



October 1, 2024

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

Re: August 2024 Lottery Results

Dear Governor Youngkin:

I am very pleased to provide our report of monthly activities and financial update for the month of August 2024, as required in §58.1-4006 of the *Code of Virginia*.

August Monthly Update:

	Monthly Actuals Aug FY25	% of Total	Monthly Actuals Aug FY24	Current Month FY25 vs FY24	
<u>Sales</u>				<u>\$ Change</u>	<u>% Change</u>
Scratchers	\$ 109,418,042	24.0%	\$ 94,157,000	\$ 15,261,042	16.2%
Draw Games	\$ 97,142,804	21.3%	\$ 117,321,114	\$ (20,178,310)	-17.2%
iLottery Instants	\$ 249,244,205	<u>54.7%</u>	\$ 230,246,343	\$ 18,997,862	<u>8.3%</u>
Total	\$ 455,805,051	100.0%	\$ 441,724,457	\$ 14,080,594	3.2%
<u>Prize Expense</u>				<u>FY25 Rates</u>	<u>FY24 Rates</u>
Scratchers	\$ 80,612,518	22.8%	\$ 68,782,909	73.7%	73.1%
Draw Games	\$ 50,784,447	14.4%	\$ 66,612,578	52.3%	56.8%
iLottery Instants	\$ 221,873,493	<u>62.8%</u>	\$ 206,497,817	<u>89.0%</u>	<u>89.7%</u>
Total	\$ 353,270,458	100.0%	\$ 341,893,304	77.5%	77.4%
<u>Retailer Earnings</u>	\$ 10,758,260		\$ 10,696,905	5.5%	5.5%
<u>Admin Expenses</u>	\$ 19,015,641		\$ 15,653,320	4.2%	3.5%
<u>Other Income</u>	\$ 648,362		\$ 797,240		
<u>Profits</u>	<u>\$ 73,409,054</u>		<u>\$ 74,278,168</u>	<u>\$ Change</u> <u>(869,114)</u>	<u>% Change</u> <u>-1.2%</u>

October 1, 2024

Page Two

Fiscal Year to Date Update:

	YTD FY25 Aug	% of Total	YTD FY24 Aug	Year to Date FY25 vs FY24	
<u>Sales</u>				<u>\$ Change</u>	<u>% Change</u>
Scratchers	\$ 218,342,412	24.0%	\$ 192,449,282	\$ 25,893,130	13.5%
Draw Games	\$ 190,754,503	21.0%	\$ 246,435,325	\$ (55,680,822)	-22.6%
iLottery Instants	\$ 500,506,301	<u>55.0%</u>	\$ 445,395,253	\$ 55,111,048	<u>12.4%</u>
Total	\$ 909,603,216	100.0%	\$ 884,279,860	\$ 25,323,356	2.9%
<u>Prize Expense</u>				<u>FY25 Rates</u>	<u>FY24 Rates</u>
Scratchers	\$ 158,944,296	22.6%	\$ 136,954,867	72.8%	71.2%
Draw Games	\$ 98,479,073	14.0%	\$ 130,917,012	51.6%	53.1%
iLottery Instants	\$ 446,900,865	<u>63.5%</u>	\$ 400,154,766	<u>89.3%</u>	<u>89.8%</u>
Total	\$ 704,324,234	100.0%	\$ 668,026,645	77.4%	75.5%
<u>Retailer Earnings</u>	\$ 21,423,198		\$ 22,245,857	5.5%	5.5%
<u>Admin Expenses</u>	\$ 35,160,956		\$ 31,138,982	3.9%	3.5%
<u>Other Income</u>	\$ 1,233,293		\$ 1,554,557		
<u>Profits</u>	<u>\$ 149,928,121</u>		<u>\$ 164,422,933</u>	<u>\$ (14,494,812)</u>	<u>-8.8%</u>

Sales Highlights

FY25 continues to see improved performance from scratcher sales, a product sold only at licensed retail locations, as well as iLottery instants. Draw game sales are lower than last year thus far, primarily due to the cycle of national game jackpots this year compared to this time last year. Overall, sales were up nearly 3% compared to last year.

Profit Highlights

August profits were also lower than last year due to lower jackpot game sales. Year to date, profits were down nearly 9% from last year's exceptionally strong result. Despite this, retailer earnings have only been slightly lower year over year. Overall, profits of nearly \$150 million in the first two months represent a strong start to the fiscal year.

Other Highlights

The Lottery recently celebrated the 36th anniversary of the first lottery ticket sold in the Commonwealth. The \$1 "Match 3" Scratcher debuted to Virginians at midnight on September 20, 1988, and by the end of that calendar year, the Lottery had reached \$200 million in sales. Today, through our myriad offerings of Scratchers, several draw games, including multi-state jackpot games, and a robust library of products online, annual sales are in the *billions*. Whether purchased at one of our valuable retail partners or through our innovative iLottery platform, we are proud that all profits from the sale of our games support K-12 public education in Virginia.

October 1, 2024

Page Three

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 John Littel, Chief of Staff, Office of the Governor
- The Honorable Stephen E. Cummings, Secretary of Finance
- Michael Maul, Director, Department of Planning & Budget
- Scott Adams, State Comptroller
- April Kees, Director, Senate Finance & Appropriations Committee
- Anne E. Oman, Staff Director, House Appropriations Committee
- Ferhan Hamid, Chairman, Virginia Lottery Board