



## **AGENDA**

### ***IOWA LOTTERY BOARD***

**February 17, 2011  
10:00 a.m.**

- I. Call to Order
  - a. Approval of Minutes
  
- II. Monthly Reports
  - a. Financial
    - i. Audit
  - b. Marketing
  - c. External Relations
    - i. Legislative Update
  - d. Security
  
- III. CEO Report
  - a. Conversion Update
    - i. System
    - ii. Terminals/Ticket Checkers/Monitors
    - iii. RFP Options/VIP Club
    - iv. Warehouse/Courier
  - b. Future Trends
  
- IV. **Closed Session**
  - a. Personnel
  
- V. **Open Session**
  
- VI. Adjournment

If you require the assistance of auxiliary aids or services to participate in or attend the meeting because of a disability, please call our ADA coordinator at 515-725-7864, or if you are hearing impaired, call Relay TTY at 1-800-735-2942.

**MINUTES**  
**IOWA LOTTERY BOARD**  
**October 28, 2010**

The meeting of the Iowa Lottery Board was called to order by Chairman Thomas Rial at 10:05 a.m. at the Iowa Lottery Headquarters in Des Moines.

Board members present: Brad Schroeder, Micheal Klappholz, Thomas Rial, Elaine Baxter, and Mary Junge who attended via teleconference.

Staff present at Lottery Headquarters: Terry Rich, CEO; Kenneth Brickman, COO; Joe Diaz, VP Security; Brenda Loy, CFO; Teri Wood, VP Marketing; Mary Neubauer, VP External Relations, Molly Juffernbruch, VP General Counsel, Dave Van Compernelle, Charles Crivaro, Jack Shroeder, and Jamie Becker.

Others present: Dave Berger and Mark Hoffman from Scientific Games, Andy Anderson from Faegre & Benson, and Rod Boshart from Cedar Rapids Gazette.

Klappholz moved to allow participation in the meeting by conference call pursuant to Iowa Code section 21.8 governing the conduct of electronic meetings in Iowa. Schroeder seconded the motion. The meeting originated from the Lottery central offices in Des Moines and public notice of the meeting was given pursuant to Iowa Code section 21.4, with public access to the conversation of all participants provided by means of speakerphone for the benefit of all in attendance at the meeting site. The motion to conduct the meeting by electronic means carried unanimously.

**Minutes**

Schroeder moved to approve the minutes of the September 2nd meeting. Klappholz seconded the motion and it carried unanimously.

**Monthly Reports**

***Security Report***

Joe Diaz presented Security and Warehouse reports for month of September. No discussion/questions.

***Financial Report***

Brenda Loy presented reports for June Finals, August, and September, as well as the performance reports. No discussion/questions.

***Marketing Report***

Teri Wood presented the marketing report and noted current promotions. No discussion/questions.

Neubauer updated the Board on the Iowa Tourism Conference.

Rich noted that the Lottery is also trying to update the lobby area.

Rich added that the Lottery is doing more than just making money for the state. In the last 4 months, the Lottery has helped:

- Tourism with over \$800,000 worth of free PSA's
- The Iowa State Fair sell nearly a \$1million worth of tickets
- The Department of Revenue with the court fines program.

Junge inquired about the biodegradability of lottery tickets; Neubauer stated the lottery pays a premium to use recycled paper for tickets

Schroeder moved to approve the monthly reports. Baxter seconded the motion which carried unanimously.

Rial stated "The Chair will now entertain a motion to go into closed session to receive the confidential DCI presentation of the Scientific Games background check."

Schroeder motioned and Klappholz seconded the motion, which carried unanimously.

Roll call on closed session approval – all in favor.

Open session ends temporarily at 10:28am. Closed Session held.

Baxter motioned to go back into open session. Klappholz seconded, which carried unanimously.

Roll call vote taken: all in favor.

Session reopened at 11:40am

Rich stated that he recommends the Board's approval of the contract between Scientific Games and Iowa Lottery for the new gaming system.

Rial asked for a motion to approve the contract between the Iowa Lottery and Scientific Games.

Klappholz motioned. Schroeder seconded, which passed unanimously.

Klappholz moved to adjourn the meeting and Baxter seconded the motion. The motion passed unanimously and the meeting was adjourned at 11:48am.

IOWA LOTTERY PERFORMANCE MEASURES FY 2011														
Month		JUL	AUG	SEP	OCT	NOV	DEC		JAN	FEB	MAR	APR	MAY	JUN
<b>Gross Sales</b>	Budget '11	18,722,184	21,125,451	19,513,607	21,220,894	19,642,139	20,464,331		21,420,742	22,054,859	23,025,951	21,590,576	21,385,870	19,933,398
	Actual '10	19,040,396	22,285,181	19,614,614	19,964,605	19,460,281	21,080,059		20,100,947	20,998,253	24,902,645	23,682,829	23,458,304	21,667,525
	Actual '11	20,683,463	20,526,880	20,268,736	20,707,755	22,414,149	23,638,991							
<b>Prize Expense</b>	Budget '11	10,924,452	12,326,766	11,386,250	12,382,457	11,461,249	11,941,000	58.35% 3)	12,499,069	12,869,078	13,435,713	12,598,167	12,478,721	11,631,199
	Actual '10	11,008,744	12,885,945	11,457,691	11,590,409	11,177,370	12,395,334	58.80% 4)	12,887,034	12,888,422	13,856,385	14,726,535	12,965,678	12,614,246
	Actual '11	12,779,039	11,692,728	11,763,446	12,293,596	12,390,886	14,042,187	59.40% 5)						
<b>Operating Expenses</b>	Budget '11	595,484	902,980	902,980	902,980	1,309,847	786,732		909,954	909,954	909,954	909,954	1,320,891	1,174,486
	Actual '10	542,134	833,390	814,169	832,892	808,120	1,044,094		755,973	872,015	854,294	773,491	913,845	1,680,625
	Actual '11	539,097	693,153	884,831	807,776	1,184,565	703,967							
<b>Proceeds Transfer-General</b>	Budget '11	4,438,166	4,776,813	4,343,452	4,802,474	3,971,142	4,715,312		4,849,230	5,019,719	5,280,807	4,894,892	4,428,918	4,184,811
	Actual '10	4,216,491	4,943,188	4,347,444	4,165,398	4,592,408	4,913,856		3,537,410	3,884,803	6,517,645	4,532,576	5,856,542	3,737,751
	Actual '11	4,714,318	5,198,524	4,295,667	5,010,008	6,255,411	5,606,161							
<b>Proceeds Transfer-Veterans</b>	Budget '11	82,829	517,578	233,211	143,812	121,555	102,969		151,239	274,763	420,489	185,818	145,864	119,872
	Actual '10	69,484	542,277	211,064	141,357	113,846	97,070		133,242	319,374	455,734	231,865	178,455	167,784
	Actual '11	131,645	382,640	441,669	251,116	208,123	203,448							
<b>Total Proceeds Transfers</b>	Budget '11	4,520,995	5,294,391	4,576,663	4,946,286	4,092,697	4,818,281		5,000,469	5,294,482	5,701,296	5,080,710	4,574,782	4,304,683
	Actual '10	4,285,975	5,485,465	4,558,508	4,306,755	4,706,254	5,010,926		3,670,652	4,204,177	6,973,379	4,764,441	6,034,997	3,905,535
	Actual '11	4,845,963	5,581,164	4,737,336	5,261,124	6,463,534	5,809,609							
<b>YEAR TO DATE</b>														
<b>Gross Sales</b>	Budget '11	18,722,184	39,847,634	59,361,241	80,582,135	100,224,274	120,688,605	6.26% 1)	142,109,347	164,164,206	187,190,156	208,780,732	230,166,602	250,100,000
	Actual '10	19,040,396	41,325,577	60,940,191	80,904,796	100,365,077	121,445,136	5.59% 2)	141,546,083	162,544,336	187,446,981	211,129,810	234,588,114	256,255,637
	Actual '11	20,683,463	41,210,343	61,479,079	82,186,834	104,600,983	128,239,974							
<b>Prize Expense</b>	Budget '11	10,924,452	23,251,217	34,637,467	47,019,924	58,481,173	70,422,173	58.35% 3)	82,921,241	95,790,319	109,226,033	121,824,200	134,302,921	145,934,120
	Actual '10	11,008,744	23,894,689	35,352,380	46,942,789	58,120,159	70,515,493	58.06% 4)	83,402,527	96,290,949	110,147,334	124,873,869	137,839,547	150,453,787
	Actual '11	12,779,039	24,471,767	36,235,213	48,528,809	60,919,695	74,961,882	58.45% 5)						
<b>Operating Expenses</b>	Budget '11	595,484	1,498,464	2,401,444	3,304,424	4,614,271	5,401,003		6,310,957	7,220,911	8,130,865	9,040,819	10,361,710	11,536,196
	Actual '10	542,134	1,375,524	2,189,693	3,022,585	3,830,705	4,874,799		5,630,772	6,502,787	7,357,081	8,130,572	9,044,417	10,725,040
	Actual '11	539,097	1,232,250	2,117,081	2,924,857	4,109,422	4,813,389							
<b>Proceeds Transfer-General</b>	Budget '11	4,438,166	9,214,979	13,558,431	18,360,905	22,332,047	27,047,359		31,896,589	36,916,308	42,197,115	47,092,007	51,520,925	55,705,736
	Actual '10	4,216,491	9,159,679	13,507,123	17,672,521	22,264,929	27,178,785		30,716,195	34,600,998	41,118,643	45,651,219	51,507,761	55,245,512
	Actual '11	4,714,318	9,912,842	14,208,509	19,218,517	25,473,928	31,080,089							
<b>Proceeds Transfer-Veterans</b>	Budget '11	82,829	600,408	833,619	977,431	1,098,986	1,201,955		1,353,194	1,627,957	2,048,446	2,234,264	2,380,128	2,500,000
	Actual '10	69,484	611,761	822,825	964,182	1,078,028	1,175,098		1,308,340	1,627,714	2,083,448	2,315,313	2,493,768	2,661,554
	Actual '11	131,645	514,285	955,954	1,207,070	1,415,193	1,618,641							
<b>Total Proceeds Transfers</b>	Budget '11	4,520,995	9,815,387	14,392,050	19,338,336	23,431,033	28,249,314	15.75% 1)	33,249,783	38,544,265	44,245,561	49,326,271	53,901,053	58,205,736
	Actual '10	4,285,975	9,771,440	14,329,948	18,636,703	23,342,957	28,353,883	15.32% 2)	32,024,535	36,228,712	43,202,091	47,966,532	54,001,529	57,907,066
	Actual '11	4,845,963	10,427,127	15,164,463	20,425,587	26,889,121	32,698,730							
1) Actual FY11 compared to Budget FY11														
2) Actual FY11 compared to Actual FY10														
3) Budget FY11 Prize Payout														
4) Actual FY10 Prize Payout														
5) Actual FY11 Prize Payout														



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Terry E. Branstad · Governor  
Kim Reynolds · Lt. Governor  
Terry Rich · Chief Executive Officer

DATE: November 16, 2010  
TO: Board Members of the Iowa Lottery Authority  
FROM: Brenda Loy, Chief Financial Officer

Attached are the financial statements for October 2010. During October, we had revenue of \$20,709,058. This sales level resulted in \$5,010,008 of proceeds payable to the State General Fund and \$251,116 of proceeds payable to the Veterans Trust Fund.

Attachments

**IOWA LOTTERY AUTHORITY**  
**SCHEDULE OF ECONOMIC BENEFITS**

**October 31, 2010**

<b>Proceeds to Iowa Plan</b>		\$170,318,439
<b>Proceeds to CLEAN fund</b>		\$35,894,355
<b>Proceeds to Special Appropriations</b>		\$13,773,572
<b>Proceeds to Gambler's Treatment Program</b>		15,732,208
<b>Proceeds to the State General Fund:</b>		
Prior to Fiscal Year 2011	\$1,007,499,420	
Fiscal Year 2011		
Transferred	14,208,510	
Payable	5,010,008	
		1,026,717,938
<b>Proceeds to the Veterans Trust Fund:</b>		
Prior to Fiscal Year 2011	\$5,444,931	
Fiscal Year 2011		
Transferred	955,954	
Payable	251,116	
		6,652,001
<b>Total</b>		<b>\$1,269,088,513</b>

**IOWA LOTTERY AUTHORITY**  
**STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET ASSETS**  
**FOR THE MONTH AND YEAR ENDED OCTOBER 31, 2010**

	<b>Month ended October 31, 2010</b>	<b>Month ended October 31, 2009</b>	<b>Year-to-date October 31, 2010</b>	<b>Year-to-date October 31, 2009</b>
<b>OPERATING REVENUES</b>				
Instant-scratch ticket sales	\$12,125,569	\$10,970,760	\$48,695,028	\$42,202,087
Pick 3 sales	530,971	554,910	2,116,865	2,190,030
Powerball sales	3,797,359	4,885,607	15,171,202	21,990,096
Mega Millions sales	1,179,713	0	3,916,036	0
Hot Lotto sales	1,068,285	1,283,686	3,877,892	5,593,514
Pick 4 sales	229,845	228,296	881,039	856,549
\$100,000 Cash Game sales	298,786	355,947	1,210,364	1,383,794
Pull-tab sales	1,477,227	1,685,399	6,318,408	6,688,726
Application fees	500	300	1,475	1,350
Other revenue	803	5,123	128,623	8,538
<b>Total operating revenues</b>	<b>20,709,058</b>	<b>19,970,028</b>	<b>82,316,932</b>	<b>80,914,684</b>
<b>OPERATING EXPENSES</b>				
Scratch ticket prize expense	7,861,780	6,841,591	31,194,205	26,640,957
Pick 3 prize expense	313,793	328,436	1,251,809	1,293,578
Powerball prize expense	1,795,863	2,385,656	7,110,375	10,713,073
Mega Millions prize expense	599,335	0	2,018,151	0
Hot Lotto prize expense	517,895	623,551	1,849,659	2,724,378
Pick 4 prize expense	137,157	131,668	517,548	489,273
\$100,000 Cash Game prize expense	141,221	182,705	572,462	791,267
Pull-tab prize expense	924,664	1,059,460	3,951,454	4,198,747
Promotional prize expense	1,888	37,342	63,146	91,515
Advertising/publicity	454,509	735,896	1,912,484	2,454,546
Retailer compensation expense	1,296,792	1,241,694	5,219,190	5,007,185
Ticket expense	232,749	241,994	919,929	851,275
Vendor compensation expense	446,128	642,021	1,795,617	2,590,207
Salary and benefits	683,230	807,222	2,662,803	2,931,178
Travel	34,180	32,135	123,283	115,270
Supplies	10,200	4,756	38,662	44,843
Printing	65	425	1,901	6,133
Postage	402	455	1,487	1,827
Communications	35,351	39,004	167,309	180,920
Rentals	23,220	24,230	90,853	95,048
Utilities	4,297	5,784	26,835	24,455
Professional fees	6,663	8,933	15,444	45,626
Vending machine maintenance	44,907	40,727	167,088	162,908
Outside services and repairs	21,641	8,322	85,516	42,177
Data processing	5,222	3,082	16,478	12,977
Equipment	23,503	20,866	53,257	79,413
Reimbursement to other				
state agencies	28,135	63,330	112,846	162,457
Depreciation	9,952	109,586	47,510	459,497
Other	9,072	20,215	26,204	66,717
MUSL administrative expense	3,377	0	13,509	0
<b>Total operating expenses</b>	<b>15,667,191</b>	<b>15,641,086</b>	<b>62,027,014</b>	<b>62,277,447</b>
<b>Operating income (loss)</b>	<b>5,041,867</b>	<b>4,328,942</b>	<b>20,289,918</b>	<b>18,637,237</b>

**IOWA LOTTERY AUTHORITY**  
**STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET ASSETS**  
**FOR THE MONTH AND YEAR ENDED OCTOBER 31, 2010**

	<u>Month ended</u> <u>October 31, 2010</u>	<u>Month ended</u> <u>October 31, 2009</u>	<u>Year-to-date</u> <u>October 31, 2010</u>	<u>Year-to-date</u> <u>October 31, 2009</u>
Interest Income	12,068	10,970	98,808	51,940
Interest expense	(3,558)	(3,831)	(14,231)	(15,325)
<b>Income before transfers</b>	<b>5,050,377</b>	<b>4,336,081</b>	<b>20,374,495</b>	<b>18,673,852</b>
Transfer to:				
Veterans Trust Fund	(251,116)	(141,357)	(1,207,070)	(964,182)
State General Fund	(5,010,008)	(4,165,398)	(19,218,518)	(17,672,521)
	<u>(5,261,124)</u>	<u>(4,306,755)</u>	<u>(20,425,588)</u>	<u>(18,636,703)</u>
<b>Change in net assets</b>	<b>(210,747)</b>	<b>29,326</b>	<b>(51,093)</b>	<b>37,149</b>
Net assets, beginning of period	<u>4,361,593</u>	<u>4,421,466</u>	<u>4,201,939</u>	<u>4,413,643</u>
<b>Net assets, end of period</b>	<b><u>\$4,150,846</u></b>	<b><u>\$4,450,792</u></b>	<b><u>\$4,150,846</u></b>	<b><u>\$4,450,792</u></b>



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Terry E. Branstad · Governor  
Kim Reynolds · Lt. Governor  
Terry Rich · Chief Executive Officer

DATE: December 16, 2010  
TO: Board Members of the Iowa Lottery Authority  
FROM: Brenda Loy, Chief Financial Officer

Attached are the financial statements for November 2010. During November, we had revenue of \$22,415,319. This sales level resulted in \$6,255,411 of proceeds payable to the State General Fund and \$208,123 of proceeds payable to the Veterans Trust Fund.

Attachments

**IOWA LOTTERY AUTHORITY**  
**SCHEDULE OF ECONOMIC BENEFITS**

**November 30, 2010**

<b>Proceeds to Iowa Plan</b>		\$170,318,439
<b>Proceeds to CLEAN fund</b>		\$35,894,355
<b>Proceeds to Special Appropriations</b>		\$13,773,572
<b>Proceeds to Gambler's Treatment Program</b>		15,732,208
<b>Proceeds to the State General Fund:</b>		
Prior to Fiscal Year 2011	\$1,007,499,420	
Fiscal Year 2011		
Transferred	14,208,510	
Payable	11,265,420	
	1,032,973,350	1,032,973,350
<b>Proceeds to the Veterans Trust Fund:</b>		
Prior to Fiscal Year 2011	\$5,444,931	
Fiscal Year 2011		
Transferred	955,954	
Payable	459,239	
	6,860,124	6,860,124
<b>Total</b>		<b>\$1,275,552,048</b>

**IOWA LOTTERY AUTHORITY**  
**STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET ASSETS**  
**FOR THE MONTH AND YEAR ENDED NOVEMBER 30, 2010**

	<u>Month ended</u> <u>November 30, 2010</u>	<u>Month ended</u> <u>November 30, 2009</u>	<u>Year-to-date</u> <u>November 30, 2010</u>	<u>Year-to-date</u> <u>November 30, 2009</u>
<b>OPERATING REVENUES</b>				
Instant-scratch ticket sales	\$14,400,357	\$11,823,900	\$63,095,385	\$54,025,987
Pick 3 sales	543,888	530,614	2,660,752	2,720,644
Powerball sales	3,535,763	3,905,314	18,706,965	25,895,410
Mega Millions sales	844,507	0	4,760,543	0
Hot Lotto sales	1,021,731	1,002,293	4,899,623	6,595,807
Pick 4 sales	229,485	227,389	1,110,523	1,083,938
\$100,000 Cash Game sales	295,488	324,612	1,505,852	1,708,406
Pull-tab sales	1,542,930	1,646,159	7,861,338	8,334,884
Application fees	375	200	1,850	1,550
Other revenue	795	9,287	129,419	17,826
<b>Total operating revenues</b>	<b>22,415,319</b>	<b>19,469,768</b>	<b>104,732,250</b>	<b>100,384,452</b>
<b>OPERATING EXPENSES</b>				
Scratch ticket prize expense	8,120,798	7,119,997	39,315,003	33,760,954
Pick 3 prize expense	322,603	314,268	1,574,411	1,607,846
Powerball prize expense	1,721,449	1,929,452	8,831,824	12,642,525
Mega Millions prize expense	481,454	0	2,499,605	0
Hot Lotto prize expense	495,534	482,644	2,345,193	3,207,022
Pick 4 prize expense	136,256	125,498	653,804	614,771
\$100,000 Cash Game prize expense	139,580	153,029	712,041	944,296
Pull-tab prize expense	968,295	1,035,044	4,919,749	5,233,791
Promotional prize expense	4,917	17,438	68,062	108,953
Advertising/publicity	605,738	536,082	2,518,221	2,990,628
Retailer compensation expense	1,440,227	1,231,526	6,659,418	6,238,711
Ticket expense	272,194	235,848	1,192,124	1,087,123
Vendor compensation expense	487,891	643,641	2,283,507	3,233,848
Salary and benefits	700,988	678,878	3,363,791	3,610,056
Travel	31,835	34,666	155,117	149,936
Supplies	5,889	2,694	44,552	47,537
Printing	412	5,288	2,312	11,421
Postage	293	375	1,780	2,202
Communications	49,355	53,064	216,664	233,984
Rentals	22,914	26,278	113,767	121,325
Utilities	10,249	10,395	37,085	34,850
Professional fees	3,048	13,753	18,492	59,379
Vending machine maintenance	44,907	40,727	211,995	203,635
Outside services and repairs	18,074	6,522	103,591	48,699
Data processing	3,582	3,173	20,060	16,150
Equipment	5,891	11,976	59,149	91,389
Reimbursement to other state agencies	74,831	37,705	187,677	200,163
Depreciation	8,949	104,518	56,459	564,015
Other	10,434	6,520	36,638	73,237
MUSL administrative expense	3,377	0	16,887	0
<b>Total operating expenses</b>	<b>16,191,964</b>	<b>14,860,999</b>	<b>78,218,978</b>	<b>77,138,446</b>
<b>Operating income (loss)</b>	<b>6,223,355</b>	<b>4,608,769</b>	<b>26,513,272</b>	<b>23,246,006</b>

**IOWA LOTTERY AUTHORITY**  
**STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET ASSETS**  
**FOR THE MONTH AND YEAR ENDED NOVEMBER 30, 2010**

	<u>Month ended</u> <u>November 30, 2010</u>	<u>Month ended</u> <u>November 30, 2009</u>	<u>Year-to-date</u> <u>November 30, 2010</u>	<u>Year-to-date</u> <u>November 30, 2009</u>
Interest Income	17,113	2,603	115,922	54,543
Interest expense	(3,558)	(3,831)	(17,788)	(19,156)
<b>Income before transfers</b>	<b>6,236,910</b>	<b>4,607,541</b>	<b>26,611,406</b>	<b>23,281,393</b>
Transfer to:				
Veterans Trust Fund	(208,123)	(113,846)	(1,415,193)	(1,078,029)
State General Fund	(6,255,411)	(4,592,408)	(25,473,930)	(22,264,928)
	<u>(6,463,534)</u>	<u>(4,706,254)</u>	<u>(26,889,123)</u>	<u>(23,342,957)</u>
<b>Change in net assets</b>	<b>(226,624)</b>	<b>(98,713)</b>	<b>(277,717)</b>	<b>(61,564)</b>
Net assets, beginning of period	<u>4,150,846</u>	<u>4,450,792</u>	<u>4,201,939</u>	<u>4,413,643</u>
<b>Net assets, end of period</b>	<b><u>\$3,924,222</u></b>	<b><u>\$4,352,079</u></b>	<b><u>\$3,924,222</u></b>	<b><u>\$4,352,079</u></b>



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Terry E. Branstad · Governor  
Kim Reynolds · Lt. Governor  
Terry Rich · Chief Executive Officer

DATE: January 14, 2011  
TO: Board Members of the Iowa Lottery Authority  
FROM: Brenda Loy, Chief Financial Officer

Attached are the financial statements for December 2010. During December, we had revenue of \$23,640,807. This sales level resulted in \$5,606,161 of proceeds payable to the State General Fund and \$203,448 of proceeds payable to the Veterans Trust Fund.

Attachments

**IOWA LOTTERY AUTHORITY**  
**SCHEDULE OF ECONOMIC BENEFITS**

**December 31, 2010**

<b>Proceeds to Iowa Plan</b>		\$170,318,439
<b>Proceeds to CLEAN fund</b>		\$35,894,355
<b>Proceeds to Special Appropriations</b>		\$13,773,572
<b>Proceeds to Gambler's Treatment Program</b>		15,732,208
<b>Proceeds to the State General Fund:</b>		
Prior to Fiscal Year 2011	\$1,007,499,420	
Fiscal Year 2011		
Transferred	14,208,510	
Payable	<u>16,871,580</u>	
		1,038,579,510
<b>Proceeds to the Veterans Trust Fund:</b>		
Prior to Fiscal Year 2011	\$5,444,931	
Fiscal Year 2011		
Transferred	955,954	
Payable	<u>662,688</u>	
		<u>7,063,573</u>
<b>Total</b>		<u><u><b>\$1,281,361,657</b></u></u>

**IOWA LOTTERY AUTHORITY**  
**STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET ASSETS**  
**FOR THE MONTH AND YEAR ENDED DECEMBER 31, 2010**

	<u>Month ended</u> <u>December 31, 2010</u>	<u>Month ended</u> <u>December 31, 2009</u>	<u>Year-to-date</u> <u>December 31, 2010</u>	<u>Year-to-date</u> <u>December 31, 2009</u>
<b>OPERATING REVENUES</b>				
Instant-scratch ticket sales	\$14,245,790	\$12,577,289	\$77,341,175	\$66,603,276
Pick 3 sales	557,707	545,354	3,218,459	3,265,998
Powerball sales	3,453,193	4,737,848	22,160,158	30,633,258
Mega Millions sales	2,048,185	0	6,808,728	0
Hot Lotto sales	1,207,343	1,000,663	6,106,966	7,596,470
Pick 4 sales	231,027	233,581	1,341,550	1,317,519
\$100,000 Cash Game sales	305,707	338,167	1,811,559	2,046,573
Pull-tab sales	1,590,039	1,647,157	9,451,377	9,982,041
Application fees	775	400	2,625	1,950
Other revenue	1,041	934	130,460	18,760
<b>Total operating revenues</b>	<b>23,640,807</b>	<b>21,081,393</b>	<b>128,373,057</b>	<b>121,465,845</b>
<b>OPERATING EXPENSES</b>				
Scratch ticket prize expense	9,104,817	7,894,102	48,419,820	41,655,056
Pick 3 prize expense	331,024	405,790	1,905,435	2,013,637
Powerball prize expense	1,664,040	2,252,980	10,495,863	14,895,505
Mega Millions prize expense	1,075,312	0	3,574,917	0
Hot Lotto prize expense	591,045	486,972	2,936,237	3,693,993
Pick 4 prize expense	136,496	137,939	790,300	752,710
\$100,000 Cash Game prize expense	144,552	179,916	856,593	1,124,212
Pull-tab prize expense	993,358	1,032,890	5,913,107	6,266,681
Promotional prize expense	1,543	4,746	69,605	113,699
Advertising/publicity	615,757	530,560	3,133,979	3,521,188
Retailer compensation expense	1,502,239	1,346,422	8,161,656	7,585,132
Ticket expense	204,839	214,485	1,396,963	1,301,608
Vendor compensation expense	504,516	658,518	2,788,023	3,892,366
Salary and benefits	548,154	648,393	3,911,945	4,258,449
Travel	28,661	18,979	183,778	168,915
Supplies	6,515	10,290	51,066	57,828
Printing	2,042	(1,424)	4,354	9,997
Postage	(6)	327	1,774	2,529
Communications	50,031	51,086	266,695	285,070
Rentals	22,464	23,277	136,231	144,602
Utilities	11,235	8,468	48,320	43,318
Professional fees	8,589	4,001	27,081	63,380
Vending machine maintenance	44,907	40,727	256,902	244,362
Outside services and repairs	39,092	24,233	142,683	72,931
Data processing	3,574	(721)	23,633	15,429
Equipment	12,052	2,669	71,201	94,059
Reimbursement to other				
state agencies	27,547	25,212	215,225	225,374
Depreciation	8,949	96,037	65,409	660,052
Other	8,825	22,192	45,464	95,429
MUSL administrative expense	3,377	0	20,264	0
<b>Total operating expenses</b>	<b>17,695,546</b>	<b>16,119,066</b>	<b>95,914,523</b>	<b>93,257,511</b>
<b>Operating income (loss)</b>	<b>5,945,261</b>	<b>4,962,327</b>	<b>32,458,534</b>	<b>28,208,334</b>

**IOWA LOTTERY AUTHORITY**  
**STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET ASSETS**  
**FOR THE MONTH AND YEAR ENDED DECEMBER 31, 2010**

	<u>Month ended</u> <u>December 31, 2010</u>	<u>Month ended</u> <u>December 31, 2009</u>	<u>Year-to-date</u> <u>December 31, 2010</u>	<u>Year-to-date</u> <u>December 31, 2009</u>
Interest Income	9,306	21,408	125,227	75,952
Interest expense	(3,558)	(3,831)	(21,346)	(22,988)
<b>Income before transfers</b>	<b>5,951,009</b>	<b>4,979,904</b>	<b>32,562,415</b>	<b>28,261,298</b>
Transfer to:				
Veterans Trust Fund	(203,448)	(97,070)	(1,618,642)	(1,175,099)
State General Fund	(5,606,161)	(4,913,856)	(31,080,090)	(27,178,785)
	<u>(5,809,609)</u>	<u>(5,010,926)</u>	<u>(32,698,732)</u>	<u>(28,353,884)</u>
<b>Change in net assets</b>	<b>141,400</b>	<b>(31,022)</b>	<b>(136,317)</b>	<b>(92,586)</b>
Net assets, beginning of period	<u>3,924,222</u>	<u>4,352,079</u>	<u>4,201,939</u>	<u>4,413,643</u>
<b>Net assets, end of period</b>	<b><u>\$4,065,622</u></b>	<b><u>\$4,321,057</u></b>	<b><u>\$4,065,622</u></b>	<b><u>\$4,321,057</u></b>





# Marketing/Sales Board Report, September 2010

Game	Details	September Sales	September Weekly Per Capita*	Fiscal YTD Sales		
				FY2010	FY2011	Change
	I. \$100,000 Cash Game sales for September averaged <b>\$71,178</b> per week. †	\$305,050	\$0.02	\$1,027,847	<b>\$911,578</b>	<b>-11.31%</b>
	There was one \$200,000 Powerball winner in September: Sherry Wagner in Dakota City (09.21.10). The jackpot reached its peak for September at \$116 million on Sept. 18 and ended the month at \$35.5 million on Sept. 29.	\$4,003,105	\$0.31	\$17,104,489	<b>\$11,373,843</b>	<b>-33.50%</b>
	There were three \$30,000 Hot Lotto Sizzler winners in September: Virginia Ross in Shannon City (09.10.10), Eugene Dice in Sgt. Bluff (09.14.10) and Jim Roberts in Marshalltown (09.16.10). The jackpot reached its peak for September and ended the month at \$7.93 million on Sept. 29.	\$1,013,950	\$0.08	\$4,309,828	<b>\$2,809,607</b>	<b>-34.81%</b>
	I. The jackpot reached its peak for September at \$54 million on Sept. 17 and ended the month at \$23 million on Sept. 28. II.	V. \$72 9,971	V. \$0. 06	VI.	II. <b>\$2, 736,323</b>	II.
	K. Pick 4 sales for September averaged <b>\$50,185</b> per week. † K.	I. \$21 5,079	II. \$0. 02	I. \$62 8,253	V. <b>\$65 1,194</b>	V. <b>3 .65%</b>
	I. Pick 3 sales for September averaged <b>\$120,015</b> per week. †	\$514,348	\$0.04	\$1,635,120	<b>\$1,585,893</b>	<b>-3.01%</b>

Game	Details	September Sales	September Weekly Per Capita*	Fiscal YTD Sales		
				FY2010	FY2011	Change
	Instant sales for September averaged <b>\$2,785,645</b> per week. <sup>†</sup> One instant game was introduced in September: "Triple Diamonds" (\$2) was introduced on Sept. 20.	\$11,938,480	\$0.92	\$31,231,327	<b>\$36,569,459</b>	<b>17.09%</b>
	Pull-tab sales for September averaged <b>\$361,376</b> per week. <sup>†</sup> One new pull-tab game was introduced in September: "Hit The Bullseye" (\$.25) was introduced on Sept. 13.	\$1,548,753	\$0.12	\$5,003,327	<b>\$4,841,181</b>	<b>-3.24%</b>
<b>Totals</b>		<b>\$20,268,736</b>		<b>\$60,940,191</b>	<b>\$61,479,078</b>	<b>0.88%</b>

\*Based on the state population of 3,002,555 people.

†Monthly sales divided by the number of days in the month, multiplied times seven (days).

**PROMOTIONS FOR SEPTEMBER 2010**



**ISU Hot, Hot, Hot Promotion**

Players can bring a nonwinning Iowa Lottery Veterans Hot 7's ticket to any Cyclone™ football game at Jack Trice Stadium and get a hot dog for just \$1!

Offer valid only at select concession stands at Jack Trice Stadium during the 2010 Iowa State Cyclone™ football season.



All profits from the Veterans Hot 7's game will provide proceeds to support veterans and their families through the Iowa Veterans Trust Fund. Offer good while supplies last. Limit 1 per person. Not redeemable for cash. Offer at sole discretion of Cyclone Sports Properties and Levy Restaurants.



# Marketing/Sales Board Report, October 2010

Game	Details	October Sales	October Weekly Per Capita*	Fiscal YTD Sales		
				FY2010	FY2011	Change
	\$100,000 Cash Game sales for October averaged <b>\$67,468</b> per week. <sup>+</sup>	\$298,786	\$0.02	\$1,383,794	<b>\$1,210,634</b>	<b>-12.51%</b>
	The jackpot reached its peak for October and ended the month at \$88.8 million on Oct. 30.	\$3,797,359	\$0.29	\$21,990,096	<b>\$15,171,202</b>	<b>-31.01%</b>
	The jackpot reached its peak for October and ended the month at \$10.4 million on Oct. 30.	\$1,068,285	\$0.08	\$5,593,514	<b>\$3,877,892</b>	<b>-30.67%</b>
	There was one \$1 million Mega Millions winner in October: Lonnie Sandberg in Mason City (10.01.10). There was one \$250,000 Mega Millions winner in October: Michael Hamm in Sioux City (10.01.10). The jackpot reached its peak for October and ended the month at \$140 million on Oct. 29.	\$1,179,713	\$0.09		<b>\$3,916,036</b>	
	Pick 4 sales for October averaged <b>\$51,900</b> per week. <sup>+</sup>	\$229,845	\$0.02	\$856,549	<b>\$881,039</b>	<b>2.86%</b>
	Pick 3 sales for October averaged <b>\$119,897</b> per week. <sup>+</sup>	\$530,971	\$0.04	\$2,190,030	<b>\$2,116,865</b>	<b>-3.34%</b>

Game	Details	October Sales	October Weekly Per Capita*	Fiscal YTD Sales		
				FY2010	FY2011	Change
	Instant sales for October averaged <b>\$2,738,031</b> per week. <sup>†</sup> Eight instant games were introduced in October: “Reindeer Bingo” (\$2), “Holiday Crossword” (\$5), “Merry Money” (\$10) and “Crossword” (\$3) were introduced on Oct. 4. “Tinsel Town” (\$1), “Happy Holidays” (\$2), “Stocking Stuffer Tripler” (\$3) and “Silver Bells” (\$5) were introduced on Oct. 11.	\$12,125,569	\$0.93	\$42,202,087	<b>\$48,695,028</b>	<b>15.39%</b>
	Pull-tab sales for October averaged <b>\$333,567</b> per week. <sup>†</sup> One new pull-tab game was introduced in October: “I.C. 7’s” (\$.50) was introduced on Oct. 18.	\$1,477,227	\$0.11	\$6,688,726	<b>\$6,318,408</b>	<b>-5.54%</b>
<b>Totals</b>		<b>\$20,707,755</b>		<b>\$80,904,796</b>	<b>\$82,187,104</b>	<b>1.58%</b>

\*Based on the state population of 3,002,555 people.

†Monthly sales divided by the number of days in the month, multiplied times seven (days).

**PROMOTIONS FOR OCTOBER 2010**

 	<p><b>ISU Hot, Hot, Hot</b></p> <p>Players can bring a nonwinning Iowa Lottery Veterans Hot 7's ticket to any Cyclone™ football game at Jack Trice Stadium and get a hot dog for just \$1! Offer valid only at select concession stands at Jack Trice Stadium during the 2010 Iowa State Cyclone™ football season.</p> <p>All profits from the Veterans Hot 7's game will provide proceeds to support veterans and their families through the Iowa Veterans Trust Fund. Offer good while supplies last. Limit 1 per person. Not redeemable for cash. Offer at sole discretion of Cyclone Sports Properties and Levy Restaurants.</p>
	<p><b>Tech The Halls</b></p> <p>The Tech the Halls Promotion is a web-based, second-chance promotion that gives entrants an opportunity to win cash or Sony® electronic prizes. The promotion runs from noon on Mon., Oct. 4, 2010 through noon on Tues., Jan. 18, 2011.</p> <p>Entry to the promotion is accomplished by legally acquiring an Iowa Lottery holiday scratch ticket: \$1 Tinsel Town Game # 694; \$2 Happy Holidays Game # 695; \$2 Reindeer Bingo Game # 696; \$3 Stocking Stuffer Tripler Game # 697; \$5 Holiday Crossword Game # 698; \$5 Silver Bells Game # 699; and/or \$10 Merry Money Game # 700. If the ticket is a nonwinner, the player can visit the Iowa Lottery website at <a href="http://www.ialottery.com">www.ialottery.com</a> to enter the Tech The Halls holiday promotion with his/her name, street address, phone and the serial number (located on the back of the ticket above the bar code) from his/her nonwinning scratch ticket.</p> <p>The lottery will conduct five drawings – one for each prize category. There will be five random-number generator drawings held on Thurs., Jan. 20, 2011 to attain the winners for each Tech The Halls prize category. The first five numbers drawn for each prize category will win the cash prizes and the next numbers drawn will win the Sony® prizes. Alternates for the prizes will also be drawn. The winners will be posted on the Lottery's website on or before Jan. 21, 2011.</p> <p><b>275 Prizes:</b>          \$1 Tinsel Town: 5 \$500 cash prizes and 50 Sony® Reader Touch Editions™ (\$220 value)          \$2 Happy Holidays or \$2 Reindeer Bingo: 5 \$1,000 cash prizes and 50 Sony® Cyber-shot Digital Still Cameras® (\$348 value)          \$3 Stocking Stuffer Tripler: 5 \$1,500 cash prizes and 50 Sony® VAIO® Laptops (\$407 value)          \$5 Holiday Crossword or \$5 Silver Bells: 5 \$2,500 cash prizes and 50 Sony® PlayStation® 3 Systems (\$430 value)          \$10 Merry Money: 5 \$5,000 cash prizes and 50 Sony® Bravia® 32-inch HDTVs (\$556 value)</p>



# Marketing/Sales Board Report, November 2010

Game	Details	November Sales	November Weekly Per Capita*	Fiscal YTD Sales		
				FY2010	FY2011	Change
	There was one \$100,000 winner in the \$100,000 Cash Game: Stanley Wolkenhauer in Burlington (11.08.10). \$100,000 Cash Game sales for November averaged <b>\$68,947</b> per week. †	\$295,488	\$0.02	\$1,708,406	<b>\$1,505,852</b>	<b>-11.86%</b>
	The jackpot reached its peak for November at \$128.6 million on Nov. 6 and ended the month at \$79.4 million on Nov. 27.	\$3,535,763	\$0.27	\$25,895,410	<b>\$18,706,965</b>	<b>-27.76%</b>
	The jackpot reached its peak for November and ended the month at \$13.12 million on Nov. 27.	\$1,021,731	\$0.08	\$6,595,807	<b>\$4,899,623</b>	<b>-25.72%</b>
	The jackpot reached its peak for November and ended the month at \$52 million on Nov. 30.	\$844,507	\$0.06		<b>\$4,760,543</b>	
	Pick 4 sales for November averaged <b>\$53,547</b> per week. †	\$229,485	\$0.02	\$1,083,938	<b>\$1,110,525</b>	<b>2.45%</b>
	Pick 3 sales for November averaged <b>\$126,907</b> per week. †	\$543,888	\$0.04	\$2,720,644	<b>\$2,660,753</b>	<b>-2.20%</b>

Game	Details	November Sales	November Weekly Per Capita*	Fiscal YTD Sales		
				FY2010	FY2011	Change
	Instant sales for November averaged <b>\$3,360,083</b> per week.†	\$14,400,357	\$1.11	\$54,025,987	<b>\$63,095,385</b>	<b>16.79%</b>
	Pull-tab sales for November averaged <b>\$360,017</b> per week.† One new pull-tab game was introduced in November: "Red Hot Cash" (\$2) was introduced on Nov. 8.	\$1,542,930	\$0.12	\$8,334,885	<b>\$7,861,337</b>	<b>-5.68%</b>
<b>Totals</b>		<b>\$22,414,149</b>		<b>\$100,365,077</b>	<b>\$104,600,983</b>	<b>4.22%</b>

\*Based on the state population of 3,002,555 people.

†Monthly sales divided by the number of days in the month, multiplied times seven (days).

**PROMOTIONS FOR NOVEMBER 2010**

 	<p><b>ISU Hot, Hot, Hot</b></p> <p>Players can bring a nonwinning Iowa Lottery Veterans Hot 7's ticket to any Cyclone™ football game at Jack Trice Stadium and get a hot dog for just \$1! Offer valid only at select concession stands at Jack Trice Stadium during the 2010 Iowa State Cyclone™ football season.</p> <p>All profits from the Veterans Hot 7's game will provide proceeds to support veterans and their families through the Iowa Veterans Trust Fund. Offer good while supplies last. Limit 1 per person. Not redeemable for cash. Offer at sole discretion of Cyclone Sports Properties and Levy Restaurants.</p>
	<p><b>Tech The Halls</b></p> <p>The Tech the Halls Promotion is a web-based, second-chance promotion that gives entrants an opportunity to win cash or Sony® electronic prizes. The promotion runs from noon on Mon., Oct. 4, 2010 through noon on Tues., Jan. 18, 2011.</p> <p>Entry to the promotion is accomplished by legally acquiring an Iowa Lottery holiday scratch ticket: \$1 Tinsel Town Game # 694; \$2 Happy Holidays Game # 695; \$2 Reindeer Bingo Game # 696; \$3 Stocking Stuffer Tripler Game # 697; \$5 Holiday Crossword Game # 698; \$5 Silver Bells Game # 699; and/or \$10 Merry Money Game # 700. If the ticket is a nonwinner, the player can visit the Iowa Lottery website at <a href="http://www.ialottery.com">www.ialottery.com</a> to enter the Tech The Halls holiday promotion with his/her name, street address, phone and the serial number (located on the back of the ticket above the bar code) from his/her nonwinning scratch ticket.</p> <p>The lottery will conduct five drawings – one for each prize category. There will be five random-number generator drawings held on Thurs., Jan. 20, 2011 to attain the winners for each Tech The Halls prize category. The first five numbers drawn for each prize category will win the cash prizes and the next numbers drawn will win the Sony® prizes. Alternates for the prizes will also be drawn. The winners will be posted on the Lottery's website on or before Jan. 21, 2011.</p> <p><b>275 Prizes:</b>          \$1 Tinsel Town: 5 \$500 cash prizes and 50 Sony® Reader Touch Editions™ (\$220 value)          \$2 Happy Holidays or \$2 Reindeer Bingo: 5 \$1,000 cash prizes and 50 Sony® Cyber-shot Digital Still Cameras® (\$348 value)          \$3 Stocking Stuffer Tripler: 5 \$1,500 cash prizes and 50 Sony® VAIO® Laptops (\$407 value)          \$5 Holiday Crossword or \$5 Silver Bells: 5 \$2,500 cash prizes and 50 Sony® PlayStation® 3 Systems (\$430 value)          \$10 Merry Money: 5 \$5,000 cash prizes and 50 Sony® Bravia® 32-inch HDTVs (\$556 value)</p>



# Marketing/Sales Board Report, December 2010

Game	Details	December Sales	December Weekly Per Capita*	Fiscal YTD Sales		
				FY2010	FY2011	Change
	There was one \$100,000 winner in the \$100,000 Cash Game: John Szewc in Cedar Rapids (12.27.10). \$100,000 Cash Game sales for December averaged <b>\$69,031</b> per week. †	\$305,707	\$0.02	\$2,046,573	<b>\$1,811,559</b>	<b>-11.48%</b>
	The jackpot reached its peak for December at \$95.3 million on Dec. 1 and ended the month at \$20 million on Dec. 29.	\$3,453,193	\$0.27	\$30,633,258	<b>\$22,160,158</b>	<b>-27.66%</b>
	The jackpot reached its peak for December and ended the month at \$16.5 million on Dec. 29.	\$1,207,343	\$0.09	\$7,596,470	<b>\$6,106,966</b>	<b>-19.61%</b>
	The jackpot reached its peak for December and ended the month at \$242 million on Dec. 31.	\$2,048,185	\$0.16		<b>\$6,808,728</b>	
	Pick 4 sales for December averaged <b>\$52,167</b> per week. †	\$231,025	\$0.02	\$1,317,519	<b>\$1,341,550</b>	<b>1.82%</b>
	Pick 3 sales for December averaged <b>\$125,934</b> per week. †	\$557,706	\$0.04	\$3,265,998	<b>\$3,218,459</b>	<b>-1.46%</b>

Game	Details	December Sales	December Weekly Per Capita*	Fiscal YTD Sales		
				FY2010	FY2011	Change
	Instant sales for December averaged <b>\$3,216,791</b> per week. <sup>†</sup>	\$14,245,790	\$1.09	\$66,603,276	<b>\$77,341,175</b>	<b>16.12%</b>
	Pull-tab sales for December averaged <b>\$359,041</b> per week. <sup>†</sup> Two new pull-tab games were introduced in December: "Win Sum" (\$.25) was introduced on Dec. 13 and "American Pride" (\$1) was introduced on Dec. 21.	\$1,590,040	\$0.12	\$9,982,041	<b>\$9,451,377</b>	<b>-5.32%</b>
<b>Totals</b>		<b>\$23,638,989</b>		<b>\$121,445,135</b>	<b>\$128,239,972</b>	<b>5.59%</b>

\*Based on the state population of 3,002,555 people.

<sup>†</sup>Monthly sales divided by the number of days in the month, multiplied times seven (days).

## PROMOTIONS FOR DECEMBER 2010

	<p><b>Tech The Halls</b></p> <p>The Tech the Halls Promotion is a web-based, second-chance promotion that gives entrants an opportunity to win cash or Sony® electronic prizes. The promotion runs from noon on Mon., Oct. 4, 2010 through noon on Tues., Jan. 18, 2011.</p> <p>Entry to the promotion is accomplished by legally acquiring an Iowa Lottery holiday scratch ticket: \$1 Tinsel Town Game # 694; \$2 Happy Holidays Game # 695; \$2 Reindeer Bingo Game # 696; \$3 Stocking Stuffer Tripler Game # 697; \$5 Holiday Crossword Game # 698; \$5 Silver Bells Game # 699; and/or \$10 Merry Money Game # 700. If the ticket is a nonwinner, the player can visit the Iowa Lottery website at <a href="http://www.ialottery.com">www.ialottery.com</a> to enter the Tech The Halls holiday promotion with his/her name, street address, phone and the serial number (located on the back of the ticket above the bar code) from his/her nonwinning scratch ticket.</p> <p>The lottery will conduct five drawings – one for each prize category. There will be five random-number generator drawings held on Thurs., Jan. 20, 2011 to attain the winners for each Tech The Halls prize category. The first five numbers drawn for each prize category will win the cash prizes and the next numbers drawn will win the Sony® prizes. Alternates for the prizes will also be drawn. The winners will be posted on the Lottery's website on or before Jan. 21, 2011.</p> <p><b>275 Prizes:</b> \$1 Tinsel Town: 5 \$500 cash prizes and 50 Sony® Reader Touch Editions™ (\$220 value) \$2 Happy Holidays or \$2 Reindeer Bingo: 5 \$1,000 cash prizes and 50 Sony® Cyber-shot Digital Still Cameras® (\$348 value) \$3 Stocking Stuffer Tripler: 5 \$1,500 cash prizes and 50 Sony® VAIO® Laptops (\$407 value) \$5 Holiday Crossword or \$5 Silver Bells: 5 \$2,500 cash prizes and 50 Sony® PlayStation® 3 Systems (\$430 value) \$10 Merry Money: 5 \$5,000 cash prizes and 50 Sony® Bravia® 32-inch HDTVs (\$556 value)</p>
	<p><b>Panther Game Day Getaway</b></p> <p>The Panther Game Day Getaway is a web-based, second-chance promotion that gives entrants an opportunity to win a UNI vs. Drake men's basketball prize package. The promotion runs from noon on Wed., Dec. 1, 2010 through noon on Wed., Jan. 12, 2011.</p> <p>Iowa Lottery players can enter their nonwinning Veteran's Hot 7's tickets for a chance to win tickets in a suite at a Northern Iowa - Drake men's basketball game in Cedar Falls on Jan. 22, plus \$100 cash and a hotel stay.</p> <p>The lottery will conduct a random-number generator drawing on Wed. evening, Jan. 12, 2011 to determine the winners for the Panther Game Day Getaway Promotion prizes. The first number drawn will win the Grand Prize, the 2nd number drawn wins \$75.00 in Lottery coupons and the 3rd number drawn wins \$50 in Lottery coupons.</p>

## **SECURITY REPORT**

### **INVESTIGATIONS**

Cases opened: 22  
Cases closed: 4  
Record of contact: 26

Types: 6 Employee Theft  
3 Burglaries  
7 Theft  
1 Selling to underage

### **EVENTS**

Provide security for the \$100,000 Cash Game and all second chance and promotional drawings.

Total \$100,000 – 79 drawings

Promotional drawings – (2) Twitter contests, (1) Panther Promotion, (1) VIP, (1) customer watching \$100,000 drawing, (1) Tech the Halls.

### **MISCELLANEOUS**

Assist Validations Department: 74

Law Enforcement contacts: 36

Juvenile concerns: 3

Arrests: 7

Arrests pending: 3

## **Warehouse Report**

Received and stored Pull-Tab Games:

50 - Red Hot Cash

51 - Win Sum

52 - American Pride

Received and stored Instant Games:

703 - Iowa Lottery Black

704 - Love to Win

705 - Diamond Dash

706 - Shamrock Shuffle

707 - Match & Win

708 - Give Me 20

716 - Red Hot Cherries