



May 31, 2024

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

**Re: April 2024 Lottery Results**

Dear Governor Youngkin:

I am very pleased to provide our report of monthly activities and financial update for the month of April 2024, as required in §58.1-4006 of the *Code of Virginia*. Comparisons to forecast are based on the estimates as included in Chapter 1, 2024 Special Session I for fiscal year 2024.

**April Monthly Update:**

	Monthly Actuals Apr FY24	% of Total	Monthly Actuals Apr FY23	Current Month FY24 vs FY23		Monthly Forecast Apr FY24	Current Month Actuals vs Forecast	
				\$ Change	% Change		\$ Change	% Change
<b>Sales</b>								
Scratchers	\$ 120,226,530	24.3%	\$ 98,921,968	\$ 21,304,562	21.5%	\$ 101,000,000	\$ 19,226,530	19.0%
Draw Games	\$ 107,939,408	21.8%	\$ 89,943,885	\$ 17,995,523	20.0%	\$ 94,078,855	\$ 13,860,553	14.7%
iLottery Instants	\$ 267,099,951	53.9%	\$ 198,141,777	\$ 68,958,174	34.8%	\$ 246,000,000	\$ 21,099,951	8.6%
Total	\$ 495,265,889	100.0%	\$ 387,007,630	\$ 108,258,259	28.0%	\$ 441,078,855	\$ 54,187,034	12.3%
<b>Prize Expense</b>				<u>FY24 Rates</u>	<u>FY23 Rates</u>		<u>Forecast Rates</u>	
Scratchers	\$ 86,993,565	22.6%	\$ 72,374,816	72.4%	73.2%	\$ 72,922,000	72.2%	
Draw Games	\$ 58,050,847	15.1%	\$ 42,794,231	53.8%	47.6%	\$ 50,311,734	53.5%	
iLottery Instants	\$ 239,553,018	62.3%	\$ 175,483,785	89.7%	88.6%	\$ 218,694,000	88.9%	
Total	\$ 384,597,430	100.0%	\$ 290,652,832	77.7%	75.1%	\$ 341,927,734	77.5%	
<u>Retailer Earnings</u>	\$ 11,996,932		\$ 10,571,203	5.6%	5.9%	\$ 11,056,561	5.7%	
<u>Admin Expenses</u>	\$ 18,748,220		\$ 15,946,897	3.8%	4.1%	\$ 20,063,766	4.5%	
<u>Other Income</u>	\$ 910,555		\$ 570,197			\$ 350,000		
<b>Profits</b>	<b>\$ 80,833,862</b>		<b>\$ 70,406,895</b>	<b>\$ 10,426,967</b>	<b>14.8%</b>	<b>\$ 68,380,794</b>	<b>\$ 12,453,068</b>	<b>18.2%</b>

**April Highlights**

April sales, both retail and online, saw continued strength compared to both the prior year and the forecast. In particular, retail sales of scratchers grew 21.5% compared to last April.

May 31, 2024

Page Two

Fiscal Year to Date Update:

	YTD FY24 Apr	% of Total	YTD FY23 Apr	Year to Date FY24 vs FY23		Forecast FY24 YTD Apr	Year to Date FY24 vs FY24 Forecast	
				\$ Change	% Change		\$ Change	% Change
<b>Sales</b>								
Scratchers	\$ 1,074,689,846	23.4%	\$ 1,067,323,205	\$ 7,366,641	0.7%	\$ 1,014,408,963	\$ 60,280,883	5.9%
Draw Games	\$ 1,110,708,284	24.2%	\$ 1,082,795,285	\$ 27,912,999	2.6%	\$ 1,044,335,690	\$ 66,372,594	6.4%
iLottery Instants	\$ 2,398,207,139	52.3%	\$ 1,680,087,655	\$ 718,119,484	42.7%	\$ 2,358,000,000	\$ 40,207,139	1.7%
Total	\$ 4,583,605,269	100.0%	\$ 3,830,206,145	\$ 753,399,124	19.7%	\$ 4,416,744,653	\$ 166,860,616	3.8%
<b>Prize Expense</b>				FY24 Rates	FY23 Rates		Forecast Rates	
Scratchers	\$ 779,814,881	22.2%	\$ 768,927,051	72.6%	72.0%	\$ 732,403,271	72.2%	
Draw Games	\$ 594,424,435	16.9%	\$ 562,779,081	53.5%	52.0%	\$ 554,275,567	53.1%	
iLottery Instants	\$ 2,143,950,773	60.9%	\$ 1,493,763,775	89.4%	88.9%	\$ 2,096,262,000	88.9%	
Total	\$ 3,518,190,089	100.0%	\$ 2,825,469,907	76.8%	73.8%	\$ 3,382,940,838	76.6%	
<b>Retailer Earnings</b>	\$ 117,437,021		\$ 115,868,552	5.7%	5.7%	\$ 116,169,439	5.7%	
<b>Admin Expenses</b>	\$ 170,594,428		\$ 159,617,227	3.7%	4.2%	\$ 198,602,176	4.5%	
<b>Other Income</b>	\$ 9,102,605		\$ 3,569,500			\$ 3,500,000		
<b>Profits</b>	<b>\$ 786,486,336</b>		<b>\$ 732,819,959</b>	<b>\$ 53,666,377</b>	<b>7.3%</b>	<b>\$ 722,532,200</b>	<b>\$ 63,954,136</b>	<b>8.9%</b>

Year to Date Highlights

For the fiscal year, iLottery Instants continue to experience strong growth. Beginning in January, retail sales also began to show growth over the prior year, and with April's results, retail sales are now up from the prior year for the first time this fiscal year. In the first four months of calendar year 2024, strong retail sales have erased the \$54M FY24 year-to-date deficit as of December 2023. Overall profits are up 7% compared to last year, and nearly 9% stronger than the forecast. Profits in excess of the forecast will be transferred to the Lottery Proceeds Fund after final FY24 results are certified by the Auditor of Public Accounts on August 15, 2024. The 2024 Appropriation Act (Chapter 2) includes \$25M in anticipated surplus profits from this fiscal year, for distribution in FY25.

Other Highlights

We are pleased to report that we exceeded expectations for our annual Thank a Teacher campaign this year. After encouraging Virginians to thank as many public school teachers as possible leading up to National Teacher Appreciation Week, we facilitated the distribution of a record 135,000 thank-you notes! The notes, which feature designs from public school student artists, contain a code for teachers to enter for a chance to win cash prizes and supplies for their school. This year nearly 17,000 codes were entered, up from 6,700 in 2023. We look forward to surprising teachers in Bristol, Franklin County, Winchester and Northampton County with these prizes.

May 31, 2024

Page Three

Earlier this month, at the start of Teacher Appreciation Week, I was honored to be in attendance when Hanover County math teacher Ms. Avanti Yamamoto was announced as Virginia's 2025 Teacher of the Year. The Virginia Lottery strives to be a top gaming operator with profits supporting K-12 public education, a foundation for a successful Commonwealth. We are focused on our mission, supported through core values that include integrity and innovation. As part of that, we continually remind Virginians that playing the lottery supports public education, in addition to retailers and lucky winners.

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

Respectfully,

A handwritten signature in black ink, appearing to read "Khalid R. Jones". The signature is fluid and cursive, with the first name "Khalid" being more prominent than the last name "Jones".

Khalid R. Jones

c: The Honorable L. Louise Lucas, Chairwoman, Senate Finance & Appropriations Committee  
The Honorable Luke E. Torian, Chairman, House Appropriations Committee  
The Honorable Vivian E. Watts, 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