

IOWA LOTTERY AUTHORITY
Statement of Revenues, Expenses and Changes in Net Position
Quarter Ending Saturday, March 31, 2018

	<u>Qtr Ended 3/31/2018</u>	<u>Year to Date 2018</u>
Operating revenues:		
Instant-scratch ticket sales	\$65,684,335.00	\$180,969,628.00
InstaPlay sales	2,104,733.00	6,922,719.00
Pick 3 sales	1,976,805.50	5,786,110.50
Powerball sales	15,506,534.00	48,161,148.50
Mega Millions Sales	7,670,302.00	16,905,913.00
Hot Lotto sales	-	3,761,425.00
Pick 4 sales	1,090,683.50	3,296,478.00
Lucky for Life sales	1,378,670.00	4,177,718.00
Lotto America sales	2,047,187.00	3,003,769.00
Pull-tab sales	2,508,283.06	7,497,023.11
Application fees	950.00	2,850.00
Other	2,913.93	6,070.87
Total operating revenues	<u>99,971,396.99</u>	<u>280,490,852.98</u>
Operating expenses:		
Scratch ticket prizes	44,042,955.97	120,006,172.14
InstaPlay prizes	1,396,969.28	4,488,000.10
Pick 3 prizes	1,170,523.30	3,427,856.30
Powerball prizes	7,382,224.00	23,338,232.00
Mega Millions prizes	3,941,025.08	8,514,359.14
Hot Lotto prizes	(25,556.00)	1,592,940.50
Pick 4 prizes	649,490.10	1,959,181.80
All or Nothing prizes	(7,328.00)	(87,309.82)
Lucky for Life prizes	790,816.24	2,497,881.61
Lotto America prizes	1,023,593.50	1,501,884.50
Pull-tab prizes	1,567,409.46	4,683,214.38
VIP Club prize expense	57,500.00	147,948.44
Promotional prize expense	28,878.88	87,728.41
Advertising/publicity	1,775,632.39	5,421,524.04
Retailer compensation expense	6,509,152.98	18,283,594.26
Ticket expense	1,000,391.70	2,421,911.96
Vendor compensation expense	2,275,908.22	6,154,154.02
Salary and benefits	2,551,191.65	7,939,684.23
Travel	59,390.78	173,983.49
Supplies	14,622.03	71,251.33
Printing	2,999.74	8,811.74
Postage	3,222.52	4,828.96
Communications	34,901.57	105,122.23
Rentals	76,290.03	230,087.03
Utilities	26,514.45	70,946.40
Professional fees	36,397.75	119,252.71
Vending machine maintenance	62,313.78	233,236.33
Outside services and repairs	201,652.32	597,001.99
Data processing	21,247.43	63,883.70
Equipment	208,524.24	443,363.04
Reimbursement to other state agencies	90,946.17	318,456.46
Depreciation	135,544.59	412,712.36
Other	14,561.71	75,492.65
MUSL/Lotto administrative expense	2,291.73	6,099.15
Total operating expenses	<u>77,122,199.59</u>	<u>215,313,487.58</u>
Operating income	<u>22,849,197.40</u>	<u>65,177,365.40</u>
Non-operating revenue (expenses):		
Proceeds provided to State General Fund	(23,063,633.75)	(63,114,355.53)
Proceeds provided to Veteran's Trust Fund	-	(2,500,000.00)
Interest income	62,689.35	154,746.14
Gain (Loss) on disposal of capital assets	-	(141,221.99)
Net non-operating revenues (expenses)	<u>(23,000,944.40)</u>	<u>(65,600,831.38)</u>
Change in net position	(151,747.00)	(423,465.98)
Net position beginning of period	6,085,810.73	6,357,529.71
Net position end of period	<u>5,934,063.73</u>	<u>5,934,063.73</u>