



# NOVEMBER 2025 MONTHLY UPDATE

Mary R. Harville, President and CEO

Fueling Imagination and Funding Education for all Kentuckians.

## NOVEMBER AT A GLANCE

- November sales totaled \$186.1 million, which is \$6.9 million or 3.8% more than last year at this time.
- Scratch-off sales were \$63.4 million, which is \$19.9 million or 23.9% less than last year at this time.
- Draw game sales totaled \$38.9 million, which is \$2.8 million or 7.8% more than last year at this time. Both Powerball and Mega Millions had climbing jackpots in November, contributing to higher than average sales.
- November's iLottery Instant Play sales were \$83.8 million, which is \$23.9 million or 39.9% more than last year at this time. November was a record month for online sales totaling \$87.3 million.

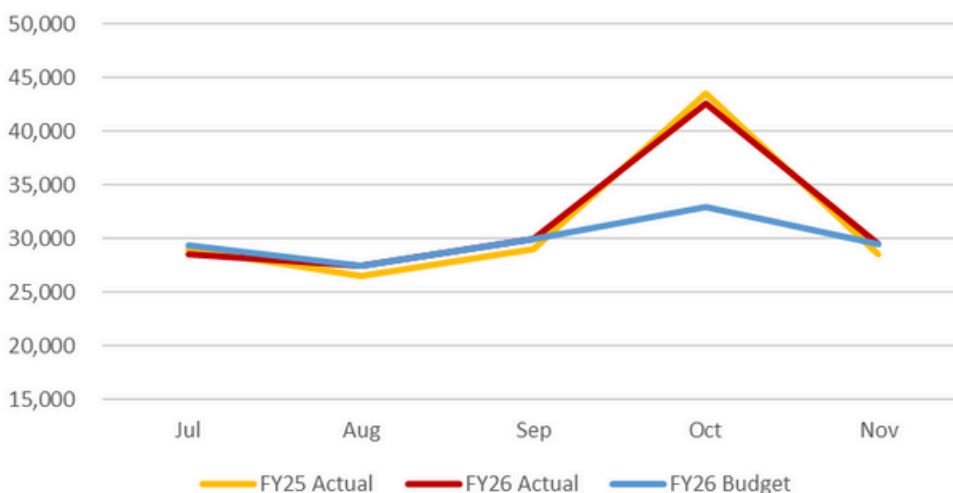
On November 20, 2025, Kentucky Lottery President & CEO Mary Harville announced her planned retirement effective February 2026 at a Team Kentucky briefing in Frankfort with Governor Andy Beshear. The Governor honored Mary for her 22 years of service to the Lottery, focusing on the success of the organization during her five years as President & CEO.

Mary was appointed head of the Lottery in September 2020. As President & CEO, she increased sales by more than a billion dollars and oversaw transfers to the State for the five-year period totaling \$1.9 billion. These transfers make up nearly 25-percent of total transfers to the State since the inception of the Lottery. Operating expenses as a percentage of sales were reduced to a record low of 1.9-percent.

The Kentucky Lottery Board of Directors voted on Nov. 20, 2025, to approve the Governor's appointment of 14-year lottery veteran, Maggie Garrison, current Executive Vice President, Chief Revenue Officer, as the new President & CEO, effective February 2026.



Total Cash Transfers to the Commonwealth ('000s)



November Prior	28,500
November Actual	29,500
November Budget	29,500

	FY26 November 2025 ACTUAL	FY25 November 2024 ACTUAL	FY26 November 2025 BUDGET
<b>Sales:</b>			
Gross Instant at Retail	63,384	83,272	71,973
Gross Draw at Retail	35,429	33,722	33,842
iLottery	87,258	62,218	74,027
Ticket Sales	186,071	179,212	179,842
Prize Expense	141,484	132,521	135,410
Other Direct Costs	10,711	11,478	11,123
Gross Profit	33,876	35,213	33,309
Operating Expenses	3,891	3,410	3,450
Operating Income	29,985	31,803	29,859
Non-Operating Income	130	146	112
Net Income With Unclaimed Prizes	30,115	31,949	29,971
Unclaimed Prizes	(367)	(373)	(400)
Net Income	29,748	31,576	29,571

	FY26 YTD 11/30/25 ACTUAL	FY25 YTD 11/30/24 ACTUAL	FY26 YTD 11/30/25 BUDGET
<b>Sales:</b>			
Gross Instant at Retail	353,593	376,686	388,044
Gross Draw at Retail	187,899	176,401	173,928
iLottery	391,291	320,352	365,490
Ticket Sales	932,783	873,439	927,462
Prize Expense	699,051	645,205	692,545
Other Direct Costs	55,716	55,335	57,985
Gross Profit	178,016	172,899	176,932
Operating Expenses	17,068	16,371	17,825
Operating Income	160,948	156,528	159,107
Non-Operating Income	789	913	560
Net Income With Unclaimed Prizes	161,737	157,441	159,667
Unclaimed Prizes	(2,520)	(4,350)	(3,700)
Net Income	159,217	153,091	155,967

## LOOKING AHEAD



New Scratch-offs launch in December, including a dueling game. The \$10 Lion's Share game offers two tickets with different top prizes - one loaded with \$600 prizes and the other with four \$200,000 prizes.

Kentucky Lottery employees continue to volunteer their time and resources during the holiday season to support Kentucky nonprofits and Kentuckians across the state.



Residents at the Boys & Girls Haven in Louisville and families throughout the state will benefit from the generosity of Kentucky Lottery employees.



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### FOR MORE INFORMATION:

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