

November 29, 2006

The Honorable Timothy M. Kaine  
Governor  
Commonwealth of Virginia  
Patrick Henry Building, 3<sup>rd</sup> floor  
Richmond, VA 23219

Dear Governor Kaine:

I am pleased to provide our report of monthly activities and financial update for the month of October 2006, as required in Section 58.1-4006 of the *Code of Virginia*.

Sales for the month of October 2006 totaled nearly \$107.8 million, a decline of \$3.6 million (-3%) compared to October 2005. For the year to date, sales totaled \$420.5 million, which was \$33.8 million (-7%) less than the same period last year. October net income totaled \$34.6 million, for year to date earnings of \$132.6 million, down \$3.8 million (-3%) compared to the same period last year.

Fiscal Year 2007 continues to reflect declining sales, as anticipated when comparing Virginia Lottery sales pre- and post-launch of the North Carolina Education Lottery. The Virginia Lottery will continue to creatively address the challenge created by this new competition.

Please let me know if you have any questions or if you would like more information.

Very truly yours,

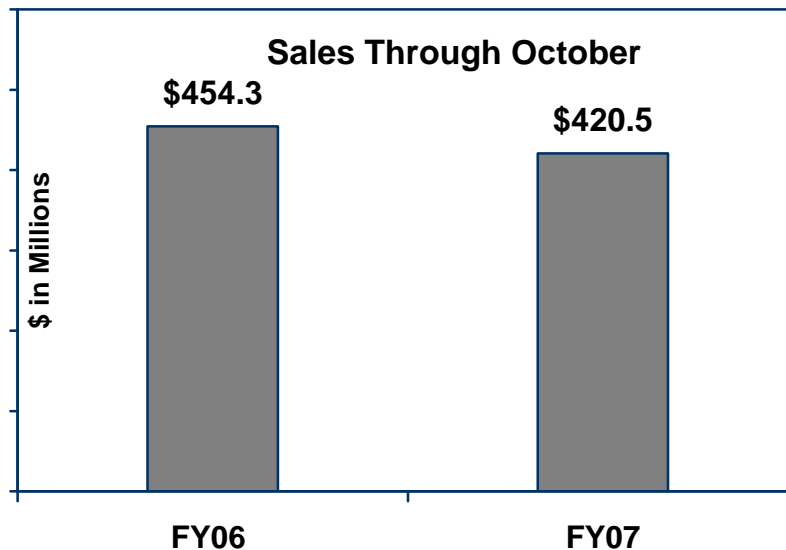
Sheila Hill-Christian

c: The Honorable John H. Chichester, Chairman – Senate Finance Committee  
The Honorable Vincent F. Callahan, Jr., Chairman – House Appropriations  
Committee  
The Honorable Harry R. Purkey, Acting Chairman – House Finance  
Committee  
The Honorable William H. Leighty, Chief of Staff – Office of the Governor  
The Honorable Jody M. Wagner, Secretary of Finance  
Mr. Richard D. Brown, Director – Department of Planning & Budget  
Mr. David A. Von Moll, State Comptroller  
Ms. Elizabeth B. Daley, Staff Director – Senate Finance Committee  
Mr. Robert P. Vaughn, Staff Director – House Appropriations Committee

**VIRGINIA LOTTERY**  
**Report to the Governor and**  
**Selected Members of**  
**the General Assembly**  
**November 29, 2006**

Sales

Lottery sales for the fiscal year through October 2006 were \$420.5 million, which was \$33.8 million (-7.5%) less than during the same period last year. Sales declined across all product categories, with the largest decline in Jackpot sales, down \$26.7 million (-34.6%) due to lower advertised jackpots because of more frequent jackpot wins. Daily games (Pick 3, Pick 4, and Cash 5) sales were down \$2.9 million (-1.9%) compared to last year. Scratcher sales declined \$4.1 million (-1.8%) compared to last year as a result of the competition from North Carolina.



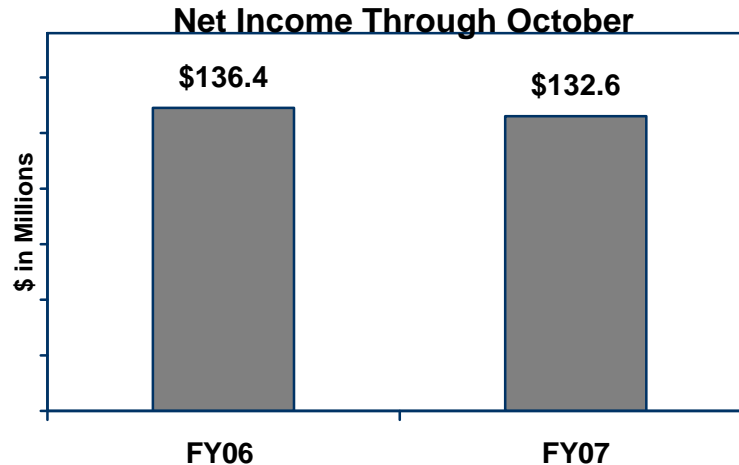
Expenses

The overall prize expense rate (prize expense as a percent of sales) of 58.1% was 1.4% less than last year. The scratcher prize rate of 65.6% was down slightly (0.6%); the daily games prize rate of 50.1% was on target with statistical expectations, and 2.7% lower than last year's rate.

With the overall sales decline, retailers earned nearly \$1.4 million less than last year; however, the compensation rate for the year so far stands at 5.7%, up 0.1% from last year as a result of strong participation in retailer incentive programs. Administrative operating costs were \$2.0 million less than during the same period last year.

### Net Income

The overall sales decline (-7.5%) was offset somewhat by lower prize and operating expenses, resulting in net income through October of \$132.6 million, down \$3.8 million (-2.8%) compared to last year at this point.



### CONTRIBUTIONS TO DEBT SETOFF & LITERARY FUND

Pursuant to the Setoff Debt Collection Act, the Lottery made payments to the Department of Taxation totaling \$77,429 in October, bringing the year-to-date total to \$376,880. Also, the Lottery transferred unclaimed prizes of \$1,082,521 in October, or \$3,749,764 for the year.

### NORTH CAROLINA LOTTERY UPDATE

The North Carolina Education Lottery (NCEL) began selling scratch tickets on March 30, 2006, and the multi-state jackpot game Powerball tickets on May 30, 2006. The NCEL also began offering daily Carolina Pick 3 games on October 6, 2006, and Carolina Cash 5 on October 27, 2006. North Carolina daily games offer drawings seven days a week. The table below shows the localities most affected by the North Carolina Education Lottery. Based on the period of July 1<sup>st</sup>, 2006 through November 15<sup>th</sup>, 2006, the five counties on the North Carolina border with the greatest percentage sales loss versus the same period in the prior year are:

Total %Change	City or County	Total \$ Change
-56%	Carroll	-\$3,759,570
-44%	Greenville	-\$1,756,031
-39%	Henry	-\$2,938,256
-37%	Mecklenburg	-\$3,966,681
-31%	Grayson	-\$250,574

