

**IOWA LOTTERY AUTHORITY**  
**Statement of Revenues, Expenses and Changes in Net Position**  
**For the Twelve Months Ending Wednesday, June 30, 2021**

FINAL

|   | Month ended<br>6/30/2021 | Month ended<br>6/30/2020 | Year-to-date<br>6/30/2021 | Year-to-date<br>6/30/2020 |
|---|--------------------------|--------------------------|---------------------------|---------------------------|
| Operating revenues:                       |                          |                          |                           |                           |
| Instant-scratch ticket sales              | \$26,101,394.58          | \$27,335,438.05          | \$316,934,650.58          | \$262,447,704.05          |
| InstaPlay sales                           | 1,429,120.00             | 1,755,679.00             | 23,478,424.00             | 16,279,705.00             |
| Pick 3 sales                              | 795,592.50               | 831,116.50               | 9,540,165.50              | 8,502,502.50              |
| Powerball sales                           | 3,001,652.00             | 2,310,840.00             | 43,419,694.50             | 36,428,042.50             |
| Mega Millions Sales                       | 1,379,014.00             | 2,152,208.00             | 28,980,779.00             | 20,433,854.00             |
| Pick 4 sales                              | 464,428.50               | 491,907.00               | 5,470,758.50              | 4,950,001.50              |
| Lucky for Life sales                      | 420,924.00               | 484,382.00               | 5,555,026.00              | 5,335,530.00              |
| Lotto America sales                       | 634,995.00               | 489,304.00               | 6,441,090.00              | 6,751,811.00              |
| Pull-tab sales                            | 1,181,140.73             | 1,056,085.73             | 12,771,422.99             | 10,824,343.58             |
| Application fees                          | 500.00                   | 200.00                   | 4,700.00                  | 3,750.00                  |
| Other                                     | 930.51                   | 261.53                   | 6,317.55                  | 7,436.16                  |
| Total operating revenues                  | <u>35,409,691.82</u>     | <u>36,907,421.81</u>     | <u>452,603,028.62</u>     | <u>371,964,680.29</u>     |
| Operating expenses:                       |                          |                          |                           |                           |
| Scratch ticket prizes                     | 17,722,212.00            | 17,760,453.00            | 211,664,731.57            | 174,595,972.38            |
| InstaPlay prizes                          | 1,038,264.58             | 1,327,388.19             | 17,225,460.10             | 11,659,100.20             |
| Pick 3 prizes                             | 477,355.50               | 498,669.90               | 5,766,801.70              | 5,101,501.50              |
| Powerball prizes                          | 1,500,907.50             | 1,155,447.00             | 21,710,608.00             | 18,219,035.00             |
| Mega Millions prizes                      | 689,507.00               | 1,076,104.00             | 14,490,389.50             | 10,216,927.00             |
| Pick 4 prizes                             | 278,657.10               | 295,144.20               | 3,282,455.10              | 3,237,775.50              |
| Lucky for Life prizes                     | 250,171.00               | 287,885.00               | 3,535,075.04              | 3,147,140.86              |
| Lotto America prizes                      | 317,497.50               | 244,652.00               | 3,220,545.00              | 3,375,905.50              |
| Pull-tab prizes                           | 737,932.01               | 658,920.01               | 7,981,163.19              | 6,763,647.11              |
| Advertising/publicity                     | 982,548.83               | 459,142.63               | 7,421,984.85              | 6,780,551.12              |
| Retailer compensation expense             | 2,321,155.18             | 2,437,425.38             | 29,694,890.82             | 24,314,333.78             |
| Ticket expense                            | 261,636.64               | 272,037.24               | 3,564,730.18              | 3,242,458.97              |
| Vendor compensation expense               | 481,044.36               | 605,847.15               | 6,237,017.97              | 6,058,062.82              |
| Salary and benefits                       | 1,454,328.03             | 1,349,997.86             | 11,190,015.07             | 10,861,223.23             |
| Travel                                    | 24,127.33                | 6,615.37                 | 196,656.96                | 231,956.74                |
| Supplies                                  | 2,650.07                 | 8,971.37                 | 103,778.02                | 94,246.92                 |
| Printing                                  | 1,185.00                 | (56.00)                  | 3,076.27                  | 1,402.06                  |
| Postage                                   | 388.39                   | 1,516.45                 | 7,380.15                  | 7,097.17                  |
| Communications                            | 20,221.33                | 20,449.73                | 173,362.14                | 188,930.32                |
| Rentals                                   | 24,548.82                | 26,665.44                | 304,104.00                | 318,203.78                |
| Utilities                                 | 10,246.78                | 9,864.10                 | 91,330.90                 | 92,719.11                 |
| Professional fees                         | 9,557.45                 | 27,042.89                | 119,267.78                | 169,264.87                |
| Vending machine maintenance               | 21,840.00                | 21,504.00                | 261,166.25                | 257,040.00                |
| Outside services and repairs              | 124,148.27               | 93,861.80                | 918,260.68                | 870,281.86                |
| Data processing                           | 10,513.25                | 10,012.31                | 128,505.87                | 125,918.37                |
| Equipment                                 | 36,918.52                | 13,804.89                | 509,009.23                | 392,535.42                |
| Reimbursement to other state agencies     | 40,758.65                | 76,572.39                | 460,093.14                | 479,617.68                |
| Depreciation                              | 38,979.36                | 36,326.24                | 457,135.80                | 481,222.88                |
| Other                                     | 4,151.88                 | (2,672.67)               | 53,094.22                 | 56,127.11                 |
| MUSL/Lotto administrative expense         | 883.75                   | 2,839.77                 | 9,116.46                  | 33,596.03                 |
| Total operating expenses                  | <u>28,884,336.08</u>     | <u>28,782,431.64</u>     | <u>350,781,205.96</u>     | <u>291,373,795.29</u>     |
| Operating income                          | <u>6,525,355.74</u>      | <u>8,124,990.17</u>      | <u>101,821,822.66</u>     | <u>80,590,885.00</u>      |
| Non-operating revenue (expenses):         |                          |                          |                           |                           |
| Proceeds to state causes                  | (6,803,014.09)           | (8,528,746.91)           | (101,747,494.33)          | (81,529,331.94)           |
| Interest income                           | 4,441.85                 | 42,800.91                | 59,467.11                 | 383,498.17                |
| Gain (Loss) on disposal of capital assets | -                        | -                        | 18,400.00                 | 1,647.43                  |
| Net non-operating revenues (expenses)     | <u>(6,798,572.24)</u>    | <u>(8,485,946.00)</u>    | <u>(101,669,627.22)</u>   | <u>(81,144,186.34)</u>    |
| Change in net position                    | <u>(273,216.50)</u>      | <u>(360,955.83)</u>      | <u>152,195.44</u>         | <u>(553,301.34)</u>       |
| Net position beginning of period          | <u>4,674,766.05</u>      | <u>4,610,309.94</u>      | <u>4,249,354.11</u>       | <u>4,802,655.45</u>       |
| Net position end of period                | <u>4,401,549.55</u>      | <u>4,249,354.11</u>      | <u>4,401,549.55</u>       | <u>4,249,354.11</u>       |