



13001 University Avenue
Clive, IA 50325-8225
www.ialottery.com
515.725.7900

Kim Reynolds · Governor

Matthew N. Strawn · Chief Executive Officer

AGENDA

IOWA LOTTERY COMMISSION

September 24, 2024

10:30 am

Dial In: 515-206-9299

(No PIN # is required to join the call)

- I. Call to Order
 - a. Approval of Agenda
 - b. Approval of Minutes from June 25, 2024 Board Meeting
- II. Remarks from Iowa Department of Revenue Director Mary Mosiman
- III. CEO Report
- IV. Quarterly Reports
 - a. Revenue (Sales and Marketing)
 - b. External Relations
 - c. Security
 - d. Finance
- V. Scratch-Ticket Printing Contract Extensions
 - a. Scientific Games
 - b. Pollard
 - c. IGT
- 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

June 25, 2024

10:30 a.m.

The Iowa Lottery Board convened at 10:30 a.m. at Lottery Headquarters in Clive; Board Chair Katie New presiding.

Board Members Present:

Katie New, Dana Wingert

Board Members Present on Teleconference:

Mary Rathje, Josh Cook, Mick Connealy

Lottery Staff Participating:

Mary Mosiman, Dept. of Revenue Director; Matt Strawn, Lottery CEO; Jon Roth, CRO; Mary Neubauer, External Relations and Social Responsibility; Steve Waymire, Security; Hale Strasser, Systems; David Ranscht, AAG; Jenny Podrebarac, Accounting and Validations Manager; Deb Bassett, Board Secretary

Others Present:

Zach Tecklenburg, Lottery; Alana Stamas, Abby Sills, Zach Waldmeier, Maddie Cutler, and Steve French, Dept. of Revenue; John Schreurs and Shelly Kopriva, Strategic America; Mitch Stone, Scientific Games; Victoria Magruder and Tony Chance, Flynn Wright; Dar Danielson, Radio Iowa; Heather Hackbarth, Dept. of Management

CALL TO ORDER

New called the meeting to order at 10:30 a.m. and roll was taken. There was a quorum. New announced the meeting would be held via teleconference in accordance with Iowa Code section 21.8.

Wingert moved to conduct the meeting via teleconference. Rathje seconded. Motion carried unanimously.

APPROVAL OF AGENDA

Cook moved to approve the agenda for the meeting. Wingert seconded. Motion carried unanimously.

APPROVAL OF MINUTES

Rathje moved to approve the March 26, 2024 Board meeting minutes. Wingert seconded. Motion carried unanimously.

DIRECTOR'S REMARKS

Mosiman provided the board an update on alignment and IDR initiatives undertaken since July 1, 2023.

CEO REPORT

Strawn welcomed Mick Connealy to the board and reported that with less than one week left in FY 2024, Lottery sales for the year will exceed last year's record.

Through May, gross lottery sales total \$456,885,820; a year-over-year sales increase of 3.04%. Through May, total FY 2024 proceeds to date total \$101,706,661; a year-over-year proceeds increase of 0.7%. This marks the second consecutive year the Iowa Lottery will return over \$100 million in proceeds to the state.

While final sales numbers for June will not be available until late next month, we have noticed a slight downward sales trend for the month, particularly scratch tickets. The Lottery's recent and strategic business planning efforts will help blunt the effect of broader external economic challenges, but challenges lie ahead.

Strawn concluded his remarks by thanking New and Chief Wingert for their service as Board Chair and Vice-Chair during the past fiscal year.

QUARTERLY REPORTS

Revenue (Sales and Marketing):

Roth gave a Revenue report. Through May, sales have continued at a strong pace with \$456.9 million in sales. That was a 3.0% increase versus FY 2023, a 25% increase vs. Budget and exceeded the five-year average by 16.8%.

For Scratch Tickets, performance continued strong with \$279.3 million in sales, or a 4.1% increase YTD vs. FY 2023. Similar to the Scratch-Ticket category, the Lotto category has strong performance through May of FY 2024 with an overall increase of 3.7% versus FY 2023. Powerball performance this fiscal year has continued with a 20% increase in sales versus FY 2023. While Mega Millions sales improved since March from a (23.6%) decrease in sales to now a (9.7%) decrease in sales, the size and timing of jackpots have continued to be an impact. Lotto America has continued to perform lower than FY 2023 due to the record jackpot of just over \$40 million won in Iowa last year. InstaPlay continues on pace for the second highest performance ever with sales of \$25.8 million. However, compared to FY 2023 that is a 9.1% decrease in sales. Pull-Tabs have improved in their performance with \$12.1 million in sales or a 0.9% increase versus FY 2023. Retailer Compensation has also increased to \$29.8 million for FY 2024 YTD. This is an increase of 3.4% versus FY 2023.

Marketing and Promotions: There has been tremendous success with the launch of Monopoly scratch-ticket and Instaplay game this spring. A promotion tied to both Monopoly games generated over 154,000 entries. Overall, the games generated over \$5 million in sales for the promotion period and over \$6.3 million in total.

This summer, we have three unique Iowa focused Scratch-tickets; including the first ever co-branded Cyclone \$5 scratch-ticket along with a promotion that will focus on tremendous VIP experiences for home and away games for Cyclone fans. In July, we will launch Kickoff to Kinnick for a chance for players to win tickets to the Ironmen Suite at Kinnick Stadium, including the Iowa-Iowa State Game.

And we have co-branded a first ever \$5 Scratch-ticket with the Iowa State Fair with a promotion where players have a chance to win up to \$5 million.

Roth stated that in addition to these promotions, the NASCAR promotion just concluded; which had an Iowa Lottery component featuring NASCAR's return to the Iowa Speedway along with the national Powerball promotion with a chance to win a prize package to the Phoenix Raceway for the NASCAR Cup Series Championship.

External Relations:

Neubauer gave an External Relations report. The “Truth vs. Myth series on the Iowa Lottery’s social media sites is an outgrowth of the recent Responsible Gambling research that the Iowa Lottery participated in through Scientific Games. The research identified the importance in educating everyone, not just lottery players, about what it means to play the lottery.

In April, the Iowa Lottery announced the launch of a new \$5 scratch ticket named for the Iowa State Fair. In addition, the lottery will have a historical display in the Iowa State Fair Museum to highlight the shared history between the lottery and the Iowa State Fair. And, on opening day of the 2024 Iowa State Fair, the lottery will hold a live game show on the Grand Concourse, with the final winner having a chance at a \$5 million prize.

Neubauer also noted that the Iowa Lottery continues to issue reminders about significant unclaimed prizes in the hopes that people will double-check their tickets.

Security:

Waymire’s Security report was provided in the board packet and there were no changes to the submitted report.

Finance:

Podrebarac gave a finance report. Through May, YTD sales are \$456.9 million. The YTD sales are ahead of budget by \$91.3 million, or 25%. YTD sales are also ahead of sales for FY2023 by \$13.5 million, or 3%.

Through May, YTD proceeds are \$101.7 million. The YTD proceeds are ahead of budget by \$32.7 million, or 47%. YTD proceeds are also ahead of proceeds for FY2023 by \$700 thousand, or 0.7%.

Through May, YTD prize expense is \$291.3 million. The YTD prize expense is ahead of budget by \$63.8 million, or 28%. YTD prize expense is also ahead of prize expense for FY2023 by \$10.9 million, or 4%.

YTD operating expenses through May remain under budget at \$12.3 million and are comparable to the 5-year average.

FY 2025 BUDGET OVERVIEW

With the changes to sales and expenses, budgeted proceeds increased by \$1,114,045 million - from \$75,931,734 million to \$77,045,779 million.

STATE BOARDS AND COMMISSIONS UPDATE

Mosiman stated that effective July 1, 2024 the Lottery Board is changing to Lottery Commission and commissioners will have rule making authority.

ADMINISTRATIVE RULES REVISIONS

Madelyn Cutler, IDR Administrative Rules Coordinator, provided an initial overview and timeline for rulemaking activity to amend the agency procedure rule chapters that apply to all topic areas and lottery specific rule chapters moving under 701 Iowa Administrative Codes. Pursuant to Executive Order 10, the Department of Revenue (IDR) is required to review from a zero-base approach and re-adopt administrative rule chapters under a designated timeline. The overall goal of Executive Order 10 is to remove obsolete, redundant, and unnecessary language, in addition to removing language that is

duplicative of statute. The reduction of restrictive language, as well as page and word count of the administrative code are also identified benefits to the review.

The Department has been conducting this review over the past year for rules dedicated to agency procedures impacted by alignment and lottery-specific chapters. The agency procedure rule chapters are dedicated to department organization, declaratory orders, contested cases, public information and open records, and rulemaking and rule waivers.

By statute, the Lottery Board has an obligation to promulgate administrative rules relating to the management and operation of the Iowa Lottery. Since the Department is combining several rules related to the management of the lottery with rules related to managing tax and alcohol, we are seeking the review and approval of the agency procedure rules from the Lottery Board. The board was provided an overview packet to outline the substantive changes the Department is proposing to make and the tentative scheduled timeline.

Wingert moved to approve the proposed Administrative Rule changes. Rathje seconded. Motion carried unanimously.

ELECTION OF OFFICERS

Connealy moved to approve Dana Wingert as Board Chair and Mary Rathje as Board Vice-Chair for FY 2025. Cook seconded. Motion carried unanimously.

TENTATIVE DATES FOR FY 2025 MEETINGS

Dates were set for quarterly meetings in FY 2025.

ADJOURNMENT

Wingert moved to adjourn. Rathje seconded. Motion carried unanimously.

Meeting adjourned at 11:30 a.m.



Iowa Lottery - Security Division
Quarterly Activity Summary
07/01/2024 to 09/18/2024

Incident Type	Incident Report	95
	Case Report	23

Contact Reasons	Burglary	4
	Contest Draw	3
	Employee Theft	3
	Fraud/Forgery	9
	Missing Tickets - Shipping	5
	Other	13
	Player Assist	13
	Promotional Draw	4
	Quality Control Tickets	12
	Retailer Assist	2
	Scratch Ticket Printing Issue	1
	Theft	11
	Ticket Re-construction	4
	Validations	33
	Winner File Audit	1

Retailer Inspections	270
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August 2024



Selling Iowa Lottery products
on **credit cards** is

ILLEGAL

and against Iowa Lottery
licensing agreements!

Did you know...?

***Lottery tickets purchased on credit cards
are not eligible for prize payment.***

Do your part and please pay attention!



(515) 725-7884

IOWA LOTTERY
PERFORMANCE MEASURES
FY 2024
June 30, 2024

MONTH		JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN
Gross Sales	Budget FY 2024	30,805,612	32,254,825	29,662,368	34,235,499	29,815,250	33,747,250	39,247,779	30,367,165	36,024,531	34,061,624	35,357,766	32,105,331
	Actual '24	49,622,689	45,383,189	38,382,065	44,439,178	36,700,677	41,692,825	39,224,564	35,778,315	46,478,492	40,738,868	38,444,958	32,995,294
Prize Expense	Budget FY 2024	19,297,292	19,925,094	18,485,080	20,946,784	18,717,266	20,951,463	24,036,531	19,101,157	22,369,845	21,455,399	22,173,695	20,137,394
	Actual '24	31,264,114	27,582,044	24,938,776	29,349,141	22,441,971	28,011,239	24,925,757	22,632,696	29,272,906	26,176,721	24,677,185	21,295,203
Operating Expenses	Budget FY 2024	1,253,553	1,356,045	1,253,388	1,319,781	1,327,199	1,264,230	1,385,479	1,299,306	1,317,229	1,315,860	1,435,422	1,287,657
	Actual '24	1,108,707	1,176,130	1,075,057	1,102,678	1,116,711	1,038,117	1,180,069	1,066,066	1,073,230	1,221,112	1,137,805	641,039
Total Proceeds	Budget FY 2024	6,526,228	5,671,274	5,564,173	6,837,098	5,624,045	5,324,915	8,147,197	6,100,617	5,884,057	6,576,522	6,751,368	5,850,990
	Actual '24	11,582,796	11,022,157	8,226,480	9,363,309	9,222,202	7,663,694	8,763,927	8,136,451	11,182,156	9,081,442	7,462,047	4,915,347
YEAR TO DATE													
Gross Sales	Budget FY 2024	30,805,612	63,060,437	92,722,805	126,958,304	156,773,554	190,520,804	229,768,583	260,135,748	296,160,279	330,221,903	365,579,669	397,685,000
	Actual '24	49,622,689	95,005,878	133,387,943	177,827,121	214,527,798	256,220,623	295,445,187	331,223,502	377,701,994	418,440,862	456,885,820	489,881,114
Prize Expense	Budget FY 2024	19,297,292	39,222,386	57,707,466	78,654,250	97,371,516	118,322,979	142,359,510	161,460,667	183,830,512	205,285,911	227,459,606	247,597,000
	Actual '24	31,264,114	58,846,158	83,784,934	113,134,075	135,576,046	163,587,285	188,513,042	211,145,738	240,418,644	266,595,365	291,272,550	312,567,753
Operating Expenses	Budget FY 2024	1,253,553	2,609,598	3,862,986	5,182,767	6,509,966	7,774,196	9,159,675	10,458,981	11,776,210	13,092,070	14,527,492	15,815,149
	Actual '24	1,108,707	2,284,837	3,359,894	4,462,572	5,579,283	6,617,400	7,797,469	8,863,535	9,936,765	11,157,877	12,295,682	12,936,721
Total Proceeds	Budget FY 2024	6,526,228	12,197,502	17,761,675	24,598,773	30,222,818	35,547,733	43,694,930	49,795,547	55,679,604	62,256,126	69,007,494	74,858,484
	Actual '24	11,582,796	22,604,953	30,831,433	40,194,742	49,416,944	57,080,638	65,844,565	73,981,016	85,163,172	94,244,614	101,706,661	106,622,008

Current Month Year to Date

Prize Payout - Budget	62.72%	62.26%
Prize Payout - Actual	64.54%	63.80%
Sales - Actual increase (decrease) vs. Budget		23.18%
Proceeds - Actual increase (decrease) vs. Budget		42.43%

IOWA LOTTERY
PERFORMANCE MEASURES
FY 2024

June 30, 2024		JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN
MONTH													
Gross Sales	Budget FY 2024	30,805,612	32,254,825	29,662,368	34,235,499	29,815,250	33,747,250	39,247,779	30,367,165	36,024,531	34,061,624	35,357,766	32,105,331
	5-year av.	34,478,110	31,707,549	31,348,986	37,608,289	35,189,488	35,444,862	42,534,974	32,553,218	36,699,073	36,074,266	37,548,725	34,740,053
	Actual '23	44,238,093	33,672,563	32,852,383	41,842,932	51,431,952	38,825,335	48,866,615	36,473,073	38,310,222	38,122,584	38,784,997	38,112,394
	Actual '24	49,622,689	45,383,189	38,382,065	44,439,178	36,700,677	41,692,825	39,224,564	35,778,315	46,478,492	40,738,868	38,444,958	32,995,294
Prize Expense	Budget FY 2024	19,297,292	19,925,094	18,485,080	20,946,784	18,717,266	20,951,463	24,036,531	19,101,157	22,369,845	21,455,399	22,173,695	20,137,394
	5-year av.	21,465,762	20,442,425	19,759,085	23,297,414	21,558,920	23,973,507	25,721,798	20,024,591	23,963,967	22,919,840	23,851,068	22,342,258
	Actual '23	26,916,442	22,393,790	20,901,296	26,033,469	30,638,674	26,052,121	29,653,328	22,648,421	24,481,549	25,532,109	25,078,500	24,924,491
	Actual '24	31,264,114	27,582,044	24,938,776	29,349,141	22,441,971	28,011,239	24,925,757	22,632,696	29,272,906	26,176,721	24,677,185	21,295,203
Operating Expenses	Budget FY 2024	1,253,553	1,356,045	1,253,388	1,319,781	1,327,199	1,264,230	1,385,479	1,299,306	1,317,229	1,315,860	1,435,422	1,287,657
	5-year av.	1,068,851	1,104,636	1,109,536	1,140,162	1,122,757	1,084,799	1,140,306	1,044,808	1,135,785	1,093,075	1,143,678	1,104,703
	Actual '23	1,039,787	1,254,852	1,196,388	1,151,290	1,184,160	1,121,173	1,199,194	1,145,077	1,195,753	1,074,336	1,244,370	412,524
	Actual '24	1,108,707	1,176,130	1,075,057	1,102,678	1,116,711	1,038,117	1,180,069	1,066,066	1,073,230	1,221,112	1,137,805	641,039
Total Proceeds	Budget FY 2024	6,526,228	5,671,274	5,564,173	6,837,098	5,624,045	5,324,915	8,147,197	6,100,617	5,884,057	6,576,522	6,751,368	5,850,990
	5-year av.	8,252,705	6,121,261	7,113,346	9,358,544	8,515,236	6,584,106	11,095,842	7,856,942	7,432,627	8,294,713	8,517,010	7,359,985
	Actual '23	11,122,326	5,376,525	7,103,656	10,283,720	14,041,170	7,426,090	12,906,031	8,276,147	8,765,814	7,410,123	8,308,957	7,397,814
	Actual '24	11,582,796	11,022,157	8,226,480	9,363,309	9,222,202	7,663,694	8,763,927	8,136,451	11,182,156	9,081,442	7,462,047	4,915,347

YEAR TO DATE

Gross Sales	Budget FY 2024	30,805,612	63,060,437	92,722,805	126,958,304	156,773,554	190,520,804	229,768,583	260,135,748	296,160,279	330,221,903	365,579,669	397,685,000
	5-year av.	34,478,110	66,185,659	97,534,645	135,142,934	170,332,422	205,777,284	248,312,258	280,865,476	317,564,549	353,638,815	391,187,540	425,927,593
	Actual '23	44,238,093	77,910,656	110,763,039	152,605,971	204,037,923	242,863,258	291,729,873	328,202,946	366,513,168	404,635,752	443,420,749	481,533,143
	Actual '24	49,622,689	95,005,878	133,387,943	177,827,121	214,527,798	256,220,623	295,445,187	331,223,502	377,701,994	418,440,862	456,885,820	489,881,114
Prize Expense	Budget FY 2024	19,297,292	39,222,386	57,707,466	78,654,250	97,371,516	118,322,979	142,359,510	161,460,667	183,830,512	205,285,911	227,459,606	247,597,000
	5-year av.	21,465,762	41,908,187	61,667,272	84,964,686	106,523,606	130,497,113	156,218,911	176,243,502	200,207,469	223,127,309	246,978,377	269,320,635
	Actual '23	26,916,442	49,310,232	70,211,528	96,244,997	126,883,671	152,935,792	182,589,120	205,237,541	229,719,090	255,251,199	280,329,699	305,254,190
	Actual '24	31,264,114	58,846,158	83,784,934	113,134,075	135,576,046	163,587,285	188,513,042	211,145,738	240,418,644	266,595,365	291,272,550	312,567,753
Operating Expenses	Budget FY 2024	1,253,553	2,609,598	3,862,986	5,182,767	6,509,966	7,774,196	9,159,675	10,458,981	11,776,210	13,092,070	14,527,492	15,815,149
	5-year av.	1,068,851	2,173,487	3,283,023	4,423,185	5,545,942	6,630,741	7,771,047	8,815,855	9,951,640	11,044,715	12,188,393	13,293,096
	Actual '23	1,039,787	2,294,639	3,491,027	4,642,317	5,826,477	6,947,650	8,146,844	9,291,921	10,487,674	11,562,010	12,806,380	13,218,904
	Actual '24	1,108,707	2,284,837	3,359,894	4,462,572	5,579,283	6,617,400	7,797,469	8,863,535	9,936,765	11,157,877	12,295,682	12,936,721
Total Proceeds	Budget FY 2024	6,526,228	12,197,502	17,761,675	24,598,773	30,222,818	35,547,733	43,694,930	49,795,547	55,679,604	62,256,126	69,007,494	74,858,484
	5-year av.	8,252,705	14,373,966	21,487,312	30,845,856	39,361,092	45,945,198	57,041,040	64,897,982	72,330,609	80,625,322	89,142,332	96,502,317
	Actual '23	11,122,326	16,498,851	23,602,507	33,886,227	47,927,397	55,353,487	68,259,518	76,535,665	85,301,479	92,711,602	101,020,559	108,418,373
	Actual '24	11,582,796	22,604,953	30,831,433	40,194,742	49,416,944	57,080,638	65,844,565	73,981,016	85,163,172	94,244,614	101,706,661	106,622,008

	Current Month	Year to Date
Prize Payout - Budget	62.72%	62.26%
Prize Payout - 5-Year Average	64.31%	63.23%
Prize Payout - Actual	64.54%	63.80%
Sales - Actual increase (decrease) vs. 5-Year Average		15.02%
Proceeds - Actual increase (decrease) vs. 5-Year Average		10.49%
Sales - Actual increase (decrease) vs. Budget		23.18%
Proceeds - Actual increase (decrease) vs. Budget		42.43%

IOWA LOTTERY
Statement of Net Position
Sunday, June 30, 2024

FINAL

	Year-to-date 6/30/2024	Year-to-date 6/30/2023
Assets		
Current assets:		
Cash	30,540,633.21	27,826,765.87
Cash on hand	600.00	600.00
Restricted assets - cash	829,951.83	756,136.83
Prepaid expense	63,973.83	184,318.67
Interest receivable	92,852.55	56,907.62
Accounts receivable, net	4,435,775.21	4,591,424.13
Ticket inventories	3,058,371.45	3,908,531.95
Investment in prize annuities	57,515.61	58,057.65
Total current assets	<u>39,079,673.69</u>	<u>37,382,742.72</u>
Noncurrent assets:		
Prize reserve	5,658,793.40	4,975,966.27
Investment in prize annuities	714,611.86	774,252.89
Capital assets, net	9,746,661.28	7,036,592.67
Lease assets, net	1,986,527.91	2,537,144.18
Total noncurrent assets	<u>18,106,594.45</u>	<u>15,323,956.01</u>
Total assets	<u>57,186,268.14</u>	<u>52,706,698.73</u>
Deferred Outflows of Resources	<u>1,643,270.00</u>	<u>1,200,817.00</u>
Liabilities		
Current liabilities:		
Multi-State Prize Payable	1,596,794.85	275,825.44
Mega Millions Prize Payable	475,821.00	2,225,116.50
Pick 4 Prize Payable	158,722.70	502,533.10
Pick 3 Prize Payable	172,337.30	198,682.90
Lucky for Life Prize Payable	157,741.91	213,375.15
Lucky for Life Prize Reserve	271,134.87	222,607.31
Lotto America Prize Payable	123,430.50	256,015.00
Unclaimed Prize Liability	3,431,213.35	560,962.71
InstaPlay Prize Payable	157,988.00	561,859.00
Retailer/Other Deposits	25,000.00	20,000.00
Annuity Prizes Payable	57,515.61	58,057.65
Accounts payable and accruals	4,623,691.95	1,647,586.96
Lease liability	556,364.39	549,901.73
Unearned revenue	289,563.94	469,225.44
Salary and benefits payable	287,186.70	313,748.64
Compensated absences and OPEB	951,223.53	859,723.14
State withholding payable	80,662.76	209,550.67
Federal withholding payable	63,109.85	17,497.47
Proceeds due to state causes	21,458,836.11	23,116,894.48
Total current liabilities	<u>34,938,339.32</u>	<u>32,279,163.29</u>
Long-term liabilities:		
Accounts payable and accruals	32,192.00	94,965.00
Lease liability	1,436,198.23	1,992,562.62
Net pension liability	3,940,791.00	3,526,018.00
Prize reserve	5,658,793.40	4,975,966.27
Compensated absences and OPEB	1,740,964.77	2,062,527.21
Annuity prizes payable	714,611.86	774,252.89
Total long-term liabilities	<u>13,523,551.26</u>	<u>13,426,291.99</u>
Total liabilities	<u>48,461,890.58</u>	<u>45,705,455.28</u>
Deferred Inflows of Resources	<u>1,046,754.00</u>	<u>1,293,226.00</u>
Net Position		
Net investment in capital and lease assets	9,740,626.57	7,031,272.50
Unrestricted	(419,733.01)	(122,438.05)
Total net position	<u>9,320,893.56</u>	<u>6,908,834.45</u>

IOWA LOTTERY
Statement of Revenues, Expenses and Changes in Net Position
For the Twelve Months Ending Sunday, June 30, 2024

FINAL

	Month ended 6/30/2024	Month ended 6/30/2023	Year-to-date 6/30/2024	Year-to-date 6/30/2023
Operating revenues:				
Scratch ticket sales	\$22,807,357.00	\$25,274,877.04	\$302,133,445.00	\$293,580,116.04
InstaPlay sales	2,177,357.00	3,427,494.00	27,985,302.00	31,817,614.00
Pick 3 sales	747,411.00	777,693.50	9,098,474.00	9,128,651.50
Powerball sales	3,127,347.00	3,860,430.50	77,259,702.50	65,632,084.50
Mega Millions Sales	1,476,794.00	2,037,648.00	39,142,572.00	43,758,227.00
Pick 4 sales	490,429.50	464,044.50	5,927,189.00	5,798,109.50
Lucky for Life sales	678,062.00	695,078.00	8,570,256.00	8,419,258.00
Lotto America sales	516,357.00	533,247.00	6,713,029.00	10,387,460.00
Pull-tab sales	974,179.01	1,041,881.51	13,051,144.14	13,011,622.70
Application fees	175.00	225.00	5,550.00	5,750.00
Other	1,001.46	1,881.76	10,842.30	23,299.39
Total operating revenues	32,996,469.97	38,114,500.81	489,897,505.94	481,562,192.63
Operating expenses:				
Scratch ticket prizes	15,270,423.25	16,962,177.00	208,266,845.56	199,208,531.69
InstaPlay prizes	1,693,046.72	2,936,493.99	20,331,583.74	23,769,640.76
Pick 3 prizes	448,446.60	466,616.10	5,459,084.40	5,477,190.90
Powerball prizes	1,576,423.20	1,930,749.50	38,673,976.39	32,734,985.25
Mega Millions prizes	738,397.00	1,018,824.00	19,571,286.00	21,963,856.70
Pick 4 prizes	294,257.70	278,426.70	3,668,624.60	3,769,003.20
Lucky for Life prizes	402,995.99	413,109.16	5,074,272.93	5,003,859.69
Lotto America prizes	258,178.50	266,623.50	3,356,514.50	5,193,730.00
Pull-tab prizes	613,033.58	651,471.33	8,165,562.85	8,133,393.52
Advertising/publicity	765,188.56	815,327.03	11,427,958.93	9,235,256.08
Retailer compensation expense	2,143,625.39	2,500,821.88	31,936,416.92	31,307,795.39
Ticket expense	381,154.08	223,373.71	3,340,845.15	3,471,082.99
Vendor compensation expense	500,551.75	746,882.53	7,835,386.47	7,801,337.24
Salary and benefits	343,757.88	90,112.17	9,851,321.34	9,764,280.52
Travel	37,697.32	21,639.14	283,071.09	323,184.46
Supplies	9,091.02	55,091.49	108,783.88	180,748.89
Printing	-	1,397.00	2,690.89	3,172.92
Postage	210.84	203.01	7,505.50	7,582.12
Communications	17,466.35	26,773.42	212,314.72	193,849.24
Rentals	8,514.18	8,569.29	106,217.73	112,216.08
Utilities	11,068.97	5,777.17	102,841.45	106,350.38
Professional fees	7,321.49	24,669.34	218,116.08	258,285.62
Vending machine maintenance	26,006.40	25,200.00	308,388.38	295,376.64
Outside services and repairs	151,042.62	184,949.95	1,553,659.94	1,572,327.04
Data processing	11,734.81	12,769.97	139,187.76	153,057.80
Equipment	44,325.35	44,400.39	288,180.02	525,333.34
Reimbursement to other state agencies	33,720.47	61,192.94	440,335.38	504,190.72
Depreciation	38,667.37	40,567.57	482,511.39	482,769.91
Amortization	45,884.57	45,884.57	550,616.27	548,185.43
MUSL/Lotto administrative expense	13,503.22	18,265.51	136,037.41	196,779.94
Debit card fees	17,666.59	15,458.59	256,888.37	161,459.34
Other	5,179.32	(15,222.29)	61,541.86	63,347.10
Total operating expenses	25,908,581.09	29,878,595.66	382,218,567.90	372,522,160.90
Operating income	7,087,888.88	8,235,905.15	107,678,938.04	109,040,031.73
Non-operating revenue (expenses):				
Proceeds to state causes	(4,915,347.32)	(7,397,813.91)	(106,622,007.74)	(108,418,373.26)
Interest income	93,686.60	140,858.80	1,353,190.72	757,311.99
Interest expense	(2,114.04)	(2,630.49)	(28,796.91)	(33,724.36)
Gain (Loss) on disposal of capital assets	-	(10,575.88)	30,735.00	(4,753.77)
Net non-operating revenues (expenses)	(4,823,774.76)	(7,270,161.48)	(105,266,878.93)	(107,699,539.40)
Change in net position	2,264,114.12	965,743.67	2,412,059.11	1,340,492.33
Net position beginning of period	7,056,779.44	5,943,090.78	6,908,834.45	5,568,342.12
Net position end of period	9,320,893.56	6,908,834.45	9,320,893.56	6,908,834.45

IOWA LOTTERY AUTHORITY
STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET POSITION
FOR FISCAL YEARS 2020 THROUGH 2024
FINAL

	Fiscal Year 2024	Fiscal Year 2023	Fiscal Year 2022	Fiscal Year 2021	Fiscal Year 2020
OPERATING REVENUES					
Scratch ticket sales	302,133,445	293,580,116	293,126,549	316,934,651	262,447,704
Instaplay sales	27,985,302	31,817,614	23,436,815	23,478,424	16,279,705
Pick 3 sales	9,098,474	9,128,652	9,265,786	9,540,165	8,502,502
Powerball sales	77,259,703	65,632,085	53,076,000	43,419,695	36,428,043
Mega Millions sales	39,142,572	43,758,227	20,375,167	28,980,779	20,433,854
Pick 4 sales	5,927,189	5,798,109	5,602,823	5,470,758	4,950,001
Lucky for Life sales	8,570,256	8,419,258	8,071,004	5,555,026	5,335,530
Lotto America sales	6,713,029	10,387,460	7,011,217	6,441,090	6,751,811
Pull-tab sales	13,051,144	13,011,623	12,698,408	12,771,423	10,824,344
Application fees	5,550	5,750	5,300	4,700	3,750
Other revenue	10,842	23,299	21,083	6,317	7,436
Total operating revenues	489,897,506	481,562,193	432,690,152	452,603,028	371,964,680
OPERATING EXPENSES					
Scratch ticket prize expense	208,266,846	199,208,532	195,258,147	211,664,732	174,595,972
Instaplay prize expense	20,331,584	23,769,641	17,081,836	17,225,460	11,659,100
Pick 3 prize expense	5,459,084	5,477,191	5,559,472	5,766,802	5,101,502
Powerball prize expense	38,673,976	32,734,985	26,546,085	21,710,608	18,219,035
Mega Millions prize expense	19,571,286	21,963,857	10,185,739	14,490,389	10,216,927
Pick 4 prize expense	3,668,625	3,769,003	3,361,694	3,282,455	3,237,775
Lucky for Life prize expense	5,074,273	5,003,860	4,793,210	3,535,075	3,147,141
Lotto America prize expense	3,356,515	5,193,730	3,505,608	3,220,545	3,375,906
Pull-tab prize expense	8,165,563	8,133,393	7,922,317	7,981,163	6,763,647
Advertising/Publicity	11,427,959	9,235,256	8,393,217	7,421,985	6,780,551
Retailer compensation expense	31,936,417	31,307,795	28,255,266	29,694,891	24,314,334
Ticket expense	3,340,845	3,471,083	3,276,221	3,564,730	3,242,459
Vendor compensation expense	7,835,386	7,801,337	5,271,948	6,237,018	6,058,063
Salary and benefits	9,851,321	9,764,281	9,518,539	11,190,015	10,861,223
Travel	283,071	323,184	278,982	196,657	231,957
Supplies	108,784	180,749	118,521	103,778	94,247
Printing	2,691	3,173	4,571	3,076	1,402
Postage	7,506	7,582	10,130	7,380	7,097
Communications	212,315	193,849	187,447	173,362	188,930
Rentals	106,218	112,216	106,831	304,104	318,204
Utilities	102,841	106,350	94,376	91,331	92,719
Professional fees	218,116	258,286	99,832	119,268	169,265
Vending machine maintenance	308,388	295,377	271,152	261,166	257,040
Outside services & repairs	1,553,660	1,572,327	1,397,712	918,261	870,282
Data processing	139,188	153,058	129,246	128,506	125,918
Equipment	288,180	525,333	481,480	509,009	392,535
Reimbursement to other state agencies	440,335	504,191	514,973	460,093	479,618
Depreciation	482,511	482,770	527,833	457,136	481,223
Amortization	550,616	548,185	429,366	-	-
MUSL administrative expense	136,037	196,780	31,581	9,116	33,596
Debit card fees***	256,888	161,459	-	-	-
Other***	61,542	63,350	73,539	53,094	56,126
Total operating expenses	382,218,567	372,522,163	333,686,871	350,781,205	291,373,794
Operating income (loss)	107,678,939	109,040,030	99,003,281	101,821,823	80,590,886

IOWA LOTTERY AUTHORITY
STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET POSITION
FOR FISCAL YEARS 2020 THROUGH 2024
FINAL

	Fiscal Year 2024	Fiscal Year 2023	Fiscal Year 2022	Fiscal Year 2021	Fiscal Year 2020
Non-operating revenues (expenses)					
Proceeds to state causes	(106,622,008)	(108,418,373)	(97,951,422)	(101,747,494)	(81,529,332)
Interest income	1,353,191	757,312	87,823	59,467	383,498
Interest expense	(28,797)	(33,724)	(19,546)	-	-
Gain (Loss) on disposal of capital assets	30,735	(4,754)	46,657	18,400	1,647
Net non-operating revenues(expenses)	(105,266,879)	(107,699,539)	(97,836,488)	(101,669,627)	(81,144,187)
Change in net position	2,412,060	1,340,491	1,166,793	152,196	(553,301)
Net position, beginning of period	6,908,834	5,568,343	4,401,550	4,249,354	4,802,655
Net position, end of period	9,320,894	6,908,834	5,568,343	4,401,550	4,249,354

*** beginning in FY23, debit card fees are shown individually. Previously reported as "Other".

IOWA LOTTERY
PERFORMANCE MEASURES
FY 2025
August 31, 2024

MONTH		JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN
Gross Sales	Budget FY 2025	33,294,292	33,131,492	29,528,175	35,096,767	31,776,182	34,717,957	40,096,418	32,955,206	38,531,320	35,722,834	38,471,119	34,363,238
	Actual '25	34,251,832	35,238,989	-	-	-	-	-	-	-	-	-	-
Prize Expense	Budget FY 2025	20,990,585	20,811,061	18,829,824	21,865,948	20,231,064	21,962,495	24,985,431	20,990,768	24,326,007	22,988,379	24,508,156	21,900,108
	Actual '25	22,234,304	22,923,267	-	-	-	-	-	-	-	-	-	-
Operating Expenses	Budget FY 2025	1,339,307	1,315,397	1,257,890	1,334,920	1,253,756	1,312,808	1,371,523	1,257,337	1,308,465	1,291,577	1,359,530	1,337,869
	Actual '25	1,222,681	1,184,983	-	-	-	-	-	-	-	-	-	-
Total Proceeds	Budget FY 2025	6,928,110	5,720,132	5,364,280	6,856,663	5,912,764	5,185,374	8,038,398	6,744,334	6,011,026	6,771,090	7,370,696	6,142,912
	Actual '25	6,629,199	5,017,168	-	-	-	-	-	-	-	-	-	-
YEAR TO DATE													
Gross Sales	Budget FY 2025	33,294,292	66,425,784	95,953,959	131,050,726	162,826,908	197,544,865	237,641,283	270,596,489	309,127,809	344,850,643	383,321,762	417,685,000
	Actual '25	34,251,832	69,490,821	-	-	-	-	-	-	-	-	-	-
Prize Expense	Budget FY 2025	20,990,585	41,801,646	60,631,470	82,497,418	102,728,482	124,690,977	149,676,408	170,667,176	194,993,183	217,981,562	242,489,718	264,389,826
	Actual '25	22,234,304	45,157,571	-	-	-	-	-	-	-	-	-	-
Operating Expenses	Budget FY 2025	1,339,307	2,654,704	3,912,594	5,247,514	6,501,270	7,814,078	9,185,601	10,442,938	11,751,403	13,042,980	14,402,510	15,740,379
	Actual '25	1,222,681	2,407,664	-	-	-	-	-	-	-	-	-	-
Total Proceeds	Budget FY 2025	6,928,110	12,648,242	18,012,522	24,869,185	30,781,949	35,967,323	44,005,721	50,750,055	56,761,081	63,532,171	70,902,867	77,045,779
	Actual '25	6,629,199	11,646,367	-	-	-	-	-	-	-	-	-	-

Current Month Year to Date

Prize Payout - Budget	62.81%	62.93%
Prize Payout - Actual	65.05%	64.98%
Sales - Actual increase (decrease) vs. Budget		4.61%
Proceeds - Actual increase (decrease) vs. Budget		-7.92%

IOWA LOTTERY
PERFORMANCE MEASURES
FY 2025

August 31, 2024		JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN
MONTH													
Gross Sales	Budget FY 2025	33,294,292	33,131,492	29,528,175	35,096,767	31,776,182	34,717,957	40,096,418	32,955,206	38,531,320	35,722,834	38,471,119	34,363,238
	5-year av.	38,478,055	35,156,671	33,617,696	36,862,933	36,686,715	37,487,209	43,679,417	33,799,737	38,134,271	38,018,612	38,367,013	35,436,376
	Actual '24	49,622,689	45,383,189	38,382,065	44,439,178	36,700,677	41,692,825	39,224,564	35,778,315	46,478,492	40,738,868	38,444,958	32,995,294
	Actual '25	34,251,832	35,238,989	-	-	-	-	-	-	-	-	-	-
Prize Expense	Budget FY 2025	20,990,585	20,811,061	18,829,824	21,865,948	20,231,064	21,962,495	24,985,431	20,990,768	24,326,007	22,988,379	24,508,156	21,900,108
	5-year av.	24,025,247	22,387,492	21,336,167	23,523,457	22,411,540	25,215,600	26,787,270	21,005,325	24,853,948	24,527,985	24,667,051	22,704,975
	Actual '24	31,264,114	27,582,044	24,938,776	29,349,141	22,441,971	28,011,239	24,925,757	22,632,696	29,272,906	26,176,721	24,677,185	21,295,203
	Actual '25	22,234,304	22,923,267										
Operating Expenses	Budget FY 2025	1,339,307	1,315,397	1,257,890	1,334,920	1,253,756	1,312,808	1,371,523	1,257,337	1,308,465	1,291,577	1,359,530	1,337,869
	5-year av.	1,071,772	1,130,423	1,117,142	1,128,681	1,113,312	1,083,346	1,142,167	1,059,105	1,152,775	1,120,156	1,136,239	972,361
	Actual '24	1,108,707	1,176,130	1,075,057	1,102,678	1,116,711	1,038,117	1,180,069	1,066,066	1,073,230	1,221,112	1,137,805	641,039
	Actual '25	1,222,681	1,184,983	-	-	-	-	-	-	-	-	-	-
Total Proceeds	Budget FY 2025	6,928,110	5,720,132	5,364,280	6,856,663	5,912,764	5,185,374	8,038,398	6,744,334	6,011,026	6,771,090	7,370,696	6,142,912
	5-year av.	9,164,175	7,203,935	7,561,299	8,439,148	9,050,985	7,037,999	11,063,867	8,034,347	7,927,917	8,396,649	8,197,242	7,176,161
	Actual '24	11,582,796	11,022,157	8,226,480	9,363,309	9,222,202	7,663,694	8,763,927	8,136,451	11,182,156	9,081,442	7,462,047	4,915,347
	Actual '25	6,629,199	5,017,168										
YEAR TO DATE													
Gross Sales	Budget FY 2025	33,294,292	66,425,784	95,953,959	131,050,726	162,826,908	197,544,865	237,641,283	270,596,489	309,127,809	344,850,643	383,321,762	417,685,000
	5-year av.	38,478,055	73,634,726	107,252,422	144,115,355	180,802,070	218,289,279	261,968,696	295,768,433	333,902,704	371,921,316	410,288,329	445,724,705
	Actual '24	49,622,689	95,005,878	133,387,943	177,827,121	214,527,798	256,220,623	295,445,187	331,223,502	377,701,994	418,440,862	456,885,820	489,881,114
	Actual '25	34,251,832	69,490,821	-	-	-	-	-	-	-	-	-	-
Prize Expense	Budget FY 2025	20,990,585	41,801,646	60,631,470	82,497,418	102,728,482	124,690,977	149,676,408	170,667,176	194,993,183	217,981,562	242,489,718	264,389,826
	5-year av.	24,025,247	46,412,739	67,748,906	91,272,363	113,683,903	138,899,503	165,686,773	186,692,098	211,546,046	236,074,031	260,741,082	283,446,057
	Actual '24	31,264,114	58,846,158	83,784,934	113,134,075	135,576,046	163,587,285	188,513,042	211,145,738	240,418,644	266,595,365	291,272,550	312,567,753
	Actual '25	22,234,304	45,157,571										
Operating Expenses	Budget FY 2025	1,339,307	2,654,704	3,912,594	5,247,514	6,501,270	7,814,078	9,185,601	10,442,938	11,751,403	13,042,980	14,402,510	15,740,379
	5-year av.	1,071,772	2,202,195	3,319,337	4,448,018	5,561,330	6,644,676	7,786,843	8,845,948	9,998,723	11,118,879	12,255,118	13,227,479
	Actual '24	1,108,707	2,284,837	3,359,894	4,462,572	5,579,283	6,617,400	7,797,469	8,863,535	9,936,765	11,157,877	12,295,682	12,936,721
	Actual '25	1,222,681	2,407,664	-	-	-	-	-	-	-	-	-	-
Total Proceeds	Budget FY 2025	6,928,110	12,648,242	18,012,522	24,869,185	30,781,949	35,967,323	44,005,721	50,750,055	56,761,081	63,532,171	70,902,867	77,045,779
	5-year av.	9,164,175	16,368,110	23,929,409	32,368,557	41,419,542	48,457,541	59,521,408	67,555,755	75,483,672	83,880,321	92,077,563	99,253,724
	Actual '24	11,582,796	22,604,953	30,831,433	40,194,742	49,416,944	57,080,638	65,844,565	73,981,016	85,163,172	94,244,614	101,706,661	106,622,008
	Actual '25	6,629,199	11,646,367	-	-	-	-	-	-	-	-	-	-

	Current Month	Year to Date
Prize Payout - Budget	62.81%	62.93%
Prize Payout - 5-Year Average	63.68%	63.03%
Prize Payout - Actual	65.05%	64.98%
Sales - Actual increase (decrease) vs. 5-Year Average		(5.63%)
Proceeds - Actual increase (decrease) vs. 5-Year Average		(28.85%)
Sales - Actual increase (decrease) vs. Budget		4.61%
Proceeds - Actual increase (decrease) vs. Budget		(7.92%)

IOWA LOTTERY
Statement of Revenues, Expenses and Changes in Net Position
For the One Month Ending Wednesday, July 31, 2024

	Month ended 7/31/2024	Month ended 7/31/2023	Year-to-date 7/31/2024	Year-to-date 7/31/2023
Operating revenues:				
Scratch ticket sales	\$23,309,430.00	\$25,196,999.00	\$23,309,430.00	\$25,196,999.00
InstaPlay sales	2,063,593.00	1,898,041.00	2,063,593.00	1,898,041.00
Pick 3 sales	780,424.50	755,942.00	780,424.50	755,942.00
Powerball sales	2,990,790.00	12,028,715.00	2,990,790.00	12,028,715.00
Mega Millions Sales	2,049,330.00	6,860,013.00	2,049,330.00	6,860,013.00
Pick 4 sales	496,996.50	481,632.00	496,996.50	481,632.00
Lucky for Life sales	705,554.00	776,288.00	705,554.00	776,288.00
Lotto America sales	590,558.00	734,573.00	590,558.00	734,573.00
Pull-tab sales	1,265,155.52	890,486.47	1,265,155.52	890,486.47
Application fees	575.00	400.00	575.00	400.00
Other	637.12	386.39	637.12	386.39
Total operating revenues	<u>34,253,043.64</u>	<u>49,623,475.86</u>	<u>34,253,043.64</u>	<u>49,623,475.86</u>
Operating expenses:				
Scratch ticket prizes	15,935,971.00	18,439,712.00	15,935,971.00	18,439,712.00
InstaPlay prizes	1,494,022.15	1,275,701.82	1,494,022.15	1,275,701.82
Pick 3 prizes	468,254.70	453,565.20	468,254.70	453,565.20
Powerball prizes	1,508,171.00	5,996,781.65	1,508,171.00	5,996,781.65
Mega Millions prizes	1,024,665.00	3,430,006.50	1,024,665.00	3,430,006.50
Pick 4 prizes	298,197.90	288,979.20	298,197.90	288,979.20
Lucky for Life prizes	419,335.47	461,375.16	419,335.47	461,375.16
Lotto America prizes	295,279.00	367,286.50	295,279.00	367,286.50
Pull-tab prizes	790,407.88	550,705.47	790,407.88	550,705.47
Advertising/publicity	929,976.38	1,308,031.93	929,976.38	1,308,031.93
Retailer compensation expense	2,219,265.02	3,294,868.14	2,219,265.02	3,294,868.14
Ticket expense	241,252.52	229,737.75	241,252.52	229,737.75
Vendor compensation expense	542,419.47	816,965.60	542,419.47	816,965.60
Salary and benefits	957,673.42	878,444.88	957,673.42	878,444.88
Travel	21,184.08	23,564.70	21,184.08	23,564.70
Supplies	6,338.24	5,933.82	6,338.24	5,933.82
Printing	40.00	-	40.00	-
Postage	350.25	393.87	350.25	393.87
Communications	16,615.63	19,694.20	16,615.63	19,694.20
Rentals	8,571.60	8,568.74	8,571.60	8,568.74
Utilities	9,200.27	8,822.47	9,200.27	8,822.47
Professional fees	6,877.50	7,319.00	6,877.50	7,319.00
Vending machine maintenance	26,006.40	25,232.43	26,006.40	25,232.43
Outside services and repairs	131,996.39	101,332.70	131,996.39	101,332.70
Data processing	6,941.81	11,408.50	6,941.81	11,408.50
Equipment	52,419.72	44,143.80	52,419.72	44,143.80
Reimbursement to other state agencies	32,479.80	26,510.97	32,479.80	26,510.97
Depreciation	38,694.03	41,609.10	38,694.03	41,609.10
Amortization	45,884.70	45,884.70	45,884.70	45,884.70
MUSL/Lotto administrative expense	11,435.32	9,998.30	11,435.32	9,998.30
Debit card fees	18,287.30	24,942.00	18,287.30	24,942.00
Other	115,118.67	4,774.25	115,118.67	4,774.25
Total operating expenses	<u>27,673,332.62</u>	<u>38,202,295.35</u>	<u>27,673,332.62</u>	<u>38,202,295.35</u>
Operating income	<u>6,579,711.02</u>	<u>11,421,180.51</u>	<u>6,579,711.02</u>	<u>11,421,180.51</u>
Non-operating revenue (expenses):				
Proceeds to state causes	(6,629,199.38)	(11,582,795.92)	(6,629,199.38)	(11,582,795.92)
Interest income	29,030.23	8,595.03	29,030.23	8,595.03
Interest expense	(2,072.13)	(2,589.11)	(2,072.13)	(2,589.11)
Gain (Loss) on disposal of capital assets	-	23,155.00	-	23,155.00
Net non-operating revenues (expenses)	<u>(6,602,241.28)</u>	<u>(11,553,635.00)</u>	<u>(6,602,241.28)</u>	<u>(11,553,635.00)</u>
Change in net position	<u>(22,530.26)</u>	<u>(132,454.49)</u>	<u>(22,530.26)</u>	<u>(132,454.49)</u>
Net position beginning of period	<u>9,344,780.56</u>	<u>6,908,834.45</u>	<u>9,344,780.56</u>	<u>6,908,834.45</u>
Net position end of period	<u>9,322,250.30</u>	<u>6,776,379.96</u>	<u>9,322,250.30</u>	<u>6,776,379.96</u>

IOWA LOTTERY
Statement of Revenues, Expenses and Changes in Net Position
For the Two Months Ending Saturday, August 31, 2024

	Month ended 8/31/2024	Month ended 8/31/2023	Year-to-date 8/31/2024	Year-to-date 8/31/2023
Operating revenues:				
Scratch ticket sales	\$23,334,165.00	\$25,889,927.00	\$46,643,595.00	\$51,086,926.00
InstaPlay sales	1,948,137.00	2,217,362.00	4,011,730.00	4,115,403.00
Pick 3 sales	766,205.00	767,042.00	1,546,629.50	1,522,984.00
Powerball sales	2,955,976.00	4,526,494.50	5,946,766.00	16,555,209.50
Mega Millions Sales	3,210,471.00	8,883,019.00	5,259,801.00	15,743,032.00
Pick 4 sales	483,763.00	494,710.00	980,759.50	976,342.00
Lucky for Life sales	698,768.00	745,738.00	1,404,322.00	1,522,026.00
Lotto America sales	613,474.00	681,698.00	1,204,032.00	1,416,271.00
Pull-tab sales	1,228,030.02	1,177,198.52	2,493,185.54	2,067,684.99
Application fees	400.00	450.00	975.00	850.00
Other	55,372.19	815.42	56,009.31	1,201.81
Total operating revenues	35,294,761.21	45,384,454.44	69,547,804.85	95,007,930.30
Operating expenses:				
Scratch ticket prizes	16,091,219.50	17,057,616.00	32,027,190.50	35,497,328.00
InstaPlay prizes	1,525,494.34	1,537,330.67	3,019,516.49	2,813,032.49
Pick 3 prizes	459,723.00	460,225.20	927,977.70	913,790.40
Powerball prizes	1,489,868.15	2,265,911.00	2,998,039.15	8,262,692.65
Mega Millions prizes	1,605,450.56	4,441,509.50	2,630,115.56	7,871,516.00
Pick 4 prizes	290,257.80	296,826.00	588,455.70	585,805.20
Lucky for Life prizes	415,302.23	443,218.23	834,637.70	904,593.39
Lotto America prizes	274,443.60	340,849.00	569,722.60	708,135.50
Pull-tab prizes	771,507.57	738,558.08	1,561,915.45	1,289,263.55
Advertising/publicity	1,302,401.60	1,190,095.49	2,232,377.98	2,498,127.42
Retailer compensation expense	2,300,332.45	2,879,135.56	4,519,597.47	6,174,003.70
Ticket expense	342,899.86	217,572.95	584,152.38	447,310.70
Vendor compensation expense	543,820.12	722,635.28	1,086,239.59	1,539,600.88
Salary and benefits	911,990.90	937,616.61	1,869,664.32	1,816,061.49
Travel	26,582.30	24,192.31	47,766.38	47,757.01
Supplies	3,858.96	3,801.77	10,197.20	9,735.59
Printing	40.00	-	80.00	-
Postage	350.25	319.05	700.50	712.92
Communications	16,254.94	17,045.18	32,870.57	36,739.38
Rentals	8,572.70	8,628.36	17,144.30	17,197.10
Utilities	8,399.93	8,514.29	17,600.20	17,336.76
Professional fees	6,800.00	7,659.25	13,677.50	14,978.25
Vending machine maintenance	26,006.40	25,167.57	52,012.80	50,400.00
Outside services and repairs	164,311.83	94,747.11	296,308.22	196,079.81
Data processing	13,663.93	11,671.57	20,605.74	23,080.07
Equipment	37,784.47	13,310.95	90,204.19	57,454.75
Reimbursement to other state agencies	32,479.80	43,283.96	64,959.60	69,794.93
Depreciation	36,739.26	40,470.12	75,433.29	82,079.22
Amortization	45,884.70	45,884.70	91,769.40	91,769.40
MUSL/Lotto administrative expense	11,435.35	9,998.29	22,870.67	19,996.59
Debit card fees	20,406.97	20,581.01	38,694.27	45,523.01
Other	5,119.51	5,034.65	120,238.18	9,808.90
Total operating expenses	28,789,402.98	33,909,409.71	56,462,735.60	72,111,705.06
Operating income	6,505,358.23	11,475,044.73	13,085,069.25	22,896,225.24
Non-operating revenue (expenses):				
Proceeds to state causes	(5,017,167.56)	(11,022,156.61)	(11,646,366.94)	(22,604,952.53)
Interest income	143,449.45	87,099.28	172,479.68	95,694.31
Interest expense	(2,448.71)	(3,189.44)	(4,520.84)	(5,778.55)
Gain (Loss) on disposal of capital assets	-	-	-	23,155.00
Net non-operating revenues (expenses)	(4,876,166.82)	(10,938,246.77)	(11,478,408.10)	(22,491,881.77)
Change in net position	1,629,191.41	536,797.96	1,606,661.15	404,343.47
Net position beginning of period	9,298,363.30	6,776,379.96	9,320,893.56	6,908,834.45
Net position end of period	10,927,554.71	7,313,177.92	10,927,554.71	7,313,177.92

Extension and Amendment to the Agreement between Scientific Game, LLC and the Iowa Department of Revenue, executed December 20, 2018.

This Amendment and Renewal to the Agreement (“Amendment”) stated above is executed by and between the Iowa Department of Revenue (“Lottery”) and Scientific Games, LLC, a limited liability company (“Contractor”) under and pursuant to the Agreement for the Purchase of Instant Tickets and Related Services originally executed December 20, 2018 between Iowa Lottery Authority and Scientific Games International, Inc. (“Agreement”), and as further assigned to Scientific Games, LLC. Capitalized terms used but not defined herein are as defined in the Agreement.

Section 1: Amendments.

Revision 1. Section 9.4A is added and reads as follows:

Termination Upon Notice. Following 90 days’ written notice, Lottery may terminate the Agreement in whole or in part without the payment of any penalty or incurring any further obligation to the Contractor. Following termination upon notice, the Contractor shall be entitled to compensation, upon submission of invoices and proper proof of claim, for goods provided under the Contract to the Lottery up to and including the date of termination.

Section 2: Extension

On July 18, 2024, the Iowa Department of Administrative Services granted Lottery a waiver, allowing the Lottery to extend its contract with Contractor. Therefore, pursuant to that waiver, and section 5 of the Agreement, the Agreement is hereby extended for one (1) additional year, commencing on January 1, 2025 until December 31, 2025.

Section 3: Pricing

Attached to this Amendment as Exhibit A.

Section 4: Ratification & Authorization.

Except as expressly amended and supplemented herein, the Agreement shall remain in full force and effect, and the parties hereby ratify and confirm the terms and conditions thereof. Each party to this Amendment represents and warrants to the other that it has the right, power, and authority to enter into and perform its obligations under this Amendment, and it has taken all requisite actions (corporate, statutory, or otherwise) to approve execution, delivery, and performance of this Amendment, and that this Amendment constitutes a legal, valid, and binding obligation.

Section 5: Execution.

IN WITNESS WHEREOF, in consideration of the mutual covenants set forth above and for other good and valuable consideration, the receipt, adequacy and legal sufficiency of which are hereby acknowledged, the parties have entered into the above Amendment and have caused their duly authorized representatives to execute this Amendment.

Iowa Department of Revenue

Scientific Games, LLC

Signature

Date

Name: _____

Title: _____

Signature

9/10/2024

Date

Name:

John Schulz

Title:

President, Americas & Global Instant Products

PRICE PROPOSAL

Part 1 - Iowa Lottery

Price-Per-Thousand Pricing. The prices requested in the following table are for tickets produced under a contract which requires all of the items specified in Sections 3 of this RFP except for cost variations applicable to optional features. All prices quoted in this section are prices per thousand (1,000) tickets.

[illegible]

* Prices for actual quantities ordered will be pro-rated from the matrix prices.

Prices for actual quantities ordered will be procured from the Haulux prices.

Extension and Amendment to the Agreement between IGT Global Solutions Corporation and the Iowa Department of Revenue, effective January 1, 2019.

This Amendment and Renewal to the Agreement (“Amendment”) stated above is executed by and between the Iowa Department of Revenue (“Lottery”) and IGT Global Solutions Corporation (“Contractor”) under and pursuant to the Agreement for the Purchase of Instant Tickets and Related Services between Iowa Lottery Authority and IGT Global Solutions Corporation (“Agreement”), originally effective January 1, 2019. Capitalized terms used but not defined herein are as defined in the Agreement.

Section 1: Amendments.

Revision 1. Section 9.4A is added and reads as follows:

Termination Upon Notice. On or after June 30, 2025, following 30 days’ written notice, Lottery may terminate the Agreement in whole or in part without the payment of any penalty or incurring any further obligation to the Contractor. Following termination upon notice, the Contractor shall be entitled to compensation, upon submission of invoices and proper proof of claim, for goods provided under the Contract to the State up to and including the date of termination.

Section 2: Extension

On July 18, 2024, the Iowa Department of Administrative Services granted Lottery a waiver, allowing the Lottery to extend its contract with Contractor. Therefore, pursuant to that waiver, and section 5 of the Agreement, the Agreement is hereby extended for one additional year, from January 1, 2025 until December 31, 2025.

Section 3: Ratification & Authorization.

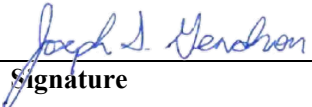
Except as expressly amended and supplemented herein, the Agreement shall remain in full force and effect, and the parties hereby ratify and confirm the terms and conditions thereof. Each party to this Amendment represents and warrants to the other that it has the right, power, and authority to enter into and perform its obligations under this Amendment, and it has taken all requisite actions (corporate, statutory, or otherwise) to approve execution, delivery, and performance of this Amendment, and that this Amendment constitutes a legal, valid, and binding obligation.

Section 4: Execution.

IN WITNESS WHEREOF, in consideration of the mutual covenants set forth above and for other good and valuable consideration, the receipt, adequacy and legal sufficiency of which are hereby acknowledged, the parties have entered into the above Amendment and have caused their duly authorized representatives to execute this Amendment.

Iowa Department of Revenue

IGT Global Solutions Corporation

<hr/> Signature Name: _____ Title: _____	<div style="text-align: right; margin-bottom: 10px;">9/10/2024</div> <div style="text-align: center;"> <hr/>Signature</div> <div>Name: <u>Joseph S. Gendron</u> Title: <u>COO, Global Lottery</u></div>
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