



FISCAL YEAR 2023-24 PROPOSED BUDGET

Attachment

(Dollars in Thousands)

	FY 2022-23 Year-End Estimate	% of Sales	FY 2023-24 Proposed Budget	% of Sales	Difference
SALES:					
Scratchers	\$6,570,000	71.3 %	\$6,680,000	76.8 %	\$110,000
Powerball	740,000	8.0 %	475,000	5.5 %	(265,000)
Mega Millions	790,000	8.6 %	440,000	5.1 %	(350,000)
SuperLotto Plus	274,000	3.0 %	240,000	2.8 %	(34,000)
Hot Spot	411,000	4.5 %	445,000	5.1 %	34,000
Fantasy 5	177,500	1.9 %	171,000	2.0 %	(6,500)
Daily 3	180,000	2.0 %	176,000	2.0 %	(4,000)
Daily 4	35,500	0.4 %	35,500	0.4 %	0
Daily Derby	42,000	0.5 %	37,500	0.4 %	(4,500)
TOTAL, ESTIMATED SALES	\$9,220,000		\$8,700,000		(\$520,000)
		Prize Payout %		Prize Payout %	
PRIZE EXPENSE:					
Scratchers	\$4,733,850	72.1 %	\$4,797,576	71.8 %	\$63,726
Powerball	370,000	50.0 %	237,500	50.0 %	(132,500)
Mega Millions	395,000	50.0 %	220,000	50.0 %	(175,000)
SuperLotto Plus	132,850	48.5 %	120,000	50.0 %	(12,850)
Hot Spot	259,308	63.1 %	282,798	63.6 %	23,490
Daily Games	216,251	49.7 %	209,468	49.9 %	(6,783)
2nd Chance	9,100		9,100		0
Prize Expense Savings	(64,973)		(57,000)		7,973
TOTAL, PRIZE EXPENSE	\$6,051,386	65.6 %	\$5,819,441	66.89 %	(\$231,945)
NET REVENUE	\$3,168,614		\$2,880,559		(\$288,055)
		% of Sales		% of Sales	
ADMINISTRATIVE EXPENSES:					
Retailer Compensation:					
Commission	\$528,827	5.7 %	\$501,007	5.8 %	(\$27,820)
Cashing Bonus	52,326	0.6 %	49,470	0.6 %	(2,856)
Special Handling	37,831	0.4 %	35,766	0.4 %	(2,065)
Incentives	4,068	0.0 %	3,500	0.0 %	(568)
Subtotal, Retailer Compensation	623,052	6.8 %	589,743	6.8 %	(33,309)
Gaming Costs:					
Gaming Contract (IGT)	128,645	1.4 %	123,445	1.4 %	(5,200)
Retailer Admin and Monitor Fees	(21,879)		(21,887)		(8)
Scratchers Ticket Costs	57,689	0.6 %	59,147	0.7 %	1,458
Subtotal, Gaming Costs	164,455	1.8 %	160,705	1.8 %	(3,749)
TOTAL, RETAILER & GAMING COSTS	\$787,507	8.5 %	\$750,448	8.6 %	(\$37,058)
Operating Costs:					
Personal Services	\$122,378	1.3 %	\$137,109	1.6 %	\$14,731
Marketing Budget Plan	97,011	1.1 %	111,982	1.3 %	14,971
Contractual Services	21,442	0.2 %	24,479	0.3 %	3,037
Depreciation	15,775	0.2 %	14,306	0.2 %	(1,470)
Operating Expense	20,701	0.2 %	24,667	0.3 %	3,966
Reserve for Insurable Risk	0		5,000	0.1 %	5,000
Administrative Spending Reserve	0		63,010	0.7 %	63,010
Subtotal, Operating Costs	\$277,308	3.0 %	\$380,552	4.4 %	\$103,244
TOTAL, ADMINISTRATIVE EXPENSES	\$1,064,814	11.5 %	\$1,131,000	13.0 %	\$66,186
CONTRIBUTION TO EDUCATION	\$2,103,800	22.8 %	\$1,749,559	20.9 %	(\$354,241)
Unclaimed Prizes	57,691		35,000		(22,691)
Interest Income	20,000		10,000	5.4 %	(10,000)
TOTAL AVAILABLE FOR EDUCATION	\$2,181,491		\$1,794,559		(\$386,932)
TOTAL CONTRIBUTION TO EDUCATION WITH RESERVES	\$2,181,491		\$1,862,569		(\$318,923)