

# State of Maine



Department of Administrative and Financial Services

Bureau of Alcoholic Beverages and Lottery Operations

Financial Statements  
Fiscal Year Ending June 30, 2024



JANET T. MILLS  
GOVERNOR

STATE OF MAINE  
DEPARTMENT OF ADMINISTRATIVE AND FINANCIAL SERVICES  
**DIVISION OF FINANCIAL AND PERSONNEL SERVICES**  
74 STATE HOUSE STATION, AUGUSTA, MAINE 04333

KIRSTEN LC FIGUEROA  
COMMISSIONER

July 23, 2025

The Honorable Louis Luchini, Director  
8 State House Station  
Augusta, Maine 04333-0008

Dear Mr. Luchini:

Submitted herein is the annual report for the Bureau of Alcoholic Beverages and Lottery Operations for the fiscal year ended June 30, 2024. This report presents the financial position of lottery and spirits operations.

If you have any suggestions or comments about these schedules, please contact us at your earliest convenience. Please advise if there are other schedules you wish to include in subsequent annual reports.

Sincerely,

A handwritten signature in black ink, appearing to read "Albert J. Gomeau".

Albert J. Gomeau  
Director,  
General Government Service Center



The Bureau is proud of its commitment to providing the citizens of Maine with fun and exciting entertainment through the responsible sale of lottery games.

The Bureau is committed to generating important revenue for the citizens of Maine in a fiscally and socially responsible manner. We are proud to take a leadership role in promoting responsible gaming in Maine and across the nation. In addition to promoting responsible play on lottery games, sales materials and our website, the Bureau partners with the Maine CDC, Maine's Gambling Control Board, the National Council on Problem Gambling, and the North American Association of State and Provincial Lotteries' Responsible Gambling Committee to promote responsible gaming and provide resources to those in need.

In business since 1974, the Maine Lottery has generated more than \$8 billion in sales revenues, \$5.1 billion in prize money and \$558 million in commissions and bonuses to our network of lottery retail agents. Nearly \$1.848 billion has been transferred to the State's General Fund to support programs and services across Maine. In FY24, for the ninth consecutive year, the Maine Lottery achieved a record transfer to the General Fund totaling more than \$88.6 million. Additionally, the Maine Lottery achieved the highest-ever total sales, instant sales, commissions to lottery retail agents and prize money to winners. In FY24, the Lottery transferred more than \$1.4 million to the Maine Outdoor Heritage Fund, an increase of 27 percent over the prior year. Since the Fund's inception in 1996, the Lottery has transferred more than \$25.5 million to support critical wildlife and conservation projects throughout Maine.

The Bureau is pleased that the Maine Lottery business has a positive impact for our citizens and supports our local economy in a responsible manner.

[mainelottery.com](http://mainelottery.com)

## MAINE★SPIRITS

Maine Spirits is a partnership between the Bureau and its vendor, Pine State Spirits, a subsidiary of Pine State Trading Co. created as a result of a competitive bidding process in FY14. Prior to this new contractual fee-for-services partnership, Maine created a 10-year lease arrangement with Maine Beverage Company. During the 10-year lease arrangement, the State realized approximately \$189 million in profit for the General Fund. This amount included \$125 million in up-front money paid in FY03 and FY04 and profit sharing when the spirits business generated profits over a guaranteed amount to Maine Beverage Company.

In FY24, Maine's spirits business achieved sales of \$258.9 million, a 0.49% decrease from FY23, which delivered an operating profit of nearly \$67.2 million.

The Bureau through its partnerships with suppliers, suppliers' representatives and our network of agency liquor stores seeks to continually and responsibly grow the business. Maine consumers receive more value in their spirits purchases than ever before due to the Bureau's progressive pricing model.

In addition to its fiscal obligation, the Bureau has a social commitment to the citizens of Maine to promote the sale of spirits in a responsible manner.

The Bureau in partnership with Pine State Spirits continued to create unique social responsibility messaging programs using Maine Spirits' social media platforms.

The Bureau is confident that the Maine spirits business has a positive impact and supports our local economy in an orderly and responsible path to market while satisfying the Bureau's legislative mandate.

[www.MaineSpirits.com](http://www.MaineSpirits.com)

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**Department of Administrative and Financial Services  
Bureau of Alcoholic Beverages and Lottery Operations  
Historical Gross Sales as Compared to Total Transfers**

For Fiscal Years 2010 - 2024

<b>Fiscal Year</b>	<b>Liquor Sales</b>	<b>Lottery Sales</b>	<b>Heritage Sales</b>	<b>Total Sales</b>
2024	\$ 258,847,237	\$ 424,534,724	\$ 5,701,461	\$ 689,083,422
2023	\$ 254,943,135	\$ 405,184,531	\$ 5,091,345	\$ 665,219,011
2022	\$ 246,966,767	\$ 382,203,485	\$ 3,593,028	\$ 632,763,280
2021	\$ 236,999,257	\$ 388,729,054	\$ 2,007,601	\$ 627,735,911
2020	\$ 218,520,081	\$ 311,597,206	\$ 2,514,102	\$ 532,631,389
2019	\$ 201,783,015	\$ 297,598,818	\$ 1,852,878	\$ 501,234,711
2018	\$ 187,115,708	\$ 291,591,666	\$ 2,542,027	\$ 481,249,401
2017	\$ 178,914,574	\$ 264,405,447	\$ 1,542,308	\$ 444,862,329
2016	\$ 165,366,535	\$ 270,047,651	\$ 2,291,833	\$ 437,706,018
2015	\$ 156,136,691	\$ 250,671,431	\$ 2,400,612	\$ 408,585,278
2014	\$ 143,966,700	\$ 227,937,715	\$ 2,021,379	\$ 373,925,794
2013	\$ 138,357,900	\$ 225,640,604	\$ 2,083,042	\$ 366,081,546
2012	\$ 132,497,500	\$ 226,395,960	\$ 1,966,301	\$ 357,899,879
2011	\$ 126,149,900	\$ 214,100,781	\$ 2,325,493	\$ 342,576,174
2010	\$ 122,610,900	\$ 214,746,476	\$ 2,286,077	\$ 339,643,453

<b>Fiscal Year</b>	<b>Liquor Transfer</b>		<b>Lottery Transfer</b>	<b>Heritage Transfer</b>	<b>Total Transfers</b>
2024	\$ 67,146,757	*	\$ 88,673,283	\$ 1,409,196	\$ 157,229,237
2023	\$ -	**	\$ 72,084,673	\$ 1,107,570	\$ 73,192,243
2022	\$ -	**	\$ 71,351,415	\$ 741,928	\$ 72,093,343
2021	\$ -	**	\$ 70,647,717	\$ 472,336	\$ 71,120,053
2020	\$ -	**	\$ 64,589,742	\$ 651,148	\$ 65,240,891
2019	\$ -	**	\$ 62,675,109	\$ 520,809	\$ 63,195,918
2018	\$ -	**	\$ 62,307,123	\$ 722,863	\$ 63,029,985
2017	\$ 9,817,000	***	\$ 58,219,690	\$ 441,357	\$ 68,478,047
2016	\$ 9,639,000	***	\$ 56,972,851	\$ 603,833	\$ 67,215,684
2015	\$ 9,714,884	***	\$ 54,002,444	\$ 647,458	\$ 64,364,786
2014	\$ 12,298,432	****	\$ 51,845,477	\$ 574,142	\$ 64,718,051
2013	\$ 10,979,738	****	\$ 52,908,602	\$ 593,629	\$ 64,481,969
2012	\$ 10,254,968	****	\$ 53,785,567	\$ 530,622	\$ 64,571,157
2011	\$ 9,405,382	****	\$ 49,547,800	\$ 645,824	\$ 59,599,007
2010	\$ 8,823,077	****	\$ 52,201,531	\$ 669,789	\$ 61,694,397

\*This amount represents the annual transfer to the General and Highway Funds of all profits from the sale of Spirits. Beginning in fiscal year 2024, the first \$7 million in profit is transferred to the General Fund, with the remaining profits transferred to the Highway Fund.

\*\*During this period, all liquor profits were deposited with the Maine Municipal Bond Bank to satisfy the debt obligations of the Liquor Revenue Bonds. The bonds were retired at the end of FY2023.

\*\*\*These amounts represent annual transfers from the MMBB to the General Fund per the Liquor Revenue Bond. The annual transfers ended in FY2017.

\*\*\*\*These amounts include listing fees, premium tax and the profit sharing amount received from Maine Beverage Company; and the Liquor Sales, are calculated on a calendar year basis.

Department of Administrative and Financial Services  
Bureau of Alcoholic Beverages and Lottery Operations  
Lottery Operations  
Enterprise Fund - 067 - State Lottery Fund  
Balance Sheet  
As of June 30,

	2024	% of 2024 Total	2023	% of 2023 Total
<b>Assets</b>				
<b>Current Assets</b>				
Cash	\$ -	N/A	\$ -	N/A
Petty Cash - Imprest Fund	750,200	2.41%	750,200	2.14%
Accounts Receivable	30,622,415	98.17%	34,391,616	98.21%
Reserve for Doubtful Accounts	(62,678)	-0.20%	(4,189)	-0.01%
Due from Other Funds	(118,122)	-0.38%	(118,122)	-0.34%
<b>Total Current Assets</b>	<b>\$ 31,191,815</b>	<b>100.00%</b>	<b>\$ 35,019,506</b>	<b>100.00%</b>
<b>Fixed Assets</b>				
Equipment	\$ 24,587		\$ 24,587	
Less: Reserve for Depreciation	(24,587)		(24,587)	
<b>Total Fixed Assets</b>	<b>\$ -</b>		<b>\$ -</b>	
<b>Total Assets</b>	<b>\$ 31,191,815</b>	<b>100.00%</b>	<b>\$ 35,019,506</b>	<b>100.00%</b>
<b>Liabilities:</b>				
Accounts Payable	\$ 847,502	24.73%	\$ 1,125,633	-131.31%
Accrued Payroll (1)	116,420	3.40%	102,515	-11.96%
Accrued Subscriptions	(24,555)	-0.72%	34,058	-3.97%
Accrued Vacation Liability	82,619	2.41%	69,400	-8.10%
Due to Other Funds (2)	1,022,315	29.83%	(2,188,860)	255.33%
Contractor Incentive Plan Set Aside (3)	1,383,079	40.35%	-	0.00%
<b>Total Liabilities</b>	<b>\$ 3,427,381</b>	<b>100.00%</b>	<b>\$ (857,253)</b>	<b>100.00%</b>
<b>Reserves:</b>				
MUSL Prize Reserve (4)	\$ 2,915,931	10.50%	\$ 4,233,718	11.80%
Expired MUSL Prize Reserve	2,031,725	7.32%	167,541	0.47%
Prize Reserve - L4L/WPT (5)	(1,207,098)	-4.35%	(97,218)	-0.27%
Expired Reserve - L4L/WPT (6)	55,285	0.20%	127,668	0.36%
Instant Ticket Prize Reserve (7)	22,995,025	82.82%	30,714,712	85.61%
Vending Machine Voucher Liability (8)	973,567	3.51%	730,338	2.04%
<b>Total Reserves</b>	<b>\$ 27,764,435</b>	<b>100.00%</b>	<b>\$ 35,876,759</b>	<b>100.00%</b>
<b>Total Liabilities and Reserves</b>	<b>\$ 31,191,815</b>		<b>\$ 35,019,506</b>	

Department of Administrative and Financial Services  
 Bureau of Alcoholic Beverages and Lottery Operations  
 Lottery Operations  
 Enterprise Fund - 067 - State Lottery Fund  
 Comparative Statements of Income and Expense  
 For Fiscal Years ending: June 30,

	FY 2024	% of Sales	FY 2023	% of Sales	% Change FY 2023 to FY 2024
<b>SALES</b>					
Instant Tickets					
\$1 Instant	\$ 5,662,280	1.32%	\$ 6,344,628	1.55%	(10.75%)
\$2 Instant	15,594,332	3.62%	16,777,653	4.09%	(7.05%)
\$3 Instant	14,678,280	3.41%	16,914,672	4.12%	(13.22%)
Heritage Fund	5,701,461	1.33%	5,091,345	1.24%	11.98%
\$5 Instant	76,481,833	17.78%	78,035,500	19.02%	(1.99%)
\$10 Instant	81,827,912	19.02%	77,605,475	18.92%	5.44%
\$20 Instant	29,529,760	6.86%	28,095,737	6.85%	5.10%
\$25 Instant	41,528,759	9.65%	77,898,250	18.99%	(46.69%)
\$30 Instant	55,410,230	12.88%	11,112,660	N/A	398.62%
<b>Total Instant</b>	<b>\$ 326,414,847</b>	<b>75.87%</b>	<b>\$ 317,875,920</b>	<b>77.48%</b>	<b>2.69%</b>
Draw Games					
Pick 3	\$ 6,086,585	1.41%	\$ 6,149,378	1.50%	(1.02%)
Pick 4	4,774,365	1.11%	4,976,253	1.21%	(4.06%)
Megabucks	13,086,144	3.04%	7,954,603	1.94%	64.51%
Powerball	33,869,404	7.87%	27,583,206	6.72%	22.79%
Lotto America 2018	1,914,895	0.45%	2,975,893	0.73%	(35.65%)
Lucky for Life	6,597,387	1.53%	6,642,853	1.62%	(0.68%)
Gimme 5	1,205,813	0.28%	1,271,478	0.31%	(5.16%)
Mega Millions	18,581,263	4.32%	20,083,801	4.90%	(7.48%)
World Poker Tour	1,025,935	0.24%	1,142,438	0.28%	(10.20%)
Cash Pop	(9) 419,359	0.10%	-	0.00%	N/A
<b>Total Draw</b>	<b>\$ 87,561,149</b>	<b>20.35%</b>	<b>\$ 78,779,902</b>	<b>19.20%</b>	<b>11.15%</b>
Fast Play Games					
\$1 Fast Play	\$ 363,966	0.08%	\$ 377,735	0.09%	(3.65%)
\$2 Fast Play	1,470,579	0.34%	1,216,488	0.30%	20.89%
\$5 Fast Play	2,497,866	0.58%	2,527,320	0.62%	(1.17%)
\$10 Fast Play	5,678,344	1.32%	4,748,205	1.16%	19.59%
\$20 Fast Play	3,380,728	0.79%	4,750,306	1.16%	(28.83%)
\$30 Fast Play	2,868,707	0.67%	-	0.00%	N/A
<b>Total Other</b>	<b>\$ 16,260,190</b>	<b>3.78%</b>	<b>\$ 13,620,054</b>	<b>3.32%</b>	<b>19.38%</b>
<b>Total Ticket Sales</b>	<b>\$ 430,236,185</b>	<b>100.00%</b>	<b>\$ 410,275,876</b>	<b>100.00%</b>	<b>4.87%</b>
<b>OTHER INCOME</b>					
Distribution Expenses paid by IF&W	\$ 142,537	0.03%	\$ 127,284	0.03%	11.98%
Expired Instant Prize Reserve	(10) 3,944,679	0.92%	2,931,271	0.68%	34.57%
Expired Instant Prize Reserve - Heritage	(10) 265,931	0.06%	110,329	0.03%	141.03%
Other Income - Tri-State	1,429,638	0.33%	1,171,472	0.27%	22.04%
Misc Income	3,045,996	0.71%	268,933	0.06%	1,032.62%
<b>Total Other Income</b>	<b>\$ 8,828,779</b>	<b>2.05%</b>	<b>\$ 4,609,289</b>	<b>1.07%</b>	<b>91.54%</b>
<b>Total Receipts</b>	<b>\$ 439,064,965</b>		<b>\$ 414,885,164</b>		<b>5.83%</b>

Department of Administrative and Financial Services  
 Bureau of Alcoholic Beverages and Lottery Operations  
 Lottery Operations  
 Enterprise Fund - 067 - State Lottery Fund  
 Comparative Statements of Income and Expense  
 For Fiscal Years ending: June 30,

	FY 2024	% of Sales	FY 2023	% of Sales	% Change FY 2023 to FY 2024
<b>EXPENSES</b>					
Cost of Goods Sold	\$ 332,241,416	77.22%	\$ 325,612,667	79.36%	2.04%
Maine Operating Expenses	4,530,775	1.05%	4,261,565	1.04%	6.32%
Tri-State/MUSL Operating Expenses	(11) 3,520,439	0.82%	2,975,793	0.73%	18.30%
Heritage Game Expenses	4,558,195	1.06%	4,094,104	1.00%	11.34%
Contractor Incentive Plan	(12) 1,364,000	0.32%	1,811,000	0.44%	(24.68%)
RewardME Lottery Club	(13) 2,767,661	0.64%	2,937,792	0.72%	(5.79%)
<b>Total Expenses</b>	<b>\$ 348,982,485</b>	<b>81.11%</b>	<b>\$ 341,692,921</b>	<b>83.28%</b>	<b>2.13%</b>
Transfer to General Fund	\$ 88,673,283	20.61%	\$ 72,084,673	17.57%	23.01%
Transfer to IF&W	1,409,196	0.33%	1,107,570	0.27%	27.23%
<b>Total Transfer</b>	<b>\$ 90,082,479</b>	<b>20.94%</b>	<b>\$ 73,192,243</b>	<b>17.84%</b>	<b>23.08%</b>
<b>Changes from FY 2023 to FY 2024</b>					
Sales		Dollars		Percent	
Instant	\$	8,538,927		2.69%	
Draw		8,781,246		11.15%	
Fast Play		2,640,136		19.38%	
<b>Total</b>	<b>\$</b>	<b>19,960,309</b>		<b>4.87%</b>	
Cost of Goods Sold	\$	6,011,617		1.82%	
Maine Operating Expenses	\$	269,210		6.32%	

**Department of Administrative and Financial Services**  
**Bureau of Alcoholic Beverages and Lottery Operations**  
**Lottery Operations**  
**Enterprise Fund - 067 - State Lottery Fund**  
**Heritage Game Income Statement**  
**For Fiscal Years ending: June 30,**

	FY 2024	% of Sales	FY 2023	% of Sales	% Change FY 2023 to FY 2024
<b>SALES</b>					
Game 503 - Wild Winners (Eagle)	\$ -		\$ (300)		N/A
Game 534 - Money Comb	-		(14,952)		N/A
Game 563 - Ca\$h Lines	948,465	16.64%	4,399,797	86.42%	-78.44%
Game 595 - PictureME	2,994,891	52.53%	706,800	13.88%	323.73%
Game 629 - Bee Bucks	1,758,105	30.84%	-	0.00%	N/A
<b>Total Sales (14)</b>	<b>\$ 5,701,461</b>	<b>100.00%</b>	<b>\$ 5,091,345</b>	<b>100.00%</b>	<b>11.98%</b>
<b>OTHER INCOME</b>					
Expired Prize Reserve	\$ 265,931		\$ 110,329		141.03%
<b>Total Other Income</b>	<b>\$ 265,931</b>		<b>\$ 110,329</b>		<b>141.03%</b>
<b>Total Income</b>	<b>\$ 5,967,392</b>		<b>\$ 5,201,674</b>		<b>14.72%</b>
<b>EXPENSES</b>					
Game 503 - Wild Winners (Eagle)	\$ -		\$ (199)	0.00%	-100.00%
Game 534 - Money Comb	-		(9,924)	-0.19%	-100.00%
Game 563 - Ca\$h Lines	629,686	11.04%	2,920,983	57.37%	-78.44%
Game 595 - PictureME	1,988,907	34.88%	469,386	9.22%	323.73%
Game 629 - Bee Bucks	1,167,909	20.48%	-	0.00%	N/A
Vendor Fees	200,748	3.52%	179,266	3.52%	11.98%
Agent Commissions	428,408	7.51%	407,308	8.00%	5.18%
Distribution Expenses	142,537	2.50%	127,284	2.50%	11.98%
<b>Total Expenses</b>	<b>\$ 4,558,195</b>	<b>79.95%</b>	<b>\$ 4,094,104</b>	<b>80.41%</b>	<b>11.34%</b>
<b>Inland Fish &amp; Wildlife Profit</b>	<b>\$ 1,409,196</b>	<b>24.72%</b>	<b>\$ 1,107,570</b>	<b>21.75%</b>	<b>27.23%</b>

Agent Commissions (currently 8%) are the difference between the retail-selling price of tickets and the agent's cost.

Agent Bonus reflects the 1% bonus given to agents who sell winning prizes of \$1,000 or more, excluding the Megabucks game.

Vendor Fees are the contractual payments made to Scientific Games for instant ticket games and draw games that utilize computer systems and technology. Fees are 3.521% of sales.

Distribution Expenses are the overhead costs incurred by Lottery for distribution of Heritage Game instant tickets. This includes mail, vending machine rental and personnel costs.

**Department of Administrative and Financial Services**  
**Bureau of Alcoholic Beverages and Lottery Operations**  
**Lottery Operations**  
**Enterprise Fund - 067 - State Lottery Fund**  
**Maine Operating Expense Schedule**  
**For Fiscal Years ending: June 30,**

	FY 2024	FY 2023	% Change FY 2023 to FY 2024
<b>Lottery Administration</b>			
Personal Services	(15) \$ 1,920,035	\$ 1,803,200	6.48%
State Services	314,678	301,590	4.34%
Non-State Services	-	3,209	(100.00%)
Travel Expenses	852	1,611	(47.13%)
Rents	143,003	105,989	34.92%
Office Supplies	9,304	9,187	1.27%
Misc Administrative Expense	128,816	75,466	70.69%
Portion paid by IFW	(79,174)	(68,704)	15.24%
<i>Total Administrative</i>	<b>\$ 2,437,512</b>	<b>\$ 2,231,549</b>	<b>9.23%</b>
<b>Lottery Operations</b>			
General Operations	\$ 307,837	\$ 107,214	187.12%
Other Instant Expense	286,864	629,340	(54.42%)
Other Draw Expense	43,594	25,606	70.25%
Lucky for Life Operating Expense	551	1,661	(66.80%)
Customer Service	32,488	30,838	5.35%
Portion paid by IFW	(21,120)	(23,735)	(11.02%)
<i>Total Operational</i>	<b>\$ 650,216</b>	<b>\$ 770,925</b>	<b>(15.66%)</b>
<b>Advertising Charges</b>			
Ad Agency Fees	\$ 261,012	\$ 248,276	5.13%
TV/Radio Production	319,669	544,903	(41.33%)
TV/Radio Media	449,270	207,541	116.47%
Promotional Material	205,680	130,692	57.38%
Advertising Notices	11,547	-	N/A
StaCap	95,575	35,240	171.21%
Portion paid by IFW	(42,243)	(34,845)	21.23%
<i>Total Advertising</i>	<b>\$ 1,300,510</b>	<b>\$ 1,131,807</b>	<b>14.91%</b>
Subtotal	\$ 4,388,238	\$ 4,134,281	6.14%
Plus: IF&W Reimbursement	142,537	127,284	11.98%
<b>Total Maine Operating Expenses</b>	<b>\$ 4,530,775</b>	<b>\$ 4,261,565</b>	<b>6.32%</b>
<b>Total Sales Including Heritage</b>	<b>\$ 430,177,612</b>	<b>\$ 410,275,654</b>	<b>4.85%</b>
<b>Total Operating Expense as % of Sales</b>	<b>1.05%</b>	<b>1.04%</b>	

Department of Administrative and Financial Services  
 Bureau of Alcoholic Beverages and Lottery Operations  
 Lottery Operations  
 Enterprise Fund - 067 - State Lottery Fund  
 Cost of Goods Sold Schedule (excluding Heritage)

For Fiscal Years ending: June 30,

	FY 2024	% of Sales	FY 2023	% of Sales	% Change FY 2023 to FY 2024
<b>Prize Expense</b>					
\$1 Instant	\$ 3,292,341	58.15%	\$ 3,908,967	61.61%	(15.77%)
\$2 Instant	10,329,132	66.24%	11,145,991	66.43%	(7.33%)
\$3 Instant	9,777,907	66.61%	11,211,632	66.28%	(12.79%)
\$5 Instant	52,821,440	69.06%	53,733,464	68.86%	(1.70%)
\$10 Instant	59,292,538	72.46%	65,729,674	84.70%	(9.79%)
\$20 Instant	22,078,614	74.77%	20,997,606	74.74%	5.15%
\$25 Instant	32,433,213	78.10%	58,468,965	75.06%	(44.53%)
\$30 Instant	43,469,380	78.45%	8,717,882	78.45%	398.62%
Pick 3	3,006,448	49.39%	3,060,457	49.77%	(1.76%)
Pick 4	2,354,936	49.32%	2,474,592	49.73%	(4.84%)
Megabucks	6,512,813	49.77%	3,978,508	50.02%	63.70%
Powerball	16,681,667	49.25%	13,882,447	50.33%	20.16%
Lotto America 2018	1,022,788	53.41%	1,507,532	50.66%	(32.15%)
Lucky for Life	3,593,759	54.47%	2,909,939	43.81%	23.50%
Gimme 5	924,901	76.70%	760,991	59.85%	21.54%
Mega Millions	9,378,298	50.47%	10,166,372	50.62%	(7.75%)
World Poker Tour	636,813	62.07%	709,414	62.10%	(10.23%)
Cash Pop	262,566	62.61%	-	N/A	N/A
\$1 Fast Play	221,950	60.98%	233,320	61.77%	(4.87%)
\$2 Fast Play	981,347	66.73%	813,857	66.90%	20.58%
\$5 Fast Play	1,840,225	73.67%	1,756,816	69.51%	4.75%
\$10 Fast Play	4,227,550	74.45%	3,514,310	74.01%	20.30%
\$20 Fast Play	1,415,374	41.87%	4,274,687	89.99%	(66.89%)
\$30 Fast Play	2,257,632	78.70%	-	N/A	N/A
<b>Total Prize Expense</b>	<b>\$ 288,813,629</b>	<b>68.04%</b>	<b>\$ 283,957,423</b>	<b>70.08%</b>	<b>1.71%</b>
<b>Vendor Fees</b>					
\$1 Instant	\$ 199,369	3.52%	\$ 223,394	3.52%	(10.75%)
\$2 Instant	549,076	3.52%	590,741	3.52%	(7.05%)
\$3 Instant	516,822	3.52%	595,566	3.52%	(13.22%)
\$5 Instant	2,692,925	3.52%	2,747,630	3.52%	(1.99%)
\$10 Instant	2,881,161	3.52%	2,732,489	3.52%	5.44%
\$20 Instant	1,039,743	3.52%	989,251	3.52%	5.10%
\$25 Instant	1,462,228	3.52%	2,742,797	3.52%	(46.69%)
\$30 Instant	1,950,994	3.52%	391,629	3.52%	398.17%
Pick 3	214,316	3.52%	216,539	3.52%	(1.03%)
Pick 4	168,118	3.52%	175,227	3.52%	(4.06%)
Megabucks	460,778	3.52%	280,089	3.52%	64.51%
Powerball	1,192,542	3.52%	971,205	3.52%	22.79%
Lotto America 2018	67,423	3.52%	104,781	3.52%	(35.65%)
Lucky for Life	232,294	3.52%	233,895	3.52%	(0.68%)
Gimme 5	42,458	3.52%	44,769	3.52%	(5.16%)
Mega Millions	654,246	3.52%	707,151	3.52%	(7.48%)
World Poker Tour	36,123	3.52%	40,225	3.52%	(10.20%)
Cash Pop	7,071	1.69%	-	N/A	N/A
\$1 Fast Play	12,815	3.52%	13,301	3.52%	(3.65%)
\$2 Fast Play	51,781	3.52%	42,834	3.52%	20.89%
\$5 Fast Play	87,956	3.52%	88,994	3.52%	(1.17%)
\$10 Fast Play	199,951	3.52%	167,201	3.52%	19.59%
\$20 Fast Play	119,044	3.52%	167,276	3.52%	(28.83%)
\$30 Fast Play	101,008	3.52%	-	N/A	N/A
<b>Total Vendor Fees</b>	<b>\$ 14,940,242</b>	<b>3.52%</b>	<b>\$ 14,266,983</b>	<b>3.52%</b>	<b>4.72%</b>

Department of Administrative and Financial Services  
 Bureau of Alcoholic Beverages and Lottery Operations  
 Lottery Operations  
 Enterprise Fund - 067 - State Lottery Fund  
 Cost of Goods Sold Schedule (excluding Heritage)

For Fiscal Years ending: June 30,

	FY 2024	% of Sales	FY 2023	% of Sales	% Change FY 2023 to FY 2024
<b>Agent Commissions and Bonuses</b>					
\$1 Instant	(16) \$ 670,108	11.83%	\$ 661,758	10.43%	1.26%
\$2 Instant	1,091,603	7.00%	1,174,436	7.00%	(7.05%)
\$3 Instant	1,027,483	7.00%	1,184,027	7.00%	(13.22%)
\$5 Instant	5,353,734	7.00%	5,462,489	7.00%	(1.99%)
\$10 Instant	5,727,955	7.00%	5,432,388	7.00%	5.44%
\$20 Instant	2,067,093	7.00%	1,966,715	7.00%	5.10%
\$25 Instant	2,906,999	7.00%	5,452,879	7.00%	(46.69%)
\$30 Instant	3,878,721	7.00%	777,886	7.00%	398.62%
Pick 3	304,792	5.01%	308,162	5.01%	(1.09%)
Pick 4	254,119	5.32%	262,190	5.27%	(3.08%)
Megabucks	653,634	4.99%	386,421	4.86%	69.15%
Powerball	1,712,068	5.05%	1,366,776	4.96%	25.26%
Lotto America 2018	95,747	5.00%	148,803	5.00%	(35.66%)
Lucky for Life	337,378	5.11%	332,154	5.00%	1.57%
Gimme 5	60,293	5.00%	63,575	5.00%	(5.16%)
Mega Millions	928,678	5.00%	999,642	4.98%	(7.10%)
World Poker Tour	51,426	5.01%	58,421	5.11%	(11.97%)
Cash Pop	20,968	5.00%	-	N/A	N/A
\$1 Fast Play	18,198	5.00%	18,888	5.00%	(3.65%)
\$2 Fast Play	73,531	5.00%	60,826	5.00%	20.89%
\$5 Fast Play	124,902	5.00%	126,376	5.00%	(1.17%)
\$10 Fast Play	283,940	5.00%	237,434	5.00%	19.59%
\$20 Fast Play	169,096	5.00%	237,540	5.00%	(28.81%)
\$30 Fast Play	143,451	5.00%	-	N/A	N/A
<b>Total Commissions and Bonuses</b>	<b>\$ 27,955,915</b>	<b>6.59%</b>	<b>\$ 26,719,785</b>	<b>6.59%</b>	<b>4.63%</b>
<b>Other Expenses</b>					
Royalty Fees	\$ 508,251	0.12%	\$ 650,454	0.16%	(21.86%)
Contractor Incentive Plan	(12) 1,364,000	0.32%	1,811,000	0.45%	(24.68%)
RewardME Lottery Club	(13) 2,767,661	0.65%	2,937,792	0.73%	(5.79%)
Postage	11,296	0.00%	7,437	0.00%	51.89%
Fast Play Agent Bonuses	(17) 12,083	0.00%	10,585	0.00%	14.15%
<b>Total Other Expenses</b>	<b>\$ 4,663,290</b>	<b>1.10%</b>	<b>\$ 5,417,268</b>	<b>1.34%</b>	<b>(13.92%)</b>
<b>Total Cost of Goods Sold</b>	<b>\$ 336,373,077</b>	<b>79.24%</b>	<b>\$ 330,361,459</b>	<b>81.53%</b>	<b>1.82%</b>
<b>Total Sales (excluding Heritage)</b>	<b>\$ 424,476,151</b>		<b>\$ 405,184,531</b>		
Cost of Goods Sold as % of Sales (excluding Heritage)		79.24%		81.53%	

Department of Administrative and Financial Services  
 Bureau of Alcoholic Beverages and Lottery Operations  
 Lottery Operations  
 Enterprise Fund - 067 - State Lottery Fund  
 Cost of Goods Sold - Draw Games  
 For Fiscal Years ending: June 30,

FY 2024

	Pick 3	Pick 4	Megabucks	Powerball	Lotto America 2018	Lucky for Life	Gimme 5	Mega Millions	World Poker Tour	Cash Pop	Total Draw
<b>Sales</b>	<b>\$ 6,086,585</b>	<b>\$ 4,774,365</b>	<b>\$ 13,086,144</b>	<b>\$ 33,869,404</b>	<b>\$ 1,914,895</b>	<b>\$ 6,597,387</b>	<b>\$ 1,205,813</b>	<b>\$ 18,581,263</b>	<b>\$ 1,025,935</b>	<b>\$ 419,359</b>	<b>\$ 87,561,149</b>
Prize Expense	\$ 3,006,448	\$ 2,354,936	\$ 6,512,813	\$ 16,681,667	\$ 1,022,788	\$ 3,593,759	\$ 924,901	\$ 9,378,298	\$ 636,813	\$ 262,566	\$ 44,374,987
Vendor Fees	214,316	168,118	460,778	1,192,542	67,423	232,294	42,458	654,246	36,123	7,071	3,075,369
Agent Commission	304,792	254,119	653,634	1,712,068	95,747	337,378	60,293	928,678	51,426	20,968	4,419,101
<b>Total COGS</b>	<b>\$ 3,525,555</b>	<b>\$ 2,777,172</b>	<b>\$ 7,627,225</b>	<b>\$ 19,586,276</b>	<b>\$ 1,185,957</b>	<b>\$ 4,163,432</b>	<b>\$ 1,027,652</b>	<b>\$ 10,961,222</b>	<b>\$ 724,362</b>	<b>\$ 290,605</b>	<b>\$ 51,869,458</b>
<b>Gross Profit on Sales</b>	<b>\$ 2,561,029</b>	<b>\$ 1,997,193</b>	<b>\$ 5,458,919</b>	<b>\$ 14,283,128</b>	<b>\$ 728,937</b>	<b>\$ 2,433,955</b>	<b>\$ 178,161</b>	<b>\$ 7,620,041</b>	<b>\$ 301,573</b>	<b>\$ 128,754</b>	<b>\$ 35,691,691</b>
Gross Profit as a % of Sales	42.08%	41.83%	41.72%	42.17%	38.07%	36.89%	14.78%	41.01%	29.39%	30.70%	40.76%
Tri-State/MUSL Expense/Lucky for Life Operating Expense	\$ 486,944	\$ 381,978	\$ 1,046,924	\$ 66,484	\$ -	\$ 176,455	\$ 96,468	\$ -	\$ -	\$ -	\$ 2,255,253
Gross Profit as a % of Sales after Tri-State/MUSL Expense	34.08%	33.83%	33.72%	41.97%	38.07%	34.22%	6.77%	41.01%	29.39%	30.70%	38.19%

FY 2023

	Pick 3	Pick 4	Megabucks	Powerball	Lotto America 2018	Lucky for Life	Gimme 5	Mega Millions	World Poker Tour	Cash Pop	Total Draw
<b>Sales</b>	<b>\$ 6,149,378</b>	<b>\$ 4,976,253</b>	<b>\$ 7,954,603</b>	<b>\$ 27,583,206</b>	<b>\$ 2,975,893</b>	<b>\$ 6,642,853</b>	<b>\$ 1,271,478</b>	<b>\$ 20,083,801</b>	<b>\$ 1,142,438</b>	<b>\$ -</b>	<b>\$ 78,779,902</b>
Prize Expense	\$ 3,060,457	\$ 2,474,592	\$ 3,978,508	\$ 13,882,447	\$ 1,507,532	\$ 2,909,939	\$ 760,991	\$ 10,166,372	\$ 709,414	\$ -	\$ 39,450,252
Vendor Fees	216,539	175,227	280,089	971,205	104,781	233,895	44,769	707,151	40,225	-	2,773,881
Agent Commission	308,162	262,190	386,421	1,366,776	148,803	332,154	63,575	999,642	58,421	-	3,926,143
<b>Total COGS</b>	<b>\$ 3,585,157</b>	<b>\$ 2,912,009</b>	<b>\$ 4,645,018</b>	<b>\$ 16,220,427</b>	<b>\$ 1,761,116</b>	<b>\$ 3,475,988</b>	<b>\$ 869,335</b>	<b>\$ 11,873,165</b>	<b>\$ 808,060</b>	<b>\$ -</b>	<b>\$ 46,150,276</b>
<b>Gross Profit on Sales</b>	<b>\$ 2,564,221</b>	<b>\$ 2,064,244</b>	<b>\$ 3,309,585</b>	<b>\$ 11,362,779</b>	<b>\$ 1,214,777</b>	<b>\$ 3,166,865</b>	<b>\$ 402,143</b>	<b>\$ 8,210,636</b>	<b>\$ 334,378</b>	<b>\$ -</b>	<b>\$ 32,629,626</b>
Gross Profit as a % of Sales	41.70%	41.48%	41.61%	41.19%	40.82%	47.67%	31.63%	40.88%	29.27%	N/A	41.42%
Tri-State/MUSL Expense/Lucky for Life Operating Expense	\$ 491,993	\$ 398,131	\$ 636,385	\$ 87,479	\$ 11,254	\$ 159,802	\$ 101,719	\$ 989	\$ -	\$ -	\$ 1,887,753
Gross Profit as a % of Sales after Tri-State/MUSL Expense	33.70%	33.48%	33.61%	40.88%	40.44%	45.27%	23.63%	40.88%	29.27%	N/A	39.02%

Percentage Change FY 2023 to FY 2024

	Pick 3	Pick 4	Megabucks	Powerball	Lotto America 2018	Lucky for Life	Gimme 5	Mega Millions	World Poker Tour	Cash Pop	Total Draw
Sales	(1.02%)	(4.06%)	64.51%	22.79%	(35.65%)	(0.68%)	(5.16%)	(7.48%)	(10.20%)	N/A	11.15%
COGS	(1.66%)	(4.63%)	64.20%	20.75%	(32.66%)	19.78%	18.21%	(7.68%)	(10.36%)	N/A	12.39%
Gross Profit	(0.12%)	(3.25%)	64.94%	25.70%	(39.99%)	(23.14%)	(55.70%)	(7.19%)	(9.81%)	N/A	9.38%

Department of Administrative and Financial Services  
 Bureau of Alcoholic Beverages and Lottery Operations  
 Lottery Operations  
 Enterprise Fund - 067 - State Lottery Fund  
 Cost of Goods Sold - Instant Tickets (excluding Heritage)

For Fiscal Years ending: June 30,

<b>FY 2024</b>									
	<b>\$1 Instant</b>	<b>\$2 Instant</b>	<b>\$3 Instant</b>	<b>\$5 Instant</b>	<b>\$10 Instant</b>	<b>\$20 Instant</b>	<b>\$25 Instant</b>	<b>\$30 Instant</b>	<b>Total Instant</b>
<b>Sales</b>	<b>\$ 5,662,280</b>	<b>\$ 15,594,332</b>	<b>\$ 14,678,280</b>	<b>\$ 76,481,833</b>	<b>\$ 81,827,912</b>	<b>\$ 29,529,760</b>	<b>\$ 41,528,759</b>	<b>\$ 55,410,230</b>	<b>\$ 320,713,386</b>
Prize Expense	\$ 3,292,341	\$ 10,329,132	\$ 9,777,907	\$ 52,821,440	\$ 59,292,538	\$ 22,078,614	\$ 32,433,213	\$ 43,469,380	\$ 233,494,564
Vendor Fees	199,369	549,076	516,822	2,692,925	2,881,161	1,039,743	1,462,228	1,950,994	11,292,318
Agent Commission	670,108	1,091,603	1,027,483	5,353,734	5,727,955	2,067,093	2,906,999	3,878,721	22,723,695
Royalty Fees/StaCap	-	-	39,638	394,412	74,201	-	-	-	508,251
Postage/Rental of Equipment	199	549	517	2,694	2,882	1,040	1,463	1,952	11,296
<b>Total COGS</b>	<b>\$ 4,162,017</b>	<b>\$ 11,970,361</b>	<b>\$ 11,362,366</b>	<b>\$ 61,265,205</b>	<b>\$ 67,978,737</b>	<b>\$ 25,186,490</b>	<b>\$ 36,803,902</b>	<b>\$ 49,301,047</b>	<b>\$ 268,030,124</b>
<b>Gross Profit on Sales</b>	<b>\$ 1,500,263</b>	<b>\$ 3,623,971</b>	<b>\$ 3,315,914</b>	<b>\$ 15,216,628</b>	<b>\$ 13,849,175</b>	<b>\$ 4,343,270</b>	<b>\$ 4,724,858</b>	<b>\$ 6,109,183</b>	<b>\$ 52,683,261</b>
Gross Profit as a % of Sales	26.50%	23.24%	22.59%	19.90%	16.92%	14.71%	11.38%	11.03%	16.43%

<b>FY 2023</b>									
	<b>\$1 Instant</b>	<b>\$2 Instant</b>	<b>\$3 Instant</b>	<b>\$5 Instant</b>	<b>\$10 Instant</b>	<b>\$20 Instant</b>	<b>\$25 Instant</b>	<b>\$30 Instant</b>	<b>Total Instant</b>
<b>Sales</b>	<b>\$ 6,344,628</b>	<b>\$ 16,777,653</b>	<b>\$ 16,914,672</b>	<b>\$ 78,035,500</b>	<b>\$ 77,605,475</b>	<b>\$ 28,095,737</b>	<b>\$ 77,898,250</b>	<b>\$ 11,112,660</b>	<b>\$ 312,784,575</b>
Prize Expense	\$ 3,908,967	\$ 11,145,991	\$ 11,211,632	\$ 53,733,464	\$ 65,729,674	\$ 20,997,606	\$ 58,468,965	\$ 8,717,882	\$ 233,914,180
Vendor Fees	223,394	590,741	595,566	2,747,630	2,732,489	989,251	2,742,797	391,629	\$ 11,013,497
Agent Commission	661,758	1,174,436	1,184,027	5,462,489	5,432,388	1,966,715	5,452,879	777,886	\$ 22,112,578
Royalty Fees/StaCap	-	-	-	650,454	-	-	-	-	\$ 650,454
Postage/Rental of Equipment	151	399	402	1,855	1,845	668	1,852	264	7,437
<b>Total COGS</b>	<b>\$ 4,794,269</b>	<b>\$ 12,911,567</b>	<b>\$ 12,991,627</b>	<b>\$ 62,595,892</b>	<b>\$ 73,896,396</b>	<b>\$ 23,954,240</b>	<b>\$ 66,666,494</b>	<b>\$ 9,887,661</b>	<b>\$ 267,698,146</b>
<b>Gross Profit on Sales</b>	<b>\$ 1,550,359</b>	<b>\$ 3,866,086</b>	<b>\$ 3,923,045</b>	<b>\$ 15,439,608</b>	<b>\$ 3,709,079</b>	<b>\$ 4,141,497</b>	<b>\$ 11,231,756</b>	<b>\$ 1,224,999</b>	<b>\$ 45,086,429</b>
Gross Profit as a % of Sales	24.44%	23.04%	23.19%	19.79%	4.78%	14.74%	14.42%	11.02%	14.41%

<b>Percentage Change FY 2023 to FY 2024</b>									
	<b>\$1 Instant</b>	<b>\$2 Instant</b>	<b>\$3 Instant</b>	<b>\$5 Instant</b>	<b>\$10 Instant</b>	<b>\$20 Instant</b>	<b>\$25 Instant</b>	<b>\$30 Instant</b>	<b>Total Instant</b>
Sales	(10.75%)	(7.05%)	(13.22%)	(1.99%)	5.44%	5.10%	(46.69%)	398.62%	2.53%
COGS	(13.19%)	(7.29%)	(12.54%)	(2.13%)	(8.01%)	5.14%	(44.79%)	398.61%	0.12%
Gross Profit	(3.23%)	(6.26%)	(15.48%)	(1.44%)	273.39%	4.87%	(57.93%)	398.71%	16.85%

Department of Administrative and Financial Services  
 Bureau of Alcoholic Beverages and Lottery Operations  
 Lottery Operations  
 Enterprise Fund - 067 - State Lottery Fund  
 Cost of Goods Sold - Fast Play Games  
 For Fiscal Years ending: June 30,

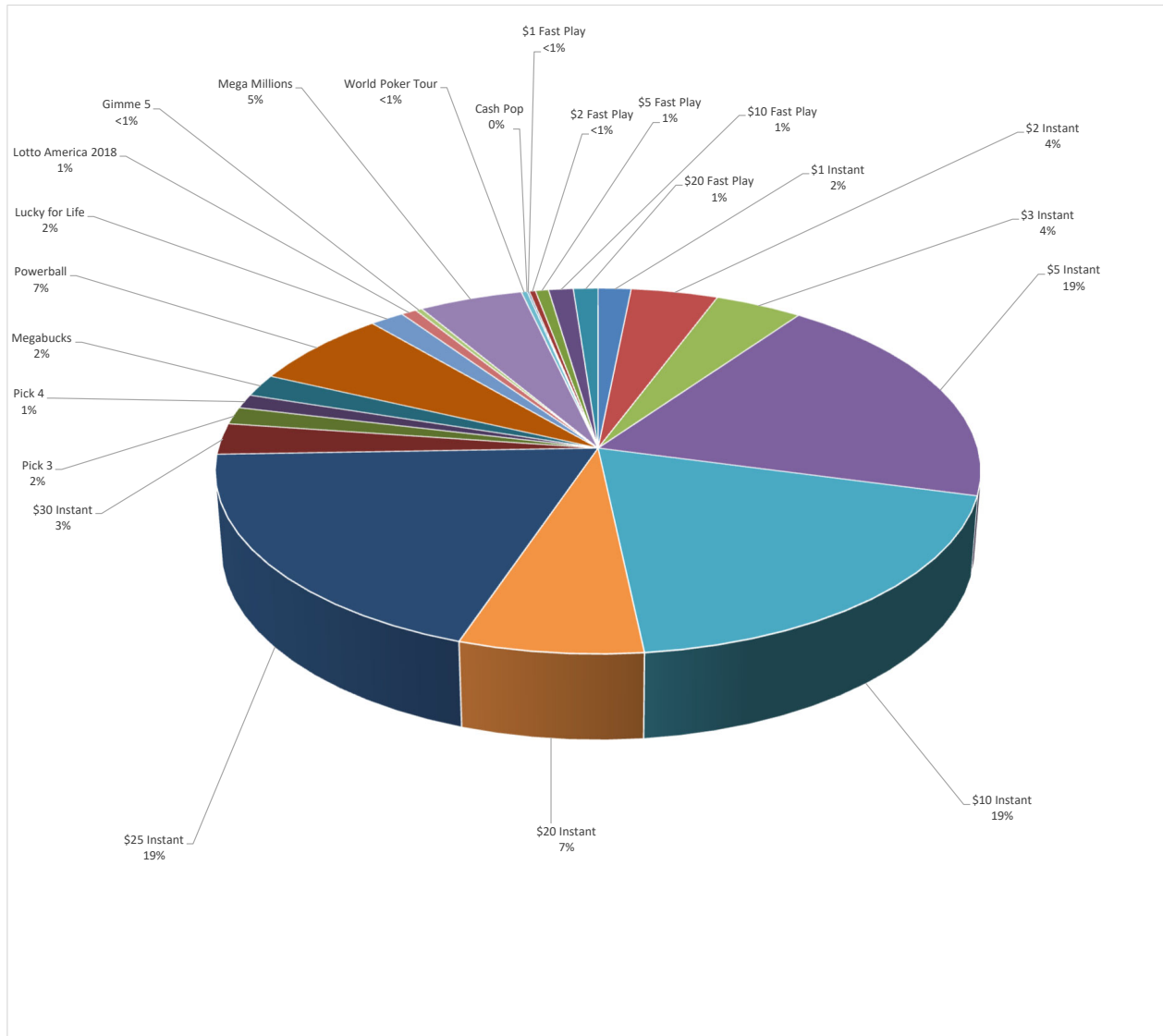
<b>FY 2024</b>								
	<b>\$1 Fast Play</b>	<b>\$2 Fast Play</b>	<b>\$5 Fast Play</b>	<b>\$10 Fast Play</b>	<b>\$20 Fast Play</b>	<b>\$30 Fast Play</b>	<b>Total</b>	<b>Fast Play</b>
Sales	\$ 363,944	\$ 1,470,579	\$ 2,497,866	\$ 5,678,344	\$ 3,380,728	\$ 2,868,707	\$ 16,260,168	
Prize Expense	\$ 221,950	\$ 981,347	\$ 1,840,225	\$ 4,227,550	\$ 1,415,374	\$ 2,257,632	\$ 10,944,078	
Vendor Fees	12,815	51,781	87,956	199,951	119,044	101,008	572,555	
Agent Commission	18,198	73,531	124,902	283,940	169,096	143,451	813,118	
<b>Total COGS</b>	<b>\$ 252,963</b>	<b>\$ 1,106,659</b>	<b>\$ 2,053,083</b>	<b>\$ 4,711,441</b>	<b>\$ 1,703,514</b>	<b>\$ 2,502,091</b>	<b>\$ 12,329,751</b>	
Gross Profit on Sales	<b>\$ 110,982</b>	<b>\$ 363,920</b>	<b>\$ 444,783</b>	<b>\$ 966,903</b>	<b>\$ 1,677,213</b>	<b>\$ 366,616</b>	<b>\$ 3,930,417</b>	
Gross Profit as a % of Sales	30.49%	24.75%	17.81%	17.03%	49.61%	12.78%	24.17%	
Tri State Expense	\$ 29,116	\$ 117,650	\$ 199,844	\$ 454,306	\$ 246,341	\$ 229,522	\$ 1,276,778	
Fast Play Agent Bonuses	\$ 270	\$ 1,093	\$ 1,856	\$ 4,220	\$ 2,512	\$ 2,132	\$ 12,083	
Gross Profit after Tri State Expense - Percent	22.49%	16.75%	9.81%	9.03%	42.32%	4.78%	16.32%	

<b>FY 2023</b>								
	<b>\$1 Fast Play</b>	<b>\$2 Fast Play</b>	<b>\$5 Fast Play</b>	<b>\$10 Fast Play</b>	<b>\$20 Fast Play</b>	<b>\$30 Fast Play</b>	<b>Total</b>	<b>Fast Play</b>
<b>Sales</b>	<b>\$ 377,735</b>	<b>\$ 1,216,488</b>	<b>\$ 2,527,320</b>	<b>\$ 4,748,205</b>	<b>\$ 4,750,306</b>	<b>\$ -</b>	<b>\$ 13,620,054</b>	
Prize Expense	\$ 233,320	\$ 813,857	\$ 1,756,816	\$ 3,514,310	\$ 4,274,687	\$ -	\$ 10,592,991	
Vendor Fees	13,301	42,834	88,994	167,201	167,276	-	479,605	
Agent Commission	18,888	60,826	126,376	237,434	237,540	-	681,064	
<b>Total COGS</b>	<b>\$ 265,509</b>	<b>\$ 917,518</b>	<b>\$ 1,972,186</b>	<b>\$ 3,918,945</b>	<b>\$ 4,679,502</b>	<b>\$ -</b>	<b>\$ 11,753,659</b>	
<b>Gross Profit on Sales</b>	<b>\$ 112,227</b>	<b>\$ 298,971</b>	<b>\$ 555,134</b>	<b>\$ 829,260</b>	<b>\$ 70,804</b>	<b>\$ -</b>	<b>\$ 1,866,394</b>	
Gross Profit as a % of Sales	29.71%	24.58%	21.97%	17.46%	1.49%	N/A	13.70%	
Tri State Expense	\$ 30,220	\$ 97,322	\$ 202,201	\$ 379,894	\$ 380,064	\$ -	\$ 1,089,702	
Fast Play Agent Bonuses	\$ 294	\$ 945	\$ 1,964	\$ 3,690	\$ 3,692	\$ -	\$ 10,585	
Gross Profit after Tri State Expense - Percent	21.71%	16.58%	13.96%	9.46%	-6.51%	N/A	5.70%	

<b>Percentage Change FY 2023 to FY 2024</b>								
	<b>\$1 Fast Play</b>	<b>\$2 Fast Play</b>	<b>\$5 Fast Play</b>	<b>\$10 Fast Play</b>	<b>\$20 Fast Play</b>	<b>\$30 Fast Play</b>	<b>Total</b>	<b>Fast Play</b>
Sales	(3.65%)	20.89%	(1.17%)	19.59%	(28.83%)	N/A	19.38%	
COGS	(4.73%)	20.61%	4.10%	20.22%	(63.60%)	N/A	4.90%	
Gross Profit	(1.11%)	21.72%	(19.88%)	16.60%	2,268.82%	N/A	110.59%	



**Department of Administrative and Financial Services**  
**Bureau of Alcoholic Beverages and Lottery Operations**  
**Lottery Operations**  
**Enterprise Fund - 067 - State Lottery Fund**  
**Comparative Sales Analysis**

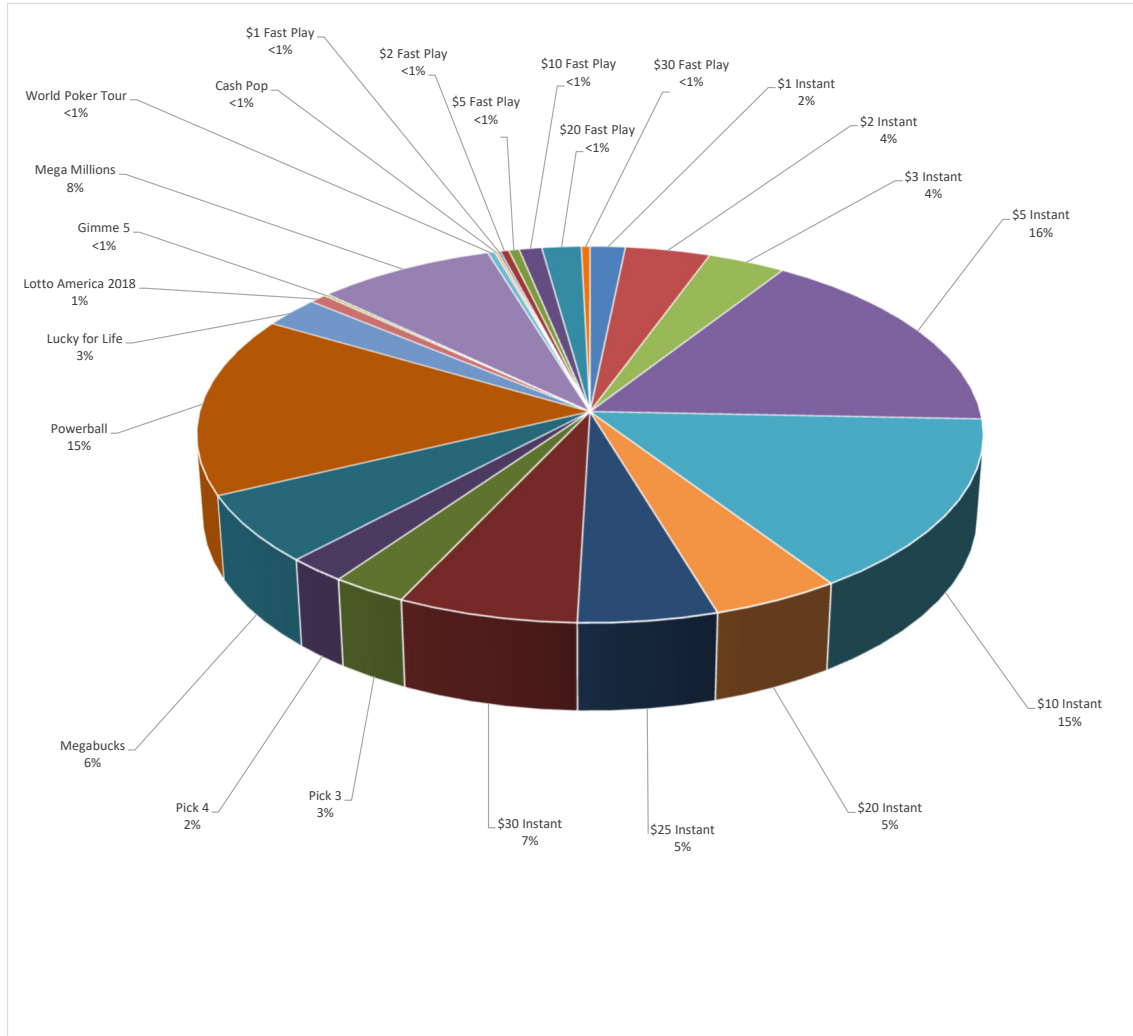


**FY 2023**

\$1 Instant	\$ 6,344,628
\$2 Instant	16,777,653
\$3 Instant	16,914,672
\$5 Instant	78,035,500
\$10 Instant	77,605,475
\$20 Instant	28,095,737
\$25 Instant	77,898,250
\$30 Instant	11,112,660
Pick 3	6,149,378
Pick 4	4,976,253
Megabucks	7,954,603
Powerball	27,583,206
Lucky for Life	6,642,853
Lotto America 2018	2,975,893
Gimme 5	1,271,478
Mega Millions	20,083,801
World Poker Tour	1,142,438
Cash Pop	-
\$1 Fast Play	377,735
\$2 Fast Play	1,216,488
\$5 Fast Play	2,527,320
\$10 Fast Play	4,748,205
\$20 Fast Play	4,750,306
\$30 Fast Play	-
<b>Total</b>	<b>\$ 405,184,531</b>

\*Excludes the Outdoor Heritage Game

**Department of Administrative and Financial Services**  
**Bureau of Alcoholic Beverages and Lottery Operations**  
**Lottery Operations**  
**Enterprise Fund - 067 - State Lottery Fund**  
**Gross Profit Comparison**  
**For FY 2024 and FY 2023**

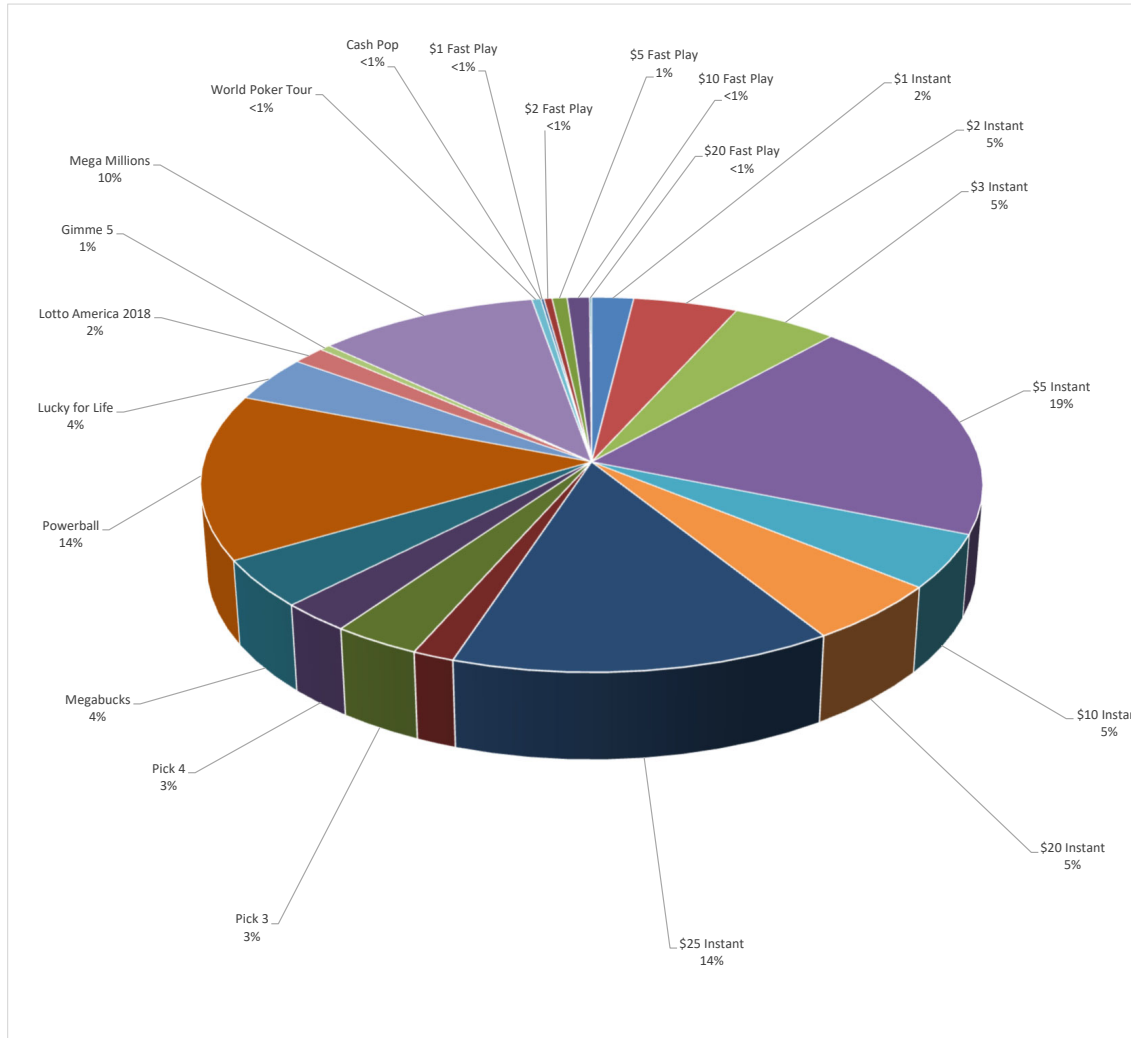


**FY 2024**

\$1 Instant	\$ 1,500,263
\$2 Instant	3,623,971
\$3 Instant	3,315,914
\$5 Instant	15,216,628
\$10 Instant	13,849,175
\$20 Instant	4,343,270
\$25 Instant	4,724,858
\$30 Instant	6,109,183
Pick 3	2,561,029
Pick 4	1,997,193
Megabucks	5,458,919
Powerball	14,283,128
Lucky for Life	2,433,955
Lotto America 2018	728,937
Gimme 5	178,161
Mega Millions	7,620,041
World Poker Tour	301,573
Cash Pop	128,754
\$1 Fast Play	110,982
\$2 Fast Play	363,920
\$5 Fast Play	444,783
\$10 Fast Play	966,903
\$20 Fast Play	1,677,213
\$30 Fast Play	366,616
	<b><u>\$ 91,938,754</u></b>

\*Excludes the Outdoor Heritage Game

**Department of Administrative and Financial Services**  
**Bureau of Alcoholic Beverages and Lottery Operations**  
**Lottery Operations**  
**Enterprise Fund - 067 - State Lottery Fund**  
**Gross Profit Comparison**



**FY 2023**

\$1 Instant	\$ 1,550,359
\$2 Instant	3,866,086
\$3 Instant	3,923,045
\$5 Instant	15,439,608
\$10 Instant	3,709,079
\$20 Instant	4,141,497
\$25 Instant	11,231,756
\$30 Instant	1,224,999
Pick 3	2,564,221
Pick 4	2,064,244
Megabucks	3,309,585
Powerball	11,362,779
Lucky for Life	3,166,865
Lotto America 2018	1,214,777
Gimme 5	402,143
Mega Millions	8,210,636
World Poker Tour	334,378
Cash Pop	-
\$1 Fast Play	112,227
\$2 Fast Play	298,971
\$5 Fast Play	555,134
\$10 Fast Play	829,260
\$20 Fast Play	70,804
\$30 Fast Play	-
	<b><u>\$ 79,582,449</u></b>

\*Excludes the Outdoor Heritage Game

## Lottery Operations Notes

### **Balance Sheet:**

- (1) Accrued Payroll is necessary to accurately reflect total salary expense for Fiscal Year 2024 and represents fifteen (15) days for June 2024.
- (2) Due to Other Funds reflects the amount of Lottery profit owed to the General Fund. This balance fluctuates depending on the timing of cash flow from the Lottery's accounts receivable bank sweeps through Treasury.
- (3) Contractor Incentive Plan Set Aside represents the amount set aside for the FY 2024 contractor incentive plan. The incentive is a contractual obligation which pays the lottery vendor 3.995% of FY 2024 sales in excess of the prior three years sales average.
- (4) MUSL Prize Reserve represents the potential liability of prize-winning Powerball, Lotto America and Mega Million tickets sold but not yet redeemed.
- (5) Prize Reserve represents the potential liability of prize-winning Lucky for Life and World Poker Tour tickets sold but not yet redeemed.
- (6) Expired Prize Reserve represents the liability of prize-winning Lucky for Life and World Poker Tour tickets sold but not redeemed. The funds will be awarded as other prizes.
- (7) Instant Ticket Prize Reserve represents the potential liability of prize-winning instant tickets sold but not yet redeemed.
- (8) Vending Machine Voucher Liability represents the amount of unliquidated vouchers remaining from vending machine ticket purchases.

### **Year to Date Comparative Statements of Income and Expenses:**

- (9) Maine State Lottery unveiled Cash Pop in June 2024. The new draw game replaces World Poker Tour.
- (10) Expired Instant Prize Reserve represents the income received from winning expired instant tickets not redeemed. FY24 Expired Instant Prize Reserve includes:

\$1 Instant Accelerated	\$144,929
\$2 Instant Accelerated	326,557
\$3 Instant Accelerated	146,732
\$5 Instant Accelerated	1,050,161
\$10 Instant Accelerated	278,970
\$20 Instant Accelerated	88,418
\$25 Instant Accelerated	366,460
Heritage Accelerated	234,411
26 Games Expired	1,542,450
1 Heritage Game Expired	<u>31,519</u>
Total	<u>\$4,210,609</u>

## Lottery Operations Notes (continued)

### **Year to Date Comparative Statements of Income and Expenses (continued):**

- (11) Tri-State/MUSL Operating Expenses are listed as a separate line item to accurately reflect the Cost of Goods Sold. The amounts are determined as follows:
- a. Tri-State Operating Expense – 16.521 percent of Tri-State sales less commissions and vendor fees.
  - b. MUSL Marketing Fee – .2 percent of MUSL sales.
- (12) Contractor Incentive Plan, also reflected on the Cost of Goods Sold Schedule, reflects the year-to-date total of the monthly liability recorded for the vendor incentive plan bonus expected to be paid after the end of FY 2024.
- (13) RewardME Lottery Club, also reflected on the Cost of Goods Sold Schedule, reflects funds accumulated to support promotions for Lottery players.

### **Heritage Game Income Statement:**

- (14) Heritage Games are \$3 Instant tickets sold through the Maine State Lottery to generate revenues that directly benefit conservation projects through the following grant categories:

- Category 1 Fisheries and wildlife habitat conservation projects
- Category 2 Acquisition and management of public lands, parks, wildlife conservation areas and public access, and outdoor recreation sites and facilities
- Category 3 Endangered and threatened species conservation projects
- Category 4 Natural resources law enforcement

### **Maine Operating Expense Schedule:**

- (15) Included in Personal Services for June 2024 are fifteen (15) days of payroll accrual. The accrual is necessary to more accurately reflect total salary expense for Fiscal Year 2024.

### **Maine Cost of Goods Sold Schedule (excluding Heritage):**

- (16) Agent Commissions and Bonuses exceed 7 percent due to allocation of Instant Ticket Sold Winner Commissions to the \$1 Instant ticket accounting line.
- (17) Fast Play Agent Bonuses represent bonuses paid to retailers for high-tier prize winning tickets sold.

Department of Administrative and Financial Services  
Bureau of Alcoholic Beverages and Lottery Operations  
Spirits Operations  
Enterprise Fund - 060 - Alcoholic Beverage Fund  
Balance Sheet  
As of June 30,

**ASSETS:**

	2024	% of 2024 Total	2023	% of 2023 Total
<b>Current Assets</b>				
Cash	\$ 4,270,042	33.68%	\$ 6,340,482	43.78%
Cash with Fiduciary	5,483,747	43.26%	5,483,747	37.86%
Accounts Receivable	2,923,178	23.06%	2,659,560	18.36%
Total Current Assets	<u>\$ 12,676,967</u>	<b>100.00%</b>	<u>\$ 14,483,789</u>	<b>100.00%</b>
<b>TOTAL ASSETS</b>	<u><b>\$ 12,676,967</b></u>	<b>100.00%</b>	<u><b>\$ 14,483,789</b></u>	<b>100.00%</b>

**LIABILITIES:**

Accounts Payable	(18) \$ 6,408,550	17.31%	\$ 6,837,758	18.04%
Compensated Absences	45,669	0.12%	31,217	0.08%
Due to Other Funds	(19) 27,276,179	73.69%	27,246,429	71.90%
Interest Matured Payable	3,677,041	9.93%	3,757,376	9.91%
Accrued payroll	(20) 34,735	0.09%	24,485	0.06%
Capital Lease Payable	(428,571)	-1.16%	-	0.00%
<b>TOTAL LIABILITIES</b>	<u><b>\$ 37,013,602</b></u>	<b>100.00%</b>	<u><b>\$ 37,897,265</b></u>	<b>100.00%</b>

**RESERVES:**

Retained Earnings	\$ (893,409)	3.67%	\$ 69,118,145	-295.21%
Unappropriated Surplus	(23,053,956)	94.73%	(85,172,101)	363.77%
Net Adjustment BSA	(389,270)	1.60%	(7,359,520)	31.43%
<b>TOTAL RESERVES</b>	<u><b>\$ (24,336,634)</b></u>	<b>100.00%</b>	<u><b>\$ (23,413,476)</b></u>	<b>100.00%</b>

**TOTAL LIABILITIES & RESERVES**

<u><b>\$ 12,676,967</b></u>	<u><b>\$ 14,483,789</b></u>
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Department of Administrative and Financial Services  
Bureau of Alcoholic Beverages and Lottery Operations  
Spirits Operations  
Enterprise Fund - 060 - Alcoholic Beverage Fund  
Comparative Statements of Income and Expense  
For Fiscal Years ending June 30,

	FY 2024	% of Sales	FY 2023	% of Sales	% Change FY 2023 to FY 2024
<b>Sales</b>					
Spirit Sales	(21) \$ 258,847,237	100.00%	\$ 254,943,135	100.00%	1.53%
<i>Total Spirit Sales</i>	<b>\$ 258,847,237</b>	<b>100.00%</b>	<b>\$ 254,943,135</b>	<b>100.00%</b>	1.53%
<b>Other Revenue</b>					
Interest earned	\$ -		\$ 4,582,374		(100.00%)
Misc income	51,257		27,352		87.39%
Revenue Transfer to MDOT	(22) -		630,100		(100.00%)
<i>Total Other Revenue</i>	<b>\$ 51,257</b>		<b>\$ 5,239,827</b>		(99.02%)
<b>Total Revenue</b>	<b>\$ 258,898,493</b>		<b>\$ 260,182,962</b>		<b>(0.49%)</b>
<b>Spirit Expenses</b>					
Product cost	\$ 168,676,771	65.16%	\$ 166,837,995	65.44%	1.10%
Bottle deposit	3,406,328	1.32%	3,405,134	1.34%	0.04%
Warehousing & Distribution	11,895,193	4.60%	10,883,760	4.27%	9.29%
Trade Marketing	5,509,215	2.13%	5,393,236	2.12%	2.15%
Personnel	488,077	0.19%	472,356	0.19%	3.33%
Advertising	2,043,057	0.79%	2,039,678	0.80%	0.17%
Technology	141,702	0.05%	111,244	0.04%	27.38%
Misc operating expenses	334,619	0.13%	230,726	0.09%	45.03%
Stacap	150,183	0.06%	55,700	0.02%	169.63%
<i>Total Spirit Expenses</i>	<b>\$ 192,645,145</b>	<b>74.42%</b>	<b>\$ 189,429,829</b>	<b>74.30%</b>	<b>1.70%</b>
<b>Other Expenses</b>					
Bond bank quarterly fees	\$ -	N/A	\$ 135,222	0.05%	(100.00%)
Interest payments due on bonds	-	N/A	1,499,765	0.59%	(100.00%)
<i>Total Other Expenses</i>	<b>\$ -</b>	<b>N/A</b>	<b>\$ 1,634,987</b>	<b>0.64%</b>	<b>(100.00%)</b>
<b>Total Expenses</b>	<b>\$ 192,645,145</b>	<b>74.42%</b>	<b>\$ 191,064,817</b>	<b>74.94%</b>	<b>0.83%</b>
<b>Profit Transfers</b>					
Profit transfer to the General Fund	(23) \$ 7,000,000	2.70%	\$ -	0.00%	N/A
Profit transfer to the Highway Fund	(23) 60,146,757	23.24%	-	0.00%	N/A
MMBB transfer to DHHS/DEP/DOT	(24) -	0.00%	7,000,000	2.75%	(100.00%)
<i>Total Profit Transfers</i>	<b>\$ 67,146,757</b>	<b>25.94%</b>	<b>\$ 7,000,000</b>	<b>2.75%</b>	<b>859.24%</b>
<b>Retained Earnings</b>	<b>\$ (893,409)</b>	<b>-0.35%</b>	<b>\$ 69,118,145</b>	<b>27.11%</b>	<b>(101.29%)</b>
<b>General Fund Deposits Attributable to Spirits Sales</b>					
Product listing fee deposited to General Fund	\$ 182,766	0.07%	\$ 40,840	0.02%	347.52%
Premium tax deposited to General Fund	3,983,357	1.54%	3,105,617	1.22%	28.26%
<i>Total GF Transfers</i>	<b>\$ 4,166,123</b>	<b>1.61%</b>	<b>\$ 3,146,457</b>	<b>1.23%</b>	<b>32.41%</b>

## Spirit Operations Notes

### **Balance Sheet:**

- (18) Accounts Payable represents invoices that have been processed and for which payment is due, that will not be disbursed until July.
- (19) Due to Other Funds reflects the amount outstanding for the Bonds with Maine Municipal Bond Bank.
- (20) Accrued Payroll is necessary to help more accurately reflect total salary expense for Fiscal Year 2024 and represents fifteen (15) days for June 2024.

### **Income Statement:**

- (21) Spirit Sales include the revenue from sales to agency stores, plus bottle deposit, bailment from suppliers for warehouse activity and suppliers' share of dollar discounts for monthly special pricing. The bottle deposit is subsequently booked as an expense in the Spirits Expenses section.
- (22) Revenue Transfer to MDOT in FY 2023 reflects the reversal of a duplicated FY 2022 revenue transfer of \$630,100 to Maine Department of Transportation per Public Law 2014, chapter 269, section 6054, subsection 3C.
- (23) In FY 2024, the first \$7 million of Spirits profit was transferred to the General Fund. Subsequent profits totaling \$60,146,757 were transferred to the Highway Fund.
- (24) This reflects the amount transferred from the Maine Municipal Bond Bank to the Safe Drinking Water Fund, the Clean Water Fund and the Maine Department of Transportation. The Fiscal Year 2023 details were:

<b>Program</b>	<b>Amount</b>	<b>Notes</b>
Safe Drinking Water	\$ 3,112,900	Transferred to Department of Health and Human Services
Clean Water	2,774,700	Transferred to Department of Environmental Protection
Highways & Bridges	<u>1,112,400</u>	Transferred to Department of Transportation
<b>Total</b>	<b><u>\$ 7,000,000</u></b>	