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Kim Reynolds · Governor
Adam Gregg · Lt. Governor
Matthew N. Strawn · Chief Executive Officer

AGENDA

IOWA LOTTERY BOARD

June 23, 2020
10:30 am

- Teleconference Only -
Conference Call Phone Number: 515-206-9299
(No PIN # is required to join the call)

Due to the ongoing public health emergency and in compliance with Iowa Code section 21.8 as modified by the Governor's Public Health Emergency Proclamation, dated May 26, 2020, this meeting of the Iowa Lottery Board will be conducted by telephone.

- I. Call to Order
 - a. Approval of Agenda
 - b. Approval of Minutes – March 24, 2020
- II. CEO Update
- III. Quarterly Reports
 - a. Sales and Marketing
 - b. Security
 - c. IT Systems
 - d. External Relations
 - e. Legal
 - f. Financial
- IV. FY21 Budget
- V. NASPL Invoice
- VI. FY21 Key Employee Pay Plan/Compensation
- VII. Election of Officers
- VIII. Adjournment

If you require the assistance of auxiliary aids or services to participate in or attend the meeting because of a disability please call our ADA coordinator at 515-725-7864, or if you are hearing impaired, call Relay TTY at 1-800-735-2942.

MINUTES

IOWA LOTTERY BOARD

March 24, 2020

10:30 a.m.

The Iowa Lottery Board convened at 10:30 a.m. via conference call; Board Chairperson Mary Junge presiding.

Board Members Present on Teleconference:

Mary Junge, Sherrae Hanson, John Quinn, Josh Cook, Mary Rathje; Hon. Michael Fitzgerald

Board Members Absent:

None

Lottery Staff Participating:

Matt Strawn, CEO; Larry Loss, COO; Teri Wood, VP, Sales and Marketing; Michael Conroy, VP, Finance; Cam Coppess, VP, Security; Hale Strasser, VP, IT Systems; Mary Neubauer, VP, External Relations; Megan Tooker, VP, Legal Counsel; David Ranscht, AAG; Deb Bassett, Board Secretary, Charles Crivaro, IT Systems.

Others Present on Conference Call:

Scientific Games staff; IGT staff; Intralot staff; Bucket Media staff; Strategic America staff; Rod Boshart, Cedar Rapids Gazette

CALL TO ORDER

Chairperson Junge called the meeting to order at 10:30 a.m. and roll was taken. There was a quorum. Junge announced the meeting would be held via teleconference in accordance with Iowa Code section 21.8.

Cook moved to conduct the meeting via teleconference. Rathje seconded. Motion carried unanimously.

APPROVAL OF AGENDA

Quinn moved to approve the agenda for the meeting. Rathje seconded. Motion carried unanimously.

APPROVAL OF MINUTES

Cook moved to approve the December 12, 2019 board meeting minutes. Quinn seconded. Motion carried unanimously.

CEO UPDATE

Strawn recognized and congratulated Board Chair, Mary Junge, on her recent re-nomination by Governor Kim Reynolds to the Iowa Lottery Board.

Strawn discussed the steps the Lottery has taken to prepare for and respond to the public health emergency. Preparation has meant making sure Iowans know that the Lottery is still open for business, supporting players and retailers, and continuing to generate revenue for the State of Iowa, in addition to performing these functions under new procedures and protocols to mitigate the risk of COVID-19 exposure to personnel and the public.

Strawn stated the sales of Lottery products through Saturday, March 21st, have generally remained stable and consistent with weekly sales data.

Strawn provided the Board a summary of departmental quarterly reports. Strawn also expressed his appreciation to Lottery employees for their dedication to a culture of collaboration while serving lowans.

CENTRAL GAMING SYSTEM RFP RECOMMENDATION

Loss and Tooker presented information related to the Computer Gaming System RFP. Loss said the Iowa Lottery’s current contract for its computer gaming system covered seven years and allowed for three one-year extensions. The Lottery has exercised all of the extensions associated with the existing contract and was required to go out to bid for a new gaming system. Lottery staff members spent numerous hours developing and writing a Request For Proposals (RFP) for a computer gaming system and related services.

Loss stated the Lottery issued RFP IL 20-01 for the implementation of a computer gaming system with associated gaming and communications products and services. The system will provide terminals, kiosks, retailer displays and jackpot signs, together with all related computer hardware and software.

The deadline to submit proposals for the RFP was November 15, 2019. Proposals were received from 3 vendors: IGT Global Solutions Corporations (IGT), Intralot, Inc. (Intralot), and Scientific Games International, Inc. (SGI). Members of the evaluation committee reviewed and evaluated the information contained in the vendor proposals and ensured that all vendors were treated equally and impartially throughout the process. The committee first evaluated and scored the vendors’ technical proposals. Once the technical proposals were scored, the pricing proposals were opened and scored.

The pricing proposals were opened and scored by the RFP coordinator and the internal auditor. Once the pricing proposals were scored, the results were provided to the evaluation committee and added to the technical scores.

There were 700 technical points and 300 pricing points available. The final scoring was:

	<u>IGT</u>	<u>INTRALOT</u>	<u>SGI</u>
Technical Points	536.52	521.81	536.47
Price Points	231	211	300
TOTAL Points	767.52	732.81	836.47

Loss stated Scientific Games International, Inc. received the highest point total in the evaluation process. Loss explained the objectives for issuing the RFP, the RFP timeline and the RFP Evaluation process.

Tooker discussed the evaluation committee’s site visits to IGT, Intralot and Scientific Games. During the site visits, the vendors each gave a presentation of their proposal, demonstrated their system’s capabilities and answered questions from committee members. Tooker stated that the evaluation committee was impressed with all three vendors and their proposals.

Loss stated that based on the final scoring, it is the evaluation committee’s recommendation that the Lottery Board issue a Notice of Intent to Award to Scientific Games International, Inc. subject to the successful completion of a DCI background investigation. SGI has been the Lottery’s vendor for over eighteen years. SGI and IGT were virtually tied in the technical scoring. However, SGI’s pricing for the baseline system and options was much lower than the other two vendors, which comes through in the

overall score. While all three vendors have their strengths, SGI's proposal offers a strong gaming system at the lowest price with minimal retailer disruption during the implementation phase. It is anticipated SGI's implementation of the new system and related products and services will be efficient and effective in part because the Lottery and its retailers are familiar with SGI and its local staff. SGI is proposing a phased implementation whereby it swaps out the old retail terminals and associated equipment for the new terminals and equipment. This swap will cause minimal disruption at each retailer and will avoid retailers having two terminals and associated equipment on the counter (one from the current vendor and one from the new vendor) for a period of time. By remaining with SGI, the evaluation committee also anticipates a seamless integration of the Lottery's current games into the new system. Awarding the contract to SGI meets the objectives of the RFP.

Hanson moved to approve the RFP evaluation committee's recommendation to issue a Notice of Intent to Award to Scientific Games International, Inc. Cook seconded. Motion carried unanimously.

CONTRACT EXTENSIONS

Loss discussed the Lottery's desire to extend the term of the Second Extension for the current On-line Gaming System contract with Scientific Games (SGI) by 7 days - from July 4, 2021 to July 11, 2021 - in order to avoid converting to a new central gaming system during the Independence Day holiday.

Wood stated that at its May 2020 meeting, the Iowa Lottery Board approved an award to Strategic America for the advertising/creative contract and to Bucket Media Company for the media services contract.

Wood stated the Iowa Lottery seeks to exercise the first extension period available under each of these agreements, so that the parties can continue to work together to achieve great results for Iowans.

Wood requested that the Board approve the exercise of the first of four available extension of the advertising/creative agreement with Strategic America and the media services agreement with Bucket Media Company, making the term run through June 30, 2021.

Rathje moved to approve the Contract Extensions for Scientific Games, Bucket Media and Strategic America. Quinn seconded. Motion carried unanimously.

CONSULTING CONTRACT

Tooker stated it would be beneficial to have one or more consultants assist the Lottery with services related to its conversion to a new gaming system. Therefore, the Lottery issued a Request for Bids asking for pricing for the following service: Contract negotiation and drafting and reviewing and developing software specs for the computer gaming system.

Tooker said the Lottery received only one bid; from Delehanty Consulting LLC. Delehanty Consulting specializes in lotteries and has worked for or with 39 of the 46 lotteries in the United States, including the Iowa Lottery. Delehanty Consulting submitted a bid of \$20,000 for contract negotiating and drafting and a bid of \$26,000 for reviewing and developing software specifications for a total of \$46,000 plus any approved travel expenses.

Tooker stated that staff recommends the Board authorize the Lottery to contract with Delehanty Consulting for one or both of these services.

Quinn moved to approve the Consulting Contract. Rathje seconded. Motion carried unanimously.

FINANCIAL UPDATE

Conroy gave a financial report. February sales are \$175K over budget. Sales for the fiscal year-to-date are nearly \$6.7M or 2.92% ahead of budget. Expenses for the fiscal year-to-date are \$1.5M or 15% below budget. Proceeds to the State for the fiscal year-to-date are \$4.6M or 9.78% ahead of budget; and \$4.1M lower than the 5-year average.

Cook moved to approve the Financial Report. Hanson seconded. Motion carried unanimously.

MEMBERSHIP DUES

Loss stated for many years, the Iowa Lottery has participated as a member of the Iowa Grocery Industry Association (IGIA), FUELlowa, the North American Association of State & Provincial Lotteries (NASPL) and the World Lottery Association (WLA). The Board approves all memberships for the Iowa Lottery.

Loss asked the Board for approval to continue membership in IGIA (\$500), FUELlowa (\$688) and WLA (5,600 Swiss Francs; which is approximately \$5,783.75 at the current exchange rate).

Rathje moved to approve the membership dues. Cook seconded. Motion carried unanimously.

Quinn complimented Lottery staff on their handling of the RFP and the COVID-19 crisis. Fitzgerald agreed with Quinn.

ADJOURNMENT

Quinn moved to adjourn. Hanson seconded. Motion carried unanimously.

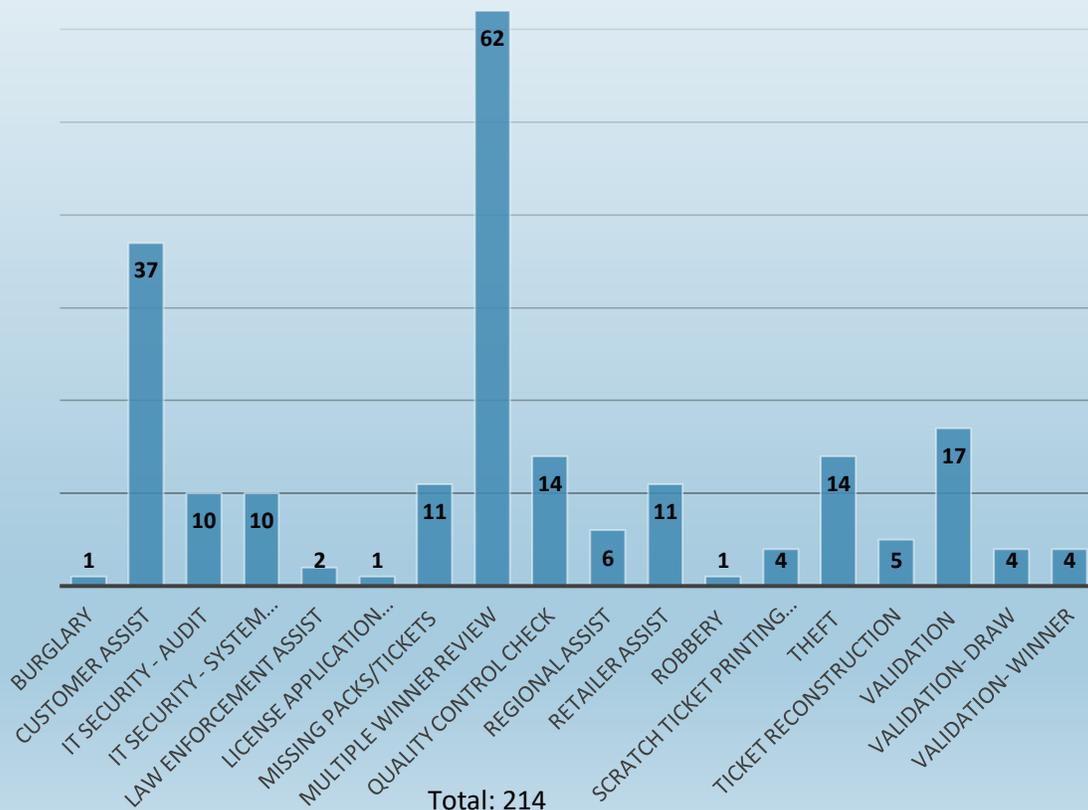
Meeting adjourned at 11:40 a.m.



June 2020 Board Report Security Division



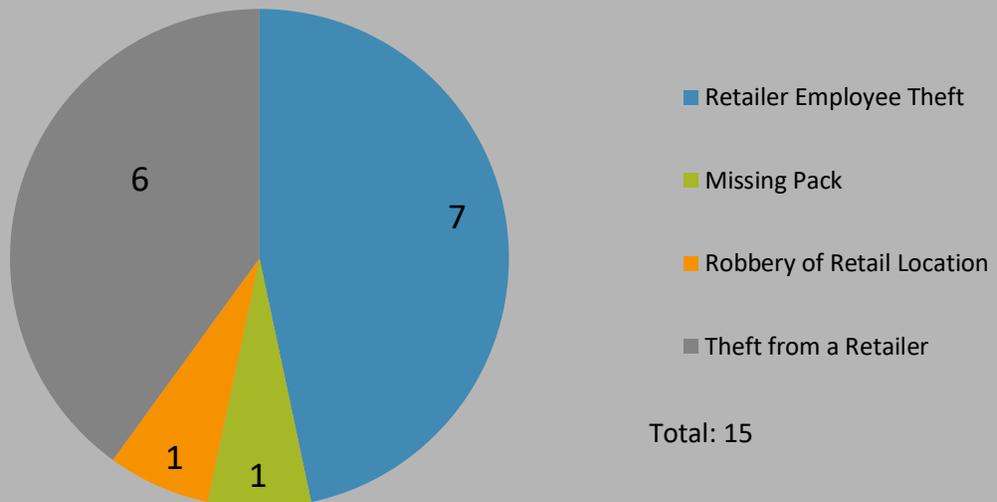
April- June 2020 Record of Contacts by Type



Multiple Winner Reviews are conducted bi-annually. Security Investigators review player wins for players who have won two or more prizes of \$600 or above. The review is completed to ensure the integrity of the Lottery.

Customer Assist describes instances in which Lottery Security Investigators respond to customer inquiries. The topics are varied, and generally player questions for which they are seeking explanations.

April - June, 2020 Cases by Offense



Other Duties and Activities;

- Drawing and Winner Validation for (4) promotional drawings, Prize Zone Draws
- Conducted **144** compliance/inspection checks on retail outlets, sent follow up letters to all retailers to provide results of the compliance check at their store
- Assist with ticket validation and the claim process to ensure players received their winnings, (new drop box and curbside claims process)
- Update of the Lottery Security Database for easier recall of the Security information
- Transitioned to teleworking from home during the Statewide Public Health Emergency

External Relations Report To Iowa Lottery Board

The Iowa Lottery's External Relations team has had a busy start to 2020, working to highlight and explain the daily work of the lottery while also giving support to other important Iowa initiatives.

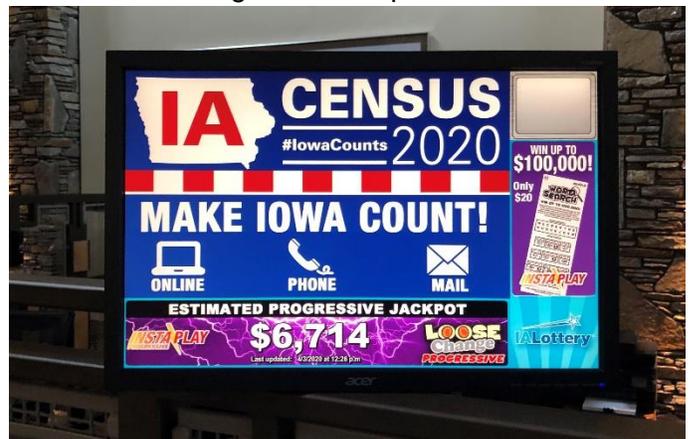
2020 Census

In early April as U.S. households began receiving official mail from the U.S. Census Bureau providing details about how to complete the 2020 Census, the Iowa Lottery highlighted the importance of Iowans' participation in the once-in-a-decade count.

We shared information on social media, ran special Census messages at the top of all lotto tickets purchased in Iowa, and displayed Census messages on the screens at our lottery terminals and on our self-service kiosks.

A complete and accurate Census count helps ensure that we as Iowans receive the political representation we deserve and that our taxpayer dollars are spent in a way that helps our state.

Iowa had top ranking in 2000 in getting its residents counted, with 76 percent of households in the state returning their Census forms. And in 2010, Iowa helped lead the way in the mail-in process for the Census, with 78 percent of households sending back their forms.



After a two-week campaign to highlight the Census in early April, the lottery continued to run Census messages on its lotto tickets for one-week intervals through the end of May.

Shown above is an image of a point-of-sale screen displaying our Census message, and below are some of the messages we printed on lotto tickets to encourage Census participation. We are gratified that the lottery was able to utilize its creativity to highlight the importance of Iowans' participation in the Census.

*Make Iowa count! Complete the 2020
Census online or by phone or mail.*

*You matter to Iowa! Take the 2020
Census online or by phone or mail.*

*Iowa needs you! Complete Census
2020 online or by phone or mail.*

National Problem Gambling Awareness Month



At the beginning of March, the Iowa Lottery emphasized its core principle of responsible play by highlighting National Problem Gambling Awareness Month.

The lottery reached out to radio, television and cable companies as well as digital outdoor billboard providers statewide with a request that they provide public-service announcements about National Problem Gambling Awareness Month and the help available all across Iowa for those struggling with problem gambling. The public-service messages were co-branded by the lottery and the Iowa Department of Public Health, and the lottery further amplified the message by providing information across its social media platforms.

During the first week in March, the public-service announcements were provided thousands of times across the state, with a combined media value of more than \$300,000. Lottery staff also participated in a Statehouse event where Gov. Kim Reynolds signed a proclamation recognizing National Problem Gambling Awareness Month in Iowa.

In a case of fortuitous timing, this initiative occurred during the first week of March, which allowed the responsible-gaming message to receive strong attention before the COVID-19 emergency was declared in our state later that month.

Curbside Prize Claims

As the Iowa Lottery continues to find its way forward amid the COVID-19 pandemic, we're pleased to report that the curbside prize-claim option we added in early June has been well received by our players.

Public access to lottery offices has been restricted to email and telephone since mid-March as we do our best to help mitigate the spread of the virus. When we initially put those restrictions in place, prize claims could be mailed or shipped to our headquarters location in Clive or left in a secure dropbox there. Players generally were understanding of the restrictions and said they appreciated the lottery's efforts to protect everyone's health.

As state restrictions began to be lifted in May, we discussed how the lottery could again allow prize claims in person while continuing to protect the operational integrity of the lottery against COVID-19.

On June 1, we implemented curbside prize claims by appointment at our offices in Storm Lake, Mason City, and Cedar Rapids. We then implemented curbside claims by appointment at our headquarters location on June 8.

To make the details about curbside claims easy to find, we have kept information about it on the homepage of our website since we announced the option. Here is a direct link to that information:

https://ialottery.com/Pages/Games/Curbside_ClaimingPrizes.aspx



The process has gone smoothly and players have expressed that they're glad to be able to interact with us in person again. Some players, as you might anticipate, have come forward to utilize curbside claims without having an appointment, and our staff has been able to assist them while honoring the appointments made by others.

During curbside claims, players claiming prizes remain in their vehicles, and a lottery staffer



wearing a facemask or face shield and protective gloves takes prize-claim paperwork out to them, then helps them accurately complete it before returning to the lottery office to process the paperwork and winning ticket. When that process is complete, a lottery staffer takes the check payment for the player's prize back out to them.

The biggest challenge we have faced thus far of course has been the weather, but Mother Nature has been relatively kind to us during our initial weeks of this process.

We plan to continue curbside prize claims at our offices for the near future as we as a state collectively evaluate the COVID-19 impact in Iowa.

New Website Page Showing How Iowa Lottery Helps State

Earlier this month, we debuted a new page on the Iowa Lottery's website to provide an updated look at how the money spent on lottery tickets is used in our state, and the help that means for Iowa.

The new page can be found under the "Lottery Gives Back" link on our homepage:

<https://ialottery.com/Pages/Pressroom/IALotteryGivesBack.aspx>

The new page replaces the previous “Where The Money Goes” page we’d utilized for a number of years. The details on that previous page focused on the historical use of lottery proceeds since the Iowa Lottery’s start in 1985. The new page expands on that.

At the top of the new page is a breakdown of each \$1 spent on lottery tickets. The figures currently listed are for fiscal year 2019, and we’ll update the details with each new year’s results as we have them.

The biggest share of the money in FY 2019 of course went to players, with 62 cents on the dollar going to pay prizes. The second-largest category was proceeds to state causes, with 24 cents on the dollar going directly to Iowa programs.

Below those details are graphics that highlight how lottery proceeds help Iowa. There are direct links there to websites providing more information about the state programs that receive funding from the Iowa Lottery.



At the bottom of the page is a list of the programs that received lottery proceeds in the past, but are no longer current recipients. We hope that by dividing out the current and past uses of lottery proceeds, we’re clearly defining how the Iowa Lottery makes a difference in Iowa.

Sizeable Unclaimed Lottery Prize In Southwest Iowa



A lottery prize of nearly \$75,000 won in southwest Iowa will expire in early July if it isn’t claimed in time, and the lottery has been sending out reminders about the winning ticket in the hope that we can jog the winner’s memory in time!

The winning ticket in the Extreme Green Progressive InstaPlay game was purchased in April at Casey’s, 204 Sixth St. in Corning. The ticket won a progressive jackpot that had reached \$74,938.00 in the game on April 6. The prize will expire in early July if it isn’t claimed by then.

Players in InstaPlay games must claim their prizes within 90 days of the date they purchased their ticket, so the winner of the prize in Corning has until 4 p.m. on Monday, July 6, to claim it at one of the Iowa Lottery’s offices.

The money from unclaimed lottery prizes in Iowa goes into the lottery’s prize pools for future games and promotions, so it will be used to pay prizes, just not those prizes that have expired.

IOWA LOTTERY
PERFORMANCE MEASURES
FY 2020
May 31, 2020

MONTH		JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN
Gross Sales	Budget FY 2020	27,830,953	27,365,289	26,627,021	26,302,504	28,450,037	28,689,114	33,302,988	29,867,029	30,902,578	29,029,386	31,232,916	26,900,185
	Actual '20	27,846,491	28,093,920	27,156,818	27,814,584	28,775,272	30,955,509	34,426,107	30,040,444	28,896,281	32,194,176	38,846,931	-
Prize Expense	Budget FY 2020	16,818,373	16,544,780	16,052,602	16,012,979	17,139,663	17,466,673	19,893,056	18,051,053	18,868,068	17,820,480	18,893,828	16,383,045
	Actual '20	17,579,210	18,081,688	16,760,932	17,241,936	17,559,342	22,137,093	20,486,448	17,786,919	19,476,775	19,973,806	25,928,192	-
Operating Expenses	Budget FY 2020	1,337,349	1,289,063	1,245,101	1,228,431	1,254,957	1,291,478	1,340,279	1,194,292	1,282,841	1,153,227	1,260,142	1,474,448
	Actual '20	1,110,516	1,030,009	1,057,965	1,130,916	1,044,839	1,112,026	1,127,198	1,040,632	1,131,397	1,096,660	1,022,773	-
Total Proceeds	Budget FY 2020	5,679,703	5,610,756	5,468,855	5,403,827	5,917,952	5,941,619	7,054,381	6,335,350	6,507,505	6,165,535	6,613,368	5,308,278
	Actual '20	6,009,246	5,494,118	6,310,989	6,563,644	6,756,517	4,206,053	8,710,630	7,999,869	5,040,937	8,195,442	7,713,140	-
YEAR TO DATE													
Gross Sales	Budget FY 2020	27,830,953	55,196,242	81,823,263	108,125,767	136,575,804	165,264,918	198,567,906	228,434,935	259,337,513	288,366,899	319,599,815	346,500,000
	Actual '20	27,846,491	55,940,411	83,097,229	110,911,813	139,687,085	170,642,594	205,068,701	235,109,145	264,005,426	296,199,602	335,046,533	-
Prize Expense	Budget FY 2020	16,818,373	33,363,153	49,415,755	65,428,734	82,568,397	100,035,070	119,928,126	137,979,179	156,847,247	174,667,727	193,561,555	209,944,600
	Actual '20	17,579,210	35,660,898	52,421,830	69,663,766	87,223,108	109,360,201	129,846,649	147,633,568	167,110,343	187,084,149	213,012,341	-
Operating Expenses	Budget FY 2020	1,337,349	2,626,412	3,871,513	5,099,944	6,354,901	7,646,379	8,986,658	10,180,950	11,463,791	12,617,018	13,877,160	15,351,608
	Actual '20	1,110,516	2,140,525	3,198,490	4,329,406	5,374,245	6,486,271	7,613,469	8,654,101	9,785,498	10,882,158	11,904,931	-
Total Proceeds	Budget FY 2020	5,679,703	11,290,459	16,759,314	22,163,141	28,081,093	34,022,712	41,077,093	47,412,443	53,919,948	60,085,483	66,698,851	72,007,129
	Actual '20	6,009,246	11,503,364	17,814,353	24,377,997	31,134,514	35,340,567	44,051,197	52,051,066	57,092,003	65,287,445	73,000,585	-

	Current Month	Year to Date
Prize Payout - Budget	60.49%	60.56%
Prize Payout - Actual	66.74%	63.58%
Sales - Actual increase (decrease) vs. Budget		4.83%
Proceeds - Actual increase (decrease) vs. Budget		9.45%

IOWA LOTTERY
PERFORMANCE MEASURES
FY 2020

May 31, 2020		JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN
MONTH													
Gross Sales	Budget FY 2020	27,830,953	27,365,289	26,627,021	26,302,504	28,450,037	28,689,114	33,302,988	29,867,029	30,902,578	29,029,386	31,232,916	26,900,185
	5-year av.	28,230,730	28,677,221	26,174,083	30,888,479	27,511,246	29,879,759	36,344,410	30,223,955	33,568,672	30,081,026	31,314,083	28,261,052
	Actual '19	29,622,964	28,137,578	27,038,517	48,165,957	29,214,539	31,481,092	33,502,349	29,545,718	39,302,500	31,017,140	34,353,518	29,513,678
	Actual '20	27,846,491	28,093,920	27,156,818	27,814,584	28,775,272	30,955,509	34,426,107	30,040,444	28,896,281	32,194,176	38,846,931	-
Prize Expense	Budget FY 2020	16,818,373	16,544,780	16,052,602	16,012,979	17,139,663	17,466,673	19,893,056	18,051,053	18,868,068	17,820,480	18,893,828	16,383,045
	5-year av.	17,118,529	17,728,279	15,985,193	18,778,135	16,547,897	19,411,886	21,304,430	18,002,281	21,530,012	18,147,385	18,844,789	17,341,579
	Actual '19	18,466,693	17,856,707	17,053,365	28,218,927	18,178,870	21,800,772	19,598,399	17,729,028	24,822,998	18,135,995	20,597,271	19,481,618
	Actual '20	17,579,210	18,081,688	16,760,932	17,241,936	17,559,342	22,137,093	20,486,448	17,786,919	19,476,775	19,973,806	25,928,192	
Operating Expenses	Budget FY 2020	1,337,349	1,289,063	1,245,101	1,228,431	1,254,957	1,291,478	1,340,279	1,194,292	1,282,841	1,153,227	1,260,142	1,474,448
	5-year av.	1,076,711	1,056,138	1,014,984	1,086,775	1,079,404	1,126,154	1,088,981	1,006,773	1,049,800	1,040,919	1,153,186	1,296,150
	Actual '19	1,094,102	1,047,192	1,037,029	1,160,083	1,163,937	1,045,381	1,170,765	994,582	988,280	1,085,706	1,175,001	1,302,749
	Actual '20	1,110,516	1,030,009	1,057,965	1,130,916	1,044,839	1,112,026	1,127,198	1,040,632	1,131,397	1,096,660	1,022,773	-
Total Proceeds	Budget FY 2020	5,679,703	5,610,756	5,468,855	5,403,827	5,917,952	5,941,619	7,054,381	6,335,350	6,507,505	6,165,535	6,613,368	5,308,278
	5-year av.	6,780,600	5,995,830	6,478,537	7,520,987	6,376,205	5,732,730	9,650,569	7,611,725	7,145,284	7,492,669	7,599,075	6,271,305
	Actual '19	7,025,446	5,608,787	5,986,711	13,960,288	6,543,459	5,394,227	8,923,800	7,249,429	8,705,706	8,571,762	9,060,887	5,834,464
	Actual '20	6,009,246	5,494,118	6,310,989	6,563,644	6,756,517	4,206,053	8,710,630	7,999,869	5,040,937	8,195,442	7,713,140	

YEAR TO DATE

Gross Sales	Budget FY 2020	27,830,953	55,196,242	81,823,263	108,125,767	136,575,804	165,264,918	198,567,906	228,434,935	259,337,513	288,366,899	319,599,815	346,500,000
	5-year av.	28,230,730	56,907,951	83,082,034	113,970,513	141,481,759	171,361,518	207,705,928	237,929,883	271,498,555	301,579,581	332,893,664	361,154,716
	Actual '19	29,622,964	57,760,542	84,799,059	132,965,016	162,179,555	193,660,647	227,162,996	256,708,714	296,011,214	327,028,354	361,381,872	390,895,550
	Actual '20	27,846,491	55,940,411	83,097,229	110,911,813	139,687,085	170,642,594	205,068,701	235,109,145	264,005,426	296,199,602	335,046,533	-
Prize Expense	Budget FY 2020	16,818,373	33,363,153	49,415,755	65,428,734	82,568,397	100,035,070	119,928,126	137,979,179	156,847,247	174,667,727	193,561,555	209,944,600
	5-year av.	17,118,529	34,846,808	50,832,001	69,610,136	86,158,033	105,569,919	126,874,349	144,876,630	166,406,642	184,554,027	203,398,816	220,740,395
	Actual '19	18,466,693	36,323,400	53,376,765	81,595,692	99,774,562	121,575,334	141,173,733	158,902,761	183,725,759	201,861,754	222,459,025	241,940,643
	Actual '20	17,579,210	35,660,898	52,421,830	69,663,766	87,223,108	109,360,201	129,846,649	147,633,568	167,110,343	187,084,149	213,012,341	
Operating Expenses	Budget FY 2020	1,337,349	2,626,412	3,871,513	5,099,944	6,354,901	7,646,379	8,986,658	10,180,950	11,463,791	12,617,018	13,877,160	15,351,608
	5-year av.	1,076,711	2,132,849	3,147,833	4,234,608	5,314,012	6,440,166	7,529,147	8,535,920	9,585,720	10,626,639	11,779,825	13,075,975
	Actual '19	1,094,102	2,141,294	3,178,323	4,338,406	5,502,343	6,547,724	7,718,489	8,713,071	9,701,351	10,787,057	11,962,058	13,264,807
	Actual '20	1,110,516	2,140,525	3,198,490	4,329,406	5,374,245	6,486,271	7,613,469	8,654,101	9,785,498	10,882,158	11,904,931	-
Total Proceeds	Budget FY 2020	5,679,703	11,290,459	16,759,314	22,163,141	28,081,093	34,022,712	41,077,093	47,412,443	53,919,948	60,085,483	66,698,851	72,007,129
	5-year av.	6,780,600	12,776,430	19,254,967	26,775,954	33,152,159	38,884,889	48,535,458	56,147,183	63,292,467	70,785,136	78,384,211	84,655,516
	Actual '19	7,025,446	12,634,233	18,620,944	32,581,232	39,124,691	44,518,918	53,442,718	60,692,147	69,397,853	77,969,615	87,030,502	92,864,966
	Actual '20	6,009,246	11,503,364	17,814,353	24,377,997	31,134,514	35,340,567	44,051,197	52,051,066	57,092,003	65,287,445	73,000,585	-

	Current Month	Year to Date
Prize Payout - Budget	60.49%	60.56%
Prize Payout - 5-Year Average	60.18%	61.10%
Prize Payout - Actual	66.74%	63.58%
Sales - Actual increase (decrease) vs. 5-Year Average		0.65%
Proceeds - Actual increase (decrease) vs. 5-Year Average		(6.87%)
Sales - Actual increase (decrease) vs. Budget		4.83%
Proceeds - Actual increase (decrease) vs. Budget		9.45%

IOWA LOTTERY AUTHORITY
Statement of Revenues, Expenses and Changes in Net Position
For the Eleven Months Ending Sunday, May 31, 2020

	Month ended 5/31/2020	Month ended 5/31/2019	Year-to-date 5/31/2020	Year-to-date 5/31/2019
Operating revenues:				
Instant-scratch ticket sales	\$28,041,132.00	\$22,861,081.00	\$235,112,266.00	\$230,704,659.00
InstaPlay sales	2,374,779.00	1,083,382.00	14,524,026.00	11,182,790.00
Pick 3 sales	895,897.50	702,627.50	7,671,386.00	7,220,509.00
Powerball sales	2,708,556.00	4,235,314.00	34,117,202.50	51,123,996.00
Mega Millions Sales	2,348,323.00	2,763,536.00	18,281,646.00	34,326,807.00
Pick 4 sales	508,087.50	394,291.50	4,458,094.50	3,923,549.50
Lucky for Life sales	415,162.00	463,764.00	4,851,148.00	5,026,400.00
Lotto America sales	534,264.00	831,457.00	6,262,507.00	7,931,539.00
Pull-tab sales	1,020,730.26	1,018,064.72	9,768,257.85	9,941,622.59
Application fees	125.00	325.00	3,550.00	3,650.00
Other	657.95	439.56	7,174.63	55,042.44
Total operating revenues	38,847,714.21	34,354,282.28	335,057,258.48	361,440,564.53
Operating expenses:				
Scratch ticket prizes	19,758,180.00	14,403,648.00	156,835,519.38	153,893,345.22
InstaPlay prizes	1,649,376.98	798,998.47	10,331,712.01	7,812,919.59
Pick 3 prizes	537,538.50	417,536.50	4,602,831.60	4,280,105.40
Powerball prizes	1,354,283.00	2,065,334.50	17,063,588.00	23,645,670.59
Mega Millions prizes	1,174,161.50	1,370,358.00	9,140,823.00	17,475,230.19
Hot Lotto prizes	-	-	-	(46,872.00)
Pick 4 prizes	304,852.50	234,294.90	2,942,631.30	2,332,339.70
All or Nothing prizes	-	-	-	(354,534.99)
Lucky for Life prizes	246,746.49	265,263.10	2,859,255.86	2,887,435.86
Lotto America prizes	267,132.00	392,363.50	3,131,253.50	3,889,553.50
Pull-tab prizes	635,921.05	637,562.49	6,104,727.10	6,218,198.48
VIP Club prize expense	-	-	-	315,879.79
Promotional prize expense	-	11,911.13	-	109,753.11
Advertising/publicity	410,542.05	639,716.25	6,321,408.49	6,606,563.77
Retailer compensation expense	2,547,358.55	2,238,702.80	21,876,908.40	23,540,599.32
Ticket expense	281,819.61	306,826.70	2,970,421.73	3,014,495.73
Vendor compensation expense	627,478.39	567,613.83	5,452,215.67	5,895,832.36
Salary and benefits	832,977.98	920,425.84	9,511,225.37	9,433,450.73
Travel	11,829.08	22,985.95	225,341.37	240,433.70
Supplies	7,196.69	31,731.97	85,275.55	100,124.14
Printing	56.00	108.15	1,458.06	3,354.94
Postage	363.19	246.93	5,580.72	5,224.45
Communications	13,134.98	14,431.03	168,480.59	160,384.52
Rentals	26,484.42	26,072.70	291,538.34	284,133.16
Utilities	5,248.93	5,526.00	82,855.01	85,109.50
Professional fees	10,382.50	19,214.71	142,221.98	149,366.92
Vending machine maintenance	21,504.00	21,105.00	235,536.00	232,247.77
Outside services and repairs	85,792.25	85,254.76	776,420.06	756,712.15
Data processing	10,613.11	8,438.87	115,906.06	98,606.98
Equipment	13,177.89	33,345.19	378,730.53	468,146.17
Reimbursement to other state agencies	31,857.57	45,810.98	403,045.29	410,124.26
Depreciation	37,704.57	43,634.74	444,896.64	498,335.64
Other	4,996.84	4,774.80	58,799.78	57,724.26
MUSL/Lotto administrative expense	2,735.29	5,516.54	30,756.26	65,974.75
Total operating expenses	30,911,445.91	25,638,754.33	262,591,363.65	274,565,969.66
Operating income	7,936,268.30	8,715,527.95	72,465,894.83	86,874,594.87
Non-operating revenue (expenses):				
Proceeds to state causes	(7,713,140.13)	(9,060,886.68)	(73,000,585.03)	(87,030,500.58)
Interest income	26,577.08	18,057.44	340,697.26	399,602.93
Gain (Loss) on disposal of capital assets	(2,602.57)	6,350.00	1,647.43	11,364.08
Net non-operating revenues (expenses)	(7,689,165.62)	(9,036,479.24)	(72,658,240.34)	(86,619,533.57)
Change in net position	247,102.68	(320,951.29)	(192,345.51)	255,061.30
Net position beginning of period	4,363,207.26	5,526,206.29	4,802,655.45	4,950,193.70
Net position end of period	4,610,309.94	5,205,255.00	4,610,309.94	5,205,255.00

IOWA LOTTERY AUTHORITY
Statement of Revenues, Expenses and Changes in Net Position
For the Ten Months Ending Thursday, April 30, 2020

	Month ended 4/30/2020	Month ended 4/30/2019	Year-to-date 4/30/2020	Year-to-date 4/30/2019
Operating revenues:				
Instant-scratch ticket sales	\$ 23,147,178.00	\$ 21,945,477.00	\$ 207,071,134.00	\$ 207,843,578.00
InstaPlay sales	2,107,150.00	864,388.00	12,149,247.00	10,099,408.00
Pick 3 sales	730,306.50	687,632.50	6,775,488.50	6,517,881.50
Powerball sales	2,561,462.00	3,093,275.00	31,408,646.50	46,888,682.00
Mega Millions Sales	1,409,446.00	1,864,162.00	15,933,323.00	31,563,271.00
Pick 4 sales	423,817.50	388,276.00	3,950,007.00	3,529,258.00
Lucky for Life sales	433,950.00	487,876.00	4,435,986.00	4,562,636.00
Lotto America sales	512,560.00	758,877.00	5,728,243.00	7,100,082.00
Pull-tab sales	868,306.02	927,176.76	8,747,527.59	8,923,557.87
Application fees	25.00	250.00	3,425.00	3,325.00
Other	624.14	405.80	6,516.68	54,602.88
Total operating revenues	32,194,825.16	31,017,796.06	296,209,544.27	327,086,282.25
Operating expenses:				
Scratch ticket prizes	14,726,841.00	14,223,654.00	137,077,339.38	139,489,697.22
InstaPlay prizes	1,511,021.79	631,183.96	8,682,335.03	7,013,921.12
Pick 3 prizes	438,183.90	407,329.50	4,065,293.10	3,862,568.90
Powerball prizes	1,280,775.00	502,735.50	15,709,305.00	21,580,336.09
Mega Millions prizes	704,723.00	904,787.19	7,966,661.50	16,104,872.19
Hot Lotto prizes	-	-	-	(46,872.00)
Pick 4 prizes	254,290.50	230,215.60	2,637,778.80	2,098,044.80
All or Nothing prizes	-	-	-	(354,534.99)
Lucky for Life prizes	257,912.00	278,514.95	2,612,509.37	2,622,172.76
Lotto America prizes	256,280.00	368,895.50	2,864,121.50	3,497,190.00
Pull-tab prizes	543,779.30	581,909.98	5,468,806.05	5,580,635.99
VIP Club prize expense	-	-	-	315,879.79
Promotional prize expense	-	6,768.78	-	97,841.98
Advertising/publicity	243,802.64	575,629.33	5,910,866.44	5,966,847.52
Retailer compensation expense	2,107,895.91	2,033,659.73	19,329,549.85	21,301,896.52
Ticket expense	232,076.45	258,715.49	2,688,602.12	2,707,669.03
Vendor compensation expense	531,579.07	511,856.44	4,824,737.28	5,328,218.53
Salary and benefits	909,390.48	878,214.65	8,678,247.39	8,513,024.89
Travel	10,785.61	22,799.26	213,512.29	217,447.75
Supplies	7,504.57	7,806.96	78,078.86	68,392.17
Printing	56.00	703.50	1,402.06	3,246.79
Postage	463.40	412.84	5,217.53	4,977.52
Communications	14,621.27	13,620.23	155,345.61	145,953.49
Rentals	26,516.22	26,072.50	265,053.92	258,060.46
Utilities	6,659.29	6,436.77	77,606.08	79,583.50
Professional fees	8,689.75	12,320.00	131,839.48	130,152.21
Vending machine maintenance	21,504.00	21,231.00	214,032.00	211,142.77
Outside services and repairs	69,516.00	56,119.68	690,627.81	671,457.39
Data processing	10,601.19	10,892.14	105,292.95	90,168.11
Equipment	40,379.76	30,263.22	365,552.64	434,800.98
Reimbursement to other state agencies	32,752.69	29,331.45	371,187.72	364,313.28
Depreciation	38,361.00	44,679.62	407,192.07	454,700.90
Other	4,467.31	5,078.91	53,802.94	52,949.46
MUSL/Lotto administrative expense	2,812.97	5,449.91	28,020.97	60,458.21
Total operating expenses	24,294,242.07	22,687,288.59	231,679,917.74	248,927,215.33
Operating income	7,900,583.09	8,330,507.47	64,529,626.53	78,159,066.92
Non-operating revenue (expenses):				
Proceeds to state causes	(8,195,442.33)	(8,571,761.85)	(65,287,444.90)	(77,969,613.90)
Interest income	30,234.79	79,592.05	314,120.18	381,545.49
Gain (Loss) on disposal of capital assets	-	664.08	4,250.00	5,014.08
Net non-operating revenues (expenses)	(8,165,207.54)	(8,491,505.72)	(64,969,074.72)	(77,583,054.33)
Change in net position	(264,624.45)	(160,998.25)	(439,448.19)	576,012.59
Net position beginning of period	4,627,831.71	5,687,204.54	4,802,655.45	4,950,193.70
Net position end of period	4,363,207.26	5,526,206.29	4,363,207.26	5,526,206.29

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>

IOWA LOTTERY AUTHORITY
Statement of Revenues, Expenses and Changes in Net Position
For the Eight Months Ending Saturday, February 29, 2020

	Month ended 2/29/2020	Month ended 2/28/2019	Year-to-date 2/29/2020	Year-to-date 2/28/2019
Operating revenues:				
Instant-scratch ticket sales	\$ 21,287,490.00	\$ 20,682,238.00	\$ 163,487,848.00	\$ 163,947,893.00
InstaPlay sales	1,477,305.00	744,304.00	8,402,383.00	7,829,784.00
Pick 3 sales	643,355.50	616,029.50	5,348,689.00	5,103,345.50
Powerball sales	2,915,250.00	3,759,403.00	26,025,295.50	32,763,923.00
Mega Millions Sales	1,393,552.00	1,589,721.00	13,208,078.00	28,074,125.00
Pick 4 sales	391,261.50	322,051.00	3,095,858.00	2,735,781.50
Lucky for Life sales	417,564.00	405,366.00	3,544,642.00	3,645,036.00
Lotto America sales	669,167.00	681,075.00	4,639,953.00	5,508,680.00
Pull-tab sales	845,498.94	745,530.05	7,356,399.00	7,100,146.32
Application fees	725.00	375.00	2,800.00	2,925.00
Other	1,219.48	755.51	5,312.58	52,435.09
Total operating revenues	30,042,388.42	29,546,848.06	235,117,258.08	256,764,074.41
Operating expenses:				
Scratch ticket prizes	12,926,652.00	12,968,251.00	107,775,259.38	109,545,455.22
InstaPlay prizes	980,041.98	499,782.63	5,898,802.97	5,427,437.39
Pick 3 prizes	386,013.30	366,007.70	3,209,213.40	3,024,677.30
Powerball prizes	1,457,486.00	1,833,592.50	13,017,504.00	15,628,368.59
Mega Millions prizes	696,776.00	797,128.35	6,604,039.00	14,405,794.98
Hot Lotto prizes	-	-	-	(46,872.00)
Pick 4 prizes	234,756.90	191,485.60	2,125,289.40	1,625,113.90
All or Nothing prizes	-	-	-	(354,534.99)
Lucky for Life prizes	243,720.88	230,826.24	2,084,768.41	2,096,515.64
Lotto America prizes	334,583.50	328,309.50	2,319,976.50	2,719,860.00
Pull-tab prizes	526,888.23	464,685.36	4,598,714.93	4,439,268.81
VIP Club prize expense	-	41,489.26	-	314,356.25
Promotional prize expense	-	7,469.80	-	77,319.52
Advertising/publicity	548,488.52	673,792.89	5,078,870.94	4,763,390.23
Retailer compensation expense	1,950,468.33	1,934,363.87	15,316,096.15	16,715,162.56
Ticket expense	393,836.69	366,287.26	2,232,368.16	2,195,237.62
Vendor compensation expense	471,907.17	482,077.36	3,811,021.13	4,186,965.63
Salary and benefits	813,176.66	781,910.97	6,849,214.21	6,870,883.78
Travel	14,006.97	17,800.85	186,396.54	170,453.67
Supplies	6,517.61	6,541.01	60,442.54	55,678.31
Printing	299.12	(223.30)	1,178.06	2,487.29
Postage	2,792.66	245.55	4,523.86	4,323.85
Communications	21,098.60	13,974.49	126,305.54	116,669.17
Rentals	26,514.12	26,047.30	211,952.98	205,927.56
Utilities	8,683.55	10,134.68	64,417.49	66,404.61
Professional fees	9,449.50	12,407.24	101,204.36	105,547.84
Vending machine maintenance	21,504.00	21,231.00	171,024.00	168,680.77
Outside services and repairs	109,905.15	67,223.65	571,400.90	548,003.96
Data processing	10,198.02	8,258.29	84,515.30	62,487.98
Equipment	54,691.00	68,515.83	281,919.51	345,043.82
Reimbursement to other state agencies	31,383.87	32,243.79	307,141.38	304,977.59
Depreciation	39,254.77	45,565.60	330,470.02	365,411.22
Other	4,602.86	5,262.51	45,288.43	42,754.43
MUSL/Lotto administrative expense	2,812.98	5,449.90	22,395.03	49,558.39
Total operating expenses	22,328,510.94	22,308,138.68	183,491,714.52	196,248,810.89
Operating income	7,713,877.48	7,238,709.38	51,625,543.56	60,515,263.52
Non-operating revenue (expenses):				
Proceeds to state causes	(7,999,869.36)	(7,249,429.07)	(52,051,065.66)	(60,692,145.57)
Interest income	14,552.84	54,829.43	244,528.35	235,694.88
Gain (Loss) on disposal of capital assets	-	-	4,250.00	4,350.00
Net non-operating revenues (expenses)	(7,985,316.52)	(7,194,599.64)	(51,802,287.31)	(60,452,100.69)
Change in net position	(271,439.04)	44,109.74	(176,743.75)	63,162.83
Net position beginning of period	4,897,350.74	4,969,246.79	4,802,655.45	4,950,193.70
Net position end of period	4,625,911.70	5,013,356.53	4,625,911.70	5,013,356.53

Budget For Lottery Fund

	FY 2019 Actual	FY 2020 Board Approved Budget	FY 2021 Board Approved Budget - Fall	FY 2021 Proposed Budget
Resources				
Lottery sales	390,895,551	346,500,000	355,853,000	355,853,000
Interest income	495,974	500,000	500,000	500,000
Application fees	3,775	5,000	5,000	5,000
Other	55,516	5,000	5,000	5,000
Total Resources	391,450,816	347,010,000	356,363,000	356,363,000
Expenses and Change in Net Assets				
Prizes	241,940,643	209,944,600	216,000,723	216,000,723
Retailer compensation	25,447,739	23,216,500	23,843,151	23,843,151
Advertising production and media purchases	7,276,923	13,860,000	14,234,120	14,234,120
Retailer Lottery system/Terminal Communications	6,466,081	7,800,085	9,159,412	9,191,012
Instant/Pull-tab ticket expense	3,301,724	4,120,750	4,284,428	4,284,428
Vending machines & maintenance/Ticket dispensers	433,771	531,928	531,928	535,216
Courier delivery of instant tickets	616,718	660,000	660,000	660,000
Interest expense	0	0	0	0
Lottery operating expense	13,264,808	15,351,608	15,411,308	15,376,419
Increase (decrease) in net assets	-112,817	-482,600	-462,600	-462,600
Total Expenses and Change in Net Assets	298,635,590	275,002,871	283,662,470	283,662,469
Proceeds				
Proceeds Transfer to General Fund	2,500,000	2,500,000	2,500,000	2,500,000
Public Safety Survivor Benefit Fund	0	100,000	100,000	100,000
Proceeds Transfer to Veterans Trust Fund	90,364,965	69,407,129	70,100,531	70,100,531
Total Proceeds Transfers	92,864,965	72,007,129	72,700,531	72,700,531
Total Expenses and Proceeds	391,500,555	347,010,000	356,363,001	356,363,000

Lottery Operations -Budget Detail

	FY 2019 Actual	FY 2020 Board Approved Budget	FY 2021 Board Approved Budget - Fall	FY 2021 Proposed Budget
Administrative payroll*	\$ 10,459,454	\$ 11,583,716	\$ 11,583,716	\$ 11,624,950
Travel	\$ 257,758	\$ 417,800	\$ 417,500	\$ 417,500
Supplies	\$ 90,709	\$ 105,000	\$ 105,000	\$ 103,000
Printing	\$ 3,767	\$ 20,000	\$ 20,000	\$ 20,000
Postage	\$ 5,458	\$ 7,000	\$ 7,000	\$ 7,000
Communications	\$ 195,803	\$ 186,000	\$ 196,000	\$ 192,400
Rentals	\$ 310,280	\$ 323,980	\$ 323,980	\$ 301,689
Utilities	\$ 95,043	\$ 101,000	\$ 101,000	\$ 98,800
Professional fees	\$ 162,023	\$ 259,500	\$ 309,500	\$ 308,500
Outside services and repair	\$ 207,315	\$ 379,000	\$ 379,000	\$ 374,211
Data processing	\$ 109,069	\$ 150,000	\$ 150,000	\$ 150,000
Equipment	\$ 308,666	\$ 494,200	\$ 494,200	\$ 452,869
Reimbursement to state agencies	\$ 457,598	\$ 530,812	\$ 530,812	\$ 531,900
Depreciation	\$ 541,020	\$ 707,600	\$ 707,600	\$ 707,600
Other expenses	\$ 60,845	\$ 86,000	\$ 86,000	\$ 86,000
Total operating expenses	\$ 13,264,808	\$ 15,351,608	\$ 15,411,308	\$ 15,376,419

* FY 2021 Proposed Final Budget for "Administrative Payroll" includes salary and benefit cost increases per DOM projections



13001 University Avenue
Clive Iowa 50325-8225
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515.725.7900

Kim Reynolds · Governor
Adam Gregg · Lt. Governor
Matthew N. Strawn · Chief Executive Officer

Date: June 23, 2020

To: Lottery Board of Directors
From: Larry L Loss
Re: NASPL 2020

The North American Association of State & Provincial Lotteries has been an invaluable asset to the Lottery over the years. Numerous Iowa Lottery staff members have taken part in educational, developmental and Continuous Professional Education (CPE) seminars. Often, those educational events occur at NASPL events throughout the year.

This year, the events are being held as on-line/electronic events. Examples of educational opportunities are the Accounting & Audit - Practical Ethics class and the GASB class where staff earn CPE credits.

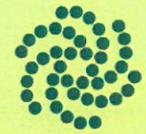
The NASPL Matrix is an online portal to lottery white papers, responsible gambling resources and the industry developed API, to name a few of the offerings available to members.

Generally, these opportunities have been available with conference attendance or submission fees. As the conferences are not possible this year, the services are being made available through this offer.

Previously, the Board approved our membership in NASPL for calendar year 2020. Today, we are asking for your approval to participate in the NASPL package that includes the on-line educational opportunities and events, expanded Matrix and awards submissions.

North American Association of State & Provincial Lotteries

7470 Auburn Road, LL1
 Concord, OH 44077
 P. 440.361.7962
 F. 440.867.2327
 www.naspl.org



NASPL

North American Association
 of State & Provincial Lotteries

Invoice

Bill To
IOWA LOTTERY MATT STRAWN, PRESIDENT & CEO 13001 UNIVERSITY AVE CLIVE, IOWA 50325-8225

Date	Invoice #
5/28/2020	8735

P.O. No.	Terms	Project
	Due on receipt	

Quantity	Description	Rate	Amount
1	\$5,000 assessment for 2020 1. Attendance at all NASPL on-line events throughout 2020 including NASPL PDS, NASPL Dialogue & NASPL Annual Conference & Trade Show 2. Access to expanded password-protected on-line Matrix 3. No entry fees for NASPL Awards submissions for 2020	5,000.00	5,000.00
		Total	\$5,000.00



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Kim Reynolds · Governor
Adam Gregg · Lt. Governor
Matthew N. Strawn · Chief Executive Officer

Date: June 23, 2020

TO: Lottery Board of Directors
FR: Larry L Loss
RE: Key Employee Pay Plan and Compensation

The Board approves compensation for Lottery key employees and we're asking you to do that again today. When setting key employee salaries, the Iowa Lottery has been guided by the State of Iowa's approach.

1-Key Employee Pay Plan

The state has approved an across-the-board pay increase for non-contract employees of 2.1% effective with the June 26, 2020 pay period.

We are asking that the Board also approve an across-the-board pay increase of 2.1% for Lottery key employees effective with the June 26, 2020 pay period.

2-Key Employee Compensation

The state has also authorized agencies to grant with-in grade increases, up to 3%, up to the pay grade maximum for employees on their increase eligibility date. Such increases are discretionary and based upon performance.

Overall, the Lottery has budgeted for merit based increases for all eligible employees, and does not intend to exceed that budgeted amount.

The Lottery intends to make decisions on with-in grade increases on an individual basis, based upon performance, for all Lottery key employees.

We are asking the Board for the authority to approve with-in grade increases, up to 3%, for Lottery key employees based upon performance up to the maximum level in the key employee's pay grade, with that raise being available on the increase eligibility date for the eligible key employee.

FY21 Pay Plans - Lottery Key Employee

Pay Grade		CURRENT		2.1 % ATB	
		Minimum	Maximum	Minimum	Maximum
00	Hourly	\$ 29.56	\$ 45.69	\$ 30.18	\$ 46.65
	Biweekly	\$ 2,364.80	\$ 3,655.20	\$ 2,414.40	\$ 3,732.00
	Annually	\$ 61,484.00	\$ 95,035.20	\$ 62,774.40	\$ 97,032.00
01	Hourly	\$ 32.90	\$ 50.59	\$ 33.59	\$ 51.65
	Biweekly	\$ 2,632.00	\$ 4,047.20	\$ 2,687.20	\$ 4,132.00
	Annually	\$ 68,432.00	\$ 105,227.20	\$ 69,867.20	\$ 107,432.00
02	Hourly	\$ 42.31	\$ 66.35	\$ 43.20	\$ 67.74
	Biweekly	\$ 3,384.80	\$ 5,308.00	\$ 3,456.00	\$ 5,419.20
	Annually	\$ 88,004.80	\$ 138,008.00	\$ 89,856.00	\$ 140,899.20
03	Hourly	\$ 46.73	\$ 73.28	\$ 47.71	\$ 74.82
	Biweekly	\$ 3,738.40	\$ 5,862.40	\$ 3,816.80	\$ 5,985.60
	Annually	\$ 97,198.40	\$ 152,422.40	\$ 99,236.80	\$ 155,625.60
04	Hourly	\$ 51.67	\$ 81.03	\$ 52.76	\$ 82.73
	Biweekly	\$ 4,133.60	\$ 6,482.40	\$ 4,220.80	\$ 6,618.40
	Annually	\$ 107,473.60	\$ 168,542.40	\$ 109,740.80	\$ 172,078.40
05	Hourly	\$ 92.88	\$ 151.59	\$ 94.83	\$ 154.77
	Biweekly	\$ 7,430.40	\$ 12,127.20	\$ 7,586.40	\$ 12,381.60
	Annually	\$ 193,190.40	\$ 315,307.20	\$ 197,246.40	\$ 321,921.60