



December 1, 2025

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

Re: October 2025 Lottery Results

Dear Governor Youngkin:

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

October Monthly Update:

	Monthly Actuals Oct FY26	% of Total	Monthly Actuals Oct FY25	Current Month FY26 vs FY25	
<u>Sales</u>				<u>\$ Change</u>	<u>% Change</u>
Scratchers	\$ 96,938,714	18.3%	\$ 103,995,853	\$ (7,057,139)	-6.8%
Draw Games	\$ 104,841,953	19.8%	\$ 92,174,025	\$ 12,667,928	13.7%
iLottery Instants	\$ 328,336,858	<u>61.9%</u>	\$ 247,425,064	\$ 80,911,794	<u>32.7%</u>
Total	\$ 530,117,525	100.0%	\$ 443,594,942	\$ 86,522,583	19.5%
<u>Prize Expense</u>				<u>FY26 Rates</u>	<u>FY25 Rates</u>
Scratchers	\$ 70,498,719	16.8%	\$ 75,002,847	72.7%	72.1%
Draw Games	\$ 55,456,028	13.2%	\$ 45,006,031	52.9%	48.8%
iLottery Instants	\$ 292,920,632	<u>69.9%</u>	\$ 222,618,164	<u>89.2%</u>	<u>90.0%</u>
Total	\$ 418,875,379	100.0%	\$ 342,627,042	79.0%	77.2%
<u>Retailer Earnings</u>	\$ 11,187,848		\$ 11,844,498	6.0%	6.4%
<u>Admin Expenses</u>	\$ 20,650,055		\$ 17,769,521	3.9%	4.0%
<u>Other Income</u>	\$ 1,162,962		\$ 1,197,919		
<u>Profits</u>	<u>\$ 80,567,205</u>		<u>\$ 72,551,800</u>	<u>\$ Change</u> <u>8,015,405</u>	<u>% Change</u> <u>11.0%</u>

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Fiscal Year to Date Update:

	YTD FY26 Oct	% of Total	YTD FY25 Oct	Year to Date FY26 vs FY25	
<u>Sales</u>				<u>\$ Change</u>	<u>% Change</u>
Scratchers	\$ 403,324,409	19.0%	\$ 429,343,520	\$ (26,019,111)	-6.1%
Draw Games	\$ 438,474,592	20.7%	\$ 377,954,906	\$ 60,519,686	16.0%
iLottery Instant	\$ 1,276,977,865	60.3%	\$ 988,653,956	\$ 288,323,909	29.2%
Total	\$ 2,118,776,866	100.0%	\$ 1,795,952,382	\$ 322,824,484	18.0%
<u>Prize Expense</u>				<u>FY26 Rates</u>	<u>FY25 Rates</u>
Scratchers	\$ 296,137,246	17.6%	\$ 313,468,989	73.4%	73.0%
Draw Games	\$ 248,692,097	14.7%	\$ 190,369,403	56.7%	50.4%
iLottery Instant	\$ 1,142,423,528	67.7%	\$ 885,048,669	89.5%	89.5%
Total	\$ 1,687,252,871	100.0%	\$ 1,388,887,061	79.6%	77.3%
<u>Retailer Earnings</u>	\$ 44,771,269		\$ 44,179,397	5.8%	5.8%
<u>Admin Expenses</u>	\$ 84,965,246		\$ 71,292,212	4.0%	4.0%
<u>Other Income</u>	\$ 3,389,060		\$ 3,553,986		
<u>Profits</u>	<u>\$ 305,176,540</u>		<u>\$ 295,147,698</u>	<u>\$ 10,028,842</u>	<u>3.4%</u>

Sales Highlights

October sales overall were up 19.5% compared to last year, supported by the Mega Millions game jackpot that grew to more than \$750M by the end of the month (ultimately climbing to \$980M by mid-November). October also recorded a record Cash 5 jackpot during the month, and iLottery digital game sales were up 33%, a significant increase compared to last year. Retail sales were up slightly (+0.5%) compared to October 2024 while overall year-to-date total sales are up 18%.

We continue to see a downward trend in Scratcher sales due to competition pressures in the retail environment as it was down nearly 7% year-over-year in October, mirroring the sales decline curve from the first quarter.

Profit Highlights

Despite some of the retail challenges, October profits totaled over \$80.5 million, up 11% compared to last year. For the year to date, profits of \$305.2 million are \$10.0 million more than FY25, with profits strongly bolstered by the national game jackpot games and iLottery growth. 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 near historical lows of 4%.

Other Highlights

Our annual Virginia's New Year's Millionaire Raffle game is on sale, offering players the best odds of winning one of five \$1 million prizes, along with several \$100,000 and \$500

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prizes. We hope Virginians enjoy the Raffle along with our other traditional holiday ticket offerings, but we also take this opportunity through our **Gift Responsibly** campaign to remind everyone that while lottery tickets make great gifts, they are only for those 18 and older.

Finally, Virginia Lottery employees are fully in the holiday spirit, giving back to our communities in many ways. Through our Lottery Outreach program, employees are volunteering everywhere from the Salvation Army and Christmas Mother to area food banks and toy drives. We have also been supporting the annual Commonwealth of Virginia Campaign through a variety of activities including a cornhole tournament, a chili cook-off and bake sale, and a silent auction.

I am reminded, particularly at this time of year, that the Lottery is filled with people who embrace not only our mission of supporting our K-12 public schools and other critical initiatives in Virginia, but who have a passion to make our Commonwealth the "Best in Class." 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