

Robert F. McDonnell  
Governor

May 7, 2012

The Honorable Robert F. McDonnell  
Governor  
Commonwealth of Virginia  
Patrick Henry Building, 3<sup>rd</sup> floor  
Richmond, Virginia 23219

Paula I. Otto  
Executive Director

Re: **March 2012 Lottery Results**

Dear Governor McDonnell:

I am pleased to provide our report of monthly activities and financial update for the month of March 2012, as required in §58.1-4006 of the *Code of Virginia*.

The Caboose Bill now includes a revised estimate of \$473.1 million available to the Lottery Proceeds Fund for FY 12. The results outlined in this update reflect comparisons to a revised profits and transfer estimate of \$461.4 million (\$11.7 million less than the current figure in the pending Caboose Bill) as endorsed by the State Lottery Board in March 2012.

Sales for the month of March established a new record for the Virginia Lottery. March sales totaled \$176.8 million, up \$33.6 million (+23.5%) compared to the same month last year and the Lottery's highest sales month on record, supported largely by a record Mega Millions jackpot roll to over \$656 million during the month. Year to date sales totaled \$1,215.5 million, an increase of \$96.7 million (+8.6%) compared to last year and \$73.1 million (+6.4%) ahead of the revised forecast. Net income for the fiscal year through March totaled \$373.4 million, an increase of \$43.7 million (+13.3%) compared to last year, and \$32.4 million (+9.5%) ahead of forecast. Scratcher tickets, in particular, continue to experience record sales growth through the first quarter of the calendar year.

Based on the unprecedented Mega Millions jackpot and continued strong sales in all other categories, the Lottery believes it will be able to achieve close to the \$473 million in proceeds shown in the Caboose Bill; however, an unexpected large prize payout between now and June 30 could impact the current surplus.

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

Very truly yours,



Paula I. Otto

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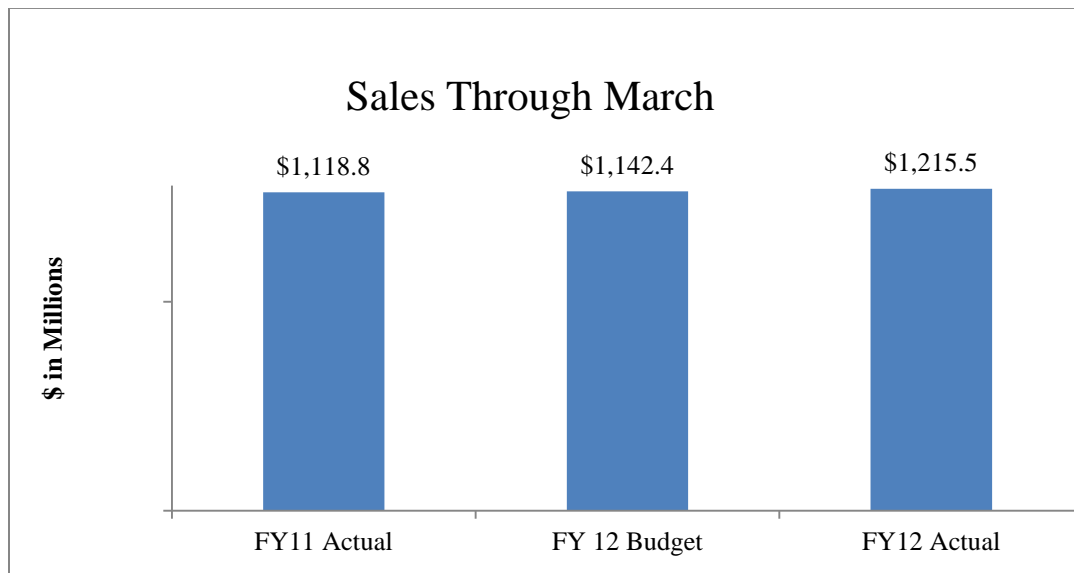
- c: The Honorable Walter A. Stosch, Chairman, Senate Finance Committee
- The Honorable Lacey E. Putney, Chairman, House Appropriations Committee
- The Honorable Harry R. Purkey, Chairman, House Finance Committee
- The Honorable Martin Kent, Chief of Staff, Office of the Governor
- The Honorable Richard D. Brown, Secretary of Finance
- Daniel S. Timberlake, Director, Department of Planning & Budget
- David A. Von Moll, State Comptroller
- Elizabeth B. Daley, Staff Director, Senate Finance Committee
- Robert P. Vaughn, Staff Director, House Appropriations Committee
- Albert H. Poole, Chairman, Virginia Lottery Board

**VIRGINIA LOTTERY**  
**Report to the Governor and**  
**Selected Members of**  
**the General Assembly**  
**May 7, 2012**

Sales

Lottery sales for the fiscal year totaled \$1,215.5 million through March. This represents an increase of \$96.7 million (+8.6%) compared to the prior year, and \$73.1 million (+6.4%) more than forecast.

Scratcher sales of \$626.1 million were \$61.1 million (+10.8%) higher than last year, accounting for most of the overall sales increase. Sales of daily games (Pick 3, Pick 4, and Cash 5) increased slightly, up \$8.9 million (+2.5%) from last year. Sales in the jackpot games category (Mega Millions, Powerball, Win for Life, and Decades of Dollars) increased \$23.7 million (+13.0%) compared to last year. Sales of Fast Play games, a category that represents less than 1% of total sales, were \$2.9 million (+49.8%) higher than last year because of the timing of product availability in this category, as well as changes implemented to better meet player preferences.



Expenses

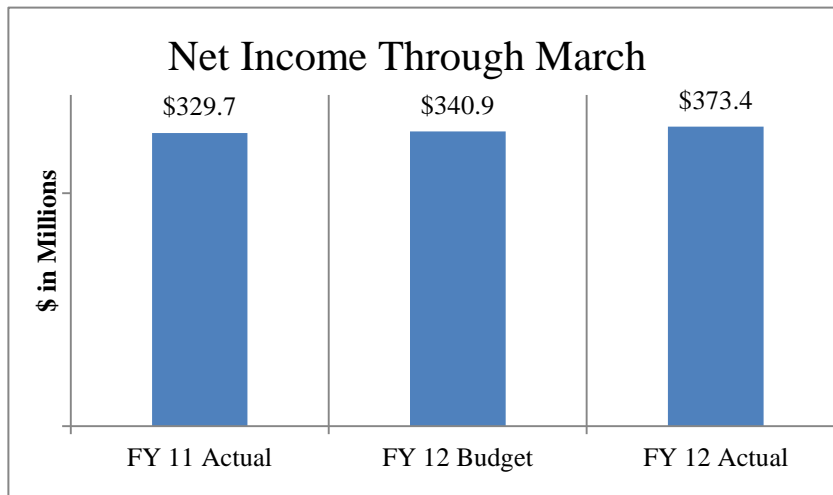
The overall prize expense rate (prizes as a percent of sales) through March was 59.3%, less than last year's rate of 59.9%. The scratcher prize rate of 67.9% was lower than last year's rate of 68.3%. The daily games prize rate of 50.4% was 0.7% lower than last year's rate of 51.1%. The jackpot games prize expense rate was 49.0%, lower than last year's unusually high rate of 51.8%. It is important to note that significant fluctuations in prize expense rates occur during the short term; however, overall long-term prize rates reflect outcomes more in line with statistical expectations.

With higher sales, retailers earned \$5.4 million more than last year, for a total \$68.1 million in earnings. Overall, retailers earned 5.6% of Lottery sales in commissions and incentives so far this fiscal year.

Administrative operating costs, including online gaming, ticket printing and distribution expenses, were \$2.2 million less than the same period last year. Administrative spending stands at 4.5% of sales for the year so far, an exceptionally low rate. We expect fiscal year 2012 administrative costs to be lower than last year's rate of 5.5%, and well less than the 10% allowed by statute.

### Net Income

Through March 2012, year to date profits totaled \$373.4 million, an increase of \$43.7 million (+13.3%) compared to last year and \$32.4 million (+9.5%) more than forecast.



### CONTRIBUTIONS TO DEBT SETOFF & LITERARY FUND

For the 2012 fiscal year to date, the Lottery made debt setoff collection payments to the Department of Taxation totaling \$1,174,538. Also, unclaimed prizes totaling \$8,914,500 were transferred to the Literary Fund for the first nine months of fiscal year 2012.

### MEETINGS

The Lottery Board will hold its next meeting on May 16, 2012, in Richmond. Included on the agenda will be a discussion of the increased revenue estimate for fiscal year 2012, as reflected in both the House and Senate versions of the budget.