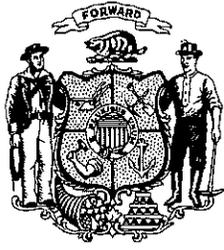


State of Wisconsin

SENATE CHAIR
Alberta Darling

317 East, State Capitol
P.O. Box 7882
Madison, WI 53707-7882
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ASSEMBLY CHAIR
John Nygren

308 East, State Capitol
P.O. Box 8593
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Phone: (608) 266-2343

Joint Committee on Finance

MEMORANDUM

To: Members
Joint Committee on Finance

From: Senator Alberta Darling
Representative John Nygren

Date: February 25, 2020

Re: 14-Day Passive Review Approval – DOR

Pursuant to s. 565.02(7), Stats., attached is a 14-day passive review request from the Department of Revenue, received on February 25, 2020.

Please review the material and notify **Senator Darling** or **Representative Nygren** no later than **Friday, March 13, 2020**, if you have any concerns about the request or if you would like the Committee to meet formally to consider it.

Also, please contact us if you need further information.

Attachments

AD:JN:jm



State of Wisconsin • DEPARTMENT OF REVENUE

2135 RIMROCK ROAD • P.O. BOX 8933 • MADISON, WISCONSIN 53708-8933
FAX (608) 286-5718 • <http://www.revenue.wi.gov>

February 25, 2020

FEB 25 2020

J. Finance

The Honorable Alberta Darling, Co-Chair
Member, Joint Committee on Finance
317 East, State Capitol
Madison, WI 53708

The Honorable John Nygren, Co-Chair
Member, Joint Committee on Finance
309 East, State Capitol
Madison, WI 53708

Dear Senator Darling and Representative Nygren:

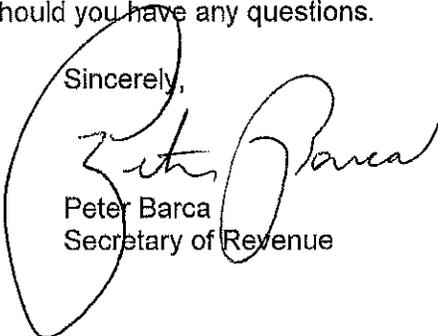
Section 565.02(7), Wis. Stats., requires a report to the Joint Committee on Finance no later than March 1 of each year, containing the following information:

- A. An estimate of lottery ticket sales and prize payment for the current and subsequent fiscal year;
- B. The prize payout percentages for each type of lottery game offered; and
- C. The Lottery's evaluation of the impact that prize payout ratios are likely to have upon ticket sales and operating costs, and upon the Lottery's constitutionally mandated mission to maximize revenue for property tax relief in Wisconsin.

The report, which is attached, recommends a prize payout of 61.69% for FY20 and proposes a payout of 61.69% for FY21.

Please feel free to contact me should you have any questions.

Sincerely,


Peter Barca
Secretary of Revenue

Enclosure

Lottery Sales and Prize Payout

**Report to the
Joint Committee on Finance**

**Wisconsin Department of Revenue
Lottery Division**

February 25, 2020



WISCONSIN LOTTERY

EXECUTIVE SUMMARY

The Wisconsin Lottery's mission is to provide property tax relief to Wisconsin homeowners by offering entertaining games while operating with security, integrity and social responsibility. The Lottery's sales outlook and ability to generate funds for property tax relief remain positive, with continued historically high levels of ticket sales.

Since the sale of the first ticket on September 14, 1988, the Lottery has generated more than \$4.6 billion in property tax relief for Wisconsin homeowners, over \$970 million in compensation for Wisconsin businesses and more than \$8.7 billion in prizes for players.

- The Lottery had its highest overall sales year in Fiscal Year (FY) 2019.
- Sales of instant scratch tickets set a record for the eighth consecutive year, and lotto ticket sales were the highest in Wisconsin history.
- Pull-tab ticket sales, while much smaller than the other two product lines, remained consistent with recent fiscal years.

Sales should remain strong in FY20 and FY21 as the Wisconsin Lottery continues to improve its game mix in all product categories. The projected breakdowns for FY20 and FY21 are as follows:

- Instant scratch sales: \$454.9 million
- Pull-tab sales: \$972,113
- Lotto sales: \$247.3 million
- Total sales: \$703.1 million

For FY21, the Lottery proposes an overall prize payout of 61.69 percent, consistent with the projected 61.69 percent payout in FY20. The projected breakdown for FY21 is as follows:

- Instant scratch prize payout of 67.76 percent, to meet growing consumer demand for higher price-point games
- Pull-tab payout of 62.92 percent
- Lotto game payout of 50.51 percent

Operating expenses, as a percentage of gross revenues, remain low. In FY19, administrative expenses were \$40.2 million, 5.63 percent of gross Lottery revenue, well below the 10 percent cap set by state statute. The Wisconsin Lottery continues to be one of the most efficient lotteries in the country, with the nation's fourth lowest per capita expenses in FY18, the latest year for which national figures are available.

The Lottery continues to maximize funds available for property tax relief. The proposed prize payouts will result in significant revenues for that purpose.

WISCONSIN LOTTERY PRIZE PAYOUT REPORT 2020

LOTTERY SALES

Fiscal Year (FY) 2019 sales were \$713.1 million, the highest in Wisconsin Lottery history. Instant tickets (scratch and pull-tab combined) achieved the eighth consecutive year of record-breaking sales, at \$451.3 million. Sales of lotto tickets (e.g., *Powerball* and *Badger 5*) were \$261.8 million, the highest in Wisconsin Lottery history.¹

The Lottery's sales outlook and ability to generate funds for property tax relief remain strong. The Lottery projects that gross revenues from the sale of lottery tickets will be \$703.1 million in FY20. Gross revenues are also projected at \$703.1 million in FY21.²

Lottery sales are difficult to project due to the volatility of jackpot game sales. These sales are largely driven by the size and frequency of the jackpots. Media coverage can affect sales when these games have high jackpots. Approximately 26 percent of all Lottery sales in FY19 came from these games.³ The Lottery has established a range to forecast future jackpot game performance based upon past performance, but that range is broad. Jackpot game sales from year to year can be tens of millions of dollars different from estimates.

The Lottery continues to enhance its Wisconsin-only lotto games, such as *Megabucks* and *Badger 5*, through improvements to the games and limited time offers.

Much of the growth in instant scratch ticket sales has come from consumer demand for higher priced tickets which generally have higher top prizes, better overall odds of winning and higher payouts. Offering higher price-point tickets with higher payouts is consistent with the industry strategy of offering more in prizes as a player risks more in the purchase price of a ticket. Players see increased entertainment value in a higher risk-reward proposition.

Sales by game type for the past three years, and projected sales for the next two years, are shown on Table 1.

¹ FY19 sales data is from the Wisconsin Lottery's FY19 Unaudited Financial Statements as of November 29, 2019. These financial statements are preliminary and subject to change.

² Lottery Fund Condition Statement, September 24, 2019, used in certifying the amount of Lottery and Gaming Credit for property taxes levied in 2019.

³ Includes *Powerball*, *Mega Millions*, *Megabucks*, and the daily game *Badger 5*.

Table 1. Sales by Fiscal Year and Game Type

Game Type	FY17 Sales Final*	FY18 Sales Final*	FY19 Sales Preliminary**	FY20 Sales Projection***	FY21 Sales Projection***
Instant Scratch	\$384,817,222	\$419,398,240	\$450,364,292	\$454,867,935	\$454,867,935
Pull-tab	\$1,049,397	\$1,036,575	\$978,975	\$972,113	\$972,113
Lotto	\$216,906,158	\$246,957,605	\$261,789,507	\$247,274,325	\$247,274,325
Total	\$602,772,777	\$667,392,420	\$713,132,773	\$703,114,373	\$703,114,373

Note: Totals may not equal the exact sum of the figures in each column, due to rounding.

* Source: Legislative Audit Bureau Report 19-10, June 2019: Financial Audit of the Wisconsin Lottery. Figures rounded to the nearest dollar.

(<http://legis.wisconsin.gov/lab/media/2881/19-10full.pdf>)

** Source: Wisconsin Lottery FY19 Unaudited Financial Statements, rounded to the nearest dollar, as of November 29, 2019. These financial statements are preliminary and subject to change.

*** Source: Lottery Fund Condition Statement, September 24, 2019, used in certifying the amount of Lottery and Gaming Credit for property taxes levied in 2019, rounded to the nearest dollar.

PRIZE PAYOUT

Each individual game has a unique prize structure that represents the value of its prizes and the odds of winning those prizes. The prize payout is the percentage of Lottery revenue that is returned to players in the form of prizes.

While the Lottery carefully plans and projects aggregate annual prize payout percentages, the actual percentage of prizes paid for individual scratch games may be more or less than the planned payout. This can occur when sales of a particular instant scratch game are discontinued before all the tickets are sold, as is done when the last top prize in that game is claimed. Sales of games with drawing prizes may also accrue in one fiscal year, while the prizes are drawn and awarded in the following year. Finally, unclaimed prizes may be credited after the year in which the prize expense was accrued.

It is also difficult to project the annual prize payout of lotto games because, unlike scratch and pull-tab games, they normally do not have a predetermined number of winners. The number of winners and the amount of the prizes won occur randomly.

The Lottery can estimate the future aggregate annual prize payout percentages for each of its three main product types, by examining current market trends, evolving consumer preferences, and forecasted sales figures from the Lottery Fund Condition Statement. This statement is used to certify the amount of Lottery and Gaming Credit for property taxes.

Scratch Tickets

Much of the growth in instant scratch ticket sales has come from consumer demand for higher priced tickets which generally have higher top prizes, better overall odds of winning, and higher payouts. Offering higher price-point tickets with higher payouts is consistent with the industry strategy of offering more in prizes as a player risks more in the purchase price of a ticket. Players see increased entertainment value in a higher risk-reward proposition.

Price points at or above \$10 accounted for 52.8 percent of scratch sales in FY19, compared to 43.5 percent in FY16. This increase in higher price-point sales has driven overall sales significantly higher in

recent years; instant scratch game sales have posted eight consecutive record-setting years, trending steadily up from \$320.1 million in FY12 to \$450.4 million in FY19.⁴ Sales are expected to climb to \$454.9 million in FY20.

Table 2 depicts the shift in sales from lower priced tickets to higher priced tickets.

Table 2. Percentage of Total Net Sales by Price Point

Price Point	FY16 % of Total Net Sales	FY17 % of Total Net Sales	FY18 % of Total Net Sales	FY19 % of Total Net Sales	FY20 YTD % of Total Net Sales**
\$1	5.4%	5.1%	4.3%	3.9%	3.4%
\$2	15.1%	13.8%	12.0%	11.4%	10.3%
\$3	11.4%	11.0%	10.2%	9.4%	8.8%
\$5	24.4%	24.3%	23.3%	22.4%	21.5%
\$10	14.9%	16.1%	18.5%	21.8%	20.2%
\$15*	1.2%	1.4%	1.3%	1.2%	3.1%
\$20	20.5%	19.6%	21.9%	21.6%	22.4%
\$30	6.9%	8.6%	8.4%	8.2%	10.3%

Note: Percentages may not sum to 100% due to rounding.

* \$15 price point is a seasonal (holiday) game.

** Through November 30, 2019.

Ten years ago, nine of the Lottery's 65 instant scratch games were higher price-point games. In FY20, the Lottery anticipates introducing 81 new games, 32 at the \$10 price point and higher (Table 3). The total number of games launched has increased due to the incremental nature of game sales at higher price points and the strong, growing demand for \$10, \$20, and \$30 games.

⁴ FY12 data is from Legislative Audit Bureau Report 15-9, July 2015: Financial Audit of the Wisconsin Lottery. (<https://legis.wisconsin.gov/lab/media/1188/15-9full.pdf>)

Table 3. Historical Perspective: Number of New Game Launches

Price Point	FY10 Number of Games	FY17 Number of Games	FY18 Number of Games	FY19 Number of Games	FY20 Anticipated Number of Games	FY21 Anticipated Number of Games
\$1	15	14	12	10	9	9
\$2	15	14	13	13	11	11
\$3	13	13	12	12	12	12
\$5	13	18	17	17	17	17
\$10	6	10	12	14	16	16
\$15	1	1	1	1	1	1
\$20	2	7	9	8	11	11
\$30	0	2	3	3	4	4
Total Number of Games	65	79	79	78	81	81
Overall Scratch Prize Payout	63.63%	66.31%	67.11%	66.59%	67.76%	67.76%

The Lottery estimates that continued strong sales of higher price-point (higher prize payout) games will result in marginally higher aggregate scratch ticket payout rates over the next two fiscal years. Payouts are expected to be accompanied by continued robust sales of \$454.9 million per year.

Prize payout for instant scratch tickets was 66.59 percent in FY19. Consistent with industry trends, sales of higher price-point games are continuing to grow, and sales of low price-point games are gradually declining as a percent of total scratch sales. The Lottery estimates that aggregate instant scratch game prize payout will be 67.76 percent in FY20 and 67.76 percent in FY21. This payout percentage will allow the Lottery to continue its strategy of meeting the growing market demand for higher price-point tickets.

The Wisconsin Lottery's planned prize payout is lower than the lottery industry's average at all price points (Table 4). The average instant prize payout for U.S. lottery jurisdictions was 68.70 percent in FY19, which is 2.11 percentage points higher than Wisconsin. Wisconsin's payout is the 8th lowest of the 40 jurisdictions reporting aggregate payout in FY19. The Wisconsin Lottery payout for FY20 is anticipated to be 67.76 percent, which is 0.90 percentage points below the projected national average of 68.66 percent.

The trend towards stronger sales of higher price-point games will allow the Lottery to continue to generate strong instant scratch sales. To support this strategy, prize payouts will rise modestly in the next two years but will remain below industry averages.

Table 4. Average Payout Rate by Price Point

Price Point	U.S. Lotteries' FY19 Average Payout Rate *	Wisconsin's Designed Payout Rate
\$1	60.60%	59.00%
\$2	64.20%	62.00%
\$3	65.10%	63.00%
\$5	68.30%	64.50%
\$10	72.10%	70.00%
\$15	N/A	72.00%
\$20	74.50%	74.00%
\$30	76.90%	75.00%

* Based on data presented in La Fleur's Magazine: Vol. 26 No. 6, July / August 2019, TLF Publications.

Pull-tab Tickets

The Lottery continues to offer traditional pull-tab tickets without validation barcodes. Prize payout for pull-tab tickets was 62.66 percent in FY19. Sales and prize payout projections for the next two years assume no reintroduction of validation-coded pull-tabs. Consistent with our projection in last year's report, a prize payout of 62.92 percent is expected for FY20 and FY21.

Wisconsin Lottery pull-tab ticket sales decreased to \$978,975 in FY19 due mainly to decreased demand from nonprofit retailers. Total sales for all pull-tab tickets were \$1.04 million in FY18 and \$1.05 million in FY17. For-profit retailer sales were approximately \$113,955 in FY18 and \$108,630 in FY19. Non-profit sales were \$922,620 in FY18 and \$870,345 in FY19.

The Lottery had annual pull-tab sales of more than \$20 million when it was the exclusive vendor of pull-tabs in Wisconsin. However, the Lottery's market share has been eroded by unregulated private vendors operating either illegally or under sec.100.16(2), Wis. Stats. This law was designed to allow limited-term games of chance by retailers (e.g., McDonald's Monopoly game) but provides few protections for those who purchase these private pull-tabs. Moreover, the playing field is uneven. Private vendors can offer retailers a higher commission, whereas the Lottery's commission is set by law. The Lottery does not expect pull-tab ticket sales to increase significantly unless illegal private games cease and the statutory exemption allowing legal pull-tab games is modified.⁵

Lotto Tickets

The prize payout for lotto games has traditionally been lower than that for instant scratch games. The primary appeal of most lotto games is the chance to win large jackpot prizes.

The prize payout for lotto games was 50.20 percent in FY19, ranging from 44.96 percent (*Daily Pick 4*) to 62.52 percent (*SuperCash!*). Table 5 lists the lotto games and associated designed prize payouts that were offered in Wisconsin during FY19. Actual prizes paid, as a percentage of sales, may be less than

⁵ For a fuller discussion of this issue see the November 2008 audit of the Lottery conducted by the Legislative Audit Bureau, Report 08-13, pp. 22-24. (<http://legis.wisconsin.gov/lab/reports/08-13full.pdf>)

the designed prize payout for several reasons, such as winners not claiming their prizes. Prizes paid, as a percentage of sales, may also be more than the designed prize payout due to the random nature of game drawings and limited time offers that the Lottery uses to enhance its Wisconsin-only lotto games, such as *SuperCash!* and *Badger 5*. In FY19, *SuperCash!* had 24 top prize wins compared to 16 in FY18, which is the main reason for the increased payout for that game.

Table 5. Lotto Games and Corresponding Start Dates and Prize Payout Rates

Lotto Games	Start Date	Designed Payout*
SuperCash!	2/4/1991	52.80%
Powerball	4/19/1992	50.00%
Megabucks	6/18/1992	53.50%
Daily Pick 3	9/21/1992	48.20%
Daily Pick 4	9/15/1997	48.40%
Badger 5	2/17/2003	50.00%
Special Draw (Raffle)	3/4/2007	50.00%
Mega Millions	1/31/2010	50.00%
EZ Match	4/3/2011	63.15%
5 Card Cash	4/6/2014	60.29%
All or Nothing	4/7/2019	55.34%

* Reflects anticipated rate based on game design and is approximate.

For the first time since FY14, the Lottery launched a new Lotto game. *All or Nothing* was launched on April 7, 2019 and *5 Card Cash* was discontinued at the same time. Therefore, sales and payouts do not include the entirety of FY19 for these games.

The Lottery believes it can manage the lotto product line at this time without a significant change to prize payout in the coming fiscal years. The overall lotto game payout is anticipated to be 50.51 percent in FY20 and 50.51 percent in FY21.

Total Prize Payout and Prize Expense

Wisconsin law requires that at least 50 percent of Lottery gross sales be returned to players as prize payments.⁶ In FY18 the Lottery's prize payout was 60.60 percent. By comparison, the overall prize payout for U.S. lottery jurisdictions was 63.66 percent.⁷ In FY19, 60.57 percent of Wisconsin Lottery gross sales were returned to players as prize payments. Over the next two fiscal years, the prize payout for Wisconsin Lottery games will continue to be below industry averages.

Fiscal Year 2020: The Lottery expects to pay \$433.7 million in prizes. Total prize payout for all Lottery games is estimated to be 61.69 percent.

⁶ Sec. 25.75(3)(a), Wis. Stats.

⁷ Based on data from reporting lotteries as presented in La Fleur's 2019 World Lottery Almanac, p. 245. FY18 is the latest year for which national figures for traditional ticket sales and prize payout are available.

Fiscal Year 2021: The Lottery expects to pay \$433.7 million in prizes. Total prize payout is estimated to be 61.69 percent.

Prize payout increases have contributed to record sales. In FY09, the prize payout was 59.12 percent; sales were \$473.4 million.⁸ Last year (FY19), the prize payout was 60.57 percent; sales were \$713.1 million.

Going forward, the Lottery should continue to achieve its sales goals with only slight adjustments to its current prize payout percentages. The Lottery proposes an instant scratch game prize payout of 67.76 percent in FY20 and FY21. This marginal increase from FY19 will allow the Lottery to maintain the successful higher price-point strategy. Pull-tab prize payout is expected to be 62.92 percent in FY20 and FY21. Total lotto game prize payout is also projected to go from 50.20 percent in FY19 to 50.51 percent in FY20 and FY21.

The average prize payout percentages by game type for the past three fiscal years, and the estimated prize payout percentages for the next two fiscal years are shown in Table 6. A weighted average is used to more accurately reflect the performance of games with higher sales.

Table 6. Weighted Average Prize Payout Percentages by Fiscal Year and by Game Type*
(Percentages are rounded)

Game Type	FY17** Prize Payout	FY18** Prize Payout	FY19*** Prize Payout Preliminary	FY20**** Prize Payout Estimated	FY21**** Prize Payout Estimated
Instant Scratch	66.31%	67.11%	66.59%	67.76%	67.76%
Pull-tab	62.78%	62.71%	62.66%	62.92%	62.92%
Lotto	49.40%	49.53%	50.20%	50.51%	50.51%
Total	60.22%	60.60%	60.57%	61.69%	61.69%

* Data in Tables 1 and 6 have been rounded and may not exactly match data in Table 7.

** Based on data in Legislative Audit Bureau Report 19-10, June 2019: Financial Audit of the Wisconsin Lottery.

(<http://legis.wisconsin.gov/lab/media/2881/19-10full.pdf>)

*** Source: Wisconsin Lottery FY19 Unaudited Financial Statements as of November 29, 2019. The financial statements are preliminary and subject to change.

**** Based on Lottery sales estimates, Lottery Fund Condition Statement, September 24, 2019.

Table 7 shows prizes paid during the past three fiscal years and prizes expected to be paid in the next two fiscal years. Prizes expected to be paid in FY20 and FY21 are calculated by multiplying the sales projection for each game by its prize payout percentage.

⁸ Legislative Audit Bureau Report 11-6, May 2011: Financial Audit of the Wisconsin Lottery. (<https://legis.wisconsin.gov/lab/reports/11-6full.pdf>)

Table 7. Prizes Paid or Expected to be Paid by Fiscal Year and by Game Type*

Game Type	FY17** Prize Expense (Final)	FY18** Prize Expense (Final)	FY19*** Prize Expense (Preliminary)	FY20**** Projected Prize Expense	FY21**** Projected Prize Expense
Instant Scratch	\$255,154,040	\$281,471,667	\$299,919,079	\$308,218,513	\$308,218,513
Pull-tab	\$658,790	\$650,016	\$613,439	\$611,653	\$611,653
Lotto	\$107,152,950	\$122,325,292	\$131,413,329	\$124,898,262	\$124,898,262
Total	\$362,965,780	\$404,446,975	\$431,945,848	\$433,728,428	\$433,728,428

Note: Totals may not equal the exact sum of the figures in each column, due to rounding.

* Rounded to nearest dollar. Amounts shown are based on the accrual method of accounting, consistent with generally accepted accounting principles (GAAP).

** Source: Legislative Audit Bureau Report 19-10, June 2019: Financial Audit of the Wisconsin Lottery. Figures rounded to the nearest dollar. (<http://legis.wisconsin.gov/lab/media/2881/19-10full.pdf>)

*** Source: Wisconsin Lottery FY19 Unaudited Financial Statements, rounded to the nearest dollar, as of November 29, 2019. These financial statements are preliminary and subject to change.

**** Based on Lottery sales estimates, Lottery Fund Condition Statement, September 24, 2019.

PRIZE PAYOUT IMPACT ON OPERATING COSTS

In establishing the proper prize payout, the Lottery seeks to strike a balance between maximizing profits and providing players with the rewards they expect. The Lottery has experienced positive results while being conservative in its use of prize payout to drive sales.

The Lottery carefully manages payout to maximize net operating income. In FY09 the overall prize payout was 59.12 percent; in FY19 it was 60.57 percent.⁹ During the same period, annual sales increased \$239.7 million, from \$473.4 million to \$713.1 million. Net operating income increased from \$129.1 million to \$193.6 million (preliminary).

Prize payout has had little effect on administrative costs. Total administrative expenditures as determined in accordance with sec. 25.75(3)(b), Wis. Stats. for FY19 were \$40.2 million (preliminary), up from \$37.0 million the previous fiscal year. This amount represents 5.63 percent of gross Lottery revenues in FY19, well within the 10 percent limitation set by statute.¹⁰

The Wisconsin Lottery continues to operate at highly efficient levels relative to other jurisdictions. Per capita administrative expenses in Wisconsin are the fourth lowest among traditional lotteries in the United States, as illustrated in Exhibit 1. Administrative expenses, as defined in sec. 25.75(3)(b), Wis. Stats., do not include retailer compensation and transfers to the Department of Justice for law enforcement.

⁹ FY09 data is from Legislative Audit Bureau Report 11-6, May 2011: Financial Audit of the Wisconsin Lottery. (<https://legis.wisconsin.gov/lab/reports/11-6full.pdf>)

¹⁰ Expense and Revenue figures are from the Wisconsin Lottery's FY19 Unaudited Financial Statements as of November 29, 2019. These financial statements are preliminary and subject to change.

Exhibit 1. Fiscal 2018 U.S. Lottery Per Capita Administrative Expenses

Rank	Lottery ¹	Population ² (Million)	Expense ³ (\$Million)	Expense Per Capita
1	Oklahoma	3.94	\$16.99	4.31
2	New Mexico	2.10	\$11.71	5.58
3	Louisiana	4.66	\$28.10	6.03
4	Wisconsin	5.81	\$36.28	6.24
5	North Dakota	0.76	\$5.52	7.27
6	Arizona	7.17	\$52.21	7.28
7	Colorado	5.70	\$42.57	7.47
8	Washington	7.54	\$57.27	7.60
9	Texas	28.7	\$236.95	8.26
10	Florida	21.3	\$176.72	8.30
11	South Carolina	5.08	\$42.71	8.41
12	Minnesota	5.61	\$48.81	8.70
13	California	39.56	\$352.61	8.91
14	Tennessee	6.77	\$63.01	9.31
15	Montana	1.06	\$10.09	9.52
16	North Carolina	10.84	\$108.42	10.00
17	Nebraska	1.93	\$20.01	10.37
18	Missouri	6.13	\$64.74	10.56
19	Iowa	3.16	\$33.54	10.61
20	Indiana	6.69	\$73.96	11.06
21	Kentucky	4.47	\$50.76	11.36
22	Idaho	1.75	\$20.11	11.49
23	Wyoming	0.58	\$6.83	11.78
24	Virginia	8.52	\$105.55	12.39
25	New Jersey	8.91	\$114.74	12.88
26	Arkansas	3.01	\$39.19	13.02
27	Pennsylvania	12.81	\$171.82	13.41
28	New Hampshire	1.36	\$19.07	14.02
29	Massachusetts	6.90	\$100.34	14.54
30	Illinois	12.74	\$198.25	15.56
31	Vermont	0.63	\$9.97	15.83
32	Michigan	10.00	\$169.32	16.93
33	Georgia	10.52	\$178.88	17.00
34	Connecticut	3.57	\$60.87	17.05
35	Maine	1.34	\$23.39	17.45
36	District of Columbia	0.70	\$30.27	43.24
Total		262.32	\$2,781.55	10.60

Source: La Fleur's 2019 World Lottery Almanac, pp. 253-260.

Fiscal year ends June 30 except Texas (August 31), D.C. and Michigan (Sept.30).

¹ Delaware, Kansas, Maryland, New York, Ohio, Oregon, Rhode Island, South Dakota, and W. Virginia are not listed due to traditional lottery expenses not being separated out.

² U.S. Bureau of the Census, July 1, 2018.

³ Lottery administrative and operational expenses as stated in La Fleur's 2019 World Lottery Almanac.

Wisconsin expense figures as stated in the La Fleur's Almanac were unaudited at time of reporting.

Note: Population, Expense, and Expense Per Capita are rounded to the hundredths place.