



October 31, 2023

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

**Re: September 2023 Lottery Results**

Dear Governor Youngkin:

I am very pleased to provide our report of monthly activities and financial update for the month of September 2023, as required in §58.1-4006 of the *Code of Virginia*.

September Monthly Update:

	Monthly Actuals Sep FY24	% of Total	Monthly Actuals Sep FY23	Current Month FY24 vs FY23	
<b>Sales</b>				<u>\$ Change</u>	<u>% Change</u>
Scratchers	\$ 95,956,269	23.0%	\$ 102,007,770	\$ (6,051,501)	-5.9%
Draw Games	\$ 101,932,750	24.4%	\$ 90,418,470	\$ 11,514,280	12.7%
iLottery Instants	\$ 219,252,388	<u>52.6%</u>	\$ 133,357,907	\$ 85,894,481	<u>64.4%</u>
Total	\$ 417,141,407	100.0%	\$ 325,784,147	\$ 91,357,260	28.0%
<b>Prize Expense</b>				<u>FY24 Rates</u>	<u>FY23 Rates</u>
Scratchers	\$ 70,465,853	22.1%	\$ 73,756,947	73.4%	72.3%
Draw Games	\$ 51,206,622	16.1%	\$ 49,977,764	50.2%	55.3%
iLottery Instants	\$ 196,518,604	<u>61.8%</u>	\$ 119,013,012	<u>89.6%</u>	<u>89.2%</u>
Total	\$ 318,191,079	100.0%	\$ 242,747,723	76.3%	74.5%
<u>Retailer Earnings</u>	\$ 10,130,733		\$ 10,451,392	5.5%	5.7%
<u>Admin Expenses</u>	\$ 15,753,852		\$ 13,587,147	3.8%	4.2%
<u>Other Income</u>	\$ 879,180		\$ 259,098		
<b>Profits</b>	<u>\$ 73,944,923</u>		<u>\$ 59,256,983</u>	<u>\$ 14,687,940</u>	<u>24.8%</u>

Fiscal Year to Date Update:

	YTD FY24 Sep	% of Total	YTD FY23 Sep	Year to Date FY24 vs FY23	
<b>Sales</b>				<u>\$ Change</u>	<u>% Change</u>
Scratchers	\$ 288,405,551	22.2%	\$ 298,913,744	\$ (10,508,193)	-3.5%
Draw Games	\$ 348,368,075	26.8%	\$ 315,691,222	\$ 32,676,853	10.4%
iLottery Instants	\$ 664,647,641	<u>51.1%</u>	\$ 400,454,495	\$ 264,193,146	<u>66.0%</u>
Total	\$ 1,301,421,267	100.0%	\$ 1,015,059,461	\$ 286,361,806	28.2%
<b>Prize Expense</b>				<u>FY24 Rates</u>	<u>FY23 Rates</u>
Scratchers	\$ 207,420,719	21.0%	\$ 213,068,337	71.9%	71.3%
Draw Games	\$ 182,123,634	18.5%	\$ 172,508,904	52.3%	54.6%
iLottery Instants	\$ 596,673,371	<u>60.5%</u>	\$ 356,627,254	<u>89.8%</u>	<u>89.1%</u>
Total	\$ 986,217,724	100.0%	\$ 742,204,495	75.8%	73.1%
<u>Retailer Earnings</u>	\$ 32,376,589		\$ 33,206,313	5.5%	5.7%
<u>Admin Expenses</u>	\$ 46,892,833		\$ 41,470,021	3.6%	4.1%
<u>Other Income</u>	\$ 2,433,735		\$ 488,801		
<b>Profits</b>	<u>\$ 238,367,856</u>		<u>\$ 198,667,433</u>	<u>\$ 39,700,423</u>	<u>20.0%</u>

Sales Highlights

September highlights include another national jackpot run, this time with Powerball rolling through the month of September. Overall, cumulative sales were up 28% compared to the same period last year; last year's first quarter sales were also bolstered by national jackpot game sales. Sales of iLottery Instants continue to be strong, up 66% compared to last year.

Profit Highlights

September monthly profits were also impressive, up nearly 25% compared to the same month last year. For the first quarter, profits are 20% or \$39 million higher than last year. Retailer earnings and the overall earnings rate continue to lag compared to last year.

Other Highlights

The Virginia Lottery Board met this week. In addition to hearing from representatives from the three Virginia casinos, the Board reviewed updated sales and profit estimates for the current fiscal year and the upcoming biennium. The Board forwarded their recommendations to you for consideration as you prepare the biennium budget.

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Finally, we are proud to announce the launch of our 7<sup>th</sup> annual Thank a Teacher Art Contest. Through November 13, we will accept artwork submissions from Virginia K-12 public school students and we will select three winning designs – one each from elementary, middle, and high school – to be featured on thank-you notes that will be distributed to public school teachers during National Teacher Appreciation Week next spring.

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

Respectfully,



Tony R. Russell

- 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
- Sharon H. Lawrence, Acting State Comptroller
- April Kees, Director, Senate Finance & Appropriations Committee
- Anne E. Oman, Staff Director, House Appropriations Committee
- Ferhan Hamid, Chairman, Virginia Lottery Board