

COMPREHENSIVE ANNUAL FINANCIAL REPORT

FOR THE FISCAL YEAR ENDED
JUNE 30, 2024

NEW HAMPSHIRE LOTTERY COMMISSION
A department of the State of New Hampshire



NH Lottery

Over \$2 Billion and Counting for our Schools

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A Department of the State of New Hampshire

ANNUAL COMPREHENSIVE FINANCIAL REPORT
For the Fiscal Year Ended June 30, 2024

*Prepared by the Finance Department of the
New Hampshire Lottery Commission*

Charles R. McIntyre, Executive Director
James C. Duris, Chief Financial Officer



Over \$2 Billion and Counting for our Schools

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NH Lottery



**SCRATCH
TICKET
WINNER!**

PETER AUCOIN
from Peterborough
WON \$200,000
on a \$10 Ultimate Dash scratch ticket
purchased at the Shaw's in Peterborough!

ARE YOU GAME?



Peter Aucoin

Peter Aucoin of Peterborough won \$200,000 playing a \$10 Ultimate Dash scratch ticket.

Robert Baker

Robert Baker of Pelham won \$200,000 after purchasing a \$10 50X High Roller scratch ticket.

NH Lottery



**SCRATCH
TICKET
WINNER!**

ROBERT BAKER
from Pelham
WON \$200,000
On a \$10 50X High Roller scratch ticket
purchased at Cousin's Convenience in Pelham!

ARE YOU GAME?



NH Lottery

LOTTERY WINNER!



**BIG
WINNER!**

Kelly Holstein of Manchester won
\$151,249 playing Premier Jackpot!

Kelly Holstein

Kelly Holstein of Manchester won \$151,249 playing Premier Jackpot.

Alicia Boyer

Alicia Boyer from New Boston won \$50,000 playing a \$3 Money Puzzle Gone Wild scratch ticket.



Jerry and Carole Trombly

Jerry and Carole Trombly of Milford won \$30,000 from the purchase of a Tri-State Megabucks ticket

Jereme Bachand

Jereme Bachand of Merrimack won \$10,000 playing the e-Instant game Adventures in Wonderland.



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Introductory Section (Unaudited)



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Over \$2 Billion and Counting for our Schools

GOVERNOR Christopher T. Sununu
CHAIRMAN Debra M. Douglas
COMMISSIONER H. Andy Crews
COMMISSIONER Erle B. Pierce
EXECUTIVE DIRECTOR Charles R. McIntyre

December 23, 2024

To the Citizens of the State of New Hampshire,
The Governor and Executive Council of the State of New Hampshire, and
The New Hampshire Lottery Commission:

We are pleased to submit this Annual Comprehensive Financial Report of the New Hampshire Lottery Commission (Lottery) for the fiscal year ended June 30, 2024. The finance department of the Lottery has prepared this comprehensive report. Management assumes full responsibility for the completeness and reliability of all information presented in this report. To the best of our knowledge and belief, the enclosed data is accurate in all material respects and is reported in a manner designed to present fairly the financial position, results of operations, and cash flows of the Lottery. All disclosures necessary to enable the reader to gain an understanding of the Lottery's financial activities have been included.

Internal Control

Management of the Lottery is responsible for establishing and maintaining internal controls designed to ensure that assets are protected from loss, theft, or abuse; and to ensure that the accounting systems allow compilation of accurate and timely financial information. Internal controls are designed to provide reasonable, but not absolute, assurance that these objectives are met. The concept of reasonable assurance recognizes that the cost of a control should not exceed the benefits likely to be derived and that the valuation of cost and benefits requires estimates and judgments by management.

Access to the Lottery's office and instant ticket warehouse is limited through high-level security. The Lottery has segregated responsibilities to enhance controls over accounting procedures relative to personnel and payroll; purchasing and accounts payable; sales and accounts receivable; and general ledger. Management personnel maintain oversight and approval authority over all areas of operations. The Lottery's independent auditors review significant and relevant areas annually and issue a report to the Legislative Fiscal Committee on internal control and compliance in conjunction with their financial audit.

The Lottery manages ticket inventory and controls the payment of prizes. As such, various precautions (internal controls) are taken to ensure the integrity and security of lottery operations.

They are as follows:

- High-level security at the Lottery's headquarters restricts access to office and warehouse areas to authorized Lottery personnel.
- Security cameras are located in key locations throughout the inside and outside of the Lottery headquarters building; they record activity at all times and are monitored by security personnel.
- Criminal record checks are performed on all new Lottery employees, Keno retailers, and other employees performing services at Lottery headquarters.
- All scratch tickets are produced utilizing special inks, dyes, coatings, and security codes, among other proprietary security measures.
- Prize checks are printed with special non-erasable ink.
- Drawings held at Lottery headquarters have a designated secure drawing room, which is monitored 24 hours a day. The actual drawings are executed according to detailed procedures, witnessed by certified public accounting firm personnel, and recorded by primary and backup security cameras.
- Credit checks are performed on all Lottery retailers and contractors.
- Various levels of access and other controls are provided within the computer system.

The Lottery's financial statements have been audited by the State of New Hampshire Office of Legislative Budget Assistant, Audit Division (LBA). The LBA has issued an unmodified ("clean") opinion on the Lottery's financial statements for the year ended June 30, 2024. The independent auditor's report is presented as the first component in the financial section of this report.

Management's discussion and analysis (MD&A) immediately follows the independent auditor's report and provides a narrative introduction, overview, and analysis of the basic financial statements. MD&A complements the financial statements and should be read in conjunction with this transmittal letter.

The Lottery, as a department of the State of New Hampshire, is included within the State's Annual Comprehensive Financial Report. This report presents all activities of the Lottery in a single enterprise fund and does not include data or information related to any other state agency or fund.

Profile of the Lottery Division

The New Hampshire Lottery Commission (Lottery) was created in 1963 through the enactment of New Hampshire Revised Statutes Annotated (RSA) 284:21-a, for the sole purpose of raising revenues to help fund education in New Hampshire. The first tickets went on sale in March of 1964, making New Hampshire the first modern state-run lottery. A three-member Commission is appointed for a staggered term of two years by the Governor and Executive Council to oversee the Lottery. The lottery industry in the United States is comprised of 45 state lotteries, the District of Columbia, the U.S. Virgin Islands, and Puerto Rico.

The Lottery headquarters is located in the capital city of Concord, which is in the central part of the state. The Lottery operates enterprise activities as a department of the State of New Hampshire. These activities include the sale of lottery tickets to the public, administration of sports betting and simulcast racing, regulation of charitable gaming, and all necessary support functions. All profits are used exclusively for state aid to education in New Hampshire.

The Lottery is required to submit a biennial operating budget to the Governor for approval. The budget is further submitted to the Legislature for its approval and is ultimately included in the State of New Hampshire's operating budget. Due to the nature of the Lottery's activities, the majority of its cost of sales expenses, such as prizes, vendor fees, instant ticket printing costs, and retailer commissions, are not included in the budget. The Lottery budgets for approximately 3% of its total expenses that consist primarily of salaries and benefits, and maintenance expenses, and advertising. Financial management staff consistently monitors adherence to budgeted appropriations.

The New Hampshire Lottery Commission provides customers the opportunity to participate in a variety of instant and on-line lottery games, and sports betting on mobile and retail platforms. The Commission is also responsible for licensing and regulatory activities of sports betting and charitable gaming operations. The Lottery is a member of three lottery joint ventures: the Tri-State Lotto Commission, comprised of New Hampshire, Maine, and Vermont Lotteries; the Multi-State Lottery Association (MUSL), currently comprised of 36 member state lotteries, plus the District of Columbia, Puerto Rico, and the United States Virgin Islands, and as such, operates a number of on-line games under those jurisdictions; and Lucky for Life, which as of November 2024, is comprised of lotteries in 22 states plus the District of Columbia. The following sections describe the products offered by the Lottery.

Instant Games

Instant Games were introduced in New Hampshire in 1975 with a ticket called Lucky X. Instant Games are played by scratching the “scratch off” from the play area on the ticket. There are several ways to win on an instant, or scratch, ticket, including matching three like dollar amounts, symbols, or letters; or adding up numbers to a specified total; or the more traditional play type of key number match. If the correct combination appears, the player becomes an instant winner without having to wait for the results of a drawing (although some tickets have a component that allows entry into a drawing). The instant games offer a wide variety of themes and ticket prices. Players can win from one dollar to \$2 million, with ticket prices ranging from \$1 to \$25. The Lottery launched 37 new instant games and offered 107 instant games during FY 2024.

The **High Roller** omnichannel, which included a family of scratch games, an iLottery e-Instant game and a family of Rolling Jackpot Fast Play tickets, was a highly successful launch in FY 2024. This was the first time for a couple of things: the first time the Lottery launched a full omnichannel with a family of scratch tickets at the \$1, \$2, \$5, \$10 price points along with a corresponding e-Instant game and family of Rolling Jackpot Fast Play tickets at the \$5, \$10 and \$20 price points, and the first time the Lottery utilized single-use promo codes under the scratch-off on all scratch tickets. The scratch tickets each included



a multiplier and a strong casino theme, and a single use promo code for either free games or free iLottery dollars, depending on the price point. The results were astounding. The \$10 scratch ticket's single use promo code drove players back to retail an average of eight times in the first eight weeks, the \$5 scratch game was four uses per player during the same time frame, with a total conversion from scratch ticket purchase to code usage of 2.21% during the first 11 weeks. Each scratch ticket indexed over 114, which generated the best results yet for a family of scratch tickets in New Hampshire. High Roller Jackpots e-Instant game was the top performing NH-only e-Instant game for fiscal year 2024, garnering over \$1 million in gross gaming revenue from its launch on March 4, 2024–June 30, 2024. During that time, it had 25% higher gross gaming revenue than the next best performing NH-only e-Instant game. In just the first 11 weeks of launch, the game garnered 17% higher per capita bets in comparison to the next best game's first 11 week of sales. To encourage player involvement in the High Roller games, there were coordinated events around the state where players at certain venues who bought High Roller Fast Play tickets would receive High Roller scratch tickets, as well as social media support, and in-store signage.

Also offered in FY 2024 was a \$5 **New Hampshire Lottery's 60th Anniversary Celebration** scratch ticket to celebrate 60 years as a lottery since 1964. As the



first legal modern lottery in the country, this is a milestone for New Hampshire and for the industry. The Anniversary ticket launched March 4, 2024 and by June 30, 2024 had grossed over \$4 million. A number of retailer promotional events took place in the Spring and Summer of this year, and continue to occur to spread the celebration across the year.

The best-selling game of fiscal year 2024 was **Diamond Jubilee**, a \$25 ticket with a top prize of \$2 million. This game launched on March 4, 2024 and had average sales of \$1,064,740 per week over the first 12 weeks, which was almost 40% higher than the second best performing ticket. Diamond Jubilee was part of the celebration of our 60th anniversary as a lottery. Prizes started at \$60, so there were no breakeven prizes, and the ticket had the dates of 1964–2024 at the top; both references to our 60th anniversary. The perceived value of the ticket

was enhanced with 30 chances to win in the base play area and four bonus spots such that a player could win on one ticket up to 34 times. The retailer promotional events for the anniversary celebration also incorporated Diamond Jubilee.

Tri-State Lotto Commission Draw-Based Games



Pick 3/Pick 4 has been offered in New Hampshire since 1977, and by Tri-State since 1985. This is the only game that offers tickets for less than a dollar: players can wager from 50 cents to \$5 for twice-daily drawings that take place at mid-day and in the evening. Players select a three (Pick 3) or a four (Pick 4) digit number and select from several different play options. Numbers are drawn seven days a week for fixed prize amounts ranging from \$2.50 to \$25,000, depending on the amount bet. Although the Pick 3/Pick 4

game is considered a mature product, it continues to maintain strong sales through its loyal player base.



Megabucks was the first multi-state game to be offered by any jurisdiction in the United States. It was also the Lottery's first lotto-style game, and year after year it maintains a faithful player base. Megabucks has undergone some significant enhancements since its introduction in September 1985. The Megabucks game began with a six of 30 matrix and a weekly drawing each Saturday. The matrix changed to six of 36 in 1986 and to six of 40 in 1988. The

Tri-State Lotto Commission added a second weekly jackpot drawing in 1990. More changes came to the game in 1997 with the addition of a bonus number, a new matrix of six of 42, and a guaranteed jackpot of \$500,000. In July 2009, Megabucks changed to Megabucks Plus, with guaranteed starting jackpots of \$1 million and lower tier prizes ranging from \$2 to \$30,000. The cost of a ticket went from \$1 to \$2. Players now choose five numbers from a matrix of 41 and one Megaball number from 1 to 6. A jackpot winner may choose to be paid in cash or as an annuity in 25 annual installments. Although this game is over 30 years old, it still remains a profitable product for the Lottery with a committed player base. The last day a player could purchase a subscription for Megabucks was October 31, 2022. This was in preparation for a game change to add a third draw on Mondays in addition to adding the game to iLottery in September 2023. Since Megabucks is also available through the iLottery platform, players can also purchase an auto-renewal, which permits a player to subscribe to the number of drawings and draws they desire, as well as the numbers they wish to play.



Fast Play is a Tri-State game vertical that began in June 2006. It is an terminal-based game that plays like an instant ticket and is generated by the lottery terminal at

the time of purchase. There is no waiting for a drawing like the other terminal games: players know instantly if they have won. Up to 20 different Fast Play games are offered each year. In April 2015, the Lottery introduced progressive jackpot Fast Play games for sale at \$1, \$2, and \$5 price points. Examples of the different games offered are Roulette Riches, Fabulous 5, and a progressive family of games called Granite State Jackpot. Tickets cost \$1, \$2, \$5, \$10, or \$20 each depending on the game. Top prizes range from \$300 to \$5,000 on fixed-prize games, and progressive jackpots have reached over \$300,000. Three games were added in FY 2024 including a \$10 game: \$20, \$50 or \$100 Blowout (first non-breakeven low top prize Fast Play game); High Roller (rolling jackpot family with \$5, \$10, \$20 and part of omnichannel) and Live Free and Win (first \$10 stand-alone progressive). Fast Play has proven to be a successful companion offering on Keno self-service kiosks and is gaining traction at traditional retailers as well.



Gimme 5 was launched in May 2013 in conjunction with the Vermont and Maine State Lotteries. For this lotto game, tickets are sold for \$1 per play, and players can either let the computer generate an Easy Pick, or they can choose five numbers from a matrix of 1–39. Players are permitted

to purchase up to 30 draws on one ticket and drawings are held every weekday at the New Hampshire Lottery headquarters. Prizes include \$2, \$7, \$250, and a jackpot of \$100,000. Since July 2021, Gimme 5 is also available through the iLottery platform, where players can also purchase an auto-renewal, which permits a player to subscribe to the number of drawings and draws they desire, as well as the numbers they wish to play.

Multi-State Lottery Draw-Based Games (MUSL)

NEW HAMPSHIRE



New Hampshire Powerball is a draw game jointly operated by the member lotteries of MUSL. A total of 48 lotteries participate in the sale of Powerball tickets, including 45 states as well as Washington DC, Puerto Rico, and the US Virgin Islands. This game was introduced in New Hamp-

shire in November 1995, although it has been operated by MUSL since April 1992. Powerball holds the record for the largest national lottery jackpot of \$2.04 billion on November 7, 2022. Players select one set of five numbers from a field of 1 through 69 plus one Powerball number from a field of 1 of 26. The minimum jackpot is \$20 million, which rolls over in the event that no ticket matches all five numbers and the Powerball. Powerball offers eight secondary prizes of fixed amounts ranging from \$4 to \$1,000,000 for a \$2 bet. For an extra \$1, players can choose the Power Play multiplier option for the chance to increase their winnings (except for the jackpot prize) up to \$2,000,000. A jackpot winner may choose to be paid in cash or as a graduated annuity in 30 annual installments. Powerball has been offered through iLottery since September 4, 2018. An additional draw day was added on August 23, 2021. Drawings are held at the Florida Lottery’s studio on Mondays, Wednesdays, and Saturdays. In FY 2021,

subscription sales ceased, though players can purchase an auto-renewal option through the iLottery platform.



New Hampshire Mega Millions sales began in January of 2010. Like Powerball, Mega Millions is a MUSL game; although prior to January 31, 2010 any state that sold Powerball could not sell Mega Millions and vice versa. There are a total of 45 states, the U.S. Virgin Islands, and the District of Columbia that currently participate. Originally a \$1 per play game, a multiplier option for an additional \$1 was added. In October 2017, the game changed to \$2 per play,

plus a \$1 Megaplier option. Players select five numbers from a field of 1 to 70 and a Megaball from a field of 1 to 20. Jackpots start at \$20 million. Other prizes range from \$2 to \$1 million. Jackpot winners may choose to be paid in cash or as a graduated annuity in 30 annual installments. Drawings are held in Atlanta, Georgia on Tuesdays and Fridays. Mega Millions has been offered through iLottery since September 4, 2018. In FY 2021, subscription sales ceased, though players can purchase an auto-renewal option through the iLottery platform.



Lucky for Life sales began in March of 2012. It is a multijurisdictional game originally operated by the six New England state lotteries but expanded in January 2015, and now includes 22 states and the District of Columbia. Players choose five numbers from a field of 1 to 48, and one Lucky Ball from a field of 1 to 18. Easy Pick remains a choice as well. For \$2 per chance, players have the opportunity to win from 10 different prize levels ranging from \$4 up to \$25,000 a year for life, or the top prize of \$1,000 a day for life. Drawings are now held seven evenings a week

in Johnston, Iowa. On December 12, 2022 Lucky for Life was launched through the iLottery platform, also allowing players to purchase an auto-renewal for their favorite numbers.

New Hampshire Lottery Draw Games, Internet Lottery, Sports Betting and 603 Rewards



Keno was signed into law as an exclusive revenue source for kindergarten funding in New Hampshire in July 2017. Branded KENO 603, it launched on December 15, 2017 and is unique in that each municipality must vote whether to allow it in its jurisdiction. Keno locations are available at restaurants, bars, taverns, and retail stores. Players can use either a paper play slip or conduct their purchase at a self-service kiosk.

They wager from \$1 to \$25 per draw, and can add the multiplier option Keno Plus, which gives winners the chance to multiply their prize by 3, 4, 5, or 10 times. The players choose between one and 12 numbers ("spots") from a field of 1 to 80. Every five minutes, the computer randomly picks 20 numbers, and players win based on the number of spots they match. Up to 20 consecutive draws can be played, and the game runs from 11 a.m. to 1 a.m., seven days a week. In September 2019, HB 4 repealed Keno as the exclusive kindergarten

funding source and its revenues now go into the Education Trust Fund. The expansion of Keno to grocery and convenient stores occurred in July 2022, allowing those locations in municipalities that legally permit Keno to also sell it at traditional lottery retail locations though the draw show is not permitted at traditional lottery retail locations.



House Bill 517 was signed into law in June 2017 allowing the Commission “to sell lottery tickets on the Internet and by mobile applications and create certain practices to address problem gaming in such sales.” **Internet Lottery (“iLottery”)**

was developed and launched in the first quarter of FY 2019 on the Lottery’s website. Electronic games called e-Instants resemble scratch tickets and are available in demo mode for free play or money mode to play for cash prizes. When a player creates their account, their location and age are verified; and deposits are limited to daily, weekly, and monthly maximums to encourage responsible gaming. Access to money mode is strictly limited to within the physical borders of New Hampshire. Participants can set the value of their wager from \$0.01 to \$30 for e-Instants. Some e-Instants that were launched in FY 2024 include Dragon’s Palace of Fortune, High Roller Jackpots, Diamond Jubilee and Thor’s Thunderbolt. In all, 29 e-Instant games were launched during FY 2024. Powerball, Mega Millions, Lucky for Life, Megabucks and Gimme 5 draw based games can be purchased through iLottery for up to 20 consecutive drawings. Players can also use the auto-renewal option for draw games to subscribe to their favorite numbers and draws. In spring of 2020, NH Lottery contracted with additional gaming vendors to provide a wider variety of e-Instant games.



In July 2019, House Bill 480 was signed into law, authorizing the New Hampshire Lottery Commission to conduct and regulate sports wagering. The legislation allows three channels of sports wagering through contracted agents and vendors across internet and mobile platforms, at up to ten physical sports book retail locations, and through traditional lottery retailers. In November 2019, **DraftKings**

was contracted to supply the mobile app and support retail sports book operations. The mobile app launched on December 30, 2019. There are currently four retail sports book locations: The Brook in Seabrook, Revo Casino and Social House (formerly Filotimo) in Manchester and Dover, and Gate City Casino in Nashua.



My603Rewards and the NH Lottery mobile application launched in February 2022. The mobile app is available for iOS and Android and offers users the ability to scan their tickets to see if they are winners, check winning numbers and jackpot amounts, find a retailer, and provides easy access to QR codes for Fast Play games to scan at retail. Additionally, users can register with My603Rewards which allows players to enter second chance drawings and participate in surveys. In April FY 2024 My603Rewards expanded to retail rewards, which led to the

highest month yet of Rewards sign-ups, increased player engagement of 83% versus the previous year, and provided more value to the players as they could use their reward points to purchase coupons, lottery cash, and enter additional drawings. As of June 30, 2024, there were 112,508 NH Lottery app downloads; a similar level to the previous year. iOS devices account for 61% of all downloads. The percentage of all players who downloaded the app and then registered for the Rewards and second chance program is 28%. Over 6,600 people have taken a welcome survey to share what games they like to play. Over 546,000 tickets were entered into second chance drawings in FY 2024.

Investigation and Compliance Division (Formerly Racing and Charitable Gaming Division)

The Racing and Charitable Gaming Division of the New Hampshire Lottery Commission was renamed as the Investigation and Compliance Division pursuant to RSA 284:3-a, effective January 1, 2022. The Division is charged with the regulation and oversight of pari-mutuel wagering, historic horse racing, Games of Chance, Bingo, and Lucky 7 ticket sales. Additionally, the Division provides investigative and auditing support to the Division of Sports Wagering.

The Division's authority derives from several distinct statutes: in 1933, RSA 284 was enacted to allow for public wagering on live horse races. Subsequently in 1971 and 1980, RSA 284 was amended to include greyhound racing and simulcast wagering, respectively. In 2009, live greyhound racing in New Hampshire was banned by the legislature. Live horse racing was discontinued in New Hampshire due to unfavorable economic conditions and has not been reinstated to date. In June 2021, RSA 284 was again amended to include historical horse racing, a machine-based style of gaming that is limited to facilities licensed to offer Games of Chance pursuant to RSA 287-D.

In 1949, RSA 287 was enacted to allow Bingo games and the sale of Lucky 7 tickets for charitable purposes only. In 1977, RSA 287-D was enacted to allow for Games of Chance for charitable purposes. RSA 287 was repealed and re-enacted in 1983 with various amendments as RSA 287-E.

In 2019, RSA 287-I legalized sports betting through the Lottery Commission's Division of Sports Wagering, which relies on the Investigation and Compliance Division for investigative and auditing support.

The Division is vested with the civil and administrative powers as are necessary to effectuate the purposes of the various statutes pertaining to charitable gaming including the power to receive intelligence on an applicant or licensees and to investigate any suspected violations of those chapters or any suspected violations of illegal gambling.

The Division is comprised of three units.

- The licensing unit is responsible for reviewing and issuing seventeen distinct licenses relating to pari-mutuel wagering, Historic Horse Racing, Games of

Chance, Bingo, Lucky 7, and Daily Fantasy Sports. The licensing unit also works with the Lottery's Finance Division to collect all revenues associated with gaming.

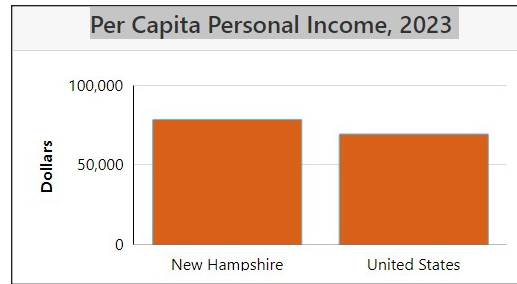
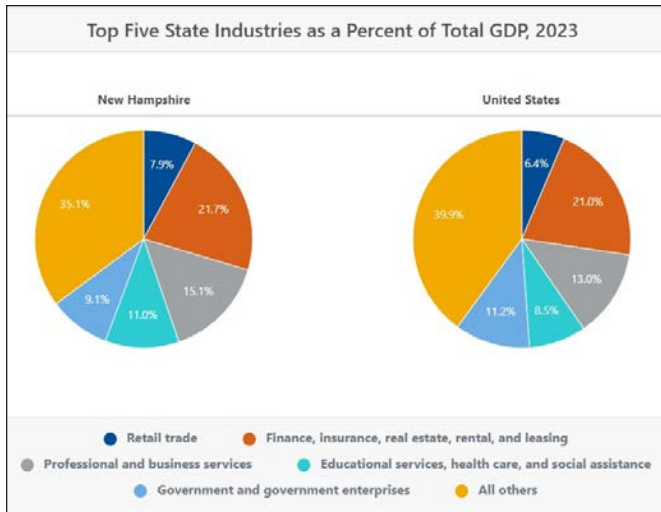
- The auditing unit is responsible for auditing charitable organizations, gaming operators, distributors, manufacturers, and facilities to ensure that licensees comply with the relevant laws and regulations relating to gaming and to ensure that payments to charities and the state are made in a timely and accurate manner.
- The enforcement unit reviews and inspects Games of Chance facilities, Sports Betting retail locations, commercial Bingo halls, and Bingo and Lucky 7 charitable organizations to ensure that licensing documentation, equipment, accounting, and game operations are in compliance. This unit is also primarily responsible for conducting suitability determinations on license applicants in conjunction with the Department of Justice. Finally, the enforcement unit includes an independent hearings examiner who is responsible for the adjudication of hearings under the Lottery Commission's administrative rules.

New Hampshire's Economy

New Hampshire is a small state with a population of over 1.4 million. Various news outlets and business publications have conducted surveys and rankings, and New Hampshire consistently rates within the top five best states to live. Criteria include education, state economy, business friendliness and employment opportunities, crime rates, and natural environment.

There is no sales tax, use tax, broad-base income tax, or capital gains tax in New Hampshire and the Tax Foundation ranked New Hampshire 6th best in America for overall tax in 2024. The Tax Foundation, a nonprofit fiscal policy research group, ranked New Hampshire's 2023 local and state tax burden as 16th in the United States (1 being the highest tax burden), at 9.6% of income; the U.S. average of state and local tax burden for 2022 is 11.2% of income. A state's business tax climate measures how each state's tax laws affect economic performance. For September 2023, according to the State of New Hampshire Economic and Labor Market Information Bureau, the seasonally adjusted unemployment rate for New Hampshire was 2.4%, compared with the national average of 3.6%.

The most recent data from the Bureau of Economic Analysis (BEA) states New Hampshire's per capita personal income ranks 9th highest in the nation for calendar year 2023, at \$78,944, which is higher than the United States average of \$69,810 by 13.1%. New Hampshire's 2023 current dollar Gross Domestic Product (GDP), reported by BEA, ranked 39th in the United States (1 being the highest GDP) at \$114,100 million. In 2023, real GDP for New Hampshire grew 2.2% compared to 2.9% increase for the nation. BEA reported that in 2023, the largest industries in New Hampshire were finance, insurance, real estate,



BEA: BEARFACTS.
<https://apps.bea.gov/regional/bearfacts/>

rental, and leasing, accounting for 21.7% of GDP (0.6% growth). Business services made up 15.1%, and had a 6.1% real growth.

According to the New Hampshire Business Resource Center, New Hampshire offers exceptional quality of life because of its overall low taxes, low crime, high quality health care, good schools, cultural opportunities, location, and environment.

In New Hampshire, within reasonable driving distance, one can visit beautiful mountains, the ocean, or the city, attracting a wide range of active, talented, and creative people, who in turn attract diverse industries. All of these favorable qualities suggest continued growth for New Hampshire.

The New Hampshire Lottery does well in per capita sales and experienced growth in fiscal year 2024. According to LaFleur’s Magazine, a research company that reports facts and statistics on lotteries, New Hampshire’s per capita sales ranked 13th of the 45 reporting state lotteries. LaFleur’s also estimates U.S. lotteries paid over \$64 billion to prize winners and \$28 billion to their respective governments in fiscal year 2024. According to LaFleur’s, fiscal year instant ticket sales for U.S. lotteries experienced a slight decrease at \$61.8 billion, representing 63% of total traditional sales. New Hampshire’s revenue grew 2% in fiscal year 2024, the 10th largest percentage increase in the United States.¹

Long-term Financial Planning

The Lottery, as a department of the State of New Hampshire, follows a two-year budget process and is limited by State regulations in long-term financial planning. The Lottery transfers all estimated net income, on a monthly basis, to the State Education Trust Fund.

¹La Fleur’s Fiscal 2024 Report, *La Fleur’s Magazine*, Vol. 32 No. 1, September/October 2024, pages 34–39.

New Hampshire does not have a sales tax or income tax, and sources of State revenues are limited. The Lottery plays a significant part in the State revenue process by producing revenue to fund education in the State. As such, the Lottery always explores additional gaming options and revenue streams as ways of producing higher revenues.

Relevant Financial Policies

All investments of the Lottery's excess cash are made by the New Hampshire State Treasury Department, which is responsible for the investment of all State funds. RSA 6:8 sets forth the policies the State Treasurer must adhere to when investing State funds. The types of investments authorized, with the approval of the Governor and Council, include obligations of the United States Government, legal investments for savings banks and trust companies, savings accounts, participation units in the public deposit investment pool, and various certificates of deposit.

All profits from Lottery operations are designated for education by the State Constitution. Once a month, Lottery net income is transferred to the Education Trust Fund from investments made from Lottery cash flows by the State Treasurer. Prize payments due winners for jackpot prizes awarded under Megabucks are fully funded by investments in US Treasury Separate Trading of Registered Interest and Principal of Securities (STRIPS) held by the Tri-State Lotto Commission (Tri-State). Treasury STRIPS are fixed-income securities sold at a significant discount to face value and offer no interest payments because they mature at par. STRIPS are backed by the U.S. government and offer minimal risk.

The payments due winners for jackpot prizes awarded under Powerball and Mega Millions are satisfied through securities purchased by the Multi-State Lottery Association (MUSL). MUSL purchases U.S. government obligations to fund jackpot prizes, which are held in irrevocable trust or securities clearing accounts. The Lottery does not record a liability for jackpot awards which are payable in installments from funds provided by Tri-State or MUSL. Jackpot/grand prizes for Lucky for Life winners are payable in installments and are satisfied through insurance annuities purchased by MUSL. MUSL purchases insurance annuities, on behalf of the member states, based on either \$365,000 or \$25,000 per year (depending on first or second prize level won) deferred annuity paid annually on the anniversary of the claim date, for the lifetime of the jackpot/ grand prize winner. Accordingly, the Lottery does not record a liability for jackpot awards which are payable in installments from funds provided by MUSL or the other party lotteries. The Lottery does accrue a current amount due for its proportionate share of prizes and expenses.

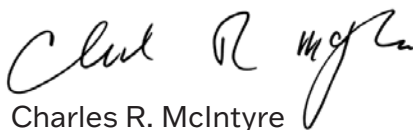
Awards and Acknowledgements

The Government Finance Officers Association of the United States and Canada (GFOA) awarded a Certificate of Achievement for Excellence in Financial Reporting to the New Hampshire Lottery Commission for its Annual Comprehensive Financial Report (ACFR) for the fiscal year ended June 30, 2023. This was the 24th consecutive year that the Lottery has received this prestigious award. In order to be awarded a Certificate of Achievement, a government agency must publish an easily readable and efficiently organized ACFR. This report must satisfy both generally accepted accounting principles and applicable legal requirements.

A Certificate of Achievement is valid for a period of one year. We believe that our current ACFR continues to meet the Certificate of Achievement Program requirements and we are submitting it to the GFOA to determine its eligibility for another certificate.

This ACFR reflects our commitment to improve and maintain the Lottery's financial statements and record keeping systems in conformity with the highest standards of accountability. This report also reflects the Lottery's commitment to maintaining the public's trust through high ethics and uncompromising integrity. The dedicated efforts of the entire Lottery team, including those in the finance, product development, distribution, licensing and enforcement, and sales and marketing departments are greatly appreciated. We would also like to recognize Commission Chair Debra Douglas, Commissioner H. Andy Crews, Commissioner Erle B. Pierce, and Governor Christopher T. Sununu and the Executive Council of the State of New Hampshire for their support, guidance, and dedication in operating the New Hampshire Lottery Commission.

Respectfully submitted,



Charles R. McIntyre
Executive Director



James C. Duris
Chief Financial Officer

New Hampshire Lottery Mission Statement

The mission of the New Hampshire Lottery Commission is to maximize revenues for aid to public education by providing secure and entertaining gaming products to its players. The Commission's dedicated staff recognizes that New Hampshire was the first state to offer a lottery in modern times and that the lottery shall continue to be an industry leader by striving to exceed minimum industry standards and goals established for accounting, security, marketing, and game design.

The mission of the Licensing and Enforcement Division of New Hampshire Lottery is to protect the interest of the public, while fulfilling the objective of gaming as a source of revenue for education in the state. This is accomplished by ensuring the integrity of legalized gambling through the enforcement of applicable laws and regulations, licensing of qualified individuals and entities as well as encouraging economic opportunities.

Our History

State Representative Larry Pickett of Keene saw a sweepstakes as a viable and voluntary method of raising money for education. Between 1953 and 1963, Pickett proposed a Sweepstakes bill five times, finally succeeding in getting it passed in 1963. On April 30 of that year, Governor John King signed the bill. New Hampshire cities and towns voted by special ballot, with 198 of the state's 211 communities voting in favor of starting a lottery. On March 12, 1964, two days after the vote, Sweepstakes tickets went on sale — and the benefits to New Hampshire schools began.

The New Hampshire Lottery has seen a great deal of change over the years. We have gone from offering only one type of ticket that cost \$3 each to offering a variety of lotto-type games, numerous scratch games, online lottery, Keno, and Sports Betting. Since the start of the Lottery, sales have gone from \$5.7 million in 1964 to over \$568 million in 2024.

While players have come from both inside and outside New Hampshire, all of the revenue from the New Hampshire Lottery has stayed in the state, benefiting our local communities through our contributions to public education. To date, those contributions have amounted to over \$2 billion and have upheld the mission of the New Hampshire Lottery: to maximize revenues for aid to public education by providing secure and entertaining gaming products to its players.

Our Lottery was the first in the nation; now 45 states, plus the District of Columbia, Puerto Rico, and the U.S. Virgin Islands have followed suit. We take pride in setting the example of dedicating our profits to public education. When you play the lottery, everyone wins.



Government Finance Officers Association

**Certificate of
Achievement
for Excellence
in Financial
Reporting**

Presented to

New Hampshire Lottery Commission

For its Annual Comprehensive
Financial Report
For the Fiscal Year Ended

June 30, 2023

Christopher P. Morrill

Executive Director/CEO

NEW HAMPSHIRE LOTTERY COMMISSION

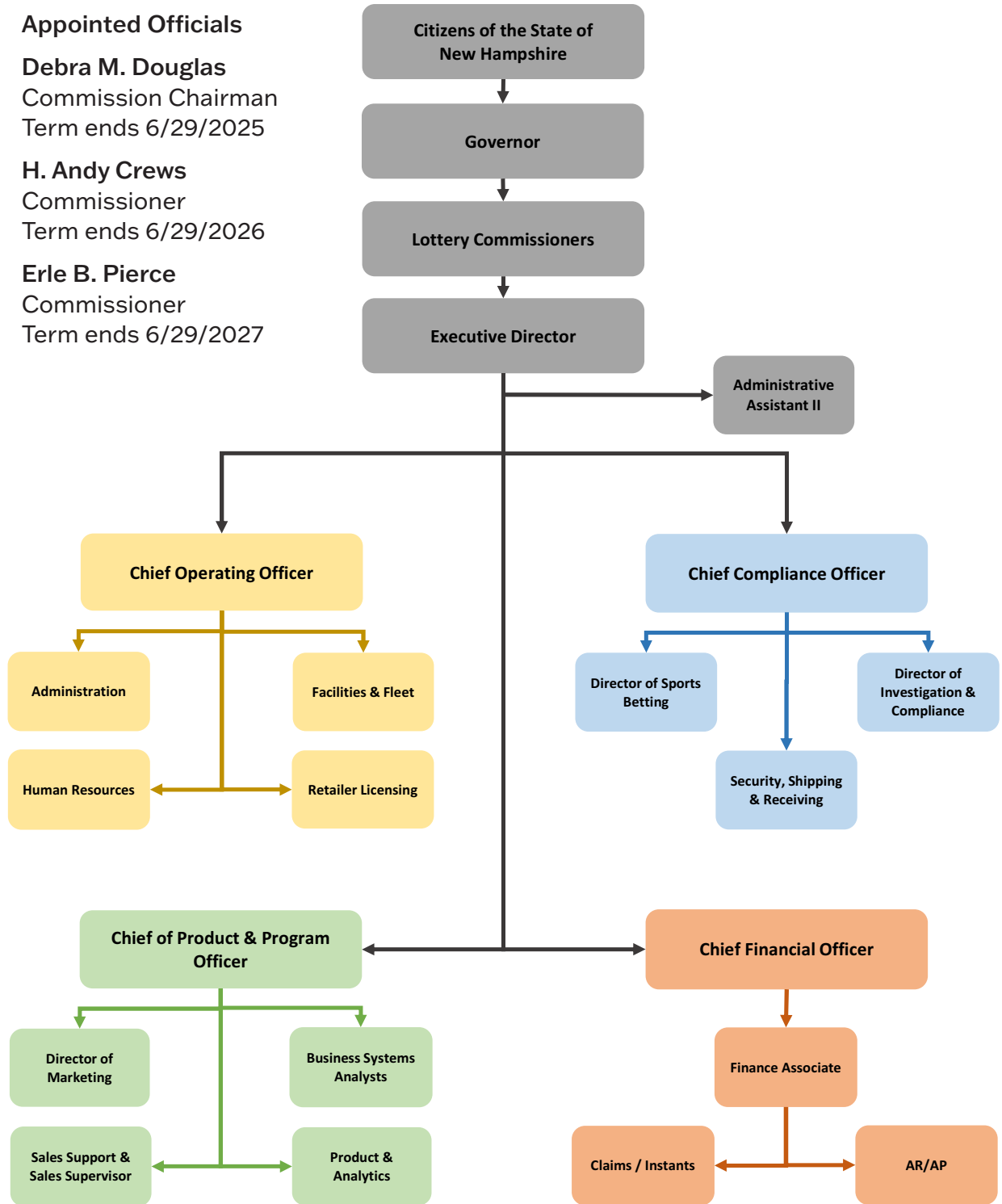
Appointed Officials and Organizational Chart

Appointed Officials

Debra M. Douglas
Commission Chairman
Term ends 6/29/2025

H. Andy Crews
Commissioner
Term ends 6/29/2026

Erle B. Pierce
Commissioner
Term ends 6/29/2027



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Financial Section



Over \$2 Billion and Counting for our Schools

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State of New Hampshire

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CHRISTINE L. YOUNG, CPA
Director, Audit Division
(603) 271-2785

Independent Auditor's Report

To The Fiscal Committee Of The General Court:

Report on the Audit of the Financial Statements

Opinion

We have audited the financial statements of the New Hampshire Lottery Commission which comprise the Statement of Net Position, as of June 30, 2024, and the related Statements of Revenues, Expenses, and Changes in Net Position and Cash Flows for the fiscal year then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the net position of the New Hampshire Lottery Commission, as of June 30, 2024, and the changes in its net position, and its cash flows for the fiscal year then ended, in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America (GAAS) and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the New Hampshire Lottery Commission and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Emphasis of Matter – Reporting Entity

As discussed in Note 1, the New Hampshire Lottery Commission's financial statements include all financial activity of the New Hampshire Lottery Commission in a separate enterprise fund. They do not purport to, and do not, present fairly the financial position of any other State agency

or fund, as of June 30, 2024, or changes in financial position, or cash flows for the fiscal year then ended in accordance with accounting principles generally accepted in the United States of America. Our opinion is not modified with respect to this matter.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the New Hampshire Lottery Commission's ability to continue as a going concern for one year after the date the financial statements are issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS and *Government Auditing Standards* will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS and *Government Auditing Standards*, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the New Hampshire Lottery Commission's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.

- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the New Hampshire Lottery Commission's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the Management's Discussion and Analysis on pages 33 through 47 and the Schedules of the Lottery Commission's Proportionate Share of the Net Pension Liability, the Lottery Commission's Contributions, and the Lottery Commission's Proportionate Share of the Total Other Postemployment Benefits Liability on page 72 be presented to supplement the basic financial statements. Such information is the responsibility of management and, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with GAAS, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements that collectively comprise the New Hampshire Lottery Commission's financial statements. The Supplemental Schedule of Revenues, Expenses, and Distributions on page 73 is presented for purposes of additional analysis and is not a required part of the financial statements. The Supplemental Schedule of Revenues, Expenses, and Distributions is the responsibility of management and was derived from, and relates directly to, the underlying accounting and other records used to prepare the financial statements. Such information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves and other additional procedures, in accordance with auditing standards generally accepted in the United States of America. In our opinion, the Supplemental Schedule of Revenues, Expenses, and Distributions is fairly stated, in all material respects, in relation to the financial statements as a whole.

Other Information

Management is responsible for the other information included in the annual financial report. The other information comprises the introductory section and statistical section but does not include the financial statements and our auditor’s report thereon. Our opinion on the financial statements does not cover the other information, and we do not express an opinion or any form of assurance thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and consider whether a material inconsistency exists between the other information and the financial statements, or the other information otherwise appears to be materially misstated. If, based on the work performed, we conclude that an uncorrected material misstatement of the other information exists, we are required to describe it in our report.

Other Reporting Required By Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated December 23, 2024 on our consideration of the New Hampshire Lottery Commission’s internal control over financial reporting and on our tests of its compliance with certain provisions of laws, rules, regulations, contracts, and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the New Hampshire Lottery Commission’s internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the New Hampshire Lottery Commission’s internal control over financial reporting and compliance.



Office of Legislative Budget Assistant

December 23, 2024

Management's Discussion and Analysis (Unaudited)

As management of the New Hampshire Lottery Commission (Lottery), we offer readers of the Lottery's financial statements this narrative overview and analysis of the financial activities of the New Hampshire Lottery Commission for the fiscal year ended June 30, 2024. We encourage readers to consider the information presented here in conjunction with the financial statements contained in this annual comprehensive financial report and our letter of transmittal, which begins on page 9.

Financial Highlights

- Operating revenues for the Lottery program increased by \$30.2 million, or 5.0% for the current fiscal year. Revenue from instant scratch games decreased by \$5.1 million or 1.6%, still exceeding \$300 million in sales for a fourth year. MUSL games revenue increased \$5.0 million or 5.7%. Instant scratch games contributed 49.7% to total revenue and MUSL games contributed 14.5%. Tri-State games, which contributed 7.0% to total revenue, increased \$5.9 million due to a record-breaking Megabucks year. Lucky for Life sales increased \$1.5 million or 13.4% during fiscal year 2024.
- Revenues for the iLottery platform increased \$9.7 million or 25.8% for the year. It offers an array of e-Instant (scratch-style) games with both set top prizes based on price point and progressive prizes through the website.
- Keno revenues were \$57.0 million in fiscal year 2024. This was an increase of \$5.2% over the previous year. Keno was offered in 569 locations during the year including over 327 newly offered retail locations.
- Sports Betting contributed 5.1% of total revenues or \$32.5 million. This was an decrease of \$4.2 million compared to the prior year. All three surrounding states have now begun sports betting operations, which has had an effect on revenues. Retail sites operated at four locations contributing \$3.3 million or 10.2% of the total sports betting revenue.
- Historic horse racing (HHR) is a terminal-based game that is authorized to be played in licensed games of chance facilities. As the number of terminals continues to increase, so do the revenues. In fiscal year 2024, historic horse racing revenues were \$23.3 million. It operated in 10 charitable gaming locations during the year.
- Operating revenues for the Investigative and Compliance Division (formerly the Racing & Charitable Gaming Division [RCGD]) were \$33.4 million. This includes historic horse racing. Primary sources of revenue for this division include simulcast racing tax, games of chance, historic horse racing tax, and Bingo/Lucky 7 tax, and license fees from racetracks, charitable organizations, game operators, facilities, manufacturers, and distributors. Investigative and Compliance revenues contributed 5.3% to total Lottery revenues.

- The Lottery’s administrative costs for the current fiscal year increased approximately \$2.2 million, or 19.9% mainly due to increases in the number of staff and advertising costs compared to the prior year.
- Distributions to the Education Trust Fund increased \$18.4 million or 9.7% due to increases in revenues from most game platforms.

Overview of the Financial Statements

This discussion and analysis is intended to serve as an introduction to the New Hampshire Lottery’s (Lottery) basic financial statements. The Lottery is accounted for as an enterprise fund, using the accrual basis of accounting. The Lottery’s basic financial statements are comprised of four components: 1) the statement of net position, 2) the statement of revenues, expenses and changes in net position, 3) the statement of cash flows, and 4) notes to the financial statements. This report also contains other supplementary information in addition to the basic financial statements.

The statement of net position on page 48 presents information on all of the Lottery’s assets, liabilities, deferred inflows and outflows of resources. The total liabilities and deferred inflows of resources of the Lottery exceeded total assets and deferred outflows of resources at fiscal year ending June 30, 2024 by \$17.1 million.

The statement of revenues, expenses, and changes in net position on page 49 reports the Lottery’s revenues and expenses and measures the success of the Lottery’s operations over the past year. The Lottery is required by law to transfer all revenues, in excess of its administrative and operating costs, to the Education Trust Fund; therefore, the change in net position reflects those transfers.

The statement of cash flows on page 50 provides information about the Lottery’s cash receipts, cash payments, and net changes in cash resulting from operating, investing, and financing activities. Notes to the financial statements provide additional information that is essential to a full understanding of the data provided in the financial statements. The supplementary schedule of revenues, expenses, and distributions provides detailed information on the Lottery’s operating revenues and expenses.

The Lottery is a self-supporting department of the State of New Hampshire. The financial statements of the Lottery represent all its functions, which are supported from the sale of Lottery tickets, sports betting and the regulation of the State’s Racing and Charitable Gaming activities. The Lottery’s financial statements are also included in the State of New Hampshire’s Annual Comprehensive Financial Report as an enterprise fund of the State however with less detail in the notes to the financial statements than found in this report.

For fiscal year 2024, the Lottery produced \$633.6 million in total operating revenues, a 5.0% increase from fiscal year 2023’s \$603.4 million. Instant scratch games sales decreased below the previous fiscal year by approximately \$5.0 million or 1.6%. Multi-State (MUSL) games revenues increased \$5.0 million or

5.7% during fiscal year 2024 as compared to fiscal year 2023. Tri-State games revenues increased by \$5.9 million or 15.2% for fiscal year 2024 as compared to fiscal year 2024. Lucky for Life game revenue increased \$1.5 million in fiscal year 2024 as compared to fiscal year 2023. Keno revenue increased \$2.8 million in fiscal year 2024 as compared to fiscal year 2023. iLottery revenues increased \$9.7 million or 25.8% in fiscal year 2024 as compared to fiscal year 2024. The Lottery distributed \$207.9 million of operating income to the Education Trust Fund in fiscal year 2024, a \$18.4 million increase from fiscal year 2023; \$7.0 million being due to the trust fund as of June 30, 2024. Total revenues since the inception of the Lottery in 1963 are more than \$9.7 billion and the Lottery has distributed over \$2.8 billion to help fund education in New Hampshire.

Net Position and Changes in Net Position

Article 6-b of the Constitution of the State of New Hampshire declares “All moneys received from a state-run lottery and all the interest received on such moneys shall, after deducting the necessary costs of administration, be appropriated and used exclusively for the school districts of the state. Such moneys shall be used exclusively for the purpose of state aid to education and shall not be transferred or diverted to any other purpose.” As a result, the net position of the Lottery consists only of prize funds held on deposit with the Multi-State Lottery Association (MUSL) and the Tri-State Lotto Commission (Tri-State), net investments in capital assets, as well as the Lottery’s unrestricted net deficit for pension liability and other postemployment benefits liabilities.

The total liabilities and deferred inflows of resources of the Lottery exceeded total assets and deferred outflows of resources at fiscal year ending June 30, 2024, by \$17.1 million. A decrease of \$101 thousand was recorded in 2024.

Comparable figures for total assets at June 30, 2024 and 2023 were \$21.2 million and \$18.4 million, respectively. This represents an increase of \$2.8 million from fiscal year 2023 to 2024. Cash and cash equivalents were \$1.1 million at June 30, 2024 and \$1.3 million at June 30, 2023.

Accounts receivable of lottery games were \$12.0 million at June 30, 2024 and \$8.9 million at June 30, 2023. Due from other funds for fiscal year 2024 consisted of the amount due from the state Liquor Commission for tickets sold. Instant scratch games ticket inventories were \$14.0 thousand at June 30, 2024 and \$124.1 thousand at June 30, 2023. Inventory values continue to decrease due to prior year changes in instant scratch ticket distribution system. There is a balance due to the State’s Education Trust Fund (ETF) of \$7.0 million; the Lottery estimates the profits for June and transfers the funds to the ETF based on that estimate, June’s estimate was understated. Noncurrent, restricted deposits, which represent New Hampshire’s share of prize reserve funds held by MUSL and Tri-State, decreased during fiscal year 2024. Capital assets, net of depreciation (Note 4), decreased \$86.0 thousand during fiscal year 2024. This was due to the annual depreciation and amortization outweighing the purchase of new assets. Deferred outflows of resources, which represent a con-

sumption of net assets that are applicable to a future period, are specifically related to pension and other postemployment benefit (OPEB) expenses for the Lottery.

The Lottery is required by law to transfer all revenues, in excess of its operating costs, to the Education Trust Fund, therefore the change in net position reflects the actual results of the Lottery's operations after distributions to the Education Trust Fund.

The following table shows Condensed Net Position as of June 30, 2024, and June 30, 2023:

	2024	2023
Current and other assets	\$ 18,176,126	\$ 15,306,653
Capital assets (net of accumulated depreciation)	3,043,386	3,129,332
Total assets	21,219,512	18,435,985
Deferred outflows of resources	2,601,375	3,547,666
Current liabilities	21,078,974	16,924,488
Noncurrent liabilities	13,638,716	17,704,541
Total liabilities	34,717,690	34,629,029
Deferred inflows of resources	6,230,648	4,381,226
Net position:		
Net investments in capital assets	2,970,866	3,000,705
Restricted assets	4,422,690	4,523,536
Unrestricted (deficit)	(24,521,004)	(24,550,843)
Total net position	\$ (17,127,448)	\$ (17,026,602)

Liabilities

The Lottery's current liabilities consist primarily of accounts payable, unclaimed prizes, accrued payroll, benefits, leases, due to the education trust fund and ticket sales for future draws (draws occurring after June 30). Noncurrent liabilities consist of compensated absences, long term leases (Note 8), annuity payable (Note 11) and net pension liability (Note 6) and other postemployment benefits payable (Note 7). Total liabilities during the current fiscal year increased \$89,000. The year end balances for total liabilities for fiscal years 2024 and 2023 were \$34.7 million and \$34.6 million, respectively. Unclaimed prizes increased \$1.7 million and unearned ticket sale revenue for future draws decreased \$144 thousand. Net pension liability decreased \$487 thousand, while post-employment benefits decreased by \$3.5 million. Funds due to the education trust fund increased \$4.6 million. Accounts Payable decreased in fiscal year 2024 by \$2.2 million. Deferred inflows of resources, which represent an acquisition of net assets that are applicable to a future period, are specifically related to pension and OPEB expense for the Lottery.

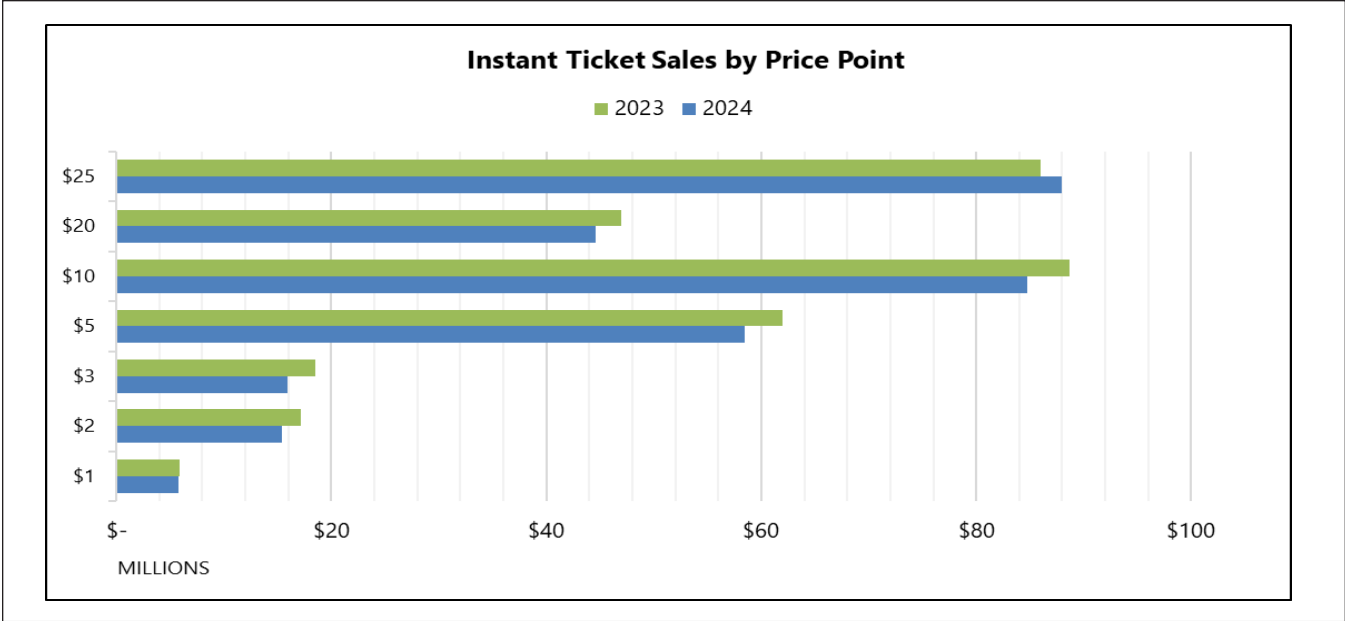
Operating Revenues: Game Sales

The New Hampshire Lottery's game revenues result from the sales of a variety of instant, online lottery and sports betting products. The Lottery is an active member of three separate joint venture arrangements: the Tri-State Lotto Commission (Tri-State), the Multi-State Lottery Association (MUSL), and Lucky for Life, operating several online games under those jurisdictions. MUSL online games consist of Powerball and Mega Millions. Tri-State games consist of Megabucks, Pick 3, Pick 4, Fast Play, and Gimme 5. Lucky for Life is the name of the game and a joint venture, of which the Lottery became a member in March, 2012. iLottery, mobile sports betting, retail sports betting and compliance fees have all become major contributors to revenues.

The following table shows operating revenues by Lottery game for the years ended June 30, 2024 and 2023:

Game	2024	2023	Change	% of Change
Instant Scratch Games	\$314,735,341	\$319,750,816	\$(5,015,475)	-1.6%
Keno	57,012,157	54,185,609	2,826,548	5.2%
MUSL Powerball	57,439,717	47,847,020	9,592,697	20.0%
MUSL Mega Millions	34,261,662	38,895,323	(4,633,661)	-11.9%
Tri-State Megabucks	12,671,822	6,463,592	6,208,230	96.0%
Tri-State Pick 3	4,856,221	5,024,988	(168,767)	-3.4%
Tri-State Pick 4	4,682,015	4,793,524	(111,509)	-2.3%
Lucky for Life	12,757,104	11,253,684	1,503,420	13.4%
Tri-State Gimme 5	3,996,157	4,444,189	(448,032)	-10.1%
Tri-State Fastplay	18,232,579	17,833,808	398,771	2.2%
iLottery, Net Wins	47,139,563	37,460,105	9,679,458	25.8%
Sports Betting	32,462,681	36,710,686	(4,248,005)	-11.6%
Investigation and Compliance	33,370,404	18,732,185	14,638,219	78.1%
Other Income	30,201	25,981	4,220	16.2%
Total Operating Revenues	\$633,647,624	\$603,421,510	\$30,226,114	5.0%

The Lottery saw a 5.0% increase in total operating revenues for fiscal year 2024. Instant scratch games sales continue to be the Lottery's most popular product contributing approximately 49.7% and 53.0%, to total revenue for fiscal years 2024 and 2023 respectively. Instant scratch games sales decreased \$5.0 million or 1.6% in fiscal year 2024 compared to fiscal year 2023. The decrease in instant scratch game sales is mainly due to the increased nationwide inflationary pressures.

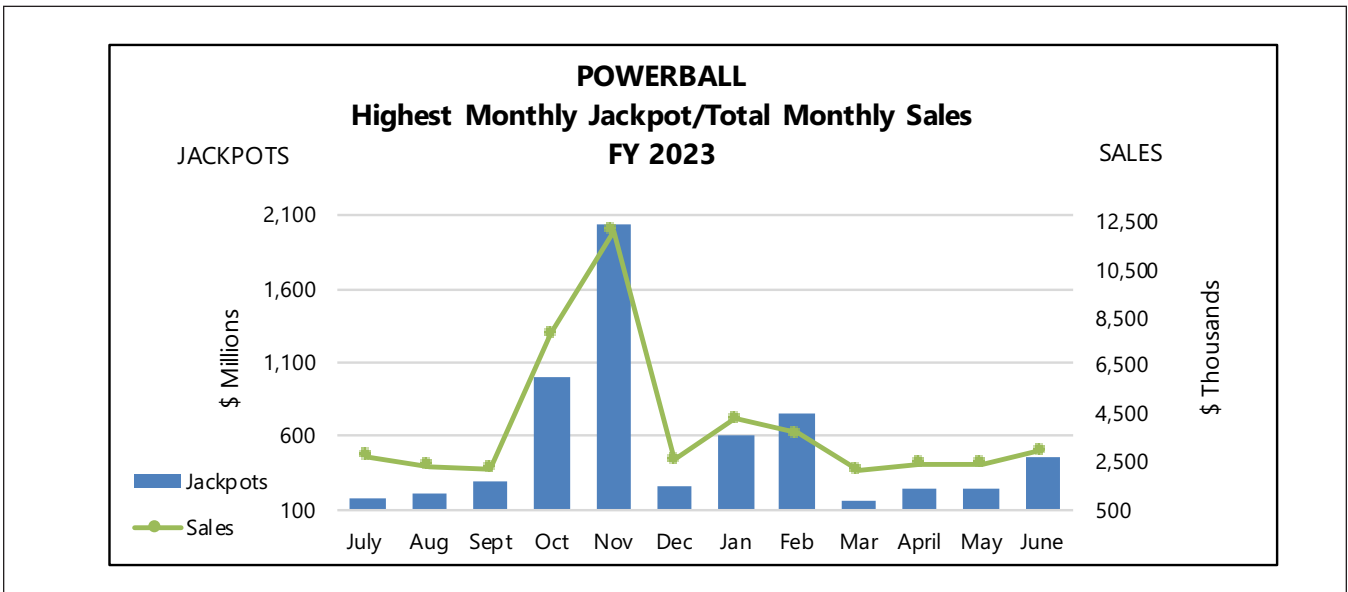
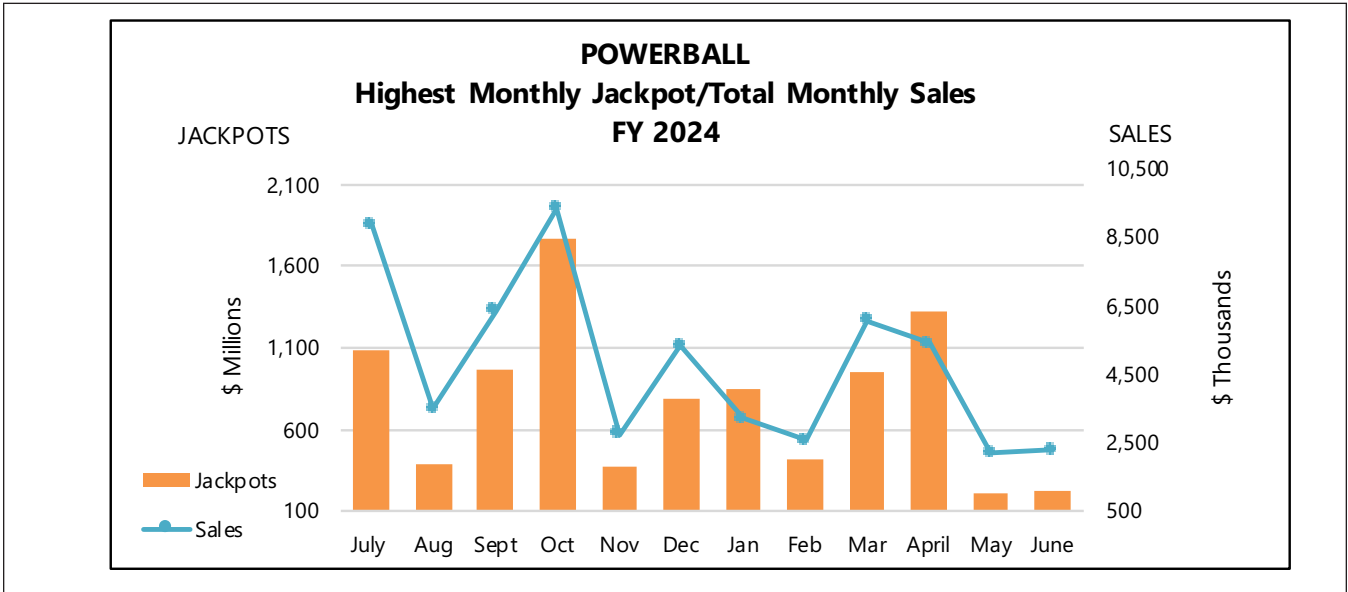


The graph above shows Instant scratch games for fiscal year 2024 and 2023 by selling price of ticket.

The sales in big jackpot games are directly related to the size of the jackpot, which causes a high level of uncertainty for revenues. The more frequently jackpots are won, the smaller the jackpot amount, which consequently lowers demand for tickets. When jackpots are won less frequently, they have more time to accrue. As jackpots rise in amount, so does the demand for tickets. This trend has shown that the public demands higher jackpot amounts every year before there is a noticeable increase in sales.

Powerball, a game in the MUSL jurisdiction, is the Lottery’s second most popular product contributing 9.0% and 7.9% to total fiscal year 2024 and 2023 sales. The graphs on the following page illustrate the correlation between jackpot amounts and game sales for the last two fiscal years.

The following two graphs show the relationship between jackpot amount and sales for fiscal years 2024 and 2023:



Mega Millions is another high jackpot MUSL game sold by the Lottery. Mega Millions sales for fiscal year 2024 were \$34.4 million, a decrease of \$4.6 million below 2023, mainly due to fewer large jackpots during the fiscal year.

Megabucks, another draw game offered by the Tri-State Lottery, had sales of \$12.7 million for fiscal year 2024, almost double the prior fiscal year. Megabucks is the oldest jackpot style game the Lottery offers, holding strong at 37 years. Megabucks retains a committed player base and accounts for 2.0% of revenues.

Pick 3 and Pick 4 sales decreased from fiscal year 2023 to fiscal year 2024 for both games. Pick 3 decreased \$169 thousand and Pick 4 decreased \$112 thousand from the previous year. Tri-State sales revenues decreased for Gimme 5 and increased for Fastplay. Fastplay increased \$399 thousand and Gimme 5 decreased \$448 thousand below the prior year.

Overall, Tri-State games' combined sales increased compared to the prior year. Tri-State games in total amounted to 7.0% and 6.4% of total Lottery sales for fiscal years 2024 and 2023, respectively.

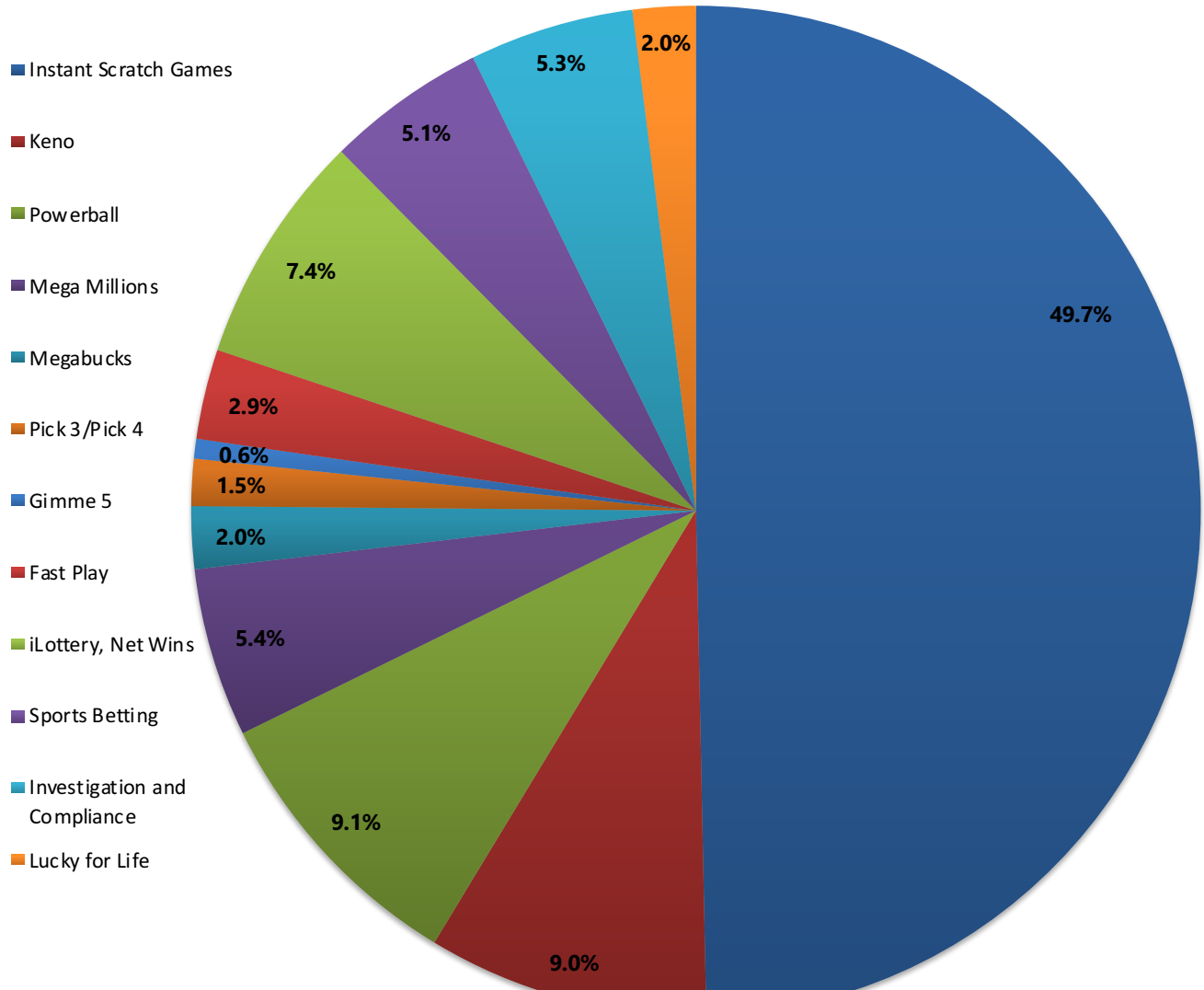
Keno sales grew in fiscal year 2024. Sales for 2024 were \$57.0 million, an increase of \$2.8 million over 2023. Keno machines also offer other draw-based games, Powerball, Mega Millions, Megabucks, Lucky for Life and Fast Play.

Lucky for Life sales revenues experienced an increase of \$1.5 million or 13.4% in fiscal year 2024 with sales of \$12.8 million as compared to \$11.3 million 2023.

The iLottery program showed significant growth over the year. Players register and make a deposit to their iLottery account then can begin playing iLottery e-Instants of their choice and limited draw based games. iLottery currently includes e-Instants scratch games, and draw-based games Powerball, Mega Millions and Gimme 5 and Lucky for Life. Prizes of \$599 or less are deposited directly to their account while prizes of \$600 or more have an electronic claim created to be processed. Claims of \$10.0 thousand or more must be presented at Lottery Headquarters. eInstant iLottery net wins in fiscal year 2024 were \$47.1 million, an increase of \$9.7 million or 25.8% over 2023 (refer to Note 12 in the accompanying financial notes).

In December of 2019, the Lottery and Draft Kings entered into an agreement to offer mobile and retail sports betting in New Hampshire. While players do not need to be New Hampshire residents, they do need to be within the boundaries of the State while betting on games. Players have the ability to bet on sporting events from across the world. All of the odds and betting is managed by Draft Kings while the Lottery retains oversight. Revenues are reported on a net income basis or sales less winnings and promotional expense. Revenues generated from sports betting totaled \$32.5 million for 2024, a decrease of \$4.2 million or 11.6% below the prior year.

The following graph displays Lottery revenues by product/game for the fiscal year ended June 30, 2024:



Instant Scratch Games	\$ 314,735,341	49.7%
Keno	57,012,157	9.0%
Powerball	57,439,717	9.1%
Mega Millions	34,261,662	5.4%
Megabucks	12,671,822	2.0%
Pick 3/Pick 4	9,538,236	1.5%
Gimme 5	3,996,157	0.6%
Fast Play	18,232,579	2.9%
iLottery, Net Wins	47,139,563	7.4%
Sports Betting	32,462,681	5.1%
Investigation and Compliance	33,370,404	5.3%
Lucky for Life	12,757,104	2.0%
	\$ 633,617,423	100%

Operating Expenses — Cost of Sales: Prizes

Prizes are the largest operating expense of the Lottery. Prize expense in general will increase or decrease from year to year in proportion to the increase or decrease in sales for that particular game. Fiscal year 2024 prize expense of \$345.0 million reflects a 1.7% increase from fiscal year 2023 prize expense of \$339.4 million. This increase in prizes reflects a corresponding increase in total operating revenues.

Games in which the player wins instantly pay out at a higher percentage than draw games. Therefore, net profit will grow more quickly with an increase in the sales of draw games as compared to instant win type games. Traditional instant win games on average have a 62% to 79% (of possible sales) prize payout for each game, depending on price point, whereas draw games typically have a 50% to 60% (of sales) prize payout built into the design of the game. Keno has a prize payout of approximately 69%. More specifically, for instant scratch games, the higher the price point of the ticket, the higher the prize payout. For example, \$1 games provide a payout to the player of 62%, while a \$20 game provides players with a 74% payout. This means the hold for the Lottery is 38% for a \$1 game and 26% for a \$20 game.

The following two tables show prizes to sales (operating revenues) profit margin for Lottery games by venture for the years ended June 30, 2024 and 2023:

2024	Gross Games Revenues	Prize Expense	Gross Profit After Prizes	Profit Margin After Prizes
Instant Scratch Games	\$314,735,341	\$226,236,425	\$88,498,916	28.1%
Keno	57,012,157	39,300,764	17,711,393	31.1%
Tri State Games	44,438,794	27,086,924	17,351,870	39.0%
MUSL Games	91,701,379	44,826,778	46,874,601	51.1%
Lucky for Life	12,757,104	7,582,314	5,174,790	40.6%

Refer to Note 13 for iLottery information.

2023	Gross Games Revenues	Prize Expense	Gross Profit After Prizes	Profit Margin After Prizes
Instant Scratch Games	\$319,750,816	\$228,867,661	\$90,883,155	28.4%
Keno	54,185,609	36,820,929	17,364,680	32.0%
Tri State Games	38,560,101	24,263,614	14,296,487	37.1%
MUSL Games	86,742,343	42,437,287	44,305,056	51.1%
Lucky for Life	11,253,684	6,976,415	4,277,269	38.0%

As the tables above show, the profit margin after prizes paid is less for instant scratch games and Keno versus online games. High jackpots drive sales for online games, whereas the different types of games on the market and the number of winning tickets (prizes) in a game drives instant scratch games sales.

The actual prizes paid percentage can be slightly less than the designed prize percentage built into the game due to unclaimed prizes (prizes that winners never claim). Lottery prize winners have one year (365 days) to claim their prizes. Expired unclaimed prize money for instant scratch games, MUSL games, Lucky for Life, Keno, and iLottery goes to the Education Trust Fund. Unclaimed prize money for Tri-State games goes back to the players through promotions or increases to jackpots.

The following table shows prize expense by game for the years ended June 30, 2024 and 2023:

Game	2024	2023	Change	% of Change
Instant Scratch Games	\$226,236,425	\$228,867,661	\$(2,631,236)	-1.1%
Keno	39,300,764	36,820,929	2,479,835	6.7%
MUSL Powerball	28,160,351	23,205,024	4,955,327	21.4%
MUSL Mega Millions	16,666,427	19,232,263	(2,565,836)	-13.3%
Tri-State Megabucks	6,483,593	3,351,138	3,132,455	93.5%
Tri-State Pick 3	2,435,907	2,505,106	(69,199)	-2.8%
Tri-State Pick 4	2,345,264	2,392,912	(47,648)	-2.0%
Tri-State Gimme 5	2,150,395	2,299,445	(149,050)	-6.5%
Tri-State Fast Play	13,671,765	13,715,013	(43,248)	-0.3%
Lucky for Life	7,582,314	6,976,415	605,899	8.7%
Total prize expense	\$345,033,205	\$339,365,906	\$5,667,299	1.7%

Refer to Note 12 for iLottery information.

Other Cost of Sales

In addition to prizes, there are other costs of sales that include retailer commissions, vendor fees, cost of instant scratch games, including delivery of instant scratch games to retailers, and expense pool costs (administrative costs) for joint ventures. These other costs of sales totaled \$68.7 million for fiscal year 2024 and \$64.0 million for fiscal year 2023. Retailer commissions increased by \$169 thousand or .05% for fiscal year 2024 compared to fiscal year 2023. Retailer commissions are based on 5% of sales plus additional commissions for retailers who meet certain incentive criteria for increasing sales and selling higher tier winners; Keno retailers receive 8% of sales. Vendor fees for fiscal year 2024 increased \$3.8 million over fiscal year 2023 due to increased sales overall and a higher rate for iLottery fees. Vendor fees are based on 1.435% of sales plus additional charges for equipment such as vending machines that sell tickets and digital signs that advertise the amount of the jackpot. iLottery vendor fees are 28.6% of net wins for instant games and 15% of sales for draw based games.

The table below shows comparative costs of sales expenses for Lottery games for the years ended June 30, 2024 and 2023 (excluding I&C, Sports Betting, and other income):

	2024	% of Sales	2023	% of Sales
Retailer commissions	\$ 33,562,754	5.9%	\$ 33,393,787	6.1%
Vendor fees	26,882,672	4.7%	23,043,527	4.2%
Cost of instant tickets	7,422,989	1.3%	7,073,382	1.3%
Expense pools	867,223	0.2%	534,416	0.1%
Other cost of sales	68,735,638	12.1%	64,045,112	11.7%
Prize expense	345,033,205	60.8%	339,365,906	61.9%
Total cost of sales	\$413,768,843	72.9%	\$ 403,411,018	73.7%

The table below shows cost of sales to gross revenues for Lottery games for the years ended June 30, 2024 and 2023 (excluding I&C, Sports Betting, and other income):

Total Lottery Games	2024	2023	Change	% of Change
Gross Revenues	\$567,784,338	\$547,952,658	\$19,831,680	3.6%
Cost of Sales	413,768,843	403,411,018	10,357,825	2.6%
Gross profit	\$154,015,495	\$144,541,640	\$ 9,473,855	6.6%
Gross profit margin	27.1%	26.4%		

Administrative costs increased \$2.2 million in fiscal year 2024 from fiscal year 2023, mainly due increases in the number of staff and advertising costs. The supplemental schedule of revenues, expenses, and distributions located after the notes to the financial statements, itemizes the components of other operating expenses.

Non-operating Revenues (Expenses)

Non-operating revenues totaling \$1.1 million consists of income earned on deposits held with the Tri-State Lotto joint venture and interest from New Hampshire Treasury on Lottery cash balances.

In 2022, the Lottery implemented GASB Statement No. 87, which capitalized the lease for an off-site property. Interest for 2024 was recorded for this lease in the amount of \$900.

Non-operating expenses are distributions to the Education Trust Fund. The Lottery is required by law to transfer all revenues in excess of its operating costs to the Education Trust Fund. Fiscal year 2024 distributions to education were \$207.9 million and fiscal year 2023 distributions were \$189.5 million.

The following table shows total revenues, expenses, and change in net position for the Lottery for the years ended June 30, 2024 and 2023:

	2024	2023	Change	% of Change
Operating revenues				
Instant and online ticket sales	\$567,784,338	\$547,952,658	\$19,831,680	3.6%
Sports Betting	32,462,681	36,710,686	(4,248,005)	-11.6%
Revenues from RCGD	33,370,404	18,732,185	14,638,219	78.1%
Other Income	30,201	25,981	4,220	16.2%
Total operating revenues	633,647,624	603,421,510	30,226,114	5.0%
Operating expenses				
Cost of sales	413,768,843	403,411,018	10,357,825	2.6%
Administrative costs	13,049,983	10,881,074	2,168,909	19.9%
Depreciation expense	188,943	170,064	18,879	11.1%
Total operating expenses	427,007,769	414,462,156	12,545,613	3.0%
Operating Income	206,639,855	188,959,354	17,680,501	9.4%
Non-operating revenues				
Interest	1,130,704	425,724	704,980	165.6%
Net profit before transfers	207,770,559	189,385,078	18,385,481	9.7%
Nonoperating expenses				
Interest on lease	(900)	(1,281)	381	-29.7%
Distributions to Education Trust Fund	(207,870,508)	(189,512,938)	(18,357,570)	9.7%
Change in net position	(100,846)	(129,141)	28,295	-21.9%
Net position — July 1	(17,026,602)	(16,897,461)	(129,141)	0.8%
Net position — June 30	\$(17,127,448)	\$(17,026,602)	\$(100,846)	0.6%
Distributions to Education Trust Fund (net profit) as a percentage of operating revenues	-32.8%	-31.4%	-1.4%	

Other Potentially Significant Matters

The State's economy is a factor that affects the Lottery. The Lottery is dependent on customers' discretionary income, so when there is less income available, customers spend less on lottery tickets.

The Lottery relies on high jackpots to increase sales of online games. The two highest jackpot selling games in the United States are Powerball and Mega Millions. High jackpot amounts trigger higher sales of tickets. The sales in these games are directly related to the size of the jackpot, which causes a high level of uncertainty for revenues. The more frequently jackpots are won, the smaller the jackpot amount, which consequently results in the sale of fewer tickets. The less frequently jackpots are won, the more time they have to build/roll in amount. The trend has shown that the public demands higher jackpot amounts every year before there is a noticeable increase in sales.

There is, as always, ongoing research and development to enhance current games or replace them with new games in order to increase sales. Consumers want and demand newer, technologically advanced forms of gambling. The Lottery is limited by statute in what it can offer.

Contacting the Lottery's Financial Management

This financial report is designed to provide New Hampshire citizens, the New Hampshire state legislature and the executive branch of government, and other interested parties, a general overview of the Lottery's financial activity for fiscal year 2024 and to demonstrate the Lottery's accountability for the money it received from the sale of lottery products. If you have any questions about this report or need additional information, contact the New Hampshire Lottery Commission, Finance Department, Chief Financial Officer, 14 Integra Drive, Concord, NH 03301.

New Hampshire Lottery Commission Statement of Net Position For the Year Ended June 30, 2024

ASSETS

Current assets:

Cash and cash equivalents	\$ 1,126,768
Accounts receivable	11,934,340
Due from other funds (Liquor)	657,974
Instant scratch games ticket inventories	13,999
Prepaid expenses and other	20,355
Total current assets	13,753,436

Noncurrent assets:

Restricted deposits (Note 1)	4,422,690
Capital assets net of accumulated depreciation (Note 4 & 8)	3,043,386
Total noncurrent assets	7,466,076
Total assets	21,219,512

Deferred outflows of resources (Notes 6 & 7)	2,601,375
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LIABILITIES

Current liabilities:

Accounts payable	5,370,013
Accrued payroll and benefits	322,360
Ticket sales for future draws	209,620
Unclaimed prizes net of estimated expired prizes (Note 1)	7,772,137
Compensated absences (Note 3)	85,588
Annuity Payable (Note 11)	66,667
Workers Compensation Claims	2,000
Lease (Note 8)	57,925
Restricted Deposit — HHR Breakage	221,957
Due to Education Trust Fund	6,970,707
Total current liabilities	21,078,974

Noncurrent liabilities:

Compensated absences (Note 3)	637,896
Annuity Payable (Note 11)	1,733,333
Lease (Note 8)	14,595
Total post-employment benefits liability (Note 7)	6,465,892
Net pension liability (Note 6)	4,787,000
Total noncurrent liabilities	13,638,716
Total liabilities	34,717,690

Deferred inflows of resources (Notes 6 & 7)	6,230,648
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NET POSITION

Net investments in capital assets	2,970,866
Restricted for prize funds (Note 1)	4,422,690
Unrestricted (deficit)	(24,521,004)
Total net position	\$(17,127,448)

The notes to the financial statements are an integral part of this statement.

New Hampshire Lottery Commission
Statement of Revenues, Expenses, and Changes in Net Position
For the Year Ended June 30, 2024

OPERATING REVENUES:

Instant scratch games	\$ 314,735,341
Keno	57,012,157
Multi-State online games	91,701,379
Tri-State online games	44,438,794
Lucky for Life game	12,757,104
iLottery, Net Wins (Note 13)	47,139,563
Bingo/Lucky 7/HHR/Racing & Charitable Gaming	33,370,404
Sports Betting	32,462,681
Other income	30,201
Total operating revenues	<u>633,647,624</u>

OPERATING EXPENSES:

Cost of sales:	
Prizes	345,033,205
Retailers' commissions	33,562,754
Other	35,172,884
Total cost of sales	<u>413,768,843</u>
Administration	13,049,983
Depreciation	188,943
Total operating expenses	<u>427,007,769</u>
Operating income	<u>206,639,855</u>

NONOPERATING REVENUES (EXPENSES):

Interest expense and miscellaneous income	1,130,704
Interest on lease	(900)
Distributions to the State's Education Trust Fund	<u>(207,870,508)</u>
Total nonoperating revenues (expenses)	<u>(206,740,704)</u>
Change in net position	<u>(100,846)</u>
Net position, July 1	<u>(17,026,602)</u>
Net position, June 30	<u><u>\$ (17,127,448)</u></u>

The notes to the financial statements are an integral part of this statement.

New Hampshire Lottery Commission Statement of Cash Flows For the Year Ended June 30, 2024

CASH FLOWS FROM OPERATING ACTIVITIES	
Receipts from customers, retailers and joint ventures (net of retailer commissions and prizes paid by retailers)	\$ 342,149,139
Payments to winners and joint ventures	(93,450,557)
Payments to suppliers (goods and services)	(39,247,072)
Payments to employees for salaries and benefits	(7,549,514)
Net cash provided by operating activities	<u>201,901,996</u>
CASH FLOWS FROM NONCAPITAL FINANCING ACTIVITIES	
Distributions to Education Trust Fund	(203,067,149)
Net cash used for noncapital financing activities	<u>(203,067,149)</u>
CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACTIVITIES	
Purchase of capital assets	(102,997)
Lease payments	(56,107)
Interest on lease	(900)
Net cash used by capital and related financing activities	<u>(160,004)</u>
CASH FLOWS FROM INVESTING ACTIVITIES	
Interest and other income received	1,130,704
Net cash provided by investing activities	<u>1,130,704</u>
Net increase in cash and cash equivalents	(194,453)
Cash and cash equivalents, July 1	<u>1,321,222</u>
Cash and cash equivalents, June 30	<u>\$ 1,126,768</u>
Reconciliation of operating income to net cash provided by operating activities:	
Operating income	\$ 206,639,855
Adjustments to reconcile operating income to net cash provided by operating activities:	
Depreciation and amortization expense	188,943
Change in net post employment benefits payable, net of deferred amounts	(1,245,393)
Change in net pension liability, net of deferred amounts	53,000
(Increase) decrease in accounts receivable/due from other funds	(3,370,934)
(Increase) decrease in instant scratch games ticket inventory	110,106
(Increase) decrease in prepaid expenses and other	96,057
(Increase) decrease in restricted deposits	100,846
Increase (decrease) in accounts payable and other liabilities	(2,157,243)
Increase (decrease) in unclaimed prizes	1,697,654
Increase (decrease) in ticket sales for future draws	(144,228)
Increase (decrease) in annuity payable	(66,667)
Total adjustments	<u>(4,737,859)</u>
Net cash provided by operating activities	<u>\$ 201,901,996</u>

The notes to the financial statements are an integral part of this statement.

New Hampshire Lottery Commission

Notes to the Financial Statements — Fiscal Year Ended June 30, 2024

Note 1 — Summary of Significant Accounting Policies

A. Reporting Entity

The New Hampshire Lottery Commission, also known as the New Hampshire Lottery (Lottery), was established in 1964 in accordance with the provisions of Chapter 284:21-a of the New Hampshire Revised Statutes Annotated (RSA). The Lottery is comprised of the Lottery division and the Investigation and Compliance division. The Lottery division is responsible for conducting traditional and internet lottery games authorized under RSA 284:21-h and keno games authorized under RSA 284:41. The Investigation and Compliance Division is responsible for the administration of sports betting authorized under RSA 287-I, and the oversight of Games of Chance authorized under RSA 287-D, bingo and Lucky 7 games authorized under RSA 287-E, live and simulcast racing and historic horse racing authorized under RSA 284:22-b and fantasy sports contests authorized under RSA 287-H. The financial statements include the consolidated operations of the two divisions. The Lottery has three commissioners appointed by the Governor and Executive Council for a staggered term of three years. The administration of the Lottery is overseen by an executive director, appointed by the Commissioners for a term of four years. The Lottery is authorized to operate for the sole purpose of funding state aid to education pursuant to RSA 198:38-49 and RSA 284:21-j. In 1990, the New Hampshire Constitution was amended by Part 2, Article 6-b, which restricted all lottery revenue and interest, after the deduction of the necessary costs of administration, exclusively for state aid to education.

For financial reporting purposes, the New Hampshire Lottery Commission is considered a department of the State of New Hampshire. The Lottery's financial statements include all Lottery activity in a separate enterprise fund and do not include any activity related to any other state agency. The Lottery's financial activities are reported in the Lottery Commission enterprise fund in the State's annual comprehensive financial report (ACFR).

The State of New Hampshire issues a publicly available annual comprehensive financial report, which may be obtained by writing to the State of New Hampshire, Department of Administrative Services, 25 Capitol Street, Room 310, Concord, New Hampshire, 03301-6312 or accessed online at <https://www.das.nh.gov/accounting/ACFR.aspx>

B. Measurement Focus, Basis of Accounting and Basis of Presentation

The accompanying financial statements of the Lottery have been prepared in accordance with accounting principles generally accepted in the United States of America (GAAP) and as prescribed by the Governmental Accounting Standards Board (GASB), which is the primary standard-setting body for establishing governmental accounting and financial reporting principles. The Lottery accounts for its operations as a single enterprise fund and accordingly uses

the accrual basis of accounting. Under the accrual basis, revenues are recognized when earned and expenses are recognized when the related liability is incurred. The Lottery's financial statements are reported using the economic resources measurement focus. With this measurement focus, all assets and liabilities associated with the operation of the Lottery are included on the Statement of Net Position. All revenues and expenses of the Lottery are reported on the Statement of Revenues, Expenses, and Changes in Net Position.

Cash and cash equivalents are investments with a maturity date of three months or less from the date of purchase. The majority of the Lottery's cash is held by the State Treasurer for pooled investment purposes in short-term, highly liquid investments, which are considered to be cash equivalents. Cash equivalents are recorded at cost.

Accounts receivable consists of amounts due from retailers for lottery ticket sales and amounts due from third party gaming vendors. Due from other funds consists of amounts due from the State Liquor Commission for lottery tickets sold at State liquor stores, which have not been transferred to Lottery as of June 30.

Inventory represents ticket inventories for instant scratch games, which are valued at the lower of cost or market using the specific identification method. The cost of consumable supplies is expensed when the supplies are received.

Prepaid expenses and other consist of payments to vendors that reflect costs applicable to future accounting period.

Capital assets and depreciation, capital assets consist of building, land, equipment, and vehicles, recorded at cost. The Lottery's threshold for capitalization is \$10,000 for equipment and \$100,000 for building and land. Depreciation on capital assets is computed using the straight-line method over an estimated useful life of five to forty years. Salvage values are not recognized, as asset disposals are officially transferred to the New Hampshire Surplus Property program. Any income derived from surplus property sales is recorded as miscellaneous income when received. Losses on the disposal of surplus equipment are recorded at the time of disposal.

Restricted deposits represent noncurrent, restricted assets, deposited with the Multi-State Lottery Association (MUSL) and the Tri-State Lotto Commission (Tri-State), that are held as prize reserves to protect the Lottery against unforeseen prize liabilities. These prize reserves are a condition of participation in the joint ventures and are refundable after a one year waiting period if a member state leaves. The Tri-State portion of the reserves is committed to be returned to the players; however the MUSL reserves would be returned to the New Hampshire Education Trust Fund. At June 30, 2024, MUSL reserves were \$2,683,609 and Tri-State reserves were \$1,739,081.

Compensated absences represent accrued leave for the Lottery's 71 full-time, classified employees at June 30, 2024. Full-time classified employees of the

Lottery accrue annual, bonus, compensatory, and vested sick leave at various rates within the limits prescribed by a collective bargaining agreement. In conformity with GASB Statement No. 16, the Lottery accrues all types of leave benefits as earned by its classified employees. The compensated absences liability represents the total liability for the cumulative balance of employees' annual, bonus, compensatory, and sick leave based on years of service rendered along with the state's share of social security and retirement contributions. The current portion of the leave liability is calculated based on the characteristics of the type of leave and on a LIFO (last in first out) basis, which assumes employees use their most recent earned leave first. The accrued liability for annual leave does not exceed the maximum cumulative balance allowed which ranges from 32 to 50 days based on years of service. The accrual for sick leave is made to the extent it's probable that the benefits will result in termination payments rather than be taken as absences due to illness.

Short Term Leases, for leases with a maximum possible term of twelve months or less at commencement, Lottery recognizes expense based on the provisions of the lease contract.

Long Term Lease, the Lottery Commission is a lessee for a noncancellable lease of a building. It is a five year, long-term lease. The Lottery recognizes a lease liability and an intangible right-to-use asset.

Restricted Deposits, historic horse racing revenues include breakage. The breakage revenues are restricted to be used as payment for problem gaming services.

Deferred outflows of resources and deferred inflows of resources; deferred outflows of resources are defined as a consumption of net assets by the government that is applicable to a future reporting period. Deferred inflows of resources are defined as an acquisition of net assets by the government that is applicable to a future reporting period. Deferred outflows of resources increase net position, similar to assets, and deferred in-flows of resources decrease net position, similar to liabilities.

Net pension liability; for purposes of measuring the net pension liability, deferred outflows of resources and deferred inflows of resources related to pensions, and pension expenses, information about the fiduciary net position of the New Hampshire State Retirement System (the Plan) and additions to/ deductions from the Plan's fiduciary net position have been determined on the same basis as they are reported by the Plan. For this purpose, benefit payments (including refunds of employee contributions) are recognized when due and payable in accordance with the benefit terms, and investments are reported at fair value.

Postemployment benefits payable; for purposes of measuring other postemployment benefits (OPEB) liability, deferred outflows of resources and deferred inflows of resources related to OPEB, OPEB expense have been determined on the same basis as reported by the State OPEB Plan. For this purpose,

benefits payments are recognized when due and payable in accordance with the benefit terms.

Ticket sales for future draws consists of subscriptions for Megabucks retail and online ticket sales prior to fiscal year end for game draws subsequent to June 30, 2024. Powerball and Mega Millions subscriptions ended in fiscal year 2021, Lucky for Life's ended in fiscal year 2023, while Megabucks ended in fiscal year 2024, meaning subscription purchases are no longer available for any games.

Unclaimed prizes represent prizes won, but not paid. The Lottery is required to hold unclaimed prize money for one year (365 days) after the prize is won for online prizes or one year after the official game end for instant scratch games prizes. Due to the nature of instant scratch games not being online or computerized, the Lottery records a liability for unclaimed and unpaid prizes on an estimated basis for instant scratch game prizes. For online games, the Lottery knows what its unclaimed and unpaid prize liability is at fiscal year-end. The one-year prize liability is adjusted based on past history of expired prizes (prizes that are not claimed within the one year). The unclaimed prize liability for fiscal year 2024 of \$7,772,137 is the net amount after being reduced by an estimate of \$1,546,931 for Powerball, Mega Millions, and Keno prizes expected to expire as unclaimed, and also includes unclaimed prize money from the gaming rooms for simulcast racing in the amount of \$177,754.

Operating revenues represents gross lottery game sales less any sales adjustments and promotional tickets, revenue from racing and charitable gaming, and other income. Other income includes miscellaneous operating income.

Cost of sales represents expenses directly related to lottery operating revenue, including paid and accrued prizes, retailers' sales commissions, licensing expense and incentives, the Lottery's pro-rata share of joint venture expenses, vendor fees, the cost of instant scratch games, including delivery to retailers.

Administration expense represents those expenses indirectly related to the operation of the Lottery programs. These expenses consist mainly of advertising costs and promotional materials, employee salaries and benefits, and other Lottery operating expenses.

Non-operating revenue represents revenues such as investment income received from the State Treasury Department, Tri-State Lotto, and Multi-State Lottery (MUSL).

Non-operating expense represents distributions to the Education Trust Fund, which are Lottery revenues to help fund education in New Hampshire. The Lottery, as a department of the State of New Hampshire, in accordance with RSA 284:21-j, transfers all Lottery revenue and interest, after the deduction of necessary administrative costs to the State's Education Trust Fund for distribution to local school districts. Lease interest for 53 Regional Drive, Concord, NH is also classified as non-operating expense.

Restricted for prize funds represents restricted deposits held in prize reserves with MUSL and Tri-State. These deposits are a condition of participation in the joint ventures. At June 30, 2024 MUSL reserves were \$2,683,609 and Tri-State reserves were \$1,739,081. The Tri-State reserves are committed to be returned to the players upon dissolution or termination of participation in the joint venture.

Use of estimates; the preparation of these financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from those estimates.

Adoption of new accounting pronouncements; during the fiscal year ended June 30, 2024, the Lottery Commission adopted the following new accounting standards issued by the Government Accounting Standards Board (GASB):

GASB Statement No. 100: Accounting Changes and Error Corrections — An Amendment of GASB Statement No.62. The objective of this standard is to enhance accounting and financial reporting requirements for accounting changes and error corrections to provide more understandable, reliable, relevant, consistent, and comparable information for making decisions or assessing accountability. GASB 100 defines accounting changes as changes in accounting principles, changes in accounting estimates, and changes to or within the financial reporting entity. GASB 100 prescribes accounting and financial reporting for each type of accounting change and error corrections. This Statement also addresses the required note disclosures and how information that is affected by an accounting change or error correction should be presented in required supplementary information (RSI) and supplementary information (SI). The implementation of this standard had no impact on Lottery’s financial statements.

Note 2 — Cash and Cash Equivalents

The Lottery’s cash and cash equivalents as reported on the Statement of Net Position as of June 30, 2024 consists of the following:

Cash in banks (carrying amount)	\$1,428,466
Cash and cash equivalents in State Treasury	(306,698)
Petty cash	5,000
Total cash and cash equivalents	<u>\$ 1,126,768</u>

The Lottery maintains two non-interest bearing commercial bank accounts, one being a revolving account, used to pay prizes and the other being a zero-balance account. The revolving account is replenished by the State Treasurer’s office from Lottery income. The bank sweeps the net balance of the zero-balance account at the end of each business day into the New Hampshire State Treasury Department’s bank account, in order to aggregate the State’s assets and maximize the investment of available balances.

Statutory requirements and Treasury Department policies have been adopted to minimize risk associated with deposits. RSA 6:7 establishes the policy the

State Treasurer must adhere to when depositing public monies. All banks, where the State has deposits and/or active accounts, are monitored as to their financial health through the services of Veribanc, Inc., a bank rating firm. In addition, ongoing reviews with officials of depository institutions are used to allow for frequent monitoring of custodial credit risk. All payments to the State are to be in U.S. dollars, therefore there is no foreign currency risk.

Custodial credit risk: In the case of deposits held with financial institutions, this is the risk that in the event of a bank failure, the government's deposits may not be returned. At June 30, 2024 the Lottery's total deposits held with financial institutions were \$1,734,655 (bank balance), all of which were insured and collateralized.

Note 3 — Changes in Long Term Liabilities

The following is a summary of the changes in long term liabilities for the year ended June 30, 2024:

	Beginning Balance 6/30/2023	Increases	Decreases	Ending Balance 6/30/2024	Current	Non-Current
Compensated Absences	\$ 670,323	\$ 53,161	—	\$ 723,484	\$ 85,588	\$ 637,896
Long Term Annuity Payable	1,866,666	—	66,666	1,800,000	66,667	1,733,333
Other Post-Employment Benefits	9,966,998	—	3,501,106	6,465,892	—	6,465,892
Net Pension Liability	5,274,000	668,000	1,155,000	4,787,000	—	4,787,000
Lease	128,626	—	56,106	72,520	57,925	14,595
Total	\$17,906,613	\$721,161	\$4,778,878	\$13,848,896	\$210,180	\$13,638,716

Note 4 — Capital Assets

Capital assets activity for the year ended June 30, 2024 were as follows:

Capital Assets	Beginning Balance 6/30/23	Increases	Decreases	Ending Balance 6/30/24
Capital Assets Not Being Depreciated:				
Land	\$ 495,000	\$ —	\$ —	\$ 495,000
Capital Assets Being Depreciated:				
Buildings	2,504,339	\$ —	\$ —	2,504,339
Equipment & Vehicles	1,054,155	102,997	—	1,157,152
Total capital assets	\$4,053,494	\$102,997	—	\$4,156,491
Accumulated Depreciation				
Buildings	286,955	62,609	—	349,564
Equipment & Vehicles	778,551	79,219	—	857,770
Total accumulated depreciation	\$1,065,506	\$141,828	—	\$1,207,334
Total capital assets, net	\$2,987,988	\$(38,831)	\$ —	\$2,949,157
Lease Assets, Net (Note 8)				94,229
Total Lottery Activity, Net as reported on Statement of Net Position				\$3,043,386

Note 5 — General Budgetary Policies and Procedures

As a department of the State of New Hampshire, the Lottery is required to submit a biennial budget to the Governor of the State of New Hampshire where it is approved and further submitted to the Legislature for its approval. Approved biennial appropriations are provided in annual amounts. The Lottery's official budget, as adopted by the Legislature, is prepared principally on a modified cash basis.

Due to the nature of the Lottery's activities, the majority of its expenses, such as prizes, retailer commissions, and vendor fees are not included in the State's biennial budget. The Lottery budgets for approximately 3% of its expenses, primarily salaries and benefits, and advertising.

Note 6 — Pension Liabilities, Pension Expense, Deferred Outflows of Resources and Deferred Inflows of Resources Related to Pensions

Plan Description: The New Hampshire Retirement System is the administrator of a cost-sharing multiple-employer Public Employee Retirement System ("NHRS") established in 1967 by RSA 100-A:2 and is qualified as a tax-exempt organization under Sections 401 (a) and 501 (a) of the Internal Revenue Code. NHRS is a contributory defined-benefit plan providing service, disability, death, and vested retirement benefits to members and beneficiaries. NHRS covers substantially all full-time State employees, public school teachers and administrators, permanent firefighters, and police officers within the State of New Hampshire. Full-time employees of political subdivisions, including counties, municipalities, and school districts are also eligible to participate as a group if the governing body of the political subdivision has elected participation. NHRS is divided into two membership groups. Group I consists of State and local employees and teachers. Group II consists of firefighters and police officers. All assets are in a single trust and are available to pay retirement benefits to its members and beneficiaries.

Group I members at age 60 (age 65 for members beginning service on or after July 1, 2011) qualify for a normal service retirement allowance based on years of creditable service and average final compensation (AFC). The yearly pension amount is 1/60 (1.667%) of average final compensation multiplied by years of creditable service (1/66 of AFC times creditable service for members beginning service on or after July 1, 2011). AFC is defined as the average of the three highest salary years for members vested as of January 1, 2012 and five years for members not vested as of January 1, 2012. At age 65, the yearly pension amount is recalculated at 1/66 (1.515%) of AFC multiplied by years of creditable service.

Members in service with 10 or more years creditable service who are between age 50 and 60 or members in service with at least 20 or more years of service, whose combination of age and service is 70 or more, are entitled to a retirement allowance with appropriate graduated reduction based on years of creditable service.

Group II members who are age 60, or members who are at least age 45 with a minimum of 20 years of creditable service (age 50 with a minimum of 25 years of creditable service or age 60 for members beginning service on or after July 1, 2011) can receive a retirement allowance at a rate of 2.5% of AFC for each year of service not to exceed 40 years (2% of AFC times creditable service up to 42.5 years for members beginning service on or after July 1, 2011). A member who began service on or after July 1, 2011 shall not receive a service retirement allowance until attaining age 52.5, but may receive a reduced allowance after age 50 if the member has at least 25 years of creditable service. However, the allowance will be reduced by $\frac{1}{4}$ of one percent for each month prior to age 52.5 that the member receives the allowance.

Group II members hired prior to July 1, 2011 who have non-vested status as of January 1, 2012 are subject to graduated transition provisions for years of service required for regular service retirement, the minimum age for service retirement, and the multiplier used to calculate the retirement annuity, which shall be applicable on January 1, 2012.

All Lottery employees are members of Group I.

Members of both groups may qualify for vested deferred allowances, disability allowances, and death benefit allowances subject to meeting various eligibility requirements. Benefits are based on AFC or earnable compensation, service, or both.

Pursuant to RSA 100-A:52, RSA 100-A:52-a, and RSA 100-A:52-b, NHRS also provides a postretirement medical premium subsidy for Group I employees and teachers and Group II police officers and firefighters.

NHRS issues publicly available financial reports that can be obtained by writing to them at 54 Regional Drive, Concord, NH 03301-8507 or from their web site at <http://www.nhrs.org>.

Funding Policy: NHRS is financed by contributions from the members, the State and local employers, and investment earnings. By statute, Group I members contributed 7.0% of gross earnings. Group II firefighter members contributed 11.80% of gross earnings and group II police officers contributed 11.55% of gross earnings. Employer contributions required to cover that amount of cost not met by the members' contributions are determined by a biennial actuarial valuation by the NHRS actuary using the entry age normal funding method and are expressed as a percentage of gross payroll. Lottery required and actual contributions to NHRS for the fiscal year ended June 30, 2024 were \$617,000.

As of June 30, 2024, the Lottery Commission reported a liability of \$4,787,000 for its proportionate share of the net pension liability of the Plan. This net pension liability is measured as of June 30, 2023, and the total pension liability used to calculate the net pension liability was determined by an actuarial valuation as of June 30, 2022, with update procedures used to roll the total pension liability forward to June 30, 2023. The State's proportion of the net pension liability

was based on the State's share of contributions to the Plan relative to the contributions of all participating employers, actuarially determined. The Lottery Commission's net pension liability and pension expense, along with related deferred outflows of resources and deferred inflows of resources was calculated using an allocated proportion among the State's governmental and business-type activities (0.4530%), based on percentage of pension plan contributions. For the year ended June 30, 2024, the Lottery Commission recognized pension expense of \$668,000.

As of June 30, 2024, the Lottery Commission reported deferred outflows and inflows of resources relating to pensions from the following sources:

(in thousands)	Deferred Outflows of Resources	Deferred Inflows of Resources
Net difference between projected and actual earnings on pension plan investments	\$ 69	—
Differences between expected and actual experience	122	2
Change in actuarial assumptions	126	—
Changes in employer proportion	72	24
Change in employer proportion (entity)	234	315
Contributions subsequent to the measurement date	617	—
Total	\$1,240	\$341

Amounts reported as deferred outflows of resources related to pensions resulting from employer contributions subsequent to the measurement date will be recognized as a reduction of the net pension liability in the year ended June 30, 2025. Other amounts reported as deferred outflows and inflows of resources related to pensions will be recognized in pension expense as follows:

Year ended June 30	Amount (in thousands)
2025	\$ 218
2026	(86)
2027	210
2028	(59)
2029	—
Total	\$ 283

Actuarial Assumptions. The Plan total pension liability, measured as of June 30, 2023, was determined by a roll forward of the actuarial valuation as of June 30, 2022, using the following actuarial assumptions:

Inflation	2.0%
Salary increases	5.4% average, including inflation
Investment rate of return	6.75%, net of pension plan investment expense, including inflation

Mortality rates were based on the Pub-2010 Healthy Retiree Mortality tables with credibility adjustments for each group and projected fully generational mortality improvements using Scale MP-2019.

The actuarial assumptions used in the June 30, 2022 valuation were based on the results of the most recent actuarial experience study, which was for the period July 1, 2015–June 30, 2019.

Long-Term Rates of Return. The long-term expected rate of return on pension plan investments was selected from a best estimate range determined using the building block approach. Under this method, an expected future real return range is calculated separately for each asset class. These ranges are combined to produce the long-term expected rate of return by weighting the expected future real rates of return net of investment expenses by the target asset allocation percentage and by adding expected inflation. Following is a table presenting target allocations and long-term rates of return for each asset class:

Asset Class	Target Allocation	30 Year Geometric Return 2023
Broad US Equity	30.00%	5.40%
Global Ex-US Equity	20.00%	5.65%
Total Public Equity	50.00%	
Real Estate Equity	10.00%	4.00%
Private Equity	10.00%	6.65%
Total Private Market Equity	20.00%	
Private Debt	5.00%	5.05%
Total Private Debt	5.00%	
Core US Fixed Income	25.00%	2.15%
Total Fixed Income	25.00%	
Inflation		2.50%
Total	100.00%	

Discount Rate. The discount rate used to measure the collective total pension liability was 6.75%. The projection of cash flows used to determine the discount rate assumed that plan member contributions will be made at the current contribution rate and that employer contributions will be made at rates equal to the difference between actuarially determined contribution rates and the member rate. For purposes of the projection, member contributions and employer service cost contributions are determined based on the expected payroll of current members only. Employer contributions are determined based on the Plan’s actuarial funding policy and as required by RSA 100-A:16. Based on those assumptions, the Plan’s fiduciary net position was projected to be available to make all projected future benefit payments to current plan members. Therefore, the long-term expected rate of return on pension plan investments was applied to all periods of projected benefit payments to determine total pension liability.

The following table illustrates the sensitivity of the Lottery Commission’s proportionate share of the Plan’s net pension liability to changes in the discount rate. In particular, the table presents the Lottery Commission’s proportionate share of the Plan’s net pension liability measured at June 30, 2023 assuming it was calculated using a single discount rate that is one-percentage-point lower or one-percentage-point higher than the single discount rate (in thousands):

1% Decrease to 5.75%	Current Single Rate Assumption 6.75%	1% Increase to 7.75%
\$6,495	\$4,787	\$3,327

Note 7 — Other Postemployment Benefits

Non Trusted Other Postemployment Benefits (OPEB)

Plan Description: RSA 21-I:30 specifies that the State provide certain health care benefits for retired employees and their spouses through a single employer (primary government with component units) defined postemployment benefit plan. These benefits include group hospitalization, hospital medical care, surgical care, and other medical care. Substantially all of the State’s employees who were hired on or before June 30, 2003 and have 10 years of service, may become eligible for these benefits if they reach normal retirement age while working for the State and receive their pensions on a periodic basis rather than a lump sum. During fiscal year 2004, legislation was passed that requires State Group I employees hired on or after July 1, 2003 to have 20 years of state service in order to qualify for retiree health benefits. During fiscal year 2011, legislation was passed that requires Group II employees to have 20 years of state service to qualify for retiree health benefits. Additionally, during fiscal year 2012, legislation was passed requiring Group I employees hired after July 1, 2011 to have 25 years of state service and increased the normal retirement age for Group I and Group II employees hired after July 1, 2011. These and similar benefits for active employees and retirees are authorized by RSA 21-I:30 and provided through the Employee and Retiree Benefit Risk Management Fund (Fund), a single-employer group health fund, which is the State’s self-insurance internal service fund for active State employees and retirees. The Fund covers the cost of medical and prescription drug claims by charging actuarially developed working rates to State agencies for participating employees, retirees, and eligible spouses. An additional major source of funding for retiree benefits is from the NHRS medical subsidy payment. No assets are accumulated in a trust that meets the criteria in paragraph 4 of GASB Statement No. 75. NHRS issues publicly available financial reports that can be obtained by writing to them at 54 Regional Drive, Concord, NH 03301-8507 or from their web site at <http://www.nhrs.org>.

Other Postemployment Benefits (OPEB) Liability: The Lottery Commission’s proportionate share of the State’s Total Non-Trusted OPEB liability of \$6,465,648 was measured as of June 30, 2023, and was determined by an actuarial valuation as of December 31, 2022, adjusted forward. The Lottery Commission’s proportionate share of the State’s Total Non-Trusted OPEB liabil-

ity is the ratio attributable to each fund/component unit based on each participant's calculated liability. As of the measurement date, the Lottery Commission's proportion was 0.624%, which was a increase of 6 basis points from its proportion measured as of the previous measurement date. The OPEB expense for FY 2024 is a negative \$1.1 million.

Actuarial Assumptions and Other Inputs: The total Non-Trusted OPEB liability in the December 31, 2022 actuarial valuation was determined using the following actuarial assumptions and other inputs, applied to all periods included in the measurement, unless otherwise specified:

Wage Inflation	2.75%
Salary Increases	Group I employees: 14.75% decreasing over 12 years to an ultimate level of 3.25% Group II employees: 27.75% decreasing over 8 years to an ultimate level of 4.25% (police) and 3.75% (fire).
Discount Rate	3.65% as of June 30, 2023 and 3.54% as of June 30, 2022
Healthcare Trend Rates	<p>Medical</p> <ul style="list-style-type: none"> • Non-Medicare: 7.50% decreasing by 0.25% each year to an ultimate level of 4.50% per year • Medicare: N/A through contract period, then 6.75% in 2026 decreasing by .25% per year to an ultimate level of 4.50% per year <p>Prescription Drug</p> <ul style="list-style-type: none"> • Non-Medicare: 10.50% decreasing by 0.50% each year to an ultimate level of 4.50% per year • Medicare: N/A through contract period, then 6.75% in 2026 decreasing by 0.25% each year to an ultimate level of 4.50% per year. <p>Administrative Expense: 3% per year</p> <p>Contributions: Retiree contributions are expected to increase with a blended medical, prescription drug, and administrative expense trend.</p>

Sensitivity of the Total Non-Trusted OPEB liability to changes in the discount rate: The following presents sensitivity of the Lottery Commission's proportionate share of the Total Non-Trusted OPEB liability to changes in the discount rate. In particular, the table presents the Lottery Commission's proportionate share of the Total Non-Trusted OPEB liability measured at June 30, 2023 if it were calculated using a discount rate that is one percentage point lower or one percentage point higher than the current discount rate (in thousands):

1% Decrease to 2.65%	Current Discount Rate 3.65%	1% Increase to 4.65%
\$7,450	\$6,466	\$5,669

Sensitivity of the Total Non Vested OPEB liability to changes in the healthcare cost trend rates: The following presents sensitivity of the Lottery Commission's proportionate share of the total Non Trusted OPEB liability to changes in the healthcare cost trend rates. In particular, the table presents the Lottery Commission's proportionate share of the Total Non-Trusted OPEB liability measured at June 30, 2023, if it were calculated using healthcare cost trend rates that are one percentage point lower or one percentage point higher than the current healthcare trend cost rates (in thousands):

1% Decrease	Current Trend Rate	1% Increase
\$5,496	\$6,466	\$7,704

OPEB Expense and Deferred Outflows of Resources and Deferred Inflows of Resources Related to OPEB: For the year ended June 30, 2024, the Lottery Commission recognized OPEB expense of (\$1.1) million. As of June 30, 2024, the Lottery Commission reported deferred outflows and inflows of resources on its financial statements related to the Non-Trusted OPEB Plan of \$1.2 million (excluding \$187 thousand in contributions subsequent to the measurement date) and \$5.9 million respectively, from the following sources:

(in thousands)	Deferred Outflows of Resources	Deferred Inflows of Resources
Differences between expected and actual experience	\$ —	\$(424)
Change in assumptions	1,077	(4,928)
Changes in employer proportion	97	(539)
Contributions subsequent to the measurement date	187	—
Total	\$1,361	\$(5,891)

Amounts reported as deferred outflows of resources related to the Non-Trusted OPEB Plan resulting from employer contributions subsequent to the measurement date will be recognized as a reduction of the total Non-Trusted OPEB Plan liability in the year ended June 30, 2024. Remaining amounts reported as deferred outflows of resources and deferred inflows of resources related to OPEB will be recognized in OPEB expense as follows:

Year ended June 30	Amount (in thousands)
2025	\$ (1,140)
2026	(1,281)
2027	(1,501)
2028	(794)
Total	\$ (4,716)

Note 8 — Long Term Lease

At lease commencement, the Lottery initially measures the lease liability at the present value of payments expected to be made during the lease term. Sub-

sequently, the lease liability is reduced by the principal portion of lease payments made. The lease asset is initially measured as the initial amount of the lease liability, less lease payments made at or before the lease commencement date, plus any initial direct costs ancillary to placing the underlying asset into service, less any lease incentives received at or before the lease commencement date. Subsequently, the lease asset is amortized into amortization expense on a straight-line basis over the shorter of the lease term or the useful life of the underlying asset. If the Lottery is reasonably certain of exercising a purchase option contained in a lease, the lease asset will be amortized over the useful life of the underlying asset. The Lottery generally uses its estimated incremental borrowing rate as the discount rate for leases.

Annual Lease payments are as follows:

Lease assets	Beginning Balance 6/30/2023	Increases	Remeasurement	Decreases	Ending Balance 6/30/24
Buildings	\$235,574	\$ —	\$ —	\$ —	\$235,574
Accumulated Amortization					
Buildings	94,230	47,115	—	—	141,345
Total accumulated amortization	94,320	47,115	—	—	141,345
Total lease assets, net	\$141,344	\$(47,115)	\$ —	\$ —	\$ 94,229

Annual Lease payments are as follows:

	Principle	Interest
2025	57,925	508
2026	14,594	102
	\$72,519	\$ 610

Note 9 — Joint Ventures

GASB Statement No.14, The Financial Reporting Entity, defines a joint venture as a legal entity which results from a contractual arrangement and that is owned, operated or governed by two or more participants as a separate and specific activity subject to joint control in which the participants retain (a) an ongoing financial interest or (b) an ongoing financial responsibility. The Lottery Commission is an active participant in three separate joint venture arrangements: the Tri-State Lotto Commission (Tri-State), the Multi-State Lottery Association (MUSL), and Lucky for Life. Tri-State and MUSL joint ventures are audited by separate audit firms hired by the particular joint venture. For fiscal year 2024 Wipfli LLP, of South Portland, Maine audited Tri-State and Forvis Mazars of Des Moines, Iowa audited MUSL.

A. Tri-State Lotto Commission

In September 1985, RSA 287-F established the Tri-State Lotto Commission (Tri-State) whereby the New Hampshire Lottery Commission entered into a joint venture with the Maine and Vermont lotteries. Tri-State is composed of one

commissioner from each of the three state lotteries and is authorized to promulgate rules and regulations regarding the conduct of lottery games and the licensing of retailers. In addition, each of the member states contributes services towards the management and advisory functions.

The payments due winners for prizes awarded under Megabucks are fully funded by deposit fund contracts and investments in U.S. Treasury strips, held by Tri-State. Accordingly, the New Hampshire Lottery Commission does not record a liability for jackpot awards which are payable in installments from funds provided by Tri-State. At June 30, 2024, Tri-State reported total installment prize obligations owed to jackpot winners of \$8.1 million, payable through the year 2045.

Each member state, and the Lottery, shares in all joint venture sales and expenses, including prize expenses, based on its pro-rata share of sales. Direct charges, such as advertising, vendor fees and the Lottery's per-diem payments are charged to participating states based on services received. Tri-State has established a Designated Prize Reserve, which acts as a contingency to protect Tri-State against unforeseen liabilities. The balance in the Tri-State reserve at June 30, 2024 was \$4,345,585. The allocation for this reserve is based on each state's pro-rata share of sales; it is estimated that New Hampshire's portion of the reserve amounts to \$1,739,081. Lottery prize reserves held by Tri-State are invested in U.S. Treasury notes. Tri-State policy dictates that if Tri-State dissolves or a state withdraws, these reserve amounts will be used as future prizes to the states' lottery players.

The New Hampshire Lottery Commission's portion of the Tri-State Lotto Commission games for fiscal year 2024 is summarized below:

Tri-State

Operating revenues	\$ 44,438,794
Operating expenses	
Prizes	27,086,924
Retailer Commissions	2,336,669
Advertising and promotional	1,795,769
Vendor Fees	1,274,977
Other operating expenses	743,115
Total operating expenses	\$ 33,237,454
Net operating income	11,201,340
Interest income	510,835
Net income from Tri-state	\$ 11,712,175

The Tri-State Lotto Commission maintains its own financial statements, which have been audited by an independent CPA firm. The report dated November 18, 2024 issued an unqualified opinion on the Tri-State Lotto financial statements for the fiscal year ended June 30, 2024. The Tri-State Lotto Commission issues a publicly available annual financial report, which may be obtained by writing to the Tri-State Lotto Commission, 14 Integra Drive, Concord, NH 03301.

B. Multi-State Lottery Association

The New Hampshire Lottery Commission became a member of the Multi-State Lottery Association (MUSL) in November 1995. MUSL is currently comprised of 36 member state lotteries plus the District of Columbia, Puerto Rico, and the United States Virgin Islands. MUSL is managed by a Board of Directors, which is comprised of the lottery directors or their designee from each of the party states. The Board of Directors' responsibilities to administer the Multi-State Lottery Powerball, Lotto America, and Mega Millions games are performed by advisory committees or panels staffed by officers and independent contractors appointed by the board. These officers and consultants serve at the pleasure of the board and the board prescribes their powers, duties and qualifications. The Executive Committee carries out the budgeting and financing of MUSL, while the board contracts the annual independent audit.

The Lottery sells Powerball tickets, collects all revenues, and remits prize funds to MUSL net of lower tier prize awards. Jackpot prizes that are payable in installments are satisfied through investments purchased by MUSL. MUSL purchases U.S. government obligations, which are held in irrevocable trusts established by MUSL for the benefit of participating state lotteries. Accordingly, the Lottery does not record an obligation for jackpot awards which are payable in installments from funds provided by MUSL.

Each member state participates in the sale of Powerball tickets. Each member state including the Lottery shares in all joint venture sales and expenses, including prize expenses, based on its pro-rata share of sales. Each week MUSL allocates 50 percent of sales to the prize pool. Two percent of that prize pool is placed into two Powerball prize reserve funds. One of these funds, the Powerball prize reserve fund, acts as a contingency reserve to protect MUSL members against unforeseen liabilities and is to be used at the discretion of the MUSL Board of Directors. The prize reserve fund monies, which are maintained on MUSL's balance sheet, are refundable after a one-year waiting period if a member leaves the Association or if the Association disbands. New Hampshire's total share of prize reserves held by MUSL amounted to \$2,683,609 at June 30, 2024.

At June 30, 2024, the total MUSL Powerball prize reserve fund had a balance of \$87,045,674. New Hampshire's portion of the prize reserve fund balance amounted to \$1,052,129. The second Powerball prize reserve fund, Powerball set prize reserve, is used when low tier prizes won exceed statistically calculated low tier prize monies. At June 30, 2024, the total MUSL — Powerball set prize reserve fund had a balance of \$40,000,000. New Hampshire's portion of the prize reserve fund balance amounted to \$474,335. The interest earned on prize reserve fund monies is used to pay MUSL operating expenses and any amounts over and above that are credited to an unreserved fund. The Lottery records this as interest when earned. This fund had a balance of \$23,147,833 at June 30, 2024. New Hampshire's portion of this unreserved fund amounted to \$650,581. This balance also includes the released Hot Lotto restricted funds.

MUSL's Powerball operating expenses are paid from interest earned on the prize reserves. Any needed additional funds are billed to the individual lotteries.

Forty-five states plus the District of Columbia and the US Virgin Islands have elected to participate in the sale of Mega Millions tickets. Mega Millions has been offered to MUSL members since January 2010. MUSL allocates 50 percent of the weekly sales to the prize pool and an extra 1% to a prize reserve fund. At June 30, 2024 the MUSL Mega Millions prize reserve fund was \$101,455,867 with New Hampshire's share being \$1,157,144. Each participating member pays for a share of Mega Millions operating expenses based upon the member's proportionate share of total Mega Millions game sales.

Lottery prize reserves held by the MUSL are invested according to a Trust agreement the Lottery has with MUSL outlining investment policies. The policies restrict investments to direct obligations of the United States Government, perfected repurchase agreements, obligations issued or guaranteed as to payment of principal and interest by agencies or instrumentalities of the United States Government, and mutual funds of approved investments. The average portfolio maturity is never more than one year, except that up to one third of the portfolio may have an average maturity of up to two years. The maximum maturity for any one security does not exceed five years.

The New Hampshire Lottery Commission's portion of the Multi-State Lottery's games for fiscal year 2024 is summarized below:

MUSL

Operating revenues	\$ 91,701,379
Operating expenses	
Prizes	44,826,778
Retailer Commissions	3,972,932
Advertising and promotional	657,676
Vendor Fees	4,256,478
Other operating expenses	112,091
Total operating expenses	53,825,955
Net operating income	37,875,424
Interest income	8,303
Net income from MUSL	\$ 37,883,727

MUSL maintains its own financial statements, which have been audited by an independent CPA firm. MUSL issues a publicly available annual financial report, which may be obtained by writing to the Multi-State Lottery Association, 8101 Birchwood Court, Suite R, Johnston, Iowa 50131.

C. Lucky for Life

The New Hampshire Lottery Commission became a member of the game known as Lucky for Life beginning sales on March 11, 2012, with the first drawing held on March 15, 2012. Lucky for Life is currently comprised of lotteries in 22 states and the District of Columbia. The member lotteries, each represented by a director or designee, jointly operate the Lucky for Life game.

The Lottery sells Lucky for Life tickets, collects all revenues, and remits prize funds and operating funds to MUSL. While Lucky for Life is not a MUSL game, the party lotteries pay a fee to MUSL to act as the game administrator (clearinghouse agent) for the Lucky for Life game. MUSL collects and re-distributes funds to the party lotteries when funds are due and purchases insurance annuities for the top two highest prize tiers when a winner does not choose a cash pay-out. The top two prize tiers are payable in installments and are satisfied through insurance annuities purchased by MUSL when a winner chooses the annuity option. MUSL purchases insurance annuities, on behalf of the member states, based on \$365,000 (top prize tier) or \$25,000 (second highest prize tier) per year deferred annuity paid annually on the anniversary of the claim date for the lifetime of the top prize winner. Accordingly, the Lottery does not record an obligation for jackpot awards which are payable in installments from funds provided by MUSL or the other party lotteries.

Each member state including the Lottery shares in all joint venture sales and expenses, including prize expenses, based on its pro-rata share of sales. The top two prize tiers' liability for each Lucky for Life drawing is shared by each member Lottery based on an amount equal to a percentage of that member Lottery's Lucky for Life sales, said percentage being the proportion of the total jackpot/grand prize liability to total Lucky for Life sales. The member Lotteries are responsible for the prize liability for low-tier/set prizes (prize levels two through ten) as follows: each member Lottery is responsible for an amount equal to a percentage of that member Lottery's Lucky for Life sales, said percentage being the proportion of total Lucky for Life prize liability to total Lucky for Life sales.

The Lucky for Life game was designed to have a total prize percentage payout of 60 percent of sales, providing approximately one jackpot/grand prize winner annually and 17 second prize tier winners annually. The prize percentage of 60 percent is broken down to include a jackpot/grand prize amount equal to 10% of total sales, second highest prize tier equal to 12% of sales, and low-tier prizes of 38% of sales. Online lottery games are designed to provide an average pay-out over an extended period of time.

The New Hampshire Lottery Commission's portion of the Lucky for Life game for fiscal year 2024 is summarized below:

Lucky for Life

Operating revenues	\$ 12,757,104
Operating expenses	
Prizes	7,582,314
Retailer Commissions	502,065
Advertising and promotional	17,602
Vendor Fees	748,034
Other operating expenses	12,017
Total operating expenses	\$8,862,032
Net income from Lucky for Life	\$3,895,072

Note 10 — Risk Management

The Lottery Commission is exposed to various risks of loss related to torts; theft of, damage to, and destruction of assets; errors and omissions; injuries to employees; employee health benefits; and natural disasters.

Principle of Self-insurance

As a general operating rule, the State self-insures against all damages, losses and expenses except to the extent that provisions of law require the purchase of commercial insurance. In addition, the State may elect to purchase commercial insurance if economical and beneficial for the State or the general public. In such instances, the State may elect to purchase commercial insurance. There are approximately 25 such commercial insurance programs in effect. These include, but are not limited to, state owned real property insurance, fleet automobile liability, watercraft insurance, foster parent liability, ski area liability for Cannon Mountain, and a fidelity and faithful performance bond. In general, claims settled in the past three years under the insurance programs have not exceeded commercial insurance coverage. As of June 30, 2024, there are no outstanding fleet claims related to Lottery that are currently expected to exceed the policy coverage. The Lottery's exposure per claimant is limited by law to a total of \$475 thousand under RSA 541-B:14 and the State's current fleet policy coverage is \$250 thousand per claimant.

Employee and Retiree Health Benefits

During fiscal year 2004, the State established an Employee Benefit Risk Management Fund (the Fund), an internal service fund, to account for its uninsured risks of loss related to employee and retiree health benefits. Currently, the Lottery Commission retains all of the risk associated with the self-funded benefits, and utilizes an actuarially-established IBNR (incurred but not reported) claims reserve. In addition, state law requires the Fund to maintain a reserve in the amount of at least 3% of estimated annual self-funded claims and administrative costs, for unexpected costs. Health and dental plan rates are established annually, by actuaries, based on an analysis of past claims, State and other medical trend, and annual projected plan claims and administrative expenses.

The process used in estimating claim liabilities may not result in an exact payout amount due to variables such as medical inflation, or changes in law, enrollment or plan design.

Workers' Compensation

Since February 2003, the State has been self-insured for its workers' compensation exposures, retaining all of the risk associated with workers' compensation claims. The State utilizes an actuarial study that provides an annual estimate of the outstanding liabilities for the prior years' claims. The study also contains assumptions about loss development patterns, trends, and other claim projections based upon the State's historical loss experience.

Note 11 — Prize Annuity Due Winner

On November 29, 2006, the Lottery purchased from American National Insurance Company a 19 year annuity, on behalf of a prize winner. The American National Insurance Company has a rating of A (strong capacity to meet financial commitments, but somewhat susceptible to adverse economic conditions and changes in circumstances) from Standard & Poor's. The annuity is in the name of the prize winner and the Lottery does not recognize a liability for this annuity. The annual payment paid to the winner by the insurance company is \$50,000. The likelihood of this becoming a liability to the Lottery is low.

On July 16, 2021, the Lottery purchased from Lincoln Financial Group, a 19 year annuity, on behalf of a prize winner. The Lincoln Financial Group has a rating of AA- (strong capacity to meet financial commitments) from Standard & Poor's. The annuity is in the name of the prize winner and the Lottery does not recognize a liability for this annuity.

The annual payment paid to the winner by the insurance company is \$25,000. The likelihood of this becoming a liability to the Lottery is low.

On July 26, 2021, the Lottery self-financed an annuity for a term of 30 years on behalf of a prize winner. The Lottery does recognize the liability for this annuity. An annual payment of \$66,667 to paid to the winners (split claim). As of June 30, 2024, 27 years remain outstanding on the annuity totaling \$1,800,000.

Note 12 — iLottery Net Wins

iLottery e-instant game revenue is reported as ticket sales net of bonus and prize expense in the Statement of Revenues, Expenses, and Changes in Net Position and Supplementary Schedule of Revenue and Expenses, and Distributions. Bonuses are a part of the Lottery's customer relationship management. iLottery e-Instant games range in payout from 83% to 87% with an average prize payout of 85% (of possible sales) for the full portfolio. The following schedule details the iLottery e-instant game sales, bonus and prize activity on a cash basis for the fiscal year ended June 30, 2024:

iLottery E-Instant Games	2024
Gross Sales	\$383,915,642
Prizes	(330,644,863)
Bonuses	(6,094,495)
Net Wins	\$ 47,176,284
Gross Profit Margin	12.3%

Note 13 — Sports Betting

Legalization of Sports Betting (RSA 287-I): In July 2019, the Governor signed House Bill 480 into law authorizing the New Hampshire Lottery Commission to operate and regulate sports betting within the State. Pursuant to the statute, the Commission issued a Request for Proposals (RFP) for sports betting agents on August 7, 2019. Based on the results of the RFP, the Commission entered into contracts with two agents who were approved by the Governor

and Executive Council on November 25, 2019: DraftKings of Boston, Massachusetts for the mobile and sports book retail channels; and Intralot, Inc. of Duluth, Georgia for the lottery retail channel. The lottery retail channel has not been launched at this time.

Sports betting began operations on December 29, 2019 for mobile and internet based betting. Revenues are reported on a net income basis or gross bets (handle) less winnings and 15% of promotional expense. Promotional expense is capped at 15% of the Gross Gaming Revenue (GGR) and is reconciled at the end of the contract year. Lottery receives 51% of the of the GGR less promotional expenses.

Retail locations began opening on August 12, 2020. During the year, four retail locations were operating. Revenues are reported on a net income basis as defined above. Promotional expense is capped at 10% of the Gross Gaming Revenue (GGR) and is reconciled at the end of the contract year. Lottery receives 50% of the GGR less promotional expenses.

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New Hampshire Lottery Commission Required Supplementary Information (Unaudited) — Fiscal Year Ended June 30, 2024

The tables below and on the following page display information about the New Hampshire Retirement System Plan and Postemployment Benefits.

Schedule of the Lottery's Proportionate Share of the Net Pension Liability

(dollars in thousands)	2024	2023	2022	2021	June 30, 2020	2019	2018	2017	2016	2015
Lottery's Proportion of the Net Pension Liability	0.09%	0.09%	0.09%	0.08%	0.08%	0.08%	0.09%	0.09%	0.09%	0.09%
Lottery's Proportionate Share of the Net Pension Liability	\$4,788	\$5,724	\$3,939	\$5,404	\$3,835	\$3,789	\$4,402	\$4,948	\$3,675	\$3,400
Lottery's Covered Payroll	3,171	3,261	3,127	2,892	2,634	2,569	2,652	2,688	2,622	2,465
Lottery's Proportionate Share of the Net Pension Liability as a Percentage of its Covered-Employee Payroll	150.99%	161.1%	125.97%	186.89%	147.59%	147.47%	166.01%	184.08%	140.16%	137.93%
NHRS Fiduciary Net Position as a Percentage of the Total Pension Liability	67.18%	65.12%	72.22%	58.72%	65.59%	64.73%	62.66%	58.30%	65.47%	66.32%

Note: The amounts presented were determined as of and for the measurement periods ended June 30, 2023, 2022, 2021, 2020, 2019, 2018, 2017, 2016, and 2015.

Schedule is intended to show 10 years. Additional years will be added as they become available.

See accompanying independent auditor's report.

Schedule of Lottery Contributions

(dollars in thousands)	2024	2023	2022	2021	June 30, 2020	2019	2018	2017	2016	2015
Required Lottery Contribution	\$617	\$516	\$536	\$411	\$378	\$350	\$330	\$330	\$330	\$300
Actual Lottery Contributions	617	516	536	411	378	350	330	330	330	300
Excess/(Deficiency) of Lottery Contributions	—	—	—	—	—	—	—	—	—	—
Lottery's Covered Payroll	3,553	3,464	3,174	2,942	2,706	2,654	2,714	2,808	2,617	2,648
Lottery Contribution as a Percentage of its Covered-Employee Payroll	17.37%	14.90%	16.89%	13.97%	13.97%	13.19%	12.16%	11.75%	12.61%	11.33%

Schedule is intended to show 10 years. Additional years will be added as they become available.

See accompanying independent auditor's report.

Schedule of the Lottery's Proportionate Share of the Total OPEB Liability (Unaudited)

(dollars in thousands)	2024	2023	2022	2021	June 30, 2020	2019	2018	2017
Lottery's Proportion of the total OPEB Liability	0.62%	0.62%	0.63%	0.64%	0.69%	0.71%	0.72%	0.73%
Lottery's Proportionate Share of the total OPEB Liability	\$6,466	\$9,967	\$12,892	\$14,256	\$12,438	\$13,560	\$16,144	\$20,943
Lottery's Covered-employee Payroll	\$3,171	\$3,261	\$3,127	\$2,892	\$2,634	\$2,569	\$2,652	\$2,688
Lottery's Proportionate Share of the total OPEB Liability as a Percentage of its Covered Payroll	203.91%	305.64%	412.28%	492.95%	472.21%	527.83%	608.75%	779.13%

Note: The amounts presented were determined as of and for the measurement periods ended June 30, 2023, 2022, 2021, 2020, 2019, 2018, and 2017.

The schedule is intended to show 10 years. Additional years will be added as they become available.

Changes in assumptions reflect trend assumption revisions to reflect current experience.

Notes to the Required Supplementary Information:

There are no assets accumulated in a trust that meets the criteria in paragraph 4 to pay related benefits.

See accompanying independent auditor's report.

**New Hampshire Lottery Commission Other Supplementary Information
Supplemental Schedule of Revenues, Expenses, and Distributions
For the Year Ended June 30, 2024**

OPERATING REVENUES	
Instant tickets	\$314,735,341
Keno	57,012,157
MUSL Powerball	57,439,717
MUSL Mega Millions	34,261,662
Tri-State Megabucks	12,671,822
Tri-State Pick 3	4,856,221
Tri-State Pick 4	4,682,015
Tri-State Gimme 5	3,996,157
Tri-State Fast Play	18,232,579
Lucky for Life	12,757,104
iLottery, Net Wins	47,139,563
Bingo/Lucky 7/HHR/Racing & Charitable Gaming	33,370,404
Sports Betting	32,462,681
Other income	30,201
Total operating revenues	633,647,624
OPERATING EXPENSES	
Cost of sales	
<i>Prize awards</i>	
Instant tickets	226,236,425
Keno	39,300,764
MUSL Powerball	28,160,351
MUSL Mega Millions	16,666,427
Tri-State Megabucks	6,483,593
Tri-State Pick 3	2,435,907
Tri-State Pick 4	2,345,264
Lucky for Life	7,582,314
Tri-State Gimme 5	2,150,395
Tri-State Fast Play	13,671,765
Total prize awards	345,033,205
Retailers' commissions	33,562,754
Vendor fees	26,882,672
Cost of instant scratch games (printing and delivery)	7,422,989
Expense pools	867,223
Total cost of sales	413,768,843
Administration:	
Salaries and benefits	6,477,854
Advertising and promotional	5,228,607
Information technology	557,083
Other expenses	786,439
Total administration	13,049,983
Depreciation expense	188,943
Total operating expenses	427,007,769
Operating income	206,639,855
Nonoperating revenues (expenses)	
Interest and miscellaneous income	1,130,704
Interest on lease	(900)
Interest on mortgage loan payable	—
Net income	207,769,659
Distributions to Education Trust Fund	(207,870,508)
Change in net position	\$ (100,846)

See accompanying independent auditor's report

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Statistical Section (Unaudited)



Over \$2 Billion and Counting for our Schools

Description of Statistical Section Contents

This part of the New Hampshire Lottery Commission’s annual comprehensive financial report presents detailed information as a context for understanding the content of the financial statements, note disclosures, and supplementary information. It is intended to illustrate the Lottery’s overall financial health.

Financial Trends: These schedules and graphs contain information to help the reader understand how the Lottery’s financial performance has changed over time. Please keep in mind the increase or decrease in net position does not reflect the condition of the Lottery’s financial position because, by law, the Lottery is required to distribute all net profits to the Education Trust Fund on a monthly basis. These trends are illustrated in the tables and graphs that reflect the last ten fiscal years and include:

- Revenues, Expenses, and Changes in Net Position
- Sales by Game
- Distributions to Education (Net Profit)
- Expenses
- Powerball and Instant Sales
- Online Game Sales Excluding Powerball
- Instant versus Online Sales

Operating Information: These schedules illustrate miscellaneous statistics by comparing certain information contained in the Lottery’s financial report as it relates to the programs it offers and the activities it performs:

- Game Statistics
- Prizes by Game

Demographic and Economic Information: These schedules and graphs offer demographic and economic indicators to help the reader understand the environment within which the Lottery’s operations take place and where it derives its revenues. The data includes nine to ten fiscal years of the following areas:

- Top Ten Revenue Producers
- Lottery Commission Employee Statistics
- New Hampshire Demographic Economic Statistics

Industry Comparisons: This data is sourced from the leading industry almanac and offers an understanding of New Hampshire Lottery’s performance in comparison to other state lotteries in Fiscal Year 2024:

- Traditional Lottery Sales, Prizes, Gross Gaming Revenue and Government Transfers by GDP (Unaudited)
- Sales by Game (Unaudited)
- Fiscal Year 2024 versus 2023 Instant Sales by Price Point (Unaudited)
- US Lotteries Total Sales for Fiscal Year 2024 — Ranked (Unaudited)
- US Lotteries Ranked by Instant Sales (Unaudited)

Revenues, Expenses, and Changes in Net Position for Last Ten Years

Thousands	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Revenues (in thousands)										
Instant Scratch Games	\$ 208,938	\$ 218,037	\$ 223,368	\$ 238,867	\$ 250,477	\$ 272,265	\$ 320,336	\$ 313,816	\$ 319,751	\$ 314,735
Keno	-	-	-	8,357	26,959	28,988	47,902	53,537	54,186	57,012
MUSL Powerball	28,669	42,546	32,446	36,780	37,618	23,913	31,187	40,581	47,847	57,440
MUSL Mega Millions	12,533	11,265	11,287	16,948	31,611	17,495	26,890	18,805	38,895	34,262
MUSL Hot Lotto	3,697	2,699	2,749	1,322	-	-	-	-	-	-
Tri-State Megabucks	7,432	7,838	7,645	8,740	9,359	8,087	8,068	6,830	6,464	12,672
Tri-State Daily Pick 3/Pick 4	9,968	10,333	10,809	10,384	10,254	10,499	11,150	10,316	9,819	9,538
Tri-State Other Games	4,623	5,329	5,531	5,909	7,969	8,115	20,260	22,610	22,278	22,229
Lucky for Life	5,272	5,295	5,319	5,445	5,607	5,634	5,634	8,351	11,254	12,757
iLottery	-	-	-	-	4,513	10,733	23,720	29,857	37,460	47,140
Racing & Charitable Gaming ⁶	-	5,038	4,892	5,010	5,996	4,426	7,107	8,697	18,732	33,370
Sports Betting	-	-	-	-	-	2,158	16,724	23,153	36,711	32,463
Income Other than Ticket Sales	1,850	188	275	134	675	432	27	218	452	1,161
Total Sales and Other Revenue ²	\$ 282,982	\$ 308,568	\$ 304,321	\$ 337,895	\$ 391,038	\$ 392,651	\$ 519,005	\$ 536,771	\$ 603,847	\$ 634,779
Operating Expenses										
Prizes	176,415	192,963	191,778	211,534	240,812	246,878	310,919	321,750	339,366	345,033
Retailer Commissions & Incentives	16,256	18,057	17,204	19,909	23,468	23,083	32,146	30,417	33,394	33,563
Other Costs of Sales	7,800	8,262	8,444	8,569	11,278	13,887	20,645	26,677	30,651	35,173
Administration & Depreciation Expenses	8,264	10,205	10,742	10,499	8,896	9,369	10,813	8,564	11,051	13,239
Total Expenses	208,735	229,487	228,168	250,510	284,454	293,217	374,523	387,407	414,462	427,008
Non-operating Expenses										
Transfer in of RCGC operations	-	(1,089)	-	-	-	-	-	-	-	-
Interest on mortgage payable	-	-	-	-	50	98	94	6	-	-
Interest on lease	-	-	-	-	-	-	-	2	1	1
Distributions to Education	74,325	79,185	76,120	87,279	105,853	99,791	144,237	146,561	189,513	207,871
Change in Net Position										
Change in Net Position ¹	(78)	(1,193)	34	107	681	(453)	151	2,795	(129)	(101)
Net Position										
Invested in capital assets	187	211	145	72	73	169	283	310	3,001	2,971
Restricted for prize funds	4,152	4,048	4,083	4,189	4,869	4,417	4,568	4,653	4,524	4,423
Unrestricted Deficit ^{3,4}	(2,777)	(3,890)	(3,824)	(24,332)	(24,333)	(24,429)	(24,543)	(21,860)	(24,551)	(24,521)
Ending Net Position ⁵	\$ 1,562	\$ 369	\$ 404	\$ (20,071)	\$ (19,390)	\$ (19,842)	\$ (19,692)	\$ (16,897)	\$ (17,027)	\$ (17,127)

¹ The change in net position does not reflect the condition of the Lottery's financial position, because by law the Lottery is required to transfer all net profits to the Education Trust Fund on a monthly basis.

² State law restricts the maximum sales amount of a ticket to \$30.

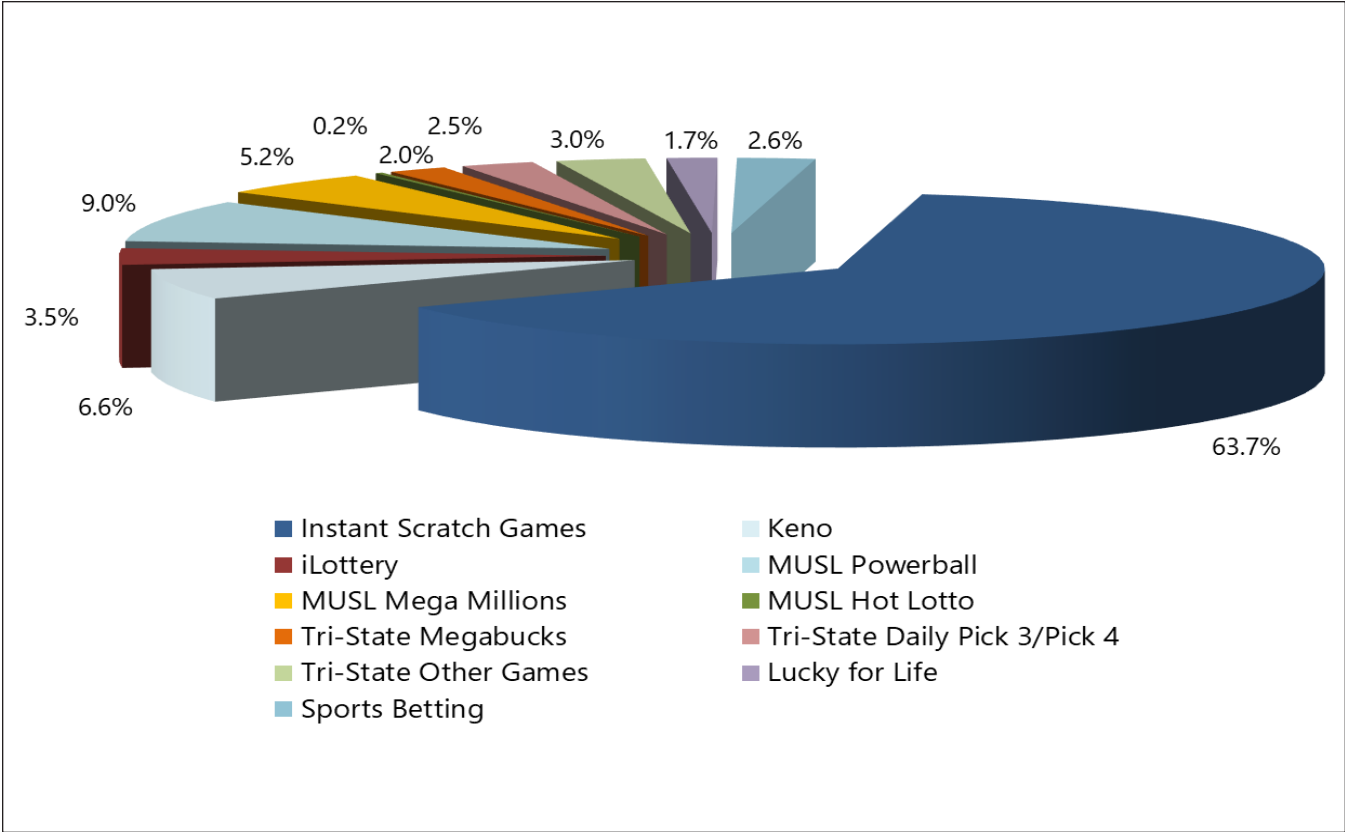
³ The increase in Unrestricted Deficit was due to an accounting change for fiscal year 2015 in accordance with GASB Statement No. 68

⁴ The increase in Unrestricted Deficit in 2016 was due to the merger with Racing and Charitable Gaming (RCGC). See Note 1

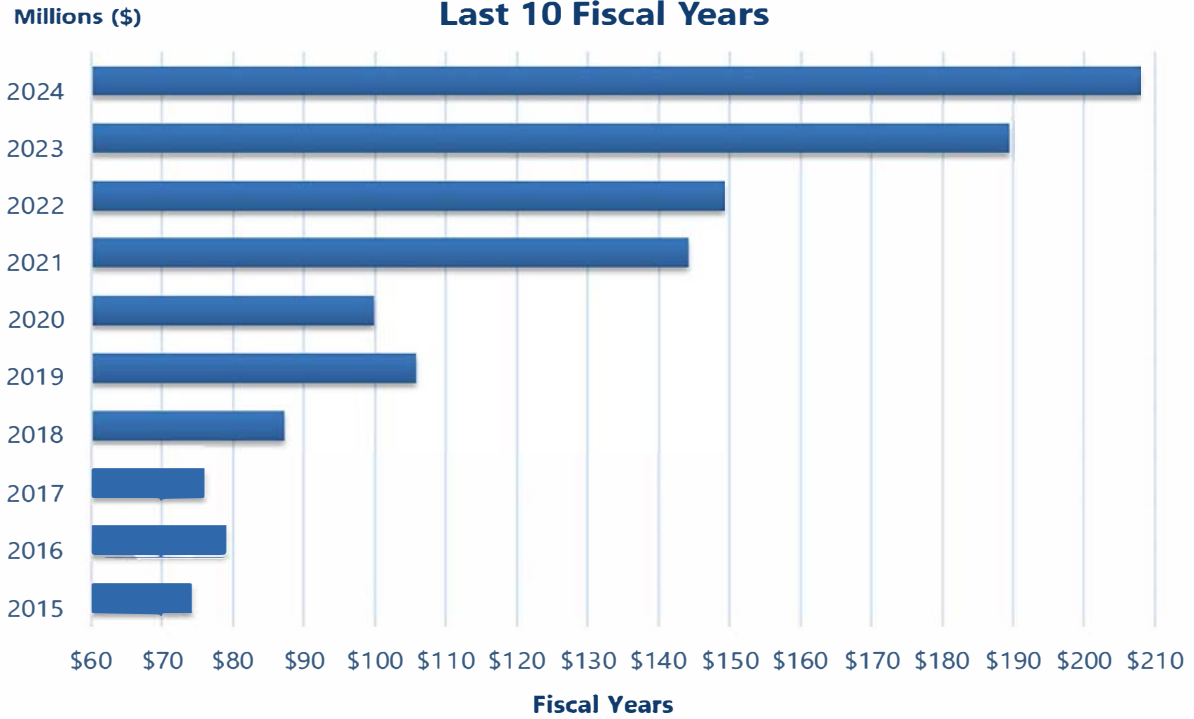
⁵ FY 2018 restated for the effects of implementing new accounting standard GASB Statement No. 75.

⁶Historic Horseracing operations began in April 2022.

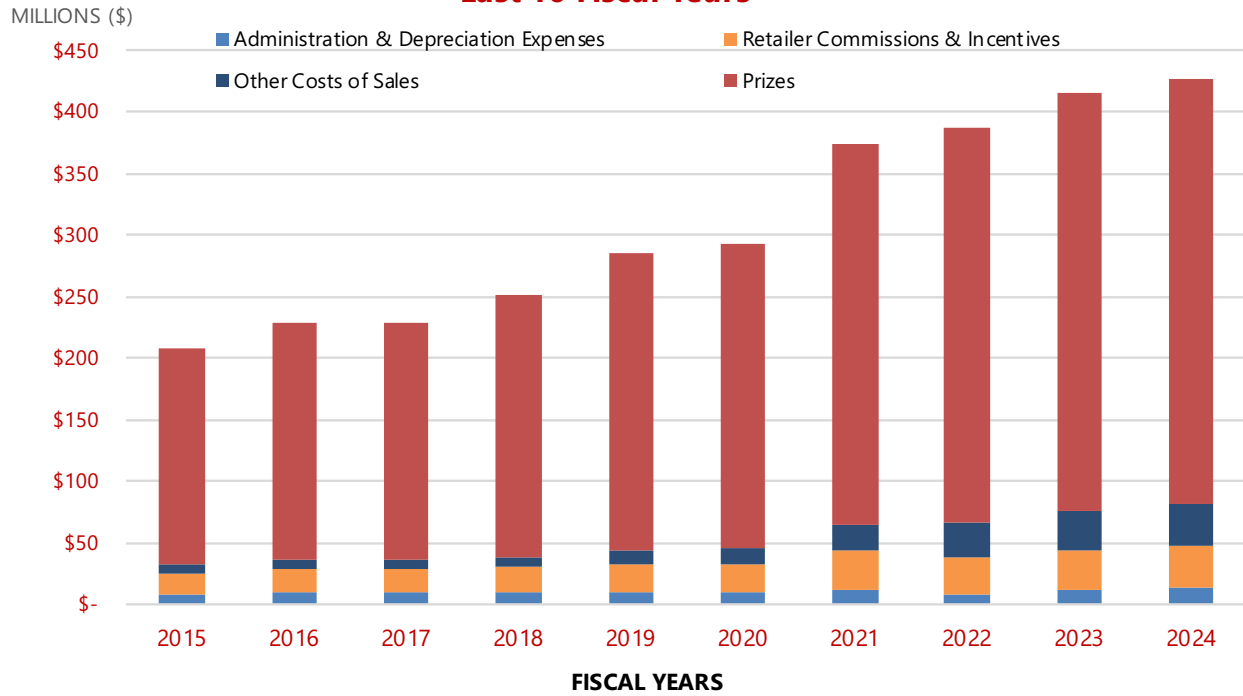
Sales by Game Last Ten Fiscal Years



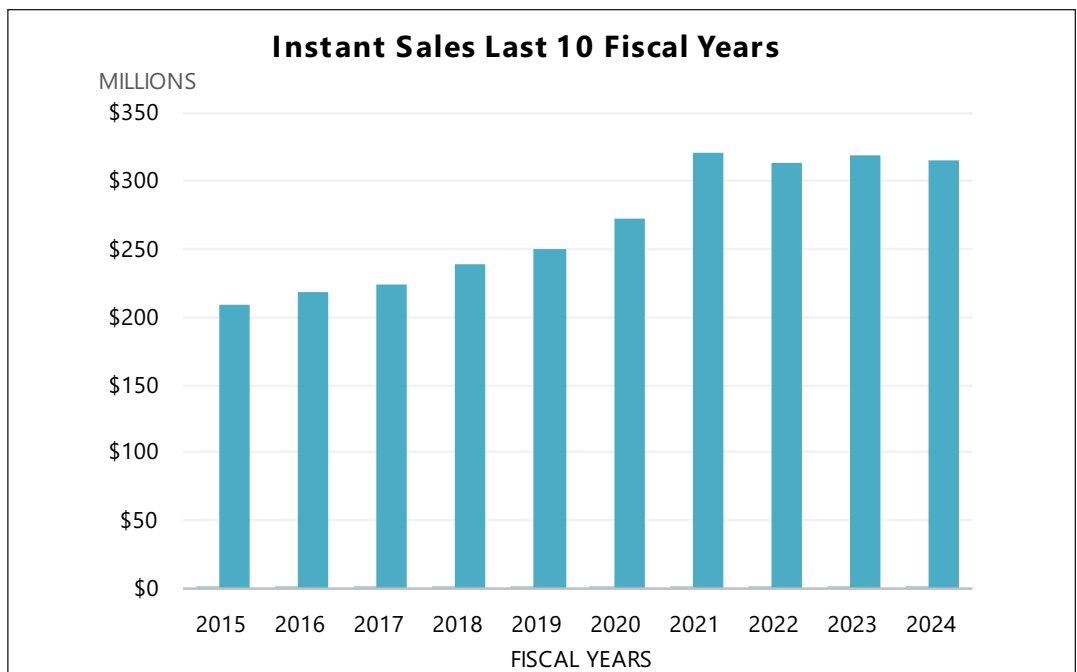
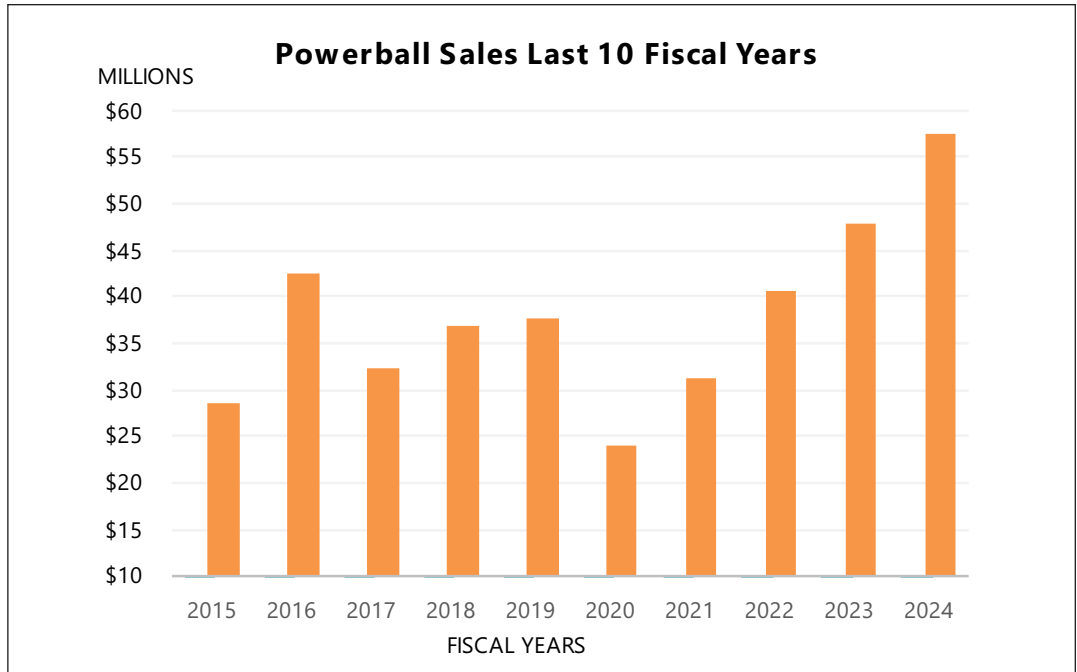
Distributions to Education (Net Profit) Last 10 Fiscal Years

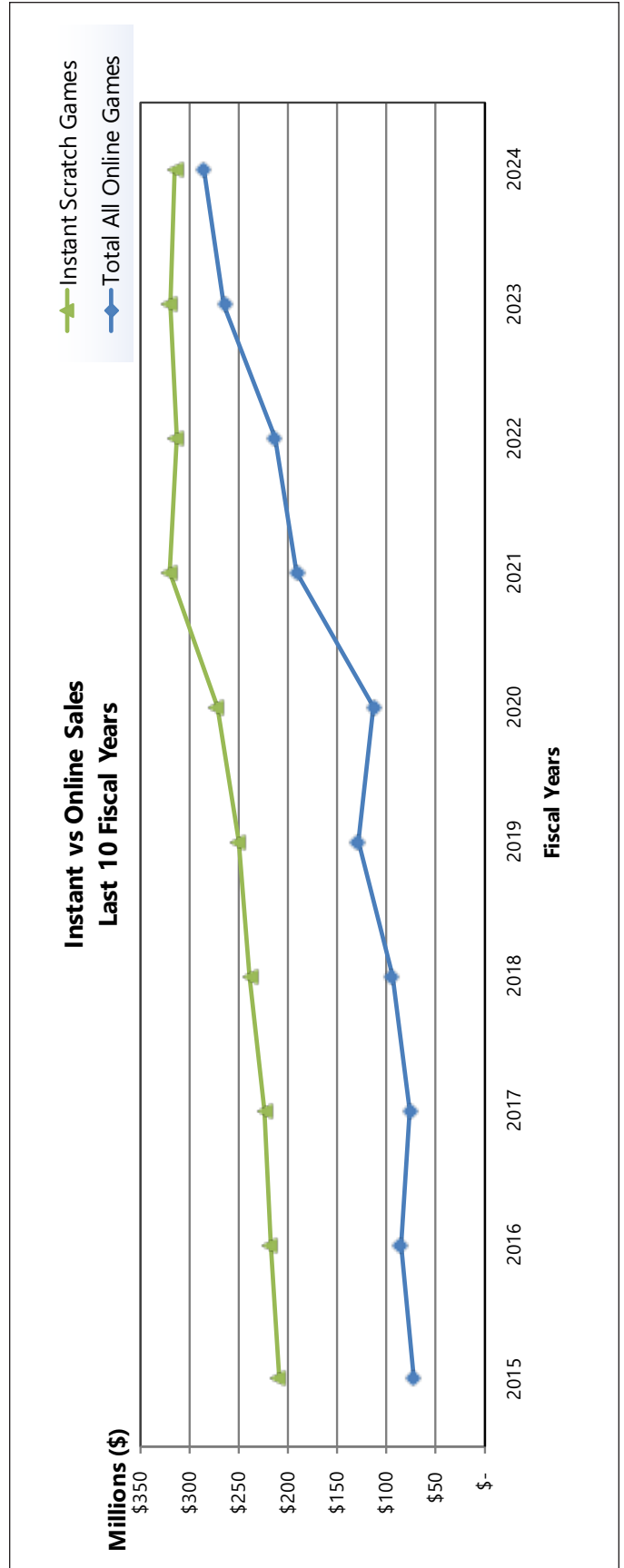
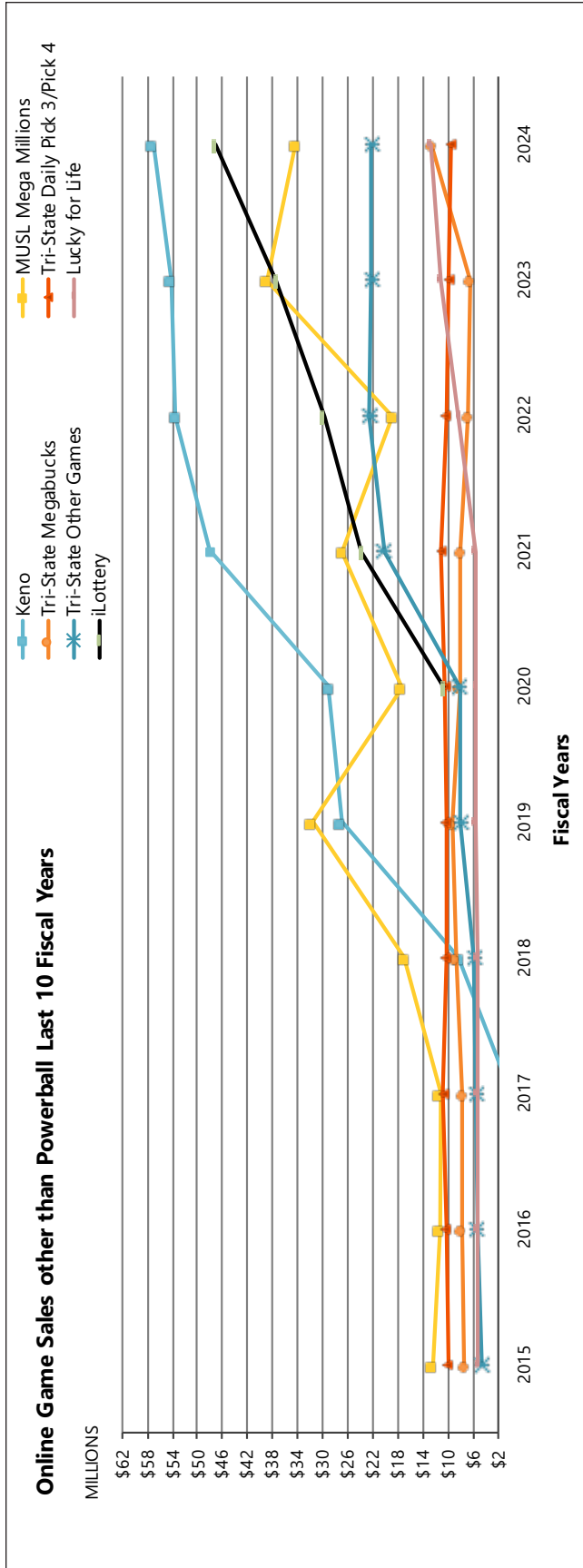


Expenses Last 10 Fiscal Years



Over the last ten years, instant scratch games sales were the strongest of all lottery products. Instant Games are, for the most part, an impulse purchase depending on discretionary spending. Consumers’ demand for more technologically advanced types of gambling also has affected sales. Powerball sales fluctuated widely over the last ten years due to the number and size of jackpots. A \$500 million jackpot can sell three times as many tickets as a \$20 million jackpot, however, large jackpots cannot be predicted and are subject to the “luck of the draw.” In November of 2022, Powerball had a record-breaking jackpot of \$2.0 billion.





The table below shows Prizes as a Percentage of Sales for Instant and Online Games (in thousands)

Prizes as a Percentage of Sales for Instant and Online Games (in thousands)										
	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Instant Games										
Sales	\$ 208,938	\$ 218,037	\$ 223,368	\$ 238,867	\$ 250,477	\$ 272,265	\$ 320,336	\$ 313,816	\$ 319,751	\$ 314,735
Prizes	141,186	149,753	153,260	162,587	170,732	189,990	221,774	226,567	228,868	226,236
Prizes % of sales	67.57%	68.68%	68.61%	68.07%	68.16%	69.78%	69.23%	72.20%	71.58%	71.88%
Online Games										
Sales	\$ 72,193	\$ 85,305	\$ 75,787	\$ 93,885	\$ 133,890	\$ 115,528	\$ 191,535	\$ 214,040	\$ 264,913	\$ 285,512
Prizes	35,229	43,210	38,519	48,947	70,081	56,889	89,146	95,184	110,498	118,797
Prizes as a % of sales	48.80%	50.65%	50.83%	52.13%	52.34%	49.24%	46.54%	44.47%	41.71%	41.61%

Game Statistics for Last Ten Fiscal Years

Fiscal Year	Number of Lottery Retailers	Number of Online Games Offered ⁴	Number of Instant Games On the Market	Highest Priced Instant Ticket	Number of Subscriptions ⁶	Number of Replay Members ⁹	Number of Powerball Jackpot Runs that Exceeded ² \$100 Million	Highest Powerball Jackpot Amount ²	Expired Unclaimed Powerball Prizes ³
2024	1370	10	107	\$25	0	0	6	\$1,764,900,000	\$908,301
2023	1361	10	105	\$25	412	0	6	\$2,040,100,000	\$781,537 ⁽⁶⁾
2022	1384	10	109	\$25	2,513	0	5	\$699,800,000	\$465,993
2021	1365	10	128	\$25	7,787	0	4	\$731,100,000	\$419,858
2020	1350	10	105	\$25	7,741	0	6	\$396,900,000	\$330,194
2019	1363	10	107	\$25	7,868	0	6	\$768,400,000	\$672,952
2018	1348	10(8)	106	\$25	8,188	313,536	7	\$758,700,000	\$756,293
2017	1228	9	101	\$25	8,808	285,465	8	\$487,000,000	\$564,363
2016	1239	9	107	\$25	8,857	300,822	7	\$1,586,400,000	\$790,051
2015	1236	10(1)	95	\$25	8,059	194,553	6	\$564,100,000	\$330,239

¹ Monopoly offered from 10/24/14-12/26/14. ² The higher the jackpot amount, the more ticket sales increase. ³ Expired unclaimed Powerball prize money goes to the Education Trust Fund.

⁴ Pick 3 & Pick 4 counted as two games. ⁵ This is an estimate. ⁶ The Lottery lost subscription purchases due to Master Card and Visa changing the Lottery coding to a gambling establishment rather than a government agency, thereby charging customers higher fees. Phased out over a three year period, the final subscriptions ended in FY2024.

⁸ Hot Lotto ended in FY18. Last drawing held on 10/28/17. Keno began 12/15/17.

⁹ Traditional replay ended 12/6/17.

Prizes by Game for Last Ten Fiscal Years

Fiscal Year	Instant Games	Keno ^a	MUSL Powerball	MUSL Mega Millions	Tri-State Megabucks	Tri-State Pick 3 & Pick 4	Tri-State Other	Lucky for Life	Other - Replay ^b	Fiscal Year Total Prizes
2024	\$226,235,425	\$39,300,764	\$28,160,351	\$16,666,427	\$6,483,593	\$4,781,171	\$15,822,160	\$7,582,314	\$0	\$345,033,205
2023	\$228,867,661	\$36,820,929	\$23,205,024	\$19,232,263	\$3,351,138	\$4,898,018	\$16,014,458	\$6,976,415	\$0	\$339,365,906
2022	\$226,566,803	\$36,770,703	\$19,412,777	\$9,188,454	\$3,345,909	\$5,158,264	\$16,170,851	\$5,136,490	\$0	\$321,750,251
2021	\$221,774,478	\$33,292,049	\$15,159,869	\$13,108,466	\$3,648,605	\$5,613,640	\$14,593,266	\$3,728,927	\$0	\$310,919,300
2020	\$189,990,318	\$20,011,985	\$11,541,816	\$7,827,801	\$4,131,902	\$5,249,577	\$5,224,376	\$2,900,121	\$0	\$246,877,896
2019	\$170,732,028	\$18,491,109	\$18,055,504	\$15,436,958	\$4,552,843	\$5,127,254	\$5,103,637	\$3,312,359	\$0	\$240,811,692
2018	\$162,587,401	\$5,727,033	\$17,623,212	\$8,871,460	\$4,558,213	\$5,191,942	\$3,679,525	\$3,293,573	\$1,146	\$211,533,505
2017	\$153,259,505	-	\$15,596,479	\$6,979,459	\$3,771,251	\$5,401,945	\$3,429,185	\$3,223,925	\$116,654	\$191,778,403
2016	\$149,752,984	-	\$20,582,304	\$6,843,711	\$4,197,978	\$5,166,995	\$3,398,390	\$2,913,422	\$107,604	\$192,963,388
2015	\$141,186,490	-	\$13,974,195	\$7,928,740	\$3,800,663	\$4,970,674	\$2,707,801	\$1,735,469	\$111,321	\$176,415,353

^a Keno began 12/15/17. ^b Traditional replay ended 12/6/17.

Top Ten Revenue Producers Last Ten Fiscal Years (in millions)

	2024		2023		2022		2021		2020	
Retailers	Amount	Retailers	Amount	Retailers	Amount	Retailers	Amount	Retailers	Amount	Retailers
Circle K	\$ 47.7	Circle K	\$ 46.5	Circle K	\$ 33.9	Circle K	\$ 40.5	Circle K	\$ 40.5	Circle K
Demoulas Market Basket	26.2	Demoulas Market Basket	23.8	Cumberland Farms	18.3	Cumberland Farms	24.6	Cumberland Farms	24.6	Cumberland Farms
Global Montello	23.3	Cumberland Farms	23.5	Global Montello	17.4	Global Montello	21.2	Hannaford Food & Drug	21.2	Hannaford Food & Drug
Cumberland Farms	23.3	Global Montello	22.9	Hannaford Food & Drug	15.3	Hannaford Food & Drug	19.1	Global Montello	19.1	Global Montello
Hannaford Food & Drug	21.7	Hannaford Food & Drug	22.0	Demoulas Market Basket	14.3	Demoulas Market Basket	19.0	Demoulas Market Basket	19.0	Demoulas Market Basket
Nouria Energy (Shell)	14.0	Nouria Energy (Shell)	13.9	7- Eleven	11.5	7- Eleven	15.1	7- Eleven	15.1	7- Eleven
7- Eleven	12.5	7- Eleven	12.9	Nouria Energy (Shell)	10.6	Nouria Energy (Shell)	12.6	Nouria Energy (Shell)	12.6	Nouria Energy (Shell)
NH State Liquor Comm	12.0	NH State Liquor Comm	11.4	NH State Liquor Comm	9.0	Shaws Supermarket	11.1	NH State Liquor Comm	11.1	NH State Liquor Comm
Shaws Supermarket	10.8	Shaws Supermarket	10.5	Shaws Supermarket	7.9	NH State Liquor Comm	11.1	Shaws Supermarket	11.1	Shaws Supermarket
CN Brown Big Apple	5.4	CN Brown Big Apple	5.2	CN Brown Big Apple	4.3	CN Brown Big Apple	5.4	CN Brown Big Apple	5.4	CN Brown Big Apple
	2019		2018		2017		2016		2015	
Retailers	Amount	Retailers	Amount	Retailers	Amount	Retailers	Amount	Retailers	Amount	Retailers
Circle K	\$ 32.7	Circle K	\$ 30.1	Circle K	\$ 26.9	Circle K	\$ 26.4	Circle K	\$ 26.4	Circle K
Cumberland Farms	21.9	Cumberland Farms	20.3	Cumberland Farms	18.4	Cumberland Farms	18.9	Cumberland Farms	18.9	Cumberland Farms
Demoulas Market Basket	19.3	Hannaford Food & Drug	18.0	Hannaford Food & Drug	17.6	Hannaford Food & Drug	18.4	Hannaford Food & Drug	18.4	Hannaford Food & Drug
Hannaford Food & Drug	18.7	Demoulas Market Basket	17.7	Demoulas Market Basket	16.5	Demoulas Market Basket	16.3	Demoulas Market Basket	16.3	Demoulas Market Basket
Global Montello	16.6	7- Eleven	12.8	7- Eleven	11.6	Nouria Energy (Shell)	11.1	Nouria Energy (Shell)	11.1	Nouria Energy (Shell)
7- Eleven	13.5	Nouria Energy (Shell)	11.8	Nouria Energy (Shell)	10.9	Shaws Supermarket	10.5	Shaws Supermarket	10.5	Shaws Supermarket
Nouria Energy (Shell)	12.7	NH State Liquor Comm	11.2	NH State Liquor Comm	10.5	NH State Liquor Comm	9.9	NH State Liquor Comm	9.9	NH State Liquor Comm
NH State Liquor Comm	12.0	Shaws Supermarket	10.0	Shaws Supermarket	10.0	7- Eleven	8.8	7- Eleven	8.8	7- Eleven
Shaws Supermarket	10.3	Global Montello	6.7	Global Montello	5.5	Global Montello	5.8	Global Montello	5.8	Global Montello
CN Brown Big Apple	4.1	Cheshire Oil T-Birds	5.0	Cheshire Oil T-Birds	4.3	Tedeschi Food Shops	4.1	Tedeschi Food Shops	4.1	Tedeschi Food Shops

New Hampshire Lottery Commission Employee Statistics for Ten Fiscal Years

Fiscal Year	Number of Employees ¹	Salaries Paid	Benefits Paid to Employees	Number of Retirees and Spouses	Other Post-Employment Benefits Paid ²
2024	75	\$ 4,812,963	\$ 2,518,598	62	\$ 338,686
2023	70	4,165,642	2,139,914	101	336,149
2022	73	4,068,667	2,189,328	99	249,970
2021	71	3,790,356	1,754,553	98	518,418
2020	69	3,620,630	1,813,413	106	591,986
2019	67	3,216,759	1,668,826	107	611,332
2018	66	3,096,478	1,572,514	107	607,903
2017	64	3,181,302	1,462,336	113	614,028
2016	68	3,319,789	1,518,548	105	547,599
2015	52	2,296,906	1,109,007	65	373,195

¹ Includes part-time employees ² The Lottery is required to pay retiree benefits due to being a self-funded agency.

New Hampshire Demographics and Economic Statistics

Calendar Year	Population	Personal Income ¹	Per Capita Personal Income ¹	Unemployment Rate ²
2023	1,402	110,684	78,944	2.50%
2022	1,395	103,121	73,910	2.40%
2021	1,389	101,674	73,200	3.00%
2020	1,378	90,745	66,418	6.71%
2019	1,359	86,345	63,502	2.60%
2018	1,356	83,293	61,405	2.60%
2017	1,343	77,309	57,574	2.70%
2016	1,331	74,687	55,945	2.90%
2015	1,330	72,549	54,543	3.40%
2014	1,327	69,624	52,400	4.30%

Source: US Dept. of Commerce, Bureau of Census

¹NH Dept. of Employment Security, Economic and Labor Market Information Bureau, NH Vital Signs Yrs. 2014–2020. U.S. Bureau of Economic Analysis, State Annual Summary Statistics Yrs. 2021–2023.

²NH Dept. of Employment Security, Economic and Labor Market Information Bureau, Economic Conditions Seasonally Adjusted June Estimated

Fiscal 2024 North American Unaudited Traditional Lottery Sales, Prizes & Government Transfers Measured by GDP

Lottery	2023 Pop. ¹ (Mil)	1Q 2024 GDP ²	Traditional Lottery Sales	eInstant Rev. ³	VLT (net)	Prizes ⁴	Total Gov't Transfer ⁵	Lottery PC Sales	PC Gov't	Lottery Sales as % of GDP	Gov't Transfer as % of GDP	Prizes as % of Sales	Gov't Transfer as % of Sales
Arizona	7.4	529,327	1,528.2			1,027.9		\$206		0.289%		67.3%	
Arkansas	3.1	180,553	613.0			420.0	129.2	\$200	\$42	0.339%	0.072%	68.5%	21.1%
California	39.0	3,987,285	9,284.4			6,053.7	3,230.6	\$238	\$83	0.233%	0.081%	65.2%	34.8%
Colorado	5.9	539,169	900.8			577.8	196.4	\$153	\$33	0.167%	0.036%	64.1%	21.8%
Connecticut	3.6	351,462	1,414.6			1,136.5	387.0	\$391	\$107	0.402%	0.110%	80.3%	27.4%
Delaware 4,5	1.0	97,218	251.4		417.7	145.5	246.3	\$244	\$239	0.259%	0.253%	57.9%	
D.C.	0.7	180,831	196.1	3.7				\$289		0.108%			
Florida	22.6	1,647,446	9,417.5			6,374.7	2,386.6	\$417	\$106	0.572%	0.145%	67.7%	25.3%
Georgia	11.0	833,216	5,355.3	648.7		3,798.6	1,490.7	\$486	\$135	0.643%	0.179%	70.9%	27.8%
Idaho	2.0	124,312	421.6			282.5	84.0	\$215	\$43	0.339%	0.068%	67.0%	19.9%
Illinois	12.5	1,107,087	3,857.7			2,585.5	883.8	\$307		0.348%	0.080%	67.0%	22.9%
Indiana	6.9	511,075	1,744.2			1,141.7	373.1	\$254	\$54	0.341%	0.073%	65.5%	21.4%
Iowa	3.2	251,116	490.0			274.7	106.6	\$153	\$33	0.195%	0.042%	56.0%	21.8%
Kansas	2.9	229,853	350.1			202.4	88.5	\$119	\$30	0.152%	0.039%	57.8%	25.3%
Kentucky	4.5	285,495	1,463.0	81.1		963.0	405.4	\$323	\$90	0.512%	0.142%	65.8%	27.7%
Louisiana	4.6	317,318	639.6			370.1	204.8	\$140	\$45	0.202%	0.065%	57.9%	32.0%
Maine	1.4	93,988	430.2			288.8	90.1	\$308	\$65	0.458%	0.096%	67.1%	20.9%
Maryland 4,5	6.2	525,804	2,715.7		1,347.9	1,715.5	699.6	\$439	\$113	0.516%	0.133%	63.2%	
Massachusetts	7.0	759,471	6,129.8			4,525.2	1,156.6	\$876	\$165	0.807%	0.152%	73.8%	18.9%
Michigan 6	10.0	678,786	4,630.0	192.2		3,026.1	1,257.7	\$461	\$125	0.682%	0.185%	65.4%	27.2%
Minnesota	5.7	482,802	775.7			476.2	196.5	\$135	\$34	0.161%	0.041%	61.4%	25.3%
Mississippi	2.9	149,691	477.6			264.3	125.1	\$162	\$43	0.319%	0.084%	55.3%	26.2%
Missouri	6.2	435,373	1,605.9			1,069.2	389.8	\$259	\$63	0.369%	0.090%	66.6%	24.3%
Montana	1.1	72,705	92.5			54.9	19.5	\$82	\$17	0.127%	0.027%	59.3%	21.1%
Nebraska	2.0	180,791	220.6			129.1	55.3	\$112	\$28	0.122%	0.031%	58.5%	25.1%
N. Hampshire	1.4	114,733	520.9	47.2		338.4	203.7	\$372	\$145	0.454%	0.178%	65.0%	39.1%
New Jersey	9.3	825,990	3,818.0			2,157.8	1,100.0	\$411	\$118	0.462%	0.133%	56.5%	28.8%
New Mexico	2.1	134,935	170.2			93.6	51.1	\$81	\$24	0.126%	0.038%	55.0%	30.0%
New York 4,5	19.6	2,226,903	8,197.9		1,933.2	4,917.9	3,775.4	\$419	\$193	0.368%	0.170%	60.0%	
N. Carolina	10.8	794,140	4,241.3			2,811.6	1,092.3	\$391	\$101	0.534%	0.138%	66.3%	25.8%
N. Dakota	0.8	74,147	40.1			20.8		\$51		0.054%		51.9%	
Ohio 4,5	11.8	896,604	4,543.9		1,367.3	3,018.7	1,477.7	\$386	\$125	0.507%	0.165%	66.4%	
Oklahoma	4.1	263,026	354.7			219.9		\$87		0.135%		62.0%	
Oregon 4	4.2	324,245	460.6		1,190.6	282.7		\$109		0.142%		61.4%	
Pennsylvania	13.0	998,377	4,861.0	112.9		3,215.4	1,220.5	\$375	\$94	0.487%	0.122%	66.1%	25.1%
R. Island 4,5	1.1	80,335	321.0	13.9	522.5		425.5	\$293	\$388	0.400%	0.530%		
S. Carolina	5.4	335,435	2,384.7			1,571.7	593.4	\$444	\$110	0.711%	0.177%	65.9%	24.9%
S. Dakota 4,5	0.9	72,944	86.7		330.7	42.9	184.0	\$94	\$200	0.119%	0.252%	49.4%	
Texas	30.5	2,664,144	8,389.8			5,655.5	2,007.3	\$275	\$66	0.315%	0.075%	67.4%	23.9%
Vermont	0.6	44,488	168.6					\$261		0.379%			
Virginia	8.7	732,556	2,617.0	309.7		1,649.9	934.1	\$300	\$107	0.357%	0.128%	63.0%	35.7%
Washington	7.8	829,924	1,029.0			636.3	392.7	\$132	\$50	0.124%	0.047%	61.8%	38.2%
W. Virginia 4	1.8	102,183	258.0		969.1	156.7		\$146		0.252%		60.7%	
Wisconsin	5.9	426,554	954.8			588.8		\$162		0.224%		61.7%	
Wyoming	0.6	51,403	41.1			15.9	6.1	\$70	\$10	0.080%	0.012%	38.6%	14.8%
Total	313.9	26,545,240	98,465.0	1,409.4	8,078.9	64,297.9	27,666.9	\$314	\$88	0.371%			
Atlantic	2.6	111,780	759.9	128.5	406.5	447.3	487.0	\$289	\$186	0.680%	0.436%	58.9%	
BCLC	5.6	282,111	1,452.4	648.5		1,133.5	613.2	\$260	\$110	0.515%	0.217%	78.0%	
Loto-Quebec	8.9	411,001	2,272.0	278.4	836.2	1,384.2	958.8	\$254	\$107	0.553%	0.233%	60.9%	
OLG	15.8	805,813	4,465.8			2,585.9		\$283		0.554%		57.9%	
WCLC	7.6	495,948	1,491.6			794.7		\$197		0.301%		53.3%	
Total	40.5	2,106,653	10,441.7		6,345.6	6,345.6		\$258					

Fiscal year ends June 30 except New York and Canadian lotteries (March 31), Texas (August 31), and Michigan (Sept. 30).
 1 Source: U.S. Census Bureau & Stats Canada; 2 Source: U.S. Bureau of Economic Analysis; 3 eInstant is GGR (black), eInstant NGR is blue, eInstant sales is red.
 iGaming GGR (casino + eInstant) is green. 4 Prizes do not include VLT prizes paid; 5 Includes transfers for VLT, casino games & sports; 6 Estimated FY24 sales

U.S. Lotteries' Unaudited Fiscal Year 2024 Sales by Game

	(in \$Millions)														Total Sales	PC Sales	eInstant ¹
	Pop. (M)	Instant	Pull Tab	3-Digit	4-Digit	2/5 Digit	Lotto/Cash	Power Ball	Mega Millions	For Life	ITG	Monitor Games	Other				
Arizona	7.4	1,033.1	15.9	17.3			85.6	193.8	127.7		51.9		3.0	1,528.2	\$206		
Arkansas	3.1	478.4		12.3	7.1		18.1	44.8	28.4	8.1	15.6			613.0	\$200		
California	39.0	6,570.5		179.1	35.7		448.2	890.7	705.0			455.1		9,284.4	\$238		
Colorado	5.9	588.6		16.0			62.1	135.5	74.6	23.9				900.8	\$153		
Connecticut	3.6	744.0		127.2	129.8		45.7	112.0	69.1	30.0	34.7	122.1		1,414.6	\$391		
D.C.	0.7	45.8		36.5	50.5	20.3		10.8	7.0	3.1	10.5	11.4		196.1	\$289	3.7	
Delaware	1.0	111.3		31.8	29.8		7.8	34.4	21.2	5.0		10.3		251.4	\$244		
Florida	22.6	6,618.1		441.4	302.0	100.7	557.0	750.9	450.1	65.8			131.5	9,417.5	\$417		
Georgia	11.0	3,454.2		553.2	396.7	10.5	106.4	255.6	197.0	27.4	86.1	212.8	55.6	5,355.3	\$486	648.7	
Idaho	2.0	229.4	82.3	2.3	1.2		8.9	48.4	25.8	5.5	13.3		4.5	421.6	\$215		
Illinois	12.5	2,142.7		272.8	275.8		235.5	260.1	193.2		477.6			3,857.7	\$307		
Indiana	6.9	1,279.5		48.7	47.0		92.9	144.2	73.3	7.3	32.4		18.9	1,744.2	\$254		
Iowa	3.2	302.2	13.1	9.1	5.9		6.7	77.1	39.3	8.6	28.0			490.0	\$153		
Kansas	2.9	213.5		8.2			18.8	50.8	29.4	7.9	0.9	17.6	3.0	350.1	\$119		
Kentucky	4.5	940.8		185.6	53.5		17.0	100.5	58.4	11.8	16.9	67.4	11.0	1,463.0	\$323	81.1	
Louisiana	4.6	311.7		72.3	57.0	12.4	29.7	90.1	51.2		15.3			639.6	\$140		
Maine	1.4	326.4		6.1	4.8		17.2	33.9	18.6	6.6	16.3		0.4	430.2	\$308		
Maryland	6.2	1,061.4		237.2	296.9	67.5	42.0	184.1	131.5	20.6	82.4	587.0	5.3	2,715.7	\$439		
Massachusetts	7.0	4,013.0			331.8		109.4	211.5	144.4	47.4		1,272.2		6,129.8	\$876		
Michigan	10.0	2,314.0	46.7	453.9	517.0		104.8	192.8	142.3	24.2	71.4	594.8	168.1	4,630.0	\$461	192.2	
Minnesota	5.7	524.9		21.5			43.9	110.3	56.9		10.2		8.0	775.7	\$135		
Mississippi	2.9	307.5		16.6	17.0		21.7	55.6	34.4				24.7	477.6	\$162		
Missouri	6.2	1,127.2		94.7	66.3		46.8	125.9	74.3	10.4		47.3	13.0	1,605.9	\$259		
Montana	1.1	29.3					10.9	22.1	10.6	4.1	7.8		7.6	92.5	\$82		
Nebraska	2.0	110.1		9.0			22.1	46.9	24.5	8.0				220.6	\$112		
N. Hampshire	1.4	314.7		4.9	4.7		18.1	57.5	34.5	11.5	18.1	57.0		520.9	\$372	47.2	
New Jersey	9.3	2,059.7		389.4	236.3		219.5	369.6	259.1	63.4	63.3	96.3	61.3	3,818.0	\$411		
New Mexico	2.1	89.6		5.0	1.9		11.4	38.5	22.2		1.7			170.2	\$81		
New York	19.6	4,373.5		871.4	942.2		264.1	567.7	441.2	116.4		587.4	33.9	8,197.9	\$419		
North Carolina	10.8	2,922.3		449.2	218.4		68.6	257.4	150.9	41.1	56.7	76.6		4,241.3	\$391	146.2	
North Dakota	0.8						7.8	17.4	10.4	4.5				40.1	\$51		
Ohio	11.8	2,383.6		418.6	272.6	70.1	77.5	257.4	186.4	44.7	166.0	666.8		4,543.9	\$386		
Oklahoma	4.1	224.9		6.6			9.8	64.1	35.4	7.3	6.5			354.7	\$87		
Oregon	4.2	159.8			2.0		37.9	95.6	55.9			107.0	2.5	460.6	\$109		
Pennsylvania	13.0	3,102.5		249.9	217.9	61.8	274.8	409.1	233.8	26.7	176.0	49.7	58.8	4,861.0	\$375	112.9	
Rhode Island	1.1	134.4	0.0		22.4		7.2	35.7	18.9	7.6		92.4	2.4	321.0	\$293	13.9	
S. Carolina	5.4	1,607.2		285.1	161.3		31.7	151.5	81.3				66.6	2,384.7	\$444		
South Dakota	0.9	48.7					3.6	20.5	9.5	4.4				86.7	\$94		
Texas	30.5	6,644.5		298.1	156.2		355.9	558.6	376.6					8,389.8	\$275		
Vermont	0.6	117.3		1.3	1.3		6.8	14.1	8.2	3.1	16.4			168.6	\$260		
Virginia	8.7	1,314.1		321.4	324.2	40.0	45.1	212.9	159.9	29.5	59.8	35.7	74.4	2,617.0	\$300	309.7	
Washington	7.8	664.3		21.1			89.5	136.5	98.2				19.4	1,029.0	\$132		
West Virginia	1.8	164.6		7.0	4.6		9.8	42.6	22.3			4.4	2.6	258.0	\$146		
Wisconsin	5.9	611.7	1.3	25.8	17.7		68.0	131.4	73.7		24.1		1.1	954.8	\$162		
Wyoming	0.6						10.9	13.2	8.8	2.8		5.4		41.1	\$70		
Total	313.9	61,815.1	159.1	6,207.8	5,209.5	383.3	3,777.1	7,634.1	5,075.4	688.8	1,560.0	5,176.9	778.0	98,465.1	\$314		

¹ eInstant is GGR. If the lottery did not provide GGR, then NGR is indicated as blue. If GGR and NGR are not provided, eInstant sales are indicated as red.

Canadian Lotteries' Unaudited Fiscal Year 2024 Sales by Game

	(in C\$Millions)													Total Sales	PC Sales	eInstant/ iGaming ¹
	Pop. (M)	Instant	Pull Tab	Lotto Numbers	Lotto 6/49	Other Lotto	Lotto Max	Spiel	Keno	Pools Draw	Other					
Atlantic	2.6	268.1	101.0	0.8	87.4	57.1	115.9	48.8	10.6	66.3		3.9	759.9	\$289	406.5	128.8
BCLC	5.6	321.0	21.0		214.3	72.4	294.7	98.9	371.5	34.1	8.4	16.0	1,452.4	\$260		648.5
Loto-Quebec	8.9	577.2		51.8	286.6	168.4	399.0	146.3	196.4	207.4	161.4	77.6	2,272.0	\$254	836.2	278.4
OLG	15.8	1,624.7		206.6	656.4	296.8	912.1	296.6	102.7	355.7		14.2	4,465.8	\$283		
WCLC	7.6	363.7		30.8	279.8	144.7	388.3	161.9	16.7	105.6			1,491.6	\$197		
Total	40.5	3,154.7	122.1	290.0	1,524.5	739.3	2,110.1	752.6	698.0	769.1	169.8	111.7	10,441.8	\$258	1,242.8	

¹ eInstant is GGR and is indicated in black. NGR is blue. eInstant sales is red. iGaming GGR (casino + eInstant) is green.

U.S. Lotteries' Unaudited Fiscal Year 2023 Sales by Game

	(in \$millions)													Total Sales	PC Sales	eInstant ¹
	Pop. (M)	Instant	Pull Tab	3-Digit	4-Digit	2/5 Digit	Lotto/ Cash	Power Ball	Mega Millions	For Life	ITG	Monitor Games	Other			
Arizona	7.4	1,063.0	15.4	16.3			68.6	162.4	142.3		46.2		2.6	1,516.7	\$206	
Arkansas	3.0	476.6		12.3	6.7		15.6	39.1	32.3	7.1	17.9			607.6	\$199	
California	39.0	6,574.5		180.1	35.5		454.3	750.5	792.7			451.8		9,239.4	\$237	
Colorado	5.8	596.7		15.5			59.9	109.8	84.6	23.2				889.8	\$152	
Connecticut	3.6	754.9		133.8	130.9		44.7	100.8	79.2	30.2	40.7	135.9		1,451.2	\$400	
D.C.	0.7	45.6		40.3	54.5	23.6		10.3	8.3	3.3	10.5	13.7		210.2	\$313	3.2
Delaware	1.0	117.2		32.7	29.0		8.4	28.4	23.2	5.3		10.5		254.7	\$250	
Florida	22.2	7,043.9		462.3	304.9	99.2	591.4	632.6	511.6	64.6			91.3	9,801.8	\$441	
Georgia	10.9	3,694.0		572.0	400.5	10.4	122.6	214.8	221.1	26.7	4.9	228.3	60.1	5,555.3	\$509	581.6
Idaho	1.9	239.8	80.6	2.3	1.1		10.0	39.3	28.7	5.2	13.2		2.5	422.6	\$218	
Illinois	12.6	2,042.5		275.1	281.8		237.0	219.5	218.3		335.4			3,609.6	\$287	
Indiana	6.8	1,306.7		48.9	47.5		82.7	129.3	85.1	7.0	29.5		9.5	1,746.3	\$256	
Iowa	3.2	293.6	13.0	9.1	5.8		10.5	66.0	43.6	8.5	32.1			482.2	\$151	
Kansas	2.9	216.9		8.5			20.4	44.1	32.5	7.9		18.0	3.0	351.3	\$120	
Kentucky	4.5	943.5		177.2	53.3		15.9	87.9	65.0	11.9	17.1	65.4	9.8	1,447.0	\$321	52.8
Louisiana	4.6	319.3		69.5	57.3	11.7	30.9	84.1	61.3		18.4			652.4	\$142	
Maine	1.4	317.9		6.1	5.0		13.3	27.6	20.1	6.6	13.6			410.3	\$296	
Maryland	6.2	1,063.0		249.8	318.2	63.3	46.6	157.8	147.0	20.2	79.1	604.3		2,749.3	\$446	
Massachusetts	7.0	4,043.6	0.8		340.9		106.3	169.7	159.5	44.8		1,245.8		6,111.5	\$875	
Michigan	10.0	2,364.7	43.7	449.1	518.7		101.8	219.3	179.5	22.8	83.2	598.2	158.2	4,739.3	\$472	200.1
Minnesota	5.7	545.7		20.8			47.6	93.8	63.7		8.5		7.0	787.2	\$138	
Mississippi	2.9	311.5		18.8	16.7		17.1	49.2	41.1				13.3	467.7	\$159	
Missouri	6.2	1,159.7		100.0	68.8		49.1	109.6	82.2	10.4		50.8	13.8	1,644.5	\$266	
Montana	1.1	26.6					15.7	16.2	11.5	3.9	8.2		5.6	87.6	\$78	
Nebraska	2.0	116.6		8.0			19.1	41.8	26.7	8.0				220.2	\$112	
N. Hampshire	1.4	320.1		5.0	4.8		10.5	48.0	38.8	11.3	17.8	54.2		510.5	\$366	37.5
New Jersey	9.3	2,169.8		398.2	250.8		202.4	308.6	293.6	62.7	53.0	101.1	58.6	3,899.0	\$421	
New Mexico	2.1	88.0		4.9	1.9		12.9	33.7	26.0		1.1			168.5	\$80	
New York	19.7	4,406.3		886.2	930.0		276.2	516.9	492.3	119.5		630.1	34.9	8,292.3	\$421	
North Carolina	10.7	2,979.9		457.5	219.7		72.1	231.3	176.5	44.7	75.9	84.4		4,342.1	\$406	
North Dakota	0.8						8.2	15.3	11.8	4.1				39.3	\$50	
Ohio	11.8	2,338.8		410.9	257.5	63.9	81.7	202.7	210.6	40.3	180.8	676.6		4,463.7	\$380	
Oklahoma	4.0	248.8		6.7			13.1	55.5	43.1	6.9	5.6			379.8	\$94	
Oregon	4.2	158.0			1.9		37.4	75.9	55.8			109.1	2.5	440.6	\$104	
Pennsylvania	13.0	3,348.6		260.5	225.1	61.8	265.9	334.1	260.5	26.0	145.2	50.7	56.5	5,034.8	\$388	101.1
Rhode Island	1.1	124.3	0.0		22.3		8.3	29.7	20.9	7.7		88.8	1.8	303.7	\$278	
S. Carolina	5.3	1,628.6		287.1	157.1		27.1	134.4	95.8				72.6	2,402.7	\$455	
South Dakota	0.9	48.2					4.8	17.8	10.4	4.0				85.2	\$94	
Texas	30.0	6,729.3		295.6	148.8		409.5	616.7	525.8					8,725.7	\$291	
Vermont	0.6	116.1		1.3	1.3		4.0	13.6	9.9	3.0	12.3			161.5	\$250	
Virginia	8.7	1,281.7		324.8	353.2	3.6	45.2	178.8	182.9	29.6	52.9	35.6	63.3	2,551.6	\$294	227.6
Washington	7.8	669.0		21.6			93.6	107.2	106.0				6.0	1,003.4	\$129	
West Virginia	1.8	171.9		7.5	4.9		11.8	37.3	24.8			4.7	2.3	265.2	\$149	
Wisconsin	5.9	653.0	1.4	26.6	18.1		83.9	107.5	82.7		7.3		1.1	981.7	\$167	
Wyoming	0.6						15.5	11.7	9.9	2.8		4.3		44.3	\$76	
Total	312.4	63,158.5	155.0	6,303.3	5,274.6	337.4	3,873.4	6,680.6	5,839.2	680.2	1,310.6	5,262.5	676.2	99,551.5	\$319	

¹ eInstant is GGR. If the lottery did not provide GGR, then NGR is indicated as blue. If GGR and NGR are not provided, eInstant sales are indicated as red.

Canadian Lotteries' Unaudited Fiscal Year 2023 Sales by Game

	(in C\$millions)													Total Sales	PC Sales	eInstants/ iGaming ¹
	Pop. (M)	Instant	Pull Tab	Lotto Numbers	Lotto 6/49	Other Lotto	Lotto Max	Spiel	Keno	Pools Draw	Other	VL ¹				
Atlantic	2.5	248.4	99.2	0.7	77.5	58.4	144.2	50.1	10.3	63.5	3.9	756.3	\$307	401.4	101.3	
BCLC	5.2	299.9	21.9		183.9	69.1	387.5	100.1	369.9	35.9	8.8	1,492.6	\$286		628.7	
Loto-Quebec	8.6	552.6		49.1	249.4	178.7	545.9	152.7	184.7	176.6	111.1	72.1	2,273.0	\$264	875.1	244.8
OLG	14.8	1,567.1		201.5	575.0	291.9	1,232.2	306.7	100.8	308.9		6.6	4,590.7	\$310		
WCLC	7.1	351.4		28.7	231.1	145.0	533.5	166.6	17.2	94.3			1,567.9	\$220		
Total	38.2	3,019.5	121.1	280.1	1,316.9	743.2	2,843.4	776.3	683.0	679.1	119.9	98.1	10,680.5	\$279	1,276.6	

¹ eInstant is GGR and is indicated in black. NGR is blue. eInstant sales is red. iGaming GGR (casino + eInstants) is green.

U.S. Lotteries' Unaudited Fiscal Year 2024 vs. 2023 Instant Sales by Price Point
(in \$millions)

	FY24								FY23							
	\$1	\$2	\$3	\$5	\$10/15	\$20	\$25/30	\$50+	\$1	\$2	\$3	\$5	\$10/15	\$20	\$25/30	\$50+
Arizona	10.3	54.4	29.3	163.5	254.7	190.9	129.0	201.1	10.8	66.2	33.6	163.4	261.2	177.1	161.5	189.2
Arkansas	11.8	18.5	25.8	94.1	158.5	169.8			13.8	20.4	31.5	97.0	164.3	149.6		
California	86.0	167.2	370.5	1,039.6	1,692.9	1,944.4	1,269.9		108.1	156.5	407.1	1,125.1	1,732.9	1,992.0	1,053.0	
Colorado	13.7	15.3	25.6	94.4	136.2	162.9		140.7	16.3	16.6	26.2	106.1	150.5	141.2		139.9
Connecticut	15.2	31.7	40.2	127.5	208.2	156.4	110.6	54.2	18.3	30.7	43.1	146.0	208.4	189.9	118.5	
D.C.	1.9	2.0	1.4	12.4	11.9	7.9	7.7		2.2	2.6	1.3	12.9	14.1	8.4	3.5	
Florida	122.9	373.8	138.4	1,095.3	1,492.1	1,368.6	477.6	1,549.6	134.0	436.3	167.4	1,191.6	1,635.1	1,051.5	801.3	1,626.7
Georgia	59.2	240.9	150.2	536.5	756.4	665.6	638.1	407.4	88.0	259.8	156.5	560.7	805.5	626.4	951.8	245.3
Idaho	4.2	5.7	10.4	53.3	56.4	30.8	20.6	48.0	4.6	7.1	13.3	54.9	49.3	40.9	30.4	39.3
Illinois	57.9	56.7	59.8	358.7	597.2	448.3	369.4	194.9	69.5	60.2	69.0	395.6	601.3	461.2	386.1	
Indiana	30.5	42.0	24.9	280.6	292.0	271.8	118.8	216.7	33.0	41.5	36.2	289.8	298.7	303.8	96.8	209.4
Iowa	5.6	18.8	22.1	58.7	80.1	37.5	33.1	46.2	7.4	20.4	25.9	57.0	83.6	46.2	39.0	14.1
Kansas	10.1	30.0	4.5	44.6	45.6	35.9	28.1	14.7	10.7	34.4	8.4	44.9	47.5	41.0	30.0	
Kentucky	16.1	28.2	51.9	241.5	233.8	217.6	89.9	61.7	17.1	27.9	58.0	242.2	214.7	202.7	102.6	78.3
Louisiana	36.8	47.7	28.3	73.5	67.5	57.9			40.9	47.6	34.2	73.4	89.2	33.9		
Maine	5.7	15.6	20.4	76.5	81.8	29.5	96.9		6.3	16.8	22.0	78.0	77.6	28.1	89.0	
Maryland	17.7	31.7	35.6	233.5	310.0	199.6	112.8	120.5	20.2	32.6	36.6	241.7	351.1	160.0	148.5	72.4
Massachusetts	49.5	200.9		589.5	1,457.3	468.9	413.5	856.1	48.7	211.2		653.6	1,435.9	569.4	592.8	514.4
Michigan	33.6	112.8		361.6	448.2	636.5	282.6	438.7	34.3	115.2		369.5	458.0	650.5	288.8	448.3
Minnesota	14.4	18.7	52.5	158.8	115.5	140.5		24.5	17.3	22.8	59.2	137.9	152.7	127.8		27.9
Mississippi	17.3	35.0	10.9	85.3	60.6	98.3			20.9	37.3	16.2	88.6	62.8	85.8		
Missouri	39.5	63.0	59.9	255.2	182.3	192.0	124.4	210.9	46.6	75.0	67.6	253.5	173.7	206.2	152.7	184.3
Montana	2.2	4.6	3.4	6.1	5.7	4.5	3.1		2.2	4.9	3.6	6.0	5.8	4.3		
Nebraska	7.4	8.2	14.8	24.8	21.7	21.5	11.6		8.4	6.6	17.5	26.0	22.1	25.4	10.7	
New Hampshire	5.9	15.5	16.0	58.7	85.2	44.8	88.5		5.8	16.9	18.3	61.0	87.1	46.4	84.7	
New Jersey	25.6	134.3	143.5	434.2	396.7	487.9	437.5		23.6	142.4	154.6	432.2	435.3	524.5	457.1	
New Mexico	5.1	7.8	15.0	20.9	24.6	16.2			5.7	8.7	16.0	21.6	23.3	12.7		
New York	215.6	301.4	137.7	690.7	1,137.6	969.0	921.6		226.7	348.4	148.4	680.0	1,138.6	1,036.2	828.1	
North Carolina	47.6	100.4	79.3	476.8	584.8	476.0	773.5	383.9	58.0	128.0	83.0	549.9	607.6	572.7	980.7	
Ohio	83.4	140.7		443.7	552.3	513.9	239.7	410.0	89.0	160.5	13.9	452.6	535.7	534.3	301.4	251.7
Oklahoma	10.2	9.2	30.9	40.7	44.7	26.4	16.3	46.6	11.3	13.7	32.1	45.7	49.3	32.0	24.2	40.6
Oregon	9.2	24.8	11.6	38.2	46.4	29.5			9.5	27.2	12.0	37.2	44.1	27.9		
Pennsylvania	46.9	91.7	84.4	611.7	747.5	730.9	456.2	333.2	52.4	108.4	98.6	685.2	838.9	745.5	446.9	372.7
Rhode Island	3.9	8.3	3.2	36.8	32.3	16.3	14.4	5.3	4.8	8.2	4.1	40.0	33.2	17.0	17.1	
South Carolina	33.3	57.7	47.7	241.3	904.5	322.8			35.4	74.4	57.0	254.9	1,088.3	118.8		
South Dakota	2.5	3.0	5.7	11.4	9.9	9.4	6.9		2.4	3.6	6.4	11.8	9.4	13.1	1.4	
Texas	70.1	181.4	193.1	1,119.9	1,491.8	1,552.6	369.5	1,666.2	87.9	192.5	217.0	1,211.4	1,580.8	1,523.9	369.1	1,546.7
Vermont	2.2	3.6	8.0	31.8	35.4	21.3	15.1		2.7	4.3	8.6	39.1	34.2	14.0	13.0	
Virginia	41.9	60.9	20.0	265.6	287.1	223.4	162.0	253.1	42.6	57.6	29.1	278.6	274.7	227.3	193.6	178.1
Washington	14.1	49.2	37.1	193.1	121.9	112.4	136.6		17.8	53.2	41.9	189.4	152.2	86.3	128.2	
West Virginia	7.0	16.2	9.1	47.8	42.3	29.5	12.7		7.7	18.2	11.2	51.1	42.3	28.4	12.9	
Wisconsin	14.6	36.6	39.7	105.5	154.4	160.9	63.6	36.5	16.0	43.6	46.0	112.8	158.7	171.0	63.1	41.7
Total	1,308.3	2,866.0	2,062.8	10,934.1	15,466.1	13,300.6	8,051.9	7,720.6	1,478.6	3,160.8	2,332.2	11,570.4	16,229.5	13,055.2	8,978.6	6,221.1
% of Total	2%	5%	3%	18%	25%	22%	13%	13%	2%	5%	4%	18%	26%	21%	14%	10%

Canadian Lotteries' Unaudited Fiscal Year 2024 vs. 2023 Instant Sales by Price Point
(in C\$millions)

	FY24								FY23									
	\$1	\$2	\$3	\$4	\$5	\$7/8	\$10+	\$20	\$25+	\$1	\$2	\$3	\$4	\$5	\$7/8	\$10+	\$20	\$25+
Atlantic	2.7	14.8	28.1	25.9	79.0	10.9	55.6	16.4	34.6	2.9	16.1	28.4	27.6	60.6	11.1	62.5	14.4	24.7
BCLC	10.0	16.2	29.0		91.6		74.3	46.1	53.8	9.7	16.4	31.2		93.6		82.0	44.8	22.2
L-Quebec	4.8	54.6	111.7	12.9	165.4		117.6	41.2	60.9	6.1	63.2	134.2	24.3	150.2		112.7	42.3	28.5
OLG	0.0	19.7	243.7	45.7	374.6		431.2	144.8	365.0	0.0	18.7	259.4	45.7	371.5		458.8	143.3	269.8
Total	17.5	105.4	412.6	84.5	710.6	10.9	678.8	248.4	878.0	18.6	114.5	453.2	97.6	676.0	11.1	716.1	244.8	696.7
% of Total	1%	3%	13%	3%	23%	0%	22%	8%	28%	1%	4%	15%	3%	22%	0%	24%	8%	23%

U.S. lotteries ranked by FY24 traditional sales
(in US\$) Excludes VLT & eInstant revenue

Rank		Pop. (M)	Total (\$M)
1	Florida	22.6	9,417.5
2	California	39.0	9,284.4
3	Texas	30.5	8,389.8
4	New York	19.6	8,197.9
5	Massachusetts	7.0	6,129.8
6	Georgia	11.0	5,355.3
7	Pennsylvania	13.0	4,861.0
8	Michigan	10.0	4,630.0
9	Ohio	11.8	4,543.9
10	North Carolina	10.8	4,241.3
11	Illinois	12.5	3,857.7
12	New Jersey	9.3	3,818.0
13	Maryland	6.2	2,715.7
14	Virginia	8.7	2,617.0
15	South Carolina	5.4	2,384.7
16	Indiana	6.9	1,744.2
17	Missouri	6.2	1,605.9
18	Arizona	7.4	1,528.2
19	Kentucky	4.5	1,463.0
20	Connecticut	3.6	1,414.6
21	Washington	7.8	1,029.0
22	Wisconsin	5.9	954.8
23	Colorado	5.9	900.8
24	Minnesota	5.7	775.7
25	Louisiana	4.6	639.6
26	Arkansas	3.1	613.0
27	New Hampshire	1.4	520.9
28	Iowa	3.2	490.0
29	Mississippi	2.9	477.6
30	Oregon	4.2	460.6
31	Maine	1.4	430.2
32	Idaho	2.0	421.6
33	Oklahoma	4.1	354.7
34	Kansas	2.9	350.1
35	Rhode Island	1.1	321.0
36	West Virginia	1.8	258.0
37	Delaware	1.0	251.4
38	Nebraska	2.0	220.6
39	D.C.	0.7	196.1
40	New Mexico	2.1	170.2
41	Vermont	0.6	168.6
42	Montana	1.1	92.5
43	South Dakota	0.9	86.7
44	Wyoming	0.6	41.1
45	North Dakota	0.8	40.1

C. lotteries ranked by FY24 traditional sales
(in C\$) Excludes VLT & eInstant revenue

Rank		Pop. (M)	Total (C\$M)
1	OLG	15.8	4,465.8
2	Loto-Quebec	8.9	2,272.0
3	WCLC	7.6	1,491.6
4	BCLC	5.6	1,452.4
5	Atlantic	2.6	759.9

U.S. lotteries ranked by FY24 traditional PC
(in US\$) Excludes VLT & eInstant revenue

Rank		Pop. (M)	PC Sales
1	Massachusetts	7.0	\$876
2	Georgia	11.0	\$486
3	Michigan	10.0	\$461
4	South Carolina	5.4	\$444
5	Maryland	6.2	\$439
6	New York	19.6	\$419
7	Florida	22.6	\$417
8	New Jersey	9.3	\$411
9	North Carolina	10.8	\$391
10	Connecticut	3.6	\$391
11	Ohio	11.8	\$386
12	Pennsylvania	13.0	\$375
13	New Hampshire	1.4	\$372
14	Kentucky	4.5	\$323
15	Maine	1.4	\$308
16	Illinois	12.5	\$307
17	Virginia	8.7	\$300
18	Rhode Island	1.1	\$293
19	D.C.	0.7	\$289
20	Texas	30.5	\$275
21	Vermont	0.6	\$260
22	Missouri	6.2	\$259
23	Indiana	6.9	\$254
24	Delaware	1.0	\$244
25	California	39.0	\$238
26	Idaho	2.0	\$215
27	Arizona	7.4	\$206
28	Arkansas	3.1	\$200
29	Mississippi	2.9	\$162
30	Wisconsin	5.9	\$162
31	Colorado	5.9	\$153
32	Iowa	3.2	\$153
33	West Virginia	1.8	\$146
34	Louisiana	4.6	\$140
35	Minnesota	5.7	\$135
36	Washington	7.8	\$132
37	Kansas	2.9	\$119
38	Nebraska	2.0	\$112
39	Oregon	4.2	\$109
40	South Dakota	0.9	\$94
41	Oklahoma	4.1	\$87
42	Montana	1.1	\$82
43	New Mexico	2.1	\$81
44	Wyoming	0.6	\$70
45	North Dakota	0.8	\$51

C. lotteries ranked by FY24 total PC
(in C\$) Excludes VLT & eInstant revenue

Rank		Pop. (M)	PC Sales
1	Atlantic	2.6	\$289
2	OLG	15.8	\$283
3	BCLC	5.6	\$260
4	Loto-Quebec	8.9	\$254
5	WCLC	7.6	\$197

U.S. lotteries ranked % chg. FY24 traditional
(in C\$) Excludes VLT & eInstant revenue

Rank		Total (\$M)	% Chg.
1	Illinois	3,857.7	6.9%
2	Rhode Island	321.0	5.7%
3	Montana	92.5	5.6%
4	Maine	430.2	4.9%
5	Oregon	460.6	4.5%
6	Vermont	168.6	4.4%
7	Virginia	2,617.0	2.6%
8	Washington	1,029.0	2.5%
9	Mississippi	477.6	2.1%
10	New Hampshire	520.9	2.0%
11	North Dakota	40.1	1.8%
12	Ohio	4,543.9	1.8%
13	South Dakota	86.7	1.8%
14	Iowa	490.0	1.6%
15	Colorado	900.8	1.2%
16	Kentucky	1,463.0	1.1%
17	New Mexico	170.2	1.1%
18	Arkansas	613.0	0.9%
19	Arizona	1,528.2	0.8%
20	California	9,284.4	0.5%
21	Massachusetts	6,129.8	0.3%
22	Nebraska	220.6	0.2%
23	Indiana	1,744.2	-0.1%
24	Idaho	421.6	-0.2%
25	Kansas	350.1	-0.3%
26	South Carolina	2,384.7	-0.7%
27	New York	8,197.9	-1.1%
28	Maryland	2,715.7	-1.2%
29	Delaware	251.4	-1.3%
30	Minnesota	775.7	-1.5%
31	Louisiana	639.6	-2.0%
32	New Jersey	3,818.0	-2.1%
33	Michigan	4,630.0	-2.3%
34	North Carolina	4,241.3	-2.3%
35	Missouri	1,605.9	-2.3%
36	Connecticut	1,414.6	-2.5%
37	West Virginia	258.0	-2.7%
38	Wisconsin	954.8	-2.7%
39	Pennsylvania	4,861.0	-3.5%
40	Georgia	5,355.3	-3.6%
41	Texas	8,389.8	-3.8%
42	Florida	9,417.5	-3.9%
43	Oklahoma	354.7	-6.6%
44	D.C.	196.1	-6.7%
45	Wyoming	41.1	-7.3%

C. lotteries ranked by % chg. FY24 total sales
(in C\$) Excludes VLT revenue

Rank		Total (C\$M)	% Chg.
1	Atlantic	759.9	0.5%
2	Loto-Quebec	2,272.0	0.0%
3	BCLC	1,452.4	-2.7%
4	OLG	4,465.8	-2.7%
5	WCLC	1,491.6	-4.9%

U.S. lotteries ranked by FY24 instant sales
(in US\$)

Rank		Pop. (M)	Instant (\$M)
1	Texas	30.5	6,644.5
2	Florida	22.6	6,618.1
3	California	39.0	6,570.5
4	New York	19.6	4,373.5
5	Massachusetts	7.0	4,013.0
6	Georgia	11.0	3,454.2
7	Pennsylvania	13.0	3,102.5
8	North Carolina	10.8	2,922.3
9	Ohio	11.8	2,383.6
10	Michigan	10.0	2,314.0
11	Illinois	12.5	2,142.7
12	New Jersey	9.3	2,059.7
13	South Carolina	5.4	1,607.2
14	Virginia	8.7	1,314.1
15	Indiana	6.9	1,279.5
16	Missouri	6.2	1,127.2
17	Maryland	6.2	1,061.4
18	Arizona	7.4	1,033.1
19	Kentucky	4.5	940.8
20	Connecticut	3.6	744.0
21	Washington	7.8	664.3
22	Wisconsin	5.9	611.7
23	Colorado	5.9	588.6
24	Minnesota	5.7	524.9
25	Arkansas	3.1	478.4
26	Maine	1.4	326.4
27	New Hampshire	1.4	314.7
28	Louisiana	4.6	311.7
29	Mississippi	2.9	307.5
30	Iowa	3.2	302.2
31	Idaho	2.0	229.4
32	Oklahoma	4.1	224.9
33	Kansas	2.9	213.5
34	West Virginia	1.8	164.6
35	Oregon	4.2	159.8
36	Rhode Island	1.1	134.4
37	Vermont	0.6	117.3
38	Delaware	1.0	111.3
39	Nebraska	2.0	110.1
40	New Mexico	2.1	89.6
41	South Dakota	0.9	48.7
42	D.C.	0.7	45.8
43	Montana	1.1	29.3

C. lotteries ranked by FY24 instant sales
(in C\$)

Rank		Pop. (M)	Instant (C\$M)
1	OLG	15.8	1,624.7
2	Loto-Quebec	8.9	577.2
3	WCLC	7.6	363.7
4	BCLC	5.6	321.0
5	Atlantic	2.6	268.1

U.S. lotteries ranked by FY24 instant PC
(in US\$)

Rank		Pop. (M)	PC Sales
1	Massachusetts	7.0	\$573
2	Georgia	11.0	\$313
3	South Carolina	5.4	\$299
4	Florida	22.6	\$293
5	North Carolina	10.8	\$270
6	Pennsylvania	13.0	\$239
7	Maine	1.4	\$234
8	Michigan	10.0	\$231
9	New Hampshire	1.4	\$224
10	New York	19.6	\$223
11	New Jersey	9.3	\$222
12	Texas	30.5	\$218
13	Kentucky	4.5	\$208
14	Connecticut	3.6	\$206
15	Ohio	11.8	\$202
16	Indiana	6.9	\$186
17	Missouri	6.2	\$182
18	Vermont	0.6	\$181
19	Maryland	6.2	\$172
20	Illinois	12.5	\$171
21	California	39.0	\$169
22	Arkansas	3.1	\$156
23	Virginia	8.7	\$151
24	Arizona	7.4	\$139
25	Rhode Island	1.1	\$123
26	Idaho	2.0	\$117
27	Delaware	1.0	\$108
28	Mississippi	2.9	\$105
29	Wisconsin	5.9	\$103
30	Colorado	5.9	\$100
31	Iowa	3.2	\$94
32	West Virginia	1.8	\$93
33	Minnesota	5.7	\$91
34	Washington	7.8	\$85
35	Kansas	2.9	\$73
36	Louisiana	4.6	\$68
37	D.C.	0.7	\$68
38	Nebraska	2.0	\$56
39	Oklahoma	4.1	\$55
40	South Dakota	0.9	\$53
41	New Mexico	2.1	\$42
42	Oregon	4.2	\$38
43	Montana	1.1	\$26

C. lotteries ranked by FY24 instant PC
(in C\$)

Rank		Pop. (M)	PC Sales
1	OLG	15.8	\$103
2	Atlantic	2.6	\$102
3	Loto-Quebec	8.9	\$64
4	BCLC	5.6	\$58
5	WCLC	7.6	\$48

U.S. lotteries ranked % chg. FY24 instant
(in US\$)

Rank		Instant (\$M)	% Chg.
1	Montana	29.3	10.1%
2	Rhode Island	134.4	8.1%
3	Illinois	2,142.7	4.9%
4	Iowa	302.2	2.9%
5	Maine	326.4	2.7%
6	Virginia	1,314.1	2.5%
7	Ohio	2,383.6	1.9%
8	New Mexico	89.6	1.8%
9	Oregon	159.8	1.1%
10	Vermont	117.3	1.0%
11	South Dakota	48.7	0.9%
12	D.C.	45.8	0.6%
13	Arkansas	478.4	0.4%
14	California	6,570.5	-0.1%
15	Maryland	1,061.4	-0.2%
16	Kentucky	940.8	-0.3%
17	Washington	664.3	-0.7%
18	New York	4,373.5	-0.7%
19	Massachusetts	4,013.0	-0.8%
20	Texas	6,644.5	-1.3%
21	Mississippi	307.5	-1.3%
22	South Carolina	1,607.2	-1.3%
23	Colorado	588.6	-1.4%
24	Connecticut	744.0	-1.5%
25	Kansas	213.5	-1.6%
26	New Hampshire	314.7	-1.7%
27	North Carolina	2,922.3	-1.9%
28	Indiana	1,279.5	-2.1%
29	Michigan	2,314.0	-2.1%
30	Louisiana	311.7	-2.4%
31	Missouri	1,127.2	-2.8%
32	Arizona	1,033.1	-2.8%
33	Minnesota	524.9	-3.8%
34	West Virginia	164.6	-4.2%
35	Idaho	229.4	-4.3%
36	Delaware	111.3	-5.1%
37	New Jersey	2,059.7	-5.1%
38	Nebraska	110.1	-5.6%
39	Florida	6,618.1	-6.0%
40	Wisconsin	611.7	-6.3%
41	Georgia	3,454.2	-6.5%
42	Pennsylvania	3,102.5	-7.3%
43	Oklahoma	224.9	-9.6%

C. lotteries ranked by % chg. FY24 instant
(in C\$)

Rank		Instant (C\$M)	% Chg.
1	Atlantic	268.1	7.9%
2	BCLC	321.0	7.0%
3	Loto-Quebec	577.2	4.4%
4	OLG	1624.7	3.7%
5	WCLC	363.7	3.5%



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