

Legislative Finance Committee

NEW MEXICO LOTTERY AUTHORITY

October 2, 2020



All numbers are rounded.
Fiscal Year 2020 numbers are unaudited.



\$38.1

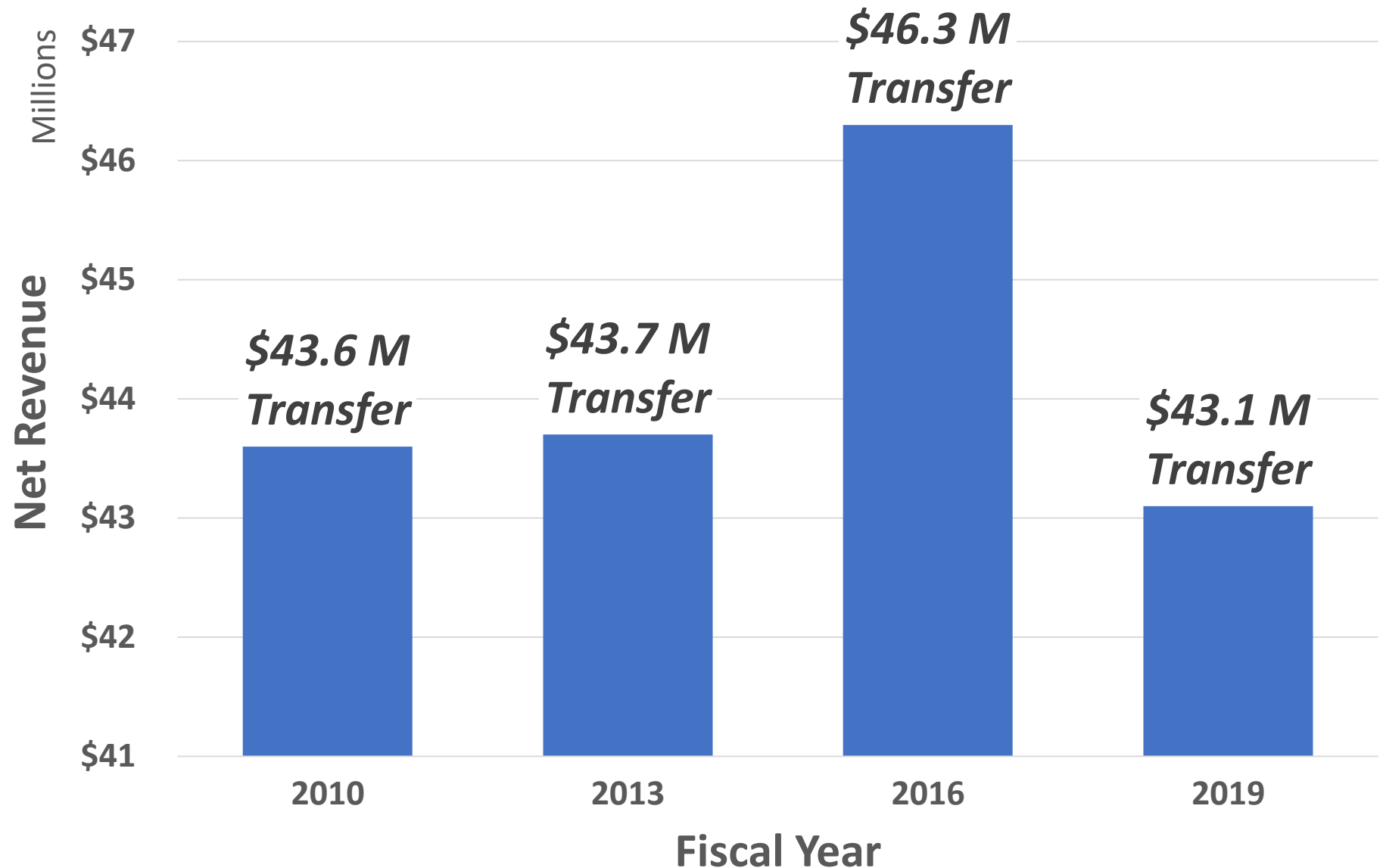
Million

**FY20 Transfer to the
Legislative Lottery Scholarship Fund**

Historical Review

Fiscal Year	Gross Revenues	Net Revenues for Public Education	Fiscal Year	Gross Revenues	Net Revenues for Public Education
1996	\$28.5 Million	\$6.3 Million	2009	\$142.6 Million	\$40.8 Million
1997	\$82.4 Million	\$21.9 Million	2010	\$143.6 Million	\$43.6 Million
1998	\$85.4 Million	\$20.1 Million	2011	\$135.6 Million	\$41.3 Million
1999	\$89.7 Million	\$19.6 Million	2012	\$133.9 Million	\$41.3 Million
2000	\$111.2 Million	\$24.5 Million	2013	\$141.8 Million	\$43.7 Million
2001	\$113.7 Million	\$25.9 Million	2014	\$136.1 Million	\$40.9 Million
2002	\$129.5 Million	\$29.6 Million	2015	\$137.1 Million	\$41.1 Million
2003	\$133.6 Million	\$33.1 Million	2016	\$154.4 Million	\$46.3 Million
2004	\$142.6 Million	\$35.9 Million	2017	\$126.1 Million	\$37.8 Million
2005	\$134.7 Million	\$32.2 Million	2018	\$134.1 Million	\$40.2 Million
2006	\$150.6 Million	\$36.9 Million	2019	\$143.6 Million	\$43.1 Million
2007	\$148.8 Million	\$34.8 Million	2020	\$127.1 Million	\$38.1 Million
2008	\$147.8 Million	\$40.8 Million	Totals	\$ 3.154 Billion	\$860.2 Million

Four Highest Fiscal Year Transfers to the Scholarship Fund



Where the Money Goes

A Breakdown by the Dollar



Based on FY 2020 gross revenues

6.7¢
Cost of Product*

30¢
Lottery Tuition Fund



53.7¢
Prizes
for Players

6.5¢
Retailer
Commissions

3.1¢
Administrative

* Cost of Product includes: On-line vendor fees, advertising, ticket vendor fees, retailer equipment, promotions, shipping and postage, responsible gaming, and game membership. By statute, the Lottery is required to return a minimum of 50% of proceeds to players in the form of prizes and 30% to the Lottery Tuition Fund. The remaining funds are allocated to cover the cost of product as well as retailer commissions and the administrative costs. (Numbers are rounded.)

Budget Summary

	FY 2018	FY 2019	FY 2020
Gross Revenues	\$ 134.1 Million	\$ 143.7 Million	\$ 127.1 Million
Prizes for Players	\$ 73.2 Million	\$ 77.0 Million	\$ 68.3 Million
Lottery Tuition Fund	\$ 40.2 Million	\$ 43.1 Million	\$ 38.1 Million
Cost of Product	\$ 8.5 Million	\$ 9.0 Million	\$ 8.5 Million
Retailer Commissions	\$ 8.7 Million	\$ 9.3 Million	\$ 8.3 Million
Administrative Costs	\$ 3.5 Million	\$ 5.3 Million	\$ 3.9 Million

Operating Expenses*

Fiscal Year	Total Operating Expenses (Millions)	Total Operating Expenses (%)
2007	\$28.9	19.4%
2008	\$26.9	18.2%
2009	\$23.5	16.5%
2010	\$21.4	14.9%
2011	\$20.7	15.2%
2012	\$20.6	15.3%
2013	\$21.0	14.9%
2014	\$21.1	15.5%
2015	\$20.4	14.8%
2016	\$23.3	15.1%
2017	\$21.1	16.7%
2018	\$20.7	15.4%
2019	\$23.6	16.4%
2020	\$20.7	16.3%

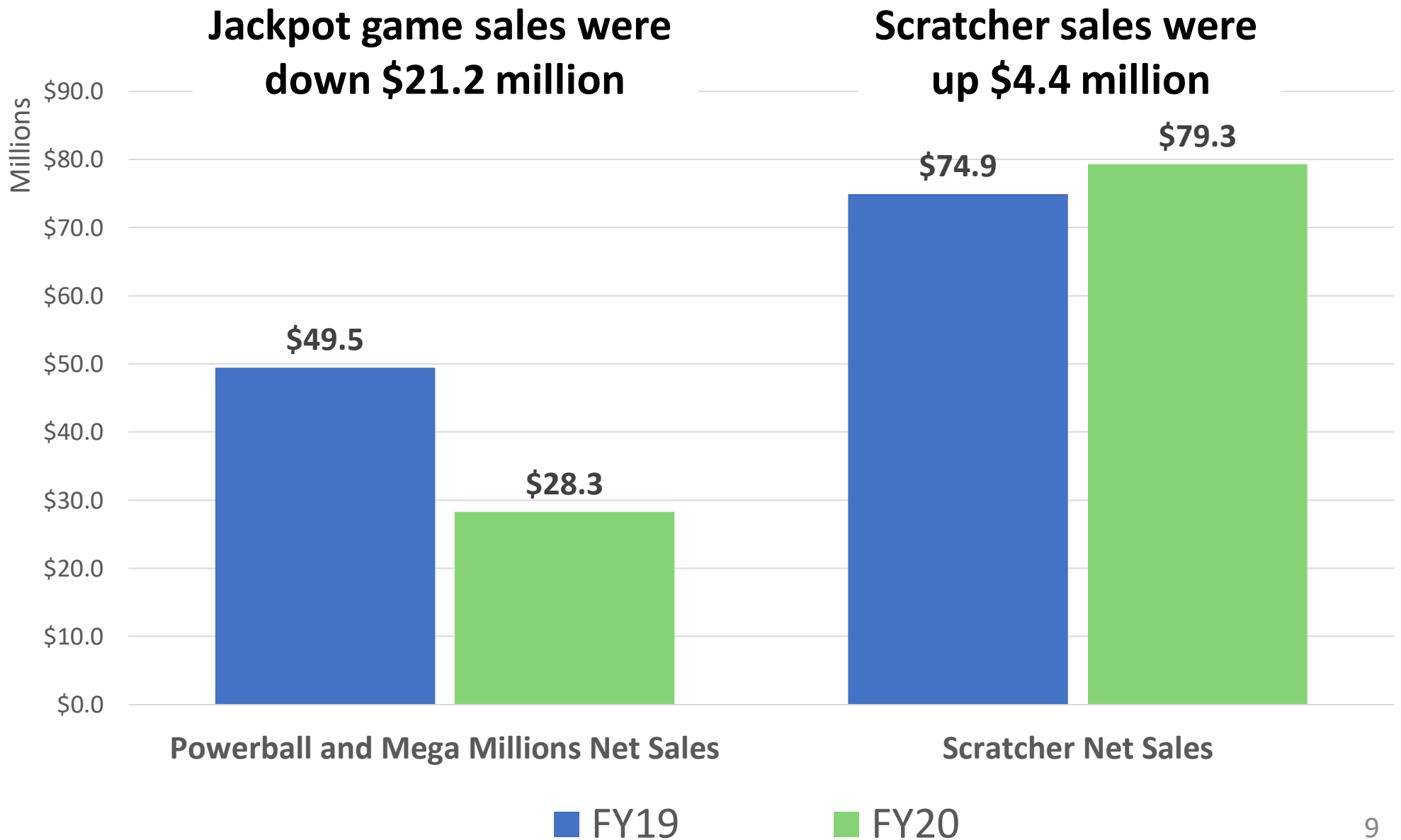
*Does not include prizes to players

Net Ticket Sales

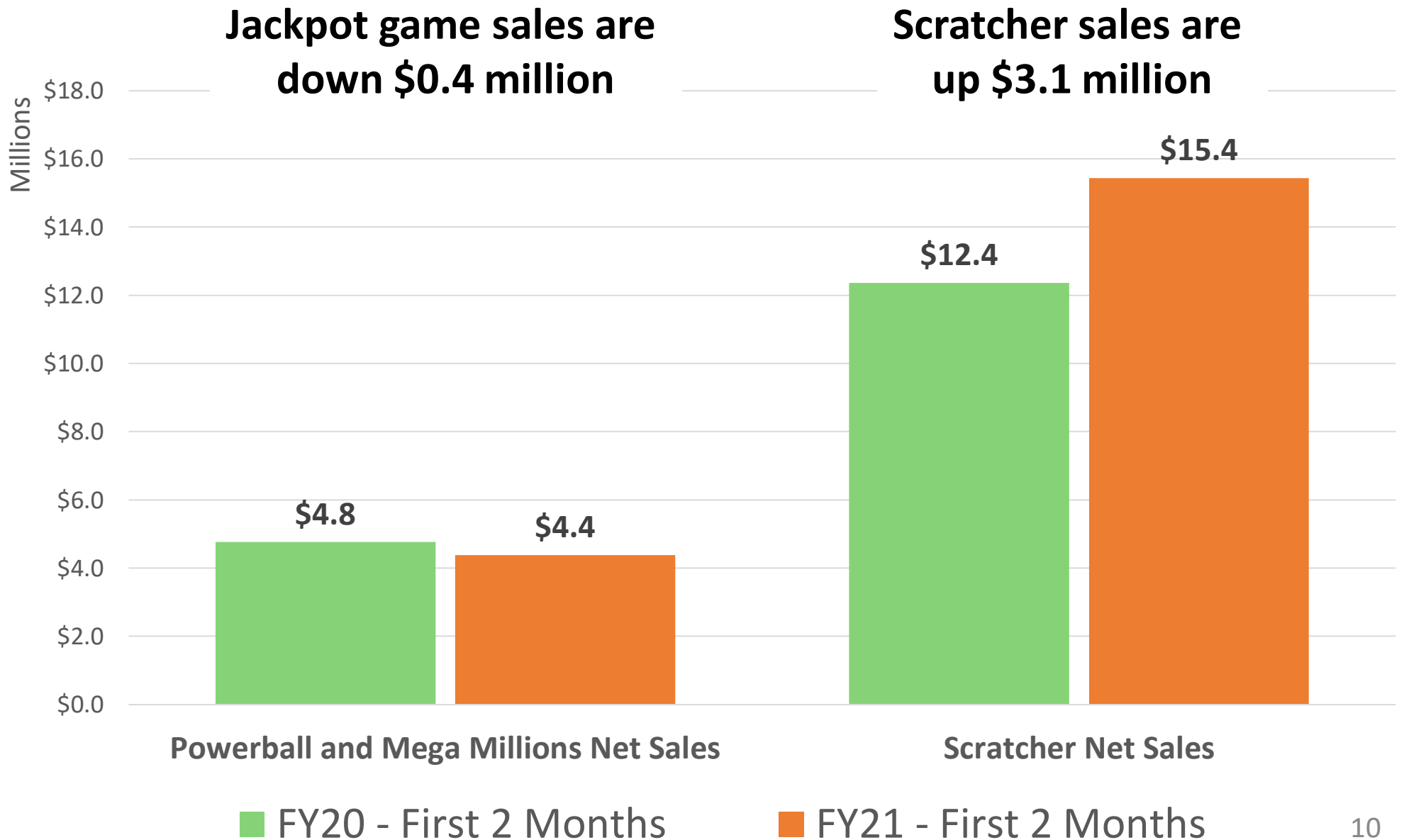
	FY 2018	FY 2019	FY 2020
Instant Games	\$ 72.3 Million	\$ 74.9 Million	\$ 79.3 Million
Powerball	\$ 29.6 Million	\$ 26.9 Million	\$ 16.8 Million*
Mega Millions	\$ 13.2 Million	\$ 22.5 Million	\$ 11.5 Million
Other Draw Games	\$ 19.0 Million	\$ 19.2 Million	\$ 19.5 Million
Total Net Sales	\$ 134.0 Million	\$ 143.6 Million	\$ 127.1 Million

* Lowest New Mexico Powerball fiscal year sales to date

FY 19 and FY 20 Sales Comparison (Jackpot Games and Scratchers)



FY 20 and FY 21 Sales Comparison (Jackpot Games and Scratchers)



Unclaimed Prizes

	FY 2018	FY 2019	FY 2020
Unclaimed Prizes	\$ 3.44 Million	\$ 5.43 Million	\$ 5.14 Million
Unclaimed Prizes Transferred to Lottery Tuition Fund	\$ 3.10 Million	\$ 5.14 Million	\$ 4.24 Million
Unclaimed Balance at End of Year	\$ 1.65 Million	\$ 1.95 Million	\$ 0.90 Million

In the last thirteen years, unclaimed prizes have been used 84% of the time to meet the mandated percentage return to the Lottery Tuition Fund.

Summary

The New Mexico Lottery has raised more than \$860 Million for New Mexico education through Lottery ticket sales.

Thanks to players, more than 128,000 New Mexicans have received a Legislative Lottery Scholarship.