



Legislative Finance Committee

SEPTEMBER 23, 2021

CAROLYN CABELL
CHIEF OPERATING OFFICER

Contributions to Education



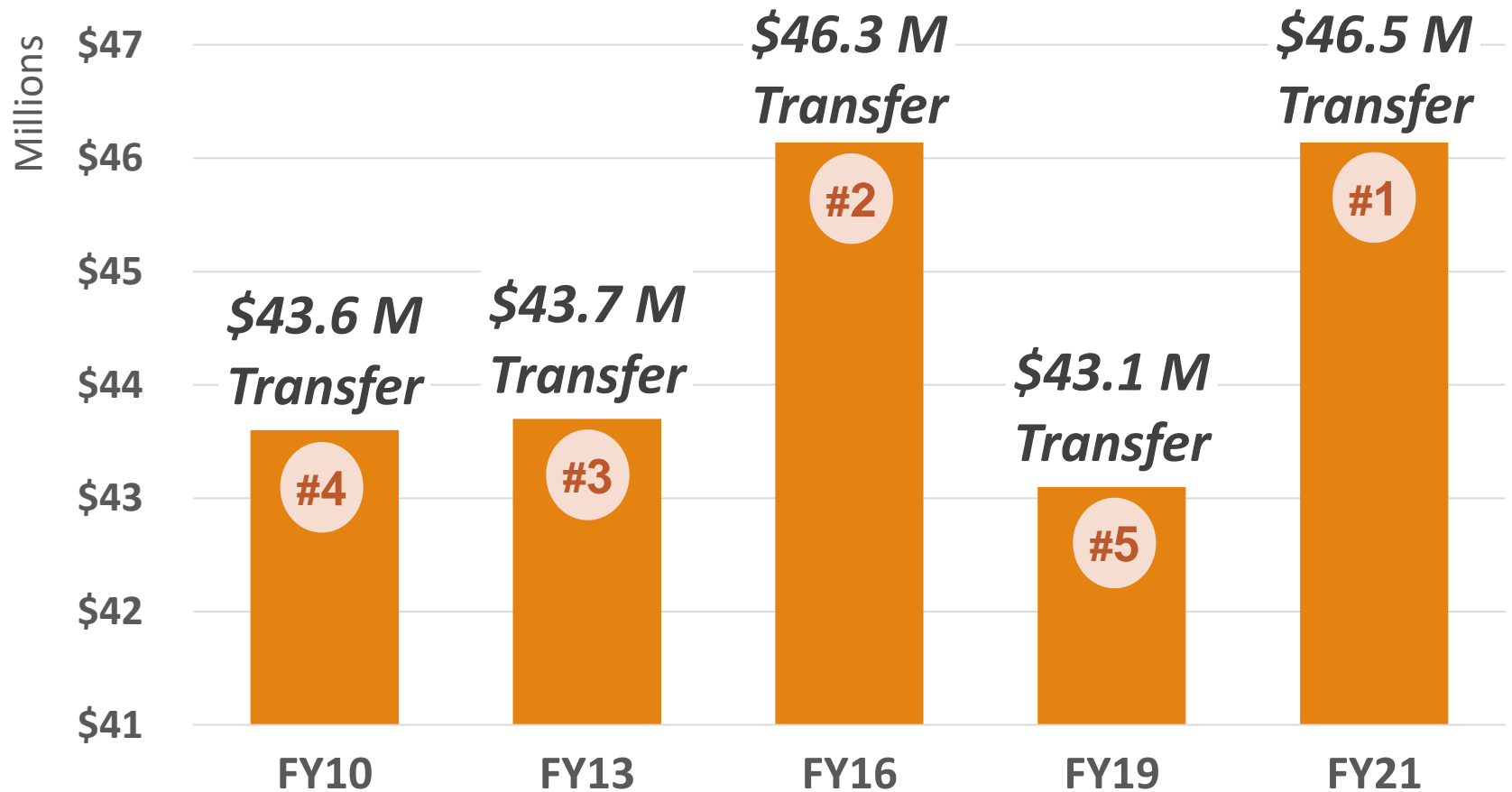
\$46.5 Million

Record FY21 Transfers to the
Legislative Lottery Scholarship Fund

\$906.7 Million

Total Transfers Since Inception

Highest Returns for Scholarships



Net Ticket Sales

	FY 2019	FY 2020	FY 2021
Scratchers	\$ 74.9 Million	\$ 79.3 Million	\$ 95.5 Million
Powerball	\$ 26.9 Million	\$ 16.8 Million	\$ 22.8 Million
Mega Millions	\$ 22.5 Million	\$ 11.5 Million	\$ 18.1 Million
Other Draw Games	\$ 19.2 Million	\$ 19.5 Million	\$ 18.5 Million
Total Net Sales	\$ 143.6 Million	\$ 127.1 Million	\$ 154.9 Million

Where the Money Goes – FY21



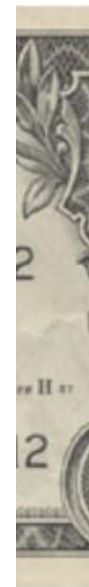
30.0¢

Lottery Tuition Fund



54.7¢

Prizes for Players



6.5¢

**Retailer
Commissions**



6.0¢

**Cost of
Product**



2.8¢

**Administrative
Costs**

*Cost of Product includes: On-line vendor fees, advertising, ticket vendor fees, retailer equipment, promotions, shipping and postage, responsible gaming, and game membership.

By statute, the Lottery is required to return a minimum of 50% of proceeds to players in the form of prizes and 30% to the Lottery Tuition Fund. The remaining funds are allocated to cover the cost of product, retailer commissions, and administrative costs.

Budget Summary

	FY 2019 Actual	FY 2020 Actual	FY 2021 Actual	FY 2022 Budget
Gross Revenues	\$ 143.7 Million	\$ 127.2 Million	\$ 154.9 Million	\$136.3 Million
Lottery Tuition Fund	\$ 43.1 Million	\$ 38.1 Million	\$ 46.5 Million	\$40.9 Million
Prizes for Players	\$ 77.0 Million	\$ 68.3 Million	\$ 84.8 Million	\$72.8 Million
Cost of Product	\$ 9.0 Million	\$ 8.5 Million	\$ 9.3 Million	\$9.3 Million
Retailer Commissions	\$ 9.3 Million	\$ 8.3 Million	\$ 10.1 Million	\$9.1 Million
Administrative Costs	\$ 5.3 Million	\$ 3.9 Million	\$ 4.3 Million	\$4.3 Million

Historical Revenues and Returns

Fiscal Year	Gross Revenues	Returns
1996	\$28.5 Million	\$6.3 Million
1997	\$82.4 Million	\$21.9 Million
1998	\$85.4 Million	\$20.1 Million
1999	\$89.7 Million	\$19.6 Million
2000	\$111.2 Million	\$24.5 Million
2001	\$113.7 Million	\$25.9 Million
2002	\$129.5 Million	\$29.6 Million
2003	\$133.6 Million	\$33.1 Million
2004	\$142.6 Million	\$35.9 Million
2005	\$134.7 Million	\$32.2 Million
2006	\$150.6 Million	\$36.9 Million
2007	\$148.8 Million	\$34.8 Million
2008	\$147.8 Million	\$40.8 Million

Fiscal Year	Gross Revenues	Returns
2009	\$142.6 Million	\$40.8 Million
2010	\$143.6 Million	\$43.6 Million
2011	\$135.6 Million	\$41.3 Million
2012	\$133.9 Million	\$41.3 Million
2013	\$141.8 Million	\$43.7 Million
2014	\$136.1 Million	\$40.9 Million
2015	\$137.1 Million	\$41.1 Million
2016	\$154.4 Million	\$46.3 Million
2017	\$126.1 Million	\$37.8 Million
2018	\$134.1 Million	\$40.2 Million
2019	\$143.7 Million	\$43.1 Million
2020	\$127.2 Million	\$38.1 Million
2021	\$154.9 Million	\$46.5 Million