

IOWA LOTTERY AUTHORITY
Statement of Revenues, Expenses and Changes in Net Position
For the Ten Months Ending Sunday, April 30, 2023

| | Month ended 4/30/2023 | Month ended 4/30/2022 | Year-to-date 4/30/2023 | Year-to-date 4/30/2022 |
|---|--------------------------|--------------------------|---------------------------|---------------------------|
| Operating revenues: | | | | |
| Instant-scratch ticket sales | \$ 26,244,360.00 | \$ 24,432,092.00 | \$ 240,451,688.00 | \$ 246,688,296.45 |
| InstaPlay sales | 3,183,962.00 | 1,811,892.00 | 26,005,819.00 | 19,518,684.00 |
| Pick 3 sales | 768,827.50 | 791,020.00 | 7,534,770.50 | 7,761,571.50 |
| Powerball sales | 3,166,912.00 | 5,405,818.00 | 58,476,966.50 | 46,112,466.50 |
| Mega Millions Sales | 2,002,761.00 | 1,271,076.00 | 40,181,998.00 | 17,081,415.00 |
| Pick 4 sales | 485,300.00 | 474,324.00 | 4,845,642.50 | 4,656,062.00 |
| Lucky for Life sales | 697,232.00 | 696,830.00 | 7,002,764.00 | 6,696,690.00 |
| Lotto America sales | 609,668.00 | 746,044.00 | 9,273,415.00 | 5,642,147.00 |
| Pull-tab sales | 963,561.44 | 1,031,400.00 | 10,862,688.93 | 10,577,992.83 |
| Application fees | 350.00 | 275.00 | 5,250.00 | 4,675.00 |
| Other | 389.02 | 536.45 | 8,721.52 | 11,987.95 |
| Total operating revenues | <u>38,123,322.96</u> | <u>36,661,307.45</u> | <u>404,649,723.95</u> | <u>364,751,988.23</u> |
| Operating expenses: | | | | |
| Scratch ticket prizes | 18,468,038.00 | 16,310,856.00 | 163,390,996.69 | 164,929,455.20 |
| InstaPlay prizes | 2,421,216.92 | 1,367,695.27 | 19,218,954.63 | 14,312,280.98 |
| Pick 3 prizes | 461,296.50 | 474,612.00 | 4,520,862.30 | 4,656,942.90 |
| Powerball prizes | 1,556,094.86 | 2,703,230.50 | 29,156,536.25 | 23,062,967.50 |
| Mega Millions prizes | 1,013,509.55 | 643,527.68 | 20,175,742.20 | 8,532,912.84 |
| Pick 4 prizes | 291,180.00 | 284,594.40 | 3,197,523.00 | 2,793,637.20 |
| Lucky for Life prizes | 414,389.39 | 414,150.48 | 4,161,987.74 | 3,976,406.62 |
| Lotto America prizes | 304,834.00 | 373,022.00 | 4,636,707.50 | 2,821,073.50 |
| Pull-tab prizes | 601,549.34 | 641,760.00 | 6,791,889.67 | 6,601,447.21 |
| Advertising/publicity | 536,404.63 | 756,059.29 | 7,542,265.70 | 6,978,054.49 |
| Retailer compensation expense | 2,502,328.03 | 2,386,097.53 | 26,272,521.18 | 23,823,756.09 |
| Ticket expense | 322,966.70 | 347,620.42 | 3,007,653.54 | 2,917,575.70 |
| Vendor compensation expense | 597,009.86 | 544,126.28 | 6,430,312.09 | 5,584,050.86 |
| Salary and benefits | 830,275.04 | 844,772.90 | 8,745,911.54 | 8,811,422.78 |
| Travel | 26,673.89 | 33,983.25 | 272,758.29 | 229,708.28 |
| Supplies | 3,687.42 | 4,160.85 | 98,554.12 | 97,310.95 |
| Printing | 27.50 | - | 1,685.87 | 4,193.67 |
| Postage | 314.97 | 392.11 | 7,196.38 | 9,638.70 |
| Communications | 16,535.45 | 19,522.24 | 152,206.24 | 151,898.66 |
| Rentals | 8,567.42 | 17,442.69 | 95,063.64 | 178,072.31 |
| Utilities | 7,925.19 | 5,597.47 | 94,610.33 | 77,427.89 |
| Professional fees | 7,294.00 | 8,272.10 | 195,571.08 | 84,452.78 |
| Vending machine maintenance | 25,200.00 | 22,848.00 | 244,976.64 | 225,456.00 |
| Outside services and repairs | 86,150.81 | 203,557.19 | 1,247,367.94 | 1,099,453.30 |
| Data processing | 12,770.04 | 10,720.93 | 127,523.79 | 107,556.37 |
| Equipment | 41,514.82 | 40,238.92 | 411,822.78 | 338,371.35 |
| Reimbursement to other state agencies | 35,174.94 | 38,980.96 | 408,835.39 | 414,854.80 |
| Depreciation | 35,361.25 | 46,821.13 | 405,799.23 | 431,107.61 |
| Amortization | 45,884.70 | - | 456,416.16 | - |
| MUSL/Lotto administrative expense | 17,361.03 | 2,580.09 | 160,517.76 | 26,429.64 |
| Debit card fees | 16,866.98 | 5,230.34 | 130,773.88 | 6,575.37 |
| Other | 4,744.93 | 4,699.89 | 72,905.50 | 46,597.59 |
| Total operating expenses | <u>30,713,148.16</u> | <u>28,557,172.91</u> | <u>311,834,449.05</u> | <u>283,331,089.14</u> |
| Operating income | <u>7,410,174.80</u> | <u>8,104,134.54</u> | <u>92,815,274.90</u> | <u>81,420,899.09</u> |
| Non-operating revenue (expenses): | | | | |
| Proceeds to state causes | (7,410,123.40) | (8,261,301.37) | (92,711,602.18) | (82,205,234.43) |
| Interest income | 61,710.75 | 7,664.99 | 517,459.83 | 40,723.92 |
| Interest expense | (2,713.11) | - | (28,422.03) | - |
| Gain (Loss) on disposal of capital assets | - | 3,675.00 | 7,477.11 | 38,672.00 |
| Net non-operating revenues (expenses) | <u>(7,351,125.76)</u> | <u>(8,249,961.38)</u> | <u>(92,215,087.27)</u> | <u>(82,125,838.51)</u> |
| Change in net position | 59,049.04 | (145,826.84) | 600,187.63 | (704,939.42) |
| Net position beginning of period | 6,109,480.71 | 3,842,436.97 | 5,568,342.12 | 4,401,549.55 |
| Net position end of period | <u>6,168,529.75</u> | <u>3,696,610.13</u> | <u>6,168,529.75</u> | <u>3,696,610.13</u> |