



October 31, 2025

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

Re: September 2025 Lottery Results

Dear Governor Youngkin:

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

September Monthly Update:

	Monthly Actuals Sept FY26	% of Total	Monthly Actuals Sept FY25	Current Month FY26 vs FY25	
<u>Sales</u>				<u>\$ Change</u>	<u>% Change</u>
Scratchers	\$ 102,423,945	18.8%	\$ 107,005,255	\$ (4,581,310)	-4.3%
Draw Games	\$ 124,947,078	23.0%	\$ 95,026,379	\$ 29,920,699	31.5%
iLottery Instants	\$ 316,904,297	58.2%	\$ 240,722,591	\$ 76,181,706	31.6%
Total	\$ 544,275,320	100.0%	\$ 442,754,225	\$ 101,521,095	22.9%
<u>Prize Expense</u>				<u>FY26 Rates</u>	<u>FY25 Rates</u>
Scratchers	\$ 76,071,797	18.2%	\$ 79,521,846	74.3%	74.3%
Draw Games	\$ 60,033,764	14.4%	\$ 46,884,300	48.0%	49.3%
iLottery Instants	\$ 282,143,845	67.5%	\$ 215,529,640	89.0%	89.5%
Total	\$ 418,249,406	100.0%	\$ 341,935,786	76.8%	77.2%
<u>Retailer Earnings</u>	\$ 11,396,569		\$ 10,911,701	5.5%	5.8%
<u>Admin Expenses</u>	\$ 22,660,255		\$ 18,361,746	4.2%	4.1%
<u>Other Income</u>	\$ 1,076,247		\$ 1,122,780		
<u>Profits</u>	<u>\$ 93,045,337</u>		<u>\$ 72,667,772</u>	<u>\$ 20,377,565</u>	<u>28.0%</u>

October 31, 2025

Page Two

Fiscal Year to Date Update:

	YTD FY26 Sept	% of Total	YTD FY25 Sept	Year to Date FY26 vs FY25	
<u>Sales</u>				<u>\$ Change</u>	<u>% Change</u>
Scratchers	\$ 306,385,695	19.3%	\$ 325,347,667	\$ (18,961,972)	-5.8%
Draw Games	\$ 333,632,639	21.0%	\$ 285,780,881	\$ 47,851,758	16.7%
iLottery Instants	\$ 948,641,006	59.7%	\$ 741,228,893	\$ 207,412,113	28.0%
Total	\$ 1,588,659,340	100.0%	\$ 1,352,357,441	\$ 236,301,899	17.5%
<u>Prize Expense</u>				<u>FY26 Rates</u>	<u>FY25 Rates</u>
Scratchers	\$ 225,638,527	17.8%	\$ 238,466,142	73.6%	73.3%
Draw Games	\$ 193,236,069	15.2%	\$ 145,363,372	57.9%	50.9%
iLottery Instants	\$ 849,502,897	67.0%	\$ 662,430,505	89.5%	89.4%
Total	\$ 1,268,377,493	100.0%	\$ 1,046,260,019	79.8%	77.4%
<u>Retailer Earnings</u>	\$ 33,583,421		\$ 32,334,899	5.7%	5.6%
<u>Admin Expenses</u>	\$ 64,315,189		\$ 53,522,697	4.0%	4.0%
<u>Other Income</u>	\$ 2,226,098		\$ 2,356,067		
<u>Profits</u>	<u>\$ 224,609,335</u>		<u>\$ 222,595,893</u>	<u>\$ 2,013,442</u>	<u>0.9%</u>

Sales Highlights

September sales overall were up nearly 23% compared to last year, from the national Powerball jackpot that grew to an advertised \$1.8 Billion (3rd highest in history) for the drawing on September 5 and the continued strength of iLottery digital games. Retail sales were up \$16.1 million (+8.5%) compared to September 2024. For the year to date, total sales are up more than 17% in the first quarter.

Profit Highlights

September profits totaled \$93.0 million, up 28% compared to last year. For the year to date, profits of \$224.6 million are \$2.0 million more than FY25, with first quarter profits strongly bolstered by the Powerball jackpot run. Retailers continued to earn nearly 6% of sales from commissions and incentives, including cashing bonuses for the high volume of prizes won and redeemed at licensed retailer locations throughout the Commonwealth. The Lottery's operating expense rate remains at a low 4%.

Other Highlights

In addition to a special meeting to consider the license application for the Norfolk casino, the Board held a regular business meeting to review and consider updated forecasts of sales, profits and transfers to the Lottery Proceeds Fund. The Board's recommendation was forwarded to you this week. We look forward to our continued participation in the Commonwealth's annual revenue forecast process.

October 31, 2025

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 '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