

**IOWA LOTTERY AUTHORITY**  
**Statement of Revenues, Expenses and Changes in Net Position**  
**For the Six Months Ending Friday, December 31, 2021**

|   | Month ended<br>12/31/2021 | Month ended<br>12/31/2020 | Year-to-date<br>12/31/2021 | Year-to-date<br>12/31/2020 |
|---|---------------------------|---------------------------|----------------------------|----------------------------|
| Operating revenues:                       |                           |                           |                            |                            |
| Instant-scratch ticket sales              | \$ 26,064,125.00          | \$ 25,226,811.00          | \$ 146,655,438.00          | \$ 145,359,970.00          |
| InstaPlay sales                           | 2,122,516.00              | 1,599,031.00              | 10,657,376.00              | 12,197,900.00              |
| Pick 3 sales                              | 784,576.50                | 783,504.00                | 4,642,086.50               | 4,640,891.00               |
| Powerball sales                           | 5,386,233.50              | 4,375,322.50              | 28,753,564.50              | 18,337,431.50              |
| Mega Millions Sales                       | 1,762,389.00              | 2,414,267.00              | 10,770,250.00              | 9,209,872.00               |
| Pick 4 sales                              | 492,687.50                | 439,769.00                | 2,763,097.50               | 2,678,019.50               |
| Lucky for Life sales                      | 714,286.00                | 474,870.00                | 3,948,864.00               | 2,765,662.00               |
| Lotto America sales                       | 551,391.00                | 500,973.00                | 3,068,333.00               | 3,098,203.00               |
| Pull-tab sales                            | 1,177,335.00              | 1,092,289.26              | 6,298,664.50               | 5,874,296.78               |
| Application fees                          | 475.00                    | 525.00                    | 3,400.00                   | 2,175.00                   |
| Other                                     | 7,041.86                  | 265.98                    | 10,349.96                  | 1,886.10                   |
| Total operating revenues                  | <u>39,063,056.36</u>      | <u>36,907,627.74</u>      | <u>217,571,423.96</u>      | <u>204,166,306.88</u>      |
| Operating expenses:                       |                           |                           |                            |                            |
| Scratch ticket prizes                     | 18,604,700.67             | 17,518,093.00             | 98,483,670.34              | 96,506,905.66              |
| InstaPlay prizes                          | 1,504,364.13              | 1,127,680.46              | 7,577,395.59               | 9,000,808.33               |
| Pick 3 prizes                             | 470,745.90                | 482,279.10                | 2,785,251.90               | 2,796,711.30               |
| Powerball prizes                          | 2,695,226.50              | 2,187,793.00              | 14,380,043.00              | 9,168,962.00               |
| Mega Millions prizes                      | 865,410.16                | 1,207,133.50              | 5,369,340.66               | 4,604,936.00               |
| Pick 4 prizes                             | 295,612.50                | 263,861.40                | 1,657,858.50               | 1,606,811.70               |
| Lucky for Life prizes                     | 424,525.14                | 282,231.00                | 2,343,277.50               | 1,643,726.29               |
| Lotto America prizes                      | 275,695.50                | 250,486.50                | 1,534,166.50               | 1,549,101.50               |
| Pull-tab prizes                           | 737,064.00                | 684,646.65                | 3,933,754.02               | 3,671,518.00               |
| Advertising/publicity                     | 674,200.09                | 694,677.75                | 4,146,328.66               | 3,588,675.09               |
| Retailer compensation expense             | 2,593,703.71              | 2,416,382.00              | 14,260,310.61              | 13,379,500.72              |
| Ticket expense                            | 319,817.63                | 266,016.00                | 1,630,316.54               | 1,580,806.81               |
| Vendor compensation expense               | 624,534.33                | 520,090.02                | 3,351,752.62               | 2,826,168.20               |
| Salary and benefits                       | 872,371.80                | 868,178.67                | 5,337,643.93               | 5,312,622.94               |
| Travel                                    | 17,630.92                 | 12,848.26                 | 129,576.17                 | 78,306.45                  |
| Supplies                                  | 4,409.65                  | 12,171.62                 | 58,853.18                  | 62,950.67                  |
| Printing                                  | -                         | 235.76                    | -                          | 1,321.02                   |
| Postage                                   | 300.08                    | 397.11                    | 1,803.43                   | 2,307.60                   |
| Communications                            | 16,957.19                 | 13,959.76                 | 87,431.94                  | 82,174.51                  |
| Rentals                                   | 17,116.60                 | 26,618.03                 | 105,564.57                 | 159,752.58                 |
| Utilities                                 | 9,131.90                  | 8,259.58                  | 45,053.11                  | 43,796.52                  |
| Professional fees                         | 7,252.76                  | 10,039.42                 | 53,745.64                  | 57,212.87                  |
| Vending machine maintenance               | 22,848.00                 | 21,840.00                 | 134,064.00                 | 130,032.00                 |
| Outside services and repairs              | 99,886.89                 | 76,483.63                 | 603,114.10                 | 433,248.95                 |
| Data processing                           | 10,730.57                 | 10,728.16                 | 64,294.36                  | 64,352.33                  |
| Equipment                                 | 31,690.92                 | 16,178.25                 | 140,084.46                 | 124,610.18                 |
| Reimbursement to other state agencies     | 45,797.51                 | 34,493.05                 | 256,779.47                 | 235,707.70                 |
| Depreciation                              | 43,830.52                 | 38,532.84                 | 246,386.88                 | 227,175.57                 |
| Other                                     | 4,197.63                  | 4,144.82                  | 27,523.51                  | 26,098.76                  |
| MUSL/Lotto administrative expense         | 2,789.67                  | 10,029.16                 | 16,738.02                  | 60,174.92                  |
| Total operating expenses                  | <u>31,292,542.87</u>      | <u>29,066,508.50</u>      | <u>168,762,123.21</u>      | <u>159,026,477.17</u>      |
| Operating income                          | <u>7,770,513.49</u>       | <u>7,841,119.24</u>       | <u>48,809,300.75</u>       | <u>45,139,829.71</u>       |
| Non-operating revenue (expenses):         |                           |                           |                            |                            |
| Proceeds to state causes                  | (8,011,186.24)            | (7,882,974.25)            | (49,134,669.37)            | (45,378,348.71)            |
| Interest income                           | (15,083.38)               | 937.84                    | 24,488.56                  | 34,812.34                  |
| Gain (Loss) on disposal of capital assets | (4,196.00)                | 475.00                    | 31,397.00                  | 17,075.00                  |
| Net non-operating revenues (expenses)     | <u>(8,030,465.62)</u>     | <u>(7,881,561.41)</u>     | <u>(49,078,783.81)</u>     | <u>(45,326,461.37)</u>     |
| Change in net position                    | <u>(259,952.13)</u>       | <u>(40,442.17)</u>        | <u>(269,483.06)</u>        | <u>(186,631.66)</u>        |
| Net position beginning of period          | <u>4,392,018.62</u>       | <u>4,103,164.62</u>       | <u>4,401,549.55</u>        | <u>4,249,354.11</u>        |
| Net position end of period                | <u>4,132,066.49</u>       | <u>4,062,722.45</u>       | <u>4,132,066.49</u>        | <u>4,062,722.45</u>        |