

**IOWA LOTTERY AUTHORITY**  
**Statement of Revenues, Expenses and Changes in Net Position**  
**For the Twelve Months Ending Tuesday, June 30, 2020**

FINAL

	Month ended 6/30/2020	Month ended 6/30/2019	Year-to-date 6/30/2020	Year-to-date 6/30/2019
<b>Operating revenues:</b>				
Instant-scratch ticket sales	\$27,335,438.05	\$19,937,435.00	\$262,447,704.05	\$250,642,094.00
InstaPlay sales	1,755,679.00	693,770.00	16,279,705.00	11,876,560.00
Pick 3 sales	831,116.50	650,960.00	8,502,502.50	7,871,469.00
Powerball sales	2,310,840.00	3,709,072.00	36,428,042.50	54,833,068.00
Mega Millions Sales	2,152,208.00	1,995,942.00	20,433,854.00	36,322,749.00
Pick 4 sales	491,907.00	368,640.50	4,950,001.50	4,292,190.00
Lucky for Life sales	484,382.00	401,278.00	5,335,530.00	5,427,678.00
Lotto America sales	489,304.00	821,598.00	6,751,811.00	8,753,137.00
Pull-tab sales	1,056,085.73	934,982.99	10,824,343.58	10,876,605.58
Application fees	200.00	125.00	3,750.00	3,775.00
Other	261.53	473.28	7,436.16	55,515.72
<b>Total operating revenues</b>	<b>36,907,421.81</b>	<b>29,514,276.77</b>	<b>371,964,680.29</b>	<b>390,954,841.30</b>
<b>Operating expenses:</b>				
Scratch ticket prizes	17,760,453.00	12,997,144.00	174,595,972.38	166,890,489.22
InstaPlay prizes	1,327,388.19	442,718.14	11,659,100.20	8,255,637.73
Pick 3 prizes	498,669.90	390,576.00	5,101,501.50	4,670,681.40
Powerball prizes	1,155,447.00	1,855,300.00	18,219,035.00	25,500,970.59
Mega Millions prizes	1,076,104.00	997,971.00	10,216,927.00	18,473,201.19
Hot Lotto prizes	-	-	-	(46,872.00)
Pick 4 prizes	295,144.20	221,184.30	3,237,775.50	2,553,524.00
All or Nothing prizes	-	354,445.99	-	(89.00)
Lucky for Life prizes	287,885.00	224,412.14	3,147,140.86	3,111,848.00
Lotto America prizes	244,652.00	410,799.00	3,375,905.50	4,300,352.50
Pull-tab prizes	658,920.01	587,067.19	6,763,647.11	6,805,265.67
VIP Club prize expense	-	1,000,000.00	-	1,315,879.79
Promotional prize expense	-	0.34	-	109,753.45
Advertising/publicity	459,142.63	670,359.05	6,780,551.12	7,276,922.82
Retailer compensation expense	2,437,425.38	1,907,139.58	24,314,333.78	25,447,738.90
Ticket expense	272,037.24	270,167.62	3,242,458.97	3,284,663.35
Vendor compensation expense	605,847.15	460,552.74	6,058,062.82	6,356,385.10
Salary and benefits	1,349,997.86	1,026,003.54	10,861,223.23	10,459,454.27
Travel	6,615.37	21,095.37	231,956.74	261,529.07
Supplies	8,971.37	5,884.80	94,246.92	106,008.94
Printing	(56.00)	412.50	1,402.06	3,767.44
Postage	1,516.45	233.22	7,097.17	5,457.67
Communications	20,449.73	41,970.32	188,930.32	202,354.84
Rentals	26,665.44	26,146.50	318,203.78	310,279.66
Utilities	9,864.10	9,933.75	92,719.11	95,043.25
Professional fees	27,042.89	12,655.65	169,264.87	162,022.57
Vending machine maintenance	21,504.00	21,168.00	257,040.00	253,415.77
Outside services and repairs	93,861.80	71,467.77	870,281.86	828,179.92
Data processing	10,012.31	10,461.87	125,918.37	109,068.85
Equipment	13,804.89	44,101.00	392,535.42	512,247.17
Reimbursement to other state agencies	76,572.39	47,474.05	479,617.68	457,598.31
Depreciation	36,326.24	42,684.82	481,222.88	541,020.46
Other	(2,672.67)	5,336.75	56,127.11	63,061.01
MUSL/Lotto administrative expense	2,839.77	5,569.59	33,596.03	71,544.34
<b>Total operating expenses</b>	<b>28,782,431.64</b>	<b>24,182,436.59</b>	<b>291,373,795.29</b>	<b>298,748,406.25</b>
<b>Operating income</b>	<b>8,124,990.17</b>	<b>5,331,840.18</b>	<b>80,590,885.00</b>	<b>92,206,435.05</b>
<b>Non-operating revenue (expenses):</b>				
Proceeds to state causes	(8,528,746.91)	(5,834,464.13)	(81,529,331.94)	(92,864,964.71)
Interest income	42,800.91	96,371.40	383,498.17	495,974.33
Gain (Loss) on disposal of capital assets	-	3,653.00	1,647.43	15,017.08
<b>Net non-operating revenues (expenses)</b>	<b>(8,485,946.00)</b>	<b>(5,734,439.73)</b>	<b>(81,144,186.34)</b>	<b>(92,353,973.30)</b>
<b>Change in net position</b>	<b>(360,955.83)</b>	<b>(402,599.55)</b>	<b>(553,301.34)</b>	<b>(147,538.25)</b>
Net position beginning of period	4,610,309.94	5,205,255.00	4,802,655.45	4,950,193.70
Net position end of period	4,249,354.11	4,802,655.45	4,249,354.11	4,802,655.45