

Virginia Results Planning and Performance Report

November 13, 2006

State Lottery Department (172)

Agency Head Contact Information

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Agency Website: <http://www.valottery.com/>

Mission Statement

To operate a lottery enterprise to produce revenue solely for public education (K-12), while satisfying public demand for lottery products.

Objectives

No Objectives have been entered for this agency.

Activities

No Activities have been entered for this agency.

Customers

Growth Trend

Players: People who buy Lottery tickets

Retailers: Approximately 5,000 retail outlets that sell Lottery products Same

Elected Officials: People who govern the Commonwealth Same

Governor's and Other Initiatives Status

No Initiatives have been entered for this agency.

Performance Measures

Measure #1

Dollar value of all lottery products sold (\$ in millions)

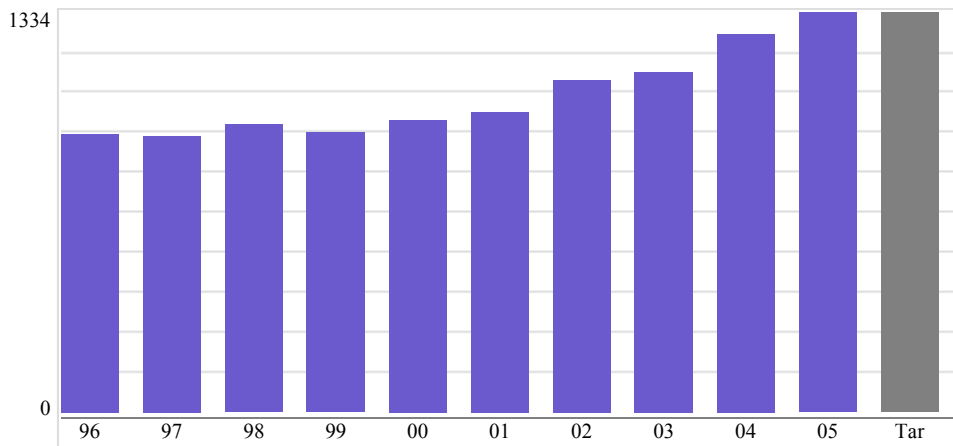
Is this measure a number or percent

The preferred direction of the trend

Target Value Target Date

Data Begins Collection Frequency

Year	Measurement
1996	924.3
1997	920.8
1998	962.3
1999	934.5
2000	973.0
2001	1,002.8
2002	1,108.1
2003	1,135.7
2004	1,262.4
2005	1,333.9
2006	



Explanatory Note

none

Title or brief description of the primary data source(s)

Financial statements of Lottery activity, as audited by the Auditor of Public Accounts.

Describe how the measure is calculated

Gross revenue is calculated using the accrual basis of accounting, where revenues are recognized when earned and expenses when incurred.

Describe how the target is calculated

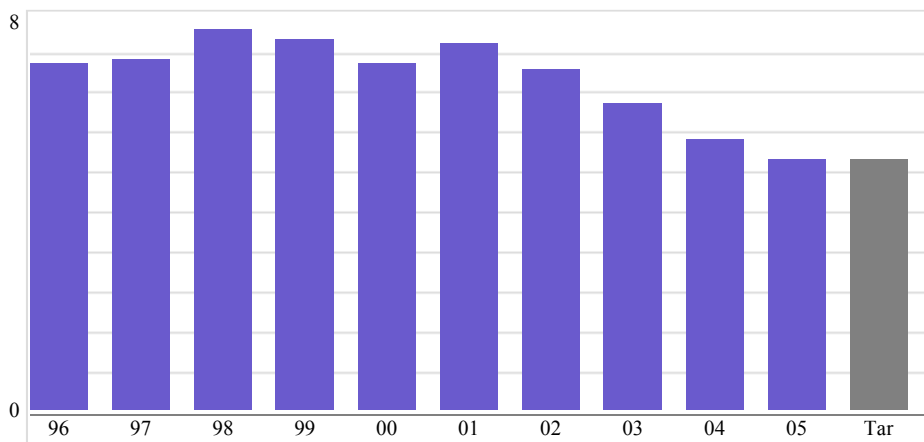
Target is the prior year's actual sales.

Measure #2

Lottery overhead as a percentage of sales

Is this measure a number or percent The preferred direction of the trend Target Value Target Date Data Begins Collection Frequency

Year	Measurement
1996	6.9
1997	7.0
1998	7.6
1999	7.4
2000	6.9
2001	7.3
2002	6.8
2003	6.1
2004	5.4
2005	5.0
2006	

**Explanatory Note**

none

Title or brief description of the primary data source(s)

Financial statements of Lottery activity, as audited by the Auditor of Public Accounts.

Describe how the measure is calculated

Total operating expenses for the year (does not include prize expense or retailer compensation), divided by gross revenue. (Accrual basis)

Describe how the target is calculated

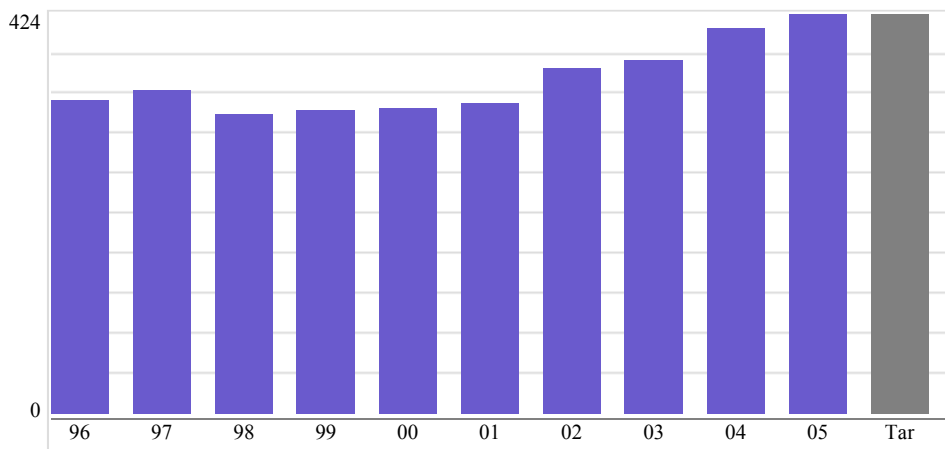
Target is based on the prior year's ratio.

Measure #3

Net dollars transferred to state's general fund at year end (\$ in millions)

Is this measure a number or percent The preferred direction of the trend Target Value Target Date Data Begins Collection Frequency

Year	Measurement
1996	332.6
1997	342.5
1998	318.9
1999	321.9
2000	323.5
2001	329.1
2002	367.7
2003	375.2
2004	408.1
2005	423.5
2006	

**Explanatory Note**

none

Title or brief description of the primary data source(s)

Financial statements of Lottery activity, as audited by the Auditor of Public Accounts.

Describe how the measure is calculated

Net income is calculated using the accrual basis of accounting, where revenues are recognized when earned and expenses when incurred.

Describe how the target is calculated

Target is prior year's actual results.

