

**IOWA LOTTERY AUTHORITY**  
**Statement of Revenues, Expenses and Changes in Net Position**  
**For the Three Months Ending Thursday, September 30, 2021**

	Month ended 9/30/2021	Month ended 9/30/2020	Year-to-date 9/30/2021	Year-to-date 9/30/2020
Operating revenues:				
Instant-scratch ticket sales	\$ 23,254,807.00	\$ 21,988,540.00	\$ 72,866,814.00	\$ 70,906,291.00
InstaPlay sales	2,008,542.00	2,478,880.00	5,341,279.00	7,247,517.00
Pick 3 sales	745,505.50	749,039.00	2,311,460.50	2,322,334.00
Powerball sales	7,128,112.00	2,604,819.00	14,270,758.50	8,330,347.00
Mega Millions Sales	2,441,210.00	1,393,804.00	6,227,208.00	4,027,538.00
Pick 4 sales	423,919.50	439,904.00	1,344,798.50	1,388,769.00
Lucky for Life sales	659,646.00	419,016.00	1,873,646.00	1,370,320.00
Lotto America sales	515,263.00	518,233.00	1,520,089.00	1,622,252.00
Pull-tab sales	1,013,310.00	914,662.48	3,088,407.27	2,954,068.73
Application fees	450.00	350.00	2,525.00	925.00
Other	741.50	360.30	2,733.08	1,119.66
Total operating revenues	<u>38,191,506.50</u>	<u>31,507,607.78</u>	<u>108,849,718.85</u>	<u>100,171,481.39</u>
Operating expenses:				
Scratch ticket prizes	15,176,218.00	15,291,117.00	48,627,894.00	46,604,529.50
InstaPlay prizes	1,462,722.76	1,591,420.41	3,780,901.11	5,198,520.48
Pick 3 prizes	447,303.30	449,423.40	1,386,876.30	1,393,400.40
Powerball prizes	3,563,114.00	1,302,451.00	7,135,530.00	4,165,336.50
Mega Millions prizes	1,220,605.00	696,902.00	3,113,604.00	2,013,769.00
Pick 4 prizes	254,351.70	263,942.40	806,879.10	833,261.40
Lucky for Life prizes	392,050.69	249,034.29	1,109,907.25	814,428.29
Lotto America prizes	257,631.50	259,116.50	760,044.50	811,126.00
Pull-tab prizes	631,504.00	570,923.32	1,926,740.63	1,843,487.21
Advertising/publicity	736,283.69	507,958.03	2,111,220.37	1,703,918.15
Retailer compensation expense	2,508,113.46	2,047,693.98	7,126,449.58	6,540,181.38
Ticket expense	326,863.44	246,749.48	802,520.77	766,442.42
Vendor compensation expense	600,981.60	436,862.19	1,674,378.01	1,382,427.30
Salary and benefits	929,161.25	922,575.13	2,719,472.57	2,674,996.40
Travel	23,818.01	18,014.42	67,277.13	38,691.34
Supplies	21,464.66	22,760.00	45,966.47	35,940.17
Printing	-	(81.48)	-	86.52
Postage	361.94	423.61	892.54	1,433.41
Communications	14,351.36	14,392.44	41,330.91	39,245.50
Rentals	19,247.05	26,615.43	53,036.15	79,834.39
Utilities	8,355.99	8,420.11	25,187.31	25,490.73
Professional fees	8,525.53	9,337.27	26,201.48	26,804.32
Vending machine maintenance	21,840.00	21,504.00	65,520.00	64,512.00
Outside services and repairs	114,199.95	98,199.79	244,362.56	212,529.53
Data processing	10,777.46	11,314.54	32,091.02	32,156.59
Equipment	11,736.16	24,001.14	32,090.66	59,955.87
Reimbursement to other state agencies	37,433.63	28,487.63	108,035.46	90,685.35
Depreciation	40,522.33	38,770.28	118,849.70	112,555.00
Other	6,197.40	4,089.08	15,043.27	13,735.84
MUSL/Lotto administrative expense	2,665.85	10,056.37	7,997.59	30,169.14
Total operating expenses	<u>28,848,401.71</u>	<u>25,172,473.76</u>	<u>83,966,300.44</u>	<u>77,609,650.13</u>
Operating income	<u>9,343,104.79</u>	<u>6,335,134.02</u>	<u>24,883,418.41</u>	<u>22,561,831.26</u>
Non-operating revenue (expenses):				
Proceeds to state causes	(9,614,890.10)	(6,550,481.59)	(24,891,961.68)	(22,506,791.99)
Interest income	31,920.18	30,444.98	31,920.18	30,444.98
Gain (Loss) on disposal of capital assets	-	-	10,400.00	-
Net non-operating revenues (expenses)	<u>(9,582,969.92)</u>	<u>(6,520,036.61)</u>	<u>(24,849,641.50)</u>	<u>(22,476,347.01)</u>
Change in net position	<u>(239,865.13)</u>	<u>(184,902.59)</u>	<u>33,776.91</u>	<u>85,484.25</u>
Net position beginning of period	<u>4,760,180.35</u>	<u>4,519,740.95</u>	<u>4,486,538.31</u>	<u>4,249,354.11</u>
Net position end of period	<u>4,520,315.22</u>	<u>4,334,838.36</u>	<u>4,520,315.22</u>	<u>4,334,838.36</u>