



Over \$2 Billion and Counting for our Schools

Senate Ways and Means

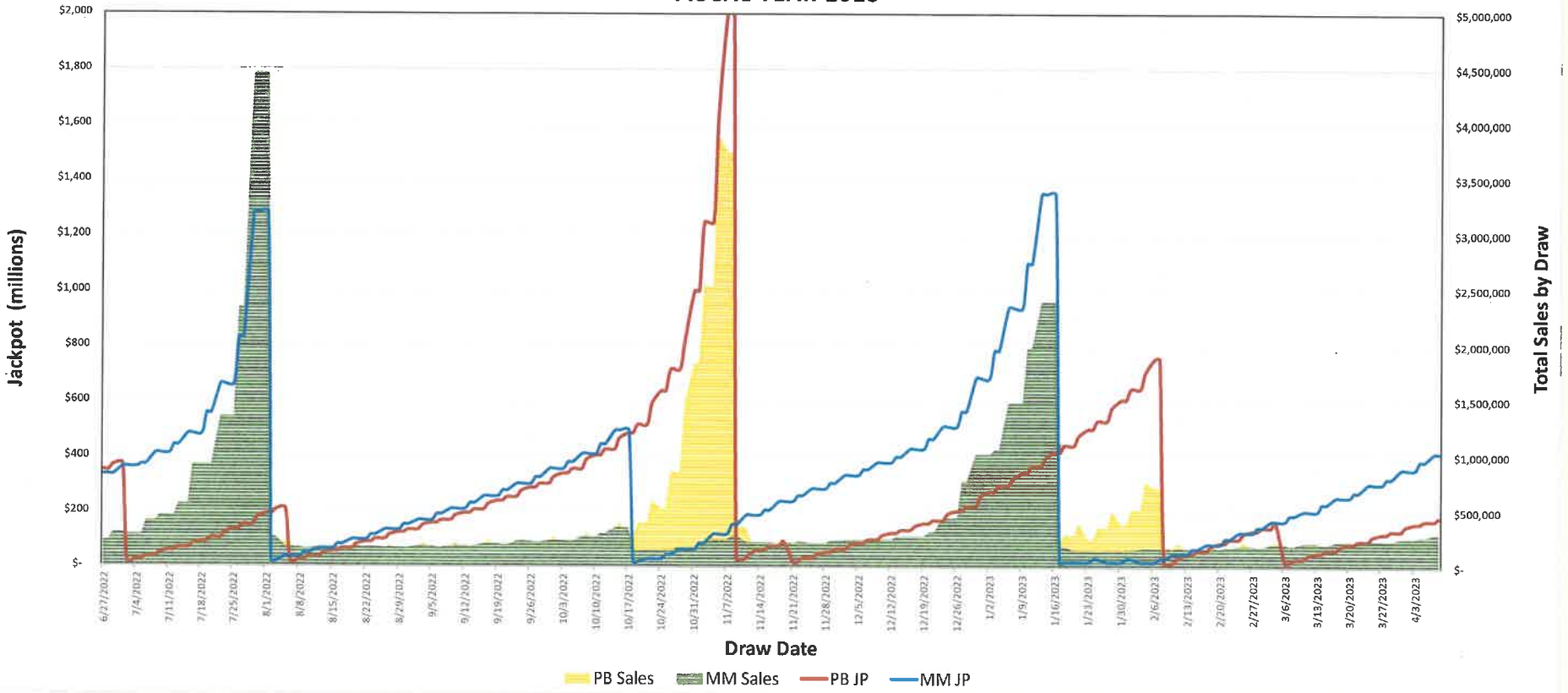
April 20, 2023

Presented by: Charles McIntyre, Executive Director

&

James Duris, Chief Financial Officer

### TOTAL POWERBALL AND MEGA MILLIONS SALES BY DRAW FISCAL YEAR 2023

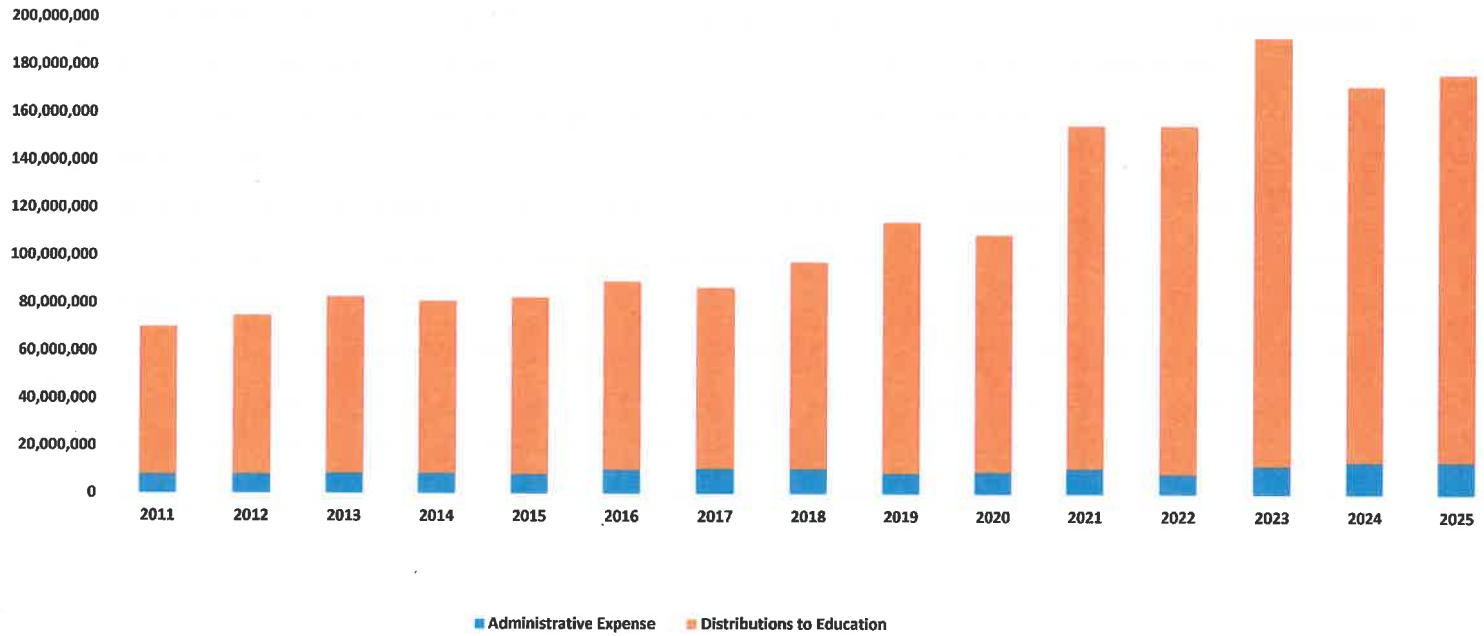


# Sports Betting Results by State

## FY 2023 – New Hampshire Sports Betting Results

<u>Year</u>	<u>Handle</u>	<u>GGR</u>	<u>State Revenue</u>	<u>Hold</u>
<b>FY 2020</b>	<b>\$67,189,287</b>	<b>\$5,244,994</b>	<b>\$2,157,893</b>	<b>7.81%</b>
<b>FY 2021</b>	<b>\$520,648,859</b>	<b>\$38,965,589</b>	<b>\$16,723,887</b>	<b>7.48%</b>
<b>FY 2022</b>	<b>\$861,106,439</b>	<b>\$51,608,874</b>	<b>\$23,153,279</b>	<b>5.99%</b>
<b><i>FY 2023*</i></b>	<b><i>\$727,146,428</i></b>	<b><i>\$62,911,432</i></b>	<b><i>\$28,841,157</i></b>	<b><i>8.65%</i></b>
<b>Total</b>	<b>\$2,176,091,013</b>	<b>\$158,730,889</b>	<b>\$70,876,216</b>	<b>7.29%</b>

## Distributions to Education



	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
Transfers	62,207,551	66,768,050	74,334,757	72,380,273	74,324,817	79,184,886	76,119,818	87,203,035	105,605,565	99,789,643	144,237,386	146,560,830	180,000,000	158,000,000	163,000,000
Ops Exp	8,024,487	8,147,083	8,533,632	8,624,055	8,263,669	10,205,115	10,741,890	10,499,214	8,896,285	9,368,928	10,812,637	8,563,686	12,079,000	13,710,262	13,882,973

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

*Thousands*

<b>Revenues (In thousands)</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>
Instant Scratch Games	\$ 192,475	\$ 195,293	\$ 208,938	\$ 218,037	\$ 223,368	\$ 238,867	\$ 250,477	\$ 272,265	\$ 320,336	\$ 313,816
Keno	-	-	-	-	-	8,357	26,959	28,988	47,902	53,537
MUSL Powerball	46,160	35,034	28,669	42,546	32,446	36,780	37,618	23,913	31,197	40,581
MUSL Mega Millions	8,765	13,499	12,583	11,265	11,287	16,948	31,611	17,495	26,890	18,805
MUSL Hot Lotto	3,168	3,160	3,697	2,689	2,749	1,322	-	-	-	-
Tri-State Megabucks	9,177	8,105	7,432	7,838	7,645	8,740	9,359	8,087	8,068	6,830
Tri-State Daily Pick 3/Pick 4	9,933	9,855	9,968	10,358	10,809	10,384	10,254	10,499	11,150	10,316
Tri-State Other Games	1,833	4,304	4,623	5,329	5,531	5,909	7,969	8,115	20,260	22,610
Lucky for Life	7,826	6,361	5,272	5,295	5,319	5,445	5,607	5,539	5,654	6,351
iLottery	-	-	-	-	-	-	4,513	10,733	23,720	29,857
Racing & Charitable Gaming	-	-	-	5,038	4,892	5,010	5,996	4,426	7,107	8,697
Sports Betting	-	-	-	-	-	-	-	2,158	16,724	23,153
Income Other than Ticket Sales	1,132	375	1,850	188	275	134	675	432	27	218
<b>Total Sales and Other Revenue <sup>2</sup></b>	<b>\$ 280,469</b>	<b>\$ 275,986</b>	<b>\$ 282,982</b>	<b>\$ 308,568</b>	<b>\$ 304,321</b>	<b>\$ 337,895</b>	<b>\$ 391,038</b>	<b>\$ 392,651</b>	<b>\$ 519,005</b>	<b>\$ 536,771</b>
<b>Operating Expenses</b>										
Prizes	173,357	171,846	176,415	192,963	191,778	211,534	240,812	246,878	310,919	321,750
Retailer Commissions & Incentives	16,626	15,823	16,256	18,057	17,204	19,909	23,468	23,083	32,146	30,417
Other Costs of Sales	7,618	7,217	7,800	8,262	8,444	8,569	11,278	13,887	20,645	26,677
Administration & Depreciation Expenses	8,533	8,624	8,264	10,205	10,742	10,499	8,896	9,369	10,813	8,564
<b>Total Expenses</b>	<b>206,134</b>	<b>203,510</b>	<b>208,735</b>	<b>229,487</b>	<b>228,168</b>	<b>250,510</b>	<b>284,454</b>	<b>293,217</b>	<b>374,523</b>	<b>387,407</b>
<b>Nonoperating Expenses</b>										
Transfer in of RCGC operations	-	-	-	(1,089)	-	-	-	-	-	-
Interest on mortgage payable	-	-	-	-	-	-	50	98	94	6
Interest on capital lease	-	-	-	-	-	-	-	-	-	2
Distributions to Education	74,335	72,380	74,325	79,185	76,120	87,279	105,853	99,791	144,237	146,561
<b>Change in Net Position</b>										
Change in Net Position <sup>1</sup>	-	96	(78)	(1,193)	34	107	681	(453)	151	2,795
<b>Net Position</b>										
Invested in capital assets	133	246	187	211	145	72	73	169	283	310
Restricted for prize funds	4,134	4,230	4,152	4,048	4,083	4,189	4,869	4,417	4,568	4,653
Unrestricted Deficit <sup>3,4</sup>	(133)	(246)	(2,777)	(3,890)	(3,824)	(24,332)	(24,333)	(24,429)	(24,543)	(21,860)
<b>Ending Net Position <sup>5</sup></b>	<b>\$ 4,134</b>	<b>\$ 4,230</b>	<b>\$ 1,562</b>	<b>\$ 369</b>	<b>\$ 404</b>	<b>\$ (20,071)</b>	<b>\$ (19,390)</b>	<b>\$ (19,842)</b>	<b>\$ (19,692)</b>	<b>\$ (16,897)</b>

<sup>1</sup> 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.

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

<sup>3</sup> The increase in Unrestricted Deficit was due to an accounting change for fiscal year 2015 in accordance

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

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