



August 31, 2022

The Honorable Glenn Youngkin
 Governor
 Commonwealth of Virginia
 Patrick Henry Building, 3rd floor
 1111 E. Broad Street
 Richmond, VA 23219

Re: July 2022 Lottery Results

Dear Governor Youngkin:

I am very pleased to provide our report of monthly activities and financial update for the month of July 2022, as required in §58.1-4006 of the *Code of Virginia*.

	July-22	% of Total	July-21		
<u>Sales</u>				<u>\$ Change</u>	<u>% Change</u>
Scratchers	\$ 97,359,814	26.7%	\$ 114,078,976	\$ (16,719,162)	-14.66%
Draw Games	\$ 135,037,884	37.0%	\$ 95,771,821	\$ 39,266,063	41.00%
iLottery Instants	\$ 132,913,844	36.4%	\$ 92,570,181	\$ 40,343,663	43.58%
Total	\$ 365,311,542	100.0%	\$ 302,420,978	\$ 62,890,564	20.80%
<u>Prize Expense</u>				<u>FY23 Rates</u>	<u>FY22 Rates</u>
Scratchers	\$ 67,594,074	26.6%	\$ 78,773,575	69.4%	69.1%
Draw Games	\$ 67,868,801	26.7%	\$ 50,364,403	50.3%	52.6%
iLottery Instants	\$ 118,280,935	46.6%	\$ 82,623,539	89.0%	89.3%
Total	\$ 253,743,810	100.0%	\$ 211,761,517	69.5%	70.0%
<u>Retailer Earnings</u>	\$ 12,117,634		\$ 11,749,853	5.6%	5.7%
<u>Admin Expenses</u>	\$ 14,959,761		\$ 12,204,498	4.1%	4.0%
<u>Other Income</u>	\$ 94,923		\$ 74,050		
<u>Profits</u>	<u>\$ 84,585,260</u>		<u>\$ 66,779,160</u>	<u>\$ 17,806,100</u>	<u>26.66%</u>

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Sales Highlights

July 2022 sales were strongly supported by the Mega Millions jackpot run to over \$1.3 billion, ending on July 29th with a jackpot win in Illinois. While these sales are unusual, the Lottery and our network of over 5,300 retail partners across Virginia stay ready to handle player demand when these opportunities arise – and these sales fueled an increase in overall lottery sales commissions for those partners. iLottery sales growth continues, driven by the Lottery’s overall omnichannel strategy and focus on key improvements to the customer experience.

Profit Highlights

July 2022 profits were also strong, with the national interest and focus on the Mega Millions jackpot. Profit growth (+26.7%) outpaced the sales growth (+20.8%) because of the 41% increase in draw game sales, which are highly profitable products.

Other Highlights

On Tuesday August 16, 2022, the Lottery was honored to host Secretary of Education Aimee Guidera as we announced our \$779 million in profits generated during FY22 for education in Virginia. These record profits resulted from the Lottery’s continued commitment to providing games that appeal to a wide range of adult players, delivered in a secure manner where every ticket has a fair chance to win, all while focusing on delivering a positive player experience. Lottery employees who joined the check presentation ceremony appreciated hearing directly from Secretary Guidera that our commitment to being best-in-class with an important mission does not go unnoticed.

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

Respectfully,



Kelly T. Gee

- c: The Honorable Janet D. Howell, Chairwoman, Senate Finance & Appropriations Committee
- The Honorable Barry D. Knight, Chairman, House Appropriations Committee
- The Honorable Roxann L. Robinson, Chairwoman, House Finance Committee
- The Honorable Jeff Goettman, Chief of Staff, Office of the Governor
- The Honorable Stephen E. Cummings, Secretary of Finance
- Michael Maul, Director, Department of Planning & Budget
- Lewis R. McCabe, State Comptroller
- April Kees, Director, Senate Finance & Appropriations Committee
- Anne E. Oman, Staff Director, House Appropriations Committee
- Ferhan Hamid, Chairman, Virginia Lottery Board