

IOWA LOTTERY AUTHORITY
Statement of Revenues, Expenses and Changes in Net Position
For the Eight Months Ending Sunday, February 28, 2021

| | Month ended 2/28/2021 | Month ended 2/29/2020 | Year-to-date 2/28/2021 | Year-to-date 2/29/2020 |
|---|----------------------------|----------------------------|----------------------------|----------------------------|
| Operating revenues: | | | | |
| Instant-scratch ticket sales | \$ 25,974,017.00 | \$ 21,287,490.00 | \$ 200,329,064.00 | \$ 163,487,848.00 |
| InstaPlay sales | 1,754,773.00 | 1,477,305.00 | 15,674,086.00 | 8,402,383.00 |
| Pick 3 sales | 694,390.00 | 643,355.50 | 6,137,647.50 | 5,348,689.00 |
| Powerball sales | 2,431,703.00 | 2,915,250.00 | 31,098,851.50 | 26,025,295.50 |
| Mega Millions Sales | 1,357,733.00 | 1,393,552.00 | 20,550,877.00 | 13,208,078.00 |
| Pick 4 sales | 396,652.00 | 391,261.50 | 3,527,857.00 | 3,095,858.00 |
| Lucky for Life sales | 426,326.00 | 417,564.00 | 3,654,262.00 | 3,544,642.00 |
| Lotto America sales | 467,217.00 | 669,167.00 | 4,138,943.00 | 4,639,953.00 |
| Pull-tab sales | 914,061.55 | 845,498.94 | 7,785,553.32 | 7,356,399.00 |
| Application fees | 125.00 | 725.00 | 2,625.00 | 2,800.00 |
| Other | 595.41 | 1,219.48 | 2,842.62 | 5,312.58 |
| Total operating revenues | <u>34,417,592.96</u> | <u>30,042,388.42</u> | <u>292,902,608.94</u> | <u>235,117,258.08</u> |
| Operating expenses: | | | | |
| Scratch ticket prizes | 15,469,703.00 | 12,926,652.00 | 132,026,024.23 | 107,775,259.38 |
| InstaPlay prizes | 1,315,049.34 | 980,041.98 | 11,499,269.25 | 5,898,802.97 |
| Pick 3 prizes | 416,634.00 | 386,013.30 | 3,707,005.20 | 3,209,213.40 |
| Powerball prizes | 1,215,900.50 | 1,457,486.00 | 15,549,998.00 | 13,017,504.00 |
| Mega Millions prizes | 678,866.50 | 696,776.00 | 10,275,438.50 | 6,604,039.00 |
| Pick 4 prizes | 237,991.20 | 234,756.90 | 2,116,714.20 | 2,125,289.40 |
| Lucky for Life prizes | 393,532.22 | 243,720.88 | 2,312,004.51 | 2,084,768.41 |
| Lotto America prizes | 233,608.50 | 334,583.50 | 2,069,471.50 | 2,319,976.50 |
| Pull-tab prizes | 569,749.41 | 526,888.23 | 4,861,744.29 | 4,598,714.93 |
| Advertising/publicity | 523,613.52 | 548,488.52 | 4,716,058.85 | 5,078,870.94 |
| Retailer compensation expense | 2,271,915.68 | 1,950,468.33 | 19,194,288.38 | 15,316,096.15 |
| Ticket expense | 481,604.17 | 393,836.69 | 2,401,723.78 | 2,232,368.16 |
| Vendor compensation expense | 474,524.11 | 471,907.17 | 4,039,287.22 | 3,811,021.13 |
| Salary and benefits | 804,828.93 | 813,176.66 | 7,015,519.12 | 6,849,214.21 |
| Travel | 14,683.67 | 14,006.97 | 106,321.29 | 186,396.54 |
| Supplies | 1,370.62 | 6,517.61 | 70,558.29 | 60,442.54 |
| Printing | 570.25 | 299.12 | 1,891.27 | 1,178.06 |
| Postage | 398.64 | 2,792.66 | 5,905.26 | 4,523.86 |
| Communications | 13,590.48 | 21,098.60 | 109,969.09 | 126,305.54 |
| Rentals | 24,014.72 | 26,514.12 | 207,715.72 | 211,952.98 |
| Utilities | 8,931.61 | 8,683.55 | 63,146.02 | 64,417.49 |
| Professional fees | 13,518.32 | 9,449.50 | 80,027.69 | 101,204.36 |
| Vending machine maintenance | 21,840.00 | 21,504.00 | 173,712.00 | 171,024.00 |
| Outside services and repairs | 93,824.57 | 109,905.15 | 575,279.36 | 571,400.90 |
| Data processing | 10,711.36 | 10,198.02 | 85,831.26 | 84,515.30 |
| Equipment | 61,577.57 | 54,691.00 | 202,732.59 | 281,919.51 |
| Reimbursement to other state agencies | 29,031.05 | 31,383.87 | 296,339.93 | 307,141.38 |
| Depreciation | 38,053.63 | 39,254.77 | 303,762.05 | 330,470.02 |
| Other | 4,143.69 | 4,602.86 | 36,363.35 | 45,288.43 |
| MUSL/Lotto administrative expense | 934.80 | 2,812.98 | 6,263.46 | 22,395.03 |
| Total operating expenses | <u>25,424,716.06</u> | <u>22,328,510.94</u> | <u>224,110,365.66</u> | <u>183,491,714.52</u> |
| Operating income | <u>8,992,876.90</u> | <u>7,713,877.48</u> | <u>68,792,243.28</u> | <u>51,625,543.56</u> |
| Non-operating revenue (expenses): | | | | |
| Proceeds to state causes | (9,382,698.10) | (7,999,869.36) | (69,215,993.25) | (52,051,065.66) |
| Interest income | 1,164.46 | 14,552.84 | 36,868.44 | 244,528.35 |
| Gain (Loss) on disposal of capital assets | 1,325.00 | - | 18,400.00 | 4,250.00 |
| Net non-operating revenues (expenses) | <u>(9,380,208.64)</u> | <u>(7,985,316.52)</u> | <u>(69,160,724.81)</u> | <u>(51,802,287.31)</u> |
| Change in net position | <u>(387,331.74)</u> | <u>(271,439.04)</u> | <u>(368,481.53)</u> | <u>(176,743.75)</u> |
| Net position beginning of period | <u>4,268,204.32</u> | <u>4,897,350.74</u> | <u>4,249,354.11</u> | <u>4,802,655.45</u> |
| Net position end of period | <u><u>3,880,872.58</u></u> | <u><u>4,625,911.70</u></u> | <u><u>3,880,872.58</u></u> | <u><u>4,625,911.70</u></u> |