



OFFICE OF AUDITOR OF STATE  
STATE OF IOWA

David A. Vaudt, CPA  
Auditor of State

State Capitol Building  
Des Moines, Iowa 50319-0004

Telephone (515) 281-5834 Facsimile (515) 242-6134

NEWS RELEASE

FOR RELEASE

January 9, 2012

Contact: Andy Nielsen  
515/281-5834

Auditor of State David A. Vaudt today released an audit report on the Iowa Lottery Authority for the year ended June 30, 2011. The Iowa Lottery Authority oversees the marketing of lottery games and performs the administrative duties necessary to maximize the amount of money deposited to the State General Fund. Total operating revenue for the year ended June 30, 2011 increased 5.95% over the prior year.

Comparative operating data is as follows:

|  | Year ended<br>June 30, 2011 | Year ended<br>June 30, 2010 | %<br>Increase<br>(Decrease) |
|--|-----------------------------|-----------------------------|-----------------------------|
| Revenues:                                  |                             |                             |                             |
| Instant-scratch ticket                     | \$ 165,329,031              | \$ 143,759,258              | 15.00%                      |
| Pick 3                                     | 6,573,020                   | 6,531,001                   | 0.64%                       |
| Pick 4                                     | 2,701,949                   | 2,662,191                   | 1.49%                       |
| Powerball                                  | 47,124,656                  | 59,190,012                  | (20.38%)                    |
| Mega Millions                              | 16,051,016                  | 5,544,128                   | 189.51%                     |
| Hot Lotto                                  | 11,608,730                  | 13,653,746                  | (14.98%)                    |
| Raffle                                     | -                           | 789,200                     | (100.00%)                   |
| \$100,000 Cash Game                        | 3,687,370                   | 3,908,785                   | (5.66%)                     |
| Pull-tab                                   | 18,315,275                  | 20,217,316                  | (9.41%)                     |
| Other                                      | 143,708                     | 26,122                      | 450.14%                     |
| Total operating revenue                    | 271,534,755                 | 256,281,759                 | 5.95%                       |
| Prize expense                              | 158,961,078                 | 150,453,787                 | 5.65%                       |
| Other expense                              | 44,692,884                  | 48,451,865                  | (7.76%)                     |
| Proceeds deposited to State General Fund   | 64,896,382                  | 55,245,512                  | 17.47%                      |
| Proceeds deposited to Veteran's Trust Fund | 3,105,371                   | 2,661,554                   | 16.68%                      |

An analysis of prizes awarded for the year ended June 30, 2011 is as follows:

|                            |   |                                     |
|----------------------------|---|-------------------------------------|
| Scratch ticket prizes      | = | 63% of Instant-scratch ticket sales |
| Pick 3 prizes              | = | 59% of Pick 3 sales                 |
| Pick 4 prizes              | = | 59% of Pick 4 sales                 |
| Powerball prizes           | = | 48% of Powerball sales              |
| Mega Millions prizes       | = | 52% of Mega Millions sales          |
| Hot Lotto prizes           | = | 48% of Hot Lotto sales              |
| \$100,000 Cash Game prizes | = | 47% of \$100,000 Cash Game sales    |
| Pull-tab prizes            | = | 63% of Pull-tab sales               |

The Iowa Lottery Authority spent \$6,647,468 on advertising production and media purchases for the year ended June 30, 2011, representing 2.4% of revenue. Iowa law allows the Iowa Lottery Authority to spend up to 4% of revenue for the marketing of lottery games.

A copy of the audit report is available for review at the Iowa Lottery Authority, in the Office of Auditor of State and on the Auditor of State's web site at <http://auditor.iowa.gov/reports/1260-6270-B000.pdf>.

# # #

**IOWA LOTTERY AUTHORITY**  
**INDEPENDENT AUDITOR'S REPORTS**  
**BASIC FINANCIAL STATEMENTS AND**  
**SUPPLEMENTARY INFORMATION**  
**SCHEDULE OF FINDINGS**

**JUNE 30, 2011**

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**Iowa Lottery Authority**

**Officials**

**Governor**

Honorable Chester J. Culver  
(Ended during January 2011)

Honorable Terry E. Branstad  
(Began during January 2011)

**Director, Department of Management**

Richard C. Oshlo, Jr.  
(Ended during January 2011)

David Roederer  
(Began during January 2011)

**Director, Legislative Services Agency**

Glen P. Dickinson

**Iowa Lottery Authority Board of Directors**

Brad P. Schroeder  
Deb Burnight  
Mary Junge  
Michael Klappholz  
Herman Richter

Acting Chairperson  
Member  
Member  
Member  
Member

**Ex-Officio Member**

Honorable Michael L. Fitzgerald

Treasurer of State

**Iowa Lottery Authority**

Terry Rich  
Brenda Loy

Chief Executive Officer  
Vice President of Finance and Chief  
Financial Officer

**Iowa Lottery Authority**



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Independent Auditor's Report

To the Board Members of the  
Iowa Lottery Authority:

We have audited the accompanying financial statements of the Iowa Lottery Authority, a component unit of the State of Iowa, as of and for the year ended June 30, 2011, which collectively comprise the Iowa Lottery Authority's basic financial statements listed in the table of contents. These financial statements are the responsibility of the Iowa Lottery Authority's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with U.S. generally accepted auditing standards and the standards applicable to financial audits contained in Government Auditing Standards, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe our audit provides a reasonable basis for our opinion.

As discussed in Note 1, the financial statements of the Iowa Lottery Authority are intended to present the financial position, and the changes in financial position and cash flows, of only that portion of the financial reporting entity of the State of Iowa attributable to the transactions of the Iowa Lottery Authority. They do not purport to, and do not, present fairly the financial position of the State of Iowa as of June 30, 2011, and the changes in its financial position and its cash flows for the year then ended in conformity with U.S. generally accepted accounting principles.

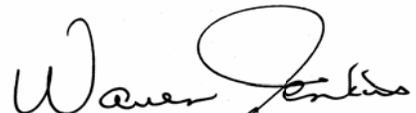
In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Iowa Lottery Authority at June 30, 2011, and the changes in its financial position and its cash flows for the year then ended in conformity with U.S. generally accepted accounting principles.

In accordance with Government Auditing Standards, we have also issued our report dated December 8, 2011 on our consideration of the Iowa Lottery Authority's internal control over financial reporting and our tests of its compliance with certain provisions of laws, regulations, contracts and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with Government Auditing Standards and should be considered in assessing the results of our audit.

Management's Discussion and Analysis on pages 7 through 10 is not a required part of the basic financial statements, but is supplementary information required by the Governmental Accounting Standards Board. We have applied certain limited procedures, which consisted principally of inquiries of management regarding the methods of measurement and presentation of the required supplementary information. We did not audit the information and express no opinion on it.

Our audit was conducted for the purpose of forming an opinion on the financial statements that collectively comprise the Iowa Lottery Authority's basic financial statements. We previously audited, in accordance with the standards referred to in the second paragraph of this report, the financial statements for the five years ended June 30, 2011 (which are not presented herein) and expressed unqualified opinions on those financial statements. Other supplementary information included in Schedules 1 through 5 is presented for purposes of additional analysis and is not a required part of the basic financial statements. Such information has been subjected to the auditing procedures applied in our audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

  
DAVID A. VAUDT, CPA  
Auditor of State

  
WARREN G. JENKINS, CPA  
Chief Deputy Auditor of State

December 8, 2011

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## **MANAGEMENT'S DISCUSSION AND ANALYSIS**

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Management of the Iowa Lottery Authority (Lottery) provides this Management's Discussion and Analysis of the Lottery's annual financial statements. This narrative overview and analysis of the financial activities of the Lottery is for the fiscal year ended June 30, 2011. We encourage readers to consider this information in conjunction with the Lottery's financial statements, which follow this section.

### **FINANCIAL HIGHLIGHTS**

Here are some key financial highlights from fiscal year 2011:

- Lottery sales totaled \$271.4 million in fiscal year 2011, an increase of 5.9% over prior year sales of \$256.3 million. Fiscal year 2011 sales generated the highest revenues from the sale of core lottery products (lotto games, instant-scratch games and pull-tab games) in Lottery history.
- Sales of instant-scratch tickets rose 15% to a record \$165.3 million in fiscal year 2011. The Lottery's previous record for instant-scratch ticket sales had been set in fiscal year 2010 when \$143.8 million in instant-scratch tickets were sold.
- The Lottery raised \$68 million in proceeds for state programs in fiscal year 2011 compared to \$57.9 million the year before, an increase of 17.4%. This marks the highest proceeds in total for lotto, instant-scratch and pull-tab games since the Lottery's start in 1985.
- Since the Lottery's inception in 1985, its players have won more than \$2.7 billion in prizes while the Lottery has raised more than \$1.3 billion for state programs.

### **USING THIS ANNUAL REPORT**

This discussion and analysis is intended to serve as an introduction to the Lottery's basic financial statements. The Lottery's basic financial statements consist of a series of financial statements. The Statement of Net Assets, the Statement of Revenues, Expenses and Changes in Net Assets and the Statement of Cash Flows (on pages 12 through 14) provide information about the activities of the Lottery as a whole and present a longer-term view of the Lottery's finances. These basic financial statements also include the Notes to Financial Statements which explain some of the information in the statements and provide more detail. Supplementary information is in schedule form and begins on page 27.

### **REPORTING THE IOWA LOTTERY AS A WHOLE**

One of the most important questions asked about the Lottery's finances is, "Is the Lottery as a whole better off or worse off as a result of the year's activities?" The Statement of Net Assets and the Statement of Revenues, Expenses and Changes in Net Assets report information about the Lottery as a whole and its activities in a way that helps answer this question. These statements include all assets and liabilities using the accrual basis of accounting, which is similar to the accounting used by most private-sector companies. All of the current year's revenues and expenses are taken into account regardless of when cash is received or paid. The Lottery's financial statements include the following statements.

The Statement of Net Assets presents all of the Lottery's assets and liabilities, with the difference between the two reported as "net assets". Per Section 99G.9A of the Code of Iowa, net proceeds from two instant-scratch and two pull-tab games will be deposited to the Veteran's Trust

Fund. In addition, Section 99G.2 of the Code of Iowa requires all Lottery revenue remaining after expenses to be deposited to the State General Fund. Section 99G.40 of the Code of Iowa requires these deposits to occur on a quarterly basis. However, the Lottery may retain an amount sufficient to cover anticipated administrative expenses for a period of 21 (twenty-one) days. Unrestricted net assets are calculated as the sum of cash retained for vehicle purchases, ticket inventories and the net book value of capital assets, less related bonds payable.

The Statement of Revenues, Expenses and Changes in Net Assets presents information showing how the Lottery's net assets changed during the most recent fiscal year. All changes in net assets are reported as soon as the event or change occurs, regardless of the timing of related cash flows. Thus, revenues and expenses are reported in this statement for some items that will not result in cash flows until future fiscal years. Both ticket sales and related proceeds deposited to the State serve as useful indicators of the Lottery's future ability to provide a steady, reliable stream of revenue to the State.

The Statement of Cash Flows reports cash receipts, cash payments and net changes in cash and cash equivalents resulting from four defined types of activities. It provides answers to such questions as where did cash come from, what was cash used for and what was the change in cash and cash equivalents during the fiscal year.

The Notes to Financial Statements provide additional information essential to a full understanding of the data provided in the basic financial statements. The Notes to Financial Statements begin on page 15.

The Supplementary Information begins on page 27 and provides detailed information about other operating expenses by object. Schedule 2 shows revenues and expenses by individual Lottery games. Schedule 3 provides an analysis of net assets. In addition, other financial data in this section compares revenues and prize payouts over the past six years by game.

## **FINANCIAL ANALYSIS**

The Lottery's assets totaled \$43 million at the end of 2011 compared to \$42.3 million at the end of the previous year, an increase of \$0.7 million. The increase of \$0.7 million in assets was due primarily to: (a) an increase of \$1.5 million in cash due to the timing of vendor payments and an increase in proceeds to be deposited to the state, (b) an increase of \$0.6 million in accounts receivable due to an additional day of sales activity in fiscal year 2011 compared to fiscal year 2010, (c) an increase of \$0.5 million in prize reserve balances on hand with the Multi-State Lottery Association and (d) a decrease of \$1.9 million in investment in prize annuities for payments made to 28 annuitants, 10 of which were final payments.

Current liabilities increased \$1.7 million during fiscal year 2011, primarily due to an increase in the amount of proceeds to be deposited to the State for the 4th quarter. Long-term accounts payable and accruals decreased \$0.3 million in fiscal year 2011, primarily due to payments made under the State Employee Retirement Incentive Program (SERIP).

Net assets invested in capital assets increased \$0.2 million from fiscal year 2010. Unrestricted net assets represent assets used to meet the Lottery's ongoing obligations to vendors and creditors. Unrestricted net assets decreased \$0.3 million from the previous fiscal year.

|   | June 30,             |                   |
|---|----------------------|-------------------|
|   | 2011                 | 2010              |
| <b>Net Assets:</b>                              |                      |                   |
| Current assets                                  | \$ 27,179,585        | 25,866,253        |
| Prize reserve                                   | 4,854,952            | 4,358,760         |
| Investment in prize annuities                   | 7,436,761            | 8,646,689         |
| Capital assets, net                             | 3,571,683            | 3,435,075         |
| <b>Total assets</b>                             | <b>\$ 43,042,981</b> | <b>42,306,777</b> |
| Current liabilities                             | \$ 23,534,171        | 21,849,028        |
| Prize reserve                                   | 4,854,952            | 4,358,760         |
| Long-term accounts payable and accruals         | 931,322              | 1,207,525         |
| Long-term annuity prizes payable                | 7,436,761            | 8,646,689         |
| Long-term bonds payable                         | 1,100,000            | 1,200,000         |
| Other long-term liabilities                     | 1,001,036            | 842,836           |
| <b>Total liabilities</b>                        | <b>\$ 38,858,242</b> | <b>38,104,838</b> |
| Net assets:                                     |                      |                   |
| Invested in capital assets, net of related debt | \$ 2,371,683         | 2,135,075         |
| Unrestricted                                    | 1,813,056            | 2,066,864         |
| <b>Total net assets</b>                         | <b>\$ 4,184,739</b>  | <b>4,201,939</b>  |

The next schedule helps to highlight the activity for fiscal year 2011 as compared to fiscal year 2010.

|  | Year ended June 30, |                   |
|--|---------------------|-------------------|
|  | 2011                | 2010              |
| <b>Changes in Net Assets:</b>              |                     |                   |
| <b>Operating revenues:</b>                 |                     |                   |
| Ticket sales                               | \$ 271,391,047      | 256,255,637       |
| Application fees                           | 5,575               | 3,975             |
| Other                                      | 138,133             | 22,147            |
| Total operating revenues                   | 271,534,755         | 256,281,759       |
| <b>Operating expenses:</b>                 |                     |                   |
| Prizes                                     | 158,961,078         | 150,453,787       |
| Other operating expenses                   | 44,692,884          | 48,451,865        |
| Total operating expenses                   | 203,653,962         | 198,905,652       |
| <b>Operating income</b>                    | <b>67,880,793</b>   | <b>57,376,107</b> |
| <b>Non-operating revenues (expenses):</b>  |                     |                   |
| Proceeds deposited to State General Fund   | (64,896,382)        | (55,245,512)      |
| Proceeds deposited to Veteran's Trust Fund | (3,105,371)         | (2,661,554)       |
| Interest income                            | 146,178             | 364,957           |
| Interest expense                           | (42,418)            | (45,702)          |
| Net non-operating expenses                 | (67,897,993)        | (57,587,811)      |
| <b>Changes in net assets</b>               | <b>(17,200)</b>     | <b>(211,704)</b>  |
| <b>Net assets beginning of year</b>        | <b>4,201,939</b>    | <b>4,413,643</b>  |
| <b>Net assets end of year</b>              | <b>\$ 4,184,739</b> | <b>4,201,939</b>  |

Lottery sales for fiscal year 2011 were up 5.9%, reaching \$271.4 million for traditional lottery products, compared to \$256.3 million for fiscal year 2010. Of the three core lottery product types (lotto, instant-scratch and pull-tab), instant-scratch sales grew the most, increasing 15% compared to the prior year. Sales of lotto games and pull-tab games decreased 4.9% and 9.4%, respectively. The increase in instant-scratch sales is attributable to several factors, including a renewed concentration on strategic statewide promotions which were attractive to a

broad-based audience, new play actions on some tickets and additional features on others, a strategic mix of games based upon analysis of player feedback and an emphasis on retailers carrying more games or a different mix of price points in tickets.

The Lottery's operating expenses were up 2.4% in the current fiscal year. Prize expense is the largest operating expense and accounts for 58.6% of sales. Overall, prize expense increased 5.7% in fiscal year 2011 due to increased sales, which in turn produced higher prize payouts. The next largest operating expense is retailer compensation expense, which accounts for 6.4% of all sales. Retailers earned a total of \$17.3 million in commissions on sales of all Lottery products during fiscal year 2011, an increase of 7.3% from the previous year. In addition, the Lottery awards incentive compensation to retailers which increase their sales from a base level determined by the Lottery, as well as bonus payments to retailers which sell jackpot-winning tickets in Powerball, Mega Millions and Hot Lotto and tickets winning prizes of at least \$100,000 in all its lotto games.

Overall, the Lottery's proceeds for state programs increased 17.4 percent in fiscal year 2011, totaling \$68 million compared to \$57.9 million a year earlier. Proceeds deposited to the State General Fund for fiscal year 2011 were \$64.9 million, compared to the previous year's total of \$55.2 million. Proceeds deposited to the Veteran's Trust Fund totaled \$3.1 million in the current fiscal year, an increase of \$0.4 million from fiscal year 2010.

#### **CAPITAL ASSETS AND DEBT ADMINISTRATION**

The Lottery's investment in capital assets as of June 30, 2011 was \$10.9 million, net of accumulated depreciation of \$7.3 million, leaving a book value of \$3.6 million. Additional information about the Lottery's capital assets is presented in note 5 to the financial statements.

On June 30, 2011, the Lottery had \$1.2 million in revenue bonds outstanding. Principal and interest paid on the revenue bonds in the current fiscal year totaled \$100,000 and \$42,692, respectively. More detailed information about the Lottery's revenue bonds is presented in note 6 to the financial statements.

#### **ECONOMIC FACTORS AND NEXT YEAR'S BUDGET**

The Lottery's management considered many factors when establishing the fiscal year 2012 budget. Overall, the Lottery expects sales to remain flat due to a weakened U.S. economy but is committed to meeting the budgeted proceeds for state programs.

#### **CONTACTING THE IOWA LOTTERY'S FINANCIAL MANAGEMENT**

This financial report is designed to present users with a general overview of the Lottery's finances and demonstrate the Lottery's accountability for the funds generated. If you have questions about the report or need additional financial information, please contact the Finance Department, Iowa Lottery Headquarters, 2323 Grand Ave., Des Moines, Iowa 50312-5307.

## **Basic Financial Statements**

**Exhibit A**

Iowa Lottery Authority  
Statement of Net Assets  
June 30, 2011

| <b>Assets</b>                                   |                     |
|---|---------------------|
| Current assets:                                 |                     |
| Cash  | \$ 19,424,555       |
| Restricted assets - cash                        | 301,941             |
| Prepaid expense                                 | 197,965             |
| Interest receivable                             | 6,894               |
| Accounts receivable, net                        | 4,294,069           |
| Ticket inventories                              | 1,524,132           |
| Investment in prize annuities                   | 1,430,029           |
| Total current assets                            | <u>27,179,585</u>   |
| Noncurrent assets:                              |                     |
| Prize reserve                                   | 4,854,952           |
| Investment in prize annuities                   | 7,436,761           |
| Capital assets, net                             | 3,571,683           |
| Total noncurrent assets                         | <u>15,863,396</u>   |
| <b>Total assets</b>                             | <u>43,042,981</u>   |
| <b>Liabilities</b>                              |                     |
| Current liabilities:                            |                     |
| Lotto prizes payable                            | 2,111,083           |
| Annuity prizes payable                          | 1,430,029           |
| Accounts payable and accruals                   | 18,692,749          |
| Interest payable                                | 3,284               |
| Bonds payable                                   | 100,000             |
| Deferred revenue                                | 331,284             |
| Salary and benefits payable                     | 143,140             |
| Compensated absences                            | 722,602             |
| Total current liabilities                       | <u>23,534,171</u>   |
| Long-term liabilities:                          |                     |
| Accounts payable and accruals                   | 931,322             |
| Prize reserve                                   | 4,854,952           |
| Bonds payable                                   | 1,100,000           |
| Compensated absences and OPEB                   | 1,001,036           |
| Annuity prizes payable                          | 7,436,761           |
| Total long-term liabilities                     | <u>15,324,071</u>   |
| <b>Total liabilities</b>                        | <u>38,858,242</u>   |
| <b>Net Assets</b>                               |                     |
| Invested in capital assets, net of related debt | 2,371,683           |
| Unrestricted                                    | 1,813,056           |
| <b>Total net assets</b>                         | <u>\$ 4,184,739</u> |

See notes to financial statements.

## Iowa Lottery Authority

## Statement of Revenues, Expenses and Changes in Net Assets

Year ended June 30, 2011

|   |                     |
|---|---------------------|
| Operating revenues:                                     |                     |
| Instant-scratch ticket sales                            | \$ 165,329,031      |
| Pick 3 sales  | 6,573,020           |
| Pick 4 sales  | 2,701,949           |
| Powerball sales   | 47,124,656          |
| Mega Millions sales                                     | 16,051,016          |
| Hot Lotto sales   | 11,608,730          |
| \$100,000 Cash Game sales                               | 3,687,370           |
| Pull-tab sales  | 18,315,275          |
| Application fees  | 5,575               |
| Other   | 138,133             |
| Total operating revenues                                | <u>271,534,755</u>  |
| Operating expenses:                                     |                     |
| Prizes:   |                     |
| Scratch ticket  | 103,652,725         |
| Pick 3  | 3,894,422           |
| Pick 4  | 1,596,054           |
| Powerball   | 22,553,385          |
| Mega Millions   | 8,365,976           |
| Hot Lotto   | 5,608,729           |
| \$100,000 Cash Game                                     | 1,745,257           |
| Pull-tab  | 11,458,672          |
| Promotional   | 85,858              |
| Total prizes  | <u>158,961,078</u>  |
| Retailer compensation                                   | 17,285,881          |
| Advertising production and media purchases              | 6,647,468           |
| Retailer lottery system/terminal communications         | 6,246,090           |
| Instant/pull-tab ticket expense and machine maintenance | 3,380,320           |
| Terminal equipment/ticket dispensers                    | 185,670             |
| Other operating expenses                                | 10,947,455          |
| Total operating expenses                                | <u>203,653,962</u>  |
| Operating income  | <u>67,880,793</u>   |
| Non-operating revenues (expenses):                      |                     |
| Proceeds deposited to State General Fund                | (64,896,382)        |
| Proceeds deposited to Veteran's Trust Fund              | (3,105,371)         |
| Interest income   | 146,178             |
| Interest expense  | (42,418)            |
| Net non-operating expenses                              | <u>(67,897,993)</u> |
| Change in net assets                                    | (17,200)            |
| Net assets beginning of year                            | <u>4,201,939</u>    |
| Net assets end of year                                  | <u>\$ 4,184,739</u> |

See notes to financial statements.

**Exhibit C**

Iowa Lottery Authority  
Statement of Cash Flows  
Year ended June 30, 2011

|   |                      |
|---|----------------------|
| Cash flows from operating activities:   |                      |
| Cash received from customers  | \$ 270,959,185       |
| Cash paid for prizes  | (161,339,937)        |
| Cash paid to retailers  | (17,285,881)         |
| Cash paid to suppliers for goods and services   | (18,358,107)         |
| Cash paid to employees for services   | (8,641,917)          |
| Other operating revenues  | 142,397              |
| Net cash provided by operating activities   | <u>65,475,740</u>    |
| Cash flows from non-capital financing activities:                                       |                      |
| Proceeds deposited to the State   | <u>(66,107,064)</u>  |
| Cash flows from capital and related financing activities:                               |                      |
| Principal paid on capital debt  | (100,000)            |
| Interest paid on capital debt   | (42,692)             |
| Acquisition of capital assets   | (263,916)            |
| Proceeds from sale of capital assets  | 11,111               |
| Net cash used for capital and related financing activities                              | <u>(395,497)</u>     |
| Cash flows from investing activities:   |                      |
| Interest income   | 158,958              |
| Annuity payments received   | 2,167,000            |
| Net cash provided by investing activities   | <u>2,325,958</u>     |
| Net increase in cash  | 1,299,137            |
| Cash beginning of year  | 18,427,359           |
| Cash end of year  | <u>\$ 19,726,496</u> |
| <b>Reconciliation of operating income to net cash provided by operating activities:</b> |                      |
| Operating income  | <u>\$ 67,880,793</u> |
| Adjustments to reconcile operating income to net cash provided by operating activities: |                      |
| Depreciation  | \$ 117,508           |
| Gain on sale of capital assets  | (1,311)              |
| Change in assets and liabilities:   |                      |
| Increase in prepaid expense   | (172,136)            |
| Increase in accounts receivable   | (590,935)            |
| Decrease in ticket inventories  | 69,940               |
| Increase in accounts payable and accruals   | 72,804               |
| Decrease in prizes payable  | (184,041)            |
| Increase in deferred revenue  | 165,212              |
| Increase in compensated absences  | 243,684              |
| Increase in salary and benefits payable   | 41,222               |
| Decrease in prize annuities   | (2,167,000)          |
| Total adjustments   | <u>(2,405,053)</u>   |
| Net cash provided by operating activities   | <u>\$ 65,475,740</u> |

See notes to financial statements.

Iowa Lottery Authority

Notes to Financial Statements

June 30, 2011

**(1) Summary of Significant Accounting Policies**

The Iowa Lottery Authority was created by the 2003 Iowa Legislature as the successor to the Lottery Division of the Iowa Department of Revenue and Finance.

The Iowa Lottery Authority, a component unit of the State of Iowa, is a public instrumentality of the State of Iowa with comprehensive and extensive powers to operate a state lottery. The Iowa Lottery Authority has the responsibility to operate and manage lottery games in a manner to provide continuing entertainment to the public, maximize revenues and deposit the net proceeds to the General Fund of the State of Iowa and ensure the lottery is operated with integrity and dignity and free from political influence. The Iowa Lottery Authority oversees the marketing of lottery games and performs the administrative procedures necessary to ensure the most efficient and effective operation possible.

The head of the Iowa Lottery Authority is a Chief Executive Officer appointed by the Governor. The Governor also appoints the Iowa Lottery Authority Board, consisting of five members.

The Board and Chief Executive Officer have joint responsibility for entering into major contracts, procuring the printing of instant-scratch and pull-tab tickets and for the purchase or lease of equipment or services essential to the operation of a lottery game.

The Board must promulgate rules regarding the following:

- (a) Types, prize structure and price of lottery games.
- (b) Retailer licensing requirements, fees, incentives, locations and compensation.
- (c) Method of selecting winning tickets or shares, manner of prize payment, method of ticket validation, preliminary drawings and jackpot events, ticket printing and purchasing.

The organizational structure of the Iowa Lottery Authority consists of five sections: Security, Finance, Operations, Marketing and Sales.

The financial statements of the Iowa Lottery Authority have been prepared in conformity with U.S. generally accepted accounting principles as applied to governmental units. The more significant of the Iowa Lottery Authority's accounting policies are described below.

**A. Reporting Entity**

For financial reporting purposes, the Iowa Lottery Authority has included all funds. The Iowa Lottery Authority has also considered all potential component units for which it is financially accountable and other organizations for which the nature and significance of their relationship with the Iowa Lottery Authority are such that exclusion would cause the Iowa Lottery Authority's financial statements to be misleading or incomplete. The Governmental Accounting Standards Board has set forth criteria to be considered in determining financial accountability. These criteria include appointing a voting majority of an organization's governing body and (1) the ability of the

Iowa Lottery Authority to impose its will on that organization or (2) the potential for the organization to provide specific benefits to or impose specific financial burdens on the Iowa Lottery Authority. The Iowa Lottery Authority has no component units which meet the Governmental Accounting Standards Board criteria.

B. Fund Accounting

The Iowa Lottery Authority is reported for accounting purposes as an Enterprise Fund. The operations of the fund are accounted for with self-balancing accounts which comprise its assets, liabilities, net assets, revenues and expenses. Enterprise Funds are used to report activities for which fees are charged to external users for goods or services.

C. Measurement Focus

Enterprise Funds are accounted for on a cost of services or “capital maintenance” measurement focus. This means all assets and liabilities, whether current or non-current, associated with their activity are included in the statement of net assets, with the difference reported as net assets. Enterprise Fund operating statements present increases (revenues) and decreases (expenses) in net total assets.

In reporting the financial activity of its Enterprise Fund, the Iowa Lottery Authority applies all applicable GASB pronouncements, as well as the following pronouncements issued on or before November 30, 1989, unless these pronouncements conflict with or contradict GASB pronouncements: Financial Accounting Standards Board Statements and Interpretations, Accounting Principles Board Opinions and Accounting Research Bulletins of the Committee on Accounting Procedure.

D. Basis of Accounting

Basis of accounting refers to when revenues and expenses are recognized in the accounts and reported in the financial statements. Basis of accounting relates to the timing of the measurements made, regardless of the measurement focus applied.

The Enterprise Fund is accounted for using the accrual basis of accounting. Revenues are recognized when earned and expenses are recognized when incurred.

The Iowa Lottery Authority distinguishes operating revenues and expenses from non-operating items. Operating revenues and expenses generally result from providing services and producing and delivering goods in connection with an Enterprise Fund’s principal ongoing operations. All revenues and expenses not meeting this definition are reported as non-operating revenues and expenses.

E. Budgets and Budgetary Accounting

Budgetary control is exercised over the Iowa Lottery Authority by the Board and Chief Executive Officer through the budgetary process prescribed in Chapter 99G of the Iowa Code.

F. Revenue Recognition

Sales of instant-scratch, pull-tab and lotto tickets are made to the public through licensed retail sales agents. Instant-scratch ticket sales are recognized when the retailer settles a pack of tickets. Revenues for pull-tab games are recognized upon the sale of tickets to the retail sales agents.

Revenues for lotto games are recognized as the drawings are held. Deferred revenue represents lotto tickets sold for future prize drawings.

G. Assets, Liabilities and Net Assets

The following accounting policies are followed in preparing the basic financial statements:

Cash, Pooled Investments and Cash Equivalents

Generally, all cash is held on deposit with the Treasurer of State and is invested by that office. Interest on funds held by the State Treasurer is credited to the Iowa Lottery Authority as received.

The Iowa Lottery Authority also earned interest on the prize reserve maintained by the Multi-State Lottery Association (MUSL).

Restricted Assets - Cash

The Iowa Lottery Authority retains cash for the purpose of purchasing replacement vehicles. Also included are annuity payments received by the Iowa Lottery Authority during the fiscal year which are not owed to jackpot winners until the next fiscal year.

Investments

Investments are reported at fair value. Insurance annuities are valued on the basis of future installment payments and are discounted using established annuity contract interest rates.

Ticket Inventories

Inventories consist of instant-scratch tickets held by retailers which have not settled, instant-scratch and pull-tab tickets held by the Lottery's sales representatives and instant-scratch and pull-tab tickets stored in the main or regional warehouses for games in progress or new games. Inventories are carried at cost using the specific identification method. Tickets are charged to instant/pull-tab ticket expense and machine maintenance when sold or voided. Unsold tickets are expensed upon the end or cancellation of a lottery game.

Certain instant-scratch games use the shared risk approach and carry no inventory on the financial statements. For these games, the tickets are not billed by the supplier until the tickets are sold, at which time the Iowa Lottery Authority records the related ticket expense.

Prize Reserve

The Iowa Lottery Authority makes weekly payments to the Multi-State Lottery Association. Such payments are for the purpose of funding the jackpot prize and funding an errors and omissions reserve.

Capital Assets

Capital assets, which include buildings, vehicles and equipment, are defined by the Iowa Lottery Authority as assets with an initial individual cost of more than \$5,000 and an estimated useful life in excess of two years and assets purchased through special financing arrangements. Such assets are recorded at historical cost.

The costs of normal maintenance and repair that do not add to the value of the asset or materially extend asset lives are not capitalized.

Depreciation is computed using the straight-line method over the following estimated useful lives:

| <u>Asset</u> | <u>Years</u> |
|--------------|--------------|
| Buildings    | 39           |
| Equipment    | 5-10         |
| Vehicles     | 2-4          |

#### Prize Liabilities

The prize liabilities for the \$100,000 Cash Game, the Pick 3 Game and the Pick 4 Game are determined by actual matches and are recognized daily after the drawings are held. The prize liabilities for Powerball, Mega Millions and Hot Lotto are determined and recognized twice a week after the jackpot drawings are held. Prizes for Pick 3, Pick 4 and the \$100,000 Cash Game may be claimed up to 90 days after the drawings are held. Prizes for Powerball, Mega Millions and Hot Lotto may be claimed up to one year after the drawings are held.

#### Compensated Absences and Other Postemployment Benefits (OPEB)

Employees accumulate a limited amount of earned but unused vacation and sick leave for subsequent use, for payment of the employer portion of insurance premiums upon retirement or for payment upon termination, death or retirement. The liabilities recorded for compensated absences are based on current rates of pay and current insurance rates.

The State of Iowa provides access to postretirement medical benefits to all retirees as required by Chapter 509A.13 of the Code of Iowa. Although the retirees generally must pay 100% of the premium rate, GASB Statement No. 45 requires employers recognize the implicit rate subsidy in postretirement medical plans provided by governmental employers.

#### Reclassifications

Certain prior year amounts have been reclassified to conform to current year presentations.

## **(2) Deposits and Investments**

The Iowa Lottery Authority's deposits with the office of the Treasurer of State throughout the period and at June 30, 2011 were entirely covered by federal depository insurance or by the State Sinking Fund in accordance with Chapter 12C of the Code of Iowa.

The Iowa Lottery Authority held investments totaling \$8,866,790 for the purpose of paying installment prizes. The Iowa Lottery Authority may invest in financial instruments carrying the full faith and credit of the U.S. government or insurance annuities.

The Iowa Lottery Authority is responsible for investing in insurance annuities. The Iowa Lottery Authority had investments in insurance annuities with a fair value of \$382,258 that are not subject to credit risk categorization.

The Treasurer of State is responsible for investing the Iowa Lottery Authority's funds, except for insurance annuities. The Iowa Lottery Authority's investments in U.S. government securities with a fair value of \$7,994,916 at June 30, 2011 are all insured and registered investments held by the State of Iowa or held by the State of Iowa's agent in the name of the State. The Iowa Lottery Authority also had investments of \$489,616 at June 30, 2011 in pooled funds and mutual funds.

At June 30, 2011, the Iowa Lottery Authority had the following fixed income investments and quality credit ratings:

| <b>Investment Type</b>     | <b>Total<br/>Market<br/>Value</b> | <b>Average<br/>Quality<br/>Rating</b> | <b>Effective<br/>Duration</b> |
|----------------------------|-----------------------------------|---------------------------------------|-------------------------------|
| Fixed income securities:   |                                   |                                       |                               |
| U.S. Government Agencies   | \$ 4,133,536                      | AA+                                   | 3.37                          |
| U.S. Government Treasuries | 3,861,380                         |                                       | 3.07                          |
|                            | \$ 7,994,916                      |                                       | 3.22                          |

**(3) Investment in Prize Annuities and Annuity Prizes Payable**

Assets totaling \$8,868,190, which includes \$8,866,790 of investments and \$1,400 of restricted assets, are held by the Iowa Lottery Authority for the purpose of paying installment prizes which have already been won but will not be fully paid until 2018. Annuity liabilities to fund jackpot winners are valued at an amount equal to the carrying values of the respective assets held to fund the annuity obligations. Annuity prizes payable do not include an additional liability of \$1,400 to taxing authorities which is classified as accounts payable and accruals. The following is a schedule of future payments:

| Year<br>Ending<br>June 30, | Current      | Long-term | Total     |
|----------------------------|--------------|-----------|-----------|
| 2012                       | \$ 1,488,000 | -         | 1,488,000 |
| 2013                       | -            | 1,488,000 | 1,488,000 |
| 2014                       | -            | 1,490,000 | 1,490,000 |
| 2015                       | -            | 1,486,000 | 1,486,000 |
| 2016                       | -            | 1,398,000 | 1,398,000 |
| 2017-2018                  | -            | 1,884,000 | 1,884,000 |
| Total future value         | 1,488,000    | 7,746,000 | 9,234,000 |
| Less: unamortized discount | (57,971)     | (309,239) | (367,210) |
| Present value of payments  | \$ 1,430,029 | 7,436,761 | 8,866,790 |

**(4) Accounts Receivable**

The components of accounts receivable at June 30, 2011 are as follows:

|                                      |              |
|--------------------------------------|--------------|
| Due from agents                      | \$ 5,060,804 |
| Due from others                      | 77,643       |
| Subtotal                             | 5,138,447    |
| Less allowance for doubtful accounts | (844,378)    |
| Accounts receivable, net             | \$ 4,294,069 |

Bad debt expense of \$6,139 was charged against instant-scratch ticket sales for the year ended June 30, 2011.

**(5) Capital Assets**

Capital assets activity for the year ended June 30, 2011 is as follows:

|   | Balance<br>Beginning<br>of Year | Additions | Deletions | Balance<br>End<br>of Year |
|---|---------------------------------|-----------|-----------|---------------------------|
| Capital assets not being depreciated:       |                                 |           |           |                           |
| Land  | \$ 392,110                      | -         | -         | 392,110                   |
| Capital assets being depreciated:           |                                 |           |           |                           |
| Buildings                                   | 1,986,487                       | -         | -         | 1,986,487                 |
| Equipment                                   | 7,401,476                       | 148,353   | 31,888    | 7,517,941                 |
| Vehicles                                    | 861,109                         | 115,563   | 26,020    | 950,652                   |
| Total capital assets being depreciated      | 10,249,072                      | 263,916   | 57,908    | 10,455,080                |
| Less accumulated depreciation for:          |                                 |           |           |                           |
| Buildings                                   | 260,205                         | 51,659    | -         | 311,864                   |
| Equipment                                   | 6,433,224                       | 65,849    | 30,488    | 6,468,585                 |
| Vehicles                                    | 512,678                         | -         | 17,620    | 495,058                   |
| Total accumulated depreciation              | 7,206,107                       | 117,508   | 48,108    | 7,275,507                 |
| Total capital assets being depreciated, net | 3,042,965                       | 146,408   | 9,800     | 3,179,573                 |
| Capital assets, net                         | \$ 3,435,075                    | 146,408   | 9,800     | 3,571,683                 |

**(6) Revenue Bonds Payable**

During fiscal year 2005, the Iowa Lottery Authority issued \$8,800,000 of revenue bonds with an interest rate of 3.284% per annum. The proceeds were used for the purchase, financing and installation of instant-scratch ticket and pull-tab vending machines and for the purchase and renovation of a building for the Iowa Lottery Authority's headquarters. The bonds mature over the next eight years. The remaining principal balance at June 30, 2011 was \$1,200,000.

The following is a schedule by year of the future payments required:

| Year<br>Ending<br>June 30, | Principal    | Interest | Total     |
|----------------------------|--------------|----------|-----------|
| 2012                       | \$ 100,000   | 39,408   | 139,408   |
| 2013                       | 100,000      | 36,124   | 136,124   |
| 2014                       | 100,000      | 32,840   | 132,840   |
| 2015                       | 100,000      | 29,556   | 129,556   |
| 2016                       | 200,000      | 26,272   | 226,272   |
| 2017-2019                  | 600,000      | 39,408   | 639,408   |
| Total                      | \$ 1,200,000 | 203,608  | 1,403,608 |

During the year ended June 30, 2011, \$100,000 of revenue bonds were retired.

**(7) Lease Commitment**

The Iowa Lottery Authority occupies office and warehouse facilities in Cedar Rapids, Mason City, Storm Lake, Council Bluffs and Ankeny under long-term operating leases which expire by June 30, 2017.

The following is a schedule, by year, of the future minimum rental payments required under operating leases which have initial or remaining non-cancelable lease terms in excess of one year as of June 30, 2011:

| Year<br>Ending<br>June 30, | Amount            |
|----------------------------|-------------------|
| 2012                       | \$ 265,139        |
| 2013                       | 198,215           |
| 2014                       | 198,983           |
| 2015                       | 188,798           |
| 2016                       | 128,319           |
| 2017                       | 10,833            |
| Total                      | <u>\$ 990,287</u> |

Rental expense for the year ended June 30, 2011 for all operating leases, except those with terms of a month or less that were not renewed, totaled \$275,352.

**(8) Pension and Retirement Benefits**

The Iowa Lottery Authority contributes to the Iowa Public Employees Retirement System (IPERS), which is a cost-sharing multiple-employer defined benefit pension plan administered by the State of Iowa. IPERS provides retirement and death benefits which are established by state statute to plan members and beneficiaries. IPERS issues a publicly available financial report that includes financial statements and required supplementary information. The report may be obtained by writing to IPERS, P.O. Box 9117, Des Moines, Iowa, 50306-9117.

Plan members are required to contribute 4.50% of their annual salary and the Iowa Lottery Authority is required to contribute 6.95% of annual covered payroll for the year ended June 30, 2011. Contribution requirements are established by state statute. The Iowa Lottery Authority's contributions to IPERS for the years ended June 30, 2011, 2010 and 2009 were \$424,311, 414,865 and \$403,942, respectively, equal to the required contributions for each year.

**(9) Compensated Absences, Termination Benefits and Other Postemployment Benefits (OPEB)**

Changes in compensated absences, termination benefits and other postemployment benefit obligations for the year ended June 30, 2011 are summarized as follows:

|                                      | Balance<br>June 30, 2010 | Additions      | Deletions      | Balance<br>June 30, 2011 | Due Within<br>One Year |
|--------------------------------------|--------------------------|----------------|----------------|--------------------------|------------------------|
| Compensated absences                 | \$ 1,272,830             | 778,458        | 637,118        | 1,414,170                | 722,602                |
| Net OPEB liability                   | 207,124                  | 102,344        | -              | 309,468                  | -                      |
| Termination benefits<br>for retirees | 1,550,514                | 79,517         | 352,340        | 1,277,691                | 346,369                |
| <b>Total</b>                         | <b>\$ 3,030,468</b>      | <b>960,319</b> | <b>989,458</b> | <b>3,001,329</b>         | <b>1,068,971</b>       |

State Employees Retirement Incentive Program (SERIP). On February 10, 2010, the Governor signed into law a state employee retirement incentive program for eligible executive branch employees. To be eligible, an employee must have been employed on February 10, 2010, be age 55 or older on July 31, 2010 and have submitted an application by the employee's last day of employment to the Iowa Public Employees' Retirement System to begin monthly retirement benefits by July 2010. In addition, employees must have filed a SERIP application on or before April 15, 2010 and terminated employment no later than June 24, 2010.

Participants in the SERIP will receive the following incentives:

- 1) Unused sick leave – A cash payment of the monetary value of the participant's accrued sick leave balance, not to exceed \$2,000. The payment is calculated by multiplying the number of hours of accrued sick leave by the participant's regular hourly rate of pay at the time of retirement. This payment was made in fiscal year 2010 on the participant's last pay check.
- 2) Health insurance – A minimum of 5 years of state contributions toward the premiums of a state-sponsored health insurance plan, either through the Sick Leave Insurance Program (SLIP), SERIP or a combination of both programs.
- 3) Years of service incentive – Cash payments, including the entire value of the participant's accrued but unused vacation leave, and, for participants with at least 10 years of state employment, \$1,000 for each year of state employment, up to 25 years of employment. The total years of service incentive shall be paid in five equal installments beginning in September 2010 and ending in 2014.

In the event a SERIP participant dies within 5 years of termination of employment, the participant's beneficiary will receive any remaining years of service incentive payments. If the participant's surviving spouse is covered on the participant's state retiree health insurance plan, the surviving spouse may elect to continue health insurance coverage and will receive any remaining health insurance contribution benefits under the SERIP. If the surviving spouse was not covered by the participant's insurance plan, or if there is no surviving spouse, any remaining health insurance contribution benefits are forfeited.

Participants in the SERIP are not eligible to accept any further employment with the state, other than as an elected official or a member of a board or commission, from the date of termination of employment. Participants may not enter into contracts to provide services to the state as independent contractors or consultants.

The SERIP is financed on a pay-as-you-go basis and amounts due for the program have been reported in the financial statements as accounts payable and accruals. The liability for the expected future health insurance benefits at June 30, 2011 is

\$730,114. This was calculated by increasing the insurance premiums in effect at June 30, 2011 for the annual medical trend rates for fiscal years 2012 through 2015. The annual medical trend rates range from 7.80% in 2012 to 6.80% in 2015. The liability for the years of service incentive installment payments at June 30, 2011 is \$518,246.

For the year ended June 30, 2011, SERIP costs for 20 participants totaled \$305,576.

Sick Leave Insurance Program (SLIP). The Sick Leave Insurance Program is a voluntary termination benefit program. The program is an opportunity for employees who are retirement-eligible to use the value of their unused sick leave to pay the employer share of the monthly premium of the State's group health insurance plan after retirement. A SLIP liability is reported for both current, active Lottery employees and retirees. The SLIP liability for current, active employees is included in compensated absences and the liability for retirees is included in accounts payable and accruals.

Upon retirement, employees shall first receive a cash payment for accumulated, unused sick leave converted at the employee's current regular hourly rate of pay, up to \$2,000, payable with the final payroll warrant which includes the employee's retirement date. The value of the remaining balance of the accrued sick leave will be converted based upon the original balance (before the cash payment). The remainder of the sick leave value is calculated as follows, based on the number of sick leave hours the employee had before the cash payment:

| <b>If the sick leave balance is:</b> | <b>The conversion rate is:</b> |
|--------------------------------------|--------------------------------|
| Zero to 750 hours                    | 60% of the value               |
| Over 750 hours to 1,500 hours        | 80% of the value               |
| Over 1,500 hours                     | 100% of the value              |

The final calculated dollar value will be credited to the employee's SLIP account. Each month, the Iowa Lottery Authority will pay 100 percent of the employer's share of the selected state group health insurance premium from the retiree's SLIP account. The retiree is responsible for any additional premiums associated with the employee/retiree share.

The Iowa Lottery Authority will continue to pay the employer's share of the health insurance premium each month until the converted value of the employee's sick leave balance is exhausted, until the employee is eligible for Medicare, the employee waives the benefit or the employee dies, whichever comes first. The retired employees may stay with the same health insurance program as when employed or switch down at any time without underwriting. The converted value of the sick leave can only be applied to the employer's share of health insurance premium payments. It has no cash value and is not transferable to another use or to an heir. If a retired employee who has utilized this benefit returns to permanent state employment, all remaining balances in the sick leave insurance program will be forfeited.

All SLIP program benefits are financed on a pay-as-you-go basis. For the year ended June 30, 2011, 6 employees received benefits totaling \$46,764 under the SLIP program.

Other Postemployment Benefits. The Iowa Lottery Authority implemented Governmental Accounting Standards Board Statement No. 45, *Accounting and Financial Reporting by Employers for Postemployment Benefits Other Than Pensions*, during the year ended June 30, 2008. This Statement establishes when other postemployment benefit liabilities are recorded under the accrual basis of accounting.

As a part of the State of Iowa, the Iowa Lottery Authority participates in the State of Iowa postretirement medical plan (OPEB). The OPEB Plan recognizes the implicit rate subsidy as required by GASB Statement No. 45.

The annual valuation of liabilities under the OPEB Plan is calculated using the entry age normal cost method. This method requires the calculation of an unfunded actuarial accrued liability, which was approximately \$377,900,000 for the State of Iowa as of June 30, 2011. The Iowa Lottery Authority's portion of the unfunded actuarial accrued liability is not separately determinable.

Details of the OPEB Plan are provided on a state-wide basis and are available in the State of Iowa's Comprehensive Annual Financial Report for the year ended June 30, 2011. The report may be obtained by writing to the Iowa Department of Administrative Services, Hoover State Office Building, Des Moines, Iowa 50319.

The Iowa Lottery Authority recognized a net OPEB liability of \$309,468 for other postemployment benefits, which represents the Iowa Lottery Authority's portion of the State's net OPEB obligation. The Iowa Lottery Authority's portion of the net OPEB obligation was calculated using the ratio of full time equivalent employees of the Iowa Lottery Authority compared to full time equivalent employees of the State of Iowa.

#### **(10) Payment of Prizes**

Instant-scratch ticket prize expense is comprised of actual winning tickets validated for payment by any retailer or by the Iowa Lottery Authority.

The Powerball prize expense is comprised of two different prize structures. One prize structure is winners who match 3, 4 or 5 of 5 numbers or none, 1, 2, 3 or 4 of 5 numbers plus the Powerball number. The second prize structure involves a jackpot which increases from drawing to drawing until the jackpot is won. The jackpot is won when 5 of 5 numbers are matched, plus the Powerball number.

The Mega Millions prize expense is comprised of two different prize structures. One prize structure is winners who match 3, 4 or 5 of 5 numbers or none, 1, 2, 3 or 4 of 5 numbers plus the Megaball number. The second prize structure involves a jackpot which increases from drawing to drawing until the jackpot is won. The jackpot is won when 5 of 5 numbers and the Megaball number are matched.

Pull-tab prize expense is comprised of actual winning tickets, up to and including \$600, included in packs delivered to retailers and actual winning tickets over \$600 paid by the Lottery.

The \$100,000 Cash Game prize expense is comprised of winners who match 2, 3, 4 or 5 of 5 numbers.

The Hot Lotto prize expense is comprised of two different prize structures. One prize structure is winners who match 3, 4 or 5 of 5 numbers or none, 1, 2, 3 or 4 of 5 numbers plus the Hot Ball number. The second prize structure involves a jackpot which increases from drawing to drawing until the jackpot is won. The jackpot is won when 5 of 5 numbers and the Hot Ball number are matched.

The Pick 3 prize expense is comprised of winners who match either 2 or 3 of 3 numbers. A player may win from \$30 to \$3,000 depending on the play type selected and the play amount. Play types are Straight, Box, Straight/Box, Front Pair or Back Pair and require the player to match all numbers in the exact order drawn, match all three numbers in any order, match either exact and/or any order, first two numbers or last two numbers in exact order, respectively.

The Pick 4 prize expense is comprised of winners who match either 2 or 4 of 4 numbers. A player may win from \$30 to \$30,000 depending on the play type selected and the play amount. Play types are Straight, Box, Straight/Box, Front Pair or Back Pair and require the player to match all numbers in the exact order drawn, match all four numbers in any order, match either exact and/or any order, first two numbers or last two numbers in exact order, respectively.

During the year ended June 30, 2011, \$85,858 in prizes were distributed through various promotional activities.

**(11) Lotto America/Powerball**

U.S. Treasury zero coupon bonds are purchased by the Multi-State Lottery Association (MUSL) to provide payments corresponding to the Iowa Lottery Authority's obligation to Lotto America/Powerball prize winners. The MUSL holds these bonds and will cash the bonds when due and wire the money to the Iowa Lottery Authority's account on or before the anniversary date of the jackpot.

At June 30, 2011, the MUSL held zero coupon bonds for the Iowa Lottery Authority to fund future installment payments aggregating \$1,935,307. The current value of those bonds totaled \$1,956,507.

**(12) Instant-Scratch Ticket Packs**

The Iowa Lottery Authority issues instant-scratch ticket packs to retailers on an ongoing basis. The District Sales Representative must activate the pack on the system before the pack may be sold to the public. The retailer may not be billed for these packs until a pack is activated and settled on the system. A pack may be settled in one of four ways: 1) 70% of the low-tier tickets in the pack have been validated, 2) 45 days have elapsed from the date the pack was activated, 3) the pack has been settled at delivery or settled manually through the terminal or 4) 21 days have elapsed from the date the pack was activated regardless of validations. As of June 30, 2011, the Iowa Lottery Authority had 36,382 packs at retailers which have not yet settled. The receivable and the related deferred revenue of \$5,153,139, calculated as shown below, have not been included in the Iowa Lottery Authority's financial statements since the sales associated with these packs have not been recognized.

|  |                     |
|--|---------------------|
| Unsettled packs                          | \$ 10,914,600       |
| Less:                                    |                     |
| Retailer compensation                    | 746,683             |
| Low-tier prize expense                   | 5,014,778           |
|  | <u>5,014,778</u>    |
| Potential receivable and deferred amount | <u>\$ 5,153,139</u> |

**(13) Risk Management**

State employee benefits for health, dental, long-term disability and life insurance coverage are insured through commercial insurers. There were no significant reductions in insurance coverage from the prior year and settlements have not exceeded coverage for the past three fiscal years.

The State of Iowa self-insures on behalf of its agencies for losses related to workers' compensation, its motor vehicle fleet, property damage and torts. A contingent fund exists under Section 29C.20 of the Code of Iowa to provide compensation for loss or damage to state property (casualty losses).

Upon advice of legal counsel, the Iowa Lottery Authority has purchased commercial insurance for certain risks.

**Supplementary Information**

## Iowa Lottery Authority

## Other Operating Expenses

Year ended June 30, 2011

|                                    |                      |
|------------------------------------|----------------------|
| Salary and benefits                | \$ 8,650,620         |
| Travel                             | 415,007              |
| Supplies                           | 110,464              |
| Printing                           | 13,830               |
| Postage                            | 5,112                |
| Communications                     | 120,699              |
| Rentals                            | 277,163              |
| Utilities                          | 103,438              |
| Professional fees                  | 118,062              |
| Outside services and repair        | 236,914              |
| Non-capitalized equipment          | 202,005              |
| Data processing                    | 46,670               |
| Reimbursement to state agencies    | 432,878              |
| Multi-State administrative expense | 40,528               |
| Depreciation                       | 117,508              |
| Other                              | 56,557               |
| Total                              | <u>\$ 10,947,455</u> |

See accompanying independent auditor's report.

**Schedule 2**

Iowa Lottery Authority  
Revenues, Expenses and Changes in Net Assets  
Years ended June 30, 2011 and 2010

|  | 2011                | 2010               | Increase<br>(Decrease) |
|--|---------------------|--------------------|------------------------|
| <b>Operating revenues:</b>                                 |                     |                    |                        |
| Instant-scratch ticket sales                               | \$ 165,329,031      | 143,759,258        | 21,569,773             |
| Pick 3 sales   | 6,573,020           | 6,531,001          | 42,019                 |
| Pick 4 sales   | 2,701,949           | 2,662,191          | 39,758                 |
| Powerball sales  | 47,124,656          | 59,190,012         | (12,065,356)           |
| Mega Millions sales  | 16,051,016          | 5,544,128          | 10,506,888             |
| Hot Lotto sales  | 11,608,730          | 13,653,746         | (2,045,016)            |
| Raffle sales   | -                   | 789,200            | (789,200)              |
| \$100,000 Cash Game sales                                  | 3,687,370           | 3,908,785          | (221,415)              |
| Pull-tab sales   | 18,315,275          | 20,217,316         | (1,902,041)            |
| Application fees   | 5,575               | 3,975              | 1,600                  |
| Other  | 138,133             | 22,147             | 115,986                |
| Total operating revenues                                   | <u>271,534,755</u>  | <u>256,281,759</u> | <u>15,252,996</u>      |
| <b>Operating expenses:</b>                                 |                     |                    |                        |
| Prizes:  |                     |                    |                        |
| Scratch ticket   | 103,652,725         | 91,479,848         | 12,172,877             |
| Pick 3   | 3,894,422           | 3,958,003          | (63,581)               |
| Pick 4   | 1,596,054           | 1,544,018          | 52,036                 |
| Powerball  | 22,553,385          | 28,558,287         | (6,004,902)            |
| Mega Millions  | 8,365,976           | 2,879,811          | 5,486,165              |
| Hot Lotto  | 5,608,729           | 6,610,476          | (1,001,747)            |
| Raffle   | -                   | 392,876            | (392,876)              |
| \$100,000 Cash Game  | 1,745,257           | 2,005,333          | (260,076)              |
| Pull-tab   | 11,458,672          | 12,702,718         | (1,244,046)            |
| Promotional  | 85,858              | 322,417            | (236,559)              |
| Total prizes   | <u>158,961,078</u>  | <u>150,453,787</u> | <u>8,507,291</u>       |
| Retailer compensation                                      | 17,285,881          | 16,109,748         | 1,176,133              |
| Advertising production and media purchases                 | 6,647,468           | 7,535,084          | (887,616)              |
| Retailer lottery system/terminal communications            | 6,246,090           | 8,612,934          | (2,366,844)            |
| Instant/pull-tab ticket expense and<br>machine maintenance | 3,380,320           | 3,192,775          | 187,545                |
| Terminal equipment/ticket dispensers                       | 185,670             | 87,738             | 97,932                 |
| Other operating expenses                                   | 10,947,455          | 12,913,586         | (1,966,131)            |
| Total operating expenses                                   | <u>203,653,962</u>  | <u>198,905,652</u> | <u>4,748,310</u>       |
| Operating income   | <u>67,880,793</u>   | <u>57,376,107</u>  | <u>10,504,686</u>      |
| <b>Non-operating revenues (expenses):</b>                  |                     |                    |                        |
| Proceeds deposited to State General Fund                   | (64,896,382)        | (55,245,512)       | (9,650,870)            |
| Proceeds deposited to Veteran's Trust Fund                 | (3,105,371)         | (2,661,554)        | (443,817)              |
| Interest income  | 146,178             | 364,957            | (218,779)              |
| Interest expense   | (42,418)            | (45,702)           | 3,284                  |
| Net non-operating expenses                                 | <u>(67,897,993)</u> | <u>(5,758,781)</u> | <u>(10,310,182)</u>    |
| Changes in net assets                                      | (17,200)            | (211,704)          | 194,504                |
| Net assets beginning of year                               | 4,201,939           | 4,413,643          | (211,704)              |
| Net assets end of year                                     | <u>\$ 4,184,739</u> | <u>4,201,939</u>   | <u>(17,200)</u>        |

See accompanying independent auditor's report.

## Iowa Lottery Authority

## Analysis of Net Assets

June 30, 2011

|                                     |                     |
|-------------------------------------|---------------------|
| Cash retained for vehicle purchases | \$ 288,924          |
| Ticket inventories                  | 1,524,132           |
| Capital assets, net of related debt | <u>2,371,683</u>    |
| Total                               | <u>\$ 4,184,739</u> |

See accompanying independent auditor's report.

**Schedule 4**

## Iowa Lottery Authority

Revenue by Game -  
For the Last Six Years

| Games                  | Year ended June 30, |             |             |             |             |             |
|------------------------|---------------------|-------------|-------------|-------------|-------------|-------------|
|                        | 2006                | 2007        | 2008        | 2009        | 2010        | 2011        |
| Instant-scratch ticket | \$ 106,562,536      | 125,147,976 | 137,917,848 | 136,268,555 | 143,759,258 | 165,329,031 |
| Pick 3                 | 6,056,037           | 6,282,529   | 6,373,362   | 6,534,765   | 6,531,001   | 6,573,020   |
| Pick 4                 | 2,066,769           | 2,224,092   | 2,315,469   | 2,555,237   | 2,662,191   | 2,701,949   |
| Powerball              | 71,110,985          | 61,548,520  | 63,761,024  | 58,220,203  | 59,190,012  | 47,124,656  |
| Mega Millions          | -                   | -           | -           | -           | 5,544,128   | 16,051,016  |
| Hot Lotto              | 9,634,818           | 14,453,908  | 11,724,416  | 14,329,610  | 13,653,746  | 11,608,730  |
| Raffle                 | -                   | -           | 1,425,460   | -           | 789,200     | -           |
| \$100,000 Cash Game    | 4,323,511           | 4,362,916   | 4,291,933   | 4,113,307   | 3,908,785   | 3,687,370   |
| Pull-tab               | 18,314,338          | 21,058,969  | 21,407,956  | 21,315,424  | 20,217,316  | 18,315,275  |
| Touchplay (net)        | 121,450,529         | -           | -           | -           | -           | -           |
| Total                  | \$ 339,519,523      | 235,078,910 | 249,217,468 | 243,337,101 | 256,255,637 | 271,391,047 |

See accompanying independent auditor's report.

Iowa Lottery Authority  
 Analysis of Prize Payout  
 Lotto, Instant-Scratch and Pull-tab Games  
 For the Last Six Years

| Games                  | Year ended June 30, |      |      |      |      |      |
|------------------------|---------------------|------|------|------|------|------|
|                        | 2006                | 2007 | 2008 | 2009 | 2010 | 2011 |
| Instant-scratch ticket | 61%                 | 61%  | 62%  | 60%  | 64%  | 63%  |
| Pick 3                 | 58%                 | 59%  | 59%  | 59%  | 61%  | 59%  |
| Pick 4                 | 50%                 | 54%  | 58%  | 58%  | 58%  | 59%  |
| Powerball              | 49%                 | 48%  | 48%  | 48%  | 48%  | 48%  |
| Mega Millions          | -                   | -    | -    | -    | 52%  | 52%  |
| Hot Lotto              | 49%                 | 49%  | 48%  | 49%  | 48%  | 48%  |
| Raffle                 | -                   | -    | 84%  | -    | 50%  | -    |
| \$100,000 Cash Game    | 47%                 | 51%  | 59%  | 55%  | 51%  | 47%  |
| Pull-tab               | 62%                 | 62%  | 63%  | 63%  | 63%  | 63%  |

See accompanying independent auditor's report.

**Iowa Lottery**



**OFFICE OF AUDITOR OF STATE  
STATE OF IOWA**

David A. Vaudt, CPA  
Auditor of State

State Capitol Building  
Des Moines, Iowa 50319-0004

Telephone (515) 281-5834 Facsimile (515) 242-6134

Independent Auditor's Report on Internal Control  
over Financial Reporting and on Compliance and Other Matters  
Based on an Audit of Financial Statements Performed in Accordance with  
Government Auditing Standards

To the Board Members of the  
Iowa Lottery Authority:

We have audited the financial statements of the Iowa Lottery Authority, a component unit of the State of Iowa, as of and for the year ended June 30, 2011, and have issued our report thereon dated December 8, 2011. We conducted our audit in accordance with U.S. generally accepted auditing standards and the standards applicable to financial audits contained in Government Auditing Standards, issued by the Comptroller General of the United States.

Internal Control Over Financial Reporting

In planning and performing our audit, we considered the Iowa Lottery Authority's internal control over financial reporting as a basis for designing our auditing procedures for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing our opinion on the effectiveness of the Iowa Lottery Authority's internal control over financial reporting. Accordingly, we do not express an opinion on the effectiveness of the Iowa Lottery Authority's internal control over financial reporting.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned function, to prevent or detect and correct misstatements on a timely basis. A material weakness is a deficiency, or a combination of deficiencies, in internal control such that there is a reasonable possibility a material misstatement of the Iowa Lottery Authority's financial statements will not be prevented or detected and corrected on a timely basis.

Our consideration of internal control over financial reporting was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control over financial reporting that might be deficiencies, significant deficiencies or material weaknesses. We did not identify any deficiencies in internal control over financial reporting we consider to be material weaknesses, as defined above.

Compliance and Other Matters

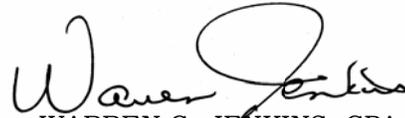
As part of obtaining reasonable assurance about whether the Iowa Lottery Authority's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations and contracts, non-compliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit and, accordingly, we do not express such an opinion. The results of our tests disclosed no instances of non-compliance or other matters that are required to be reported under Government Auditing Standards.

This report, a public record by law, is intended solely for the information and use of the Board Members, other officials and employees of the Iowa Lottery Authority, citizens of the State of Iowa and other parties to whom the Iowa Lottery Authority may report. 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 audit. Should you have any questions concerning any of the above matters, we shall be pleased to discuss them with you at your convenience.



DAVID A. VAUDT, CPA  
Auditor of State



WARREN G. JENKINS, CPA  
Chief Deputy Auditor of State

December 8, 2011

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Iowa Lottery Authority

Staff

This audit was performed by:

Deborah J. Moser, CPA, Manager  
Brian P. Schenkelberg, CPA, Senior Auditor  
Ainslee M. Barnes, CPA, Staff Auditor  
Daniel W. Henaman, Staff Auditor  
Emily K. Creighton, Assistant Auditor  
Russell G. Jordan, Assistant Auditor  
Brooke A. Lytle, Assistant Auditor  
Ann C. McMinimee, Assistant Auditor  
Justin A. Youngberg, Assistant Auditor

A handwritten signature in black ink that reads "Andrew E. Nielsen". The signature is written in a cursive style with a large, stylized initial "A".

Andrew E. Nielsen, CPA  
Deputy Auditor of State