

IOWA LOTTERY AUTHORITY
Statement of Revenues, Expenses and Changes in Net Position
For the Three Months Ending Wednesday, September 30, 2020

	Month ended 9/30/2020	Month ended 9/30/2019	Year-to-date 9/30/2020	Year-to-date 9/30/2019
Operating revenues:				
Instant-scratch ticket sales	\$ 21,988,540.00	\$ 19,327,974.00	\$ 70,906,291.00	\$ 58,289,791.00
InstaPlay sales	2,478,880.00	882,099.00	7,247,517.00	2,514,499.00
Pick 3 sales	749,039.00	644,080.00	2,322,334.00	1,971,170.50
Powerball sales	2,604,819.00	2,459,646.50	8,330,347.00	8,701,980.00
Mega Millions Sales	1,393,804.00	1,677,114.00	4,027,538.00	4,639,727.00
Pick 4 sales	439,904.00	361,147.00	1,388,769.00	1,137,715.50
Lucky for Life sales	419,016.00	456,884.00	1,370,320.00	1,368,358.00
Lotto America sales	518,233.00	486,013.00	1,622,252.00	1,676,143.00
Pull-tab sales	914,662.48	861,860.80	2,954,068.73	2,797,846.00
Application fees	350.00	425.00	925.00	825.00
Other	360.30	409.03	1,119.66	1,412.12
Total operating revenues	<u>31,507,607.78</u>	<u>27,157,652.33</u>	<u>100,171,481.39</u>	<u>83,099,467.12</u>
Operating expenses:				
Scratch ticket prizes	15,291,117.00	12,462,109.00	46,604,529.50	38,746,759.00
InstaPlay prizes	1,591,420.41	573,234.25	5,198,520.48	1,739,256.86
Pick 3 prizes	449,423.40	386,448.00	1,393,400.40	1,182,702.30
Powerball prizes	1,302,451.00	1,230,968.00	4,165,336.50	4,354,800.50
Mega Millions prizes	696,902.00	838,557.00	2,013,769.00	2,319,863.50
Pick 4 prizes	263,942.40	216,688.20	833,261.40	682,629.30
Lucky for Life prizes	249,034.29	269,152.02	814,428.29	806,965.50
Lotto America prizes	259,116.50	243,006.50	811,126.00	838,071.50
Pull-tab prizes	570,923.32	540,768.94	1,843,487.21	1,750,781.95
Advertising/publicity	507,958.03	771,195.30	1,703,918.15	1,851,481.25
Retailer compensation expense	2,047,693.98	1,783,293.65	6,540,181.38	5,421,956.92
Ticket expense	246,749.48	238,056.96	766,442.42	760,493.49
Vendor compensation expense	436,862.19	446,297.37	1,382,427.30	1,346,999.36
Salary and benefits	922,575.13	830,353.13	2,674,996.40	2,547,208.63
Travel	18,014.42	25,182.40	38,691.34	75,364.98
Supplies	22,760.00	4,351.33	35,940.17	15,671.50
Printing	(81.48)	-	86.52	184.80
Postage	423.61	230.39	1,433.41	738.56
Communications	14,392.44	17,376.28	39,245.50	45,364.42
Rentals	26,615.43	26,571.92	79,834.39	79,585.46
Utilities	8,420.11	10,138.65	25,490.73	27,080.28
Professional fees	9,337.27	12,721.16	26,804.32	35,866.41
Vending machine maintenance	21,504.00	21,168.00	64,512.00	63,504.00
Outside services and repairs	98,199.79	72,695.59	212,529.53	213,842.31
Data processing	11,314.54	10,176.99	32,156.59	33,570.60
Equipment	24,001.14	23,593.65	59,955.87	83,664.07
Reimbursement to other state agencies	28,487.63	32,247.60	90,685.35	94,700.55
Depreciation	38,770.28	44,060.85	112,555.00	130,822.60
Other	4,089.08	8,360.59	13,735.84	18,497.17
MUSL/Lotto administrative expense	10,056.37	2,761.58	30,169.14	8,284.74
Total operating expenses	<u>25,172,473.76</u>	<u>21,141,765.30</u>	<u>77,609,650.13</u>	<u>65,276,712.51</u>
Operating income	<u>6,335,134.02</u>	<u>6,015,887.03</u>	<u>22,561,831.26</u>	<u>17,822,754.61</u>
Non-operating revenue (expenses):				
Proceeds to state causes	(6,550,481.59)	(6,310,989.21)	(22,506,791.99)	(17,814,352.31)
Interest income	30,444.98	110,389.33	30,444.98	110,389.33
Gain (Loss) on disposal of capital assets	-	1,025.00	-	1,750.00
Net non-operating revenues (expenses)	<u>(6,520,036.61)</u>	<u>(6,199,574.88)</u>	<u>(22,476,347.01)</u>	<u>(17,702,212.98)</u>
Change in net position	<u>(184,902.59)</u>	<u>(183,687.85)</u>	<u>85,484.25</u>	<u>120,541.63</u>
Net position beginning of period	<u>4,519,740.95</u>	<u>5,106,884.93</u>	<u>4,249,354.11</u>	<u>4,802,655.45</u>
Net position end of period	<u>4,334,838.36</u>	<u>4,923,197.08</u>	<u>4,334,838.36</u>	<u>4,923,197.08</u>