

IOWA LOTTERY
Statement of Revenues, Expenses and Changes in Net Position
For the One Month Ending Wednesday, July 31, 2024

| | Month ended 7/31/2024 | Month ended 7/31/2023 | Year-to-date 7/31/2024 | Year-to-date 7/31/2023 |
|---|--------------------------|--------------------------|---------------------------|---------------------------|
| Operating revenues: | | | | |
| Scratch ticket sales | \$23,309,430.00 | \$25,196,999.00 | \$23,309,430.00 | \$25,196,999.00 |
| InstaPlay sales | 2,063,593.00 | 1,898,041.00 | 2,063,593.00 | 1,898,041.00 |
| Pick 3 sales | 780,424.50 | 755,942.00 | 780,424.50 | 755,942.00 |
| Powerball sales | 2,990,790.00 | 12,028,715.00 | 2,990,790.00 | 12,028,715.00 |
| Mega Millions Sales | 2,049,330.00 | 6,860,013.00 | 2,049,330.00 | 6,860,013.00 |
| Pick 4 sales | 496,996.50 | 481,632.00 | 496,996.50 | 481,632.00 |
| Lucky for Life sales | 705,554.00 | 776,288.00 | 705,554.00 | 776,288.00 |
| Lotto America sales | 590,558.00 | 734,573.00 | 590,558.00 | 734,573.00 |
| Pull-tab sales | 1,265,155.52 | 890,486.47 | 1,265,155.52 | 890,486.47 |
| Application fees | 575.00 | 400.00 | 575.00 | 400.00 |
| Other | 637.12 | 386.39 | 637.12 | 386.39 |
| Total operating revenues | <u>34,253,043.64</u> | <u>49,623,475.86</u> | <u>34,253,043.64</u> | <u>49,623,475.86</u> |
| Operating expenses: | | | | |
| Scratch ticket prizes | 15,935,971.00 | 18,439,712.00 | 15,935,971.00 | 18,439,712.00 |
| InstaPlay prizes | 1,494,022.15 | 1,275,701.82 | 1,494,022.15 | 1,275,701.82 |
| Pick 3 prizes | 468,254.70 | 453,565.20 | 468,254.70 | 453,565.20 |
| Powerball prizes | 1,508,171.00 | 5,996,781.65 | 1,508,171.00 | 5,996,781.65 |
| Mega Millions prizes | 1,024,665.00 | 3,430,006.50 | 1,024,665.00 | 3,430,006.50 |
| Pick 4 prizes | 298,197.90 | 288,979.20 | 298,197.90 | 288,979.20 |
| Lucky for Life prizes | 419,335.47 | 461,375.16 | 419,335.47 | 461,375.16 |
| Lotto America prizes | 295,279.00 | 367,286.50 | 295,279.00 | 367,286.50 |
| Pull-tab prizes | 790,407.88 | 550,705.47 | 790,407.88 | 550,705.47 |
| Advertising/publicity | 929,976.38 | 1,308,031.93 | 929,976.38 | 1,308,031.93 |
| Retailer compensation expense | 2,219,265.02 | 3,294,868.14 | 2,219,265.02 | 3,294,868.14 |
| Ticket expense | 241,252.52 | 229,737.75 | 241,252.52 | 229,737.75 |
| Vendor compensation expense | 542,419.47 | 816,965.60 | 542,419.47 | 816,965.60 |
| Salary and benefits | 957,673.42 | 878,444.88 | 957,673.42 | 878,444.88 |
| Travel | 21,184.08 | 23,564.70 | 21,184.08 | 23,564.70 |
| Supplies | 6,338.24 | 5,933.82 | 6,338.24 | 5,933.82 |
| Printing | 40.00 | - | 40.00 | - |
| Postage | 350.25 | 393.87 | 350.25 | 393.87 |
| Communications | 16,615.63 | 19,694.20 | 16,615.63 | 19,694.20 |
| Rentals | 8,571.60 | 8,568.74 | 8,571.60 | 8,568.74 |
| Utilities | 9,200.27 | 8,822.47 | 9,200.27 | 8,822.47 |
| Professional fees | 6,877.50 | 7,319.00 | 6,877.50 | 7,319.00 |
| Vending machine maintenance | 26,006.40 | 25,232.43 | 26,006.40 | 25,232.43 |
| Outside services and repairs | 131,996.39 | 101,332.70 | 131,996.39 | 101,332.70 |
| Data processing | 6,941.81 | 11,408.50 | 6,941.81 | 11,408.50 |
| Equipment | 52,419.72 | 44,143.80 | 52,419.72 | 44,143.80 |
| Reimbursement to other state agencies | 32,479.80 | 26,510.97 | 32,479.80 | 26,510.97 |
| Depreciation | 38,694.03 | 41,609.10 | 38,694.03 | 41,609.10 |
| Amortization | 45,884.70 | 45,884.70 | 45,884.70 | 45,884.70 |
| MUSL/Lotto administrative expense | 11,435.32 | 9,998.30 | 11,435.32 | 9,998.30 |
| Debit card fees | 18,287.30 | 24,942.00 | 18,287.30 | 24,942.00 |
| Other | 115,118.67 | 4,774.25 | 115,118.67 | 4,774.25 |
| Total operating expenses | <u>27,673,332.62</u> | <u>38,202,295.35</u> | <u>27,673,332.62</u> | <u>38,202,295.35</u> |
| Operating income | <u>6,579,711.02</u> | <u>11,421,180.51</u> | <u>6,579,711.02</u> | <u>11,421,180.51</u> |
| Non-operating revenue (expenses): | | | | |
| Proceeds to state causes | (6,629,199.38) | (11,582,795.92) | (6,629,199.38) | (11,582,795.92) |
| Interest income | 29,030.23 | 8,595.03 | 29,030.23 | 8,595.03 |
| Interest expense | (2,072.13) | (2,589.11) | (2,072.13) | (2,589.11) |
| Gain (Loss) on disposal of capital assets | - | 23,155.00 | - | 23,155.00 |
| Net non-operating revenues (expenses) | <u>(6,602,241.28)</u> | <u>(11,553,635.00)</u> | <u>(6,602,241.28)</u> | <u>(11,553,635.00)</u> |
| Change in net position | <u>(22,530.26)</u> | <u>(132,454.49)</u> | <u>(22,530.26)</u> | <u>(132,454.49)</u> |
| Net position beginning of period | 9,344,780.56 | 6,908,834.45 | 9,344,780.56 | 6,908,834.45 |
| Net position end of period | <u>9,322,250.30</u> | <u>6,776,379.96</u> | <u>9,322,250.30</u> | <u>6,776,379.96</u> |