

IOWA LOTTERY AUTHORITY
Statement of Revenues, Expenses and Changes in Net Position
For the Five Months Ending Monday, November 30, 2020

	Month ended 11/30/2020	Month ended 11/30/2019	Year-to-date 11/30/2020	Year-to-date 11/30/2019
Operating revenues:				
Instant-scratch ticket sales	\$ 24,412,461.00	\$ 20,161,318.00	\$ 120,133,159.00	\$ 97,878,135.00
InstaPlay sales	1,221,266.00	1,083,823.00	10,598,869.00	4,585,780.00
Pick 3 sales	746,500.50	657,273.00	3,857,387.00	3,292,646.50
Powerball sales	2,822,087.00	2,819,535.50	13,962,109.00	14,585,385.50
Mega Millions Sales	1,425,665.00	1,915,570.00	6,795,605.00	7,878,216.00
Pick 4 sales	410,831.00	376,545.00	2,238,250.50	1,900,179.00
Lucky for Life sales	454,544.00	393,664.00	2,290,792.00	2,213,834.00
Lotto America sales	452,837.00	575,578.00	2,597,230.00	2,808,894.00
Pull-tab sales	785,790.03	791,965.51	4,782,007.52	4,544,016.44
Application fees	400.00	475.00	1,650.00	1,675.00
Other	302.87	880.72	1,620.12	2,979.12
Total operating revenues	<u>32,732,684.40</u>	<u>28,776,627.73</u>	<u>167,258,679.14</u>	<u>139,691,740.56</u>
Operating expenses:				
Scratch ticket prizes	15,840,173.00	12,800,230.00	78,988,812.66	64,133,668.87
InstaPlay prizes	848,821.39	760,479.23	7,873,127.87	3,189,908.97
Pick 3 prizes	447,900.30	394,363.80	2,314,432.20	1,975,587.90
Powerball prizes	1,411,067.00	1,410,180.00	6,981,169.00	7,297,594.00
Mega Millions prizes	712,832.50	957,785.00	3,397,802.50	3,939,108.00
Pick 4 prizes	246,498.60	225,927.00	1,342,950.30	1,140,107.40
Lucky for Life prizes	270,152.00	227,009.55	1,361,495.29	1,300,598.31
Lotto America prizes	226,418.50	287,789.00	1,298,615.00	1,404,447.00
Pull-tab prizes	492,936.02	495,578.54	2,986,871.35	2,842,088.00
Advertising/publicity	736,078.85	617,782.58	2,893,997.34	3,070,070.08
Retailer compensation expense	2,169,364.03	1,871,774.02	10,963,118.72	9,105,796.77
Ticket expense	282,852.17	233,993.01	1,314,790.81	1,299,651.91
Vendor compensation expense	458,822.16	455,591.41	2,306,078.18	2,259,329.42
Salary and benefits	862,248.00	833,947.67	4,444,444.27	4,301,965.60
Travel	10,755.11	19,263.69	65,458.19	116,298.38
Supplies	5,858.36	2,240.59	50,779.05	44,412.02
Printing	998.74	358.90	1,085.26	543.70
Postage	209.09	210.81	1,910.49	1,179.76
Communications	14,291.67	15,258.77	68,214.75	75,374.62
Rentals	26,617.13	26,510.22	133,134.55	132,604.90
Utilities	7,608.08	6,769.18	35,536.94	37,843.24
Professional fees	10,251.01	13,126.75	47,173.45	62,804.41
Vending machine maintenance	21,840.00	21,840.00	108,192.00	106,512.00
Outside services and repairs	54,520.37	71,954.58	356,765.32	339,476.02
Data processing	10,751.06	10,187.17	53,624.17	53,934.76
Equipment	16,997.71	42,958.10	108,431.93	146,928.25
Reimbursement to other state agencies	79,354.69	41,288.44	201,214.65	174,274.79
Depreciation	37,800.15	40,724.35	188,642.73	212,271.32
Other	4,056.68	4,921.32	21,953.94	27,797.20
MUSL/Lotto administrative expense	9,920.24	2,837.27	50,145.76	13,883.59
Total operating expenses	<u>25,317,994.61</u>	<u>21,892,880.95</u>	<u>129,959,968.67</u>	<u>108,806,061.19</u>
Operating income	<u>7,414,689.79</u>	<u>6,883,746.78</u>	<u>37,298,710.47</u>	<u>30,885,679.37</u>
Non-operating revenue (expenses):				
Proceeds to state causes	(7,367,664.50)	(6,756,517.03)	(37,495,374.46)	(31,134,513.61)
Interest income	1,970.77	20,375.80	33,874.50	168,052.64
Gain (Loss) on disposal of capital assets	4,275.00	(25.00)	16,600.00	1,725.00
Net non-operating revenues (expenses)	<u>(7,361,418.73)</u>	<u>(6,736,166.23)</u>	<u>(37,444,899.96)</u>	<u>(30,964,735.97)</u>
Change in net position	53,271.06	147,580.55	(146,189.49)	(79,056.60)
Net position beginning of period	4,049,893.56	4,576,018.30	4,249,354.11	4,802,655.45
Net position end of period	<u>4,103,164.62</u>	<u>4,723,598.85</u>	<u>4,103,164.62</u>	<u>4,723,598.85</u>