



May 30, 2025

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

Re: April 2025 Lottery Results

Dear Governor Youngkin:

I am very pleased to provide our report of monthly activities and financial update for the month of April 2025, as required in §58.1-4006 of the *Code of Virginia*. Comparisons to forecast are based on the estimates as included in Chapter 725, 2025 Session for fiscal year 2025.

April Monthly Update:

	Monthly Actuals Apr FY25	% of Total	Monthly Actuals Apr FY24	Current Month FY25 vs FY24		Monthly Forecast Apr FY25	Current Month Actuals vs Forecast	
<u>Sales</u>				<u>\$ Change</u>	<u>% Change</u>		<u>\$ Change</u>	<u>% Change</u>
Scratchers	\$ 114,843,980	22.4%	\$ 120,226,530	\$ (5,382,550)	-4.5%	\$ 118,391,346	\$ (3,547,366)	-3.0%
Draw Games	\$ 85,582,189	16.7%	\$ 107,939,408	\$ (22,357,219)	-20.7%	\$ 100,353,583	\$ (14,771,394)	-14.7%
iLottery Instants	\$ 311,178,202	60.8%	\$ 267,099,951	\$ 44,078,251	16.5%	\$ 293,998,468	\$ 17,179,734	5.8%
Total	\$ 511,604,371	100.0%	\$ 495,265,889	\$ 16,338,482	3.3%	\$ 512,743,397	\$ (1,139,026)	-0.2%
<u>Prize Expense</u>				<u>FY25 Rates</u>	<u>FY24 Rates</u>		<u>Forecast Rates</u>	
Scratchers	\$ 84,085,201	20.9%	\$ 86,993,565	73.2%	72.4%	\$ 87,609,596	74.0%	
Draw Games	\$ 40,631,772	10.1%	\$ 58,050,847	47.5%	53.8%	\$ 55,197,230	55.0%	
iLottery Instants	\$ 276,810,427	68.9%	\$ 239,553,017	89.0%	89.7%	\$ 262,834,630	89.4%	
Total	\$ 401,527,400	100.0%	\$ 384,597,429	78.5%	77.7%	\$ 405,641,456	79.1%	
Retailer Earnings	\$ 10,043,976		\$ 11,996,932	5.3%	5.6%	\$ 12,449,277	5.7%	
Admin Expenses	\$ 21,086,717		\$ 18,748,217	4.1%	3.8%	\$ 21,220,031	4.1%	
Other Income	\$ 522,515		\$ 910,555			\$ 833,333		
<u>Profits</u>	<u>\$ 79,468,793</u>		<u>\$ 80,833,866</u>	<u>\$ Change</u>	<u>% Change</u>	<u>\$ 74,265,966</u>	<u>\$ Change</u>	<u>% Change</u>
				<u>(1,365,073)</u>	<u>-1.7%</u>		<u>5,202,827</u>	<u>7.0%</u>

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Fiscal Year to Date Update:

	YTD FY25 Apr	% of Total	YTD FY24 Apr	Year to Date FY25 vs FY24		Forecast FY25 YTD Apr	Year to Date FY25 vs FY25 Forecast	
<u>Sales</u>				<u>\$ Change</u>	<u>% Change</u>		<u>\$ Change</u>	<u>% Change</u>
Scratchers	\$ 1,076,807,330	22.6%	\$ 1,074,689,846	\$ 2,117,484	0.2%	\$ 1,127,402,328	\$ (50,594,998)	-4.5%
Draw Games	\$ 934,236,145	19.6%	\$ 1,110,708,284	\$ (176,472,139)	-15.9%	\$ 989,931,590	\$ (55,695,445)	-5.6%
iLottery Instant	<u>\$ 2,747,316,722</u>	<u>57.7%</u>	<u>\$ 2,398,207,139</u>	<u>\$ 349,109,583</u>	<u>14.6%</u>	<u>\$ 2,679,408,818</u>	<u>\$ 67,907,904</u>	<u>2.5%</u>
Total	\$ 4,758,360,197	100.0%	\$ 4,583,605,269	\$ 174,754,928	3.8%	\$ 4,796,742,736	\$ (38,382,539)	-0.8%
<u>Prize Expense</u>				<u>FY25 Rates</u>	<u>FY24 Rates</u>		<u>Forecast Rates</u>	
Scratchers	\$ 790,736,295	21.3%	\$ 779,814,881	73.4%	72.6%	\$ 831,762,419	73.8%	
Draw Games	\$ 460,795,726	12.4%	\$ 594,424,435	49.3%	53.5%	\$ 531,382,479	53.7%	
iLottery Instant	<u>\$ 2,455,617,417</u>	<u>66.2%</u>	<u>\$ 2,143,950,773</u>	<u>89.4%</u>	<u>89.4%</u>	<u>\$ 2,395,391,483</u>	<u>89.4%</u>	
Total	\$ 3,707,149,438	100.0%	\$ 3,518,190,089	77.9%	76.8%	\$ 3,758,536,381	78.4%	
<u>Retailer Earnings</u>	\$ 108,069,366		\$ 117,437,021	5.7%	5.7%	\$ 120,316,720	5.7%	
<u>Admin Expenses</u>	\$ 185,453,649		\$ 170,594,425	3.9%	3.7%	\$ 204,842,761	4.3%	
<u>Other Income</u>	<u>\$ 9,168,942</u>		<u>\$ 9,102,605</u>			<u>\$ 8,333,330</u>		
<u>Profits</u>	<u>\$ 766,856,686</u>		<u>\$ 786,486,339</u>	<u>\$ (19,629,653)</u>	<u>-2.5%</u>	<u>\$ 721,380,204</u>	<u>\$ 45,476,482</u>	<u>6.3%</u>

Monthly Sales Highlights

April sales were very close to forecast, with strong iLottery performance increasing by 16% compared to last April, in large part due to our continued focus on an engaging player experience. Retail sales for the month were less than forecast due to lack of major national jackpots and continued competition for gaming dollars. Compare this to last April, when Powerball ended a jackpot run at \$1.3 billion which created significant retail sales traffic.

Year to Date Sales Highlights

Overall sales are up nearly 4% year-to-date but are 1% below forecast through April. Year to date, scratcher sales are slightly ahead of last year, and iLottery growth continues at over 14%.

Profit Highlights

Although overall sales are slightly below forecast, profits for FY 2025 through April exceed \$766 million, which is more than \$45 million ahead of the year to date forecast included in the final budget. The higher profitability is attributed to lower-than-expected prize payouts, particularly in daily draw games, and better-than-expected administrative spending efficiency. Despite the weaker performance of our two core retail products, retailer compensation is approaching \$110 million, with retailers continuing to earn nearly 6% of sales in commissions and incentives.

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Other Highlights

Earlier this month, at the start of Teacher Appreciation Week, I was honored to be in attendance when Roanoke County journalism teacher Mr. Matthew Neale was selected as the 2026 Virginia Teacher of the Year.

This is also the time of year when I am fortunate to travel our beautiful state to award four educators in surprise presentations through our Thank a Teacher campaign. Each of the selected teachers in Northumberland, Chatham, Covington and Gate City will receive a cash prize and supplies for their school. We thank our valued partners at IGT, NPI and The Supply Room for their continued support as we wrap up our milestone tenth year of this campaign.

With K-12 public education at the core of the Virginia Lottery's mission, it is always a privilege to have so many opportunities to meet best-in-class educators from across the Commonwealth.

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', with a stylized flourish at the end.

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