

**FISCAL YEAR 2025-26
PROPOSED BUDGET**
(Dollars in Thousands)

Attachment

	<u>FY 2024-25 Year-End Estimate</u>	<u>% of Sales</u>	<u>FY 2025-26 Draft Budget</u>	<u>% of Sales</u>	<u>Difference</u>
SALES:					
Scratchers	\$6,908,444	76.5 %	\$6,820,000	74.9 %	(\$88,444)
Multi-State Games	1,037,603	11.5 %	1,180,000	13.0 %	142,397
SuperLotto Plus	236,700	2.6 %	240,000	2.6 %	3,300
Hot Spot	421,026	4.7 %	440,000	4.8 %	18,974
Daily Games	423,935	4.7 %	420,000	4.6 %	(3,935)
TOTAL, ESTIMATED SALES	<u>\$9,027,707</u>		<u>\$9,100,000</u>		<u>\$72,293</u>
		<u>Prize Payout %</u>		<u>Prize Payout %</u>	
PRIZE EXPENSE:					
Scratchers	\$4,946,446	71.6 %	\$4,883,120	71.6 %	(\$63,326)
Multi-State Games	512,783	49.4 %	590,000	50.0 %	77,217
SuperLotto Plus	99,572	42.1 %	120,000	50.0 %	20,428
Hot Spot	270,712	64.3 %	279,620	63.6 %	8,908
Daily Games	211,099	49.8 %	209,468	49.9 %	(1,631)
2nd Chance	9,100		9,100		0
Prize Expense Savings	(65,613)		(64,773)		840
TOTAL, PRIZE EXPENSE	<u>\$5,984,098</u>	66.3 %	<u>\$6,026,534</u>	66.2 %	<u>\$42,436</u>
NET SALES AFTER PRIZE EXPENSE	<u>\$3,043,608</u>		<u>\$3,073,466</u>		<u>\$29,857</u>
		<u>% of Sales</u>		<u>% of Sales</u>	
ADMINISTRATIVE EXPENSES:					
Retailer Compensation:					
Commission	\$525,829	5.8 %	\$525,800	5.8 %	(\$29)
Cashing Bonus	55,217	0.6 %	55,657	0.6 %	440
Special Handling	31,389	0.3 %	31,523	0.3 %	134
Incentives	4,950	0.1 %	4,000	0.0 %	(950)
Gaming Costs:					
Gaming Contract (IGT)	125,252	1.4 %	126,625	1.4 %	1,373
Retailer Administrative and Gaming Fees	(21,752)		(22,717)		(965)
Scratchers Ticket, Delivery and Support Costs	57,890	0.6 %	53,372	0.6 %	(4,518)
TOTAL, RETAILER & GAMING COSTS	<u>\$778,775</u>	8.6 %	<u>\$774,259</u>	8.5 %	<u>(\$4,515)</u>
Operating Costs:					
Personal Services	\$133,951	1.5 %	\$142,952	1.6 %	\$9,001
Marketing Program	97,836	1.1 %	90,000	1.0 %	(7,836)
Contractual Services	28,530	0.3 %	35,362	0.4 %	6,832
Depreciation	12,985	0.1 %	11,532	0.1 %	(1,453)
Operating Expense	26,669	0.3 %	28,894	0.3 %	2,225
Reserve for Insurable Risk	0	0.0 %	5,000	0.1 %	5,000
Administrative Spending Reserve	0	0.0 %	95,000	1.0 %	95,000
Subtotal, Operating Costs	<u>\$299,971</u>	3.3 %	<u>\$408,741</u>	4.5 %	<u>\$108,770</u>
TOTAL, ADMINISTRATIVE EXPENSES	<u>\$1,078,745</u>	11.9 %	<u>\$1,183,000</u>	13.0 %	<u>\$104,255</u>
CONTRIBUTION TO EDUCATION					
Unclaimed Prizes	\$1,964,863		\$1,890,466		(\$74,397)
Interest Income	46,644		35,000		(11,644)
	42,240		50,000		7,760
TOTAL AVAILABLE FOR EDUCATION	<u>\$2,053,746</u>		<u>\$1,975,466</u>		<u>(\$78,281)</u>
TOTAL CONTRIBUTION TO EDUCATION WITH RESERVES	<u>\$2,053,746</u>		<u>\$2,075,466</u>		<u>\$21,719</u>

*Numbers may not add due to rounding.