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

AGENDA

IOWA LOTTERY BOARD

September 28, 2021
10:30 am

Dial In: 515-206-9299

(No PIN # is required to join the call)

- I. Call to Order
 - a. Approval of Agenda
 - b. Approval of Minutes – June 29, 2021
- II. CEO Update
- III. Quarterly Reports
 - a. Sales & Marketing
 - b. Security
 - c. IT Systems
 - d. Financial
- IV. FY23 Budget
- V. Fiscal Policy Updates
- VI. Contract Extensions
 - a. American Games – Pull-tab Printing
 - b. American Games – Vending Machine Maintenance
 - c. IGT – Scratch Ticket Printing
 - d. Pollard Banknote – Scratch Ticket Printing
 - e. Scientific Games – Scratch Ticket Printing
- VII. Administrative Rule
- VIII. Annual Board Notifications
- IX. 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

June 29, 2021

10:30 a.m.

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

Board Members Present:

Sherrae Hanson, John Quinn, Josh Cook, Mary Junge.

Board Members Present on Teleconference:

Mary Rathje, Hon. Michael Fitzgerald.

Board Members Absent:

None.

Lottery Staff Participating:

Matt Strawn, CEO; Larry Loss, COO; Michael Conroy, VP, Finance; Teri Wood, VP, Sales and Marketing; Cam Coppess, VP, Security; Mary Neubauer, VP, External Relations; Hale Strasser, VP, IT Systems; Megan Tooker, VP, Legal Counsel; Sam Aspelmeir, Legal Intern.

Lottery Staff on Teleconference:

David Ranscht, AAG; Deb Bassett, Board Secretary.

Others Present:

Rod Boshart, Cedar Rapids Gazette.

Others Present on Teleconference:

Dar Danielson, Radio Iowa; Perry Beeman, Iowa Capital Dispatch; Dylan Keller, Senate Republican caucus staff; Dave Berger, Scientific Games; Maria Wagenhofer, Legislative Services Agency; Karlyn Nosbusch, Bucket Media; Sylvia Main, Pollard Banknote.

CALL TO ORDER

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

Quinn moved to conduct the meeting via teleconference. Junge seconded. Motion carried unanimously.

APPROVAL OF AGENDA

Junge moved to approve the agenda for the meeting. Cook seconded. Motion carried unanimously.

APPROVAL OF MINUTES

Junge moved to approve the March 30, 2021 board meeting minutes. Cook seconded. Motion carried unanimously.

CEO UPDATE

Strawn expressed his gratitude to the lottery's dedicated workforce, who have continually demonstrated, under the most challenging of circumstances, their ability to produce results for the people of Iowa. Strawn also thanked the Iowa lottery's nearly 2,400 retail partners who have served Iowans throughout the pandemic; the policymakers who have entrusted the lottery with the responsibility to raise revenue for important state priorities; and lottery players. Each of the groups played a part in helping the lottery deliver on its promise to Iowans and reach new heights as FY21 will be a record year for the lottery in many respects.

Strawn stated the financials show that the lottery will deliver a record-amount of proceeds to the State of Iowa for FY21. Through May 2021, the lottery produced nearly \$95 million in proceeds. This represents a 30 percent increase in year-over-year proceeds performance. It also represents the most proceeds ever generated by the Iowa lottery in a fiscal year. The previous 12-month record for lottery proceeds was \$92.8 million in FY19.

The record proceeds are the result of sales that have surpassed \$400M for the first time in the Iowa Lottery's 36 years. Through the first 11 months of the fiscal year, sales totaled \$417,183,750. This represents a 24.5 percent increase in year-over-year lottery sales performance. This also eclipses the previous 12-month record for lottery sales, which was \$390.8M in FY19. This sales performance establishes a new sales commission benchmark for Iowa retailers that sell lottery products. Through May, commissions paid to Iowa retailers, totaled \$27,373,735M.

Lottery prizes paid to players will also reach a record amount in FY21. Through May, players won prizes totaling \$265,864,725M. This pace has already surpassed the record \$241.9 million in prizes paid to players in FY19.

Strawn stated he anticipates that the robust sales increase the Iowa Lottery has seen this past year is a result driven by the unique experiences of the last year when Iowans found lottery tickets as a safe, local entertainment option as they spent considerably more time at home. He anticipates that as consumer behavior continues to normalize, Iowa Lottery sales in the coming years will see modest growth.

Strawn discussed the performance of the lottery's product categories:

Scratch Tickets: Leading the lottery's product category performance will again be scratch tickets. It will be a record-year for scratch ticket sales as the Iowa Lottery is on pace to sell more than \$300M in scratch tickets for the first time in lottery history. Through May, scratch ticket sales were \$290,833,256, which represents 69.7 percent of all lottery sales so far in FY21.

InstaPlay: The product category will set a sales performance record during FY21, with sales through May topping \$22M. This product category represents 5.28 percent of fiscal year lottery sales.

Pick 3 & Pick 4: These daily lotto games are also projected to set new annual sales standards.

National Jackpot Lotto Games: With sales heavily influenced by jackpot levels in both Powerball and Mega Millions that exceeded \$700M earlier this year, the product category rebounded in FY21 following historically low performance in FY20. Powerball and Mega Millions sales are collectively 29.8 percent ahead of last year's performance through May. Despite that year-over-year improvement, both national

jackpot lotto games continue to underperform historical averages. They are also producing less proportional revenue for the lottery. For example, in FY18, Powerball sales accounted for 15.76 percent of all lottery sales. This fiscal year to-date, Powerball sales have accounted for only 9.68 percent of all lottery sales.

Strawn stated that it is important for the lottery to have a well-balanced portfolio of products. National lotto games such as Lucky for Life, Lotto America, Mega Millions, and Powerball are among the games that produce the strongest revenue margins in the lottery's product portfolio. While lotto sales will, in some measure, always be driven by the size of advertised jackpot amounts, there are strategic steps that both the national lotto game groups and the Iowa Lottery are taking to support this product category in an effort to improve performance. A number of the discussion and action items on the meeting agenda directly relate to this coordinated effort. For example:

- Changes to the Lucky for Life game rules will facilitate moving the game to daily drawings starting next month;
- Changes to the Powerball game rules will facilitate Powerball moving to three drawings per week starting on August 23, 2021;
- Significant Iowa Lottery promotional and marketing support for Powerball. This includes the ongoing Fly with Cy campaign, an additional Powerball-themed promotion set for later this fall, and statewide awareness support for the upcoming move to 3x per week Powerball drawings; and,
- An update to the lottery's Administrative Rules that will improve the in-store lotto ticket purchasing experience for both lottery players and retail clerks alike.

These steps are designed to meet evolving player and consumer expectations, help the games maintain commercial relevance, increase the efficiency of the path-to-purchase experience in the retail environment, and increase the overall sales performance of the lotto category.

These initiatives should be viewed as part of a strategic effort to support a product category whose sales produce the healthiest margins for the lottery and the state causes funded by lottery proceeds.

QUARTERLY REPORTS

Sales and Marketing:

Wood gave a Sales and Marketing report. Wood discussed the KPI's from the previous months of scratch ticket sales. In March, the lottery hit a new record of \$29.38M in scratch ticket sales. In April, the lottery broke that record with over \$30M in scratch ticket sales; which surpassed all other previous months. In May, scratch ticket sales saw an increase of 4.5% over the previous May; growth occurred in 4 of the 7 price points with nearly three-fourths of the year over year growth at the \$10 price point.

Wood stated in the spring, a VIP campaign was launched to recruit new members to the club with a goal of increasing VIP Club membership by 15% for the fiscal year. Year-to-date, membership has increased 18.2% with more than 19,000 new members.

Wood stated that starting in May, the lottery focused giveaways in the Prize Zone and pop-up contests on fun Iowa experiences, such as:

- Honey Creek Resort hotel, camping and recreation packages,
- Special offers and discounts at baseball games around the state,
- Iowa State Fair VIP concert packages to see Blake Shelton or Dan & Shay,

- A VIP experience to Stir Cove in Council Bluffs to see Justin Moore and stay at Harrah's Casino.

In addition, on May 30th, the lottery launched the Play It Again promotion "Fly with Cy". Fifty VIP Club members and their guest will fly to Las Vegas, Nevada on a private chartered plane for the Iowa State Cyclones vs. UNLV Rebels football game at Allegiant Stadium. Winners will enjoy luxury hotel accommodations at the Mandalay Bay and \$1,500 spending money.

Wood stated on July 12th, the lottery will launch its big, big, big summer promotion. The promotion will culminate with the lottery's return to the Iowa State Fair for a day on August 16th, which is also Veteran's Day at the fair.

Security:

Copess gave a security report. The report compared records of contacts and cases between 2020 and 2021 for the 2nd quarter.

IT Systems:

Strasser provided a brief update on the new central gaming system and stated that user testing of the new system began in February in anticipation of the system going live in August. Strasser showed the board the new retailer terminal equipment and gave a demonstration of the features of the equipment.

External Relations:

Neubauer gave an External Relations report. This quarterly report focuses on major lottery-related developments from the 2021 session of the Iowa Legislature.

Strawn was confirmed for a four-year term as Iowa Lottery CEO that began May 1. The Governor's Office nominated Strawn in March for re-appointment as CEO, and his nomination was ultimately included on the Senate's en bloc confirmation calendar. The Iowa Senate voted 47-0 on April 28th to approve the portion of the calendar that included his name.

The security-focused legislation filed by the Iowa Lottery was signed into law on May 10th after passing both the Iowa House and Senate.

The Iowa House passed the bill with an amendment on April 7th, and that version of the proposal was then approved April 21th by the Iowa Senate. The lottery was supportive of the amendment language.

The amendment to the bill focuses the penalty involved for attempting to evade the state's Income Offset Program on the person passing a lottery ticket to avoid an offset. The penalty is specific to the amount that would have been offset, with potential charges ranging from a serious misdemeanor up to a Class C felony. In some instances, the penalty involved would be less than that proposed in the lottery's original legislation; one level would be the same; and in the case of those passing a lottery ticket to avoid the very largest offsets, the penalty would be larger.

Two examples to help illustrate the penalties involved: 1.) Someone with a debt of \$5,000 in the Income Offset Program wins a \$2,000 lottery prize, but passes the ticket in an attempt to avoid paying the debt. In that instance, the amount that would have been offset is \$2,000, and the penalty would be keyed from that amount. 2.) Someone with a debt of \$500 in the Income Offset Program wins a \$5,000 prize and passes the ticket in an attempt to avoid paying the debt. In that instance, the amount that would have been offset is \$500, and that is the amount from which the penalty would be keyed.

The Iowa Lottery is pleased with the passage of this legislation designed to help protect the security and integrity of its operations and games.

Neubauer stated legislation also was passed this year that created a new use for Iowa Lottery proceeds. In addition to the proceeds dedicated each year to the Public Safety Survivor Benefits Fund, a portion of annual lottery proceeds is also now dedicated to the new Department of Corrections Survivor Benefits Fund.

In both instances, lottery proceeds help with the cost of accident or health insurance for the families of those killed in the line of duty. In the case of the Public Safety fund, it helps the families of fallen peace officers and fire fighters. With the Corrections fund, it helps the families of corrections employees killed in the line of duty.

Legislation signed into law June 8 created the newest survivor benefits fund. Under the law, \$100,000 in annual lottery proceeds is dedicated to the Corrections fund, the same amount dedicated each year to the Public Safety fund.

The Survivor Benefits Funds provide grants to nonprofit organizations that help the families pay for the costs of their ongoing insurance coverage.

The lottery's website will be updated at the end of this month to provide details about this new beneficiary of lottery proceeds. At the same time, the details about lottery proceeds being linked to the Vision Iowa program will be removed, as the bonds for that program were paid off in fiscal year 2021. With the bond debt cleared, the legislative language linking lottery proceeds to the Vision Iowa program has expired.

The lottery's hard-copy materials will be updated during their next printings to reflect the proceeds changes.

Financial:

Conroy gave a financial report. The performance measures show total sales through May 2021 are \$417M which is \$89M ahead of budget and ahead of the 5 year average by \$77.2M. Prizes paid to players through February 2021 are \$265.8M which is \$66.8M ahead of budget and ahead of 5 year average \$56.2M.

Operating expenses through May 2021 are \$12M which is \$1.9M under budget and ahead of the 5 year average by \$242K. Total proceeds through May 2021 are \$94.9M which is \$27.6M ahead of budget and ahead of the 5 year average by \$15.8M.

Cook moved to approve the Quarterly Reports. Junge seconded. Motion carried unanimously.

FY22 BUDGET

Conroy discussed the FY22 budget. This budget includes changes from the budget approved by the board in September 2020.

Projected sales were increased due to anticipated expenses in FY22. This also affects the categories of prizes, retailer and vendor compensation, advertising and ticket expense.

MUSL administrative expenses of the lottery's multi-state games decreased by nearly \$100K for FY22 due to better than expected returns on assets.

Expenses of \$100K for the repair of the exterior of the headquarters building are being moved from FY21 to FY22.

There are anticipated additional expenses of approximately \$300K related to a potential upcoming move of the Iowa Lottery's central warehouse.

- Equipment – alarm systems, fire suppression system and semi dock(s)
- Communication – costs of installing fiber to new location
- Fixed assets – back up generator, forklift for higher racking, compactor for disposal of waste
- Outside services – tear down, set up and moving of assets and installation of security systems
- Rental expense expected to increase

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

CONTRACT

Loss stated the lottery issued Bid 21–15 for proposals from qualified vendors interested in providing services of power washing, varnishing and repairs to the cedar wood of the exterior to the lottery headquarters building. Similar work had been completed in the fall of 2014 after the lottery purchased the building.

After the bid was issued, several potential vendors came to the building to review the building's condition and determine whether they wanted to bid on this project. The lottery received one bid. It was from a local company: - Emory Industrial Services, Inc.

The services included in the Emory Industrial Services bid will:

- Clean the exterior woodwork on all 4 sides of the building, the canopy and posts over the driveway and the exterior garage doors.
- Repair any woodwork that is damaged or missing.
- Varnish and seal all exterior woodwork.

The estimated time to complete this work includes 4 days for cleaning and 5-6 weeks for stain application.

Terry Brown and Megan Tooker negotiated and finalized contract language with Emory Industrial Services, Inc. The contract calls for the work to be performed during the months of July, August and September of this year. All work must be completed by September 30, 2021.

The cost of the project is \$108,139.00 and the cost of the project is included in the FY22 budget.

Loss asked the board for approval to enter into a contract with Emory Industrial Services, Inc. for the cleaning, repair, varnishing & sealing of the exterior woodwork of the headquarters building.

Junge moved to approve the contract with Emory Industrial Services. Quinn seconded. Motion carried unanimously.

ADMINISTRATIVE RULE

Tooker discussed the Notice of Intended Action to update the Administrative Rules. One of the changes has to do with Iowa Code Chapter 17A which has to do with administrative law. Section 17A.9(a) requires agencies and authorities to have a process in place for individuals subject to administrative rules to

request a waiver of those rules for a hardship. The section of the code was amended last year to take out the word “variance”; now it just says “waiver.” The Administrative Rules Review Committee has asked agencies to update their administrative rules to take out the word “variance”. In addition, when the General Assembly updated that code section, they also changed the reporting requirements for waivers. Previously, agencies had to report waiver grants or denials semi-annually and now those will be required to be reported every 60 days via a website.

The other change has to do with updating the method of play for lotto games. Currently, Administrative Rule 20.3 indicates a player can “verbally” request an easy pick ticket for lotto games. The lottery suggests the language be changed to remove the word “verbally” and insert the word “purchasing” an easy pick ticket to reflect that there are a lot of ways to get an easy pick ticket (ie via mobile devices).

Cook moved to approve the administrative rule. Junge seconded. Motion carried unanimously.

LUCKY FOR LIFE®

Tooker stated Lucky for Life is changing to a daily draw game beginning on July 19, 2021. The game specific rules for Lucky for Life need to be updated to reflect this change. Staff propose the following changes to the lottery’s current rules:

- Update the IALottery logo on page 1.
- Change the effective date on the footer of each page from 1/24/16 to 7/19/2021.
- On page 2 in the first unnumbered paragraph, update the version of the Iowa Code from 2014 to 2021.
- At the bottom of page 3, under SECTION 5 - DRAWINGS, update the number of drawings from two to seven drawings per week.

Junge moved to approve the changes to the Lucky for Life rules. Quinn seconded. Motion carried unanimously.

POWERBALL®

Tooker stated Powerball is adding a Monday drawing beginning on August 23, 2021. The game specific rules for Powerball need to be updated to reflect this change. Staff proposes the following changes to the lottery’s current rules:

- On the top of page 1, update the effective date of the rules from 07/02/2016 to 08/23/2021.
- On page 1, in the first unnumbered paragraph, update the version of the Iowa Code from 2014 to 2021.
- On page 2, after the heading **Drawings**, update the number of weekly draws from two to three and add Monday as one of the drawing days.

Junge moved to approve the changes to the Powerball rules. Quinn seconded. Motion carried unanimously

FISCAL POLICY UPDATE

Tooker and Conroy gave a presentation related to the fiscal policy update. Tooker provided background on the lottery’s contracting authority and then Conroy discussed the proposed fiscal policy update in greater detail.

Tooker stated since September 1, 2003, the lottery has operated as an authority which allows it to be more autonomous in comparison to state agencies. The General Assembly expressed its purpose and intent in transforming the lottery to an authority in Iowa Code section 99G.2.

Iowa Code section 99G.7 sets out the duties of the CEO and gives the CEO broad purchasing authority. Specifically, the CEO has the authority to "Contract with and compensate such persons and firms as deemed necessary for the operation of the lottery."

Section 99G.7 also directs the CEO to submit quarterly reports detailing lottery revenues and expenses to the board, the governor, the auditor of state, and the general assembly and transfer proceeds to the general fund within thirty days following the end of the quarter.

Iowa Code section 99G.9 sets out the board's duties. It requires the board to "approve, disapprove, amend, or modify the terms of major lottery procurements recommended by the chief executive officer."

Iowa Code section 99G.3(8) defines a major procurement contract to mean "a consulting agreement or a contract with a business organization for the printing of tickets or the purchase or lease of equipment or services essential to the operation of a lottery game."

The board's administrative rules succinctly describe this statutory framework for purchasing authority in rule 531-1.7. The rule, entitled "Lottery Contracting Authority" states: *"The chief executive officer shall enter into contracts necessary for day-to-day operations, including without limitation contracts for accounting services, security services, annuity purchases, equipment and production, communications, auditing services, legal services, space planning, and remodeling. The chief executive officer may enter into these contracts without presenting these contracts to the board for approval or ratification. Contracts for consulting services that are expected to cost in excess of \$25,000 and all contracts for major procurements as defined in Iowa Code section 99G.3(8), must be ratified by the board in order to be binding on the lottery."*

With that framework in mind, Tooker turned the discussion over to Conroy for an explanation of the proposed updates to the purchasing policies.

Conroy stated the Finance Department is proposing to modify the lottery's fiscal policy for purchasing policies and services contracting, specifically Policy 240.102 in order to provide clear guidance to staff about purchasing and accounting. The modification brings the lottery's procurement and purchasing processes more in line with current governmental or commercial standards. The proposed changes are consistent with a focus on maintaining enterprise-wide transparency and accountability in procurements while giving the lottery the efficiency and nimbleness necessary for an entrepreneurial enterprise.

New items in the policy include the following sections:

- The **Overview** section was added to give general guidance to policy users on the goals and expectations of the Iowa Lottery when performing procurement procedures.
- The **External Reference Materials** section was added to help users easily identify the authoritative sources for the policy requirements. The listing in this section also will provide ease in updating the lottery's policies as the source materials themselves are updated.

- **Definitions** were added to clarify the terms used within the policy with the goal of allowing lottery staff and management to work from a place of common understanding.
- Discussions regarding this policy modification also involved the lottery's challenges with state Master Agreements that have been utilized for services including website hosting and document shredding. In the past, these Agreements have sometimes ended without prior notice to the lottery or failed to include utilized services. The section for **NASPO & Master Agreement Evaluation Criteria** was added to ensure the lottery has a firm understanding of contractual terms and relevant expiration dates. This addition is designed to pinpoint lottery use of state Master Agreements only when they are in the lottery's best interests.
- The **Special Procurements & Purchasing Procedures** section was created to collect orphaned procurement policies into one location and provide additional guidance in one particular area. Most of the procurement policies in this section already existed in current policy, but the one that is new addresses Promotional Prize Procurements. To ensure compliance and transparency with Iowa Code Chapter 99G, the Iowa Lottery directs unclaimed prize money into a liability account from which the money is given away to players as second-chance (promotional) prizes. The lottery always strives to obtain the best value goods and services for our players, but the formal competitive bidding process has drawbacks when procuring these promotional prizes. The formal competitive bid process is time intensive, and to be adaptive to changing consumer preferences, the lottery needs to be agile enough to procure goods and services in a timely manner. The Promotional Prize Procurements section does not eliminate the requirement of competitive bidding. It does however allow the Iowa Lottery to conduct these procurements in a more timely and informal fashion.
- The section, **Contract Approval Levels**, has a couple significant changes as it relates to the CEO approval thresholds and the COO thresholds for approval. The CEO approval threshold for goods remains the same as it is in the current policy, which is no limit. The threshold for services has been modified to up to \$150,000 to allow day-to-day operational-level contracts to proceed without needing board involvement. Currently the CEO is allowed to authorize service contracts of up to \$25,000. The contracts that the Iowa Lottery utilizes are increasing in value over time as the costs of services increase, and the current threshold does not always allow CEO approval. The Finance Department is recommending the \$150,000 threshold after evaluating the existing service contracts of the Iowa Lottery and rounding up to the nearest \$50,000 to allow for future growth. An example of such a service contract was discussed earlier in today's meeting for exterior repairs to the lottery headquarters building. The contract for those services is expected to be approximately \$100,000, which was previously approved by the board in the lottery budget. Under the current procurement rules, this contract would then need to be approved by the board again when the services are procured, a duplicative step. The threshold change for services does not affect the board's authority to approve defined "Major Procurements" or consulting contracts over \$25,000. Review of the lottery's existing service contracts also resulted in the Finance Department's recommendation that the COO approval threshold for goods and services be increased to \$50,000 from the current \$20,000 limit. This will enable the COO position to approve daily procurements and still require CEO input for larger-value contracts.
- The last new section in the policy is **Review Requirements**. This section requires contracts of a certain dollar threshold as set by the State of Iowa GAAP (Generally Accepted Accounting Principles) team to be reviewed by the Lottery's legal and finance departments. These reviews are to ensure that proper procurement procedures were followed, budget impacts from the

procurement have been assessed, and financial compliance with Governmental Accounting Standards Board Statement 87 or other future accounting statements are met.

In addition to the new items in the policy, there are updates throughout the policy related to documentation and contracting requirements.

Most documentation requirements were put in place to ensure that the Iowa Lottery is compliant with this policy and preserve the audit trail for auditors. Contracting requirements were added to clarify the requirement of a written contract and what qualifies as a written contract.

Supplemental documents to the policy have also been removed. The version of the policy currently in effect includes a copy of the State of Iowa Department of Administrative Services Pre-Contract Questionnaire and IRS SS-8 form. These have been removed and are only included by reference in the modified policy.

Conroy stated the final change was an update to the 20 Common Law Factors related to employee/independent contractor status. This has been updated with information from the IRS Common Law Factors, Publication 15-A.

Cook moved to approve the Fiscal Policy update. Quinn seconded. Motion carried unanimously.

MEMBERSHIP APPROVAL POLICY

Tooker discussed proposed revisions to the lottery's payment policies related to membership dues. Tooker stated the lottery's payment policy 230.600 requires both the board and the CEO to approve any membership dues regardless of amount, including renewals. The lottery is a longstanding member of the following organizations:

- Iowa Grocery Industry Association (IGIA): \$500
- FUELlowa: \$688
- North American Association of State & Provincial Lotteries (NASPL): \$20,000
- World Lottery Association (WLA): 5600 Swiss Francs

These membership dues are renewed annually. Lottery staff is proposing that payment policy 230.600 be updated to require only CEO approval before the payment claim can be processed. Instead of prior board approval, staff proposes the board receive a list of all memberships and dues paid after the end of each fiscal year. This proposal, if adopted, would be similar to how the lottery handles out-of-state travel requests.

Junge moved to approve the changes to the lottery's payment policy related to membership dues. Cook seconded. Motion carried unanimously.

FY22 KEY EMPLOYEE PAY PLAN/COMPENSATIONS

Loss explained the board approves compensation for lottery key employees. When setting key employee salaries, the Iowa Lottery has been guided by the State of Iowa's approach.

Loss requested the board to authorize a 1.1% across-the-board pay increase for lottery key employees effective the pay period beginning June 25, 2021; the same amount approved by the state for non-contract employees.

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

Loss requested the board for the authority to approve with-in grade increases, up to 3%, for eligible lottery key employees, based upon performance, up to the maximum level in the key employee's paygrade, with that raise being available on the employee's increase eligibility date.

Junge moved to approve the across-the-board pay increase for key employees. Quinn seconded. Motion carried unanimously.

Cook moved to approve the with-in grade increases for key employees. Quinn seconded. Motion carried unanimously.

ELECTION OF OFFICERS

Hanson asked for nominations for chair and vice chair. Junge nominated Josh Cook as chair and Mary Rathje as vice chair.

Junge moved to approve the nominations for chair and vice chair. Quinn seconded. Motion carried unanimously.

Strawn thanked Sherrae Hanson for her service as the chair during the last year.

ADJOURNMENT

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

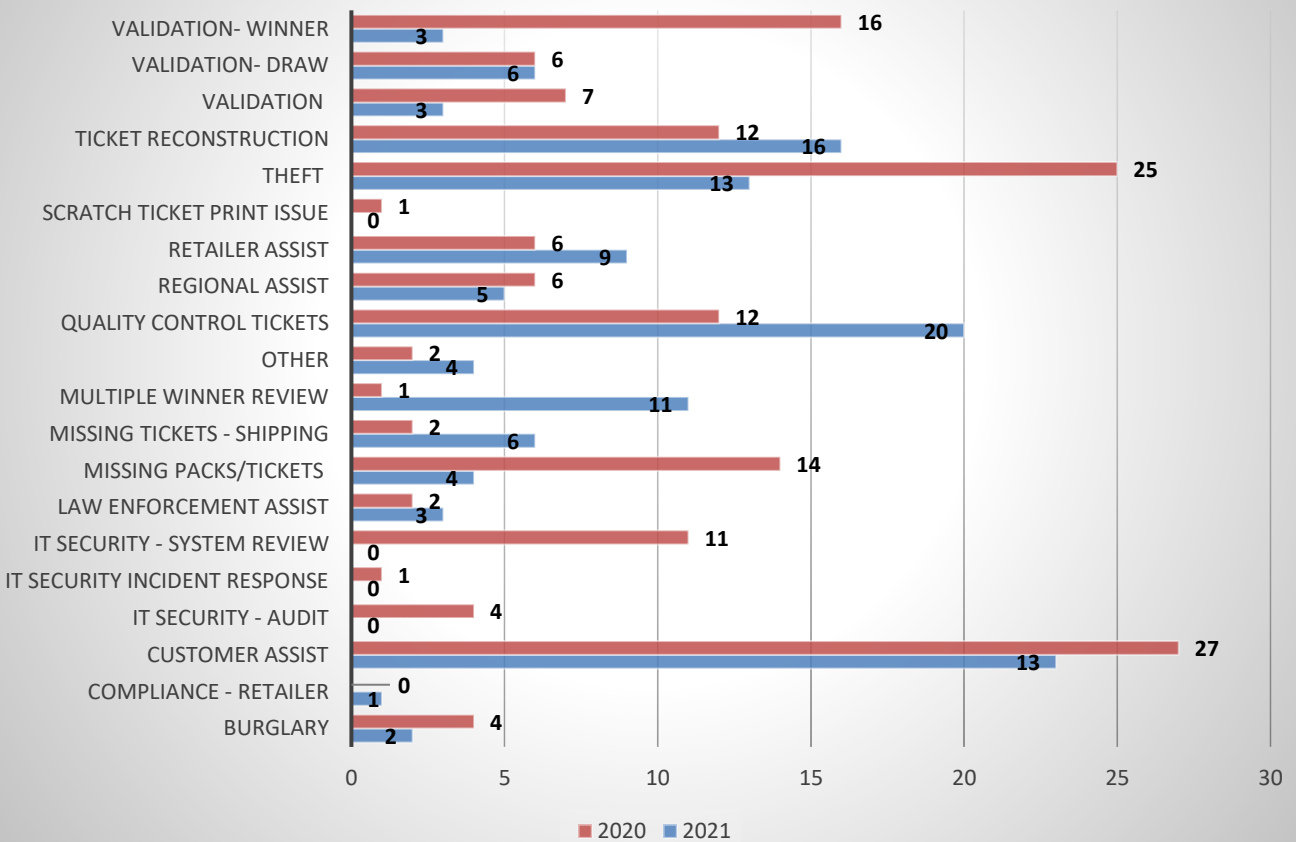
Meeting adjourned at 11:53 a.m.



Board Report Security Division September 28, 2021



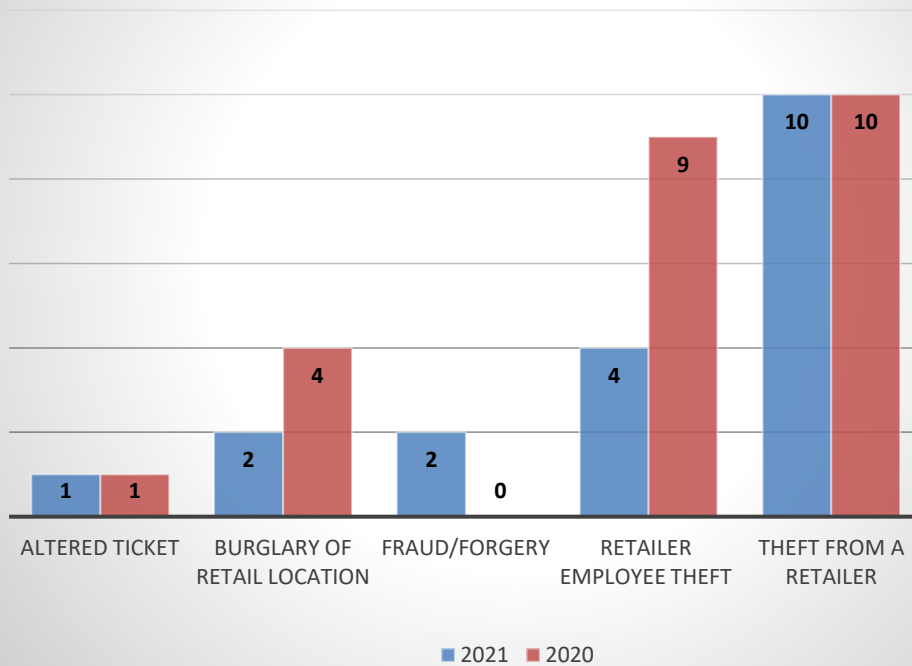
Record of Contacts 3rd Quarter 2020 Compared to 3rd Quarter 2021



Theft, a category used to document any alleged theft. It can be a theft of a Lottery product from a retailer or a player. Many of these incidents end up being unfounded. Those that fit the legal definition of a theft are further documented in a case report.

Customer Assist, a category used to document various call types received from players who have questions, or need assistance from Lottery staff.

Comparison of Cases 3rd Quarter 2020 to 3rd Quarter 2021



Other Duties and Activities;

- Drawing and Winner Validation for promotional drawings
- Conducted **43** compliance/inspection checks in this quarter, total of **67** for FY to date
- Assist with ticket validation and the claim process to ensure players received their winnings
- Peace Officer instruction for Lottery Code 99G and Lottery Security Processes at all entry-level Iowa Law Enforcement Academies, **248** officers trained in this quarter

IOWA LOTTERY
PERFORMANCE MEASURES
FY 2021
June 30, 2021

MONTH		JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN
Gross Sales	Budget FY 2021	27,772,000	27,953,000	25,424,000	31,328,500	26,772,000	29,323,000	36,479,500	29,870,500	33,188,500	29,115,500	30,819,500	27,807,000
	Actual '21	35,877,538	32,785,001	31,506,897	34,353,991	32,731,982	36,906,837	54,318,023	34,416,873	40,320,964	42,376,935	41,588,709	35,408,261
Prize Expense	Budget FY 2021	16,816,277	16,896,090	15,470,753	18,637,975	16,412,482	17,886,699	21,734,005	18,166,822	20,210,922	17,979,455	18,831,663	16,957,580
	Actual '21	22,153,996	20,849,533	20,674,330	22,370,618	20,496,799	24,004,205	33,337,154	20,531,035	27,590,811	27,743,840	26,112,404	23,012,504
Operating Expenses	Budget FY 2021	1,320,537	1,232,134	1,272,793	1,285,539	1,246,693	1,345,992	1,244,642	1,193,006	1,331,215	1,268,539	1,282,156	1,353,173
	Actual '21	1,057,133	1,062,290	1,128,016	1,102,987	1,093,994	1,069,693	1,094,993	1,009,962	1,192,141	1,120,108	1,182,708	1,667,479
Total Proceeds	Budget FY 2021	5,823,049	5,149,104	5,563,643	6,458,880	5,475,762	4,923,159	8,287,724	6,536,803	6,136,233	6,434,560	6,525,940	5,385,674
	Actual '21	9,181,924	6,774,387	6,550,482	7,620,918	7,367,665	7,882,974	14,454,946	9,382,698	6,701,785	9,034,938	9,991,764	6,689,023

YEAR TO DATE

Gross Sales	Budget FY 2021	27,772,000	55,725,000	81,149,000	112,477,500	139,249,500	168,572,500	205,052,000	234,922,500	268,111,000	297,226,500	328,046,000	355,853,000
	Actual '21	35,877,538	68,662,539	100,169,436	134,523,427	167,255,409	204,162,246	258,480,269	292,897,142	333,218,106	375,595,041	417,183,750	452,592,011
Prize Expense	Budget FY 2021	16,816,277	33,712,367	49,183,120	67,821,095	84,233,577	102,120,276	123,854,281	142,021,103	162,232,025	180,211,480	199,043,143	216,000,723
	Actual '21	22,153,996	43,003,529	63,677,859	86,048,477	106,545,276	130,549,481	163,886,635	184,417,670	212,008,481	239,752,321	265,864,725	288,877,229
Operating Expenses	Budget FY 2021	1,320,537	2,552,671	3,825,464	5,111,003	6,357,696	7,703,688	8,948,330	10,141,336	11,472,551	12,741,090	14,023,246	15,376,419
	Actual '21	1,057,133	2,119,423	3,247,439	4,350,426	5,444,420	6,514,113	7,609,106	8,619,068	9,811,209	10,931,317	12,114,025	13,781,504
Total Proceeds	Budget FY 2021	5,823,049	10,972,153	16,535,796	22,994,676	28,470,438	33,393,597	41,681,321	48,218,124	54,354,357	60,788,917	67,314,857	72,700,531
	Actual '21	9,181,924	15,956,311	22,506,793	30,127,711	37,495,376	45,378,350	59,833,296	69,215,994	75,917,779	84,952,717	94,944,481	101,633,504

Current Month Year to Date

Prize Payout - Budget	60.98%	60.70%
Prize Payout - Actual	64.99%	63.83%
Sales - Actual increase (decrease) vs. Budget		27.19%
Proceeds - Actual increase (decrease) vs. Budget		39.80%

IOWA LOTTERY
PERFORMANCE MEASURES
FY 2021

June 30, 2021		JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN
MONTH													
Gross Sales	Budget FY 2021	27,772,000	27,953,000	25,424,000	31,328,500	26,772,000	29,323,000	36,479,500	29,870,500	33,188,500	29,115,500	30,819,500	27,807,000
	5-year av.	28,909,745	29,312,375	26,699,784	31,123,852	28,159,420	30,704,090	37,086,272	29,466,602	33,757,889	31,145,692	33,530,516	30,695,695
	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	36,906,960
	Actual '21	35,877,538	32,785,001	31,506,897	34,353,991	32,731,982	36,906,837	54,318,023	34,416,873	40,320,964	42,376,935	41,588,709	35,408,261
Prize Expense	Budget FY 2021	16,816,277	16,896,090	15,470,753	18,637,975	16,412,482	17,886,699	21,734,005	18,166,822	20,210,922	17,979,455	18,831,663	16,957,580
	5-year av.	17,703,509	18,251,671	16,405,033	19,038,577	16,985,912	20,365,393	21,755,231	17,603,095	21,982,406	18,974,262	20,594,988	18,967,262
	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	23,304,663
	Actual '21	22,153,996	20,849,533	20,674,330	22,370,618	20,496,799	24,004,205	33,337,154	20,531,035	27,590,811	27,743,840	26,112,404	23,012,504
Operating Expenses	Budget FY 2021	1,320,537	1,232,134	1,272,793	1,285,539	1,246,693	1,345,992	1,244,642	1,193,006	1,331,215	1,268,539	1,282,156	1,353,173
	5-year av.	1,090,471	1,071,667	1,030,775	1,099,078	1,097,187	1,091,716	1,103,912	1,016,971	1,060,368	1,054,879	1,154,536	1,434,118
	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	1,598,539
	Actual '21	1,057,133	1,062,290	1,128,016	1,102,987	1,093,994	1,069,693	1,094,993	1,009,962	1,192,141	1,120,108	1,182,708	1,667,479
Total Proceeds	Budget FY 2021	5,823,049	5,149,104	5,563,643	6,458,880	5,475,762	4,923,159	8,287,724	6,536,803	6,136,233	6,434,560	6,525,940	5,385,674
	5-year av.	6,845,977	6,301,169	6,275,263	7,561,043	6,605,298	5,680,813	9,887,228	7,431,415	6,857,904	7,739,735	7,913,614	6,958,510
	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	8,528,747
	Actual '21	9,181,924	6,774,387	6,550,482	7,620,918	7,367,665	7,882,974	14,454,946	9,382,698	6,701,785	9,034,938	9,991,764	6,689,023

YEAR TO DATE

Gross Sales	Budget FY 2021	27,772,000	55,725,000	81,149,000	112,477,500	139,249,500	168,572,500	205,052,000	234,922,500	268,111,000	297,226,500	328,046,000	355,853,000
	5-year av.	28,909,745	58,222,120	84,921,904	116,045,756	144,205,176	174,909,266	211,995,538	241,462,140	275,220,029	306,365,721	339,896,237	370,591,932
	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	371,953,493
	Actual '21	35,877,538	68,662,539	100,169,436	134,523,427	167,255,409	204,162,246	258,480,269	292,897,142	333,218,106	375,595,041	417,183,750	452,592,011
Prize Expense	Budget FY 2021	16,816,277	33,712,367	49,183,120	67,821,095	84,233,577	102,120,276	123,854,281	142,021,103	162,232,025	180,211,480	199,043,143	216,000,723
	5-year av.	17,703,509	35,955,180	52,360,213	71,398,790	88,384,702	108,750,095	130,505,326	148,108,421	170,090,827	189,065,089	209,660,077	228,627,339
	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	236,317,004
	Actual '21	22,153,996	43,003,529	63,677,859	86,048,477	106,545,276	130,549,481	163,886,635	184,417,670	212,008,481	239,752,321	265,864,725	288,877,229
Operating Expenses	Budget FY 2021	1,320,537	2,552,671	3,825,464	5,111,003	6,357,696	7,703,688	8,948,330	10,141,336	11,472,551	12,741,090	14,023,246	15,376,419
	5-year av.	1,090,471	2,162,138	3,192,913	4,291,991	5,389,178	6,480,894	7,584,806	8,601,777	9,662,145	10,717,024	11,871,560	13,305,678
	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	13,503,470
	Actual '21	1,057,133	2,119,423	3,247,439	4,350,426	5,444,420	6,514,113	7,609,106	8,619,068	9,811,209	10,931,317	12,114,025	13,781,504
Total Proceeds	Budget FY 2021	5,823,049	10,972,153	16,535,796	22,994,676	28,470,438	33,393,597	41,681,321	48,218,124	54,354,357	60,788,917	67,314,857	72,700,531
	5-year av.	6,845,977	13,147,146	19,422,409	26,983,452	33,588,750	39,269,563	49,156,791	56,588,206	63,446,110	71,185,845	79,099,459	86,057,969
	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	81,529,332
	Actual '21	9,181,924	15,956,311	22,506,793	30,127,711	37,495,376	45,378,350	59,833,296	69,215,994	75,917,779	84,952,717	94,944,481	101,633,504

	Current Month	Year to Date
Prize Payout - Budget	60.98%	60.70%
Prize Payout - 5-Year Average	61.79%	61.69%
Prize Payout - Actual	64.99%	63.83%
Sales - Actual increase (decrease) vs. 5-Year Average		22.13%
Proceeds - Actual increase (decrease) vs. 5-Year Average		18.10%
Sales - Actual increase (decrease) vs. Budget		27.19%
Proceeds - Actual increase (decrease) vs. Budget		39.80%

IOWA LOTTERY AUTHORITY

Statement of Net Position

Wednesday, June 30, 2021

	Year-to-date 6/30/2021	Year-to-date 6/30/2020
Assets		
Current assets:		
Cash	29,381,952.80	28,425,418.88
Cash on hand	600.00	600.00
Restricted assets - cash	795,450.00	728,548.00
Prepaid expense	59,284.92	37,483.42
Interest receivable	4,117.20	30,610.43
Accounts receivable, net	5,428,754.99	4,971,334.20
Ticket inventories	3,367,165.03	2,864,500.89
Investment in prize annuities	59,166.57	25,576.21
Total current assets	39,096,491.51	37,084,072.03
Noncurrent assets:		
Prize reserve	4,739,181.77	4,880,247.23
Investment in prize annuities	895,730.66	400,334.68
Capital assets, net	6,935,144.52	7,042,248.46
Total noncurrent assets	12,570,056.95	12,322,830.37
Total assets	51,666,548.46	49,406,902.40
Deferred Outflows of Resources	1,586,779.13	1,480,560.13
Liabilities		
Current liabilities:		
Multi-State Prize Payable	959,625.03	994,338.39
Mega Millions Prize Payable	543,456.52	492,336.52
Pick 4 Prize Payable	439,485.80	301,990.70
Pick 3 Prize Payable	228,420.40	102,738.70
Lucky for Life Prize Payable	138,709.00	149,847.00
Lucky for Life Prize Reserve	636,338.36	812,793.98
Lucky for Life Due To (From)	189,916.81	312,239.13
Lucky for Life Low Tier Due To (From) UNCLAIMED	12,957.46	6,145.56
Lotto America Prize Payable	180,448.00	172,104.00
Unclaimed Prize Liability	1,971,816.80	2,061,036.44
InstaPlay Prize Payable	148,504.23	222,312.36
Retailer/Other Deposits	15,000.00	12,500.00
Annuity Prizes Payable	59,166.57	25,576.21
Accounts payable and accruals	1,083,791.73	879,245.49
Unearned revenue	207,789.94	350,564.94
Salary and benefits payable	140,238.03	103,415.20
Compensated absences and OPEB	1,086,618.32	999,062.76
State withholding payable	92,146.80	97,808.78
Federal withholding payable	39,600.00	80,637.40
Proceeds due to state causes	25,829,716.41	24,437,329.37
Total current liabilities	34,003,746.21	32,614,022.93
Long-term liabilities:		
Accounts payable and accruals	82,658.00	33,508.00
Net pension liability	6,530,000.00	5,525,227.00
Prize reserve	4,739,181.77	4,880,247.23
Compensated absences and OPEB	2,025,472.27	2,018,992.21
Annuity prizes payable	895,730.66	400,334.68
Total long-term liabilities	14,273,042.70	12,858,309.12
Total liabilities	48,276,788.91	45,472,332.05
Deferred Inflows of Resources	490,000.37	1,165,776.37
Net Position		
Net investment in capital assets	6,935,144.52	7,042,248.46
Unrestricted	(2,448,606.21)	(2,792,894.35)
Total net position	4,486,538.31	4,249,354.11

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

	Month ended 6/30/2021	Month ended 6/30/2020	Year-to-date 6/30/2021	Year-to-date 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	1,369,339.27	1,349,997.86	11,105,026.31	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>28,799,347.32</u>	<u>28,782,431.64</u>	<u>350,696,217.20</u>	<u>291,373,795.29</u>
Operating income	<u>6,610,344.50</u>	<u>8,124,990.17</u>	<u>101,906,811.42</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>(188,227.74)</u>	<u>(360,955.83)</u>	<u>237,184.20</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>4,486,538.31</u>	<u>4,249,354.11</u>	<u>4,486,538.31</u>	<u>4,249,354.11</u>

IOWA LOTTERY
PERFORMANCE MEASURES
FY 2022
August 31, 2021

MONTH		JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN
Gross Sales	Budget FY 2022	28,850,099	28,712,965	26,265,499	30,937,029	28,183,524	31,044,582	36,553,908	29,716,412	34,045,438	31,533,328	34,080,388	31,076,828
	Actual '22	34,805,463	35,848,683	-	-	-	-	-	-	-	-	-	-
Prize Expense	Budget FY 2022	17,803,859	17,684,726	16,317,930	18,837,948	17,579,299	19,268,874	22,162,239	18,523,184	21,085,431	19,823,847	21,281,050	19,353,613
	Actual '22	22,212,471	23,030,405	-	-	-	-	-	-	-	-	-	-
Operating Expenses	Budget FY 2022	1,322,221	1,312,536	1,294,305	1,265,329	1,320,576	1,356,233	1,258,347	1,216,305	1,313,712	1,303,848	1,303,084	1,388,905
	Actual '22	1,042,718	1,128,836	-	-	-	-	-	-	-	-	-	-
Total Proceeds	Budget FY 2022	7,843,454	5,222,891	5,201,418	6,267,171	5,474,976	4,708,692	8,195,292	6,159,726	5,684,356	6,415,285	6,559,410	5,767,746
	Actual '22	7,824,582	7,352,489	-	-	-	-	-	-	-	-	-	-
YEAR TO DATE													
Gross Sales	Budget FY 2022	28,850,099	57,563,064	83,828,563	114,765,592	142,949,116	173,993,698	210,547,606	240,264,018	274,309,456	305,842,784	339,923,172	371,000,000
	Actual '22	34,805,463	70,654,146	-	-	-	-	-	-	-	-	-	-
Prize Expense	Budget FY 2022	17,803,859	35,488,585	51,806,515	70,644,463	88,223,762	107,492,636	129,654,875	148,178,059	169,263,490	189,087,337	210,368,387	229,722,000
	Actual '22	22,212,471	45,242,876	-	-	-	-	-	-	-	-	-	-
Operating Expenses	Budget FY 2022	1,322,221	2,634,757	3,929,062	5,194,391	6,514,967	7,871,200	9,129,547	10,345,852	11,659,564	12,963,412	14,266,496	15,655,401
	Actual '22	1,042,718	2,171,554	-	-	-	-	-	-	-	-	-	-
Total Proceeds	Budget FY 2022	7,843,454	13,066,345	18,267,763	24,534,934	30,009,910	34,718,602	42,913,894	49,073,620	54,757,976	61,173,261	67,732,671	73,500,417
	Actual '22	7,824,582	15,177,071	-	-	-	-	-	-	-	-	-	-

	Current Month	Year to Date
Prize Payout - Budget	61.59%	61.65%
Prize Payout - Actual	64.24%	64.03%
Sales - Actual increase (decrease) vs. Budget		22.74%
Proceeds - Actual increase (decrease) vs. Budget		16.15%

IOWA LOTTERY
PERFORMANCE MEASURES
FY 2022

August 31, 2021		JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN
MONTH													
Gross Sales	Budget FY 2022	28,850,099	28,712,965	26,265,499	30,937,029	28,183,524	31,044,582	36,553,908	29,716,412	34,045,438	31,533,328	34,080,388	31,076,828
	5-year av.	30,903,653	30,833,189	27,642,879	32,737,660	29,623,090	32,068,549	37,134,062	30,491,376	35,483,164	33,252,815	35,622,626	31,935,086
	Actual '21	35,877,538	32,785,001	31,506,897	34,353,991	32,731,982	36,906,837	54,318,023	34,416,873	40,320,964	42,376,935	41,588,709	35,408,261
	Actual '22	34,805,463	35,848,683	-	-	-	-	-	-	-	-	-	-
Prize Expense	Budget FY 2022	17,803,859	17,684,726	16,317,930	18,837,948	17,579,299	19,268,874	22,162,239	18,523,184	21,085,431	19,823,847	21,281,050	19,353,613
	5-year av.	18,996,278	19,305,258	17,358,134	20,238,554	18,096,352	21,305,098	22,380,263	18,233,000	23,274,297	20,739,354	22,062,620	20,060,094
	Actual '21	22,153,996	20,849,533	20,674,330	22,370,618	20,496,799	24,004,205	33,337,154	20,531,035	27,590,811	27,743,840	26,112,404	23,012,504
	Actual '22	22,212,471	23,030,405	-	-	-	-	-	-	-	-	-	-
Operating Expenses	Budget FY 2022	1,322,221	1,312,536	1,294,305	1,265,329	1,320,576	1,356,233	1,258,347	1,216,305	1,313,712	1,303,848	1,303,084	1,388,905
	5-year av.	1,079,786	1,083,580	1,050,986	1,123,971	1,113,579	1,082,294	1,123,426	1,018,592	1,089,177	1,088,116	1,168,525	1,501,268
	Actual '21	1,057,133	1,062,290	1,128,016	1,102,987	1,093,994	1,069,693	1,094,993	1,009,962	1,192,141	1,120,108	1,182,708	1,628,461
	Actual '22	1,042,718	1,128,836	-	-	-	-	-	-	-	-	-	-
Total Proceeds	Budget FY 2022	7,843,454	5,222,891	5,201,418	6,267,171	5,474,976	4,708,692	8,195,292	6,159,726	5,684,356	6,415,285	6,559,410	5,767,746
	5-year av.	7,444,689	6,635,464	6,222,668	7,953,862	6,858,920	6,015,135	9,324,697	7,823,558	6,972,907	7,854,595	8,550,150	7,125,897
	Actual '21	9,181,924	6,774,387	6,550,482	7,620,918	7,367,665	7,882,974	14,454,946	9,382,698	6,701,785	9,034,938	9,991,764	6,703,014
	Actual '22	7,824,582	7,352,489	-	-	-	-	-	-	-	-	-	-

YEAR TO DATE

Gross Sales	Budget FY 2022	28,850,099	57,563,064	83,828,563	114,765,592	142,949,116	173,993,698	210,547,606	240,264,018	274,309,456	305,842,784	339,923,172	371,000,000
	5-year av.	30,903,653	61,736,842	89,379,721	122,117,381	151,740,471	183,809,020	220,943,082	251,434,458	286,917,622	320,170,437	355,793,063	387,728,149
	Actual '21	35,877,538	68,662,539	100,169,436	134,523,427	167,255,409	204,162,246	258,480,269	292,897,142	333,218,106	375,595,041	417,183,750	452,592,011
	Actual '22	34,805,463	70,654,146	-	-	-	-	-	-	-	-	-	-
Prize Expense	Budget FY 2022	17,803,859	35,488,585	51,806,515	70,644,463	88,223,762	107,492,636	129,654,875	148,178,059	169,263,490	189,087,337	210,368,387	229,722,000
	5-year av.	18,996,278	38,301,536	55,659,670	75,898,224	93,994,576	115,299,674	137,679,937	155,912,937	179,187,234	199,926,588	221,989,208	242,049,302
	Actual '21	22,153,996	43,003,529	63,677,859	86,048,477	106,545,276	130,549,481	163,886,635	184,417,670	212,008,481	239,752,321	265,864,725	288,877,229
	Actual '22	22,212,471	45,242,876	-	-	-	-	-	-	-	-	-	-
Operating Expenses	Budget FY 2022	1,322,221	2,634,757	3,929,062	5,194,391	6,514,967	7,871,200	9,129,547	10,345,852	11,659,564	12,963,412	14,266,496	15,655,401
	5-year av.	1,079,786	2,163,366	3,214,352	4,338,323	5,451,902	6,534,196	7,657,622	8,676,214	9,765,391	10,853,507	12,022,032	13,523,300
	Actual '21	1,057,133	2,119,423	3,247,439	4,350,426	5,444,420	6,514,113	7,609,106	8,619,068	9,811,209	10,931,317	12,114,025	13,742,486
	Actual '22	1,042,718	2,171,554	-	-	-	-	-	-	-	-	-	-
Total Proceeds	Budget FY 2022	7,843,454	13,066,345	18,267,763	24,534,934	30,009,910	34,718,602	42,913,894	49,073,620	54,757,976	61,173,261	67,732,671	73,500,417
	5-year av.	7,444,689	14,080,153	20,302,821	28,256,683	35,115,603	41,130,738	50,455,435	58,278,993	65,251,900	73,106,495	81,656,645	88,782,542
	Actual '21	9,181,924	15,956,311	22,506,793	30,127,711	37,495,376	45,378,350	59,833,296	69,215,994	75,917,779	84,952,717	94,944,481	101,647,495
	Actual '22	7,824,582	15,177,071	-	-	-	-	-	-	-	-	-	-

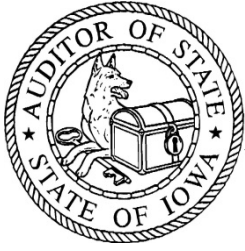
	Current Month	Year to Date
Prize Payout - Budget	61.59%	61.65%
Prize Payout - 5-Year Average	62.61%	62.04%
Prize Payout - Actual	64.24%	64.03%
Sales - Actual increase (decrease) vs. 5-Year Average		14.44%
Proceeds - Actual increase (decrease) vs. 5-Year Average		7.79%
Sales - Actual increase (decrease) vs. Budget		22.74%
Proceeds - Actual increase (decrease) vs. Budget		16.15%

IOWA LOTTERY AUTHORITY
Statement of Revenues, Expenses and Changes in Net Position
For the One Month Ending Saturday, July 31, 2021

	Month ended 7/31/2021	Month ended 7/31/2020
Operating revenues:		
Instant-scratch ticket sales	\$ 24,775,049.00	\$ 25,387,139.00
InstaPlay sales	1,699,331.00	2,618,685.00
Pick 3 sales	794,110.50	821,562.00
Powerball sales	3,295,095.00	2,827,612.00
Mega Millions Sales	1,632,550.00	1,511,335.00
Pick 4 sales	475,495.00	499,005.50
Lucky for Life sales	549,818.00	483,588.00
Lotto America sales	560,703.00	561,880.00
Pull-tab sales	1,023,311.51	1,166,731.99
Application fees	175.00	275.00
Other	570.73	505.90
Total operating revenues	34,806,208.74	35,878,319.39
Operating expenses:		
Scratch ticket prizes	16,625,192.00	15,923,324.00
InstaPlay prizes	1,119,428.19	1,973,669.96
Pick 3 prizes	476,466.30	492,937.20
Powerball prizes	1,648,059.00	1,413,875.00
Mega Millions prizes	816,275.00	755,667.50
Pick 4 prizes	285,297.00	299,403.30
Lucky for Life prizes	323,109.94	287,412.00
Lotto America prizes	280,351.50	280,940.00
Pull-tab prizes	638,292.16	726,766.57
Advertising/publicity	626,585.71	480,261.74
Retailer compensation expense	2,273,409.03	2,347,728.96
Ticket expense	238,976.63	261,724.62
Vendor compensation expense	514,014.15	503,852.74
Salary and benefits	853,984.65	874,514.26
Travel	19,322.55	10,168.76
Supplies	16,528.94	7,674.08
Printing	-	168.00
Postage	255.43	333.12
Communications	13,112.54	13,354.60
Rentals	16,817.00	26,609.13
Utilities	8,820.57	8,369.11
Professional fees	8,617.85	8,446.50
Vending machine maintenance	21,840.00	21,504.00
Outside services and repairs	70,368.65	66,600.96
Data processing	10,531.03	10,499.30
Equipment	5,915.99	20,049.65
Reimbursement to other state agencies	36,053.33	29,761.41
Depreciation	38,494.59	36,322.88
Other	4,124.83	4,338.03
MUSL/Lotto administrative expense	2,665.86	10,056.38
Total operating expenses	26,992,910.42	26,896,333.76
Operating income	7,813,298.32	8,981,985.63
Non-operating revenue (expenses):		
Proceeds to state causes	(7,924,582.47)	(9,181,923.63)
Net non-operating revenues (expenses)	(7,924,582.47)	(9,181,923.63)
Change in net position	(111,284.15)	(199,938.00)
Net position beginning of period	4,443,538.31	4,249,354.11
Net position end of period	4,332,254.16	4,049,416.11

IOWA LOTTERY AUTHORITY
Statement of Revenues, Expenses and Changes in Net Position
For the Two Months Ending Tuesday, August 31, 2021

	Month ended 8/31/2021	Month ended 8/31/2020	Year-to-date 8/31/2021	Year-to-date 8/31/2020
Operating revenues:				
Instant-scratch ticket sales	\$24,836,958.00	\$23,530,612.00	\$49,612,007.00	\$48,917,751.00
InstaPlay sales	1,633,406.00	2,149,952.00	3,332,737.00	4,768,637.00
Pick 3 sales	771,844.50	751,733.00	1,565,955.00	1,573,295.00
Powerball sales	3,847,551.50	2,897,916.00	7,142,646.50	5,725,528.00
Mega Millions Sales	2,153,448.00	1,122,399.00	3,785,998.00	2,633,734.00
Pick 4 sales	445,384.00	449,859.50	920,879.00	948,865.00
Lucky for Life sales	664,182.00	467,716.00	1,214,000.00	951,304.00
Lotto America sales	444,123.00	542,139.00	1,004,826.00	1,104,019.00
Pull-tab sales	1,051,785.76	872,674.26	2,075,097.27	2,039,406.25
Application fees	1,900.00	300.00	2,075.00	575.00
Other	1,420.85	253.46	1,991.58	759.36
Total operating revenues	35,852,003.61	32,785,554.22	70,658,212.35	68,663,873.61
Operating expenses:				
Scratch ticket prizes	16,826,484.00	15,390,088.50	33,451,676.00	31,313,412.50
InstaPlay prizes	1,198,750.16	1,633,430.11	2,318,178.35	3,607,100.07
Pick 3 prizes	463,106.70	451,039.80	939,573.00	943,977.00
Powerball prizes	1,924,357.00	1,449,010.50	3,572,416.00	2,862,885.50
Mega Millions prizes	1,076,724.00	561,199.50	1,892,999.00	1,316,867.00
Pick 4 prizes	267,230.40	269,915.70	552,527.40	569,319.00
Lucky for Life prizes	394,746.62	277,982.00	717,856.56	565,394.00
Lotto America prizes	222,061.50	271,069.50	502,413.00	552,009.50
Pull-tab prizes	656,944.47	545,797.32	1,295,236.63	1,272,563.89
Advertising/publicity	748,350.97	715,698.38	1,374,936.68	1,195,960.12
Retailer compensation expense	2,344,927.09	2,144,758.44	4,618,336.12	4,492,487.40
Ticket expense	236,680.70	257,968.32	475,657.33	519,692.94
Vendor compensation expense	559,382.26	441,712.37	1,073,396.41	945,565.11
Salary and benefits	936,326.67	877,907.01	1,790,311.32	1,752,421.27
Travel	24,136.57	10,508.16	43,459.12	20,676.92
Supplies	7,972.87	5,506.09	24,501.81	13,180.17
Printing	-	-	-	168.00
Postage	275.17	676.68	530.60	1,009.80
Communications	13,867.01	11,498.46	26,979.55	24,853.06
Rentals	16,972.10	26,609.83	33,789.10	53,218.96
Utilities	8,010.75	8,701.51	16,831.32	17,070.62
Professional fees	9,058.10	9,020.55	17,675.95	17,467.05
Vending machine maintenance	21,840.00	21,504.00	43,680.00	43,008.00
Outside services and repairs	59,793.96	47,728.78	130,162.61	114,329.74
Data processing	10,782.53	10,342.75	21,313.56	20,842.05
Equipment	14,438.51	15,905.08	20,354.50	35,954.73
Reimbursement to other state agencies	34,548.50	32,436.31	70,601.83	62,197.72
Depreciation	39,832.78	37,461.84	78,327.37	73,784.72
Other	4,721.04	5,308.73	8,845.87	9,646.76
MUSL/Lotto administrative expense	2,665.88	10,056.39	5,331.74	20,112.77
Total operating expenses	28,124,988.31	25,540,842.61	55,117,898.73	52,437,176.37
Operating income	7,727,015.30	7,244,711.61	15,540,313.62	16,226,697.24
Non-operating revenue (expenses):				
Proceeds to state causes	(7,352,489.11)	(6,774,386.77)	(15,277,071.58)	(15,956,310.40)
Gain (Loss) on disposal of capital assets	10,400.00	-	10,400.00	-
Net non-operating revenues (expenses)	(7,342,089.11)	(6,774,386.77)	(15,266,671.58)	(15,956,310.40)
Change in net position	384,926.19	470,324.84	273,642.04	270,386.84
Net position beginning of period	4,375,254.16	4,049,416.11	4,486,538.31	4,249,354.11
Net position end of period	4,760,180.35	4,519,740.95	4,760,180.35	4,519,740.95



OFFICE OF AUDITOR OF STATE
STATE OF IOWA

Rob Sand
Auditor of State

State Capitol Building
Des Moines, Iowa 50319-0004

Telephone (515) 281-5834 Facsimile (515) 281-6518

NEWS RELEASE

FOR RELEASE

September 21, 2021

Contact: Marlys Gaston
515/281-5834

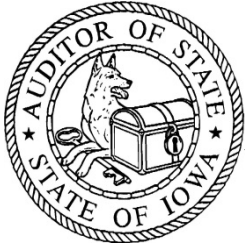
Auditor of State Rob Sand today released an agreed-upon procedures report on the Lucky for Life game administered by the Iowa Lottery Authority for the period April 1, 2020 through March 31, 2021.

A copy of the agreed-upon procedures report is available for review on the Auditor of State's web site at <https://auditor.iowa.gov/reports/audit-reports/>.

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IOWA LOTTERY AUTHORITY
AUDITOR OF STATE'S INDEPENDENT REPORT
ON APPLYING AGREED-UPON PROCEDURES
FOR THE PERIOD
APRIL 1, 2020 THROUGH MARCH 31, 2021

Iowa Lottery Authority



OFFICE OF AUDITOR OF STATE
STATE OF IOWA

State Capitol Building
Des Moines, Iowa 50319-0004

Telephone (515) 281-5834 Facsimile (515) 281-6518

Rob Sand
Auditor of State

September 15, 2021

Officials of the Iowa Lottery Authority

Dear Officials:

I am pleased to submit to you the agreed-upon procedures (AUP) report for the Iowa Lottery Authority for the period April 1, 2020 through March 31, 2021. The agreed-upon procedures engagement was performed pursuant to the Lucky for Life Licensee Lottery Participation Agreement and in accordance with attestation standards established by the American Institute of Certified Public Accountants.

I appreciate the cooperation and courtesy extended by the officials and employees of the Iowa Lottery Authority throughout the AUP engagement. If I or this office can be of any further assistance, please contact me or my staff at 515-281-5834.

Sincerely,

A handwritten signature in black ink, appearing to read "Rob Sand".

Rob Sand
Auditor of State

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Iowa Lottery Authority

Officials

Governor

Honorable Kim Reynolds

Interim Director, Department of Management

Joel Anderson

Interim Director, Legislative Services Agency

Timothy McDermott

Iowa Lottery Authority Board of Directors

		<u>Term Expires</u>
Sherrae Hanson	Chairperson	April 2022
John Quinn	Vice Chair	April 2022
Josh Cook	Member	April 2023
Mary Rathje	Member	April 2023
Mary Junge	Member	April 2024

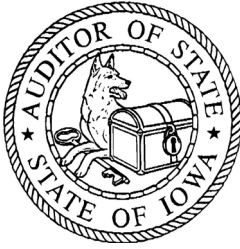
Ex-Officio Member

Honorable Michael L. Fitzgerald Treasurer of State

Iowa Lottery Authority

Matthew N. Strawn Chief Executive Officer
Michael Conroy Vice President of Finance and Chief
 Financial Officer

Iowa Lottery Authority



OFFICE OF AUDITOR OF STATE
STATE OF IOWA

Rob Sand
Auditor of State

State Capitol Building
Des Moines, Iowa 50319-0004

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Auditor of State's Independent Report on Applying Agreed-Upon Procedures

To the Board Members of the Iowa Lottery Authority:

We have performed the procedures enumerated below, which were agreed to by the Iowa Lottery Authority (Authority) for the period April 1, 2020 through March 31, 2021 in connection with the *Lucky for Life* game, solely to assist the Authority, the other Party Lotteries (defined as Connecticut Lottery Corporation, Massachusetts State Lottery Commission, Maine State Liquor and Lottery Commission, New Hampshire Lottery Commission, Vermont Lottery Commission, Rhode Island Division of Lotteries, Minnesota State Lottery, Idaho Lottery, D.C. Lottery & Charitable Games Board, Arkansas Scholarship Lottery, Michigan Lottery, Missouri Lottery, South Carolina Education Lottery, Delaware State Lottery, Kentucky Lottery Corporation, Montana Lottery, Ohio Lottery Commission, North Dakota Lottery, North Carolina Education Lottery, Colorado Lottery, Kansas Lottery, Wyoming Lottery, South Dakota Lottery, Nebraska Lottery and Oklahoma Lottery Commission) and the Multi-State Lottery Association with respect to the evaluation of certain financial information associated with the *Lucky for Life* game. The Authority's management is responsible for the financial information.

This agreed-upon procedures engagement was conducted in accordance with attestation standards established by the American Institute of Certified Public Accountants. The Authority's management has agreed to and acknowledged that the procedures performed are appropriate to meet the intended purpose of assisting users in understanding the Authority's sales and prize expense for *Lucky for Life* for the period April 1, 2020 through March 31, 2021. This report may not be suitable for any other purpose. The procedures performed may not address all the items of interest to a user of this report and may not meet the needs of all users of this report and, as such, users are responsible for determining whether the procedures performed are appropriate for their purposes.

The procedures we performed are summarized as follows:

- a. We obtained from the Authority the "Draw Activity" report, the "Set Prize Analysis" report, and the "Cost of Top and Second Prize" report, generated by the Game Administrator, for the period April 1, 2020 through March 31, 2021 and attached those as Exhibits 1 through 3, respectively. We re-performed the mathematical calculations within the schedules and noted no exceptions.
- b. We judgmentally selected five draw dates for the period from April 1, 2020 through March 31, 2021. The dates selected were as follows:
 1. Thursday, June 4, 2020
 2. Thursday, July 30, 2020
 3. Monday, October 26, 2020
 4. Thursday, November 5, 2020
 5. Thursday, March 18, 2021
- c. For each draw date selected in step "b" above, we compared the total amount of sales as shown on the daily sales report produced by the Authority's gaming system and the total amount of sales shown on the related daily sales report produced by Internal Control System ("ICS"), with the balance listed in the "Sales" column for the respective draw date on the "Draw Activity" report shown as Exhibit 1. Amounts agreed and no exceptions were noted.

- d. We recalculated the total dollar amount of the set prizes (tiers 3 through 10), for the draw dates selected in step “b” above, based on the total number of winners from the Authority’s gaming system for each prize level and the prize structure of the *Lucky for Life* set prizes. We compared the recalculated expense with the amount listed in the “Actual Set Prizes or Actual Low-Tier Prizes” column for the respective draw date on the “Draw Activity” report shown as Exhibit 1. Amounts agreed and no exceptions were noted.
- e. For each draw date selected in step “b” above, we compared the amount of sales, actual set prizes or actual low-tier prizes and share of set prizes or allocated low-tier prizes shown on the “Draw Activity” report shown as Exhibit 1 to the amounts shown on the Authority’s *Lucky for Life* draw reports. Amounts agreed and no exceptions were noted.
- f. We judgmentally selected two months and obtained the “Expired Prize Allocation Report” distributed by the Game Administrator. The two months selected were April 2020 and June 2020. For each draw in the selected months, we compared the “Expired Prize Allocation Report” obtained from the Game Administrator to the unclaimed prizes report obtained from the Authority’s gaming system. Amounts agreed and no exceptions were noted.
- g. We compared the amounts shown as the total of the actual set prizes or actual low-tier prizes and the total of the share of set prizes or allocated low-tier prizes on the “Draw Activity” report shown as Exhibit 1 to the applicable amounts shown on the “Set Prize Analysis” report shown as Exhibit 2. Amounts agreed and no exceptions were noted.
- h. We reviewed the “Draw Activity” report shown as Exhibit 1 for top prize winners, noting there were no top prize winners during the period April 1, 2020 through March 31, 2021; therefore, no procedures were performed.
- i. We selected the second prize winnings listed in the “Second Prize Tier 2” winner’s column of the “Draw Activity” report shown as Exhibit 1. For the three second prizes selected, we compared the “Cost of Second Prizes” reported in the “Cost of Top and Second Prize” report shown as Exhibit 3 to the Authority’s cash disbursement check report. Amount agreed and no exceptions were noted.
- j. There have been no annuitized top or second prize settlements for the period April 1, 2020 through March 31, 2021; therefore, no procedures were performed.
- k. We compared the total of the transfers from the Authority to the Game Administrator for settlement of the Actual Set Prize Liability as shown in the Authority’s disbursement records to the amounts listed in the “Settlement” columns on the “Set Prize Analysis” report shown as Exhibit 2. Amounts agreed and no exceptions were noted.
- l. We compared the balance listed as the Authority’s payable as of March 31, 2021, for the actual set prizes or actual lower tier prize liability as shown on the “Set Prize Analysis” report shown as Exhibit 2 to the Authority’s financial accounting records and to the *Lucky for Life* draw report. Amounts agreed and no exceptions were noted.
- m. Management of the Authority has informed us that no activity affecting the sales and prize expense for *Lucky for Life* for the period April 1, 2020 through March 31, 2021 has occurred through the date of this report.

We were engaged by the Authority to perform this agreed-upon procedures engagement and conducted our engagement in accordance with attestation standards established by the American Institute of Certified Public Accountants. We were not engaged to and did not conduct an examination or review engagement, the objective of which would be the expression of an opinion or conclusion, respectively, on the financial information associated with the Authority's sales and prize expense for *Lucky for Life* for the period April 1, 2020 through March 31, 2021. Accordingly, we do not express such an opinion or conclusion. Had we performed additional procedures, other matters might have come to our attention that would have been reported to you.

We are required to be independent of the Authority and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements related to our agreed-upon procedures engagement.

This report, a public record by law, is intended solely for the information and use of the Iowa Lottery Authority, the other Party Lotteries and the Multi-State Lottery Association. This report is not intended to be and should not be used by anyone other than these specified parties.

We would like to acknowledge the many courtesies and assistance extended to us by personnel of the Iowa Lottery Authority during the course of our agreed-upon procedures. Should you have any questions concerning any of the above matters, we shall be pleased to discuss them with you at your convenience.



Marlys K. Gaston, CPA
Deputy Auditor of State

September 15, 2021

Iowa Lottery Authority

Exhibits

Iowa Lottery Authority

Draw Activity

April 1, 2020 through March 31, 2021

Total Number of Winners

Draw Date	First Prize Tier 1	Second Prize Tier 2	Tier 3	Tier 4	Tier 5	Tier 6	Tier 7	Tier 8
04/02/20	-	-	-	5	7	119	106	1,705
04/06/20	-	-	-	3	5	128	113	1,578
04/09/20	-	-	-	2	3	135	100	1,573
04/13/20	-	-	-	4	4	94	88	1,432
04/16/20	-	-	-	2	11	91	92	1,710
04/20/20	-	-	-	1	10	144	104	1,822
04/23/20	-	-	-	2	9	110	78	1,510
04/27/20	-	1	1	4	17	163	126	1,907
04/30/20	-	-	-	3	10	140	119	1,884
05/04/20	-	-	-	4	8	134	125	2,005
05/07/20	-	-	-	6	12	121	123	1,959
05/11/20	-	-	1	3	12	121	119	1,875
05/14/20	-	-	-	3	8	122	94	1,729
05/18/20	-	-	-	5	6	116	118	1,918
05/21/20	-	-	-	7	4	152	97	1,823
05/25/20	-	-	-	4	7	118	99	1,701
05/28/20	-	-	1	1	6	116	86	1,678
06/01/20	-	-	-	4	6	131	99	1,831
06/04/20	-	-	-	4	10	140	102	1,788
06/08/20	-	-	-	2	7	132	92	1,728
06/11/20	-	-	-	2	6	129	108	1,867
06/15/20	-	1	-	2	7	126	101	1,752
06/18/20	-	-	2	2	11	176	107	1,872
06/22/20	-	-	-	-	9	119	80	1,726
06/25/20	-	-	-	3	9	128	104	1,884
06/29/20	-	-	-	4	6	177	123	2,040
07/02/20	-	-	-	3	5	122	113	1,814
07/06/20	-	-	-	3	5	131	100	1,796
07/09/20	-	-	-	6	7	121	107	1,732
07/13/20	-	-	-	6	4	156	124	1,854
07/16/20	-	-	-	-	6	130	78	1,843
07/20/20	-	-	-	3	5	111	99	1,767
07/23/20	-	-	-	2	6	101	99	1,744

Tier 9	Tier 10	Sales	Actual Set Prizes or Actual Low-Tier Prizes	% of All State's Sales	Share of Set Prizes or Allocated Low-Tier Prizes	Due From/ (Due to)
467	750	\$ 45,322	17,997	2.77%	\$ 17,952	45
457	692	47,346	16,979	2.83%	17,444	(465)
501	761	44,130	16,819	2.75%	17,343	(524)
489	764	47,714	15,766	2.90%	15,622	144
444	717	47,584	16,832	2.73%	18,152	(1,320)
549	847	51,940	19,328	2.85%	19,363	(35)
479	743	48,998	16,276	2.77%	15,999	277
584	889	51,784	27,541	2.84%	22,981	4,560
532	760	49,132	19,759	2.67%	20,813	(1,054)
595	958	60,158	21,222	3.06%	21,630	(408)
492	803	53,896	20,536	2.84%	21,242	(706)
585	975	56,170	25,830	2.87%	20,440	5,390
470	833	53,034	17,929	2.76%	18,272	(343)
633	909	56,786	20,358	2.85%	20,625	(267)
523	728	51,878	18,984	2.66%	20,837	(1,853)
497	718	50,954	17,642	2.64%	17,286	356
434	672	51,934	20,896	2.55%	17,241	3,655
559	811	54,464	18,886	2.61%	19,007	(121)
520	778	49,852	19,246	2.49%	20,375	(1,129)
454	714	54,374	17,154	2.61%	17,695	(541)
487	854	53,558	18,519	2.63%	20,244	(1,725)
586	924	55,438	18,963	2.63%	18,726	237
530	785	52,458	30,181	2.61%	20,867	9,314
453	785	55,694	16,766	2.65%	18,617	(1,851)
574	719	52,004	19,082	2.57%	19,324	(242)
596	761	56,540	21,055	2.70%	23,474	(2,419)
523	786	53,340	18,339	2.57%	19,574	(1,235)
487	837	54,536	18,128	2.60%	19,260	(1,132)
513	785	51,944	18,759	2.53%	19,026	(267)
628	994	58,174	21,326	2.74%	20,876	450
484	691	52,564	16,647	2.56%	18,602	(1,955)
475	837	54,792	17,544	2.61%	18,841	(1,297)
518	807	51,020	17,363	2.52%	19,477	(2,114)

Iowa Lottery Authority

Draw Activity

April 1, 2020 through March 31, 2021

Total Number of Winners

Draw Date	First Prize Tier 1	Second Prize Tier 2	Tier 3	Tier 4	Tier 5	Tier 6	Tier 7	Tier 8
07/27/20	-	-	-	3	13	148	138	1,996
07/30/20	-	-	-	1	2	117	99	1,555
08/03/20	-	-	-	5	15	131	117	1,967
08/06/20	-	-	-	3	4	107	109	1,575
08/10/20	-	-	-	2	3	135	89	1,885
08/13/20	-	-	-	3	7	123	110	1,536
08/17/20	-	-	-	5	15	189	114	2,051
08/20/20	-	-	1	1	6	118	131	1,662
08/24/20	-	-	1	3	11	134	99	1,772
08/27/20	-	-	-	4	9	128	112	1,877
08/31/20	-	-	-	5	5	155	111	2,007
09/03/20	-	-	-	3	7	153	135	1,977
09/07/20	-	-	1	3	14	141	124	1,990
09/10/20	-	-	1	8	9	121	88	1,918
09/14/20	-	-	1	1	7	136	108	1,852
09/17/20	-	-	-	5	6	103	118	1,669
09/21/20	-	-	-	3	4	123	105	1,773
09/24/20	-	-	-	2	5	137	94	1,708
09/28/20	-	-	-	3	4	121	100	1,792
10/01/20	-	-	-	3	6	182	110	2,121
10/05/20	-	-	1	1	3	116	128	1,852
10/08/20	-	-	-	4	9	88	103	1,575
10/12/20	-	-	-	1	4	117	89	1,711
10/15/20	-	-	-	2	7	151	114	1,795
10/19/20	-	-	-	1	11	114	110	1,810
10/22/20	-	-	-	2	2	100	91	1,494
10/26/20	-	-	-	4	10	126	85	1,915
10/29/20	-	-	-	1	9	104	103	1,613
11/02/20	-	-	-	4	5	119	132	1,784
11/05/20	-	-	-	6	10	154	104	1,832
11/09/20	-	-	-	1	6	117	104	1,703
11/12/20	-	-	-	1	7	105	79	1,573
11/16/20	-	1	-	6	15	105	92	1,823

Tier 9	Tier 10	Sales	Actual Set Prizes or Actual Low-Tier Prizes	% of All State's Sales	Share of Set Prizes or Allocated Low-Tier Prizes	Due From/ (Due to)
631	926	56,060	22,438	2.65%	23,358	(920)
544	906	51,158	16,868	2.54%	17,932	(1,064)
551	809	55,616	21,238	2.54%	20,227	1,011
583	914	51,876	17,944	2.53%	18,090	(146)
438	660	48,778	16,698	2.28%	18,468	(1,770)
467	789	48,338	17,426	2.37%	16,416	1,010
578	803	53,138	22,713	2.49%	25,124	(2,411)
539	825	50,918	23,255	2.49%	19,911	3,344
553	805	54,266	24,259	2.54%	19,522	4,737
513	804	49,988	19,435	2.45%	20,399	(964)
579	819	54,798	20,396	2.58%	24,130	(3,734)
624	935	58,132	21,500	2.81%	24,546	(3,046)
583	895	55,328	26,668	2.78%	22,789	3,879
526	802	54,022	24,688	2.64%	20,795	3,893
595	965	57,296	24,656	2.72%	22,363	2,293
537	885	52,594	18,679	2.60%	19,401	(722)
534	882	55,898	18,336	2.66%	19,775	(1,439)
485	841	52,112	17,638	2.60%	17,788	(150)
573	917	55,542	18,602	2.69%	19,081	(479)
452	756	52,228	19,989	2.58%	23,453	(3,464)
595	885	54,906	23,836	2.62%	21,986	1,850
540	758	50,468	17,482	2.54%	17,465	17
447	806	52,854	16,404	2.62%	19,371	(2,967)
469	784	50,176	18,655	2.56%	19,685	(1,030)
598	936	52,920	19,642	2.60%	22,328	(2,686)
448	785	49,466	15,285	2.53%	17,109	(1,824)
512	759	53,602	18,798	2.67%	20,870	(2,072)
503	870	49,308	17,542	2.54%	17,897	(355)
566	822	53,056	19,266	2.61%	20,267	(1,001)
497	680	47,722	19,578	2.43%	20,316	(738)
566	913	52,764	18,197	2.59%	18,186	11
482	783	48,534	16,068	2.49%	17,154	(1,086)
510	777	52,480	19,487	2.56%	19,081	406

Iowa Lottery Authority

Draw Activity

April 1, 2020 through March 31, 2021

Total Number of Winners

Draw Date	First Prize Tier 1	Second Prize Tier 2	Tier 3	Tier 4	Tier 5	Tier 6	Tier 7	Tier 8
11/19/20	-	-	1	2	2	130	97	1,778
11/23/20	-	-	-	3	5	127	98	1,715
11/26/20	-	-	-	-	6	113	94	1,467
11/30/20	-	-	-	1	10	124	114	1,681
12/03/20	-	-	-	4	8	117	92	1,784
12/07/20	-	-	-	2	9	156	97	1,824
12/10/20	-	-	-	7	9	164	132	2,032
12/14/20	-	-	-	-	8	129	107	1,671
12/17/20	-	-	-	2	6	138	85	1,593
12/21/20	-	-	-	1	5	105	122	1,709
12/24/20	-	-	-	2	-	104	110	1,780
12/28/20	-	-	-	3	9	182	123	2,135
12/31/20	-	-	1	2	11	152	90	1,719
01/04/21	-	-	-	3	13	127	118	1,948
01/07/21	-	-	-	3	9	138	106	1,962
01/11/21	-	-	-	4	9	131	126	2,021
01/14/21	-	-	-	3	11	151	106	2,027
01/18/21	-	-	-	2	11	166	118	2,040
01/21/21	-	-	-	7	7	169	141	2,046
01/25/21	-	-	-	4	13	131	107	1,838
01/28/21	-	-	-	2	14	137	94	1,802
02/01/21	-	-	-	4	6	168	141	2,199
02/04/21	-	-	-	3	13	145	108	1,960
02/08/21	-	-	-	2	2	172	132	2,088
02/11/21	-	-	-	1	3	136	100	1,991
02/15/21	-	-	-	3	4	126	98	1,854
02/18/21	-	-	-	-	5	137	126	1,970
02/22/21	-	-	-	7	10	132	103	2,020
02/25/21	-	-	-	3	7	124	87	1,677
03/01/21	-	-	1	4	8	154	111	2,157
03/04/21	-	-	1	2	8	123	100	1,806
03/08/21	-	-	-	3	7	141	118	2,042
03/11/21	-	-	-	1	12	123	121	1,714

Tier 9	Tier 10	Sales	Actual Set Prizes or Actual Low-Tier Prizes	% of All State's Sales	Share of Set Prizes or Allocated Low-Tier Prizes	Due From/ (Due to)
470	798	49,388	22,071	2.54%	17,788	4,283
491	820	52,384	17,711	2.60%	19,617	(1,906)
512	812	45,834	16,231	2.60%	17,210	(979)
566	875	52,382	18,969	2.59%	20,028	(1,059)
537	733	50,322	18,146	2.51%	19,996	(1,850)
515	886	53,008	19,401	2.56%	19,144	257
536	733	51,094	21,574	2.55%	23,730	(2,156)
609	954	53,230	18,938	2.56%	19,774	(836)
493	794	50,662	17,098	2.61%	17,627	(529)
520	854	55,386	17,763	2.57%	18,833	(1,070)
576	880	54,556	17,546	2.42%	18,870	(1,324)
568	788	52,332	21,630	2.55%	23,431	(1,801)
517	918	54,280	24,271	2.23%	19,517	4,754
625	883	54,976	21,166	2.37%	22,340	(1,174)
562	863	55,776	20,070	2.40%	23,020	(2,950)
600	915	61,160	21,243	2.46%	22,285	(1,042)
619	999	59,268	21,711	2.38%	22,512	(801)
693	995	60,302	22,578	2.33%	25,076	(2,498)
604	841	58,918	22,481	2.32%	20,955	1,526
595	922	59,752	20,817	2.39%	20,657	160
465	688	52,122	18,538	2.33%	19,791	(1,253)
591	911	61,322	22,372	2.67%	21,733	639
621	922	56,238	21,444	2.51%	22,133	(689)
590	924	57,560	20,940	2.56%	24,616	(3,676)
456	739	53,870	17,535	2.52%	19,854	(2,319)
573	805	53,736	18,390	2.55%	19,804	(1,414)
554	801	54,308	19,078	2.66%	22,649	(3,571)
514	755	57,216	20,279	2.58%	19,543	736
460	755	54,752	17,116	2.56%	16,918	198
541	893	59,050	26,144	2.59%	24,198	1,946
563	866	54,550	23,820	2.49%	18,969	4,851
537	878	58,204	20,280	2.56%	20,019	261
574	892	53,178	19,639	2.44%	20,315	(676)

Iowa Lottery Authority

Draw Activity

April 1, 2020 through March 31, 2021

Total Number of Winners

Draw Date	First Prize Tier 1	Second Prize Tier 2	Tier 3	Tier 4	Tier 5	Tier 6	Tier 7	Tier 8
03/15/21	-	-	-	2	17	152	133	2,091
03/18/21	-	-	1	5	7	147	118	2,132
03/22/21	-	-	-	5	10	150	104	2,137
03/25/21	-	-	-	2	8	134	102	1,754
03/29/21	-	-	1	3	4	159	111	1,881
Total	-	3	17	312	804	13,786	11,158	190,055

Tier 9	Tier 10	Sales	Actual Set Prizes or Actual Low-Tier Prizes	% of All State's Sales	Share of Set Prizes or Allocated Low-Tier Prizes	Due From/ (Due to)
610	905	55,990	22,868	2.42%	23,659	(791)
527	837	56,262	25,846	2.42%	22,087	3,759
581	802	58,440	21,205	2.46%	22,242	(1,037)
560	891	53,824	19,016	2.39%	19,846	(830)
570	861	57,572	24,662	2.49%	20,160	4,502
55,831	86,271	\$ 5,559,058	2,072,905		\$ 2,093,456	(20,551)

Lucky for Life

Set Prize Analysis Report

April 1, 2020 through March 31, 2021

	Sales	Beginning Balance at 4/1/20	Settlement June 30 Year end Set Prize Liabilities - 12/31/20 Draw Report	Qtrly/Yrly Settlements Transfers In (Out)
AR	\$ 3,244,104	(419)	22,646	-
CO	15,214,168	(29,837)	88,653	-
CT	17,392,360	27,698	(44,836)	-
DC	1,910,794	(11,662)	92,379	-
DE	3,090,448	(10,368)	(2,012)	-
IA	5,559,058	(31,881)	(46,424)	-
ID	3,181,128	(13,149)	(4,873)	-
KS	5,279,588	29,332	(38,386)	-
KY	7,608,262	6,548	(20,490)	-
MA	24,370,394	16,392	138,276	-
ME	3,484,654	10,124	(20,074)	-
MI	18,479,404	(26,352)	(153,229)	-
MN	7,610,004	15,066	(65,399)	-
MO	8,800,174	(22,102)	(18,841)	-
MT	2,718,030	4,028	(367)	-
NC	23,981,134	19,899	79,285	-
ND	3,366,760	25,023	(4,998)	-
NE	4,306,090	(919)	(51,836)	-
NH	5,519,562	(2,938)	(27,025)	-
OH	21,474,760	(72,704)	(83,735)	-
OK	4,021,678	(14,849)	46,679	-
RI	4,717,342	18,722	(35,656)	-
SC	13,122,730	76,803	131,301	-
SD	2,909,248	(4,702)	(2,237)	-
VT	1,831,280	(1,419)	(16,890)	-
WY	2,682,812	(6,334)	38,089	-
	\$ 215,875,966	-	-	-

Total Actual Set Prizes or Actual Lower Tier Prize Liability	Total Share of Set Prizes or Actual Lower Tier Prize Liability	Due From/(Due to) March 31, 2021
1,221,312	1,221,200	(307)
5,772,321	5,728,857	13,627
6,534,804	6,551,629	10,873
717,723	719,438	(13,377)
1,157,717	1,164,494	(17,145)
2,072,905	2,093,456	(52,432)
1,215,940	1,198,379	4,412
1,974,112	1,987,798	15,646
2,924,349	2,866,066	64,831
9,175,481	9,180,454	11,419
1,338,561	1,312,116	36,569
6,994,804	6,955,763	12,689
2,867,246	2,865,728	16,584
3,336,869	3,313,923	844
991,988	1,023,301	(27,285)
9,083,445	9,033,296	70,048
1,242,281	1,271,196	(3,892)
1,628,679	1,623,519	4,241
2,080,366	2,079,119	(1,691)
8,040,542	8,089,031	(121,193)
1,525,406	1,514,460	(3,903)
1,767,463	1,776,150	10,035
4,878,524	4,942,797	12,530
1,081,326	1,097,810	(21,186)
685,370	690,201	(6,250)
1,001,250	1,010,603	(15,687)
81,310,784	81,310,784	-

Lucky for Life

Cost of Top & Second Prize Report

April 1, 2020 through March 31, 2021

Draw Date	State	Win Num	Claim Date	Option	Cost of Prizes
<u>TOP PRIZE</u>					
06/18/20	MO	25	06/23/20	cash	\$ 5,750,000
08/31/20	WY	26	09/17/20	cash	5,750,000
11/09/20	NC	27	11/24/20	annuity	10,667,000
12/03/20	OK	28	12/17/20	annuity	12,565,000
02/11/21	MI	29	03/03/21	cash	5,750,000
03/11/21	MI	30	03/16/21	cash	5,750,000
<u>SECOND PRIZE</u>					
05/09/19	NC	282	05/10/19	cash	\$ 390,000
11/25/19	MI	310	Expired - Unclaimed		
12/30/19	CT	315	12/31/19	annuity	618,603
03/16/20	MO	325	Expired - Unclaimed		
03/26/20	NC	327	05/05/20	cash	390,000
04/16/20	MI	328	06/25/20	cash	390,000
04/16/20	SD	329	04/21/20	cash	390,000
04/20/20	ME	330	04/21/20	cash	390,000
04/27/20	IA	331	05/06/20	cash	390,000
04/27/20	KY	332	05/07/20	cash	390,000
04/30/20	DC	333	Expired - Unclaimed		
06/01/20	NC	334	06/12/20	cash	390,000
06/01/20	NC	335	Expired - Unclaimed		
06/04/20	DC	336	Expired - Unclaimed		
06/11/20	MA	337	06/23/20	cash	390,000
06/15/20	IA	338	06/25/20	cash	390,000
06/15/20	NC	339	06/23/20	cash	390,000
06/18/20	MO	340	06/19/20	cash	390,000
06/18/20	ND	341	06/19/20	cash	390,000
06/29/20	KY	342	06/30/20	cash	390,000
07/02/20	DE	343			
07/09/20	CO	344	08/20/20	cash	390,000
07/09/20	MN	345	07/15/20	annuity	558,994
07/13/20	ID	346	07/16/20	cash	390,000
07/16/20	CT	347	07/23/20	cash	390,000
07/27/20	MO	348	08/04/20	annuity	878,454
07/30/20	CO	349	08/04/20	cash	390,000
08/06/20	MN	350	08/17/20	cash	390,000
08/17/20	DE	351	08/19/20	annuity	621,679
08/24/20	OH	352	09/30/20	cash	390,000
08/24/20	SC	353	09/08/20	cash	390,000
08/24/20	SC	354	09/08/20	cash	390,000

Reported	Settlement	Allocated Share of Second Prizes	
		Allocation Percentage	Iowa
06/23/20	07/10/20	2.69%	\$ 154,950
09/17/20	10/02/20	2.55%	146,595
11/25/20	02/19/21	2.62%	279,607
12/18/20	01/22/20	2.56%	321,134
03/03/21	04/28/21	2.46%	141,359
03/16/21	05/06/21	2.55%	146,875
01/11/20	01/29/20	2.56%	\$ 9,986
		2.75%	-
01/13/21	02/05/21	2.71%	16,747
		2.69%	-
05/11/20	05/29/20	2.77%	10,810
06/25/20	07/10/20	2.73%	10,645
04/24/20	05/08/20	2.73%	10,645
04/27/20	05/15/20	2.85%	11,128
05/06/20	05/22/20	2.84%	11,063
05/08/20	05/22/20	2.84%	11,063
		2.67%	-
07/07/20	07/24/20	2.61%	10,194
		2.61%	-
		2.49%	-
06/24/20	07/10/20	2.63%	10,241
06/25/20	07/10/20	2.63%	10,273
07/24/20	08/07/20	2.63%	10,273
06/22/20	07/10/20	2.61%	10,196
06/29/20	07/24/20	2.61%	10,196
07/06/20	07/24/20	2.70%	10,539
		2.57%	-
08/25/20	09/11/20	2.53%	9,886
08/07/20	08/21/20	2.53%	14,170
04/28/21	05/14/21	2.74%	10,691
07/23/20	08/07/20	2.56%	10,001
08/11/20	10/16/20	2.65%	23,313
08/07/20	08/28/20	2.54%	9,902
09/08/20	09/25/20	2.53%	9,885
08/19/20	10/16/20	2.49%	15,486
10/14/20	10/30/20	2.54%	9,909
09/08/20	09/25/20	2.54%	9,909
09/08/20	09/25/20	2.54%	9,909

Lucky for Life

Cost of Top & Second Prize Report

April 1, 2020 through March 31, 2021

Draw Date	State	Win Num	Claim Date	Option	Cost of Prizes
09/24/20	RI	355	09/25/20	cash	390,000
09/28/20	NH	356	10/29/20	cash	390,000
10/19/20	MO	357	10/20/20	cash	390,000
10/19/20	NH	358	10/27/20	cash	390,000
10/22/20	MA	359	10/23/20	cash	390,000
10/29/20	NH	360	11/02/20	cash	390,000
11/09/20	ND	361	11/10/20	cash	390,000
11/12/20	NC	362	11/16/20	cash	390,000
11/16/20	IA	363	11/23/20	cash	390,000
11/26/20	CT	364	11/27/20	cash	390,000
12/10/20	CT	365	12/29/20	annuity	
12/10/20	MI	366	01/05/21	cash	390,000
12/14/20	CT	367	12/24/20	annuity	
12/14/20	KS	368	12/15/20	cash	390,000
12/14/20	WY	369	12/24/20	cash	390,000
12/21/20	MI	370	02/02/21	cash	390,000
12/24/20	NC	371			
12/24/20	SC	372	01/04/21	cash	390,000
12/28/20	MO	373	02/22/21	cash	390,000
12/28/20	RI	374	01/06/21	cash	390,000
12/31/20	NC	375	01/08/21	cash	390,000
01/04/21	MA	376	02/08/21	cash	390,000
01/07/21	AR	377	01/08/21	cash	390,000
01/07/21	NC	378	02/08/21	cash	390,000
01/11/21	MI	379	02/09/21	cash	390,000
01/14/21	MA	380	02/09/21	cash	390,000
01/14/21	RI	381	01/19/21	cash	390,000
02/11/21	MI	382	03/02/21	cash	390,000
02/11/21	SD	383	02/12/21	cash	390,000
02/18/21	SC	384			
03/01/21	MA	385	05/04/21	cash	390,000
03/04/21	SC	386	03/08/21	cash	390,000
03/11/21	CO	387	03/19/21	cash	390,000
03/15/21	MI	388	03/25/21	cash	390,000
03/15/21	ND	389	03/16/21	cash	390,000
03/15/21	NH	390	04/05/21	cash	390,000
03/22/21	SC	391	04/05/21	cash	390,000
03/29/21	OK	392	04/01/21	cash	390,000

Reported	Settlement	Allocated Share of Second Prizes	
		Allocation Percentage	Iowa
			Iowa
09/25/20	10/16/20	2.60%	10,139
12/30/20	01/29/20	2.69%	10,486
10/26/20	11/13/20	2.60%	10,138
11/16/20	12/04/20	2.60%	10,138
10/23/20	11/13/20	2.53%	9,848
12/30/20	01/29/20	2.54%	9,925
11/13/20	12/04/20	2.59%	10,118
11/22/20	12/11/20	2.49%	9,728
11/23/20	12/11/20	2.56%	9,988
11/30/20	12/18/20	2.60%	10,143
pending		2.55%	-
01/05/21	02/05/21	2.55%	9,926
pending		2.56%	-
12/16/20	01/08/20	2.56%	10,003
01/04/20	01/29/20	2.56%	10,003
02/02/21	02/19/21	2.57%	10,027
		2.42%	-
01/15/21	02/05/21	2.42%	9,430
03/02/21	04/28/21	2.55%	9,939
01/13/21	02/05/21	2.55%	9,939
01/08/20	01/29/20	2.23%	8,697
02/08/21	02/26/21	2.37%	9,244
01/08/21	02/05/21	2.40%	9,366
02/12/21	02/26/21	2.40%	9,366
02/09/21	02/26/21	2.46%	9,610
02/09/21	02/26/21	2.38%	9,284
01/21/21	02/05/21	2.38%	9,284
03/02/21	04/28/21	2.52%	9,824
02/12/21	2/26/2021	2.52%	9,824
		2.66%	-
05/05/21	05/25/21	2.59%	10,118
03/08/21	04/28/21	2.49%	9,697
03/24/21	04/28/21	2.44%	9,511
03/25/21	04/28/21	2.42%	9,422
03/16/21	04/28/21	2.42%	9,422
04/06/21	04/28/21	2.42%	9,422
04/06/21	05/06/21	2.46%	9,603
04/05/21	05/06/21	2.49%	9,696

Iowa Lottery Authority

Staff

This engagement was performed by:

Suzanne R. Dahlstrom, CPA, Manager
Luke M. Bormann, CPA, Senior Auditor II
Vivian J. Hustad, Staff Auditor

Marlys K. Gaston, CPA
Deputy Auditor of State

Budget For Lottery Fund

	FY 2021 YTD Actual as of 9/15/2021	FY 2021 YTD Actual as of 9/15/2021	FY 2022 Board Approved Budget	FY 2023 Board Approved Budget	FY 2023 Propossed Budget
Resources					
Lottery sales	\$ 452,592,011	\$ 452,592,011	\$ 371,000,000	\$ 368,500,000	\$ 371,900,000
Interest income	59,467	59,467	500,000	500,000	60,000
Application fees	4,700	4,700	5,000	5,000	5,000
Other	6,318	6,318	5,000	5,000	5,000
Total Resources	452,662,496	452,662,496	371,510,000	369,010,000	371,970,000
Expenses and Change in Net Assets					
Prizes	288,877,229	288,877,229	229,722,000	228,087,000	230,301,000
Retailer compensation	29,694,891	29,694,891	24,858,000	24,690,500	24,918,300
Advertising production and media purchases	7,421,985	7,421,985	14,840,000	14,740,000	14,876,000
Retailer Lottery system/Terminal Communications	6,277,734	6,277,734	7,537,034	7,464,214	7,653,501
Instant/Pull-tab ticket expense	3,576,479	3,576,479	4,528,500	4,484,750	4,546,400
Vending machines & maintenance/Ticket dispensers	394,430	394,430	539,248	539,248	539,248
Courier delivery of instant tickets	710,983	710,983	660,000	660,000	660,000
Interest expense	-	-	-	-	-
Lottery operating expense	13,742,486	13,742,486	15,655,401	15,146,419	15,151,079
Increase (decrease) in net assets	218,784	218,784	(330,600)	(532,600)	(532,600)
Total Expenses and Change in Net Assets	350,915,001	350,915,001	298,009,583	295,279,531	298,112,928
Proceeds					
Proceeds Transfer to Veterans Trust Fund	2,500,000	2,500,000	2,500,000	2,500,000	2,500,000
Public Safety Survivor Benefit Fund	100,000	100,000	100,000	100,000	100,000
Department of Corrections Survivor Benefit Fund	100,000	100,000	-	-	100,000
Proceeds Transfer to General Fund	99,033,503	99,033,503	70,900,417	71,130,469	71,157,072
Total Proceeds Transfers	101,733,503	101,733,503	73,500,417	73,730,469	73,857,072
Total Expenses and Proceeds	452,648,504	452,648,504	371,510,000	369,010,000	371,970,000

Lottery Operations -Budget Detail

	FY 2021 YTD Actual as of 9/15/2021	FY 2022 Board Approved Budget	FY 2023 Board Approved Budget	FY 2023 Proposed Budget
Administrative payroll*	\$ 11,105,026	\$ 11,848,442	\$ 11,624,950	\$ 11,616,120
Travel & Transportation	196,657	417,500	417,500	407,500
Supplies	86,120	103,000	103,000	103,000
Printing	3,076	10,500	10,500	10,500
Postage	7,380	7,000	7,000	7,000
Communications	173,362	232,400	192,400	192,400
Rentals	304,104	299,179	285,689	299,179
Utilities	91,331	108,800	98,800	108,800
Professional fees	119,268	204,000	204,000	204,000
Outside services and repair	204,522	484,211	274,211	274,211
Data processing	128,506	150,000	150,000	150,000
Equipment	353,102	464,869	452,869	452,869
Reimbursement to state agencies	460,093	531,900	531,900	531,900
Depreciation	457,136	707,600	707,600	707,600
Other expenses	52,802	86,000	86,000	86,000
Total operating expenses	13,742,485	15,655,401	15,146,419	15,151,079

Iowa Lottery Authority—Financial Management

Section	Procedure No.	Page No.	Effective Date
Pre-Audit	210.205	1 of 4	March 1, 2019 <u>September 28, 2021</u>
Subject Travel—In-State—Subsistence Allowance			

1. The phrase “Subsistence Allowance” used herein includes all charges (including applicable taxes) for meals and lodging (single rate only).
2. Officers and employees with an overnight stay shall be allowed lodging and meal expense when required to travel outside their official domiciles and/or outside of their places of residence when different from their official domiciles. Reimbursement shall be within the following limits:
 - a. **Lodging.** The allowance for lodging shall not exceed a maximum of ~~\$65.00~~ \$80.00 (plus applicable taxes) per day, or the maximum amount allowed by the Iowa Department of Administrative Services, if higher. Any additional charges made by a lodging facility for work related services such as internet, television, telephone, and other similar items are reimbursable and are not to be considered as part of the basic room charge when considering reasonable maximum lodging rates as outlined herein. The "reasonable maximum lodging" rate applies to the entire state.
 - (1) ORIGINAL RECEIPTS for lodging must be submitted in order to receive reimbursement. Lodging receipts consist of the itemized billing obtained from the hotel/motel or any overnight lodging facility and contain such information as the dates, room number, number of guests, name of facility, name of guest, location and additional pertinent information which may be used to verify other sections of the expense voucher claim. A lodging facility "statement" is not the same as an invoice and is not acceptable. A credit card slip is not allowable as an actual lodging facility receipt. Cash register tapes are not acceptable, either, as they do not contain the required information. Express/Rapid Check out receipts must also be itemized. The receipt may not necessarily show a zero balance, but must show the method of payment used (e.g., MC/AM/Visa, cash, etc.).
 - (2) Expense for lodging begins on the day the employee checks into the facility.
 - (3) Employees are to seek lodging facilities whose rates are within those prescribed above. Prior approval by the ILA’s CEO, COO, or CFO is required to exceed the maximum lodging reimbursement rate EXCEPT in the following instances:
 - (a) There is only one lodging facility in the city.
 - (b) The employee is attending an in-state conference held at a lodging facility that has room charges above the maximum rate listed in 2(a) above, and the employee stays at the facility where the conference is being held.

Iowa Lottery Authority—Financial Management

Section Pre-Audit	Procedure No. 210.205	Page No. 2 of 4	Effective Date March 1, 2019 <u>September 28, 2021</u>
Subject Travel—In-State—Subsistence Allowance			

- (c) The employee is staying in a locale where there is a major event that limits available rooms in that city (i.e. state or county fairs, state tournaments, festivals, etc.).

In these three instances, to be considered for reimbursement over the defined maximum allowed, a reasonable explanation for the additional lodging reimbursement must be attached to the claim.

All other requests for lodging reimbursement above the defined maximum must have the prior approval of the ILA's CEO, COO, or CFO. When seeking overnight lodging be sure to request the "state," "government," or "commercial" rate, as many facilities offer discounted rates that an ILA employee can and should obtain. If a special rate is not shown on a claim and the reason for this is not noted, the claim must be reduced to the appropriate discount rate that would have been charged if requested by the employee. However, if a facility's discounted rate is in excess of the ILA's reasonable rate, this is not sufficient justification to satisfy complete payment of the claim.

- (4) When employees room together, the cost of the room should be split between the employees equally. If only one receipt is provided, the original receipt should be attached to one employee's TP, copies of the receipt should be attached to the other employees' TPs, and the payments must be adequately cross-referenced and submitted together. If separate receipts are issued, no cross-referencing is necessary.
- (5) When an employee works at one location for a week or more, the weekly or monthly rate of the facility should be reported.
- b. **Meals.** Actual expenses up to a maximum of \$37.00 per day, or the maximum amount allowed by the Department of Administrative Services, if higher, may be reimbursed for meals, as outlined below. See procedure 280.201 for an explanation of when to include time left and time returned on the TP.

Maximum Reimbursable Meal Rates:

(a) Breakfast	\$8.00
(b) Lunch	\$10.00
(c) Dinner	<u>\$19.00</u>
TOTAL	<u>\$37.00</u>

- (1) Those traveling on ILA business who are required to depart **prior** to 6:00 a.m. with

Iowa Lottery Authority—Financial Management

Section Pre-Audit	Procedure No. 210.205	Page No. 3 of 4	Effective Date March 1, 2019 <u>September 28, 2021</u>
Subject Travel—In-State—Subsistence Allowance			

- an overnight stay may be reimbursed actual expenses up to the allowable maximum per day for three meals.
- (2) Those traveling on ILA business who are required to depart after 6:00 a.m. but **prior** to lunch with an overnight stay may be reimbursed actual expenses up to the allowable maximum per day for lunch and dinner.
 - (3) Those traveling on ILA business who are required to depart **after** lunch with an overnight stay may be reimbursed actual expenses up to the allowable maximum per day for dinner.
 - (4) Those traveling on ILA business with an overnight stay who return the next day after breakfast, but prior to lunch may be reimbursed actual expenses up to the allowable maximum per day for breakfast.
 - (5) Those traveling on ILA business with an overnight stay who return the next day after lunch, but prior to dinner may be reimbursed actual expenses up to the allowable maximum per day for breakfast and lunch.
 - (6) Those traveling on ILA business with an overnight stay who return the next day after 7:00 pm may be reimbursed actual expenses up to the allowable maximum per day for three meals.
 - (7) The actual amount spent for the meal(s) is to be reported on the employee's TP for reimbursement, even though the amount allowed will be the lesser of the actual or the maximum.
 - (8) When reporting more than one daily meal the actual expense can be distributed between those meals, and the amount allowed will be the lesser of the actual or the maximum applicable to the combined cost of the meals.
 - (9) Receipts for meals are required per Executive Order #13. See Procedure 210.102 for more details.
 - (10) Alcoholic beverages are NOT an allowable reimbursable expense and are not an allowable use of ILA monies.
 - (11) Charges for room service are an allowable reimbursable expense as long as the total of the meals, including the room service charge, is within the maximum allowable limits.

Iowa Lottery Authority—Financial Management

Section Pre-Audit	Procedure No. 210.205	Page No. 4 of 4	Effective Date March 1, 2019 <u>September 28, 2021</u>
Subject Travel—In-State—Subsistence Allowance			

- (12) When a meal is not purchased by the employee (i.e., if it is part of a registration fee, purchased by another individual, etc.) this should be noted on the TP. When this occurs, the maximum for the day becomes the allowable total of the other meals actually purchased by the employee on that particular day (see procedure 280.201 for an example). Employees shall not pay for meals of other employees. See procedure 210.110.
- (13) Tips are allowable for no more than 15% of the food bill (not including taxes), and up to the maximum allowed for reimbursement.

EXAMPLE: Employee is eligible only for dinner reimbursement with an overnight stay. The cost of the meal is \$14.73 before tax plus \$0.88/tax. The employee leaves a \$2.21 tip. The employee may claim reimbursement of \$17.82, which is the lesser of the maximum allowed (\$19.00) and the actual spent, including tip (\$17.82).

- (14) Meals included on lodging receipts must be compared to the travel payment and employees must submit the itemized receipt. (A hotel bill which includes meals charged to the room is not acceptable documentation for meal expenses.)

Iowa Lottery Authority—Financial Management

Section	Procedure No.	Page No.	Effective Date
Pre-Audit	210.245	1 of 3	March 1, 2019 <u>September 28, 2021</u>
Subject Travel—In-State—Board, Commission, Advisory Council, and Task Force Member Expenses			

This procedure outlines the policy governing travel for the board, commission, advisory council, and task force members. It is the published policy of the ILA that all individuals engaged in travel for official ILA business utilize the most economical mode of transportation. Section 1(b) of this policy addresses acceptable alternatives for when unique and unusual situations occur that prevents the most economical mode of transportation from being utilized.

1. Mode of Transportation

a. Use of Privately Owned Automobile

With the exception noted in 1(b) below, board, commission, advisory council, and task force members normally use their private vehicle while conducting official ILA business.

- (1) The use of a privately owned vehicle will be subject to the fiscal policies of ILA. Reimbursement shall be on a mileage basis at a rate not to exceed the statutory rate as established by code, and must be for official ILA business. The per mile reimbursement includes all costs incurred in connection with the operation of the vehicle.
- (2) Whenever possible, board, commission, advisory council, and task force members should travel with more than one member to a vehicle.
- (3) Travel shall be by the most reasonable and/or direct route. Mileage shall be based on mileage published by the American Automobile Association (AAA), charts published by the Iowa Department of Transportation, or from internet sites such as MapQuest or similar sites. Any variation from the published mileage must be documented in writing (see procedure 280.201).

b. Use of Special Conveyances

In certain instances, aircraft may be utilized when board, commission, advisory council, or task force members travel for official ILA business. Documentation shall be available upon request to substantiate special conveyances. This substantiation in most instances will be from the perspective of cost effectiveness of the ILA and not that of the individual board, commission, council or task force member.

- (1) The use of aircraft is acceptable when a board, commission, advisory council, or task force member resides 150 driving miles or more from the meeting site. Mileage shall be based on most direct route and mileage determined on the Iowa Transportation map as published by the Department of

Iowa Lottery Authority—Financial Management

Section Pre-Audit	Procedure No. 210.245	Page No. 2 of 3	Effective Date March 1, 2019 <u>September 28, 2021</u>
Subject Travel—In-State—Board, Commission, Advisory Council, and Task Force Member Expenses			

Transportation.

- (2) If a board, commission, advisory council, or task force member resides within 150 miles of the meeting area, but is within the continuous flight pattern of the member who is outside of the 150 mile radius, those members may be picked up along the way, providing the extra stop is the most cost effective mode of transportation. A cost comparison must be attached to the claim relating to the airfare expense when it is submitted for payment.

- (3) Because the majority of board, commission, advisory council, and task force meetings are held in Des Moines, below is a listing of major Iowa cities that are 150 miles or more from Des Moines. Please note that this is not an all-inclusive listing.

Burlington	Ft. Madison	Rock Rapids
Clinton	Keokuk	Sabula
Davenport	LeMars	Sioux City
Decorah	Manchester	Spencer
Dubuque	Maquoketa	Spirit Lake
Estherville	McGregor	West Union

2. Subsistence Allowance

Board, commission, advisory council, and task force members are allowed 1 1/2 the rate employees are allowed while on official business for the ILA. Official domicile rules do not apply to meal reimbursements for board members. They are eligible to be reimbursed for meal costs without an overnight stay and regardless of where the meeting is held. These rates are rounded to the nearest dollar.

a. Meals

- (1) Actual expenses up to a maximum of \$ 56.00 per day, or the maximum amount allowed by the Iowa Department of Administrative Services, if higher, may be reimbursed for meals, as outlined below.

(a) Breakfast	\$12.00
(b) Lunch	\$15.00
(c) Dinner	<u>\$29.00</u>
TOTAL	\$56.00

Iowa Lottery Authority—Financial Management

Section	Procedure No.	Page No.	Effective Date
Pre-Audit	210.245	3 of 3	March 1, 2019 <u>September 28, 2021</u>
Subject Travel—In-State—Board, Commission, Advisory Council, and Task Force Member Expenses			

- (2) Board, commission, advisory council, and task force members are allowed the same flexibility in regard to meals as are ILA employees.

Specifically, if a board member is in a travel status and is entitled to be reimbursed for all three meals, the board member can claim the amount actually expended, up to \$ 56 on any combination of meals for that day. He/She is not limited to \$12.00 for breakfast, \$15.00 for lunch and \$29.00 for dinner, only to \$56.00 for the day. If a board member is eligible for only breakfast and lunch, the board member can be reimbursed actual expenses, up to \$27 for those two meals.

- (3) If a meal (such as lunch) is catered, the amount of this meal is included as a part of the \$56 per day maximum.
- (4) Receipts for meals are required per Executive Order #13 signed May 26, 2009. See Procedure 210.102 for more details.

b. Lodging Maximum reimbursable amount is ~~\$98.00~~\$120.00 per day, or the maximum amount allowed by the DAS-SAE, if higher plus tax, anywhere in the state.

c. Reimbursement for travel expenses must be submitted within 30 days of completion of travel to the Finance department.

d. Except for the reimbursable rates mentioned above, the same rules that apply to ILA employees, as outlined in (1) and (2) of this procedure also apply to board and commission members.

3. Other Expenses

Except for those differences mentioned above, all other travel policies that apply to regular ILA employees also apply to board, commission, and advisory council members. See specific sections of the Accounting Policy and Procedures Manual for more details.

Section PRE-AUDIT	Procedure Number 220.350	Page Number 1 of 1	Effective Date September 28, 2021
Subject EMPLOYEE EXPENSES EMPLOYEE PRODUCTIVITY AND RECOGNITION			

Employee recognition programs, including recognition for longevity, must have the approval of the Lottery CEO and follow applicable State and Federal Regulations. Programs may also include the recognition for service and contributions of board members. See Procedure 220.351 for allowable expenses for retiring employees. This policy and its limitations do not apply to the Governor’s Recognition Awards. The following types of awards are allowable:

1. **EMPLOYEE PRODUCTIVITY RECOGNITION.** Employee recognition awards, such as “employee of the month”, health and safety awards, project completion awards, and similar recognition for service and productivity, are allowable expenses. Examples of such approved awards include Lottery-branded merchandise, individual wall plaques, engraved desk sets, framed certificates, or similar items that can be used to recognize the efforts of employees for performance. Gift certificates (other than Lottery-branded merchandise credit), savings bonds, and cash payments are not an allowable expense under this program.
2. **LONGEVITY RECOGNITION.** Longevity awards given to employees shall be limited to frames and certificates. However, longevity recognition for twenty-five years or more of service to the State may be covered under 1. above.
3. The limit for one or more employee recognition awards to a single individual is \$100.00 per fiscal year.
4. Recognition expenses under this program must be charged to Object Code 2834.
5. Expenses for employee recognition must be paid on a General Accounting Expenditure (GAX). The GAX must contain the name(s) of the employee(s) involved. If this is unknown, a notation to that effect must be included on the claim.
6. Costs related to receptions such as cookies, punch, and associated paper products are considered to be personal expenses and are not an allowable expense.

Section PRE-AUDIT	Procedure Number 220.351	Page Number 1 of 1	Effective Date September 28, 2021
Subject	EMPLOYEE EXPENSES RETIREMENT EXPENSES		

1. Certain employee retirement expenses are allowable. To be reimbursable, employee retirement expenses must be in the form of plaques, framed certificates, clocks, or similar items which express the gratitude of the State for the retiree's service. Total cost of the Retirement Recognition Award cannot exceed \$150.00 per retiree. Cash or other financial instruments easily given a cash value, such as gift certificates or savings bonds, are not allowed. The \$150.00 may not be supplemented with outside contributions.
2. Employees eligible for the Retirement Recognition Award are those who are eligible for retirement under DAS-Human Resources Enterprise, Iowa Administrative Code 11-60.1. Employees must have actually filed for retirement.
3. Payment for the Retirement Recognition Award is to be made on the appropriate document type such as a General Accounting Expenditure (GAX), Payment Request Commodity (PRC), Internal Exchange Transfer (IET), or Payment Request Commodity Internal (PRCI), and charged to Object Code 2837.

4. The name of any employee presented with the Retirement Recognition Award MUST be included on the document.



13001 University Avenue
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515.725.7900

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

Date: September 28, 2021

To: Iowa Lottery Board
From: Larry L. Loss
Re: Purchase of Pull-tabs Contract Extension

The Iowa Lottery issued RFP IL 18-01, Request for Proposal, Purchase of Pull-tab tickets on July 31, 2017.

The purpose of this Request for Proposal (RFP) was to solicit proposals from qualified firms or vendors interested in printing pull-tab tickets and providing related services for the Iowa Lottery Authority (Lottery), pursuant to the authority of Iowa Code, Chapter 99G. The Lottery intended to award one vendor a single contract but reserved the right at its sole discretion to award additional contracts to print Lottery pull-tab tickets. The award of the contract did not guarantee the Lottery would print any tickets with that vendor.

Pollard Games, Inc. DBA American Games located in Council Bluffs, Iowa, was the sole bidder.

On September 26, 2017, the Iowa Lottery Board approved the Iowa Lottery to issue a Notice of Intent to Award to Pollard Games, Inc. DBA American Games.

Subsequently, the contract terms were negotiated. As part of that negotiation, the contract was issued to Pollard Games, Inc. DBA American Games. The initial term of the contract is April 1, 2018 – December 31, 2019. The contract further provides for three one-year extensions beyond the initial term. The three extension periods are also subject to a Consumer Price Index (CPI) adjustment.

On September 24, 2019, the Board amended the contract to use the July to July CPI adjustment rate and exercised the first contract extension available under the contract. With that extension, the contract was extended to December 31, 2020. The Board exercised the second extension available under this contract at the September 29, 2020 meeting, extending the contract to December 31, 2021.

Background Information

The Lottery operates on a multiple game strategy and multiple price point strategy and plans to have at least 18 games available for sale at all times. New tickets at the \$.25, \$.50, \$1, \$2 and \$5 price points. New games will be introduced periodically throughout the year. The ticket size and unit size are all the same regardless of price point. The Lottery has a base of approximately 335 retailers selling pull-tab tickets within Iowa. The Lottery's current gaming system is operated by

Scientific Games which includes on-site verification that each pull-tab ticket being cashed was purchased at that location.

The value of the contract will vary from year to year based on the number of games that are printed. Based on current ticket sales, the value of this contract is approximately \$300,000 per year.

Recommendation

Iowa Lottery staff is requesting Board approval to exercise the third and final extension of the Pull-tab Printing and Related Services contracts with Pollard Games, Inc. DBA American Games thus extending the contract through December 31, 2022.

The contract calls for the CPI adjustment period to be July to July. The CPI change for the contract extension is 5.4%.

With your approval, the Iowa Lottery will exercise the third contract extension under this contract and amend it to reflect the annual CPI rate adjustment.

**EXTENSION TO THE
AGREEMENT FOR THE PURCHASE OF
PULL-TAB TICKETS AND RELATED SERVICES**

This Extension and Amendment of Agreement for the Purchase of Pull-Tab Tickets and Related Services (Extension) is effective on the last date set forth below and is made by and between the **Iowa Lottery Authority** (Lottery) and **Pollard Games, Inc., dba American Games** (Contractor).

In consideration of the mutual covenants contained in this Extension, the sufficiency of which is acknowledged, it is agreed as follows:

SECTION 1. IDENTITY OF THE PARTIES.

1.1 The Lottery is an instrumentality of the State of Iowa and is authorized by Iowa Code Chapter 99G to conduct a lottery in the State of Iowa. The Lottery's address is 13001 University Avenue, Clive, Iowa 50325.

1.2 The Contractor is a corporation established under the laws of the state of Delaware. American Games is engaged in the business, among other things, of printing pull-tab tickets. The address for Contractor is 504 34th Avenue, Council Bluffs, IA 51501.

SECTION 2. EXTENSION OF TERM.

On or about April 1, 2018, the Lottery and Contractor entered into an Agreement for the Purchase of Pull-Tab Tickets and Related Services ("Agreement"). The term of the Agreement was for one year, plus three one-year extension periods exercisable at the option of the Lottery. Pursuant to Section 5 of the Agreement, the third and final option period is hereby exercised extending the term through December 31, 2022.

SECTION 3. AGREEMENT OTHERWISE UNCHANGED.

Except as specifically modified hereby, the terms of this Agreement shall remain in full force and effect.

SECTION 4. EXECUTION.

IN WITNESS WHEREOF, in consideration of the mutual covenants set forth above and for other goods and valuable consideration, the receipt, adequacy and legal sufficiency of which are hereby acknowledged, the parties have entered into the above Extension and have caused their duly authorized representatives to execute this Extension.

Iowa Lottery Authority

By: _____
Name: Larry Loss
Title: Executive Vice President

Date: _____

Pollard Games, Inc dba American Games

By: _____
Name: Steven Fingold
Title: President

Date: _____

**Amendment Number Three to
Agreement for Pull-Tab Tickets and Related Services
Between
Iowa Lottery Authority
And
Pollard Games, Inc., doing business as 'American Games'**

This Contract Amendment ("Amendment") to the Agreement for Pull-Tab Tickets and Related Services entered into on April 1, 2018 ("Agreement"), is between the Iowa Lottery Authority ("Lottery") and Pollard Games, Inc. doing business as 'American Games' ("Contractor"). The Lottery and Contractor agree as follows:

1. Purpose. The purpose of the Amendment is to update the pricing (pursuant to clause 7.3 CPI cost adjustments) that reflects an increase in prices based on the CPI change of 5.4% utilizing the National All Urban CPI Index (July to July).

2. Term. Section 5 of the Agreement is rescinded in its entirety, and hereby replaced by the following new Section 5:

The term of his Agreement will be from January 1, 2022 through December 31, 2022.

3. Pricing. Schedule B of the Agreement is replaced with the attached new Schedule B, January 1, 2022 – December 31, 2022.

4. Amendments. This Amendment may only be modified by the mutual consent of the Lottery and the Contractor, in writing and executed by all parties.

5. Effect of Amendment on Agreement. Except as set forth by this Amendment, all other provisions of the Agreement shall remain in full force and effect.

Iowa Lottery Authority

Pollard Games, Inc.

By: _____
Larry Loss
Executive Vice President
Date: _____

By: _____
Steven Fingold
President
Date: _____

**SCHEDULE B
PRICING MATRIX
Pull-Tab Pricing January 1, 2022 – December 31, 2022.**

SECTION 1. PRICING FOR GAMES AND OTHER MATERIALS. The prices of tickets provided by the Contractor shall be as follows:

<i>Ticket Quantity</i>	<i>Cost of Order</i>	<i>Cost per Ticket</i>
250,000	\$ 6,280.05	\$ 0.02512
500,000	\$ 9,888.78	\$ 0.01978
1,000,000	\$16,764.87	\$ 0.01676
1,500,000	\$24,432.06	\$ 0.01629
2,000,000	\$31,557.39	\$ 0.01578
2,500,000	\$38,633.97	\$ 0.01545
3,000,000	\$44,930.27	\$ 0.01498
3,500,000	\$51,925.57	\$ 0.01484
4,000,000	\$58,779.98	\$ 0.01469
5,000,000	\$72,608.02	\$ 0.01452

SECTION 2. NEW GAME DEVELOPMENT. The development of a new game shall include creative development, trademark search, press proofs, 12 units of sample tickets, 950 retailer pages and 660 sales sheets.

SECTION 3. ONE TIME SET-UP CHARGE. Contractor will charge the Lottery a one-time charge for developing each new game the sum of \$3,792. This charge will be billed in accordance with section 7, of this Agreement.

SECTION 4. ADDITIONAL PRODUCT PRICING. Upon request by the Lottery in the Working Papers, the Contractor shall provide selective "seeding" of tickets, ultra-violet ink, and/or fluorescent inks. Additional costs for these products are:

Ultra-violet inks	Add \$541 per game
Fluorescent inks	Add \$0.16/square inch/per thousand tickets
Selective seeding	Add 10% of the base game price per game
Standard industry ticket size with barcode activation insert*	Discount of \$0.50 per 1000 tickets*
Printing options, full barcode validation and or promotional ideas found in Appendix A	Pricing to be determined based on final specifications

*Standard industry ticket size is 1 7/8" x 3 3/4", a shorter 5 tab ticket with a barcode insert or barcode activation card to be inserted into each pull-tab unit of tickets. (Current Lottery ticket size is 1 7/8" x 4 1/4".)

Pricing for other printing options, full barcode validation and or promotional ideas to be determined based upon final specifications at time of order.



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

Date: September 28, 2021

To: Iowa Lottery Board
From: Larry L. Loss
Re: Pull-tab Vending Machine Contract Extension

The Iowa Lottery issued RFP IL 16-11, Request for Proposal, Pull-tab Vending Machines and Related Services in April, 2016.

The purpose of this Request for Proposal (RFP) was to solicit proposals from qualified firms or vendors interested in providing pull-tab vending machines (PTVM) and related services for the Iowa Lottery Authority (Lottery), pursuant to the authority of Iowa Code, Chapter 99G.

Pollard Games, Inc. DBA American Games located in Council Bluffs, Iowa, was the sole bidder.

On June 28, 2016, the Iowa Lottery Board approved the Iowa Lottery to issue a Notice of Intent to Award to Pollard Games, Inc. DBA American Games. Subsequently, the contract terms were negotiated. The initial contract term was October 1, 2016 through September 30, 2019. There are three one-year extensions available under this contract. The three extension periods are also subject to a Consumer Price Index (CPI) adjustment.

On September 24, 2019 the Board amended the contract to use the July to July CPI adjustment rate and exercised the first contract extension available under the contract. With that extension, the contract was extended to September 30, 2020. The Board exercised the second extension available under this contract at the September 29, 2020 meeting, extending the contract to September 30, 2021.

Background Information

The Iowa Lottery became the first US lottery to sell pull-tab tickets in 1987. This fiscal year, pull-tabs sales are anticipated to be in excess of \$11 million dollars.

The Iowa Lottery sells pull-tab tickets exclusively through vending machines, which are presently installed in approximately 335 licensed retail locations throughout Iowa. The Lottery purchased its current pull-tab vending machines from American Games in 2016, and have been utilizing and maintaining them ever since.

Recommendation

Iowa Lottery staff is requesting Board approval to exercise the third extension of the Pull-tab Vending Machines and Related Services contracts with Pollard Games, Inc. DBA American Games thus extending the contract through September 30, 2022.

The contract calls for the CPI adjustment period to be July to July. The CPI change for the contract extension is 5.4%.

With your approval, the Iowa Lottery will exercise the third and final contract extension available under this contract.

**Extension to the
Agreement for Maintenance of
Pull-Tab and Instant Ticket Vending Machines**

THIS EXTENSION, is effective on October 1, 2021 and is made by and between the **IOWA LOTTERY AUTHORITY** (the "Lottery"), and **Pollard Games, Inc. dba American Games** (Contractor).

In consideration of the premises and the mutual promises and covenants herein contained, the parties hereto agree as follows:

SECTION 1. IDENTITY OF THE PARTIES.

1.1 The Lottery is an instrumentality of the State of Iowa and is authorized by Iowa Code Chapter 99G to conduct a lottery in the State of Iowa. The Lottery's address is 13001 University Avenue, Clive, Iowa 50325.

1.2 The Contractor is a corporation established under laws of the state of Delaware. American Games is engaged in the business, among other things, to manufacture, lease and service pull-tab ticket vending machine. The address for Contractor is 504 34th Avenue, Council Bluffs, IA 51501.

SECTION 2. EXTENSION OF TERM.

On or about October 1, 2016, the Lottery and Contractor entered into an Agreement for Maintenance of Pull-Tab and Instant Ticket Vending Machines (Agreement). The term of the Agreement was for three years, plus three one-year extension periods exercisable at the option of the Lottery. Pursuant to Section 4 of the Agreement, the third and final option period is hereby exercised extending the term through September 30, 2022.

SECTION 3. AGREEMENT OTHERWISE UNCHANGED.

Except as specifically modified hereby, the terms of this Agreement shall remain in full force and effect.

SECTION 4. EXECUTION.

IN WITNESS WHEREOF, in consideration of mutual covenants set forth above and for other good and valuable consideration, the receipt, adequacy and legal sufficiency of which are hereby acknowledged, the parties have entered into the above Extension and have caused their duly authorized representatives to execute this Extension.

Iowa Lottery Authority

Pollard Games, Inc. dba American Games

By: _____
Larry Loss
Executive Vice President

By: _____
Steven Fingold
President

Date: _____

Date: _____

**Amendment Number Four to
Agreement for Acquisition and Maintenance of Pull-Tab Vending Machines
Between
Iowa Lottery Authority
And
Pollard Games, Inc., doing business as 'American Games'**

This Contract Amendment ("Amendment") to the Agreement for Acquisition and Maintenance of Pull-Tab Vending Machines entered into on October 1, 2016 ("Agreement"), is between the Iowa Lottery Authority ("Lottery") and Pollard Games, Inc. doing business as 'American Games' ("Contractor"). The Lottery and Contractor agree as follows:

1. Purpose. The purpose of the Amendment is to update the pricing (pursuant to clause 6.3 CPI cost adjustments – That reflects an increase in prices based on the CPI change of 5.4% utilizing the National All Urban CPI, July to July)

2. Term. Section 4 of the Agreement is rescinded in its entirety, and hereby replaced by the following new Section 4:

The term of his Agreement will be from October 1, 2021 through September 31, 2022.

3. Pricing. Section D of the Agreement is replaced with the attached new Schedule D, October 1, 2021 – September 31, 2022.

4. Amendments. This Amendment may only be modified by the mutual consent of the Lottery and the Contractor, in writing and executed by all parties.

5. Effect of Amendment on Agreement. Except as set forth by this Amendment, all other provisions of the Agreement shall remain in full force and effect.

Iowa Lottery Authority

Pollard Games, Inc.

By: _____
Larry Loss
Executive Vice President
Date: _____

By: _____
Steven Fingold
President
Date: _____

SCHEDULE D
OCTOBER 1, 2021 - SEPTEMBER 30, 2022

PURCHASE – PTVM	6 game	12 game
Cost per machine:		
Cost of machines – outright purchase	\$4,875	\$6,320
Cost of relocation/removal services per machine, per occurrence	\$142	\$142
Repurchase price for each machine at the end of year 3	\$341	\$397
Repurchase price for each machine at the end of year 4	\$227	\$284
Repurchase price for each machine at the end of year 5	\$114	\$170
Repurchase price for each machine at the end of year 6	\$1	\$2
NOTE: Purchase prices for additional machines in year 2-6, to be adjusted by any applicable CPI Increase. In the event of a CPI decrease, pricing will remain at the then current rates.		

CPI PERCENTAGE ADJUSTMENT REQUESTED ON PURCHASE OF PTVM, YEARS 2-6 UTILIZING THE NATIONAL ALL URBAN CPI, AUGUST TO AUGUST:	6 game	12 game
Monthly cost per machine for maintenance services	100%	100%
Cost of relocation/removal services per machine, per occurrence	100%	100%
NOTE: In the event of a CPI decrease, pricing will remain at the then current rates.		

Monthly Maintenance Fee Per Machine, Per Month		
Maintenance fee per machine is based on total amount of machines in service.		
250<Number of Machines<400	\$68	per machine, per month
400<Number of Machines<600	\$56	per machine, per month
600<Number of Machines<800	\$46	per machine, per month

Additional Monthly Cost Per Machine:					
OPTION	Ordered at time of initial order	Ordered during Year 1	Ordered during Year 2	Ordered during Year 3	Ordered during Year 4-6
	Purchase \$	Purchase \$	Purchase \$	Purchase \$	Purchase \$
Electronic Age Check	TBD	TBD	TBD	TBD	TBD
Remote shut-off	\$114	\$114	\$114	\$114	TBD
Custom Color	\$56	\$56	\$56	\$68	TBD
Custom Decals	TBD	TBD	TBD	TBD	TBD

Reduction of Cost Per Machine:					
OPTION	Ordered at time of initial order	Ordered during Year 1	Ordered during Year 2	Ordered during Year 3	Ordered during Year 4-6
	Purchase \$	Purchase \$	Purchase \$	Purchase \$	Purchase \$
NO Coin Acceptors per 3.10.5	-\$204	-\$204	-\$204	-\$204	TBD

Service for Existing Instant ticket and Pull-tab vending machines:
American Games will provide maintenance to existing equipment during the conversion period at existing maintenance rates. With the anticipated reduction in PTVMs, and the eventual removal of the ITVMs, we anticipate reducing the number of maintenance staff (based on total number of machines) by December 31, 2016. If the conversion period extends beyond December 31, 2016, response rates may need to be adjusted to accommodate a reduced field staff.



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

Date: September 28, 2021

To: Iowa Lottery Board
From: Larry L. Loss
Re: Instant ticket printing contract extensions

The Iowa Lottery issued RFP IL 18-04, Request for Proposal (RFP), Instant Ticket Printing and Related Services on February 7, 2018.

The purpose of the RFP was to solicit proposals from qualified firms or vendors interested in printing instant tickets and providing related services for the Iowa Lottery Authority (Lottery), pursuant to the authority of Iowa Code, Chapter 99G. The Lottery did not intend to grant any vendor exclusive rights to print all or a majority of Lottery instant games. It was the intention of the Lottery to award game orders to more than one vendor, each of whom would be issued orders to produce games based upon the Lottery's determination of which vendor could best serve the Lottery's interests for a particular game.

On June 20, 2018, the Iowa Lottery Board (Board) approved the Lottery to issue a Notice of Intent to Award to the following vendors:

- IGT Global Solutions Corporation, based in Providence, Rhode Island (IGT)
- Pollard Banknote Limited, based in Winnipeg, MB (PBN)
- Scientific Games International, Inc. based in Alpharetta, Georgia (SGI)

Additionally, the Board authorized the Lottery to enter into agreements with all three vendors contingent upon the vendors' successful completion of any required background checks.

Subsequently, background investigations were completed and contracts negotiated with all three vendors. The initial term of the contracts was for two years and the contracts provided for four one-year extensions.

Each contract had an initial term from January 1, 2019 through December 31, 2020. On December 15, 2020, the Board exercised the first extension available under this contract.

Background Information

The Lottery operates on a multiple game strategy and multiple price point strategy and plans to have at least 24 games available for sale at all times. New instant games will be introduced every month. As part of the monthly game introductions, the Lottery utilizes games with different ticket sizes, price points and prize structures.

One of the goals of the RFP was to contract with multiple instant ticket printing vendors so the Lottery had access to as many licensed products, proprietary games and printing techniques as possible. All three vendors possess unique offerings that aid the Lottery in growing instant ticket sales. When choosing games, the Lottery evaluates several factors when deciding which vendor to use to print a game, including, but not limited to, price, proprietary printing techniques, design and licensed properties. Ultimately, the Lottery determines which vendor can best serve the Lottery's interests for a particular game.

Since the inception of the current contracts, the Iowa Lottery has grown sales from \$251 million in FY 2019 to \$317 million in FY 2021.

The Iowa Lottery printed 48 games in FY 2021:

<u>Vendor</u>	<u># of Games</u>	<u>Contract Value (Approx.)</u>
IGT	15	\$ 633,821
PBN	24	\$1,838,235
<u>SGI</u>	<u>25</u>	<u>\$1,063,742</u>
Total	64	\$3,535,798

Recommendation

All three vendors have been meeting our expectations, deliverables and timelines and are in good standing with the Iowa Lottery.

Iowa Lottery staff is asking for Board approval to exercise the second extension of the Instant Ticket Printing and Related Services contracts with IGT, PBN and SGI, thus extending the contracts through December 31, 2022.

**EXTENSION AND AMENDMENT OF
AGREEMENT FOR THE PURCHASE OF
INSTANT TICKETS AND RELATED SERVICES**

This Extension of Agreement for the Purchase of Instant Tickets and Related Services (Extension) is effective on the last date set forth below and is made by and between the **Iowa Lottery Authority (Lottery)** and **IGT Global Solutions Corporation (IGT or Contractor)**.

In consideration of the mutual covenants contained in this Extension, the sufficiency of which is acknowledged, it is agreed as follows:

SECTION 1. IDENTITY OF THE PARTIES.

1.1 The Lottery is an instrumentality of the State of Iowa and is authorized by Iowa Code Chapter 99G to conduct a lottery in the State of Iowa. The Lottery's address is 13001 University Avenue, Clive, Iowa 50325.

1.2 IGT is a corporation, incorporated under the laws of Delaware, and engaged in the business of printing lottery scratch tickets and other services. The address for Contractor is 10 Memorial Boulevard, Providence, RI 02903.

SECTION 2. EXTENSION OF TERM.

On or about January 1, 2019, the Lottery and Contractor entered into an Agreement for the Purchase of Instant Tickets and Related Services ("Agreement"). The term of the Agreement was for two years beginning January 1, 2019 through December 31, 2020, plus up to four (4) additional one-year option periods exercisable at the option of the Lottery. Pursuant to Section 5 of the Agreement, the second option period is hereby exercised by the Lottery extending the term of the Agreement through December 31, 2022.

SECTION 3. AMENDMENTS.

None

SECTION 4. AGREEMENT OTHERWISE UNCHANGED

Except as specifically modified hereby, the terms of this Agreement shall remain in full force and effect.

SECTION 5. EXECUTION.

IN WITNESS WHEREOF, in consideration of the mutual covenants set forth above and for other good and valuable consideration, the receipt, adequacy and legal sufficiency of which are hereby acknowledged, the parties have entered into the above Extension and have caused their duly authorized representatives to execute this Extension.

Iowa Lottery Authority

By: _____
Name: Larry Loss
Title: Executive Vice President

Date: _____

IGT Global Solutions Corporation

By: _____
Name: Joseph S. Gendron
Title: Chief Operating Officer, Lottery

Date: _____

**EXTENSION AND AMENDMENT OF
AGREEMENT FOR THE PURCHASE OF
INSTANT TICKETS AND RELATED SERVICES**

This Extension of Agreement for the Purchase of Instant Tickets and Related Services (Extension) is effective on the last date set forth below and is made by and between the **Iowa Lottery Authority** (Lottery) and **Pollard Banknote Limited** (Pollard or Contractor).

In consideration of the mutual covenants contained in this Extension, the sufficiency of which is acknowledged, it is agreed as follows:

SECTION 1. IDENTITY OF THE PARTIES.

1.1 The Lottery is an instrumentality of the State of Iowa and is authorized by Iowa Code Chapter 99G to conduct a lottery in the State of Iowa. The Lottery's address is 13001 University Avenue, Clive, Iowa 50325.

1.2 Pollard is a Canadian public corporation, incorporated under the federal laws of Canada, and engaged in the business of printing lottery scratch tickets and other services. The address for Pollard is 140 Otter Street, Winnipeg, Manitoba, Canada R3T 0M8.

SECTION 2. EXTENSION OF TERM.

On or about December 12, 2018, the Lottery and Contractor entered into an Agreement for the Purchase of Instant Tickets and Related Services ("Agreement"). The term of the Agreement was for two years beginning 1/1/2019 through 12/31/2020, plus up to four (4) additional one-year option periods exercisable at the option of the Lottery. Pursuant to Section 5 of the Agreement, the second option period is hereby exercised extending the term through December 31, 2022.

SECTION 3. AMENDMENTS.

None

SECTION 4. AGREEMENT OTHERWISE UNCHANGED

Except as specifically modified hereby, the terms of this Agreement shall remain in full force and effect.

SECTION 5. EXECUTION.

IN WITNESS WHEREOF, in consideration of the mutual covenants set forth above and for other good and valuable consideration, the receipt, adequacy and legal sufficiency of which are hereby acknowledged, the parties have entered into the above Extension and have caused their duly authorized representatives to execute this Extension.

Iowa Lottery Authority

By: _____
Name: Larry Loss
Title: Executive Vice President

Date: _____

Pollard Banknote Limited

By: _____

Date: _____

Name: Douglas E. Pollard
Title: Co. Chief Executive Officer

**EXTENSION AND AMENDMENT OF
AGREEMENT FOR THE PURCHASE OF
INSTANT TICKETS AND RELATED SERVICES**

This Extension of Agreement for the Purchase of Instant Tickets and Related Services (Extension) is effective on the last date set forth below and is made by and between the **Iowa Lottery Authority** (Lottery) and **Scientific Games International, Inc.** (SGI or Contractor).

In consideration of the mutual covenants contained in this Extension, the sufficiency of which is acknowledged, it is agreed as follows:

SECTION 1. IDENTITY OF THE PARTIES.

1.1 The Lottery is an instrumentality of the State of Iowa and is authorized by Iowa Code Chapter 99G to conduct a lottery in the State of Iowa. The Lottery's address is 13001 University Avenue, Clive, Iowa 50325.

1.2 The Contractor is a corporation, incorporated under the laws of Delaware, and engaged in the business of printing lottery scratch tickets and other services. The address for Contractor is 1500 Bluegrass Lakes Parkway, Alpharetta, Georgia 30004.

SECTION 2. EXTENSION OF TERM.

On or about December 20, 2018, the Lottery and Contractor entered into an Agreement for the Purchase of Instant Tickets and Related Services ("Agreement"). The term of the Agreement was for two years beginning 1/1/2019 through 12/31/2020, plus up to four (4) additional one-year option periods exercisable at the option of the Lottery. Pursuant to Section 5 of the Agreement, the second option period is hereby exercised extending the term through December 31, 2022.

SECTION 3. AMENDMENTS.

None

SECTION 4. AGREEMENT OTHERWISE UNCHANGED

Except as specifically modified hereby, the terms of this Agreement shall remain in full force and effect.

SECTION 5. EXECUTION.

IN WITNESS WHEREOF, in consideration of the mutual covenants set forth above and for other good and valuable consideration, the receipt, adequacy and legal sufficiency of which are hereby acknowledged, the parties have entered into the above Extension and have caused their duly authorized representatives to execute this Extension.

Iowa Lottery Authority

By: _____
Name: Larry Loss
Title: Executive Vice President

Date: _____

Scientific Games International, Inc.

By: _____

Date: _____

Name: John Schulz
Title: Senior Vice President

LOTTERY AUTHORITY, IOWA[531]

Adopted and Filed

Rule making related to waivers and “easy pick” tickets

The Board of Directors of the Iowa Lottery Authority hereby amends Chapter 4, “Waiver and Variance Rules,” and Chapter 20, “Computerized Games—General Rules,” Iowa Administrative Code.

Legal Authority for Rule Making

These rules are adopted under the authority provided in Iowa Code section 99G.9(3).

State or Federal Law Implemented

This rule making implements, in whole or in part, Iowa Code sections 17A.9A and 99G.21.

Purpose and Summary

The rule making strikes the word “variance” in the provisions that allow for waiver and variance of rules. The rule making also updates how the Authority submits summary reports of waivers. The amendment to Chapter 20 updates the Authority’s methods of play for computerized games. The amendment clarifies there is more than one way to purchase an “easy pick” ticket for computerized games.

Fiscal Impact

This rule making has no fiscal impact to the State of Iowa.

Jobs Impact

After analysis and review of this rule making, no impact on jobs has been found.

Waivers

The Authority is updating how people can purchase an “easy pick” ticket. A waiver is not applicable in this situation.

Public Comment

Notice of Intended Action for this rule making was published in the Iowa Administrative Bulletin on [date] as ARC 5816C. No comments were received. These amendments are identical to those published under Notice of Intended Action.

Adoption of Rule Making

This rule making was adopted by the Authority on September 28, 2021.

Review by Administrative Rules Review Committee

The Administrative Rules Review Committee, a bipartisan legislative committee which oversees rule making by executive branch agencies, may, on its own motion or on written request by any individual or group, review this rule making at its regular monthly meeting or at a special meeting. The Committee's meetings are open to the public, and interested persons may be heard as provided in Iowa Code section 17A.8(6).

Effective Date

This rule making will become effective on November 24, 2021.

The following rule-making actions are adopted:

ITEM 1. Amend **531—Chapter 4**, title, as follows:

WAIVER AND VARIANCE RULES

ITEM 2. Amend rule 531—4.1(99G) as follows:

531—4.1(99G) Waiver or variance of rules. These rules outline a uniform process for the granting of waivers or variances from rules adopted by the Iowa lottery authority.

ITEM 3. Amend rule 531—4.2(99G) as follows:

531—4.2(99G) Definition. For purposes of this chapter, “a waiver or variance” means action by the lottery authority board that suspends in whole or in part the requirements or provisions of a rule as applied to an identified person on the basis of the particular circumstances of that person. ~~For simplicity, the term “waiver” shall include both a “waiver” and a “variance.”~~

ITEM 4. Amend rule 531—4.5(99G), catchwords, as follows:

531—4.5(99G) Criteria for waiver or variance.

ITEM 5. Amend rule 531—4.13(99G) as follows:

531—4.13(99G) ~~Summary reports~~ Submission of waiver information. ~~Semiannually,~~ Within 60 days of granting or denying a waiver, the board shall prepare a summary report make a submission on the Internet site established pursuant to Iowa Code section 17A.9A for the submission of waiver information identifying the rules for which a waiver has been granted or denied, the number of times a waiver was granted or denied for each rule, a citation to the statutory provisions implemented by the rules, and a general summary of the reasons justifying the board's actions on waiver requests. If practicable, the report shall detail the extent to which the granting of a waiver has established a precedent for additional waivers and the extent to which the granting of a waiver has affected the general applicability of the rule itself. Copies of this report shall be available for public inspection and shall be provided semiannually to the administrative rules coordinator and the administrative rules review committee.

ITEM 6. Amend rule 531—20.3(99G) as follows:

531—20.3(99G) Method of play. If required by the specific game rules, a player must select an appropriate number of the available game variables. A player may select each game variable by marking a play slip and submitting the play slip to a retailer by asking a retailer to manually enter the game variables, or by ~~verbally requesting~~ purchasing an “easy pick” ticket from a retailer. Players may also purchase game plays from player-activated terminals by use of a touch screen if player-activated terminals are available. A drawing is held in which an appropriate number of the game variables are drawn on a random basis. This rule is intended to implement Iowa Code Supplement sections 99G.9(3) and 99G.21.



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

Date: 9-28-2021

To: Iowa Lottery Board
From: Larry Loss
Re: Memberships Approved in FY 21

Iowa Grocery Industry Association (IGIA): \$500
FUEL Iowa: \$688
North American Association of State & Provincial Lotteries (NASPL): \$20,000
World Lottery Association (WLA): 5600 Swiss Francs

**Iowa Lottery Authority
Conference and Training Out-Of-State Travel
FY2021**

EMPLOYEE	DATE	CONFERENCE/TRAINING EVENT	DESTINATION	COST
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There was no out-of-state travel in FY21.