\$237,617,703.00
InstaPlay sales	2,234,923.00	5,820,274.00
Pick 3 sales	1,921,458.00	7,318,686.00
Powerball sales	13,283,325.50	54,292,902.00
Mega Millions Sales	3,015,243.00	14,957,109.00
Hot Lotto sales	2,321,974.00	8,210,714.00
Pick 4 sales	1,020,875.00	3,946,272.50
All or Nothing sales	765,283.00	3,186,443.00
Lucky for Life sales	1,316,534.00	5,599,966.00
Pull-tab sales	2,540,600.78	11,292,740.27
Application fees	700.00	3,600.00
Other	2,136.37	18,841.41
Total operating revenues	<u>91,374,205.65</u>	<u>352,265,251.18</u>
Operating expenses:		
Scratch ticket prizes	39,569,794.92	155,043,946.65
InstaPlay prizes	1,438,787.83	3,781,705.83
Pick 3 prizes	1,141,604.80	4,261,970.20
Powerball prizes	6,400,901.71	25,876,219.71
Mega Millions prizes	1,445,991.10	7,351,574.63
Hot Lotto prizes	1,138,229.00	4,000,053.00
Pick 4 prizes	645,337.00	2,367,035.50
All or Nothing prizes	453,769.22	1,882,219.97
Lucky for Life prizes	814,707.24	3,521,939.77
Pull-tab prizes	1,588,018.26	7,056,493.93
VIP Club prize expense	17,894.75	252,465.45
Promotional prize expense	32,025.22	224,942.73
Advertising/publicity	1,639,193.59	6,592,551.64
Retailer compensation expense	5,971,869.20	22,914,755.08
Ticket expense	806,331.26	3,264,974.90
Vendor compensation expense	1,871,671.69	7,183,035.12
Salary and benefits	3,013,627.94	10,714,712.56
Travel	65,066.88	278,278.77
Supplies	29,799.29	109,650.58
Printing	120.60	3,201.90
Postage	769.54	5,817.18
Communications	140,451.40	253,908.18
Rentals	75,621.72	304,713.92
Utilities	22,524.13	90,824.36
Professional fees	67,051.21	191,333.99
Vending machine maintenance	104,857.83	526,285.21
Outside services and repairs	200,256.50	791,219.47
Data processing	27,282.14	117,020.94
Equipment	140,358.92	1,071,249.44
Reimbursement to other state agencies	116,008.90	427,884.20
Depreciation	137,283.33	460,967.26
Other	17,428.07	68,936.24
MUSL/Lotto administrative expense	38,323.21	154,543.33
Total operating expenses	<u>69,172,958.40</u>	<u>271,146,431.64</u>
Operating income	<u>22,201,247.25</u>	<u>81,118,819.54</u>
Non-operating revenue (expenses):		
Proceeds provided to State General Fund	(22,537,210.30)	(78,274,726.75)
Proceeds provided to Veteran's Trust Fund	-	(2,500,000.00)
Interest income	81,856.70	182,107.48
Gain (Loss) on disposal of capital assets	(21,457.98)	(722,748.04)
Net non-operating revenues (expenses)	<u>(22,476,811.58)</u>	<u>(81,315,367.31)</u>
Change in net position	<u>(275,564.33)</u>	<u>(196,547.77)</u>
Net position beginning of period	6,633,094.04	6,554,077.48
Net position end of period	<u>6,357,529.71</u>	<u>6,357,529.71</u>