

DATE: April 23, 2014

TO: The Honorable, Terry E. Branstad, Governor of Iowa  
The Honorable, Mary Mosiman, Auditor of State  
General Assembly, c/o Legislative Services Agency

FROM: Brenda Nye, Chief Financial Officer

Attached are the financial statements for the quarter ended March 31, 2014. During the quarter, we had revenue of \$80,670,442. This sales level resulted in \$16,283,090 of proceeds payable to the State General Fund and \$747,037 of proceeds payable to the Veterans Trust Fund.

Attachments

**IOWA LOTTERY AUTHORITY**  
**STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET POSITION**  
**FOR THE QUARTER ENDED MARCH 31, 2014**

	<u>Quarter ended March 31, 2014</u>	<u>Year-to-date March 31, 2014</u>
<b>OPERATING REVENUES</b>		
Instant-scratch ticket sales	\$49,008,899	\$140,239,666
Pick 3 sales	1,769,481	5,200,417
Powerball sales	15,071,037	49,013,431
Mega Millions sales	5,753,070	18,438,647
Hot Lotto sales	2,547,818	7,485,076
Raffle sales	0	242,960
Pick 4 sales	827,401	2,415,994
All or Nothing Sales	1,556,138	1,556,138
\$100,000 Cash Game sales	303,520	2,530,984
Pull-tab sales	3,831,019	11,785,506
Application fees	850	2,975
Other revenue	1,209	7,118
<b>Total operating revenues</b>	<b><u>80,670,442</u></b>	<b><u>238,918,912</u></b>
<b>OPERATING EXPENSES</b>		
Scratch ticket prize expense	32,852,441	91,181,719
Pick 3 prize expense	1,046,898	3,070,252
Powerball prize expense	7,361,643	23,781,204
Mega Millions prize expense	2,900,703	9,286,587
Hot Lotto prize expense	1,244,468	3,618,381
Raffle prize expense	0	101,536
Pick 4 prize expense	489,081	1,423,577
All or Nothing prize expense	1,141,622	1,141,622
\$100,000 Cash Game prize expense	(52,977)	1,138,410
Pull-tab prize expense	2,393,570	7,380,904
VIP Club expense	264,459	509,459
Promotional prize expense	38,733	162,393
Advertising/publicity	1,793,299	5,427,996
Retailer compensation expense	5,167,863	15,301,532
Ticket expense	998,879	2,594,110
Vendor compensation expense	1,642,934	4,861,444
Salary and benefits	2,337,306	7,065,188
Travel	100,710	306,567
Supplies	21,463	79,617
Printing	12,167	18,776
Postage	4,080	5,838
Communications	41,997	135,967
Rentals	80,345	232,218
Utilities	43,068	93,174
Professional fees	22,059	63,032
Vending machine maintenance	142,214	425,584
Outside services and repairs	161,130	369,312
Data processing	22,043	67,138
Equipment	38,510	176,523
Reimbursement to other state agencies	98,918	313,544
Depreciation	73,196	218,264
Other	14,966	58,651
MUSL administrative expense	22,088	48,690
<b>Total operating expenses</b>	<b><u>62,519,876</u></b>	<b><u>180,659,209</u></b>
<b>Operating income (loss)</b>	<b><u>18,150,566</u></b>	<b><u>58,259,703</u></b>

**IOWA LOTTERY AUTHORITY**  
**STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET POSITION**  
**FOR THE QUARTER ENDED MARCH 31, 2014**

	<u>Quarter ended March 31, 2014</u>	<u>Year-to-date March 31, 2014</u>
<b>Non-operating revenues (expenses)</b>		
Proceeds deposited to:		
State General Fund	(16,283,090)	(55,500,182)
Veterans Trust Fund	(747,037)	(1,596,077)
Interest income	10,382	34,428
	<u>(17,019,745)</u>	<u>(57,061,831)</u>
<b>Change in net position</b>	<b>1,130,821</b>	<b>1,197,872</b>
Net position, beginning of period	<u>6,351,230</u>	<u>6,284,179</u>
<b>Net position, end of period</b>	<u><u>\$7,482,051</u></u>	<u><u>\$7,482,051</u></u>