



DEPARTMENT OF LIQUOR AND LOTTERY

2021 ANNUAL REPORT

liquorandlottery.vermont.gov

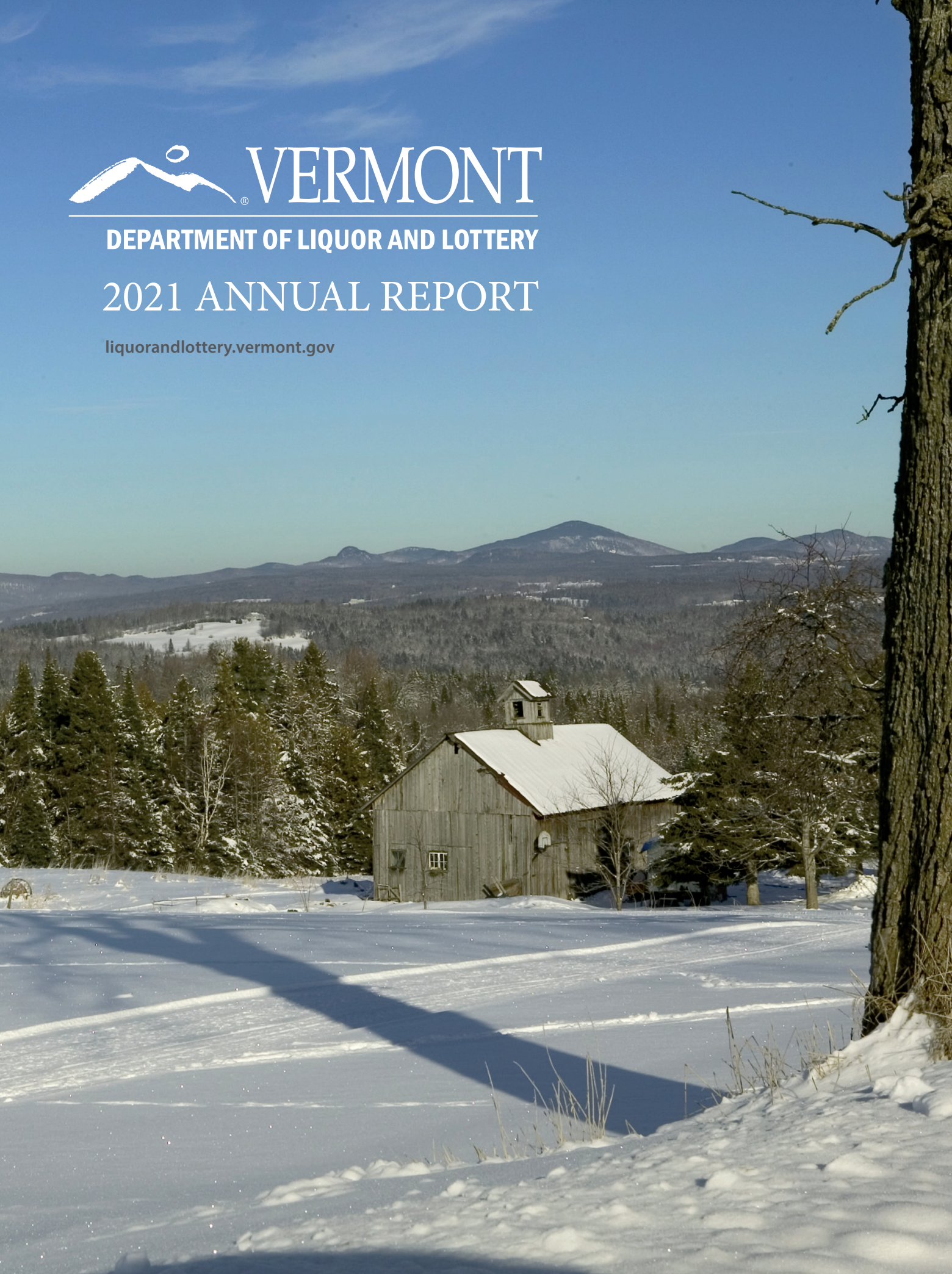


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Message from the Board

January 5, 2022

Honorable Phil Scott
Governor of Vermont
Montpelier, Vermont

Governor Scott:

It is our honor to submit to you the 3rd Annual Report for the Vermont Board of Liquor and Lottery for fiscal year 2021, from July 1, 2020 through June 30, 2021, according to Title 7, Section 109 and Title 31, Section 657 of the Vermont Statutes Annotated.

We ended the fiscal year with \$95 million in sales revenue from distilled spirits and contributed \$22.5 million to the General Fund. Similarly, lottery tickets sales for fiscal year 2021 were robust. We had record sales for instant tickets — over \$131 million in sales, which allowed the Vermont Lottery to contribute over \$30 million to the Education Fund.

The solid sales growth can be attributed in part to the continued commitment and hard work of the entire staff at the Department and the strong partnerships we have with our independent agent stores. This was all accomplished while several changes were taking place in the administration of Liquor and Lottery. Commissioner Delaney and Deputy Commissioner Kessler both retired earlier this year. Wendy Knight and Sabina Haskell were appointed Deputy Commissioners, providing a smooth transition, and bringing a renewed energy and focus to both divisions. In November, with the full recommendation of the Board, Deputy Commissioner Knight was appointed Commissioner of Liquor and Lottery and Andrew Collier was appointed Deputy Commissioner of Lottery. We are confident the department will continue to grow and expand under the able leadership of Commissioner Knight. The state is fortunate to have a dedicated team of public servants serving throughout Liquor and Lottery. They have continuously stepped up to a number of challenges throughout the pandemic. With the leadership team of Commissioner Knight and Deputy Commissioner Collier in place, we have full confidence and are enthusiastic about the continued growth and success of the Department.



Respectfully submitted,

A handwritten signature in black ink, appearing to read 'Martin Manahan'.

Martin Manahan, Chair
Megan Cicio, Member
Ed Flanagan, Member
Sam Guy, Member
Thomas Lauzon, Member

2021: Year in Review

The global pandemic has continued to impact the Department of Liquor and Lottery during fiscal year 2021. The global supply chain issues stemming from the pandemic have affected the number of out-of-stock liquor brands at the warehouse. During the spring and early summer of 2021, we experienced 15-17% of out-of-stock products compared to less than 10% during non-COVID times. Staffing shortages exacerbated by the pandemic have increasingly impacted lottery and liquor agency stores, causing reduced hours and temporary closures throughout the state. Liquor and lottery sales continued to be robust during the pandemic. Despite COVID mitigation measures that continued to curtail the operations of on-premise licensees, distilled spirits sales rose 7% over last fiscal year.

Our very capable team is full steam ahead with two major IT projects: the conversion of the lottery vendor from Intralot to Scientific Games, and the development of the online licensing portal. We hope to further modernize liquor and lottery operations with statutory changes that reflect the evolution of the industries and changing consumer preferences. Another priority for the Department this year is the further integration of the liquor and lottery divisions into one cohesive operational department.

Respectfully submitted,



Wendy Knight, Commissioner



RETIREMENTS

- **Commissioner Patrick Delaney retired in June 2021 after 5 years successfully leading the Department.**
- **Deputy Commissioner Gary Kessler retired in April 2021 after 5 years with the Department and 34 with the State of Vermont.**
- **Sergeant Tom Curran retired in December 2021 after 22 years of service with the Department.**

We thank these gentlemen for their significant contributions to the Department and their service to Vermont.

DEPARTMENT HIGHLIGHTS

PURCHASING

We continue to see significant growth of the cocktail category. From 2019-2020, the case volume sales in the cocktail category increased 67.9% and grew 44.8% from 2020 to 2021 (through November 2021). As a comparison, case sales for all distilled spirits increased 7.6%, from 439,512 in 2019 to 473,290 in 2020. Other categories that are experiencing increased sales are Japanese Whiskey, Rye Whiskey and Tequila/Mezcal.

Highlights:

- **4,363 SKUs, of those, 1,641 are special orders.**
- **158 new products added, including 14 Vermont products.**
- **On average, we had 10.7% of products that were out of stock in the warehouse this year.**

SKUs breakdown

R1-High volume	974
R2-Medium volume	108
R3-Low volume	89
New	201
Allocated	165
Holiday items	182
Discontinued/Delisted/Inactive	1,003
Special order/special order auto replenishment	1,641

Made in Vermont

Vermont is home to a thriving spirits industry offering a wide variety of products from maple liqueurs to rums, gins and rye whiskey. Many of the products are winning national acclaim and international awards. Many distilleries have their own tasting rooms where their products may be sampled and purchased.

Appalachian Gap Distillery

88 Mainelli Road, Suite #1, Middlebury, VT 05753
(802) 989-7362, www.appalachiangap.com
Items sold through the DLC: Mythic Gin, Papilio Agave & Maple Spirits, Ridgeline Whiskey, Kaffevan Coffee Liqueur, Snowfall White Whiskey, Aqua Vodka, Peregrine and Fractal Vodka. Special order: Appalachian Gap Morning Sunshine and Appalachian Gap Drumlin Rye

Black Flannel Distilling

21 Essex Way #201, Essex Junction, VT 05452
(802) 857-5629, www.blackflannel.com
Special order only: Black Flannel Distilling Heavy Base Malt Whiskey, Black Flannel Distilling Crow's Nest Rum, Black Flannel Agave Dream, Black Flannel Dutch Soul Gin, Black Flannel Distilling Crow's Nest Barreled Rum

Boyden Valley Spirits

64 Vermont Route 104, Cambridge, VT 05444
(802) 644-8151, www.boydenvalley.com
Items sold through the DLC: Vermont Ice Maple Crème

Caledonia Spirits

116 Gin Lane, Montpelier, VT 05602
(802) 472-8000, www.caledoniaspirits.com
Items sold through the DLC: Barr Hill Vodka, Barr Hill Gin, Barr Hill Reserve Tom Cat. Special order: Barr Hill Tom Cat 100 Barrel Select

Elm Brook Farms

250 Elm Brook Road, East Fairfield, VT 05448
(802) 782-5999, www.elmbrookfarm.com
Special order only: Literary Dog Vodka

Flag Hill Farm

135 Ewing Road, Vershire, VT 05079
(802) 685-7724, www.flaghillfarm.com
Items sold through special order through the DLC: Pomme De Vie Vermont Apple, Stairs Pear Brandy

Green Mountain Distillers

171 Whiskey Run, Morristown, VT 05661
(802) 253-0064, www.greenmountaindistillers.com
Items sold through the DLC: Green Mountain Organic Vodka — Lemon and Orange, Cranberry, Blueberry; Green Mountain Organic Gin; Vermont Organic Maple Liquor. Special order: Green Mountain Organic Vanilla

Hooker Mountain Farm Distiller

1193 Lovely Road, Cabot, VT 05647
(802) 426-2052, www.hookermountainfarm.com
Items sold through the DLC: Hooker Mountain Farm Spruce Gin, Hooker Mountain Farm Spirited Cider, Hooker Mountain Farm Woke Milk & Coffee, Poor Farm Rum

Mad River Distillers

137 St. Paul Street, Burlington, VT 05401
(802) 489-5501, www.madriverdistillers.com
Items sold through the DLC: Mad River Vanilla Rum, Mad River First Run Rum, Mad River Maple Cask Rum, Mad River Bourbon, Mad River Rye Whiskey, Mad Apple. Special order: Mad River Corn Whiskey, Mad River Burnt Rock Bourbon, Mad River PX Rum

Putney Mountain Winery

8 Bellows Falls Road, Putney, VT 05346
(802) 387-592, www.putneywine.com
Items sold through the DLC: Simply Ginger, Vermont Cassis, Simply Maple, Simply Chocolate

Saxton's River Distillery

485 West River Road, Brattleboro, VT 05301
(802) 246-1128, www.saplingliqueur.com
Items sold through the DLC: Sapling Vermont Maple Bourbon, Sapling Liqueur, Perc Coffee Liqueur, Sapling Vermont Maple Rye Whiskey, Snowdrop Gin

Shelburne Orchards

216 Orchard Road, Shelburne, VT 05482
(802) 985-2753, www.shelburneorchards.com
Special order only: Dead Bird Brandy

Silo Distillery

3 Artisans Way, Windsor, VT 05089
(802) 674-4220, www.silodistillery.com
Items sold through the DLC: Silo Reserve Gin, Silo Lavender Vodka, Silo Cucumber Vodka, Silo Moonshine, Silo Gin, Silo Vodka, Silo Whiskey, Silo Maple Whiskey, Silo Bourbon. Special order: Silo White Whiskey, Silo Lemon Vodka

Smugglers' Notch Distillery

276 Main Street, Jeffersonville, VT 05464
(802) 309-3077, www.smugglersnotchdistillery.com
Items sold through the DLC: Smugglers' Notch Bourbon, Smugglers' Notch Gin, Smugglers' Notch Vodka, Smugglers' Notch Rum, Smugglers' Notch Hopped Gin, Litigation by Smugglers', Smugglers' Notch Organic Gluten-Free Vodka, Smugglers' Notch Maple Bourbon

St. Johnsbury Distillery

1350 Main Street, St. Johnsbury, VT 05819
(802) 751-8813, www.stjdillery.com
Items sold through the DLC: St. Johnsbury Dunc's Elderflower Rum, St. Johnsbury Dunc's Maple Rum, Dunc's Backwoods Reserve Rum, Pirate Dan's Vermont Rum

Stonecutter Spirits

1197 Exchange Street, Middlebury, VT 05753
(802) 388-8000, www.stonecutterspirits.com
Items sold through the DLC: Single Barrel Gin, Stonecutter Heritage Cask Whiskey

Vermont Distillers

7627 Vermont Route 9, West Marlboro, VT 05363
(802) 464-2003, www.vermontdistillers.com
Items sold through the DLC: Metcalfe's Maple Cream Liqueur, Metcalfe's Vermont Maple Liqueur, Metcalfe's Raspberry Liqueur, Metcalfe's Blueberry Liqueur, Catamount Vodka

Vermont Spirits Distilling Company

5573 Woodstock Road, Quechee, VT 05001
(802) 281-6398, www.vermontspirits.com
Items sold through the DLC: Coppers Gin, Vermont Spirits White Vodka, Vermont Spirits, Gold Vodka, No. 14 Maple Spirit, No. 14 Bourbon. Special order: Coopers Barrel Gin, Coppers Sugarwood Gin, Vermont Crimson Vodka

Vermont Vermouth

22 Browne Court, Brattleboro, VT 05301
(802) 275-0227, www.vermontvermouth.com
Items sold through the DLC: Vermont Vermouth Zephyr Dry Vermouth, Vermont Vermouth Boreas Sweet Vermouth, Vermont Vermouth Harvest Apple Wine Specialty

Village Garage Distillery

107 Depot Street, Bennington, VT 05201
(802) 447-7663, www.villagegarage.com
Items sold through the DLC: Village Garage Bourbon, Village Garage Vodka

WhistlePig Farm

1030 Palmer Road, Shoreham, VT 05770
(802) 897-7708, www.whistlepigwhiskey.com
Items sold through the DLC: WhistlePig Whiskey, WhistlePig Old World, WhistlePig Boss Hog

Wild Hart Distillery

26 Sage Court, Shelburne, VT 05482
(802) 489-5067, www.wildhartdistillery.com
Items sold through the DLC: Wild Hart Gin, Wild Hart Vermont Classic Gin

DEPARTMENT HIGHLIGHTS

GAMING OPERATIONS

The most exciting event for Vermont Lottery gaming operations was the launch of the Tri-State Big Spin. The Tri-State Big Spin instant scratch-off ticket went on sale October 2, 2020. The live event was held separately on September 4, 2021.

We held three 2nd Chance drawings and selected five semi-finalists in each. At the final drawing, we selected one finalist to attend The Big Spin event, where they were eligible to win from \$50,000 to \$250,000 depending on where the wheel landed. The Vermont winner won \$50,000.

Highlights:

- Released 62 new games.
- Over 4.4 million tickets entered into 2nd Chance with over \$1.3 million in prizes awarded.



DEPARTMENT HIGHLIGHTS

LICENSING + CUSTOMER SERVICE

During 2021, COVID continued to impact business operations for our Department and our licensees alike, including staffing shortages and an executive order that curtailed hours and operations for our on-premise liquor licensees. This environment presented challenges to our customer service and licensing teams, who stepped up to the challenge with dedication and professionalism.

At the lottery office, our customer service team of two processed over 14,000 winning tickets. Our service to players, internal and external customers, and retailers remained the top priority for the team.

For the liquor licensing team, COVID required flexibility and ingenuity. The team adapted swiftly to accommodate some modified licensing and permitting processes that were established under the executive order, all while ensuring public safety and continued business operations for licensees.

Highlights:

- **Vermont Lottery Customer Service representatives processed 14,059 winning tickets that resulted in a gross payout of \$16,516,985.**
- **We issued 43 lottery licenses for new stores and change of ownerships in FY21.**
- **Issued 2,421 new licenses and permits and renewed 7,750 licenses and permits, which generated \$2,431,345 in revenue.**
- **The liquor licensing team successfully navigated COVID-related Executive Order modifications to licenses and permits.**

2021 License Types	Permits Issued/ Renewed
First Class Boat License	3
First Class Club License	103
First Class Railroad Dining Car	1
First Class Hotel License	102
First Class Kitchen License	29
First Class Restaurant License	1,251
Second Class Malt Tasting Permit	3
Second Class Wine Tasting Permit	32
Third Class Boat License	1
Third Class Club License	105
Third Class Railroad Dining Car	1
Third Class Hotel License	87
Third Class Commercial Kitchen License	17
Third Class Restaurant	932
Art Gallery Permit	8
Request to Cater	913
Caterer's Permit	245
Commercial Caterers	28
Destination Master Resort	3
Direct Vinous Shipper to Consumer	570
Direct Malt Shipper to Consumer	51
Direct Vinous Shipper to Retailer	50
Education Sampling Event Permit	1
Festival Permit	10
Fourth Class Vinous License	60
Library Permit	2
Certificate for Malt Beverages	100
Vinous Manufacturer	71
Malt Manufacturer	103
Fourth Class Malt License	66
Manufacture Spirituous Liquor	42
Farmer's Market - Malt	7
Malt Tasting Permit - Manufacturer	3
Museum Permit	25
Temp Outside Consumption	200
Outside Consumption	1,185
Second Class License	1,162
Fourth Class Spirituous License	42
Special Fortified Wine Permit	11
Farmer's Market - Spirituous	45
Solicitor's Permit	566
Special Events Permit	249
Special Retail Delivery Permit	22
Tobacco License	956
Tobacco Endorsement	488
Certificate for Vinous Beverage	276
Farmer's Market - Vinous	8
Malt Tasting Permit - Wholesale Dealer	1
Industrial Alcohol Permit	23
Wholesale Dealer	36
GRAND TOTAL	10,295

DEPARTMENT HIGHLIGHTS

SALES + MARKETING

For both Vermont Lottery and 802Spirits, our marketing team focused on humanizing our promotional efforts, recognizing the importance of making a personal connection with our consumers. With this in mind, we launched our Shop Local 802Spirits campaign with three educational points: VISIT, CONNECT and SHOP. Both in print and through social media, we are showcasing retail shop owner stories and emphasizing the benefits of shopping local.

For Vermont Lottery, our marketing campaigns highlight the connection between tickets sales and support for Vermont's school-aged educational programs. In collaboration with the Agency of Education, we continued our partnership with the AOE through an initiative called Educate and Innovate Initiative (EII) designed to support schools as they further integrate the use of technology into their curriculum. We allocated \$30,000 to EII, which helped to support a robotics program for kindergarten through sixth grade in the Orange Southwest School District and a media lab at Rutland Middle School.

FY21 Lottery Sales Highlights:

- Over \$161 million in total sales.
- Record instant ticket sales — over \$131 million in sales.
- Ticket sales for Mega Millions increased 50%.

Highlights:

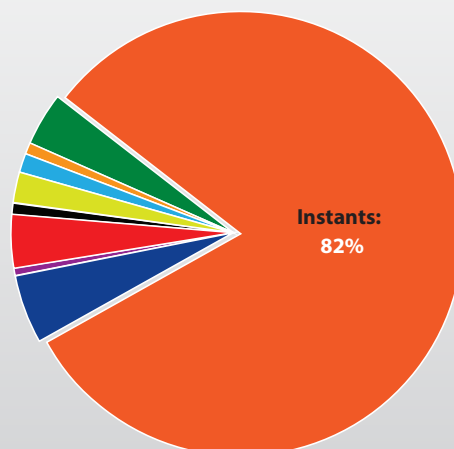
- Vermont Lottery distributed \$108.1 million in prizes to players.
- Vermont Lottery contributed \$31.9 million to the Education Fund.
- Sales through 802Spirits contributed \$22.7 million to the General Fund.



Lottery Sales Fiscal Year 2021

Game	FY21 Sales	FY20 Sales	Growth
Instant	\$131,684,360	\$111,112,687	\$20,571,673
Powerball	\$7,960,996	\$6,411,840	\$1,549,156
Mega Millions	\$6,463,879	\$4,302,663	\$2,161,216
Megabucks	\$3,650,820	\$3,708,160	(\$57,340)
Lucky for life	\$1,874,192	\$1,770,498	\$103,694
Gimme 5	\$990,573	\$670,881	\$319,692
Pick 3	\$1,351,916	\$1,264,699.50	\$87,216.50
Pick 4	\$1,283,870.50	\$1,134,306	\$149,564.50
Fast Play	\$6,251,644	\$7,051,288	(\$700,644)
Total Sales	\$161,512,250.50	\$137,427,022.50	\$24,085,228

Fast Play: 4%
Pick 3: <1%
Lucky for Life: 1%
Megabucks: 2%
Pick 4: <1%
Mega Millions: 4%
Gimme 5: <1%
Powerball: 5%



FY21 Liquor Sales Highlights:

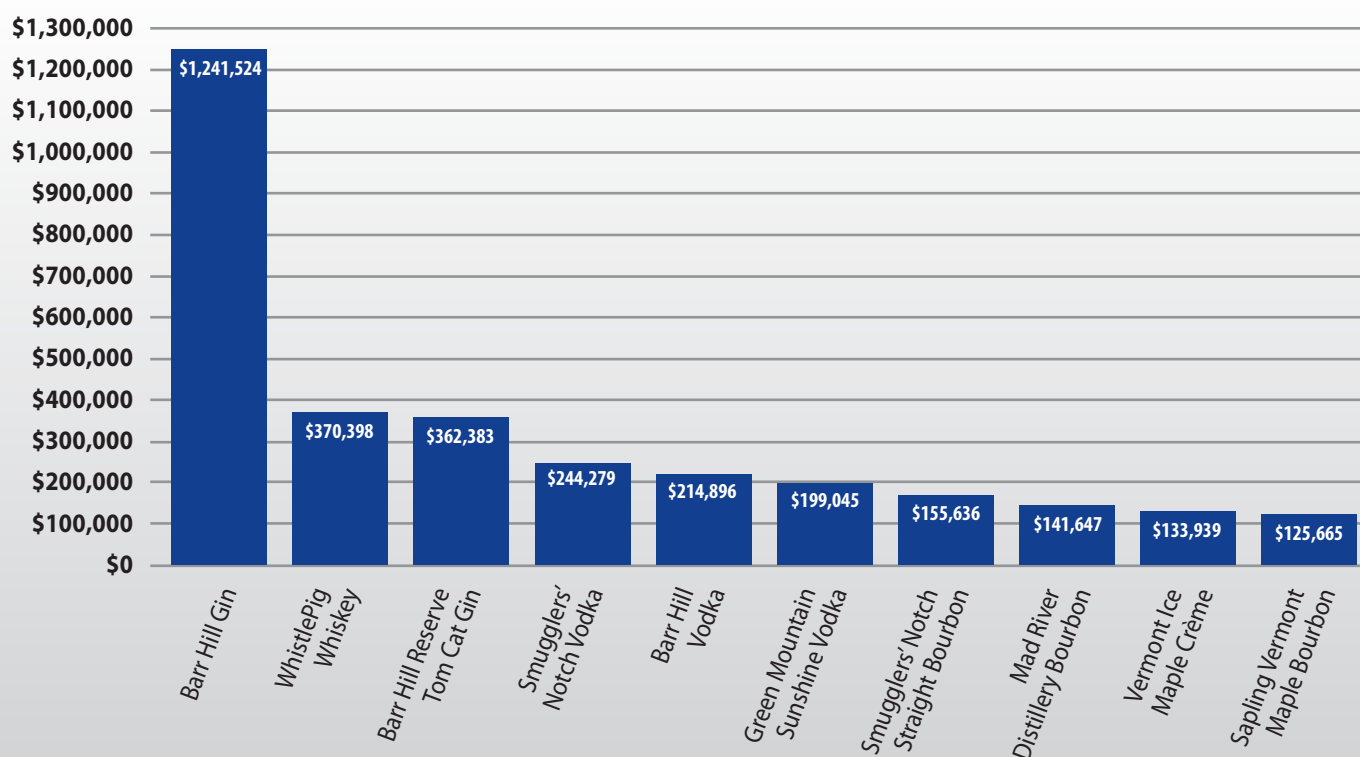
- Total sales were \$95,005,803.
- Total case volume sales grew 7.6%.
- Special order sales were \$1,677,129.



Top 10 Bottle Sales

1.	Fireball Cinnamon Whisky	50ML 125,196 bottles
2.	Tito's Handmade Vodka	750ML 110,030 bottles
3.	Tito's Handmade Vodka	1.75L 66,081 bottles
4.	Smirnoff Red Label Vodka	50ML 57,178 bottles
5.	Crown Russe Vodka	1.75L 48,977 bottles
6.	Fireball Cinnamon Whisky	200ML 45,144 bottles
7.	Captain Morgan Spiced Rum	750ML 44,980 bottles
8.	Fireball Cinnamon Whisky	750ML 44,142 bottles
9.	Skol Vodka	1.75L 44,028 bottles
10.	Jack Daniel's Old #7 Black	750ML 41,712 bottles

Top 10 Vermont-Made Retail Dollar Sales (750ML)



DEPARTMENT HIGHLIGHTS

EDUCATION

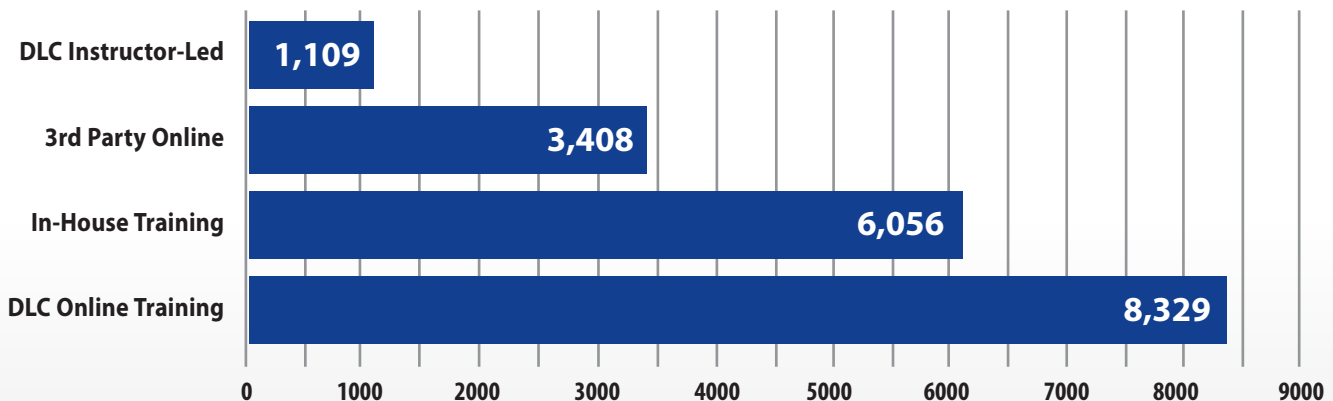
Our Office of Education team stepped up to assist our business customers with new training to help licensees with carding during the COVID-19 pandemic, which included a “Carding During Covid” infographic that received national recognition. We successfully transitioned to virtual instructor-led courses using Microsoft Teams and Microsoft Forms and implemented two new self-service training reports accessible on the DLC website.

We implemented a custom storefront for users wishing to purchase DLC online courses and/or products, which was awarded several technical awards including a Gold Award in the Association of Marketing and Communication Professionals’ dotCOMM Awards competition and a Silver Award from the Academy of Interactive and Visual Arts’ W3 Award in the Government General Website category.

Highlights:

- **Trained 18,902 people through our various training programs.**
- **Launched new Certified In-House Trainer Program, where to-date we have certified 950 trainers, and over 6,000 people have completed and submitted their training records.**
- **Expanded our educational reach to support our retailers with a new Loss Prevention eLearning module and a series of POS terminal transaction simulations.**

Number of People Trained by Training Method (FY 2021)



IT DEPARTMENT

Highlights:

- **Provided desktop support across the department, which included systems configurations that allowed employees to successfully work from home during COVID.**
- **Supported the implementation kick-off of two major projects for the department: a new licensing and enforcement system and a new lottery gaming system.**
- **Provided meaningful data analytics to the Liquor Control division.**

COVID HEALTH AND SAFETY

To ensure the health and safety of players and staff, the Division of Lottery set up a health check station for staff questionnaires and daily temperature checks, and scheduled appointments in the parking lot so winners could receive payment for their winnings. A few months after the “Stay Home, Stay Safe” was put into place, a new front door entry system was put into the Lottery office so that staff and players were at a safe distance from each other. Lottery staff donned safety equipment and cleaned the lobby after each customer appointment. The entire lottery office was cleaned daily.

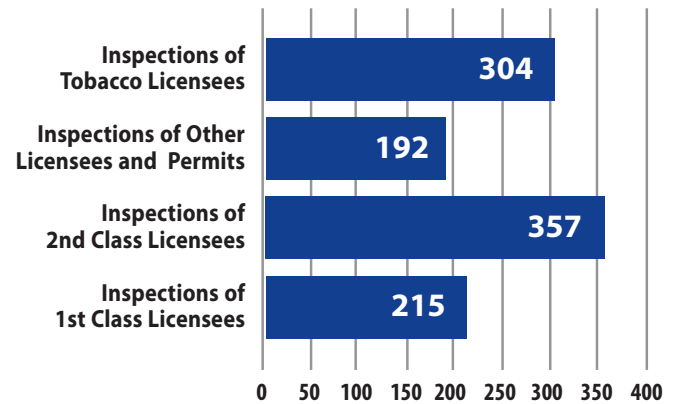
DEPARTMENT HIGHLIGHTS

COMPLIANCE AND ENFORCEMENT

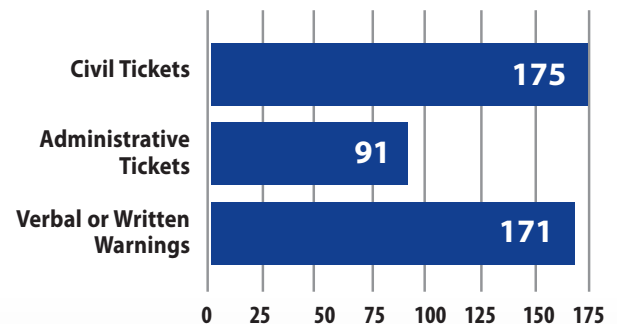
During the initial COVID wave in 2020, the Office of Compliance and Enforcement (OCE) responded to the global pandemic and a call from the Vermont Department of Health looking for support in contact tracing and return to travel efforts. In alignment with our public safety mission, we immediately responded by reallocating approximately 20% of our field staff to this public health effort. Between July 1, 2020, and June 1, 2021, OCE investigators conducted 4,101 inspections of licensed establishments — specifically focused on the business practices modified via executive orders — and found that only 57 licensees were out of compliance, representing a compliance rate of 98.66%.

OCE has worked collaboratively with the Attorney General's office to determine compliance of online tobacco retailers with Vermont's Delivery Sales Ban law, which has resulted in civil penalty settlements of \$472,000 with corporate entities engaging in illegal sales and 13 major online tobacco entities agreeing to cease selling to Vermont residents.

Inspection Statistics



Consequence Statistics



WAREHOUSE AND LOGISTICS

Both the liquor and lottery warehouse maintained full operational status throughout the pandemic, with team members taking on different roles when we were short staffed to ensure product availability at retailers. Global supply issues challenged our ability to secure spirits products. Worker shortages at distribution centers, rail yards and at trucking companies; port delays; and aluminum and glass shortage have contributed to the out-of-stock supplies at our warehouse.

Highlights (Lottery):

- Lottery warehouse staff (one full-time and one part-time employee) packed and shipped 380,478 books of instant tickets.
- Over 30,000 tickets orders were and fulfilled, equating to 80% of all lottery sales.

Highlights (Liquor):

- Made approximately 3,400 deliveries to 78+ agency stores throughout Vermont.
- Received approximately 750 deliveries of spirits from suppliers.
- Received, stored, transported, and sold 473,290 cases.

DEPARTMENT HIGHLIGHTS

FINANCE/BUSINESS

Liquor Agents

In FY21, there were 78 Vermont Liquor agents. Total agents commissions paid in FY21 were \$7.6 million, an increase of 6% over FY20.

Results of Operations

FY21 net profit from operations was \$20,348,691. The transfer from the Liquor Control Enterprise Fund to the General Fund was \$22,763,156, which does not include sales tax and the 5% excise tax.

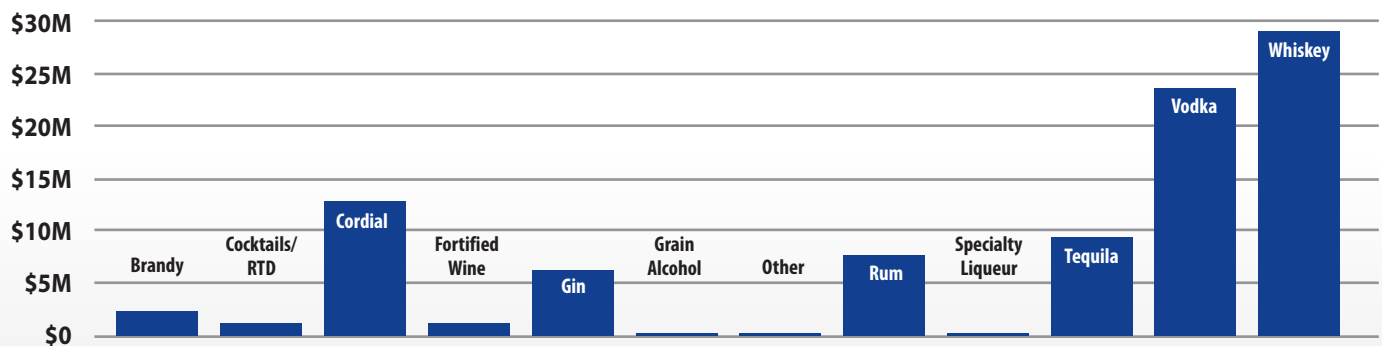
Revenues

- FY21 revenue from liquor sales totaled \$94,155,070, a 5.9% increase over FY20.
- FY21 revenue from licensing and training totaled \$2,185,333, a 12.1% increase over FY20.
- FY21 other revenue totaled \$326,633, a 53% increase over FY20.
- Total FY21 revenue from all sources totaled \$96,667,036, a 6.1% increase over FY20.

General Department Highlights:

- Implemented process changes to streamline workflows.
- FY21 financial statements earned an unqualified external audit opinion.
- Business office processed over 8,000 payments totaling more than \$252 million.

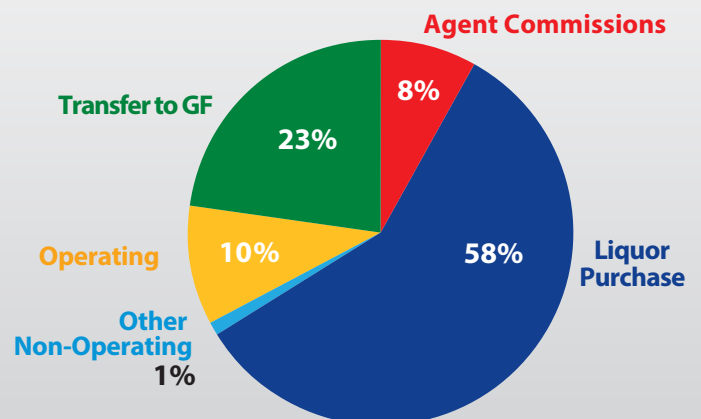
DLC FY21 Sales by Product Type



Expenses

- Operating expenses for the Division of Liquor Control in FY21 totaled \$9,857,835, a 1.2% increase over FY20.
- Expenses associated with the sale of liquor (cost of goods sold, agency commissions, bottle redemption costs and non-operational expenses) totaled \$66,492,165, a 7.4% increase over FY20.
- Total FY21 expenses from all sources totaled \$76,350,000, a 6.5% increase over FY20.

Revenue Distribution



Lottery Agents

In FY21, there were over 600 Vermont Lottery agents who sold online games and Instant Tickets. Agents received a commission of 6% of their total Powerball, Mega Millions and Lucky for Life sales and 5.75% of all other Lottery product sales. In addition, agents received a 1% bonus for selling winning tickets of \$500 and up (agent bonus capped at \$30,000). In FY21, the commissions and bonuses paid to agents were \$10.4 million.

Results of Operations

FY21 ended with overall revenue of \$161,527,481. The total profit contributed to the state's Education Fund was \$31.8 million.

Prizes and Commissions

The total prizes paid to players in FY21 were \$108,154,780, and the total commissions and bonuses paid to agents were \$10,400,751.

Operating Expenses

Administrative costs for the Lottery were \$3,417,646, an increase of \$450,364 from FY20. Administrative costs include salaries and benefits, contracted services, equipment and supplies that were components of the Lottery's annual operating budget appropriation from the Legislature. The budget appropriation came from lottery revenues.

Other operating expenses, dependent on Lottery sales, included Lottery tickets, courier system, agent network expenses and facilities management fees to our gaming vendor (Intralot, Inc.). The total cost of other operations for FY21 was \$9,910,527, an increase of 14.7% over FY20. This includes the administrative costs of \$3,417,646 mentioned above.

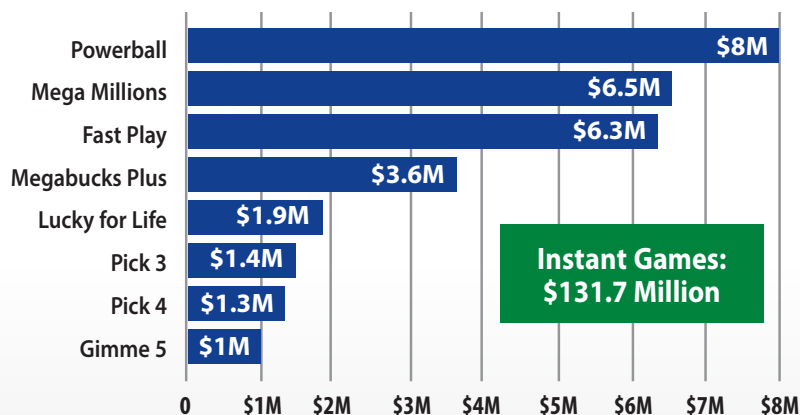
Tri-State Expenses

The Tri-State operating, communications and facilities management costs totaled \$1,052,619, an increase of \$175,311 from FY20.

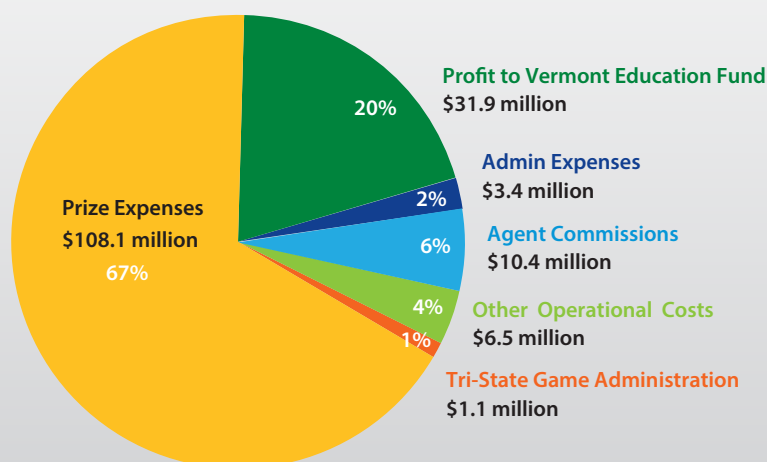
Ticket Sales by Game

Game	FY21 Sales	FY20 Sales
Instant Games	\$131,683,523	\$111,112,687
Draw Games:		
Powerball	\$7,986,128	\$6,393,328
Mega Millions	\$6,457,234	\$4,312,425
Lucky for Life	\$1,871,994	\$1,775,364
Megabucks Plus	\$3,650,816	\$3,708,056
Pick 3	\$1,351,916	\$1,264,657
Pick 4	\$1,283,803	\$1,134,301
Gimme 5	\$990,558	\$670,880
Fast Play	\$6,251,509	\$7,051,258
Total Sales	\$167,527,481	\$137,422,957

FY21 Ticket Sales Comparison



Revenue Distribution



Operating Budgets

Lottery – Comparative Income Statement

	June FY 2021	June FY 2020	Year To Date FY 2021	Year To Date FY 2020
TICKET SALES:				
Instant	\$11,273,084.00	\$10,662,721.00	\$131,683,523.00	\$111,112,687.00
Powerball	537,135.00	396,212.00	7,986,128.00	6,393,328.00
Mega Millions	317,295.00	399,496.00	6,457,234.00	4,312,425.00
Megabucks Plus	286,584.00	281,052.00	3,650,816.00	3,708,056.00
Pick 3	121,061.50	115,014.50	1,351,916.00	1,264,657.50
Pick 4	127,404.50	92,660.00	1,283,803.00	1,134,301.00
Lucky for Life	148,466.00	153,992.00	1,871,994.00	1,775,364.00
Fast Play	471,830.00	660,639.00	6,251,509.00	7,051,258.00
Gimme 5	79,969.00	56,984.00	990,558.00	670,880.00
TOTAL TICKET SALES	13,362,829.00	12,818,770.50	161,527,481.00	137,422,956.50
OTHER REVENUE:				
Miscellaneous Revenue	215.00	45.00	2,255.00	1,125.00
Interest Income	11,746.04	49,169.61	66,978.99	93,579.84
Unrealized Gains	0.00	53,452.80	0.00	53,452.80
TOTAL OTHER REVENUE	11,961.04	102,667.41	69,233.99	148,157.64
TOTAL REVENUE	13,374,790.04	12,921,437.91	161,596,714.99	137,571,114.14
COST OF SALES:				
Prize Expense - Instant	6,940,211.50	6,394,957.90	91,475,015.50	76,586,611.90
Prize Expense - Online	1,178,563.45	1,344,062.29	16,679,765.76	15,059,371.82
Agent Commission	968,431.39	948,335.01	10,249,550.88	8,515,472.42
Agent Bonus	11,833.80	12,607.39	151,200.58	145,378.45
Fac. Mgt Fees - Instant	485,177.55	466,086.83	4,406,881.60	3,819,436.91
Fac. Mgt Fees - Online	37,539.04	36,082.26	485,109.14	371,591.06
Lottery Tickets	397,105.93	113,610.02	1,600,889.90	1,476,989.87
Ticket Dispensers	2,528.00	17,415.00	23,063.87	27,345.93
Courier System	21,325.67	12,945.95	184,501.51	164,219.78
Tri-State Operating	(116,908.97)	(763,979.86)	1,052,619.07	877,308.20
Lucky for Life Operating	749.72	720.13	3,042.74	3,075.94
Provision for Bad Debts	(1,959.48)	35,700.92	(10,749.61)	35,700.92
TOTAL COST OF SALES	9,924,597.60	8,618,543.84	126,300,890.94	107,082,503.20
ADMIN. EXPENSES:				
Personal Services	483,987.96	170,245.72	2,101,680.84	1,742,652.28
Operating Expenses	241,204.83	161,800.48	1,305,443.55	1,223,397.73
TOTAL ADMIN. EXPENSES	725,192.79	332,046.20	3,407,124.39	2,966,050.01
TOTAL EXPENSES	10,649,790.39	8,950,590.04	129,708,015.33	110,048,553.21
NET PROFIT	\$2,724,999.65	\$3,970,847.87	\$31,888,699.66	\$27,522,560.93

Liquor – Changes in Net Position

	FY2021		FY2020		% Change
	Liquor Control Enterprise Fund	Direct to General Fund	Liquor Control Enterprise Fund	Direct to General Fund	
OPERATING REVENUES					
6%-7% Sales & Use tax		5,185,525		4,348,864	16%
5% LQR Excise Tax		4,785,690		3,773,600	21%
On Prem Direct Sales Tx		124,102		186,508	-50%
Charges for sales and services	89,822,804		84,560,408		6%
License fees (DLC portion of 3rd class)	1,966,429		1,763,350		10%
License fees (GF portion of 3rd class)		502,090		411,167	18%
Fees & Fines		10,245		7,020	31%
Violations		29,470		28,805	2%
Other operating revenues	4,877,803		4,793,782		2%
TOTAL OPERATING REVENUES	96,667,036	10,637,122	91,117,540	8,755,964	6%
OPERATING EXPENSES					
Cost of sales and services	58,125,730		54,125,847		7%
Salaries and benefits	4,888,817		4,105,755		16%
Insurance premium expense	59,976		56,301		6%
Contractual services	759,769		1,630,809		-115%
Repairs and maintenance	80,648		80,936		0%
Depreciation	564,047		564,438		0%
Rental expense	91,656		43,920		52%
Utilities and property management	1,382,965		1,479,849		-7%
Non-capital equipment purchased*	175,098		81,617		53%
Promotions and advertising	59,070		58,020		2%
Administrative expenses	110,387		120,159		-9%
Supplies and parts	184,532		170,882		7%
Distribution and postage	7,722		7,746		0%
Travel	4,011		14,628		-265%
Other operating expenses	9,823,917		9,121,513		7%
TOTAL OPERATING EXPENSES	76,318,345		71,662,420		6%
OPERATING INCOME (LOSS)	20,348,691		19,455,120		4%
NON-OPERATING REVENUES					
Gain on disposal of capital assets	2,529		11,296		-347%
TOTAL NON-OPERATING REVENUES (EXPENSES)	2,529		11,296		-347%
Income (loss) before other revenues, expenses, gains, losses and transfers	20,351,220		19,466,416		4%
OTHER REVENUES, EXPENSES, GAINS, LOSSES AND TRANSFERS					
Capital contributions from (to) other funds	-		-		
Transfers In					
Transfers Out	(22,763,156)	22,740,000	(23,000,000)	23,000,000	-1%
REVENUE LESS EXPENSES	(2,411,936)	33,377,122	(3,533,584)	31,755,964	-47%



DEPARTMENT OF LIQUOR AND LOTTERY

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