

IOWA LOTTERY AUTHORITY
Statement of Revenues, Expenses and Changes in Net Position
For the Nine Months Ending Tuesday, March 31, 2020

	Month ended 3/31/2020	Month ended 3/31/2019	Year-to-date 3/31/2020	Year-to-date 3/31/2019
Operating revenues:				
Instant-scratch ticket sales	\$ 20,436,108.00	\$ 21,950,208.00	\$ 183,923,956.00	\$ 185,898,101.00
InstaPlay sales	1,639,714.00	1,405,236.00	10,042,097.00	9,235,020.00
Pick 3 sales	696,493.00	726,903.50	6,045,182.00	5,830,249.00
Powerball sales	2,821,889.00	11,031,484.00	28,847,184.50	43,795,407.00
Mega Millions Sales	1,315,799.00	1,624,984.00	14,523,877.00	29,699,109.00
Pick 4 sales	430,331.50	405,200.50	3,526,189.50	3,140,982.00
Lucky for Life sales	457,394.00	429,724.00	4,002,036.00	4,074,760.00
Lotto America sales	575,730.00	832,525.00	5,215,683.00	6,341,205.00
Pull-tab sales	522,822.57	896,234.79	7,879,221.57	7,996,381.11
Application fees	600.00	150.00	3,400.00	3,075.00
Other	579.96	1,761.99	5,892.54	54,197.08
Total operating revenues	<u>28,897,461.03</u>	<u>39,304,411.78</u>	<u>264,014,719.11</u>	<u>296,068,486.19</u>
Operating expenses:				
Scratch ticket prizes	14,575,239.00	15,720,588.00	122,350,498.38	125,266,043.22
InstaPlay prizes	1,272,510.27	955,299.77	7,171,313.24	6,382,737.16
Pick 3 prizes	417,895.80	430,562.10	3,627,109.20	3,455,239.40
Powerball prizes	1,411,026.00	5,449,232.00	14,428,530.00	21,077,600.59
Mega Millions prizes	657,899.50	794,290.02	7,261,938.50	15,200,085.00
Hot Lotto prizes	-	-	-	(46,872.00)
Pick 4 prizes	258,198.90	242,715.30	2,383,488.30	1,867,829.20
All or Nothing prizes	-	-	-	(354,534.99)
Lucky for Life prizes	269,828.96	247,142.17	2,354,597.37	2,343,657.81
Lotto America prizes	287,865.00	408,434.50	2,607,841.50	3,128,294.50
Pull-tab prizes	326,311.82	559,457.20	4,925,026.75	4,998,726.01
VIP Club prize expense	-	1,523.54	-	315,879.79
Promotional prize expense	-	13,753.68	-	91,073.20
Advertising/publicity	588,192.86	627,827.96	5,667,063.80	5,391,218.19
Retailer compensation expense	1,905,557.79	2,553,074.23	17,221,653.94	19,268,236.79
Ticket expense	224,157.51	253,715.92	2,456,525.67	2,448,953.54
Vendor compensation expense	482,137.08	629,396.46	4,293,158.21	4,816,362.09
Salary and benefits	919,642.70	763,926.46	7,768,856.91	7,634,810.24
Travel	16,330.14	24,194.82	202,726.68	194,648.49
Supplies	10,131.75	4,906.90	70,574.29	60,585.21
Printing	168.00	56.00	1,346.06	2,543.29
Postage	230.27	240.83	4,754.13	4,564.68
Communications	14,418.80	15,664.09	140,724.34	132,333.26
Rentals	26,584.72	26,060.40	238,537.70	231,987.96
Utilities	6,529.30	6,742.12	70,946.79	73,146.73
Professional fees	21,945.37	12,284.37	123,149.73	117,832.21
Vending machine maintenance	21,504.00	21,231.00	192,528.00	189,911.77
Outside services and repairs	49,710.91	67,333.75	621,111.81	615,337.71
Data processing	10,176.46	16,787.99	94,691.76	79,275.97
Equipment	43,253.37	59,493.94	325,172.88	404,537.76
Reimbursement to other state agencies	31,293.65	30,004.24	338,435.03	334,981.83
Depreciation	38,361.05	44,610.06	368,831.07	410,021.28
Other	4,047.20	5,116.12	49,335.63	47,870.55
MUSL/Lotto administrative expense	2,812.97	5,449.91	25,208.00	55,008.30
Total operating expenses	<u>23,893,961.15</u>	<u>29,991,115.85</u>	<u>207,385,675.67</u>	<u>226,239,926.74</u>
Operating income	<u>5,003,499.88</u>	<u>9,313,295.93</u>	<u>56,629,043.44</u>	<u>69,828,559.45</u>
Non-operating revenue (expenses):				
Proceeds to state causes	(5,040,936.91)	(8,705,706.48)	(57,092,002.57)	(69,397,852.05)
Interest income	39,357.04	66,258.56	283,885.39	301,953.44
Gain (Loss) on disposal of capital assets	-	-	4,250.00	4,350.00
Net non-operating revenues (expenses)	<u>(5,001,579.87)</u>	<u>(8,639,447.92)</u>	<u>(56,803,867.18)</u>	<u>(69,091,548.61)</u>
Change in net position	1,920.01	673,848.01	(174,823.74)	737,010.84
Net position beginning of period	4,625,911.70	5,013,356.53	4,802,655.45	4,950,193.70
Net position end of period	<u>4,627,831.71</u>	<u>5,687,204.54</u>	<u>4,627,831.71</u>	<u>5,687,204.54</u>