



GLENN YOUNGKIN, GOVERNOR | KHALID REEDE JONES, EXECUTIVE DIRECTOR

Virginia Lottery | 600 E. Main St. | Richmond, VA 23219 | ph: 804.692.7100 | valottery.com

August 29, 2025

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

Re: July 2025 Lottery Results

Dear Governor Youngkin:

I am very pleased to provide our report of monthly activities and financial update for the month of July 2025, as required in §58.1-4006 of the *Code of Virginia*.

July Monthly Update:

	Monthly Actuals Jul FY26	% of Total	Monthly Actuals Jul FY25	Current Month FY26 vs FY25	
<u>Sales</u>				<u>\$ Change</u>	<u>% Change</u>
Scratchers	\$ 102,922,155	20.4%	\$ 108,924,370	\$ (6,002,215)	-5.5%
Draw Games	\$ 93,469,219	18.5%	\$ 93,611,699	\$ (142,480)	-0.2%
iLottery Instants	\$ 308,691,216	<u>61.1%</u>	\$ 251,262,096	\$ 57,429,120	<u>22.9%</u>
Total	\$ 505,082,590	100.0%	\$ 453,798,165	\$ 51,284,425	11.3%
<u>Prize Expense</u>				<u>FY26 Rates</u>	<u>FY25 Rates</u>
Scratchers	\$ 74,519,810	18.2%	\$ 78,331,779	72.4%	71.9%
Draw Games	\$ 58,753,644	14.3%	\$ 47,694,626	62.9%	50.9%
iLottery Instants	\$ 276,706,529	<u>67.5%</u>	\$ 225,027,372	<u>89.6%</u>	<u>89.6%</u>
Total	\$ 409,979,983	100.0%	\$ 351,053,777	81.2%	77.4%
<u>Retailer Earnings</u>	\$ 10,449,964		\$ 10,664,938	5.7%	5.6%
<u>Admin Expenses</u>	\$ 20,631,243		\$ 16,145,309	4.1%	3.6%
<u>Other Income</u>	\$ 401,754		\$ 584,925		
<u>Profits</u>	<u>\$ 64,423,154</u>		<u>\$ 76,519,066</u>	<u>\$ (12,095,912)</u>	<u>-15.8%</u>

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Sales Highlights

July sales overall were up more than 11% compared to last year, from the continued strength of iLottery digital games. Retail sales were down just over 4%, with relatively low national jackpots and continued declines in the scratcher category of games. Draw game sales were flat compared to last year.

Profit Highlights

July profits totaled \$64.4 million, down nearly 16% compared to last year. The profit decline is due almost exclusively to the good luck experienced by our daily draw games players. Pick 4 players won more than \$8 million on July 4, due to popular numbers drawn for the midday drawing and pushing our overall draw games prize expense rate to 63% for the month (typically we see this number closer to 50%) and we should expect future months to revert closer to that average. Retailers earned 5.7% in commissions and incentives, and the operating expense rate remains at a low 4.1%.

Other Highlights

We look forward to welcoming our two newest members to the Virginia Lottery Board – Mr. Charles W. King and Ms. Rebecca J. Tres. We are also preparing for the upcoming revenue forecast process this fall.

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

Respectfully,



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