



ABIGAIL D. SPANBERGER, GOVERNOR | **KEVIN HALL**, EXECUTIVE DIRECTOR

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June 1, 2026

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

Re: April 2026 Lottery Results

Dear Governor Spanberger:

I am very pleased to provide our report of monthly activities and financial update for the month of April 2026, as required in §58.1-4006 of the *Code of Virginia*. Also with this month's reporting, I am providing activity compared to the forecasted Lottery profit transfers as included in Chapter 7, 2026 Session for fiscal year 2026.

April Monthly Update:

| | Monthly Actuals Apr FY26 | % of Total | Monthly Actuals Apr FY25 | Current Month FY26 vs FY25 | | Monthly Forecast Apr FY26 | Current Month Actuals vs Forecast | |
|--------------------------|-----------------------------|------------|-----------------------------|-------------------------------|-------------------|------------------------------|--------------------------------------|--------------|
| | | | | \$ Change | % Change | | \$ Change | % Change |
| Sales | | | | | | | | |
| Scratchers | \$ 98,401,778 | 19.1% | \$ 114,843,980 | \$ (16,442,202) | -14.3% | \$ 103,938,735 | \$ (5,536,957) | -5.3% |
| Draw Games | \$ 92,911,207 | 18.0% | \$ 85,582,189 | \$ 7,329,018 | 8.6% | \$ 96,235,357 | \$ (3,324,150) | -3.5% |
| iLottery Instants | \$ 323,550,985 | 62.8% | \$ 311,178,202 | \$ 12,372,783 | 4.0% | \$ 340,816,952 | \$ (17,265,967) | -5.1% |
| Total | \$ 514,863,969 | 100.0% | \$ 511,604,371 | \$ 3,259,599 | 0.6% | \$ 540,991,044 | \$ (26,127,075) | -4.8% |
| Prize Expense | | | | FY26 Rates | FY25 Rates | | Forecast Rates | |
| Scratchers | \$ 71,883,634 | 17.2% | \$ 84,085,201 | 73.1% | 73.2% | \$ 76,914,664 | 74.0% | |
| Draw Games | \$ 54,288,218 | 13.0% | \$ 40,631,772 | 58.4% | 47.5% | \$ 52,633,357 | 54.7% | |
| iLottery Instants | \$ 291,289,373 | 69.8% | \$ 276,810,428 | 90.0% | 89.0% | \$ 305,883,214 | 89.7% | |
| Total | \$ 417,461,226 | 100.0% | \$ 401,527,401 | 81.1% | 78.5% | \$ 435,431,235 | 80.5% | |
| Retailer Earnings | \$ 10,591,495 | | \$ 10,043,976 | 6.0% | 5.3% | \$ 11,011,529 | 5.7% | |
| Admin Expenses | \$ 19,639,741 | | \$ 21,086,721 | 3.8% | 4.1% | \$ 23,276,136 | 4.3% | |
| Other Income | \$ 491,476 | | \$ 522,515 | | | \$ 750,000 | | |
| Profits | \$ <u>67,662,986</u> | | \$ <u>79,468,793</u> | \$ <u>(11,805,807)</u> | <u>-14.9%</u> | \$ <u>72,022,142</u> | \$ <u>(4,359,156)</u> | <u>-6.1%</u> |

Fiscal Year-to-Date Update:

| | YTD FY26 Apr | % of Total | YTD FY25 Apr | Year to Date FY26 vs FY25 | | Forecast FY26 YTD Apr | Year to Date FY26 vs FY25 Forecast | |
|--------------------------|-------------------------|---------------|-------------------------|------------------------------|-------------------|--------------------------|---------------------------------------|--------------|
| | | | | \$ Change | % Change | | \$ Change | % Change |
| Sales | | | | | | | | |
| Scratchers | \$ 989,179,678 | 18.5% | \$ 1,076,807,330 | \$ (87,627,652) | -8.1% | \$ 1,046,676,436 | \$ (57,496,758) | -5.5% |
| Draw Games | \$ 1,050,182,008 | 19.6% | \$ 934,236,145 | \$ 115,945,863 | 12.4% | \$ 1,031,220,281 | \$ 18,961,727 | 1.8% |
| iLottery Instants | \$ 3,308,326,795 | 61.9% | \$ 2,747,316,721 | \$ 561,010,074 | 20.4% | \$ 3,296,528,346 | \$ 11,798,449 | 0.4% |
| Total | \$ 5,347,688,481 | 100.0% | \$ 4,758,360,196 | \$ 589,328,285 | 12.4% | \$ 5,374,425,063 | \$ (26,736,582) | -0.5% |
| Prize Expense | | | | FY26 Rates | FY25 Rates | | Forecast Rates | |
| Scratchers | \$ 726,609,302 | 17.0% | \$ 790,736,295 | 73.5% | 73.4% | \$ 773,435,727 | 73.9% | |
| Draw Games | \$ 594,817,755 | 13.9% | \$ 460,795,726 | 56.6% | 49.3% | \$ 572,657,646 | 55.5% | |
| iLottery Instants | \$ 2,957,351,791 | 69.1% | \$ 2,455,617,417 | 89.4% | 89.4% | \$ 2,943,213,862 | 89.3% | |
| Total | \$ 4,278,778,847 | 100.0% | \$ 3,707,149,439 | 80.0% | 77.9% | \$ 4,289,307,235 | 79.8% | |
| Retailer Earnings | \$ 108,443,204 | | \$ 108,069,366 | 5.8% | 5.7% | \$ 113,869,174 | 5.7% | |
| Admin Expenses | \$ 207,216,405 | | \$ 185,453,653 | 3.9% | 3.9% | \$ 234,724,245 | 4.4% | |
| Other Income | \$ 8,950,137 | | \$ 9,168,942 | | | \$ 7,500,000 | | |
| Profits | \$ 762,200,161 | | \$ 766,856,686 | \$ (4,656,525) | -0.6% | \$ 744,024,411 | \$ 18,175,750 | 2.4% |

Sales Highlights

April sales slightly exceeded the prior year’s April sales but fell 4.8% short of forecast due to lower sales across all product offerings including scratchers, draw games, and iLottery. Sales for the month are less than forecast due to overall adverse economic impacts, including rising gas prices. Overall sales are up over 12% year-to-date and just 0.5% below forecast through April, with only scratch revenue not meeting prior year actuals or the forecast. iLottery's 20.4% growth has been crucial for maintaining overall profit strength.

Profit Highlights

Although overall sales are slightly below forecast, profits for FY 2026 through April exceed \$762 million, which is \$18.2 million ahead of the forecast included in the proposed budget. The higher profitability is attributed to maintaining the forecasted prize expense rate, keeping the administrative spending rate below 4%, and excess income from interest. Retailer compensation exceeded \$100 million, with retailers continuing to earn nearly 6% of sales in commissions and incentives.

Other Highlights

We are pleased to report that we exceeded expectations for our 11th annual “Thank a Teacher” campaign this year. This annual campaign encourages Virginians to send digital and written notes of appreciation to individual teachers culminating with National Teacher Appreciation Week. This year, the Lottery facilitated the distribution of a record 225,000 thank-you notes. Notes featured designs from contest-winning student artists and contained a QR code for teachers to enter for a chance to win cash prizes and supplies for their school. This year nearly 36,000 codes were entered, representing a 57% increase over last year. We have randomly selected four teachers for these prizes and look forward to surprise presentations in Bedford, Spotsylvania, Fairfax, and Hampton. We greatly appreciate the support and participation by members of the Administration, including Secretary of Education Dr. Jeffrey Smith.

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I greatly appreciate the appointment to serve as Executive Director of the Virginia Lottery – a job I previously held between 2018 and 2022. I am grateful for this opportunity to once again serve at an agency I know well with a workforce I deeply respect.

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

Respectfully,



Kevin Hall

- 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 Bonnie Krenz-Schnurman, Chief of Staff, Office of the Governor
- The Honorable Mark D. Sickles, Secretary of Finance
- Michael Maul, Director, Department of Planning & Budget
- Sharon Lawrence, State Comptroller
- April Kees, Director, Senate Finance & Appropriations Committee
- Anne E. Oman, Staff Director, House Appropriations Committee
- Ferhan Hamid, Chairman, Virginia Lottery Board