

IOWA LOTTERY AUTHORITY
Statement of Revenues, Expenses and Changes in Net Position
For the Ten Months Ending Thursday, April 30, 2020

| | Month ended 4/30/2020 | Month ended 4/30/2019 | Year-to-date 4/30/2020 | Year-to-date 4/30/2019 |
|----------------------------------------------|--------------------------|--------------------------|---------------------------|---------------------------|
| Operating revenues: | | | | |
| Instant-scratch ticket sales | \$ 23,147,178.00 | \$ 21,945,477.00 | \$ 207,071,134.00 | \$ 207,843,578.00 |
| InstaPlay sales | 2,107,150.00 | 864,388.00 | 12,149,247.00 | 10,099,408.00 |
| Pick 3 sales | 730,306.50 | 687,632.50 | 6,775,488.50 | 6,517,881.50 |
| Powerball sales | 2,561,462.00 | 3,093,275.00 | 31,408,646.50 | 46,888,682.00 |
| Mega Millions Sales | 1,409,446.00 | 1,864,162.00 | 15,933,323.00 | 31,563,271.00 |
| Pick 4 sales | 423,817.50 | 388,276.00 | 3,950,007.00 | 3,529,258.00 |
| Lucky for Life sales | 433,950.00 | 487,876.00 | 4,435,986.00 | 4,562,636.00 |
| Lotto America sales | 512,560.00 | 758,877.00 | 5,728,243.00 | 7,100,082.00 |
| Pull-tab sales | 868,306.02 | 927,176.76 | 8,747,527.59 | 8,923,557.87 |
| Application fees | 25.00 | 250.00 | 3,425.00 | 3,325.00 |
| Other | 624.14 | 405.80 | 6,516.68 | 54,602.88 |
| Total operating revenues | 32,194,825.16 | 31,017,796.06 | 296,209,544.27 | 327,086,282.25 |
| Operating expenses: | | | | |
| Scratch ticket prizes | 14,726,841.00 | 14,223,654.00 | 137,077,339.38 | 139,489,697.22 |
| InstaPlay prizes | 1,511,021.79 | 631,183.96 | 8,682,335.03 | 7,013,921.12 |
| Pick 3 prizes | 438,183.90 | 407,329.50 | 4,065,293.10 | 3,862,568.90 |
| Powerball prizes | 1,280,775.00 | 502,735.50 | 15,709,305.00 | 21,580,336.09 |
| Mega Millions prizes | 704,723.00 | 904,787.19 | 7,966,661.50 | 16,104,872.19 |
| Hot Lotto prizes | - | - | - | (46,872.00) |
| Pick 4 prizes | 254,290.50 | 230,215.60 | 2,637,778.80 | 2,098,044.80 |
| All or Nothing prizes | - | - | - | (354,534.99) |
| Lucky for Life prizes | 257,912.00 | 278,514.95 | 2,612,509.37 | 2,622,172.76 |
| Lotto America prizes | 256,280.00 | 368,895.50 | 2,864,121.50 | 3,497,190.00 |
| Pull-tab prizes | 543,779.30 | 581,909.98 | 5,468,806.05 | 5,580,635.99 |
| VIP Club prize expense | - | - | - | 315,879.79 |
| Promotional prize expense | - | 6,768.78 | - | 97,841.98 |
| Advertising/publicity | 243,802.64 | 575,629.33 | 5,910,866.44 | 5,966,847.52 |
| Retailer compensation expense | 2,107,895.91 | 2,033,659.73 | 19,329,549.85 | 21,301,896.52 |
| Ticket expense | 232,076.45 | 258,715.49 | 2,688,602.12 | 2,707,669.03 |
| Vendor compensation expense | 531,579.07 | 511,856.44 | 4,824,737.28 | 5,328,218.53 |
| Salary and benefits | 909,390.48 | 878,214.65 | 8,678,247.39 | 8,513,024.89 |
| Travel | 10,785.61 | 22,799.26 | 213,512.29 | 217,447.75 |
| Supplies | 7,504.57 | 7,806.96 | 78,078.86 | 68,392.17 |
| Printing | 56.00 | 703.50 | 1,402.06 | 3,246.79 |
| Postage | 463.40 | 412.84 | 5,217.53 | 4,977.52 |
| Communications | 14,621.27 | 13,620.23 | 155,345.61 | 145,953.49 |
| Rentals | 26,516.22 | 26,072.50 | 265,053.92 | 258,060.46 |
| Utilities | 6,659.29 | 6,436.77 | 77,606.08 | 79,583.50 |
| Professional fees | 8,689.75 | 12,320.00 | 131,839.48 | 130,152.21 |
| Vending machine maintenance | 21,504.00 | 21,231.00 | 214,032.00 | 211,142.77 |
| Outside services and repairs | 69,516.00 | 56,119.68 | 690,627.81 | 671,457.39 |
| Data processing | 10,601.19 | 10,892.14 | 105,292.95 | 90,168.11 |
| Equipment | 40,379.76 | 30,263.22 | 365,552.64 | 434,800.98 |
| Reimbursement to other state agencies | 32,752.69 | 29,331.45 | 371,187.72 | 364,313.28 |
| Depreciation | 38,361.00 | 44,679.62 | 407,192.07 | 454,700.90 |
| Other | 4,467.31 | 5,078.91 | 53,802.94 | 52,949.46 |
| MUSL/Lotto administrative expense | 2,812.97 | 5,449.91 | 28,020.97 | 60,458.21 |
| Total operating expenses | 24,294,242.07 | 22,687,288.59 | 231,679,917.74 | 248,927,215.33 |
| Operating income | 7,900,583.09 | 8,330,507.47 | 64,529,626.53 | 78,159,066.92 |
| Non-operating revenue (expenses): | | | | |
| Proceeds to state causes | (8,195,442.33) | (8,571,761.85) | (65,287,444.90) | (77,969,613.90) |
| Interest income | 30,234.79 | 79,592.05 | 314,120.18 | 381,545.49 |
| Gain (Loss) on disposal of capital assets | - | 664.08 | 4,250.00 | 5,014.08 |
| Net non-operating revenues (expenses) | (8,165,207.54) | (8,491,505.72) | (64,969,074.72) | (77,583,054.33) |
| Change in net position | (264,624.45) | (160,998.25) | (439,448.19) | 576,012.59 |
| Net position beginning of period | 4,627,831.71 | 5,687,204.54 | 4,802,655.45 | 4,950,193.70 |
| Net position end of period | 4,363,207.26 | 5,526,206.29 | 4,363,207.26 | 5,526,206.29 |