

State of Maine



Department of Administrative and Financial Services

Bureau of Alcoholic Beverages and Lottery Operations

Financial Statements
Fiscal Year Ending June 30, 2025



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

November 24, 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, 2025. 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,

Signed by:

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Albert J. Gorneau
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 \$8.4 billion in sales revenues, \$5.4 billion in prize money and \$599 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 FY25, the Maine Lottery achieved the second highest transfer to the General Fund in Lottery history totaling more than \$79.2 million. In FY25, the Lottery transferred more than \$676 thousand to the Maine Outdoor Heritage Fund. Since the Fund's inception in 1996, the Lottery has transferred more than \$26.2 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



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 December 2024, the Bureau and Pine State Spirits entered into a new 10-year contractual partnership as result of a competitive bidding process. The new arrangement runs until November 30, 2034

In FY25, Maine's spirits business achieved sales of \$255.4 million, a 0.43 percent decrease from FY24, which delivered an operating profit of \$65.5 million. Operating profit decreased 2.25 percent compared to FY24. Spirits case sales also decreased 1.5 percent from FY24 reflecting a nationwide leveling out of spirits sales after record increases during the covid years.

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

Table of Contents

Consolidated Statements

Historical Sales and Transfers Comparisons	1
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Lottery Operations Statements

Comparative Balance Sheet	2
Comparative Statements of Income and Expense	3 - 4
Comparative Heritage Game Income Statement	5
Comparative Maine Operating Expense Schedule	6
Comparative Cost of Goods Sold Schedule.....	7 - 8
Draw Games Cost of Goods Sold	9
Instant Ticket Games Cost of Goods Sold	10
Fast Play Games Cost of Goods Sold.....	11
Comparative Sales Analysis Graph	12 - 13
Gross Profit Comparison Graph.....	14 - 15

Lottery Operations Notes	16 - 18
---------------------------------------	----------------

Spirits Sales Operations Statements

Comparative Balance Sheet	19
Comparative Statements of Income and Expense	20

Spirits Sales Operations Notes	21
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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 2011 - 2025

Fiscal Year	Liquor Sales	Lottery Sales	Heritage Sales	Total Sales
2025	\$ 261,231,094	\$ 402,802,992	\$ 3,193,497	\$ 667,227,582
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

Fiscal Year	Liquor Transfer	Lottery Transfer	Heritage Transfer	Total Transfers
2025	\$ 67,717,257 *	\$ 79,213,334	\$ 676,471	\$ 147,607,062
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

*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. The Liquor Sales, were calculated on a calendar year basis during those periods.

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,

	2025	% of 2025 Total	2024	% of 2024 Total
Assets				
Current Assets				
Cash	\$ -	N/A	\$ -	N/A
Imprest Fund	750,200	2.49%	750,200	2.41%
Accounts Receivable	29,139,012	96.63%	30,622,415	98.17%
Reserve for Doubtful Accounts	(146,579)	-0.49%	(62,678)	-0.20%
Due from Other Funds	413,370	1.37%	(118,122)	-0.38%
Total Current Assets	\$ 30,156,004	100.00%	\$ 31,191,815	100.00%
Fixed Assets				
Equipment	\$ 24,587		\$ 24,587	
Less: Reserve for Depreciation	(24,587)		(24,587)	
Total Fixed Assets	\$ -		\$ -	
Total Assets	\$ 30,156,004	100.00%	\$ 31,191,815	100.00%
Liabilities:				
Accounts Payable	\$ (1,526,568)	-22.13%	\$ 847,502	24.73%
Accrued Payroll	(1) 117,658	1.71%	116,420	3.40%
Accrued Subscriptions	(2) (24,563)	-0.36%	(24,555)	-0.72%
Compensated Absences	(3) 216,920	3.14%	82,619	2.41%
Due to Other Funds	(4) 8,114,978	117.64%	1,022,315	29.83%
Contractor Incentive Plan Set Aside	(5) -	0.00%	1,383,079	40.35%
Total Liabilities	\$ 6,898,426	100.00%	\$ 3,427,381	100.00%
Reserves:				
MUSL Prize Reserve	(6) \$ 795,010	3.42%	\$ 2,915,931	10.50%
Expired MUSL Prize Reserve	(7) 3,872,792	16.65%	2,031,725	7.32%
Prize Reserve - L4L/WPT	(8) (2,198,589)	-9.45%	(1,207,098)	-4.35%
Expired Reserve - L4L/WPT	(9) (53,706)	-0.23%	55,285	0.20%
Instant Ticket Prize Reserve	(10) 20,685,151	88.94%	22,995,025	82.82%
Vending Machine Voucher Liability	(11) 156,922	0.67%	973,567	3.51%
Total Reserves	\$ 23,257,579	100.00%	\$ 27,764,435	100.00%
Total Liabilities and Reserves	\$ 30,156,004		\$ 31,191,815	

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 2025	% of Sales	FY 2024	% of Sales	% Change FY 2024 to FY 2025
SALES					
Instant Tickets					
\$1 Instant	\$ 4,659,815	1.15%	\$ 5,662,280	1.32%	(17.70%)
\$2 Instant	13,526,348	3.33%	15,594,332	3.62%	(13.26%)
\$3 Instant	15,594,003	3.84%	14,678,280	3.41%	6.24%
Heritage Fund	3,193,497	0.79%	5,701,461	1.33%	(43.99%)
\$5 Instant	82,026,340	20.20%	76,481,833	17.78%	7.25%
\$10 Instant	75,682,210	18.64%	81,827,912	19.02%	(7.51%)
\$20 Instant	31,197,980	7.68%	29,529,760	6.86%	5.65%
\$25 Instant	40,623,975	10.01%	41,528,759	9.65%	(2.18%)
\$30 Instant	50,888,860	12.53%	55,410,230	N/A	(8.16%)
Total Instant	\$ 317,393,028	78.18%	\$ 326,414,847	75.87%	(2.76%)
Draw Games					
Pick 3	\$ 5,640,383	1.39%	\$ 6,086,585	1.41%	(7.33%)
Pick 4	4,476,145	1.10%	4,774,365	1.11%	(6.25%)
Megabucks	9,375,838	2.31%	13,086,144	3.04%	(28.35%)
Powerball	17,882,010	4.40%	33,869,404	7.87%	(47.20%)
Lotto America 2018	2,861,786	0.70%	1,914,895	0.45%	49.45%
Lucky for Life	6,447,891	1.59%	6,597,387	1.53%	(2.27%)
Gimme 5	1,129,683	0.28%	1,205,813	0.28%	(6.31%)
Mega Millions	14,032,250	3.46%	18,581,263	4.32%	(24.48%)
World Poker Tour	(12)	(3)	1,025,935	0.24%	(100.00%)
Cash Pop	(12)	(3)	419,359	0.10%	1,213.77%
Total Draw	\$ 67,355,385	16.59%	\$ 87,561,149	20.35%	(23.08%)
Fast Play Games					
\$1 Fast Play	\$ 356,746	0.09%	\$ 363,966	0.08%	(1.98%)
\$2 Fast Play	1,304,342	0.32%	1,470,579	0.34%	(11.30%)
\$5 Fast Play	2,413,749	0.59%	2,497,866	0.58%	(3.37%)
\$10 Fast Play	6,908,030	1.70%	5,678,344	1.32%	21.66%
\$20 Fast Play	3,161,034	0.78%	3,380,728	0.79%	(6.50%)
\$30 Fast Play	7,104,176	1.75%	2,868,707	0.67%	147.64%
Total Other	\$ 21,248,076	5.23%	\$ 16,260,190	3.78%	30.68%
Total Ticket Sales	\$ 405,996,489	100.00%	\$ 430,236,185	100.00%	(5.63%)
OTHER INCOME					
Distribution Expenses paid by IF&W	\$ 79,837	0.02%	\$ 142,537	0.04%	(43.99%)
Expired Instant Prize Reserve	(13) 3,703,722	0.91%	3,944,679	0.97%	(6.11%)
Expired Instant Prize Reserve - Heritage	(13) 79,467	0.02%	265,931	0.07%	(70.12%)
Other Income - Tri-State/MUSL	(14) 1,487,663	0.37%	1,429,638	0.35%	4.06%
Misc Income	(15) 1,518,586	0.37%	3,045,996	0.75%	(50.14%)
Recovered Cost	(16) 950,127		-	N/A	N/A
Total Other Income	\$ 7,819,402	1.93%	\$ 8,828,779	2.17%	(11.43%)
Total Receipts	\$ 413,815,891		\$ 439,064,965		(5.75%)

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 2025	% of Sales	FY 2024	% of Sales	% Change FY 2024 to FY 2025
EXPENSES					
Cost of Goods Sold	\$ 320,214,484	78.87%	\$ 332,565,100	77.30%	(3.71%)
Maine Operating Expenses	4,888,832	1.20%	4,211,964	0.98%	16.07%
Tri-State/MUSL Operating Expenses	(17) 3,389,787	0.83%	3,515,565	0.82%	(3.58%)
Heritage Game Expenses	2,596,493	0.64%	4,558,195	1.06%	(43.04%)
Contractor Incentive Plan	(18) 452	0.00%	1,364,000	0.32%	(99.97%)
RewardME Lottery Club	(19) 2,836,038	0.70%	2,767,661	0.64%	2.47%
Total Expenses	\$ 333,926,087	82.25%	\$ 348,982,485	81.11%	(4.31%)
Transfer to General Fund	\$ 79,213,334	19.51%	\$ 88,673,283	20.61%	(10.67%)
Transfer to IF&W	676,471	0.17%	1,409,196	0.33%	(52.00%)
Total Transfer	\$ 79,889,804	19.68%	\$ 90,082,479	20.94%	(11.31%)
Changes from FY 2024 to FY 2025					
Sales		Dollars		Percent	
Instant	\$	(9,021,819)		(2.76%)	
Draw		(20,205,764)		(23.08%)	
Fast Play		4,987,886		30.68%	
Total	\$	(24,239,696)		(5.63%)	
Cost of Goods Sold	\$	(13,645,786)		(4.05%)	
Maine Operating Expenses	\$	676,869		16.07%	

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 2025	% of Sales	FY 2024	% of Sales	% Change FY 2024 to FY 2025
SALES					
Game 563 - Ca\$h Lines	\$ (1,413)	-0.04%	\$ 948,465	16.64%	-100.15%
Game 595 - PictureME	(33)	0.00%	2,994,891	52.53%	-100.00%
Game 629 - Bee Bucks	1,114,398	34.90%	1,758,105	30.84%	-36.61%
Game 648 - Dragonfly Dollars	<u>2,080,545</u>	65.15%	-	0.00%	N/A
Total Sales (20)	\$ 3,193,497	100.00%	\$ 5,701,461	100.00%	-43.99%
OTHER INCOME					
Expired Prize Reserve	\$ 79,467		\$ 265,931		-70.12%
Total Other Income	\$ 79,467		\$ 265,931		-70.12%
Total Income	\$ 3,272,964		\$ 5,967,392		-45.15%
EXPENSES					
Game 563 - Ca\$h Lines	\$ (938)	-0.03%	\$ 629,686	11.04%	-100.15%
Game 595 - PictureME	(22)	0.00%	1,988,907	34.88%	-100.00%
Game 629 - Bee Bucks	740,295	23.18%	1,167,909	20.48%	-36.61%
Game 648 - Dragonfly Dollars	1,381,690	43.27%	-	N/A	N/A
Vendor Fees	112,443	3.52%	200,748	3.52%	-43.99%
Agent Commissions (21)	255,480	8.00%	428,408	7.51%	-40.37%
Adjustment Journal (21)	27,709	0.87%	-	N/A	N/A
Distribution Expenses	<u>79,837</u>	2.50%	<u>142,537</u>	2.50%	-43.99%
Total Expenses	\$ 2,596,493	81.31%	\$ 4,558,195	79.95%	-43.04%
Inland Fish & Wildlife Profit	\$ 676,471	21.18%	\$ 1,409,196	24.72%	-52.00%

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 2025	FY 2024	% Change FY 2024 to FY 2025
Lottery Administration			
Personal Services	(22) \$ 2,377,110	\$ 1,920,035	23.81%
State Services	332,232	314,678	5.58%
Non-State Services	-	-	N/A
Travel Expenses	2,722	852	219.54%
Rents	108,974	143,003	(23.80%)
Office Supplies	10,107	9,304	8.64%
Misc Administrative Expense	83,634	128,816	(35.07%)
Portion paid by IFW	(47,600)	(85,167)	(44.11%)
<i>Total Administrative</i>	\$ 2,867,179	\$ 2,431,520	17.92%
Lottery Operations			
General Operations	\$ 103,229	\$ 302,243	(65.85%)
Other Instant Expense	218,348	2,348	9,198.28%
Other Draw Expense	7,133	3,065	132.76%
Lucky for Life Operating Expense	135	-	N/A
Customer Service	31,696	30,943	2.44%
Portion paid by IFW	(5,888)	(11,458)	(48.62%)
<i>Total Operational</i>	\$ 354,653	\$ 327,140	8.41%
Advertising Charges			
Ad Agency Fees	\$ 284,840	\$ 261,012	9.13%
TV/Radio Production	193,635	319,669	(39.43%)
TV/Radio Media	656,569	449,270	46.14%
Promotional Material	359,837	205,655	74.97%
Posters	2,864	-	N/A
Advertising Notices	3,763	11,547	(67.42%)
StaCap	112,005	109,525	2.26%
Portion paid by IFW	(26,350)	(45,911)	(42.61%)
<i>Total Advertising</i>	\$ 1,587,163	\$ 1,310,767	21.09%
Subtotal	\$ 4,808,995	\$ 4,069,427	18.17%
Plus: IF&W Reimbursement	79,837	142,537	(43.99%)
Total Maine Operating Expenses	\$ 4,888,832	\$ 4,211,964	16.07%
Total Sales Including Heritage	\$ 405,912,037	\$ 430,177,612	(5.64%)
Total Operating Expense as % of Sales	1.20%	0.98%	

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 2025	% of Sales	FY 2024	% of Sales	% Change FY 2024 to FY 2025
Prize Expense					
\$1 Instant	\$ 2,900,273	62.24%	\$ 3,292,341	58.15%	(11.91%)
\$2 Instant	8,949,330	66.16%	10,329,132	66.24%	(13.36%)
\$3 Instant	10,347,765	66.36%	9,777,907	66.61%	5.83%
\$5 Instant	56,712,523	69.14%	52,821,440	69.06%	7.37%
\$10 Instant	55,546,860	73.39%	59,292,538	72.46%	(6.32%)
\$20 Instant	23,326,651	74.77%	22,078,614	74.77%	5.65%
\$25 Instant	30,471,009	75.01%	32,433,213	78.10%	(6.05%)
\$30 Instant	39,961,132	78.53%	43,469,380	78.45%	(8.07%)
Pick 3	2,801,164	49.66%	3,006,448	49.39%	(6.83%)
Pick 4	2,220,152	49.60%	2,354,936	49.32%	(5.72%)
Megabucks	4,714,509	50.28%	6,512,813	49.77%	(27.61%)
Powerball	8,920,912	49.89%	16,681,667	49.25%	(46.52%)
Lotto America 2018	1,449,682	50.66%	1,022,788	53.41%	41.74%
Lucky for Life	2,796,673	43.37%	3,593,759	54.47%	(22.18%)
Gimme 5	581,375	51.46%	924,901	76.70%	(37.14%)
Mega Millions	7,084,666	50.49%	9,378,298	50.47%	(24.46%)
World Poker Tour	-	0.00%	636,813	62.07%	(100.00%)
Cash Pop	3,760,515	68.26%	262,566	N/A	1,332.22%
\$1 Fast Play	239,931	67.26%	221,950	60.98%	8.10%
\$2 Fast Play	870,819	66.76%	981,347	66.73%	(11.26%)
\$5 Fast Play	1,680,703	69.63%	1,840,225	73.67%	(8.67%)
\$10 Fast Play	5,174,530	74.91%	4,227,550	74.45%	22.40%
\$20 Fast Play	2,160,326	68.34%	1,415,374	41.87%	52.63%
\$30 Fast Play	5,591,554	78.71%	2,257,632	78.70%	147.67%
Total Prize Expense	\$ 278,263,056	69.10%	\$ 288,813,629	68.04%	(3.65%)
Vendor Fees					
\$1 Instant	\$ 164,072	3.52%	\$ 199,369	3.52%	(17.70%)
\$2 Instant	476,263	3.52%	549,076	3.52%	(13.26%)
\$3 Instant	549,065	3.52%	516,822	3.52%	6.24%
\$5 Instant	2,888,147	3.52%	2,692,925	3.52%	7.25%
\$10 Instant	2,664,771	3.52%	2,881,161	3.52%	(7.51%)
\$20 Instant	1,098,481	3.52%	1,039,743	3.52%	5.65%
\$25 Instant	1,430,370	3.52%	1,462,228	3.52%	(2.18%)
\$30 Instant	1,791,797	3.52%	1,950,994	3.52%	(8.16%)
Pick 3	198,609	3.52%	214,316	3.52%	(7.33%)
Pick 4	157,614	3.52%	168,118	3.52%	(6.25%)
Megabucks	330,135	3.52%	460,778	3.52%	(28.35%)
Powerball	629,626	3.52%	1,192,542	3.52%	(47.20%)
Lotto America 2018	100,763	3.52%	67,423	3.52%	49.45%
Lucky for Life	227,030	3.52%	232,294	3.52%	(2.27%)
Gimme 5	39,779	3.52%	42,458	3.52%	(6.31%)
Mega Millions	494,076	3.52%	654,246	3.52%	(24.48%)
World Poker Tour	(0)	3.51%	36,123	3.52%	(100.00%)
Cash Pop	193,986	3.52%	7,071	1.69%	2,643.49%
\$1 Fast Play	12,561	3.52%	12,815	3.52%	(1.98%)
\$2 Fast Play	45,927	3.52%	51,781	3.52%	(11.30%)
\$5 Fast Play	84,994	3.52%	87,956	3.52%	(3.37%)
\$10 Fast Play	243,251	3.52%	199,951	3.52%	21.66%
\$20 Fast Play	111,323	3.52%	119,044	3.52%	(6.49%)
\$30 Fast Play	250,195	3.52%	101,008	3.52%	147.70%
Total Vendor Fees	\$ 14,182,835	3.52%	\$ 14,940,242	3.52%	(5.07%)

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 2025	% of Sales	FY 2024	% of Sales	% Change FY 2024 to FY 2025
Agent Commissions and Bonuses					
\$1 Instant	(23) \$ 611,187	13.12%	\$ 670,108	11.83%	(8.79%)
\$2 Instant	946,844	7.00%	1,091,603	7.00%	(13.26%)
\$3 Instant	1,091,576	7.00%	1,027,483	7.00%	6.24%
\$5 Instant	5,741,846	7.00%	5,353,734	7.00%	7.25%
\$10 Instant	5,297,758	7.00%	5,727,955	7.00%	(7.51%)
\$20 Instant	2,183,863	7.00%	2,067,093	7.00%	5.65%
\$25 Instant	2,843,685	7.00%	2,906,999	7.00%	(2.18%)
\$30 Instant	3,562,226	7.00%	3,878,721	7.00%	(8.16%)
Pick 3	282,728	5.01%	304,792	5.01%	(7.24%)
Pick 4	232,628	5.20%	254,119	5.32%	(8.46%)
Megabucks	469,708	5.01%	653,634	4.99%	(28.14%)
Powerball	894,146	5.00%	1,712,068	5.05%	(47.77%)
Lotto America 2018	143,895	5.03%	95,747	5.00%	50.29%
Lucky for Life	374,904	5.81%	337,378	5.11%	11.12%
Gimme 5	56,488	5.00%	60,293	5.00%	(6.31%)
Mega Millions	701,638	5.00%	928,678	5.00%	(24.45%)
World Poker Tour	-	N/A	51,426	5.01%	N/A
Cash Pop	277,929	5.04%	20,968	5.00%	1,225.49%
\$1 Fast Play	18,055	5.06%	18,198	5.00%	(0.79%)
\$2 Fast Play	65,219	5.00%	73,531	5.00%	(11.30%)
\$5 Fast Play	122,080	5.06%	124,902	5.00%	(2.26%)
\$10 Fast Play	350,170	5.07%	283,940	5.00%	23.33%
\$20 Fast Play	159,084	5.03%	169,096	5.00%	(5.92%)
\$30 Fast Play	356,290	5.02%	143,451	5.00%	148.37%
Total Commissions and Bonuses	\$ 26,783,946	6.65%	\$ 27,955,915	6.59%	(4.19%)
Other Expenses					
Royalty Fees	\$ 546,990	0.14%	\$ 826,061	0.19%	(33.78%)
Vending Machine Credit Card Fees	428,863	0.11%	5,874	0.00%	7,201.65%
Contractor Incentive Plan	(18) 452	0.00%	1,364,000	0.32%	(99.97%)
RewardME Lottery Club	(19) 2,836,038	0.70%	2,767,661	0.65%	2.47%
Postage	8,455	0.00%	11,296	0.00%	(25.15%)
Fast Play Agent Bonuses	(24) 340	0.00%	12,083	0.00%	(97.19%)
Total Other Expenses	\$ 3,821,138	0.95%	\$ 4,986,975	1.17%	(23.38%)
Total Cost of Goods Sold	\$ 323,050,974	80.22%	\$ 336,696,761	79.32%	(4.05%)
Total Sales (excluding Heritage)	\$ 402,718,540		\$ 424,476,235		
Cost of Goods Sold as % of Sales (excluding Heritage)		80.22%		79.32%	

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 2025

	Pick 3	Pick 4	Megabucks	Powerball	Lotto America 2018	Lucky for Life	Gimme 5	Mega Millions	World Poker Tour	Cash Pop	Total Draw
Sales	\$ 5,640,383	\$ 4,476,145	\$ 9,375,838	\$ 17,882,010	\$ 2,861,786	\$ 6,447,891	\$ 1,129,683	\$ 14,032,250	\$ (3)	\$ 5,509,402	\$ 67,355,385
Prize Expense	\$ 2,801,164	\$ 2,220,152	\$ 4,714,509	\$ 8,920,912	\$ 1,449,682	\$ 2,796,673	\$ 581,375	\$ 7,084,666	\$ -	\$ 3,760,515	\$ 34,329,649
Vendor Fees	198,609	157,614	330,135	629,626	100,763	227,030	39,779	494,076	(0)	193,986	2,371,618
Agent Commission	282,728	232,628	469,708	894,146	143,895	374,904	56,488	701,638	-	277,929	3,434,064
Royalty Fees/StaCap/Printing	-	-	-	-	-	-	-	799	-	136,223	137,022
Total COGS	\$ 3,282,501	\$ 2,610,393	\$ 5,514,352	\$ 10,444,684	\$ 1,694,341	\$ 3,398,607	\$ 677,643	\$ 8,281,179	\$ (0)	\$ 4,368,653	\$ 40,272,353
Gross Profit on Sales	\$ 2,357,881	\$ 1,865,751	\$ 3,861,486	\$ 7,437,326	\$ 1,167,446	\$ 3,049,284	\$ 452,041	\$ 5,751,071	\$ (3)	\$ 1,140,749	\$ 27,083,032
Gross Profit as a % of Sales	41.80%	41.68%	41.19%	41.59%	40.79%	47.29%	40.01%	40.98%	96.49%	20.71%	40.21%
Tri-State/MUSL Expense/Lucky for Life Operating Expense	\$ 451,257	\$ 358,111	\$ 750,093	\$ 33,447	\$ -	\$ 9,270	\$ 90,381	\$ -	\$ -	\$ 130,167	\$ 1,822,726
Gross Profit as a % of Sales after Tri-State/MUSL Expense	33.80%	33.68%	33.19%	41.40%	40.79%	47.15%	32.01%	40.98%	96.49%	18.34%	37.50%

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	\$ 6,086,585	\$ 4,774,365	\$ 13,086,144	\$ 33,869,404	\$ 1,914,895	\$ 6,597,387	\$ 1,205,813	\$ 18,581,263	\$ 1,025,935	\$ 419,359	\$ 87,561,149
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
Royalty Fees/StaCap/Printing	-	-	-	-	-	4,873	-	-	-	26	4,899
Total COGS	\$ 3,525,555	\$ 2,777,172	\$ 7,627,225	\$ 19,586,276	\$ 1,185,957	\$ 4,168,305	\$ 1,027,652	\$ 10,961,222	\$ 724,362	\$ 290,631	\$ 51,874,357
Gross Profit on Sales	\$ 2,561,029	\$ 1,997,193	\$ 5,458,919	\$ 14,283,128	\$ 728,937	\$ 2,429,082	\$ 178,161	\$ 7,620,041	\$ 301,573	\$ 128,728	\$ 35,686,792
Gross Profit as a % of Sales	42.08%	41.83%	41.72%	42.17%	38.07%	36.82%	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%	34.14%	6.77%	41.01%	29.39%	30.70%	38.18%

Percentage Change FY 2024 to FY 2025

	Pick 3	Pick 4	Megabucks	Powerball	Lotto America 2018	Lucky for Life	Gimme 5	Mega Millions	World Poker Tour	Cash Pop	Total Draw
Sales	(7.33%)	(6.25%)	(28.35%)	(47.20%)	49.45%	(2.27%)	(6.31%)	(24.48%)	N/A	1,213.77%	(23.08%)
COGS	(6.89%)	(6.01%)	(27.70%)	(46.67%)	42.87%	(18.47%)	(34.06%)	(24.45%)	N/A	1,403.16%	(22.37%)
Gross Profit	(7.93%)	(6.58%)	(29.26%)	(47.93%)	60.16%	25.53%	153.73%	(24.53%)	N/A	786.17%	(24.11%)

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,

FY 2025									
	\$1 Instant	\$2 Instant	\$3 Instant	\$5 Instant	\$10 Instant	\$20 Instant	\$25 Instant	\$30 Instant	Total Instant
Sales	\$ 4,659,815	\$ 13,526,348	\$ 15,594,003	\$ 82,026,340	\$ 75,682,210	\$ 31,197,980	\$ 40,623,975	\$ 50,888,860	\$ 314,199,531
Prize Expense	\$ 2,900,273	\$ 8,949,330	\$ 10,347,765	\$ 56,712,523	\$ 55,546,860	\$ 23,326,651	\$ 30,471,009	\$ 39,961,132	\$ 228,215,543
Vendor Fees	164,072	476,263	549,065	2,888,147	2,664,771	1,098,481	1,430,370	1,791,797	11,062,965
Agent Commission	611,187	946,844	1,091,576	5,741,846	5,297,758	2,183,863	2,843,685	3,562,226	22,278,985
Royalty Fees/StaCap	4,683	13,594	15,672	145,231	76,063	31,355	40,828	51,145	378,573
Postage/Rental of Equipment	125	364	420	2,207	2,037	839	1,093	1,369	8,455
Total COGS	\$ 3,680,340	\$ 10,386,396	\$ 12,004,498	\$ 65,489,954	\$ 63,587,487	\$ 26,641,189	\$ 34,786,986	\$ 45,367,669	\$ 261,944,520
Gross Profit on Sales	\$ 979,475	\$ 3,139,952	\$ 3,589,505	\$ 16,536,386	\$ 12,094,723	\$ 4,556,791	\$ 5,836,989	\$ 5,521,191	\$ 52,255,011
Gross Profit as a % of Sales	21.02%	23.21%	23.02%	20.16%	15.98%	14.61%	14.37%	10.85%	16.63%

FY 2024									
	\$1 Instant	\$2 Instant	\$3 Instant	\$5 Instant	\$10 Instant	\$20 Instant	\$25 Instant	\$30 Instant	Total Instant
Sales	\$ 5,662,280	\$ 15,594,332	\$ 14,678,280	\$ 76,481,833	\$ 81,827,912	\$ 29,529,760	\$ 41,528,759	\$ 55,410,230	\$ 320,713,386
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	105,528	-	-	-	539,578
Postage/Rental of Equipment	199	549	517	2,694	2,882	1,040	1,463	1,952	11,296
Total COGS	\$ 4,162,017	\$ 11,970,361	\$ 11,362,366	\$ 61,265,205	\$ 68,010,064	\$ 25,186,490	\$ 36,803,902	\$ 49,301,047	\$ 268,061,451
Gross Profit on Sales	\$ 1,500,263	\$ 3,623,971	\$ 3,315,914	\$ 15,216,628	\$ 13,817,848	\$ 4,343,270	\$ 4,724,858	\$ 6,109,183	\$ 52,651,935
Gross Profit as a % of Sales	26.50%	23.24%	22.59%	19.90%	16.89%	14.71%	11.38%	11.03%	16.42%

Percentage Change FY 2024 to FY 2025									
	\$1 Instant	\$2 Instant	\$3 Instant	\$5 Instant	\$10 Instant	\$20 Instant	\$25 Instant	\$30 Instant	Total Instant
Sales	(17.70%)	(13.26%)	6.24%	7.25%	(7.51%)	5.65%	(2.18%)	(8.16%)	(2.03%)
COGS	(11.57%)	(13.23%)	5.65%	6.90%	(6.50%)	5.78%	(5.48%)	(7.98%)	(2.28%)
Gross Profit	(34.71%)	(13.36%)	8.25%	8.67%	(12.47%)	4.92%	23.54%	(9.62%)	(0.75%)

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

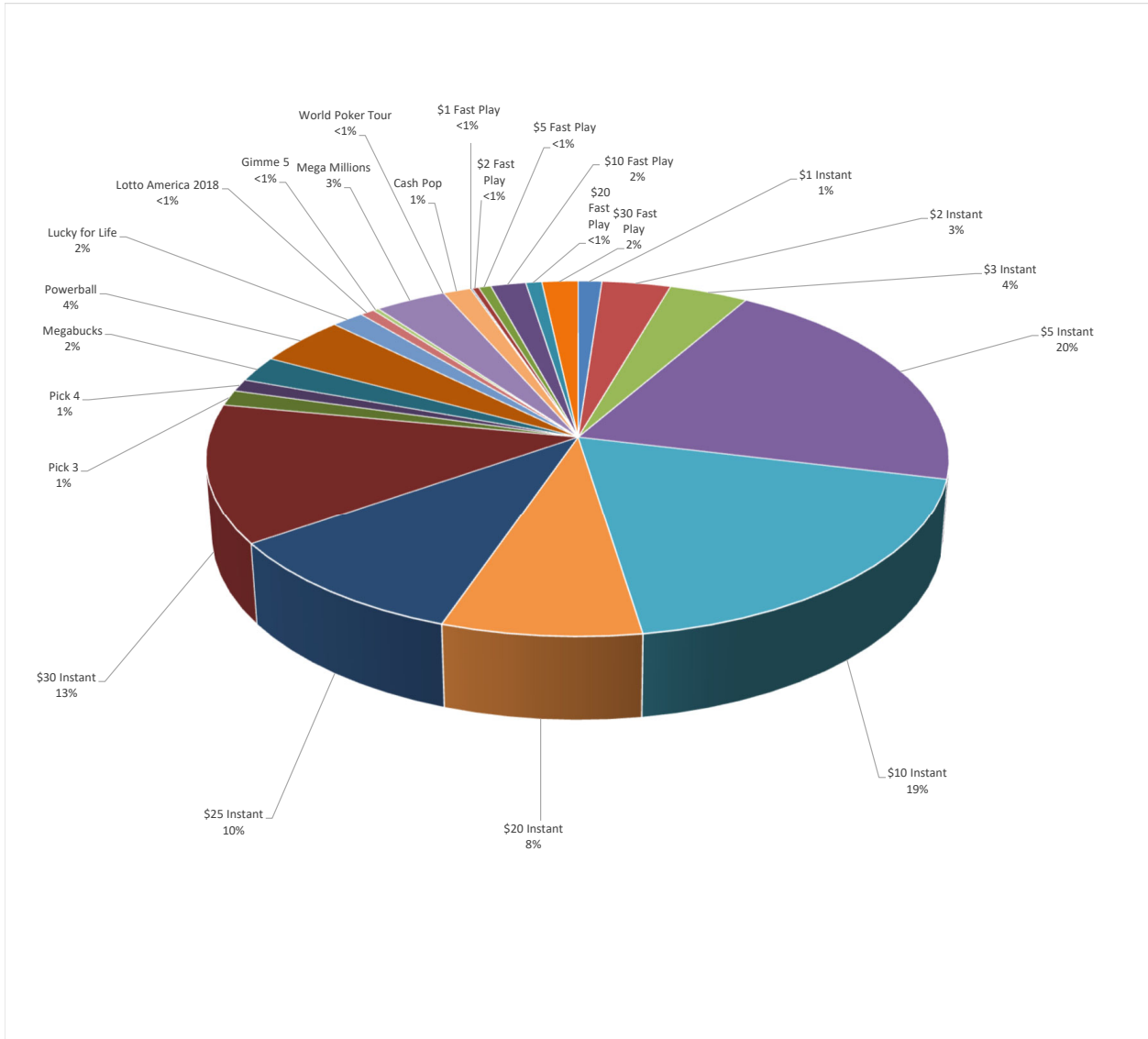
For Fiscal Years ending: June 30,

FY 2025													
	\$1 Fast Play	\$2	Fast Play	\$5	Fast Play	\$10	Fast Play	\$20	Fast Play	\$30	Fast Play	Total	Fast Play
Sales	\$ 356,746	\$ 1,304,342		\$ 2,413,749		\$ 6,908,030		\$ 3,161,034		\$ 7,104,176		\$ 21,248,076	
Prize Expense	\$ 239,931	\$ 870,819		\$ 1,680,703		\$ 5,174,530		\$ 2,160,326		\$ 5,591,554		\$ 15,717,864	
Vendor Fees	12,561	45,927		84,994		243,251		111,323		250,195		748,252	
Agent Commission	18,055	65,219		122,080		350,170		159,084		356,290		1,070,898	
Royalty Fees/StaCap	-	-		-		31,396		-		-		31,396	
Total COGS	\$ 270,547	\$ -	\$ 981,966	\$ -	\$ 1,887,778	\$ -	\$ 5,799,347	\$ -	\$ 2,430,733	\$ -	\$ 6,198,039	\$ -	\$ 17,568,409
Gross Profit on Sales	\$ 86,200	\$ 322,377		\$ 525,971		\$ 1,108,683		\$ 730,301		\$ 906,136		\$ 3,679,667	
Gross Profit as a % of Sales	24.16%		24.72%		21.79%		16.05%		23.10%		12.75%		17.32%
Tri State Expense	\$ 28,540	\$ 104,351		\$ 193,113		\$ 552,687		\$ 252,934		\$ 568,464		\$ 1,700,089	
Fast Play Agent Bonuses	\$ 6	\$ 21		\$ 39		\$ 111		\$ 51		\$ 114		\$ 340	
Gross Profit after Tri State Expense - Percent	16.16%		16.72%		13.79%		8.05%		15.10%		4.75%		9.32%

FY 2024													
	\$1 Fast Play	\$2	Fast Play	\$5	Fast Play	\$10	Fast Play	\$20	Fast Play	\$30	Fast Play	Total	Fast Play
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	
Royalty Fees/StaCap	-	-		-		-		-		-		-	
Total COGS	\$ 252,963	\$ -	\$ 1,106,659	\$ -	\$ 2,053,083	\$ -	\$ 4,711,441	\$ -	\$ 1,703,514	\$ -	\$ 2,502,091	\$ 12,329,751	
Gross Profit on Sales	\$ 110,982	\$ 363,920		\$ 444,783		\$ 966,903		\$ 1,677,213		\$ 366,616		\$ 3,930,417	
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%

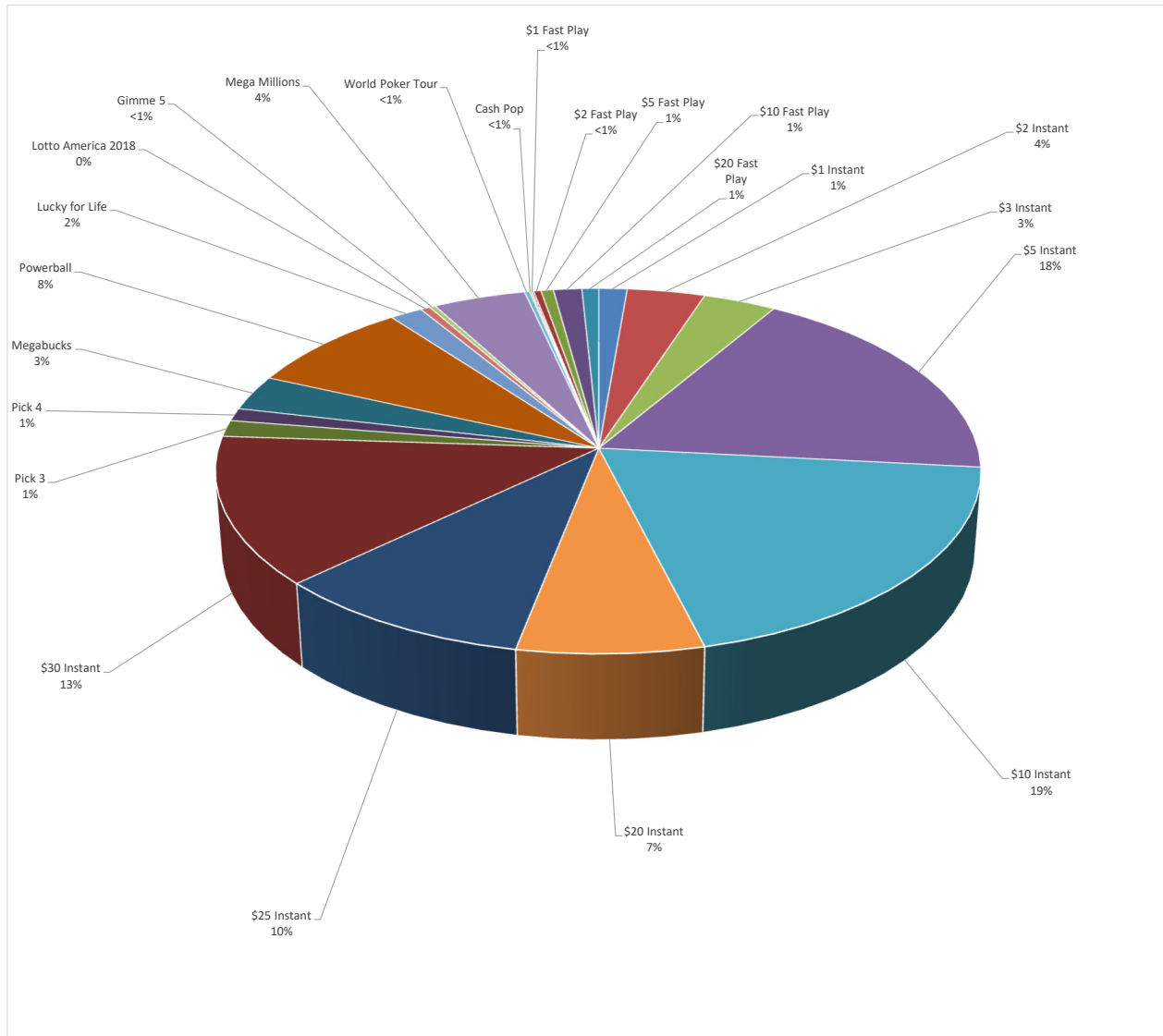
Percentage Change FY 2024 to FY 2025													
	\$1 Fast Play	\$2	Fast Play	\$5	Fast Play	\$10	Fast Play	\$20	Fast Play	\$30	Fast Play	Total	Fast Play
Sales	(1.98%)		(11.30%)		(3.37%)		21.66%		(6.50%)		147.64%		30.68%
COGS	6.95%		(11.27%)		(8.05%)		23.09%		42.69%		147.71%		42.49%
Gross Profit	(22.33%)		(11.42%)		18.25%		14.66%		(56.46%)		147.16%		(6.38%)

Department of Administrative and Financial Services
Bureau of Alcoholic Beverages and Lottery Operations
Lottery Operations
Enterprise Fund - 067 - State Lottery Fund
Comparative Sales Analysis
For FY 2025 and FY 2024



FY 2025	
\$1 Instant	\$ 4,659,815
\$2 Instant	13,526,348
\$3 Instant	15,594,003
\$5 Instant	82,026,340
\$10 Instant	75,682,210
\$20 Instant	31,197,980
\$25 Instant	40,623,975
\$30 Instant	50,888,860
Pick 3	5,640,383
Pick 4	4,476,145
Megabucks	9,375,838
Powerball	17,882,010
Lucky for Life	6,447,891
Lotto America 2018	2,861,786
Gimme 5	1,129,683
Mega Millions	14,032,250
World Poker Tour	(3)
Cash Pop	5,509,402
\$1 Fast Play	356,746
\$2 Fast Play	1,304,342
\$5 Fast Play	2,413,749
\$10 Fast Play	6,908,030
\$20 Fast Play	3,161,034
\$30 Fast Play	7,104,176
	<u>\$ 402,802,992</u>
*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
Comparative Sales Analysis

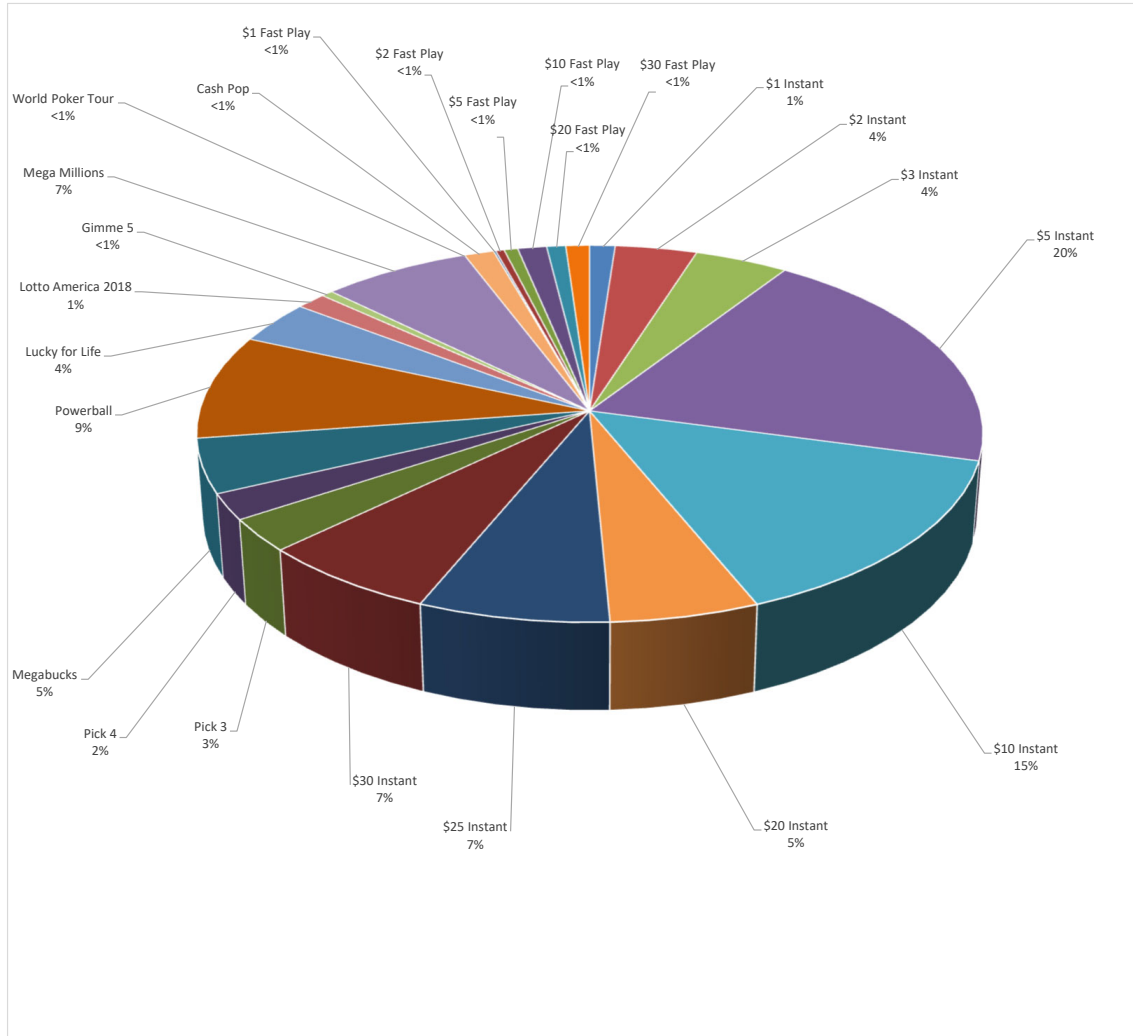


FY 2024

\$1 Instant	\$ 5,662,280
\$2 Instant	15,594,332
\$3 Instant	14,678,280
\$5 Instant	76,481,833
\$10 Instant	81,827,912
\$20 Instant	29,529,760
\$25 Instant	41,528,759
\$30 Instant	55,410,230
Pick 3	6,086,585
Pick 4	4,774,365
Megabucks	13,086,144
Powerball	33,869,404
Lucky for Life	6,597,387
Lotto America 2018	1,914,895
Gimme 5	1,205,813
Mega Millions	18,581,263
World Poker Tour	1,025,935
Cash Pop	419,359
\$1 Fast Play	363,966
\$2 Fast Play	1,470,579
\$5 Fast Play	2,497,866
\$10 Fast Play	5,678,344
\$20 Fast Play	3,380,728
\$30 Fast Play	2,868,707
Total	<u>\$ 421,666,018</u>

*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 2025 and FY 2024

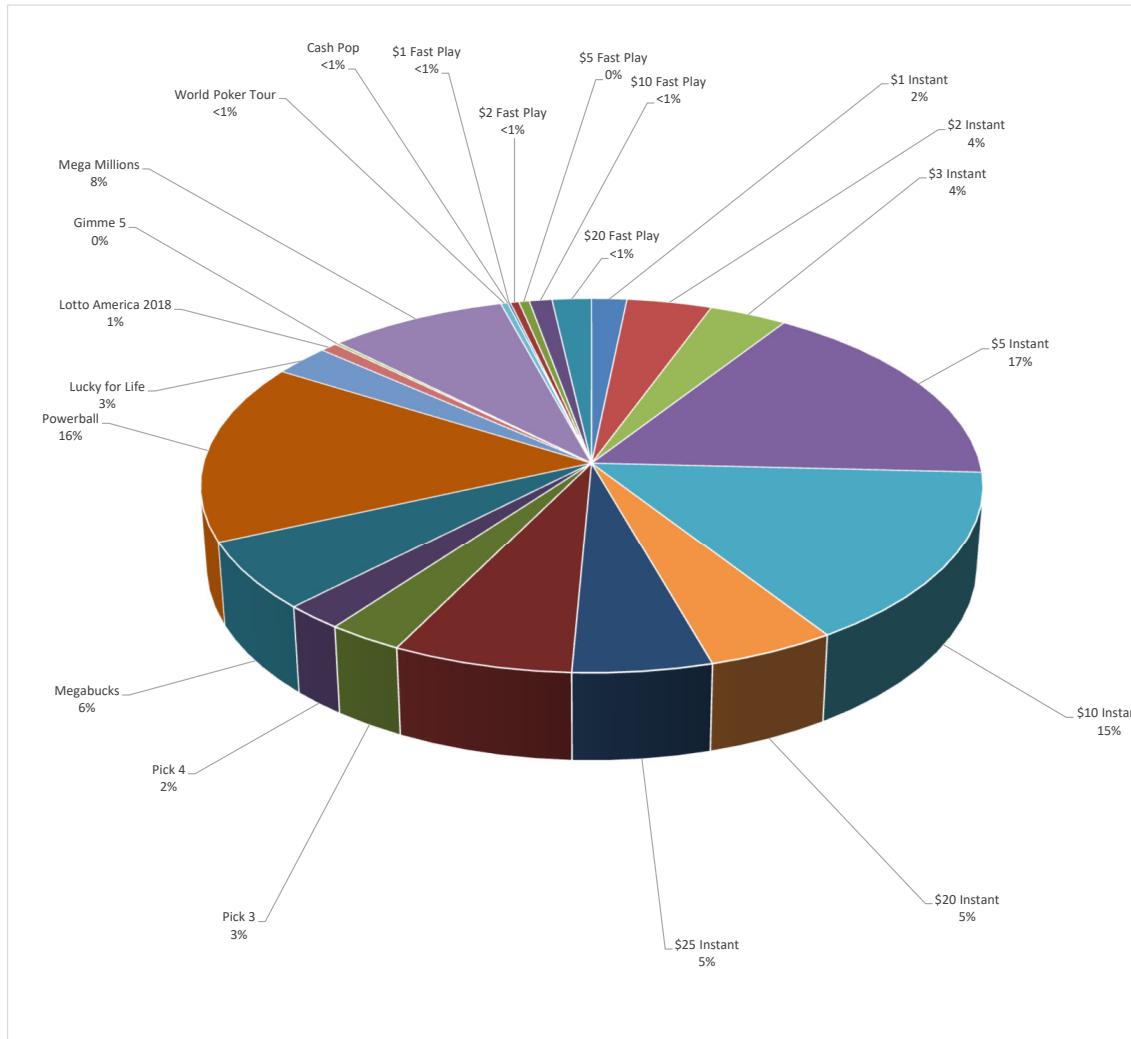


FY 2025

\$1 Instant	\$ 979,475
\$2 Instant	3,139,952
\$3 Instant	3,589,505
\$5 Instant	16,536,386
\$10 Instant	12,094,723
\$20 Instant	4,556,791
\$25 Instant	5,836,989
\$30 Instant	5,521,191
Pick 3	2,357,881
Pick 4	1,865,751
Megabucks	3,861,486
Powerball	7,437,326
Lucky for Life	3,049,284
Lotto America 2018	1,167,446
Gimme 5	452,041
Mega Millions	5,751,071
World Poker Tour	(3)
Cash Pop	1,140,749
\$1 Fast Play	86,200
\$2 Fast Play	322,377
\$5 Fast Play	525,971
\$10 Fast Play	1,108,683
\$20 Fast Play	730,301
\$30 Fast Play	906,136
	<u>\$ 82,111,574</u>

*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 2024

\$1 Instant	\$	1,500,263
\$2 Instant		3,623,971
\$3 Instant		3,315,914
\$5 Instant		15,216,628
\$10 Instant		13,817,848
\$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		2,429,082
Lotto America 2018		728,937
Gimme 5		178,161
Mega Millions		7,620,041
World Poker Tour		301,573
Cash Pop		-
\$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
		<u>\$ 91,773,799</u>

*Excludes the Outdoor Heritage Game

Lottery Operations Notes

Balance Sheet:

- (1) Accrued Payroll is necessary to accurately reflect total salary expense for Fiscal Year 2025 and represents sixteen (16) days for June 2025.
- (2) Accrued Subscriptions reflect the amount of prepaid Lottery subscription tickets. The Lottery subscription program ended in Fiscal Year 2024. A close out entry for this balance will be processed in August 2025.
- (3) Compensated Absences represents State Lottery account employees' accrued compensatory, personal, vacation and sick leave balances. The large increase from FY24 to FY25 represents the updated requirement by the Governmental Accounting Standards Board to include sick leave balances in the computation.
- (4) 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.
- (5) Contractor Incentive Plan Set Aside represents the amount set aside for the FY 2025 contractor incentive plan. The incentive is a contractual obligation which pays the lottery vendor 3.995% of FY 2025 sales in excess of the prior three years sales average. No incentive was owed in FY 2025 due to sales falling below the prior three years average.
- (6) MUSL Prize Reserve represents the liability of prize-winning Powerball, Lotto America and Mega Millions tickets sold but not yet redeemed.
- (7) Expired MUSL Prize Reserve represents the liability of prize-winning Powerball, Lotto America and Mega Millions tickets sold but not redeemed. The funds will be awarded as other prizes.
- (8) Prize Reserve - L4L/WPT represents the liability of prize-winning Lucky for Life and World Poker Tour tickets sold but not yet redeemed. The reflected debit will require a reconciliation entry in FY 2026
- (9) Expired Prize Reserve – L4L/WPT 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. The reflected debit will require a reconciliation entry in FY 2026.
- (10) Instant Ticket Prize Reserve represents the potential liability of prize-winning instant tickets sold but not yet redeemed.
- (11) Vending Machine Voucher Liability represents the balance of unliquidated vouchers remaining from vending machine ticket purchases.

Year to Date Comparative Statements of Income and Expenses:

- (12) Maine State Lottery introduced Cash Pop and ended World Poker Tour in June 2024.

Lottery Operations Notes (continued)

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

(13) Expired Instant Prize Reserve represents the income received from winning expired instant tickets not redeemed. FY25 Expired Instant Prize Reserve includes:

\$1 Instant Accelerated	\$158,120
\$2 Instant Accelerated	158,801
\$3 Instant Accelerated	318,340
\$5 Instant Accelerated	408,363
\$10 Instant Accelerated	373,045
\$20 Instant Accelerated	459,280
\$25 Instant Accelerated	117,650
Heritage Accelerated	41,645
26 Games Expired	1,564,945
1 Heritage Game Expired	<u>37,822</u>
Total	<u>\$3,783,189</u>

(14) Other Income – Tri-State/MUSL represents receipt of the FY24 year-end balance of \$1,049,037 plus \$438,626 interest from Tri-State Lottery in February 2025.

(15) Misc Income includes interest income, agency license fees, prior accounting period adjustments, adjustments to agent accounts receivable balances for promotion payments, recovered debt payments and sale of surplus property.

(16) Recovered Cost reflects the booking of revenue from expired vending machine vouchers as of June 30, 2025.

(17) 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.

(18) 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 2025.

In June 2025, the accumulated incentive set-aside liability was reduced by \$453,548.01 as no incentive payment was due after the end of FY 2025.

(19) 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:

(20) 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

(21) Heritage Game Agent Commissions were inadvertently booked at 7% versus the required 8% from December 2023 through September 2024. FY25 Agent Commission expenses of \$4,606.74 and a prior period adjustment for FY24 Agent Commissions of \$27,708.54 were booked in November 2024 to correct the error.

Maine Operating Expense Schedule:

(22) Included in Personal Services for June 2025 are 16 days of payroll accrual. The accrual is necessary to more accurately reflect total salary expense for Fiscal Year 2025.

Maine Cost of Goods Sold Schedule (excluding Heritage):

(23) Agent Commissions and Bonuses exceed 7 percent due to allocation of Instant Ticket Sold Winner Commissions to the \$1 Instant ticket accounting line.

(24) 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:

	2025	% of 2025 Total	2024	% of 2024 Total
Current Assets				
Cash	\$ 2,158,636	13.91%	\$ 4,270,042	33.68%
Cash with Fiduciary	(25) 5,742,982	37.01%	5,483,747	43.26%
Accounts Receivable	3,701,095	23.85%	2,923,178	23.06%
Prepaid Expenses	3,914,214	25.23%	-	N/A
Total Current Assets	<u>\$ 15,516,927</u>	100.00%	<u>\$ 12,676,967</u>	100.00%
TOTAL ASSETS	<u>\$ 15,516,927</u>	100.00%	<u>\$ 12,676,967</u>	100.00%

LIABILITIES:

Accounts Payable	(26) \$ 10,415,524	76.28%	\$ 6,408,550	17.31%
Compensated Absences	(27) 168,540	1.23%	45,669	0.12%
Due to Other Funds	(28) -	0.00%	27,276,179	73.69%
Interest Matured Payable	3,642,112	26.67%	3,677,041	9.93%
Accrued payroll	(29) 70,676	0.52%	34,735	0.09%
Capital Lease Payable	(642,857)	-4.71%	(428,571)	-1.16%
TOTAL LIABILITIES	<u>\$ 13,653,995</u>	100.00%	<u>\$ 37,013,602</u>	100.00%

RESERVES:

Retained Earnings	\$ (1,076,613)	-57.79%	\$ (893,409)	3.67%
Unappropriated Surplus	3,328,814	178.69%	(23,053,956)	94.73%
Net Adjustment BSA	(389,270)	-20.90%	(389,270)	1.60%
TOTAL RESERVES	<u>\$ 1,862,932</u>	100.00%	<u>\$ (24,336,634)</u>	100.00%

TOTAL LIABILITIES & RESERVES

<u>\$ 15,516,927</u>	<u>\$ 12,676,967</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 2025	% of Sales	FY 2024	% of Sales	% Change FY 2024 to FY 2025
Sales					
Spirit Sales	(30) \$ 261,231,094	100.00%	\$ 258,847,237	100.00%	0.92%
<i>Total Spirit Sales</i>	\$ 261,231,094	100.00%	\$ 258,847,237	100.00%	0.92%
Other Revenue					
Interest earned	\$ 46,797		\$ -		N/A
Misc income	(31) 1,667		51,257		(96.75%)
Prior Year Adjustment	(32) 347,804		-		N/A
Unclaimed Container Deposits	(33) 230,328		-		
<i>Total Other Revenue</i>	\$ 626,597		\$ 51,257		1,122.47%
Total Revenue	\$ 261,857,691		\$ 258,898,493		1.14%
Spirit Expenses					
Product cost	\$ 171,213,946	65.54%	\$ 168,676,771	65.16%	1.50%
Bottle deposit	3,337,208	1.28%	3,406,328	1.32%	(2.03%)
Warehousing & Distribution	14,398,734	5.51%	11,895,193	4.60%	21.05%
Trade Marketing	2,531,355	0.97%	5,509,215	2.13%	(54.05%)
Personnel	1,057,885	0.40%	488,077	0.19%	116.75%
Advertising	2,044,786	0.78%	2,043,057	0.79%	0.08%
Technology	186,475	0.07%	141,702	0.05%	31.60%
Misc operating expenses	286,078	0.11%	334,619	0.13%	(14.51%)
Stacap	160,580	0.06%	150,183	0.06%	6.92%
<i>Total Spirit Expenses</i>	\$ 195,217,046	74.73%	\$ 192,645,145	74.42%	1.34%
Other Expenses					
<i>Total Other Expenses</i>	\$ -	N/A	\$ -	0.00%	N/A
Total Expenses	\$ 195,217,046	74.73%	\$ 192,645,145	74.42%	1.34%
Profit Transfers					
Profit transfer to the General Fund	(34) \$ 7,000,000	2.68%	\$ 7,000,000	2.70%	0.00%
Profit transfer to the Highway Fund	(34) 60,717,257	23.24%	60,146,757	23.24%	0.95%
<i>Total Profit Transfers</i>	\$ 67,717,257	25.92%	\$ 67,146,757	25.94%	0.85%
Retained Earnings	\$ (1,076,613)	-0.41%	\$ (893,409)	-0.35%	20.51%
General Fund Deposits Attributable to Spirits Sales					
Product listing fee deposited to General Fund	\$ 77,880	0.03%	\$ 182,766	0.07%	(57.39%)
Premium tax deposited to General Fund	2,207,955	0.85%	3,983,357	1.54%	(44.57%)
<i>Total GF Transfers</i>	\$ 2,285,835	0.88%	\$ 4,166,123	1.61%	(45.13%)

Spirit Operations Notes

Balance Sheet:

- (25) Cash with Fiduciary represents the balance not yet closed out for the Liquor Revenue Bonds through the Maine Municipal Bond Bank, and the balance remaining open on the Liquor Licensing modernization project Certificate of Participation (COP).
- (26) Accounts Payable represents invoices that have been processed and for which payment is due, that will not be disbursed until July.
- (27) Compensated Absences represents State Spirits account employees' accrued compensatory, personal, vacation and sick leave balances. The large increase from FY24 to FY25 represents the updated requirement by the Governmental Accounting Standards Board to include sick leave balances in the computation.
- (28) Due to Other Funds reflects the amount outstanding for the Liquor Revenue Bonds with Maine Municipal Bond Bank. The amount was closed out in FY24 after the Bonds were retired at the end of FY23.
- (29) Accrued Payroll is necessary to help more accurately reflect total salary expense for Fiscal Year 2025 and represents sixteen (16) days for June 2025.

Income Statement:

- (30) Spirit Sales include the revenue from sales to agency stores, plus bottle deposits, 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.
- (31) Misc Income reflects revenue not ascribable to any other category and includes barrel sales programs, in which the product is purchased in advance by the State, and then posted as revenue when the individual bottles are sold to agency stores.
- (32) Prior Year Adjustment reflects revenue derived from adjustments made to accounting entries in prior fiscal years, including adjustments to the accounts payable category and interest earned on the Certificate of Participation which funded the Liquor Modernization Project.
- (33) Unclaimed Container Deposits reflect the receipt of unclaimed bottle deposits from Pine State Spirits.
- (34) In FY 2025, the first \$7 million Spirits profit was transferred to the General Fund. Subsequent profits totaling \$60,717,257 were transferred to the Highway Fund.