



Nearly \$2 Billion and Counting for our Schools

## YEARLY REVENUE

### Schedule of Net Profit for Education: Revised September 11, 2018

YEAR	ADJ. GROSS REVENUE	PRIZES*	%	OPERATING EXPENSES	%	NET FOR EDUCATION	%
1964	5,740,093	1,799,995	31.4%	1,172,010	20.4%	2,768,088	48.2%
1965	4,566,044	1,400,000	30.7%	678,679	14.9%	2,487,365	54.5%
1966	3,889,056	1,414,993	36.4%	633,447	16.3%	1,840,616	47.3%
1967	2,577,341	943,565	36.6%	578,578	22.4%	1,055,198	40.9%
1968	2,054,434	800,150	38.9%	364,162	17.7%	890,122	43.3%
1969	2,017,667	790,599	39.2%	358,710	17.8%	868,358	43.0%
1970	2,019,367	791,596	39.2%	391,208	19.4%	836,563	41.4%
1971	4,277,260	1,787,600	41.8%	624,095	14.6%	1,865,565	43.6%
1972	7,699,665	3,361,557	43.7%	1,635,715	21.2%	2,702,393	35.1%
1973	6,845,762	3,066,967	44.8%	1,185,834	17.3%	2,592,961	37.9%

YEAR	ADJ. GROSS REVENUE	COST OF SALES	%	OPERATING EXPENSES	%	NET FOR EDUCATION	%
1974	5,514,328	2,697,944	48.9%	580,674	10.5%	2,235,709	40.5%
1975	11,085,759	5,566,430	50.2%	1,319,230	11.9%	4,200,099	37.9%
1976	14,489,146	7,514,635	51.9%	1,233,923	8.5%	5,740,588	39.6%
1977	9,967,360	5,505,626	55.2%	1,760,607	17.7%	2,701,127	27.1%
1978	14,000,695	7,622,924	54.4%	2,363,113	16.9%	4,014,658	28.7%
1979	11,043,490	5,745,817	52.0%	1,777,123	16.1%	3,520,550	31.9%
1980	12,161,774	6,325,697	52.0%	2,050,872	16.9%	3,785,205	31.1%
1981	11,028,368	6,112,302	55.4%	1,900,308	17.2%	3,015,758	27.3%
1982	12,387,513	6,675,829	53.9%	2,101,450	17.0%	3,610,234	29.1%
1983	13,819,653	7,957,791	57.6%	2,172,975	15.7%	3,688,887	26.7%
1984	17,167,723	9,652,770	56.2%	1,857,387	10.8%	5,657,566	33.0%
1985	15,242,063	8,802,658	57.8%	2,130,195	14.0%	4,309,210	28.3%
1986	34,317,665	21,112,495	61.5%	2,458,949	7.2%	10,746,221	31.3%
1987	58,708,492	35,352,137	60.2%	2,686,964	4.6%	20,669,391	35.2%
1988	76,992,302	46,653,790	60.6%	2,360,227	3.1%	27,978,285	36.3%
1989	87,157,937	54,031,036	62.0%	2,777,834	3.2%	30,349,067	34.8%
1990	94,566,729	58,657,447	62.0%	3,230,862	3.4%	32,678,420	34.6%

YEAR	ADJ. GROSS REVENUE	COST OF SALES	%	OPERATING EXPENSES	%	NET FOR EDUCATION	%
1991	99,724,542	61,159,464	61.3%	3,536,252	3.5%	35,028,826	35.1%
1992	106,530,552	66,355,044	62.3%	3,433,901	3.2%	36,741,607	34.5%
1993	106,587,946	65,829,576	61.8%	3,468,241	3.3%	37,290,129	35.0%
1994	112,118,195	70,781,219	63.1%	3,474,590	3.1%	37,862,386	33.8%
1995	143,474,699	96,399,824	67.2%	3,432,261	2.4%	43,642,614	30.4%
1996	165,901,621	112,779,033	68.0%	3,581,957	2.2%	49,540,631	29.9%
1997	179,890,876	122,045,911	67.8%	3,638,180	2.0%	54,206,785	30.1%
1998	187,066,779	125,798,298	67.2%	3,763,294	2.0%	57,505,188	30.7%
1999	202,493,547	131,418,415	64.9%	6,496,138	3.2%	64,578,994	31.9%
** 2000	194,226,315	126,147,513	64.9%	6,561,592	3.4%	61,517,210	31.7%
2001	199,971,505	133,961,872	67.0%	6,661,208	3.3%	59,348,425	29.7%
2002	215,916,592	142,537,172	66.0%	7,253,826	3.4%	66,125,594	30.6%
2003	223,605,042	150,220,833	67.2%	6,815,572	3.0%	66,568,637	29.8%
2004	239,630,122	158,704,987	66.2%	7,181,496	3.0%	73,743,639	30.8%
2005	229,470,121	153,187,171	66.8%	6,934,389	3.0%	69,348,561	30.2%
2006	263,755,510	176,049,587	66.7%	7,328,160	2.8%	80,377,763	30.5%
2007	265,244,111	179,127,796	67.5%	7,072,984	2.7%	79,043,331	29.8%
2008	261,938,751	177,851,852	67.9%	8,472,620	3.2%	75,614,279	28.9%
2009	240,260,199	164,927,310	68.6%	6,980,983	2.9%	68,351,906	28.4%
2010	234,121,637	159,984,012	68.3%	7,915,454	3.4%	66,222,171	28.3%
2011	229,218,781	158,986,743	69.4%	8,024,487	3.5%	62,207,551	27.1%
2012	255,859,986	180,944,853	70.7%	8,147,083	3.2%	66,768,050	26.1%
2013	280,469,777	197,601,388	70.5%	8,533,632	3.0%	74,334,757	26.5%
2014	275,985,680	194,981,352	70.6%	8,624,055	3.1%	72,380,273	26.2%
2015	283,060,055	200,471,569	70.8%	8,263,669	2.9%	74,324,817	26.3%
2016	308,568,767	219,282,681	71.1%	10,205,115	3.3%	79,184,886	25.7%
2017	304,321,596	217,425,847	71.4%	10,741,890	3.5%	76,119,818	25.0%
UA 2018	337,896,114	240,010,898	72%	10,366,213	3.1%	87,519,002	26.3%
Totals	6,688,647,104	4,497,116,570	67.2%	229,294,373	3.4%	1,962,306,034	29.3%

\* For years 1964 through 1973 Prizes include prizes paid expense only. Years 1974 through 1998 costs of sales include prizes, agent commissions, vendor fees, instant ticket printing fees, advertising and promotional expenses.

\*\* Effective 1999 advertising and promotional expenses are no longer included in cost of sales, they are now part of operating expenses.

Note: There was inadequate data to restate cost of sales for the years 1964 through 1973.



Live Free or Die

New Hampshire Lottery Commission  
TEL 603.271.3391 FAX 603.271.1160

14 Integra Drive Concord, New Hampshire 03301  
TDD 1.800.735.2964 www.nhlottery.com