



August 29, 2025

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

**Re: June 2025 Lottery Results**

Dear Governor Youngkin:

I am very pleased to provide our report of monthly activities and financial update for the month of June 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. While the Lottery financial audit is not yet complete, the Auditor of Public Accounts certified the FY25 profits on August 13, 2025; that certified profit figure is included in these results.

**June Monthly Update:**

	Monthly Actuals June FY25	% of Total	Monthly Actuals June FY24	Current Month FY25 vs FY24		Monthly Forecast June FY25	Current Month Actuals vs Forecast	
<b><u>Sales</u></b>				<u>\$ Change</u>	<u>% Change</u>		<u>\$ Change</u>	<u>% Change</u>
Scratchers	\$ 95,696,918	19.7%	\$ 113,451,210	\$ (17,754,292)	-15.6%	\$ 110,164,772	\$ (14,467,854)	-13.1%
Draw Games	\$ 86,723,420	17.8%	\$ 91,231,685	\$ (4,508,265)	-4.9%	\$ 97,834,260	\$ (11,110,840)	-11.4%
iLottery Instant	\$ 304,487,285	62.5%	\$ 244,991,302	\$ 59,495,983	24.3%	\$ 281,632,761	\$ 22,854,524	8.1%
Total	\$ 486,907,623	100.0%	\$ 449,674,197	\$ 37,233,426	8.3%	\$ 489,631,793	\$ (2,724,170)	-0.6%
<b><u>Prize Expense</u></b>				<u>FY25 Rates</u>	<u>FY24 Rates</u>		<u>Forecast Rates</u>	
Scratchers	\$ 70,824,587	17.9%	\$ 83,561,654	74.0%	73.7%	\$ 81,521,931	74.0%	
Draw Games	\$ 54,818,129	13.8%	\$ 52,566,296	63.2%	57.6%	\$ 53,782,907	55.0%	
iLottery Instant	\$ 270,419,394	68.3%	\$ 217,482,801	88.8%	88.8%	\$ 251,779,689	89.4%	
Total	\$ 396,062,110	100.0%	\$ 353,610,751	81.3%	78.6%	\$ 387,084,527	79.1%	
<u>Retailer Earnings</u>	\$ 9,331,799		\$ 12,186,625	5.5%	6.3%	\$ 11,813,598	5.7%	
<u>Admin Expenses</u>	\$ 24,037,169		\$ 20,053,891	4.9%	4.5%	\$ 20,740,344	4.2%	
<u>Other Income</u>	\$ 408,919		\$ 652,647			\$ 833,333		
<b><u>Profits</u></b>	<b>\$ 57,885,464</b>		<b>\$ 64,475,577</b>	<u>\$ Change</u> <b>(6,590,113)</b>	<u>% Change</u> <b>-10.2%</b>	<b>\$ 70,826,657</b>	<u>\$ Change</u> <b>(12,941,193)</b>	<u>% Change</u> <b>-18.3%</b>

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Fiscal Year Update:

	FY2025	% of Total	FY2024	FY25 vs FY24		Forecast FY2025	FY25 vs FY25 Forecast	
<b>Sales</b>				<u>\$ Change</u>	<u>% Change</u>		<u>\$ Change</u>	<u>% Change</u>
Scratchers	\$ 1,277,531,938	22.1%	\$ 1,314,085,654	\$ (36,553,716)	-2.8%	\$ 1,359,623,777	\$ (82,091,839)	-6.0%
Draw Games	\$ 1,109,675,797	19.2%	\$ 1,300,962,077	\$ (191,286,280)	-14.7%	\$ 1,190,715,178	\$ (81,039,381)	-6.8%
iLottery Instant	\$ 3,383,432,158	58.6%	\$ 2,905,957,135	\$ 477,475,023	16.4%	\$ 3,256,248,228	\$ 127,183,930	3.9%
Total	\$ 5,770,639,893	100.0%	\$ 5,521,004,866	\$ 249,635,027	4.5%	\$ 5,806,587,183	\$ (35,947,290)	-0.6%
<b>Prize Expense</b>				<u>FY25 Rates</u>	<u>FY24 Rates</u>		<u>Forecast Rates</u>	
Scratchers	\$ 939,598,297	20.8%	\$ 956,595,844	73.5%	72.8%	\$ 1,003,606,291	73.8%	
Draw Games	\$ 559,472,393	12.4%	\$ 693,269,806	50.4%	53.3%	\$ 641,803,627	53.9%	
iLottery Instant	\$ 3,022,767,772	66.8%	\$ 2,595,878,167	89.3%	89.3%	\$ 2,911,085,916	89.4%	
Total	\$ 4,521,838,462	100.0%	\$ 4,245,743,817	78.4%	76.9%	\$ 4,556,495,834	78.5%	
Retailer Earnings	\$ 127,910,358		\$ 141,510,188	5.7%	5.8%	\$ 144,938,694	5.7%	
Admin Expenses	\$ 229,438,387		\$ 210,044,686	4.0%	3.8%	\$ 246,929,813	4.3%	
Other Income	\$ 10,075,396		\$ 10,392,801			\$ 10,000,000		
<b>Profits</b>	<b>\$ 901,528,082</b>		<b>\$ 934,098,976</b>	<u>\$ Change</u>	<u>% Change</u>	<b>\$ 868,222,842</b>	<u>\$ Change</u>	<u>% Change</u>
				<b>(32,570,894)</b>	<b>-3.5%</b>		<b>33,305,240</b>	<b>3.8%</b>

### Sales Highlights

For the fiscal year, iLottery Instant experienced strong double digit percentage growth (16.4%) in its 5<sup>th</sup> year of operations. Retail sales finished the year down \$205M (-9.1%) from the prior year. Overall profits outpaced the forecast by nearly 4%, exceeding \$900M for the second consecutive year. The \$33.3M excess profits were transferred to the Lottery Proceeds Fund earlier this month and become available for use in FY26. The residual profit transfer will be included in the overall updated forecast of Lottery Proceeds Funds as part of the state revenue forecast, discussed with the Lottery Board for their recommendation this fall, and forwarded to you for inclusion in your revised budget.

### Other Highlights

Along with our strong financial performance I'm happy to announce other highlights from the year, including a record jackpot win of \$348M on the final Mega Millions drawing in June. Our valued retail network of more than 5,300 licensed locations across the Commonwealth earned commissions of nearly \$128M from their in-store sales and prize redemption activities. Administrative expenses remained at a low 4% of sales, well below the statutory allowance of 10%.

Thank you for helping us celebrate our successful year at the August 4 profit turnover announcement. We were thrilled to share our pride in the culmination of all the Lottery business outcomes in support of K-12 public education in Virginia. We look forward to continuing the momentum, keeping the Virginia Lottery operating as a best-in-class business, where we "Compete to Win" (the fitting theme of our recent annual Sales & Marketing Conference) for education in the Commonwealth – all with a focus on integrity, transparency, and responsible play.

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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 'K. 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