

August 27, 2013

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

**Re: July 2013 Lottery Results**

Dear Governor McDonnell:

I am pleased to provide our report of monthly activities and financial update for the month of July 2013, as required in §58.1-4006 of the *Code of Virginia*.

July sales totaled \$139.0 million, up \$16.7 million (+13.6%) compared to the same month last year. Net income for the first month totaled \$47.6 million, an increase of \$6.6 million (+16.3%) compared to last year. Sales in all product categories continue to experience strong sales into the new fiscal year, supported by a large Powerball jackpot during the month.

As always, the Lottery will participate in the statewide revenue forecasting process this fall, to determine whether an adjustment to the current \$462.0 million revenue estimate is warranted. The Auditor of Public Accounts completed their review of the Lottery's fiscal year 2013 financial activities, and certified a residual transfer of \$22.2 million to the Lottery Proceeds Fund on August 15, 2013. This residual transfer will be added to any updated revenue estimate during the statewide revenue forecasting process this fall.

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

Very truly yours,

Paula I. Otto

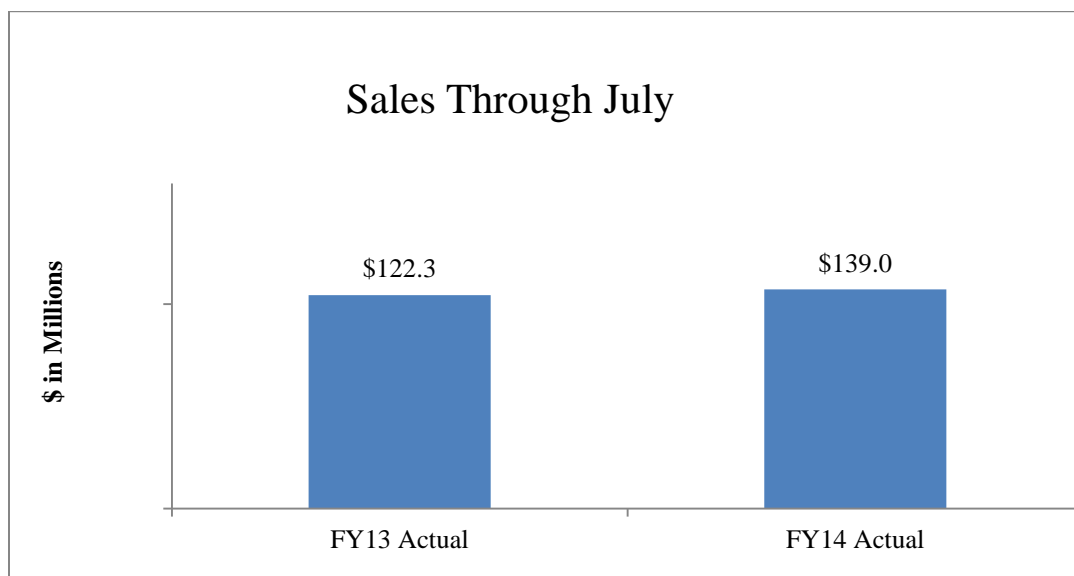
c: The Honorable Walter A. Stosch, Chairman, Senate Finance Committee  
The Honorable Lacey E. Putney, Chairman, House Appropriations Committee  
The Honorable Harry R. Purkey, Chairman, House Finance Committee  
The Honorable Martin Kent, Chief of Staff, Office of the Governor  
The Honorable Richard 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**  
**August 27, 2013**

Sales

Lottery sales for the fiscal year totaled \$139.0 million through July. This represents an increase of \$16.7 million (+13.6%) compared to the prior year.

Scratcher sales of \$73.0 million were \$7.5 million (+11.5%) higher than last year. Sales of daily games (Pick 3, Pick 4, and Cash 5) were higher, up \$6.4 million (16.5%) from last year. Sales in the jackpot games category (Mega Millions, Powerball, Win for Life, and Decades of Dollars) increased \$2.0 million (12.1%) compared to last year. Sales of Fast Play games, a category that represents less than 1% of total sales, were \$643,000 (+62.7%) higher than last year.



Expenses

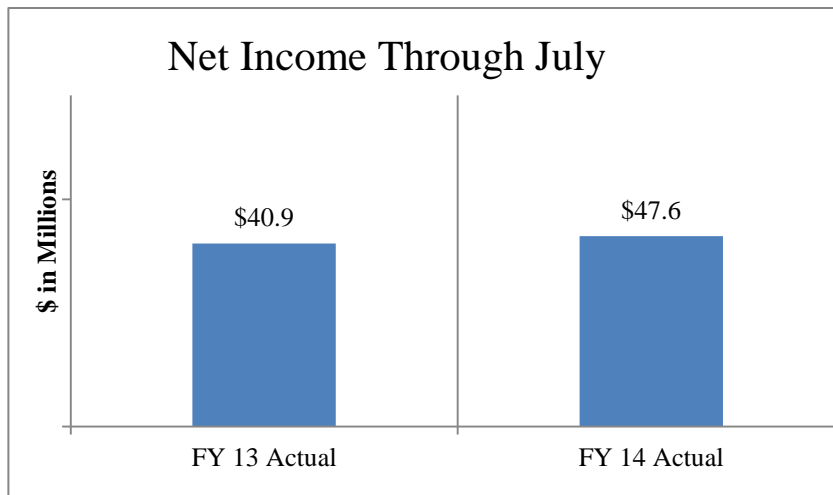
The overall prize expense rate (prizes as a percent of sales) through July was 55.4%, lower than last year's rate of 55.9%. The scratcher prize rate of 66.6% was lower than last year's rate of 68.4%. The daily games prize rate of 41.5% was higher than last year's rate of 37.4%. The jackpot games prize expense rate was 44.9%, was lower than last year's rate of 49.6%. It is important to note that significant fluctuations in prize expense rates occur during the short term, especially for daily games that have fixed prizes; however, overall long-term prize rates reflect outcomes more in line with statistical expectations.

With higher sales, retailers earned \$842,500 more than last year, for a total \$7.6 million in earnings. Overall, retailers earned 5.5% of Lottery sales in commissions and incentives so far this fiscal year.

Administrative operating costs, including online gaming, ticket printing and distribution expenses, were \$500,000 more than the same period last year. Administrative spending stands at 5.0% of sales for the year so far.

### Net Income

Through July 2013, year to date profits totaled \$47.6 million, an increase of \$6.7 million (+16.3%) compared to last year.



### CONTRIBUTIONS TO DEBT SETOFF & LITERARY FUND

For the 2014 fiscal year to date, the Lottery made debt setoff collection payments to the Department of Taxation totaling \$154,627. Also, unclaimed prizes totaling \$836,861 were transferred to the Literary Fund for the first month of fiscal year 2014.

### MEETINGS

The next meeting of the Board will be September 18, 2013. The Board will welcome its newest member, Mr. Fred P. Helm, at his first meeting.