
Revenues, Expenses, and Operating Profits of U. S. Lotteries, FY 2002

APPENDIX A

Table A.1: Lottery Sales Excluding Sales From Video Lottery Terminals,
FY 2002

Table A.2: Sales from Video Lottery Terminals

Table A.3: Lottery Expenses and Operating Profits

Table A.1: Lottery Sales Excluding Sales From Video Lottery Terminals, FY 2002

State	Population (Millions)	Ticket Sales (Millions)	Sales Per Capita	Percentage of Sales From Scratch Games	Percentage of Sales From Online Games	Percentage of Scratch Sales From Pull-Tabs	Percentage of Online Sales From Keno
Arizona	5.4	\$ 295	\$ 55	48.6%	51.3%	0.0%	0.0%
California	34.9	2,896	83	41.3	58.7	0.0	10.8
Colorado	4.5	408	91	63.0	36.9	0.0	0.0
Connecticut	3.4	908	263	59.8	40.2	0.0	0.0
Delaware ^a	0.8	117	146	18.0	82.0	0.0	0.0
District of Columbia	0.6	211	369	15.6	84.5	0.0	0.0
Florida	16.5	2,330	141	28.4	71.6	0.0	0.0
Georgia	8.5	2,322	274	50.1	50.0	0.0	3.6
Idaho	1.3	93	70	61.6	38.0	1.9	0.0
Illinois	12.6	1,567	125	40.5	59.5	0.0	0.0
Indiana	6.1	626	102	55.7	44.3	0.2	0.0
Iowa	2.9	181	62	59.0	41.0	25.6	0.0
Kansas	2.7	190	70	39.3	60.7	5.8	34.6
Kentucky	4.1	639	157	51.6	48.3	9.7	0.0
Louisiana	4.5	312	70	35.7	64.2	0.0	0.0
Maine	1.3	158	122	74.2	25.8	0.0	0.0
Maryland	5.4	1,307	241	22.9	77.1	0.0	35.3
Massachusetts	6.4	4,194	654	69.7	30.1	0.2	50.5
Michigan	10.0	1,688	168	38.8	61.2	0.0	0.0
Minnesota	5.0	377	75	63.9	36.1	0.0	0.0
Missouri	5.7	585	103	58.8	41.3	8.0	1.3
Montana	0.9	34	37	29.1	70.9	0.0	0.0
Nebraska	1.7	74	43	49.7	50.2	0.0	0.0
New Hampshire	1.3	213	168	65.9	34.0	0.0	0.0
New Jersey	8.6	2,069	242	37.4	62.6	0.0	0.0
New Mexico	1.8	134	73	60.6	39.4	0.0	0.0
New York	19.1	4,754	249	41.4	58.6	0.0	17.5
Ohio	11.4	1,983	174	50.3	49.7	0.0	0.0
Oregon ^a	3.5	337	96	39.9	60.1	2.8	52.7
Pennsylvania	12.3	1,934	157	37.3	62.7	0.0	0.0
Rhode Island ^a	1.1	236	221	33.2	66.8	0.3	50.0
South Carolina	4.1	335	82	90.8	9.2	0.0	0.0
South Dakota ^a	0.8	26	35	47.0	53.0	0.0	0.0
Texas	21.6	2,966	137	65.1	34.9	0.0	0.0
Vermont	0.6	82	133	83.7	16.3	0.0	0.0
Virginia	7.2	1,108	153	44.4	55.6	0.0	0.0
Washington	6.0	439	73	55.2	44.7	0.0	0.0
West Virginia ^a	1.8	207	115	45.6	54.4	0.0	12.2
Wisconsin	5.4	428	79	55.7	44.2	1.9	0.0
Average	6.5	\$ 994	\$ 146	49.5%	50.5%	1.4%	6.9%
Median	4.5	408	122	49.7	50.2	0.0	0.0

NOTE: Fiscal year 2002 ended June 30 in all jurisdictions except New York (March 31), Texas (August 31), and the District of Columbia (September 30). South Carolina began selling lottery tickets in January 2002.

^aTotal sales and the percentage of sales that are scratch and online exclude video lottery terminals in Delaware, Oregon, Rhode Island, South Dakota, and West Virginia. Table A.2 shows revenues from video lottery terminals for those five states.

SOURCES: North American Association of State and Provincial Lotteries, *NASPL 2003 Lottery Resource Handbook*, (Willoughby Hills, OH, 2003) and *LaFleur's 2003 World Lottery Almanac* as referenced by Colorado Office of the State Auditor, *Performance Audit: Colorado Lottery* (Denver, CO, November 2003), B-1.

**Table A.2: Sales from Video Lottery Terminals (VLTs),
FY 2002**

<u>State</u>	<u>Net VLT Sales (Millions)</u>	<u>Net VLT Sales Per Capita</u>	<u>Percentage of Net Lottery Sales From VLTs</u>
Delaware	\$557	\$694	83%
Oregon	480	137	59
Rhode Island	281	264	74
South Dakota	208	273	94
West Virginia	642	356	76

NOTE: Net sales are sales less prizes.

SOURCES: North American Association of State and Provincial Lotteries, *NASPL 2003 Lottery Resource Handbook* (Willoughby Hills, OH, 2003); South Dakota Lottery, "Lottery produces record sales, revenue for the state," press release issued August 13, 2003; and Rhode Island Lottery, *Comprehensive Annual Financial Report for the Year Ended June 30, 2002* (Cranston, RI, September 2002), 39.

Table A.3: Lottery Expenses and Operating Profits, FY 2002

State	Ticket Sales			Prizes		Commissions		Operating Expenses		Total Expenses		Operating Profit ^b		Total Return to Government ^c	
	Millions	Millions	%	Millions	%	Millions	%	Millions	%	Millions	%	Millions	%	Millions	%
Arizona	\$ 295	\$ 162	55.0%	\$ 20	6.8%	\$ 28	9.4%	\$ 210	71.2%	\$ 85	28.8%	\$ 86	29.1%		
California	2,896	1,503	51.9	198	6.8	185	6.4	1,886	65.1	1,011	34.9	1,080	37.3		
Colorado	408	240	58.9	31	7.5	32	7.9	303	74.4	105	25.6	111	27.2		
Connecticut	908	546	60.1	52	5.7	39	4.3	637	70.1	271	29.9	272	30.0		
Delaware ^a	117	59	50.5	7	6.3	15	13.1	82	69.9	35	30.1	35	30.1		
District of Columbia	211	111	52.4	13	6.1	25	11.9	149	70.4	62	29.6	63	29.9		
Florida	2,330	1,166	50.0	132	5.7	122	5.2	1,420	60.9	910	39.1	972	41.7		
Georgia	2,322	1,308	56.3	164	7.0	132	5.7	1,604	69.1	718	30.9	731	31.5		
Idaho	93	53	57.3	5	5.8	13	14.5	72	77.5	21	22.5	24	25.8		
Illinois	1,567	867	55.3	79	5.1	87	5.6	1,033	66.0	533	34.0	566	36.1		
Indiana	626	371	59.3	43	6.9	47	7.5	461	73.7	165	26.3	169	27.0		
Iowa	181	100	55.2	12	6.4	26	14.4	138	76.0	43	24.0	48	26.7		
Kansas	190	99	52.1	11	5.8	22	11.8	132	69.6	58	30.4	59	30.9		
Kentucky	639	384	60.2	40	6.2	48	7.5	472	73.9	166	26.1	175	27.4		
Louisiana	312	156	49.9	16	5.1	31	9.9	202	64.9	109	35.1	112	36.0		
Maine	158	91	57.7	11	7.0	17	10.9	119	75.6	38	24.4	40	25.6		
Maryland	1,307	733	56.1	85	6.5	49	3.8	868	66.4	439	33.6	440	33.6		
Massachusetts	4,194	3,001	71.6	239	5.7	74	1.8	3,314	79.0	880	21.0	899	21.4		
Michigan	1,688	895	53.0	121	7.2	126	7.5	1,142	67.6	546	32.4	646	38.3		
Minnesota	377	223	59.1	24	6.3	50	13.3	297	78.7	80	21.3	82	21.7		
Missouri	585	353	60.3	31	5.3	43	7.4	427	73.0	158	27.0	166	28.4		
Montana	34	17	50.8	2	5.9	7	21.9	26	78.6	7	21.4	7	21.5		
Nebraska	74	39	53.3	4	5.8	12	16.8	56	75.9	18	24.1	18	25.0		
New Hampshire	213	123	57.9	11	5.4	15	7.1	150	70.4	63	29.6	66	31.1		
New Jersey	2,069	1,145	55.3	113	5.5	68	3.3	1,326	64.1	743	35.9	776	37.5		
New Mexico	134	73	54.4	9	6.9	18	13.2	100	74.6	34	25.4	30	22.1		
New York	4,754	2,664	56.0	284	6.0	226	4.8	3,174	66.8	1,579	33.2	1,581	33.3		
Ohio	1,983	1,148	57.9	127	6.4	103	5.2	1,378	69.5	605	30.5	640	32.3		
Oregon ^a	337	224	66.3	30	8.8	28	8.3	281	83.4	56	16.6	57	16.8		
Pennsylvania	1,934	1,002	51.8	100	5.2	95	4.9	1,198	61.9	736	38.1	749	38.7		
Rhode Island ^a	236	139	59.2	26	10.9	7	3.1	173	73.2	63	26.8	65	27.6		
South Carolina	335	200	59.7	23	7.0	25	7.6	249	74.3	86	25.7	88	26.1		
South Dakota ^a	26	14	53.8	1	5.5	5	18.2	20	77.5	6	22.5	6	23.8		
Texas	2,966	1,715	57.8	148	5.0	167	5.6	2,030	68.5	936	31.5	937	31.6		
Vermont	82	52	63.8	5	5.8	9	10.5	66	80.1	16	19.9	17	20.3		
Virginia	1,108	614	55.4	62	5.6	75	6.7	751	67.7	357	32.3	368	33.2		
Washington	439	282	64.4	27	6.2	34	7.8	344	78.3	95	21.7	114	26.1		
West Virginia ^a	207	120	58.1	13	6.3	24	11.4	157	75.7	50	24.3	67	32.4		
Wisconsin	428	242	56.6	30	7.0	34	7.9	306	71.5	122	28.5	126	29.6		
Average	\$ 994	\$570	55.4%	\$ 60	6.1%	\$ 56	8.6%	\$ 686	70.1%	\$ 308	27.3%	\$ 320	28.6%		
Median	\$ 408	\$240	56.3%	\$ 30	6.1%	\$ 34	7.5%	\$ 303	71.5%	\$ 105	27.0%	\$ 112	29.6%		

NOTE: Fiscal year 2002 ended June 30 in all jurisdictions except New York (March 31), Texas (August 31), and the District of Columbia (September 30). South Carolina began selling lottery tickets in January 2002.

^aTicket sales exclude video lottery terminals in Delaware, Oregon, Rhode Island, South Dakota, and West Virginia. Some of these states may have attributed all operating expenses to traditional lottery games and none to video lottery terminals, thereby overstating operating expenses and understating operating profits attributable to traditional lottery games.

^bOperating profits are ticket sales less total expenses.

^cTotal return to government includes nonoperating revenue such as interest, and may include transfers from prior years' operating profits.

SOURCES: North American Association of State and Provincial Lotteries, *NASPL 2003 Lottery Resource Handbook* (Willoughby Hills, OH, 2003) and *LaFleur's 2003 World Lottery Almanac* as referenced by Colorado Office of the State Auditor, *Performance Audit: Colorado Lottery* (Denver, CO, November 2003), B-1.