IOWA™

Department of Revenue

FISCAL YEAR 2026 ANNUAL REPORT

November 30, 2026



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Message From The Director



The Iowa Department of Revenue is proud to issue the FY26 Annual Report. This report includes results from July 1, 2025 through June 30, 2026 for three of Iowa's revenue generators: tax, alcohol, and lottery.

In December of 2025, the Department celebrated the successful completion of a multi-year technology modernization program. This initiative allowed us to increase our efficiency. All staff members were able to transition from technology system development to sustainment, and focus fully on the core function of responsible revenue generation. And we found synergy between our customer service operations and compliance activities, creating a more unified experience for Iowans as we work to make it easier to do business in Iowa.

I commend the dedicated team of Department employees for their professionalism, expertise, and commitment to serving Iowans. It is an honor and privilege to lead the Department of Revenue, and to serve the people of the great State of Iowa.

– Mary Mosiman



Mission

To serve Iowans through the responsible collection and generation of revenue to support the public good.



Vision

The Iowa Department of Revenue will be a state agency that uses innovation to make it simple to comply with tax obligations, follow alcoholic beverage industry requirements, and deliver fun and fair lottery experiences.



Values

I ntegrity first
D edicated to teamwork
R eady to serve

About the Iowa Department of Revenue

Strategic Initiatives

The Iowa Department of Revenue unites tax administration, alcoholic beverage control, and responsible lottery entertainment to support the vital public services that make Iowa a premier place to live, work, and raise a family. By providing reliable fiscal data, transparent administration, and fair enforcement, we deliver the structural foundation state leaders and citizens rely on every day. Our overarching strategy directly advances the Governor's vision to cut taxes, ensure government accountability, and support the health and well-being of all Iowans through two core commitments:

Responsible Revenue Generation

We administer Iowa's tax, alcohol, and lottery programs with integrity, fairness, and customer-centered service. By pairing modern compliance and collection tools with responsive retail and industry partnerships, the Department ensures predictable, voluntary compliance while safeguarding the state's financial stability.

Department Optimization

We are committed to maximizing public resources by eliminating administrative redundancies, modernizing enterprise technology, and accelerating turnaround times. Across all touchpoints–from customer support queues to formal appeals–we continuously refine internal processes to respect taxpayer time and reduce the cost of government.

Noteworthy Mentions

Iowa Lottery wins Hickey Award from North American Association of State and Provincial Lotteries (NASPL) for best public event and player program promotion with their 40th Anniversary campaign, including a Guinness World Record Attempt at the Iowa State Fair

In the history of the world, no group of people has ever scratched more scratch tickets at the same time than in Des Moines, Iowa, on August 14, 2025. The Iowa Lottery sold its very first scratch ticket—Scratch, Match and Win—at the Iowa State Fair in 1985 and returned to celebrate the 40th anniversary of that moment with a throwback ticket design, contests, concert tickets, chances to big cash prizes and a grand finale to attempt to break a Guinness World Record. The attempt was a success, with 1,380 participants— "most people scratching scratch cards simultaneously", more than doubling the previous 550 participants. Total estimated media reach was 561 million people—equivalent to $5.1 million in advertising value, according to Meltwater.

Department Structure

Iowa Department of Revenue Mary Mosiman	
Alcohol & Tax Compliance Division	Oversees state tax processing, business permitting, and alcohol regulation. It upholds Iowa laws by managing individual and business tax returns, and audits, while conducting routine inspections and educational outreach for taxpayers and alcohol licensees.
Alcohol & Tax Operations Division	Serves as the central hub for alcohol and tax processes. It administers the wholesale distribution of alcoholic liquor to over 2,000 privately owned retailers statewide, processes tax documents, collections, and payments, and provides filing assistance to taxpayers.
Financial Services Division	Ensures the accurate accounting of state revenue collections and departmental expenditures. It collaborates closely with agency leadership to strategically manage, analyze, and execute the Department's overall budget.
Internal Services Division	Ensures smooth daily operations by managing key infrastructure and essential functions support. Responsibilities include safeguarding confidential taxpayer data, leading the GovConnectIowa Program, integrating technology, and overseeing human resources, data analytics, and business continuity. The division focuses on elevating both the internal and external customer experience.
Legal Services Division	Provides counsel to department staff and management across a wide range of subject matters, manages administrative appeals and alcohol enforcement actions. It assists in drafting revenue-related legislation and rules, and assists with the review of public records requests.
Local Government Services Division	Oversees the administration of property tax laws, local assessors, and boards of review. It ensures that all property assessments across Iowa are fair, consistent, and fully compliant with state statutes.
Lottery Division	Provides responsible entertainment and prizes to the public to generate vital funding for state programs. Its revenue directly supports Iowa veterans, economic development initiatives, law enforcement, education, and agriculture.
Research & Policy Division	Analyzes legislative proposals and prepares official fiscal notes that impact state revenue. It leverages departmental data and statistical research to inform tax policy decisions. Oversees cross-Department projects on complex Revenue programs, bill and rule drafting, internal and external presentations and training, and serves as policy advisors to the Department and provides guidance to the Legislature and Governor's staff.

Boards and Commissions

Property Assessment Appeal Board

The State of Iowa Property Assessment Appeal Board (PAAB) hears appeals of property assessments and equalization orders following decisions from local boards of review. PAAB does not value property or independently investigate assessments. PAAB is not part of your local assessor's office or board of review.

For a detailed Report of PAAB's appeals, visit paab.iowa.gov/about-us.

PAAB has three members appointed for a six-year term. PAAB members have experience in the area of government, corporate, or private practice relating to property appraisal and property tax administration. Two members are certified real property appraisers and one member is an attorney.

Iowa Alcoholic Beverages Commission

The Iowa Alcoholic Beverages Commission serves in an advisory capacity to the director of the Department of Revenue. The commission may provide advice and make recommendations regarding the actions of the director under Iowa Code chapter 123.

The Commission is created under Iowa Code section 123.5 and is composed of five members appointed for 5-year staggered terms, chosen on the basis of managerial ability and experience as business executives. Commissioners are eligible for one 5-year reappointment.

For more information, visit revenue.iowa.gov/about/alcoholic-beverages-commission

Iowa Lottery Commission

The Iowa Lottery Commission, composed of five Iowa citizens, oversees the lottery and its operations, with each department at the lottery reporting to the commission at meetings throughout the year. Iowa Code section 99G.8 requires that the Lottery Commission have as a member an accountant; a member who is or has been a law enforcement officer; a member who is an attorney admitted to practice law in Iowa; and a member with expertise in marketing.

For more information, visit ialottery.com/Pages/AboutUs/LotteryCommission.aspx

Supporting the Customer Experience

Modern government should be simple, accessible, and responsive. Whether an Iowan is filing state taxes, purchasing a lottery ticket, or operating a family-owned business, the Department is committed to eliminating bureaucratic friction. By pairing intuitive digital platforms with personalized support and statewide education, we aim to prevent compliance errors before they occur, protect public safety, and ensure every interaction with the Iowa Department of Revenue is clear and straightforward.

Service on Demand – Faster Answers, Less Waiting

We believe customers shouldn't wait on hold during business hours to manage their affairs. The Department has invested in on-demand, round-the-clock digital channels–freeing up our call center specialists to provide deeper support for complex cases. Before reaching out to our staff, millions of customers turn to our public web resources and portals for real-time guidance, self-service tools, and regulatory updates:

Informational Reach	Secure Transactions
9.7 million+ sessions across revenue.iowa.gov, IAlottery.com, and shop.iowaabd.com.	6.3 million web sessions (*+19.1% over FY25*) 2.1 million web forms submitted

How Customers Choose to Connect

With expanded self-service options, customer interaction trends experienced a decisive shift:

	FY23	FY24	FY25	FY26
Call Center: Calls[1]	200,629	220,888	236,511	208,227
Call Center: Emails	49,643	42,216	20,654	20,495
Secure Messaging via GovConnectIowa[2]	N/A	11,277	22,542	26,104
The Kernel[3]	N/A	27,090	21,552	38,653
Total (All Channels)	250,272	301,471	301,259	293,479



Proactive Outreach Where Customers Are

To keep customers informed of announcements, deadlines, legislative updates, and policy changes, the Department maintains active direct-notification channels:

- **Direct Bulletins:** Sent 599 targeted bulletins via GovDelivery, generating 1.35 million+ unique opens
- **Public Social Channels:** Engaged a community of 85,500+ followers across social media channels with consumer advisories, tax deadlines reminders, and responsible gaming messages

Prevention Over Penalty – Education & Community Outreach

The easiest way to resolve a compliance issue is to prevent it entirely. We work side-by-side with industry associations, business owners, and local officials across Iowa to demystify complex tax, alcohol, and lottery regulations.

[1] FY26 average call time was 5:25; wait time 1:00; abandonment rate 3%
[2] 88% of all messages submitted via GovConnectIowa are answered within 24 hours.
[3] The Kernel, on GovConnectIowa, is pre-programmed to answer customer questions. FY26 confidence rating of 91.6%, with the most frequently answered questions related to payment information.

Targeted Community & Event Support

From local festivals to major annual traditions, we provide hands-on, on-the-ground licensing and tax guidance to temporary vendors and host communities:

- **High-Impact Events:** Coordinated temporary licensing and tax support for large-scale gatherings including RAGBRAI and the Iowa State Fair
- **Public Safety & Enforcement:** Partnered with Law Enforcement Academies statewide to train hundreds of peace officers on liquor, tobacco, and lottery compliance
- **Local Government Alignment:** Delivered direct training and case law updates to county assessors and auditors through the Iowa Assessor's School and the Iowa State Association of Counties
- **Practitioner Partnerships:** Conducted specialized updates and continuing education sessions for the Iowa Society of CPAs, the Iowa Taxpayers Association, the Center for Agricultural Law & Taxation, the Iowa Farm Bureau, and AARP Foundation Tax-Aide
- **Webinars:** Delivered nine virtual training sessions in partnership with the University of Northern Iowa and IASourceLink, serving 6,661 attendees and viewers

Free Certification for Responsible Commerce

To safeguard communities while helping business owners maintain compliance, the Department administers two free, interactive certification programs:

- **I-PACT (Alcohol Compliance Training):** Certified 20,803 hospitality and retail workers on responsible beverage service and the prevention of underage sales. Certification is revoked if an individual is cited for a sale-to-minor.
- **I-PLEDGE (Tobacco & Vapor Compliance):** Certified 10,967 retail clerks statewide on state and federal age-verification laws for tobacco, vapor, and alternative nicotine products. Certification is revoked if an individual is cited for a sale-to-minor.

Open Government – Transparent Date & Clear Guidance

A customer-centric department makes rules, legal decisions, and public records easy to find without hiring outside legal or accounting consultants.

- **Iowa Revenue Research Library:** We retired the Iowa Tax Research Library and launched an expanded, unified database on documents.iowa.gov. For the first time, customers can research administrative decisions, rulings, and regulatory documents across tax, alcohol, and lottery regulation in a single searchable repository.
- **Open Data & Economic Transparency:** Through data.iowa.gov, we maintain public access to essential state economic data sets–including general fund tax receipts, county-by-county local option sales taxes, retail sales registrations, and liquor sales figures.
- **In-Depth Policy & Statistical Reports:** Published comprehensive analytical resources for researchers, lawmakers, and customers at revenue.iowa.gov/reports, including the *Iowa Leading Indicators Index, Tax Credit Evaluation Studies*, and annual statistical reports for individual and corporate taxes.

Tax

Following the multi-year deployment of the state's modern tax administration system, the Department has achieved historic milestones in operational efficiency. Prior to modernization, legacy systems required manual routing and verification, resulting in unpredictable turnaround times for taxpayers. By integrating the processing of returns into a unified, highly automated workflow, we have streamlined validation protocols, reduced processing time, and optimized seasonal staffing demands. The most immediate benefit of our modernization efforts for everyday Iowans is the acceleration of refund timelines.

Real-Time Validation: Automated electronic screening immediately detects common calculation errors and mismatched federal files, preventing delays by minimizing the need for manual auditing.

Rapid Direct Deposits: Clean, electronically-filed returns are validated and cleared for payment in a fraction of the time, quickly returning millions of dollars back into the pockets of hard-working Iowans.

We remain committed to leveraging these digital enhancements to provide clear tracking via online self-service options, ensuring that tax filing season is predictable, secure, and customer-focused.

Individual Income Tax

Individual income tax remains the largest single category of tax returns processed by each year. In FY26, nearly 1.7 million individual income returns were filed, generating $3.289 billion in state revenue. The average time for a customer to receive their individual income tax refund is 26 days, while returns that require manual staff intervention have an average processing time of 51 days.

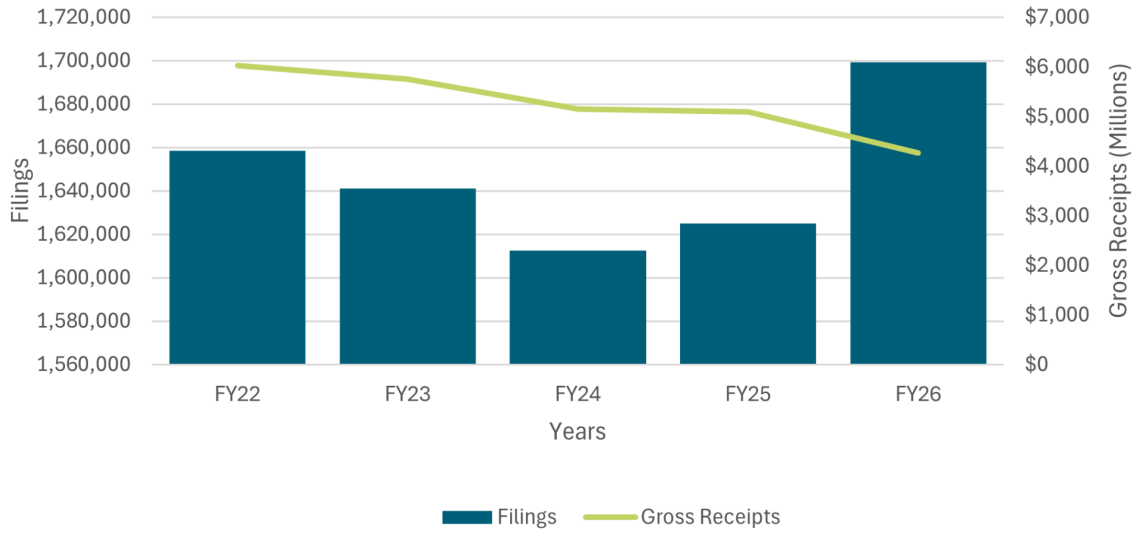


Figure 1: Individual Income Tax Returns Count and Gross Receipts[4]

Fiduciary Returns

In FY26, 36,567[5] fiduciary returns were filed and are incorporated into individual income tax revenue. Modernization simplified data entry and verification protocols for tax professionals and trust officers, while improving internal cross-referencing between fiduciary distributions and individual beneficiary returns, minimizing compliance gaps, reducing filing friction, and ensuring equitable tax administration.

[4] Includes only current tax year returns filed from January through October of the noted processing year.

[5] Includes fiduciary returns filed November 1, 2025 through November 2, 2026.

Corporation Returns

In FY26, 38,463 corporate returns were filed, generating $654.6 million in gross receipts. Corporate tax processing has heavily benefited from the Department's Modernization initiative, shifting intricate business filings away from paper-heavy validation onto automated digital infrastructure. Through these systematic upgrades, we continue to lower the cost of compliance for Iowa businesses while sharpening our internal auditing accuracy to protect state revenue.

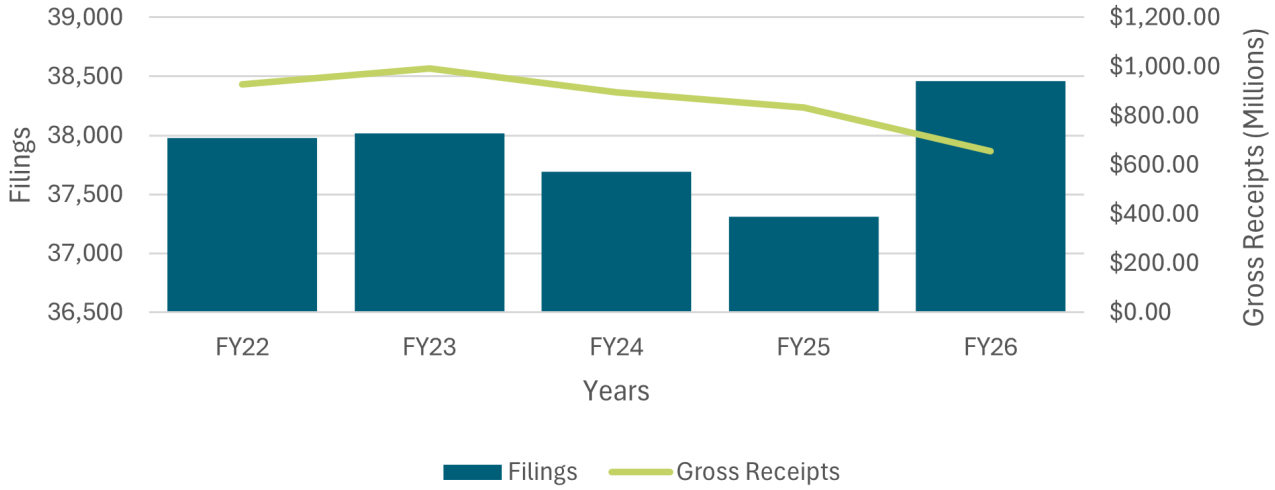


Figure 2: Corporation Income Tax Returns Count, and Gross Receipts[6]

Pass-Through Entity Income Tax

In FY26, 132,569 pass-through income returns were filed, generating $465.5 million in gross receipts. The modernized tax administration system allows us to digitally ingest and match data directly from the business entity to the individual owner's tax profile, reducing manual verification needs while automatically flagging discrepancies to prevent over-claims and speed up processing time.

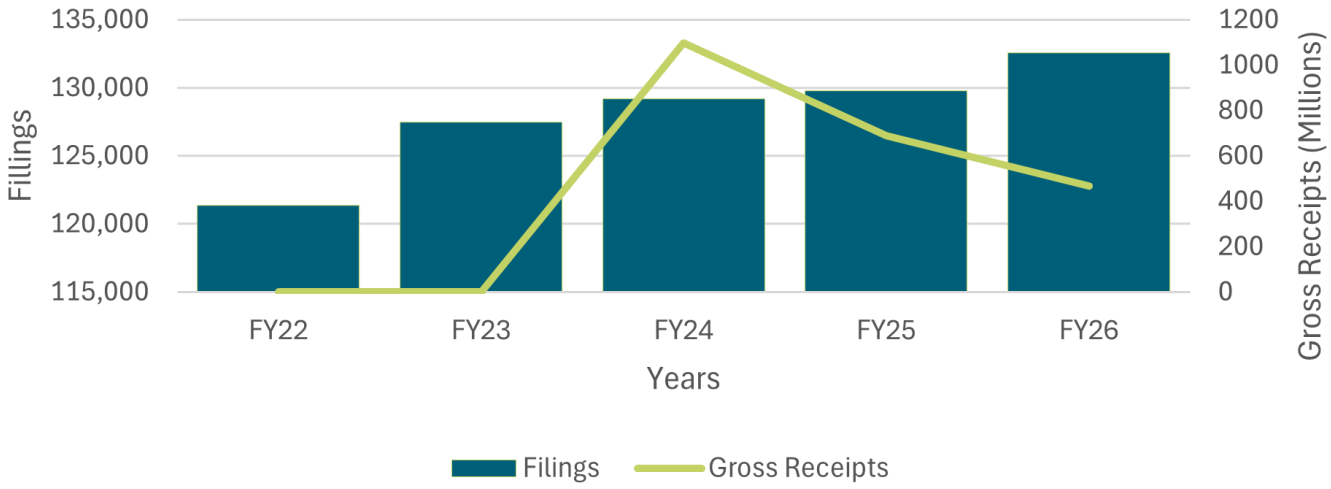


Figure 3: Pass-Through Income Tax Returns Count, and Gross Receipts[7]

[6] Includes tax returns filed by C corporations processed November 1, 2025 through November 2, 2026.

[7] Includes informational returns filed by S corporations, limited liability companies, and partnerships processed January through October of the noted processing year as well as November and December of the prior year.

Business Tax Returns

Unlike annualized income taxes, business taxes operate on high-frequency filing cycles–ranging from monthly to quarterly– requiring continuous, reliable data exchanges between Iowa businesses and the Department.

Withholding Returns

In FY26, 432,394 quarterly withholding returns were filed, totaling $3.158 billion. Through modernized bulk-filing mechanisms, employers and third-party payroll providers can securely upload wage datasets with fewer transmission errors, reducing administrative friction for Iowa's business community. The unified digital portals allow business owners to view payments, track filing periods, and reconcile any discrepancies in real time, preventing late penalties and ensuring employee tax credits are accurately recorded.

Sales and Use Returns

In FY26, 989,910 monthly sales and use returns were filed, generating $5.32 billion in gross receipts. Managing sales tax compliance requires support of a diverse retail ecosystem, from local brick-and-mortar storefronts to global e-commerce marketplaces. Modernized systems allow the Department to efficiently capture and audit sales data from marketplace facilitators, ensuring a level playing field for Iowa's retailers.

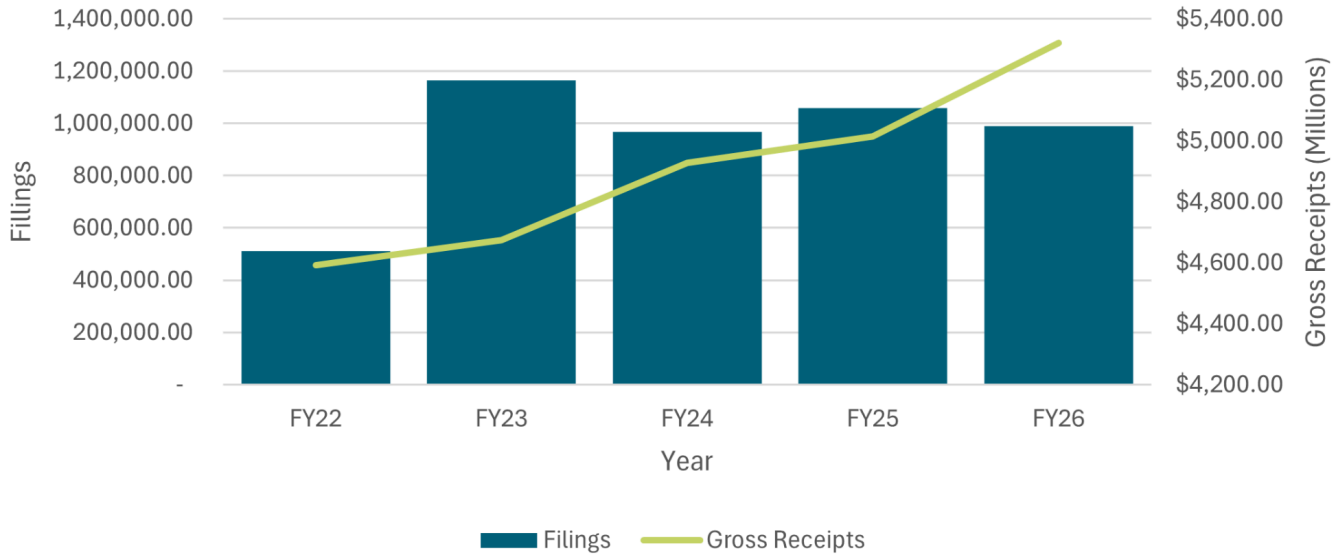


Figure 4: Sales and Use Tax Returns Count, and Gross Receipts

Collections

The Tax Gap Program examines and audits tax returns, and determines fraudulent and erroneous refund requests. This program identifies non-filers to bring into compliance with their tax liabilities, and strives to collect all taxes owed to the state, while preventing the payment of erroneous refunds.

The Central Collections Unit (CCU) collects delinquent tax and non-tax debt. The Department is partnered with the four other State agencies for collection services: Department of Health & Human Services; Department of Natural Resources; Iowa Insurance Division; and Iowa Judicial Branch.

The Department's compliance and collections efforts resulted in $391.8 million in revenues, up from $269.65 million in FY25. A large portion of this can be attributed to a significant increase in non-filer payments. Non-filer payments are those received on periods marked delinquent or receive a non-filer notice, prior to any notice of assessment being sent. FY26 non-filer payments totaled $113 million, an increase of $95.3 million from FY25.

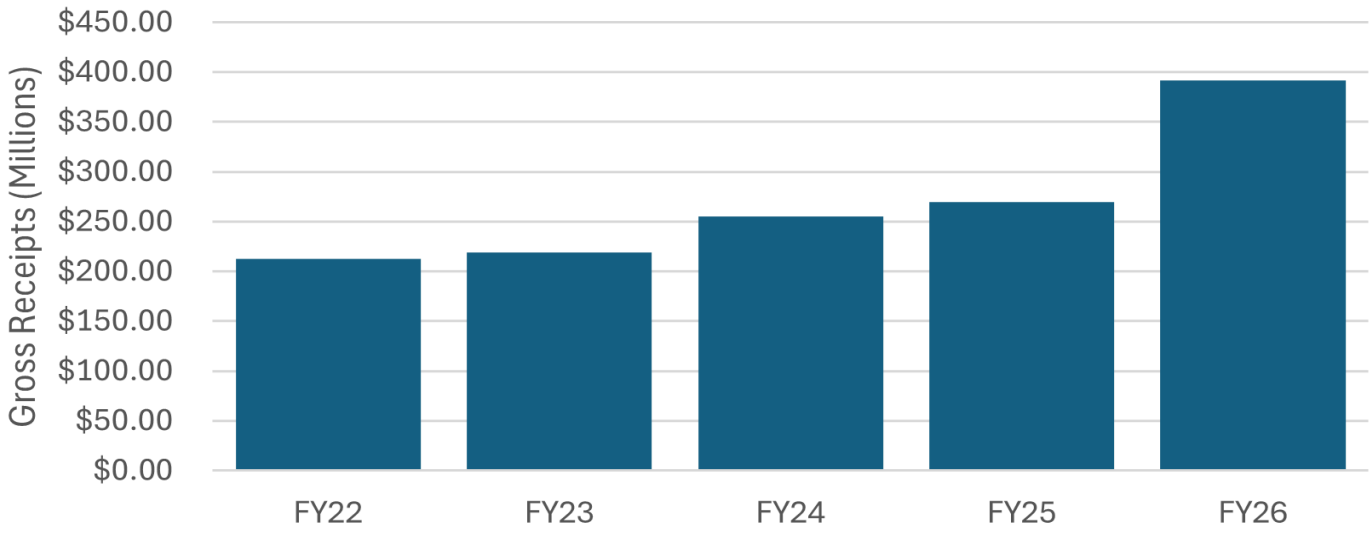


Figure 5: Total Collections, By Fiscal Year[8]

Setoff Program

Partnered with 35 agencies, the Department collected $38,739,813 in debt and $597,072 in transaction fees during FY26. The Department's recent partnership with the Great Iowa Treasure Hunt resulted in the initial collection of $1,732 in setoff payments.

[8] Total Collections include tax payments resulting from billings, non-tax collections, and reductions in refunds resulting from return examination, with bad checks subtracted.

Financial Statements

The Department processed and deposited **$12,113,963,771** into various funds for State and local government operations. It also processed and paid **$1,389,102,252** in refunds to Iowa taxpayers, resulting in net deposits of **$10,724,861,520**.

Fiscal Year 2026 Deposits	Gross Deposits	Refunds	Net Deposits
Income Taxes			
Individual Income Tax	$4,259,449,735	$976,341,814	$3,283,107,921
Corporation Income Tax	$654,649,767	$201,471,383	$543,178,384
Franchise Tax	$81,512,714	$21,583,226	$59,929,488
Total Income Taxes	**$4,995,612,217**	**$1,199,396,423**	**$3,796,215,794**
Consumption Taxes			
Sales Tax[9]	$4,717,454,918	$59,705,233	$4,657,749,685
Use Tax	$603,208,196	$12,232,523	$590,975,673
One-Time Fee for New Vehicle Registration	$517,222,650	$0	$517,222,650
Fuel Taxes	$746,005,154	$46,132,197	$7,005,154
Cigarette Tax	$121,468,793	$655,068	$120,813,725
Tobacco Tax	$11,126,197	$270	$11,125,927
Water Service Excise Tax	$20,514,516	$0	$20,514,516
Total Consumption Taxes	**$6,737,000,424**	**$118,725,292**	**$6,618,275,132**
Miscellaneous Taxes			
Composite Tax	$1,828,454	$9,359,915	($7,531,461)
Pass Through Entity Tax (PTET)[10]	$118,049,393	$56,262,519	$61,786,873
Real Estate Transfer Tax	$35,215,437	$0	$35,215,437
Hazardous Materials Permit Fee	$193,923	$0	$193,923
Inheritance Tax	$11,521,040	$1,306,715	$10,214,325
Insurance Premium Tax	$217,055,161	$0	$217,055,161
Car Rental Tax and Vehicle Title Surcharge[11]	$75,465	$0	$75,465
Non-Tax Debt	$0	$0	$0
Miscellaneous Taxes[12]	($2,587,742)	$4,035,055	($6,622,797)
Total Miscellaneous Taxes	**$381,351,131**	**$70,980,536**	**$310,370,594**
Grand Total	**$12,113,963,771**	**$1,389,102,252**	**$10,724,861,520**

Gross deposits include any transfers or adjustments for returned checks. Deposits and refunds are presented on a cash basis. All cash receipts are deposited to the Multi-Tax Suspense account until the receipts can be allocated to the correct revenue source.

[9] Gross deposits include approximately $719.4 million in LOST and Hotel/Motel tax collections.

[10] PTET is net of $465,512,370 deposits minus credits claimed $350,933,892.

[11] Gross deposits include a 5% tax on car rentals and a $5.00 registration fee collected by County Recorders for snowmobiles, ATVs, and boat registrations.

[12] Refunds under Miscellaneous Taxes consist mainly of reissued warrants. These warrants can be issued for any tax type and could include refunds from any time within the last five years. They are cancelled in the refund accounts for the original tax type before being issued under Miscellaneous. Therefore, total Miscellaneous refunds for a fiscal year often exceed Miscellaneous Taxes receipts.

Historic Gross Receipts

Gross deposits decreased in FY26, down $1,110.1M over FY25. The table below provides Gross Deposits, in millions.

Gross Receipts	FY22	FY23	FY24	FY25	FY26
Income Taxes					
Individual Income Tax	$6,029.53	$5,754.10	$5,148.60	$5,096.33	$4,259.45
Corporation Income Tax	$927.48	$992.41	$895.42	$833.84	$654.65
Franchise Tax	$72.37	$92.55	$96.61	$114.99	$81.51
Total Income Taxes	**$7,029.38**	**$6,839.06**	**$6,140.63**	**$6,045.16**	**$4,995.61**
Consumption Taxes					
Sales Tax[13]	$4,194.48	$4,240.34	$4,426.02	$4,482.60	$4,717.45
Use Tax	$397.99	$434.70	$501.37	$532.39	$603.21
One-Time Fee for New Vehicle Registration	$482.01	$513.24	$529.24	$520.22	$517.22
Fuel Taxes	$722.72	$742.52	$726.50	$726.05	$746.00
Cigarette Tax	$159.63	$153.88	$132.02	$119.49	$121.47
Tobacco Tax	$30.49	$29.69	$26.82	$21.36	$11.13
Water Service Excise Tax	$19.62	$18.86	$19.20	$19.72	$20.51
Total Consumption Taxes	**$6,006.94**	**$6,133.23**	**$6,361.17**	**$6,421.83**	**$6,737.00**
Miscellaneous Taxes					
Composite Tax	N/A	$87.58	$45.51	-$10.53	$1.82
Pass Through Entity Tax (PTET)	N/A	N/A	$898.73	$199.43	$118.05
Real Estate Transfer Tax	$45.91	$32.91	$29.91	$31.52	$35.22
Hazardous Materials Permit Fee	$0.17	$0.23	$0.24	$0.20	$0.19
Inheritance Tax	$98.26	$94.15	$62.26	$46.67	$11.52
Insurance Premium Tax	$151.09	$176.17	$189.51	$202.38	$217.06
Car Rental Tax and Vehicle Title Surcharge[14]	$0.10	$0.08	$0.07	$0.07	$.08
Non-Tax Debt	N/A	N/A	$0.08	$0.00	$0.00
Miscellaneous Taxes	$55.91	$200.32	$125.21	$287.33	($2.59)
Total Miscellaneous Taxes	**$351.44**	**$591.44**	**$1,351.52**	**$757.07**	**$381.35**
Grand Total	**$13,387.76**	**$13,563.73**	**$13,853.32**	**$13,224.06**	**$12,113.96**

Gross deposits do not reflect any transfers or adjustments for returned checks. Deposits are presented on a cash basis. All cash receipts are deposited to the Multi-Tax Suspense account until the receipts can be allocated to the correct revenue source.

[13]Gross deposits include LOST and Hotel/Motel tax collections.
[14]Gross deposits include a 5% tax on car rentals and a $5.00 registration fee collected by County Recorders for snowmobiles, ATVs, and boat registrations.

Local Government Services

The Department administers numerous property tax credits that supplement revenues collected by local governments; it also collects and distributes local option taxes to local governments and school districts.

Distribution of Funds to Local Governments for FY25		
Property Tax Relief Program	**Definition**	**Distribution**
Homestead Tax Credit	Adopted to encourage home ownership through property tax relief. Current credit is equal to the actual tax levy on the first $4,850 of actual value.	$162,351,236
Elderly and Disabled Tax Credit	Provides property tax relief to low-income elderly and disabled homeowners.	$3,291,624
Mobile Home Reduced Tax Rate	Established in conjunction with the Elderly and Disabled Property Tax Credit. Provides tax reduction to homeowners of mobile and manufactured homes.	$56,493
Special Assessment Tax Credit	Established in conjunction with the Elderly and Disabled Property Tax Credit. Provides 100% tax reduction to qualified homeowners who are required to pay special assessments.	$6,529
Two-Tier Assessment Limitation	Replaced Business Property Tax Credit (BPTC) in AY22/FY24. All commercial, industrial, and railroad properties receive an assessment limitation on the first $150,000 of value equal to the assessment limitation for residential property.	$124,999,999
Replacement Claim	This claim offsets a reduction in the rollback for commercial and industrial properties. Per HF 619, beginning AY21/FY23 qualified tax authorities will be reduced by 1/8 and nonqualified authorities reduced by 1/5 each year until phased out in FY30.	$36,660,987
Agricultural Land Tax Credit	Credit established to partially offset the school tax burden borne by agricultural real estate. Current law allows a credit for any general school fund tax in excess of $5.40 per $1,000 of assessed value. Land used for agricultural or horticultural purposes in tracts of 10 acres or more is eligible.	$29,099,999
Family Farm Tax Credit	Credit established to partially offset the school tax burden borne by agricultural real estate. Current law allows a credit for any general school fund tax in excess of $5.40 per $1,000 of assessed value. The owner or owner's relatives must be actively engaged in farming the land and the land must be used for agricultural or horticultural purposes.	$9,998,465
Local Option Tax	**Definition**	**Distribution**
Local Option Sales Tax (LOST)	Sales tax up to 1% imposed by counties either countywide or in incorporated areas or unincorporated areas. Imposed on sales and services taxed under State sales tax provisions.	$635,175,306
Secure an Advanced Vision for Education Tax (SAVE)	Portion of the statewide 1% sales and use tax distributed to school districts on a per pupil basis.	$676,174,988
Property Tax Equity and Relief (PTER) including Foundation Base Supplemental (FBS)	Portion of the statewide (SAVE) 1% sales and use tax dedicated for property tax relief.	$52,070,588
Hotel/Motel Tax	Tax up to 7% imposed by cities on the gross receipts from the rental of hotel or motel rooms for 90 consecutive days or less.	$84,234,654

Sales Tax Increment Program	Definition	Distribution
Flood Mitigation	Allows local governments to fund flood mitigation projects in part through receiving a portion of the growth in state retail sales tax in their jurisdiction.	$29,991,016
Urban Renewal	Allows local governments to fund urban renewal projects in part through receiving the growth in local option sales tax in their jurisdiction.	$612,108
Reinvestment Districts	Allows local governments to fund development projects in part through receiving a portion of the growth in state retail sales and lodging taxes within their reinvestment district.	$4,550,273

The appraisal team is responsible for overseeing the equitable assessment of commercial properties statewide by appraising commercial properties and conducting market research and analysis. The team completed approximately 1,248 commercial appraisals in 104 jurisdictions in 2026 to ensure appropriate assessment levels for the upcoming 2027 Equalization Cycle.

Tax Credit Tracking and Analysis Program

The Department has the responsibility for awarding two tax credits, along with completing tax credit transfers and tracking claims. Of the $182.5 million in total tax credits awarded by various State agencies in FY26, $2.5 million were awarded under the single tax credit program for which the Department makes awards. See Table 1 in the Contingent Liabilities Report for details about the amounts awarded under other tax credit programs.

Tax Credit Program	Awarded Amount
Renewable Energy Tax Credit	$2,466,269
State Tax Credit Awards by IDR	$2,466,269
State Tax Credit Awards by Other State Agencies	**$179,988,454**
Total State Tax Credit Awards	**$182,454,723**

Alcohol

The Department is responsible for licensing the three tiers of Iowa's alcoholic beverage industry.

Licenses, Permits, and Certificates

The Department issued 11,694 alcohol licenses, permits, and certificates; collecting $16,471,522 in revenue. Revenue collected from license and permit fees is remitted back to local authorities (cities and counties) directly involved in the approvals within their jurisdictions. In FY26, the Department remitted:

To cities: $3,017,998 **To Counties: $226,248** **Total: $3,244,246**

Alcohol Licenses, Permits, and Certificates Active As of June 30, 2026	FY26
Class C Retail Alcohol License (LC)	4,628
Special Class C Retail Alcohol License (BW)	811
Class F Retail Alcohol License (LF)	95
Class D Retail Alcohol License (LD)	20
Special Class C Retail Native Wine License (WCN)	42
Class E Retail Alcohol License (LE)	2,158
Class B Retail Alcohol License (LG)	1,126
Special Class B Retail Native Wine License (WBN)	124
Charity Beer, Spirits, and Wine Special Event License (CE)	0
Class A Beer Permit (BA)	42
Class A Beer Permit (Native) (BAN)	97
Class A Wine Permit (WA)	46
Class A Wine Permit (Native) (WAN)	97
Special Class A Beer Permit (BP)	35
Wine Direct Shipper Permit (DS)	1,126
Brewer's Certificate of Compliance (CB)	197
Vintner's Certificate of Compliance (CV)	563
Distiller's Certificate of Compliance (CD)	289
Class A Native Distilled Spirits License (ND)	33
Manufacturer's License (CM)	25
Broker's Permit (SP)	35
Wine Carrier Permit (AC)	2
Total	**11,591**

The table below reflects new and renewal applications issued or approved during FY26, to include the sub-permits issued or approved with the primary license.

Approved Alcohol Applications	FY26
Class C Retail Alcohol License (LC)	5062
Class C Retail Alcohol License (LC) with Special Class A Beer Permit (Brewpub)*	8
Special Class C Retail Alcohol License (BW)	1909
Special Class C Retail Alcohol License (BW) with Special Class A Beer Permit (Brewpub)*	4
Class F Retail Alcohol License (LF)	90
Class D Retail Alcohol License (LD)	19
Special Class C Retail Native Wine License (WCN)	54
Class E Retail Alcohol License (LE)	1287
Class B Retail Alcohol License (LG)	1089
Special Class B Retail Native Wine License (WBN)	109
Charity Beer, Spirits, and Wine Special Event License (CE)	70
Class A Beer Permit (BA)	42
Class A Beer Permit (Native) (BAN)	100
Special Class A Beer Permit (BP)**	24
Class A Wine Permit (WA)	48
Class A Wine Permit (Native) (WAN)	94
Wine Direct Shipper Permit (DS)	791
Brewer's Certificate of Compliance (CB)	153
Vintner's Certificate of Compliance (CV)	422
Distiller's Certificate of Compliance (CD)	229
Class A Native Distilled Spirits License (ND)	33
Manufacturer's License (CM)	24
Broker's Permit (SP)	31
Wine Carrier Permit (AC)	2
Total	**11,694**

* Brewpub was a sub-permit of an LC or BW license from June 1, 2025 - October 31, 2025

** BP became its own permit November 1, 2025

Alcohol Regulation & Industry Compliance

Pursuant to the Iowa Alcoholic Beverage Control Act, the Department regulates the manufacture, distribution, and sale of alcoholic beverages across Iowa. By pairing proactive licensee education with targeted enforcement, our regulatory team protects public safety, ensures fair commercial competition, and upholds compliance in all 99 counties.

Inspections & Community Coordination

Inspections are structured around community safety, major public events (such as the Iowa State Fair and RAGBRAI), and local complaint trends. Rather than focusing solely on penalties, staff work directly with permit holders to resolve procedural issues in real time:

Top 5 Complaint Categories

1. Selling / Serving Underage Person
2. Bootlegging
3. Overservice
4. Illegal Activity on Licensed Premises
5. False Ownership

- **Statewide Reach:** Conducted 1,588 routine and targeted inspections, maintaining an active regulatory presence in every Iowa county
- **Local Coordination:** Coordinated directly with municipal police departments and county sheriffs prior to local inspection sweeps to align on community priorities
- **Complaint Triage:** Evaluated 324 statutory complaints, resolving jurisdictional questions and referring matters to local law enforcement or specialized investigation units where appropriate

Targeted Investigations & Financial Recovery

When potential threats to public health, safety, or fair market practices emerge, the Department conducts comprehensive administrative investigations–often in tandem with local, state, and federal partners such as the federal Alcohol and Tobacco Tax and Trade Bureau (TTB).

Top 5 Violations Identified by Inspection

1. Infused Alcoholic Beverages
2. Failure to Display License
3. Illegal Tobacco / Vapor Products
4. Failure to Have Required Permit
5. Smokefree Air Act

- **Investigative Findings**: Completed 276 formal compliance investigations in FY26
  - 69% resolved with no statutory violations found
  - 31% identified compliance issues and were advanced for administrative review or corrective action
- **Joint Enforcement:** Executed 66 multi-agency investigations, resulting in $4,008,583 in unpaid sales tax liability assessments

Industry Audits & Gallonage Tax Assurance

To protect state revenue and support legitimate, law-abiding producers, the Department conducts specialized audits of native breweries, wineries, and commercial distributors.

- **High Industry Compliance:** Completed 72 manufacturer and distributor audits, revealing a 90% baseline compliance rate
- **Common Corrective Areas:** Targeted audits addressed three recurring operational hurdles: timely monthly gallonage reporting, production record retention, and volume reconciliation
- **Recovered Revenue:** Audit reconciliations directly identified and collected $27,950 in delinquent barrel and wine gallonage taxes while providing hands-on reporting guidance to help small producers avoid future penalties

Youth Safety & Underage Sales Prevention

Protecting Iowa's youth requires direct partnerships with frontline law enforcement agencies across the state.

- **Tobacco & Vapor Enforcement Program:** Partnered with the Iowa Department of Health and Human Services and 168 state and local law enforcement partners to conduct mandatory retailer compliance checks statewide, ensuring consistent age-verification standards across all regulated consumer products
- **Iowa Underage Alcohol Enforcement Program (IUAEP)**
  - Partnered with 68 local law enforcement agencies across 56 counties to conduct 1,281 compliance checks at licensed establishments
  - 89.2% of audited businesses successfully refused underage sales
  - Distributed $122,400 in grant reimbursements to participating local police departments and sheriff offices to offset local operational costs

Alcohol Operations

The portfolio expanded by 2.2% to 2,989 unique products, serving an expanding network of retail locations. While Class "E" retail outlets and overall delivery loads grew slightly, total cases and bottles sold both dipped by 2.0% respectively. Increased diesel fuel prices and miles driven per route did increase fuel expenses by 10% per gallon.

Performance Metric	FY26 Value / Activity	Year-Over-Year Change
Active Class "E" Licenses	2,161 Locations	+1.9% (+2.8% new locations)
Total Orders Distributed	124,590	+0.58%
Total Loads Distributed	Fleet Transport	+1.05% loads
Cost Per Delivery	Ruan Fleet & Warehouse Expenses vs Total Deliveries	+$0.00 (FLAT)
Cost Per Gallon	Ruan Fleet & Warehouse Expenses vs Total Volume	+$0.11 (+6.12%)
Total Cases Sold	Inventory Volume	-2.33%
Total Bottles Sold	Inventory Volume	-2.07%

Financial Statements

Statement of Revenues, Expenses, and Changes in Net Position	FY26
Operating Revenues	
Sales	
Liquor Sales[15]	$418,144,162
Split Case Fee	$2,242,927
Bottle Deposit & Surcharge	$5,913,379
License Fees	$16,471,522
Wine Tax	$6,992,635
Total Operating Revenues	**$449,764,625**
Operating Expenses	
Direct Costs	
Bailment (Cost of Liquor)	$276,117,826
Warehouse and Distribution	$11,360,516
Building and Grounds	$836,937
Recycle and Redemption	$3,494,902
Other Operating Expenses	$15,882,105
Total Operating Expenses	**$307,692,286**
Operating Income	**$142,072,340**
Non-Operating Revenues (Expenses)	
Proceeds to State Causes	($127,088,037)
City and County portion of License Fees	($3,244,246)
Net Non-Operating Revenues (Expenses)	($130,332,283)
Change in Net Position	$11,740,057
Net Position Beginning of Period	**$17,756,364**
Net Position End of Period	**$29,496,421**

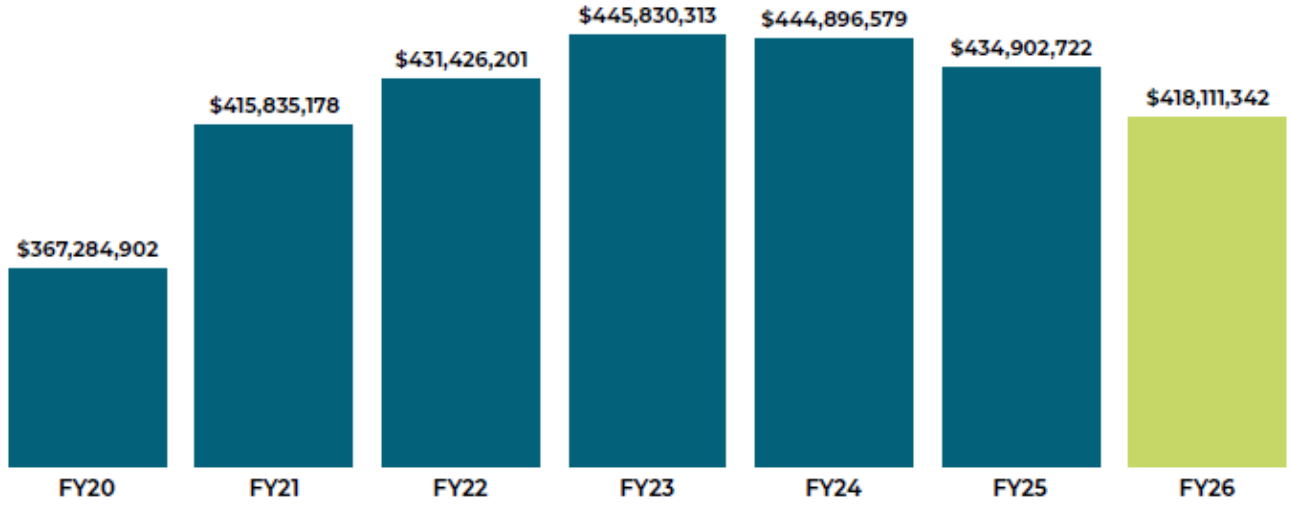
[15] FY26 saw a decrease in Liquor Sales of $16.7 million (-3.86%) since FY25

Statement of Net Position	FY26
Assets	
Current	
Cash	$29,423,637
Prepaid Expense	$776,301
Accounts Receivable	$4,314,317
Inventory	$37,249
Total Current Assets	**$34,551,504**
Noncurrent	
Capital Assets, net	$10,550,700
Subscription Asset, net	$11,414,192
Total Noncurrent Assets	**$21,964,892**
Total Assets	**$56,516,396**
Liabilities	
Current	
Liquor Payable	$12,297,854
Bottle Deposit & Surcharge Payable	$131,548
Intra-State Transfer Payable	$5,886,401
City and County Payable	$772,262
Accounts Payable and Accruals	$1,457,273
Subscription Liability	$371,451
Unearned Revenue	$2,168,294
Salary and Benefits Payable	$175,952
Total Current Liabilities	**$23,261,035**
Noncurrent	
Subscription Liability	$3,758,940
Total Long-Term Liabilities	**$3,758,940**
Total Liabilities	**$27,019,975**
Net Position	
Net Investment in Capital, Lease, and Subscription Assets	$17,834,501
Unrestricted	$11,661,920
Total Net Position	**$29,496,421**

Spirits Distribution, Brand Performance, & Account Leaderboards

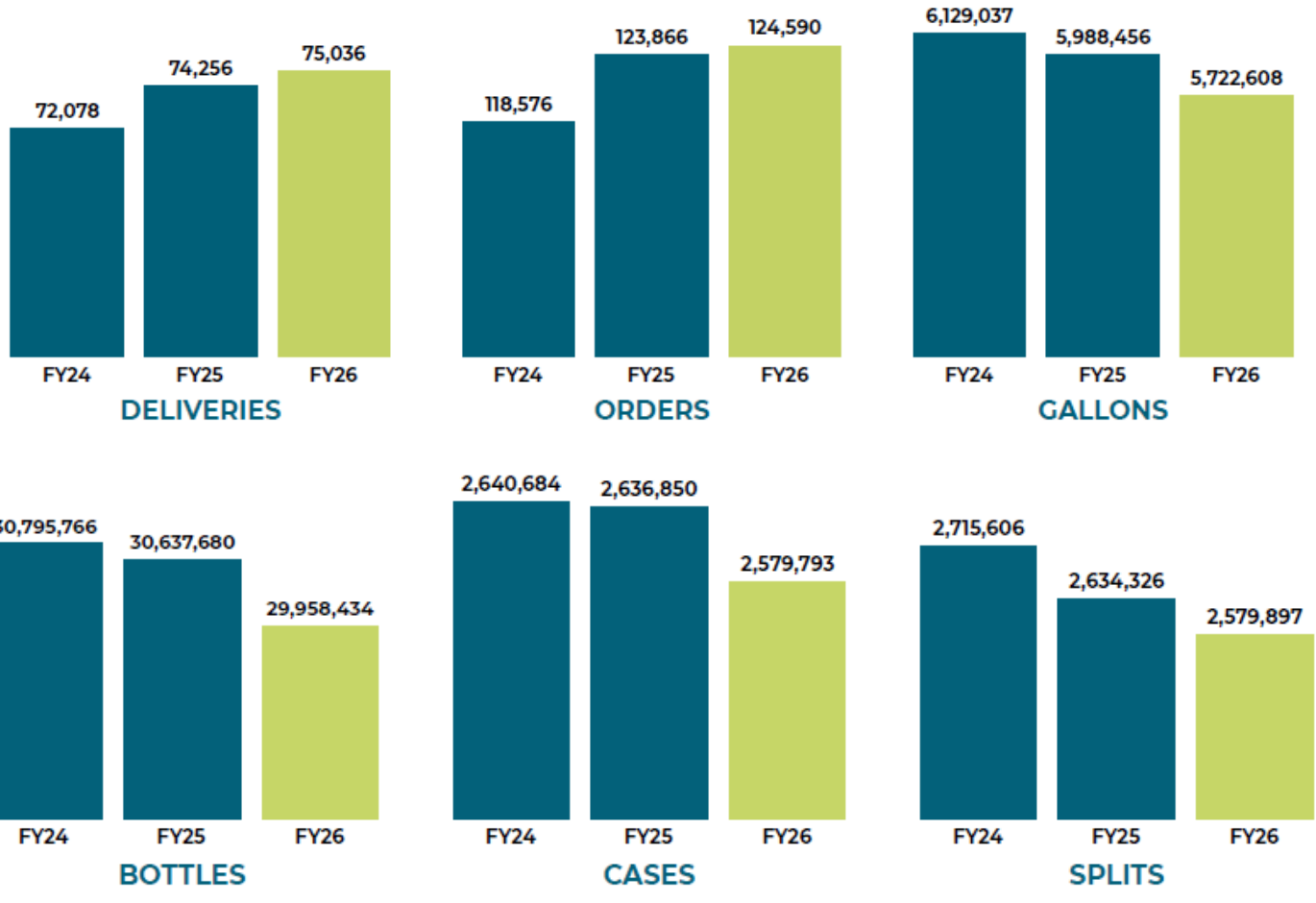
Annual Liquor Sales Comparison

Sales comparisons shown year-over-year.



Annual Delivery Comparison

Delivery metrics shown year-over-year.



Distilled Spirits Sales by Rank and Gallons Sold

	TOP CATEGORIES BY SALES	FY26	FY25
1	Domestic Whiskey	$ 106,461,757	$ 83,232,711
2	Vodka	$ 91,109,423	$ 93,890,499
3	Canadian Whiskey	$ 49,353,987	$ 78,393,878
4	Tequila	$ 45,830,247	$ 48,000,802
5	Cordials	$ 43,505,590	$ 43,816,144
6	Rum	$ 33,885,156	$ 36,028,726
7	Brandy/Cognac	$ 12,383,093	$ 13,717,130
8	Cocktails	$ 9,061,671	$ 9,368,780
9	Gin	$ 8,939,893	$ 9,316,665
10	Irish Whiskey	$ 8,781,620	$ 9,560,361
11	Scotch	$ 8,022,685	$ 8,784,232
12	Neutral Grain Spirit	$ 413,700	$ 449,480
13	Other Imported Whiskey	$ 360,093	$ 335,740
14	Cachaca	$ 32,379	$ 30,997
	Total Sales	**$ 418,141,294**	**$ 434,938,128**

	TOP CATEGORIES BY GALLONS	FY26	FY25
1	Vodka	1,918,611	1,954,448
2	Domestic Whiskey	970,427	775,001
3	Canadian Whiskey	707,506	1,001,012
4	Rum	587,306	619,283
5	Cordials	516,588	532,687
6	Tequila	420,742	482,679
7	Cocktails	238,655	248,361
8	Brandy/Cognac	131,630	138,708
9	Gin	121,194	127,497
10	Irish Whiskey	70,196	74,250
11	Scotch	56,648	61,244
12	Neutral Grain Spirit	6,406	6,918
13	Other Imported Whiskey	1,504	1,541
14	Cachaca	311	332
	Total Gallons	**5,747,725**	**6,023,961**

TOP 10 Product Categories

	TOP CATEGORIES BY GALLONS	FY26
1	VODKA	1,912,648
2	DOMESTIC WHISKEY	970,422
3	CANADIAN	707,506
4	RUM	587,306
5	CORDIALS	516,588
6	TEQUILA	420,742
7	COCKTAILS	238,655
8	BRANDY / COGNAC	131,630
9	GIN	121,194
10	IRISH	70,196
	Total	**5,676,886**

	TOP CATEGORIES BY SALES	FY26
1	DOMESTIC WHISKEY	$ 105,377,377
2	VODKA	$ 91,091,082
3	CANADIAN	$ 49,353,987
4	TEQUILA	$ 45,830,247
5	CORDIALS	$ 43,505,590
6	RUM	$ 33,885,156
7	BRANDY / COGNAC	$ 12,383,093
8	COCKTAILS	$ 9,061,671
9	GIN	$ 8,939,893
10	IRISH	$ 8,781,620
	Total	**$ 408,209,715**

**Total gallons and sales number is adjusted from the total gallons and liquor revenue due to the timing of returns and adjustments.*

TOP 10 Suppliers

Ranked by gallons sold and sales dollars.

	TOP SUPPLIERS BY GALLONS	FY26
1	SAZERAC COMPANY INC	1,395,476
2	DIAGEO AMERICAS	850,533
3	Heaven Hill Brands	509,672
4	Fifth Generation Distilled Spirits, Inc.	427,227
5	LUXCO INC	397,943
6	Jim Beam Brands	333,528
7	PERNOD RICARD USA	258,760
8	PROXIMO	192,344
9	BACARDI USA INC	180,082
10	E & J Gallo Winery	119,260
	Total Gallons	**4,664,825**

	TOP SUPPLIERS BY SALES	FY26
1	DIAGEO AMERICAS	$84,404,312
2	SAZERAC COMPANY INC	$77,507,025
3	Fifth Generation Distilled Spirits, Inc.	$31,521,855
4	Jim Beam Brands	$26,887,021
5	Heaven Hill Brands	$25,517,033
6	PERNOD RICARD USA	$24,021,366
7	Brown Forman Corp.	$19,449,250
8	BACARDI USA INC	$18,161,311
9	PROXIMO	$14,433,931
10	LUXCO INC	$13,943,922
	Total Sales	**$335,847,025**

TOP 10 Iowa Native Distilleries and Manufacturers

Ranked by sales dollars and gallons sold.

	TOP PRODUCTS BY SALES	FY26
1	CEDAR RIDGE VINEYARDS LL	$3,238,831
2	Blue Ox Spirits, Inc.	$1,922,896
3	Revelton Distilling Company	$1,775,340
4	DUNKEL CORPORATION / Iowa Distilling	$693,071
5	Mississippi River Distilling Company LLC	$575,394
6	DEHNER DISTILLERY	$441,886
7	S&B Farms Distillery	$317,650
8	Foundry Distilling Company, LLC	$304,357
9	John Ernest Distillery, Inc.	$215,610
10	Lonely Oak Distillery	$180,368
	Total	**$9,665,404**

	TOP PRODUCTS BY GALLONS SOLD	FY26
1	Blue Ox Spirits, Inc.	70,151
2	CEDAR RIDGE VINEYARDS LL	21,870
3	DEHNER DISTILLERY	20,449
4	Revelton Distilling Company	13,975
5	DUNKEL CORPORATION / Iowa Distilling	8,922
6	John Ernest Distillery, Inc.	6,028
7	Mississippi River Distilling Company LLC	5,786
8	Foundry Distilling Company, LLC	3,850
9	S&B Farms Distillery	2,848
10	Swell Liquor LLC	2,368
	Total	**156,247**

TOP 50 Brands – Total Sales by Product Sold

BRAND RANK BY SALES		FY26
1	Tito's Handmade Vodka	$29,813,229
2	Black Velvet	$10,410,227
3	Fireball Cinnamon Whiskey	$9,461,880
4	Crown Royal	$8,635,679
5	Crown Royal Regal Apple	$8,455,262
6	Jack Daniels Old #7 Black Label	$8,269,895
7	Captain Morgan Original Spiced	$7,674,471
8	Captain Morgan Original Spiced Barrel PET	$6,697,573
9	Fireball Cinnamon Whiskey Mini Sleeve	$6,106,450
10	Jameson	$6,094,967
11	Patron Silver	$4,425,287
12	Jim Beam	$4,241,433
13	Hawkeye Vodka	$4,154,021
14	Makers Mark	$3,825,978
15	Crown Royal Peach	$3,772,235
16	Malibu Coconut	$3,392,160
17	Crown Royal Blackberry	$3,156,883
18	Absolut Swedish Vodka 80prf	$3,111,231
19	Fris Danish Vodka	$3,023,297
20	Jose Cuervo Especial Reposado	$2,934,795
21	Fireball Cinnamon Whiskey PET	$2,879,493
22	Smirnoff 80prf PET	$2,803,229
23	Don Julio Reposado	$2,703,578
24	Grey Goose	$2,662,072
25	Platinum 7x Vodka	$2,643,805

BRAND RANK BY SALES		FY26
26	Jagermeister Liqueur	$2,574,700
27	Bacardi Superior	$2,360,858
28	Admiral Nelson Spiced	$2,238,320
29	McCormick 80prf Vodka PET	$2,227,756
30	Smirnoff 80prf	$2,210,296
31	Svedka 80prf	$2,174,372
32	Hennessy VS Flask	$2,149,277
33	Rumple Minze Peppermint Schnapps Liqueur	$2,075,499
34	Baileys Original Irish Cream	$2,050,703
35	Tanqueray Gin	$1,957,305
36	Bulleit Bourbon	$1,936,594
37	Dr McGillicuddy's Cherry	$1,910,877
38	Seagrams 7 Crown	$1,905,761
39	Cedar Ridge Bourbon	$1,871,320
40	Woodford Reserve	$1,865,856
41	Don Julio Blanco	$1,851,865
42	Buffalo Trace Bourbon	$1,722,591
43	Hennessy VS	$1,702,126
44	Kahlua Coffee	$1,627,078
45	Blue Ox Vodka	$1,605,860
46	Ketel One	$1,491,099
47	Black Velvet Toasted Caramel	$1,443,833
48	Fireball Cinnamon Whiskey Mini Dispenser	$1,353,433
49	Jack Daniels Tennessee Honey Whiskey	$ 1,337,965
50	Casamigos Blanco Tequila	$ 1,335,930

Top 50 Brands (Sales) **$198,301,583**

All Sales **$418,141,294**

47%



OF ALL SALES

WERE IN THE TOP 50 BRANDS

TOP 50 Brands – Gallons Sold

BRAND RANK BY GALLONS		FY26
1	Tito's Handmade Vodka	423,770
2	Black Velvet	263,191
3	Hawkeye Vodka	158,065
4	Fireball Cinnamon Whiskey	149,289
5	Captain Morgan Original Spiced Barrel PET	111,618
6	Fris Danish Vodka	108,809
7	Captain Morgan Original Spiced	106,426
8	Platinum 7x Vodka	101,463
9	McCormick 80prf Vodka PET	80,723
10	Jack Daniels Old #7 Black Label	72,064
11	Crown Royal	71,492
12	Crown Royal Regal Apple	68,185
13	Blue Ox Vodka	60,660
14	Svedka 80prf	59,345
15	Smirnoff 80prf PET	56,295
16	Barton Vodka	55,551
17	Malibu Coconut	54,294
18	Jim Beam	52,300
19	Jameson	49,750
20	Admiral Nelson Spiced	49,548
21	Fireball Cinnamon Whiskey PET	48,433
22	Tortilla Gold DSS	45,992
23	Absolut Swedish Vodka 80prf	45,797
24	Bacardi Superior	41,353
25	Seagrams 7 Crown	40,462

BRAND RANK BY GALLONS		FY26
26	Five O'Clock Vodka	39,880
27	Kirkland Signature American Vodka	39,776
28	Black Velvet Toasted Caramel	35,598
29	Jose Cuervo Especial Reposado	34,253
30	Smirnoff 80prf	33,734
31	Fleischmanns 80prf Vodka	33,486
32	McCormick 80prf Vodka	33,321
33	Dr McGillicuddy's Cherry	31,624
34	Five Star	31,161
35	Jose Cuervo Especial Silver	30,575
36	Crown Royal Peach	30,396
37	Makers Mark	30,200
38	Members Mark Vodka	30,001
39	Hawkeye Vodka PET	29,928
40	Barton Naturals Vodka	29,354
41	Nikolai Vodka	28,934
42	Grey Goose	25,539
43	Jagermeister Liqueur	25,475
44	Paul Masson Grande Amber Brandy VS	24,265
45	Crown Royal Blackberry	24,020
46	Patron Silver	22,646
47	Paramount White Rum	21,463
48	New Amsterdam 80prf	21,231
49	Rumple Minze Peppermint Schnapps Liqueur	21,184
50	Windsor Canadian PET	20,783

Top 50 Brands (Gallons)	**3,103,705**
All Gallons Sold	**5,722,608**

54%



OF ALL GALLONS SOLD
WERE IN THE TOP 50 BRANDS

TOP 50 Native Iowa Brands – By Gallons Sold

BRAND RANK BY GALLONS SOLD		FY26
1	Gotcha Vodka	15,739
2	Cedar Ridge Bourbon	13,344
3	Revelton Mulberry Gin	7,659
4	Don Agave Gold	3,632
5	Saints n Sinners Apple Pie	3,383
6	Prairie Fire Cinnamon Whiskey	2,759
7	Gotcha Silver Rum	2,541
8	Foundry Whiskey Custom	2,443
9	Don Agave Silver	2,220
10	Bagger Vodka	1,654
11	Revelton Whiskey and Cream Liqueur	1,515
12	Sir Winston Peach	1,434
13	Revelton Honey Whiskey	1,221
14	Cedar Ridge Barrel Proof	1,162
15	Iowish Cream Salted Caramel	1,117
16	Iowish Cream Liqueur	1,070
17	Revelton Vodka	805
18	Gotcha Blended Whiskey	801
19	River Pilot Vodka	786
20	Gotcha Gin	778
21	Rocket Fuel	775
22	Cody Road Barrel Old Fashioned	690
23	CM Unrestricted Wheated Straight Bourbon	670
24	Cody Road Bourbon	659
25	Private First Class	637

BRAND RANK BY GALLONS SOLD		FY26
26	Prairie Fire Cinnamon Whiskey PET	596
27	QuintEssential Solera Edition	590
28	Mullets	586
29	Revelton Single Barrel Bourbon Whiskey	565
30	Cedar Ridge Rye	556
31	Slipknot Iowa Whiskey No. 9	512
32	Butchers Block Vodka	510
33	Revelton Private Whiskey Barrel Selection	499
34	Century Farms Bourbon - Personalized	493
35	IDC Straight Bourbon	465
36	173 Craft Distillery Honey Lemon Flavored Gin	462
37	Prairie Fire Cinnamon Whiskey Mini PET	453
38	Revelton American Gin	438
39	173 Craft Distillery Premium Vodka	397
40	Cask Strength Private Barrel Bourbon	382
41	Iowa State 1858 Vodka	379
42	Cedar Ridge Double Barrel Bourbon Whiskey	361
43	Saints n Sinners Apple Pie Mini PET	328
44	Foundry Vodka	317
45	Zone Vodka	316
46	Cedar Ridge Sir Maple Bourbon Whiskey	283
47	Cedar Ridge Double Barrel Straight Rye Whiskey	280
48	Templeton Rye 6YR Special Reserve	247
49	173 Craft Distillery Premium Gin	224
50	Revelton Honey Vodka	223

Top 50 Native Iowa Brands (Gallons)	**79,954**
All Native Iowa Gallons Sold	**91,831**

87%



OF ALL NATIVE IOWA GALLONS SOLD WERE IN THE TOP 50 BRANDS

TOP 50 Native Iowa Brands – By Sales

BRAND RANK BY SALES		FY26
1	Cedar Ridge Bourbon	$1,871,320
2	Revelton Mulberry Gin	$1,011,045
3	Gotcha Vodka	$318,516
4	Saints n Sinners Apple Pie	$221,031
5	Prairie Fire Cinnamon Whiskey	$193,904
6	Cedar Ridge Barrel Proof	$190,682
7	Revelton Whiskey and Cream Liqueur	$168,885
8	Revelton Honey Whiskey	$157,841
9	Sir Winston Peach	$153,329
10	Foundry Whiskey Custom	$146,727
11	Don Agave Gold	$123,765
12	QuintEssential Solera Edition	$119,867
13	Cody Road Bourbon	$94,908
14	Revelton Single Barrel Bourbon Whiskey	$93,994
15	Iowish Cream Salted Caramel	$92,516
16	Iowish Cream Liqueur	$88,836
17	Cody Road Barrel Old Fashioned	$87,924
18	Cask Strength Private Barrel Bourbon	$86,130
19	Don Agave Silver	$82,510
20	Slipknot Iowa Whiskey No. 9	$81,760
21	Cedar Ridge Rye	$81,212
22	Bagger Vodka	$76,536
23	CM Unrestricted Wheated Straight Bourbon	$76,095
24	IDC Straight Bourbon	$68,929
25	Private First Class	$68,373

BRAND RANK BY SALES		FY26
26	Cedar Ridge Double Barrel Bourbon Whiskey	$65,129
27	Revelton Vodka	$59,459
28	Gotcha Silver Rum	$56,752
29	Slipknot Iowa Whiskey No. 9 Reserve	$52,709
30	173 Craft Distillery Honey Lemon Flavored Gin	$52,596
31	Cedar Ridge Double Barrel Straight Rye Whiskey	$52,066
32	River Pilot Vodka	$49,012
33	Revelton American Gin	$48,488
34	Cedar Ridge Sir Maple Bourbon Whiskey	$47,817
35	Revelton Distillers Edition Rye Barrel Pick Buy	$45,540
36	Templeton Rye 6YR Special Reserve	$45,240
37	CM Toppling Goliath Bourbon Whiskey	$44,824
38	Slipknot No.9 Iowa Whiskey - The Brown	$42,776
39	Prairie Fire Cinnamon Whiskey PET	$40,572
40	173 Craft Distillery Single Barrel Bourbon	$39,434
41	Rocket Fuel	$39,022
42	Blonde Fatale Bottled in Bond Malt Whiskey	$38,994
43	Revelton Single Barrel Bourbon Barrel Pick - Mid	$38,844
44	Prairie Fire Cinnamon Whiskey Mini PET	$37,503
45	Iowa State 1858 Vodka	$36,602
46	Butchers Block Vodka	$34,853
47	QuintEssential Special Release - Pete and Sherri	$33,274
48	Cedar Ridge Private Barrel Straight Rye Whiskey	$33,210
49	Revelton Rye	$32,516
50	Cedar Ridge Anniversary Edition	$31,332

Top 50 Native Iowa Brands (Sales) **$6,855,198**

All Native Gallons Sold **$8,491,893**

81%



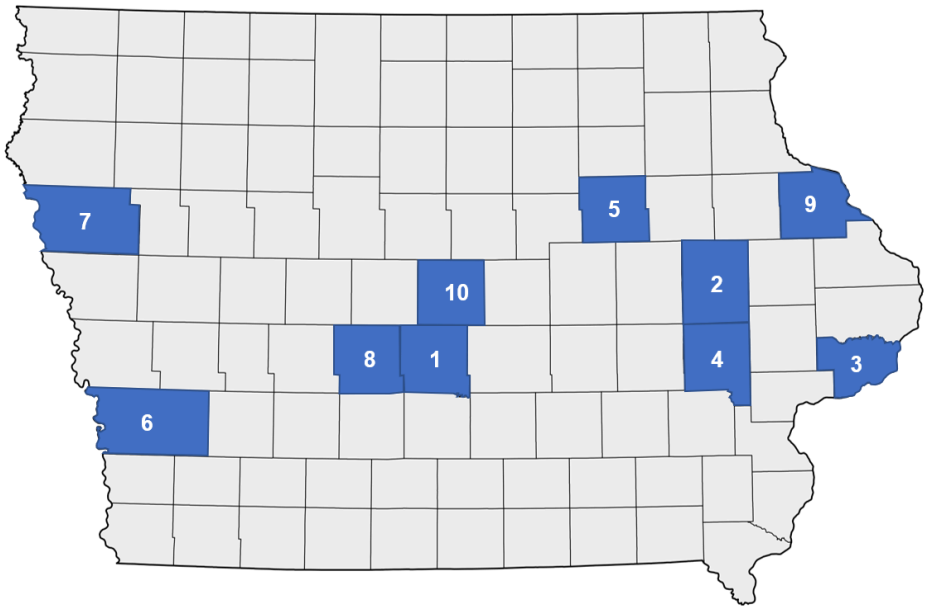
OF ALL NATIVE IOWA SALES WERE IN THE TOP 50 BRANDS

TOP 20 Customers by Sales

Top 20 Customers by Class “E” Liquor Sales		
1	Hy-Vee #3, BDI, Des Moines	$14,845,821
2	Central City 2, Des Moines	$13,737,268
3	Another Round, DeWitt	$6,489,704
4	Hy-Vee Wine and Spirits #1, Iowa City	$6,212,370
5	Benz Distributing, Cedar Rapids	$5,135,718
6	Costco Wholesale #788, West Des Moines	$4,036,471
7	Wilkie Liquors, Mount Vernon	$3,751,234
8	I-80 Liquor, Council Bluffs	$3,533,671
9	Wall to Wall Wine & Spirits, West Des Moines	$3,473,393
10	Sam's Club 8162, Cedar Rapids	$3,216,587
11	Sam's Club 6344, Windsor Heights	$3,176,177
12	Hy-Vee Food Store, Urbandale	$3,127,014
13	Hy-Vee Food Store, Coralville	$2,589,642
14	Costco Wholesale #1111, Coralville	$2,466,976
15	Hy-Vee, Waukee	$2,423,032
16	Hy-Vee #2, Ames	$2,362,712
17	Hy-Vee #7, Cedar Rapids	$2,362,646
18	Sam's Club 6514, Waterloo	$2,319,366
19	Sam's Club 6432, Sioux City	$2,303,818
20	Hy-Vee Wine and Spirits, Ankeny	$2,298,343
	Total	**$89,861,963**

TOP 10 Iowa Counties by Sales

	Top Counties by Class "E" Liquor Sales	FY26
1	Polk	$96,828,104
2	Linn	$35,948,093
3	Scott	$26,713,932
4	Johnson	$24,379,843
5	Blackhawk	$19,349,854
6	Pottawattamie	$15,740,323
7	Woodbury	$14,308,459
8	Dallas	$12,519,125
9	Dubuque	$11,944,472
10	Story	$11,304,982
	Total	**$269,037,187**



For detailed data breakdowns and the complete list of commercial rankings, please visit revenue.iowa.gov.

Visit the "Iowa Liquor Sales Explorer" on data.iowa.gov to view spirits purchase information of Iowa Class "E" liquor licensees (e.g., grocery stores, liquor stores, convenience stores, etc.) by product and date of order beginning January 1, 2012. Additionally, customers can view current:

- Liquor Sales by Month
- Total Liquor Sales
- Total Bottles Sold
- Average Sale Per Bottle
- Liquor Sales by Store Zip Code
- Top Sales by Product
- Top Sales by Store

Lottery

In FY26, the Iowa Lottery delivered on its promise of responsibly and reliably delivering an entertainment option across the state that generates revenues for vital state causes. The Iowa Lottery exceeded budgeted expectations with sales of $469.6 million— the third largest annual total in the lottery's 41-year history — and $95.4 million in proceeds to state causes. Prizes to players totaled $305.6 million and commissions paid to Lottery retailers totaled $30.5 million; both increases of nearly eight percent as compared with FY25.

The Top 10 retailers in Iowa for Lottery sales included supermarkets, convenience stores, and drugstores in four different communities: Cedar Rapids, Davenport, Des Moines, and Marion. Iowa Lottery players claimed 11 prizes of at least $500,000, while five winners claimed prizes of at least $1 million.

Responsible Gaming

The Iowa Lottery continued initiatives to highlight healthy lottery play and raise awareness for problem gambling resources in Iowa. Initiatives included participation in the national Gift Responsibly Campaign during the holidays from the National Council on Problem Gambling and the North American Association of State and Provincial Lotteries; and a public-service campaign to highlight Problem Gambling Awareness Month in March.

Committed to responsible gaming practices, the Lottery maintained Level 2 Responsible Gaming certification from the World Lottery Association (WLA).

Strategic Partnerships

Consumer research continues to highlight a growing demand for experiential rewards alongside traditional cash prizes. To meet this, the Department strategically partnered with leading sports, racing, and entertainment organizations to offer Iowans exclusive, high-value experience packages in various parts of the state.

Collegiate & Professional Sports: Premium seating and VIP game experiences with Hawkeye and Cyclone Sports Properties (football & basketball), the NBA's Minnesota Timberwolves & Iowa Wolves, and local baseball favorites including the Iowa Cubs, Cedar Rapids Kernels, and Quad Cities River Bandits.

Motorsports & Racing: High-octane race packages at the Iowa Speedway® (NASCAR® Cup Series) and Knoxville Raceway (Knoxville Nationals and World of Outlaws), plus new events with High Limit Racing, a sprint car series with race events in across Iowa (Shelby County Speedway and Davenport Raceway).

Iconic Iowa Events & Culture: Ultimate VIP access to the Iowa State Fair Grandstand concerts, plus Principal Charity Classic, the Des Moines Arts Festival, and various popular music venues across the state including a first time event concert experience in Okoboji.

Significant Accomplishments

WIN-ionaire Brand Campaign: Industry and consumer research contributed to a long awaited launch of a new branded consumer marketing campaign for Iowa Lottery. The WIN-ionaire campaign shows the endless possibilities of being a winner with the Iowa Lottery. It reminds players that being "rich" isn't just about commas in a bank account. It's the feeling that comes from playing—and winning—your way. Whether that is ordering the extra guacamole, or "lunch is on me" feeling, to winning the big jackpot. It's about turning anticipation into excitement, and prizes into stories to tell for a lifetime. **No matter what, where or how they play, they can be a WIN-ionaire with the Iowa Lottery.**

Millionaire for Life Game Launch: For the first time in more than a decade, the Iowa Lottery launched a new multi-jurisdictional draw game. The Millionaire for Life game allows Lottery players to enjoy the best prize odds of a draw game to date, at $5 per play. Iowa Lottery was notable throughout the 30+ jurisdictions for a most successful launch complete with retail events, earned media, and double-digit interaction percentages across player engagement platforms.

Financial Statements

Statement of Net Position	FY26
Assets	
Current	
Cash	$23,440,786
Cash on hand	$600
Restricted Assets - (Cash)	$778,865
Prepaid Expense	$94,455
Interest Receivable	$33,136
Accounts Receivable, Net	$7,220,248
Ticket Inventories	$1,900,708
Investment in Prize Annuities	$87,231
Total Current Assets	**$33,556,029**
Prize Reserve	$8,003,885
Investment in Prize Annuities	$1,269,051
Lease Assets, nonamortizable	$13,653
Capital Assets, net	$10,596,391
Lease Assets, net	$1,288,770
Subscription Assets, net	$2,969,965
Total Noncurrent Assets	**$24,141,715**
Total Assets	**$57,697,744**
Other Post-Employment Benefits (OPEB) Related Deferred Outflows	$348,402
Pension Related Deferred Outflows	$929,488
Total Deferred Outflows of Resources	**$1,277,890**
Liabilities	
Current	
Lotto Prizes Payable	$5,178,741
InstaPlay Prize Payable	$172,853
Annuity Prizes Payable	$87,231
Accounts Payable and Accruals	$23,066,349
Lease Liability	$341,560
Subscription Liability	$172,978
Unearned Revenue	$266,852
Salary and Benefits Payable	$376,851
Compensated Absences and OPEB	$680,414
Total Current Liabilities	**$30,343,829**

Statement of Net Position, Continued	FY26
Long-term	
Accounts Payable and Accruals	$82,379
Lease Liability	$946,318
Subscription liability	$1,943,279
Compensated Absences and OPEB	$2,001,519
Net Pension Liability	$1,793,865
Prize Reserve	$8,003,885
Annuity Prizes Payable	$1,269,051
Total Long-Term Liabilities	**$16,040,296**
Total Liabilities	**$46,384,125**
Deferred Inflows of Resources	
OPEB Related Deferred Inflows	$716,242
Pension Related Deferred Inflows	$639,780
Total Deferred Inflows of Resources	**$1,356,022**
Net Position	
Net Investment in Capital, Lease, and Subscription Assets	$11,464,644
Unrestricted	($229,157)
Total Net Position	**$11,235,487**

Statement of Revenues, Expenses, and Changes in Net Position	FY26
Operating Revenues	
Sales	
Scratch Ticket	$291,408,651
InstaPlay	$35,206,075
Pick 3	$9,447,999
Pick 4	$6,248,323
Powerball	$66,520,221
Mega Millions	$25,938,400
Lucky for Life	$5,612,678
Millionaire for LIfe	$4,599,470
Lotto America	$7,999,662
Pull-tab	$16,639,094
Total Sales	$469,620,573
Application Fees	$9,925
Other	$10,291
Total Operating Revenues	**$469,640,789**
Operating Expenses	
Prizes	
Scratch Ticket	$203,283,836
InstaPlay	$25,985,278
Pick 3	$6,078,160
Pick 4	$3,748,994
Powerball	$33,400,343
Mega Millions	$13,095,168
Lucky for Life	$3,033,199
Millionaire for Life	$2,529,708
Lotto America	$3,999,831
Pull-tab	$10,418,584
Total Prizes	$305,573,101
Retailer Compensation	$30,467,432
Advertising Production and Media Purchases	$8,404,927
Retailer Lottery System / Terminal Communications	$10,594,312
Instant / Pull-tab Ticket Expense	$3,046,663
Vending Machines and Maintenance / Ticket Dispensers	$809,189
Courier Delivery of Tickets	$1,454,174
Other Operating Expenses	$14,729,231
Total Operating Expenses	**$375,079,029**
Operating Income	**$94,561,760**
Non-Operating Revenues (Expenses)	
Proceeds to State Causes	($95,403,748)
Interest Income	$892,947
Interest Expense	($127,525)
Gain (Loss) on Disposal of Assets	$15,244
Net Non-Operating Revenues (Expenses)	($94,623,082)
Change in Net Position	$(61,322)
Net Position Beginning of Period	**$11,296,809**
Net Position End of Period	**$11,235,487**