

**Revenue Estimating Conference**  
**Lottery Sales**  
**November 15, 2012**  
**Executive Summary**

The Revenue Estimating Conference met concerning Lottery revenues on November 15, 2012. The Conference decreased expected distributions to the Educational Enhancement Trust Fund (EETF) from current projections by \$9.3 million in 2012-13 and by \$1.2 million in fiscal year 2013-14. These figures translate into annual growth rates of 2.2% for both fiscal years 2012-13 and 2013-14. Distributions are then expected to increase by 0.9% in fiscal year 2014-15, and 1.2% in fiscal year 2015-16.

Overall the forecast for ticket sales was increased by \$114.0 million in fiscal year 2012-13, and increased by \$58.2 million in fiscal year 2013-14 from the prior forecast adopted in July. The largest increase in the sales forecast was to the projection for Scratch-off sales, which were increased by \$157.3 million in fiscal year 2012-13 and \$106.1 million in fiscal year 2013-14. The Conference projected that sales for Powerball will show modest increases compared to the prior estimate of \$5.3 million in fiscal year 2012-13 and \$2.2 million in fiscal year 2013-14.

For fiscal year 2012-13, ticket sales for Lotto through mid-November are \$17.4 million below the July 2012 estimate. As a result, Lotto sales were reduced relative to the prior forecast by \$31.6 million in fiscal year 2012-13 and \$32.3 million in fiscal year 2013-14.

Small negative adjustments were made for the forecasts for Mega Money and Fantasy Five while the Cash 3 and Play 4 forecasts were slightly increased relative to July. The Conference left the forecast for Raffle sales unchanged at \$20.0 million in fiscal year 2012-13 and zero thereafter. Sales of Lucky Lines have experienced a sharp decline in recent months and the Conference reduced the forecast for fiscal year 2012-13 by \$1.7 million.

The projections for non-ticket income were left unchanged from the prior forecast. The forecast for 80% unclaimed prizes available for immediate transfer to EETF was increased slightly from the previous forecast due to the increased level of projected ticket sales.

The Conference revised the methodology calculating the distributions to the Educational Enhancement Trust Fund (EETF). Instead of calculating the EETF transfer based on ticket sales in the fiscal year, the Conference forecasted EETF transfers based on revenue received by the Department of the Lottery in a given fiscal year. The impact on projected EETF transfers relative to the previous methodology was to reduce projected transfers by \$24.4 million in fiscal year 2012-13, \$3.3 million in fiscal year 2013-14, \$3.7 million in fiscal year 2014-15, and \$8.0 million in fiscal year 2015-16.

The details of the forecast and changes are shown in the table on the next pages.

<b>Summary of All Games</b>				
		<b>July 31 2012</b>	<b>Nov 15 2012</b>	<b>Difference July to Nov</b>
<b>Scratch-off</b>	2011-12	2567.0	2567.0	0.0
	2012-13	2703.4	2860.7	157.3
	2013-14	2770.8	2876.9	106.1
	2014-15	2810.4	2895.4	85.0
	2015-16	2852.8	2947.6	94.8
<b>Lotto</b>	2011-12	419.0	419.0	0.0
	2012-13	416.1	384.5	-31.6
	2013-14	422.6	390.3	-32.3
	2014-15	428.6	395.5	-33.1
	2015-16	435.1	401.1	-34.0
<b>Powerball</b>	2011-12	503.7	503.7	0.0
	2012-13	564.3	569.6	5.3
	2013-14	574.1	576.3	2.2
	2014-15	581.1	583.6	2.5
	2015-16	588.6	591.6	2.9
<b>Mega Money</b>	2011-12	92.3	92.3	0.0
	2012-13	94.4	90.2	-4.2
	2013-14	94.4	89.3	-5.1
	2014-15	93.7	89.4	-4.3
	2015-16	92.9	89.4	-3.5
<b>Fantasy 5</b>	2011-12	290.7	290.7	0.0
	2012-13	298.1	285.1	-13.0
	2013-14	301.1	286.5	-14.7
	2014-15	301.4	287.3	-14.1
	2015-16	301.8	288.2	-13.6
<b>Cash 3</b>	2011-12	314.7	314.7	0.0
	2012-13	321.1	323.0	1.9
	2013-14	323.3	326.5	3.3
	2014-15	323.6	329.9	6.3
	2015-16	323.9	333.2	9.3
<b>Play 4</b>	2011-12	244.7	244.7	0.0
	2012-13	249.2	249.2	0.0
	2013-14	253.7	253.7	0.0
	2014-15	257.6	257.7	0.1
	2015-16	262.1	262.2	0.0
<b>Raffle</b>	2011-12	0.0	0.0	0.0
	2012-13	20.0	20.0	0.0
	2013-14	0.0	0.0	0.0
	2014-15	0.0	0.0	0.0
	2015-16	0.0	0.0	0.0
<b>Lucky Lines</b>	2011-12	17.7	17.7	0.0
	2012-13	11.7	10.0	-1.7
	2013-14	9.0	7.7	-1.3
	2014-15	7.5	6.4	-1.1
	2015-16	6.6	5.6	-0.9
<b>TOTAL</b>	2011-12	4449.9	4449.9	0.0
	2012-13	4678.3	4792.3	114.0
	2013-14	4749.0	4807.2	58.2
	2014-15	4803.9	4845.2	41.4
	2015-16	4863.8	4918.9	55.1

		July 31 2012	Nov 15 2012	Difference July to Nov
<b>EETF Receipts from Ticket Sales</b>	<b>2011-12</b>	1267.3	1267.3	0.0
	<b>2012-13</b>	1306.6	1296.2	-10.4
	<b>2013-14</b>	1327.2	1325.5	-1.8
	<b>2014-15</b>	1341.9	1337.3	-4.7
	<b>2015-16</b>	1358.5	1353.2	-5.4
<b>Other Income</b>	<b>2011-12</b>	13.9	13.9	0.0
	<b>2012-13</b>	14.0	14.0	0.0
	<b>2013-14</b>	14.0	14.0	0.0
	<b>2014-15</b>	14.0	14.0	0.0
	<b>2015-16</b>	14.0	14.0	0.0
<b>80% unclaimed prizes</b>	<b>2011-12</b>	35.4	35.4	0.0
	<b>2012-13</b>	34.0	35.1	1.1
	<b>2013-14</b>	34.6	35.2	0.6
	<b>2014-15</b>	35.0	35.4	0.5
	<b>2015-16</b>	35.5	36.0	0.6
<b>Distribution to EETF from Lottery Receipts</b>	<b>2011-12</b>	1316.6	1316.6	0.0
	<b>2012-13</b>	1354.6	1345.3	-9.3
	<b>2013-14</b>	1375.8	1374.6	-1.2
	<b>2014-15</b>	1390.9	1386.7	-4.2
	<b>2015-16</b>	1408.0	1403.2	-4.8

**LOTTERY ESTIMATING CONFERENCE, November 15, 2012**  
**LOTTERY SALES PROJECTIONS**  
**SUMMARY**

<b>Ticket Sales</b>			
	<b>7/31/2012</b>	<b>11/15/12</b>	<b>Diff.</b>
<b>2012-13</b>	4678.3	4792.3	114.0
<b>2013-14</b>	4749.0	4807.2	58.2
<b>2014-15</b>	4803.9	4845.2	41.4
<b>2015-16</b>	4863.8	4918.9	55.1

<b>Other Income</b>			
	<b>7/31/2012</b>	<b>11/15/12</b>	<b>Diff.</b>
<b>2012-13</b>	14.0	14.0	0.0
<b>2013-14</b>	14.0	14.0	0.0
<b>2014-15</b>	14.0	14.0	0.0
<b>2015-16</b>	14.0	14.0	0.0

<b>Unclaimed Prizes</b>			
	<b>7/31/2012</b>	<b>11/15/12</b>	<b>Diff.</b>
<b>2012-13</b>	34.0	35.1	1.1
<b>2013-14</b>	34.6	35.2	0.6
<b>2014-15</b>	35.0	35.4	0.4
<b>2015-16</b>	35.5	36.0	0.5

<b>Distribution to EETF from Lottery Receipts*</b>			
	<b>7/31/2012</b>	<b>11/15/12</b>	<b>Diff.</b>
<b>2012-13</b>	1354.6	1345.3	-9.3
<b>2013-14</b>	1375.8	1374.6	-1.2
<b>2014-15</b>	1390.9	1386.7	-4.2
<b>2015-16</b>	1408.0	1403.2	-4.8

\* The conference has changed the methodology for estimating Lottery distributions to EETF. The change is described on page 15.

**SCRATCH-OFF**

<b>Total Sales</b>		
	<b>Jul-12</b>	<b>11/15/12</b>
1987-88	533.1	533.1
1988-89	365.0	365.0
1989-90	409.2	409.2
1990-91	367.3	367.3
1991-92	405.4	405.4
1992-93	442.1	442.1
1993-94	513.8	513.8
1994-95	527.6	527.6
1995-96	551.5	551.5
1996-97	616.2	616.2
1997-98	583.4	583.4
1998-99	593.7	593.7
1999-00	568.4	568.4
2000-01	639.2	639.2
2001-02	662.6	662.6
2002-03	1073.9	1073.9
2003-04	1358.1	1358.1
2004-05	1844.6	1844.6
2005-06	2100.1	2100.1
2006-07	2283.6	2283.6
2007-08	2368.8	2368.8
2008-09	2064.1	2064.1
2009-10	2078.1	2078.1
2010-11	2225.7	2225.7
2011-12	2567.0	2567.0
2012-13	2703.4	2860.7
2013-14	2770.8	2876.9
2014-15	2810.4	2895.4
2015-16	2852.8	2947.6

<b>Due to EETF from Ticket Sales</b>		
	<b>Jul-12</b>	<b>11/15/12</b>
1987-88		
1988-89		
1989-90		
1990-91		
1991-92		
1992-93		
1993-94		
1994-95		
1995-96		
1996-97		
1997-98		
1998-99		
1999-00		
2000-01		
2001-02	251.8	251.8
2002-03	279.3	279.3
2003-04	326.9	326.9
2004-05	387.9	387.9
2005-06	409.0	409.0
2006-07	443.1	443.1
2007-08	470.8	470.8
2008-09	412.0	412.0
2009-10	402.7	402.7
2010-11	414.3	414.3
2011-12	502.3	502.3
2012-13	507.6	538.3
2013-14	523.6	544.2
2014-15	531.5	548.0
2015-16	540.3	558.8

<b>Per Capita Sales</b>		
	<b>Jul-12</b>	<b>11/15/12</b>
1987-88	43.5	43.5
1988-89	29.0	29.0
1989-90	31.8	31.8
1990-91	27.9	27.9
1991-92	30.2	30.2
1992-93	32.3	32.3
1993-94	36.8	36.8
1994-95	37.0	37.0
1995-96	37.9	37.9
1996-97	41.5	41.5
1997-98	38.5	38.5
1998-99	38.3	38.3
1999-00	35.8	35.8
2000-01	39.4	39.4
2001-02	40.0	40.0
2002-03	63.6	63.6
2003-04	78.6	78.6
2004-05	104.3	104.3
2005-06	116.3	116.3
2006-07	124.3	124.3
2007-08	127.5	127.5
2008-09	110.6	110.6
2009-10	110.7	110.7
2010-11	117.9	117.9
2011-12	135.2	134.9
2012-13	141.4	148.8
2013-14	143.3	148.0
2014-15	143.4	147.0
2015-16	143.4	147.6

<b>Average Weekly Sales</b>		
	<b>Jul-12</b>	<b>11/15/12</b>
1987-88	22.2	22.2
1988-89	7.0	7.0
1989-90	7.9	7.9
1990-91	7.1	7.1
1991-92	7.8	7.8
1992-93	8.5	8.5
1993-94	9.9	9.9
1994-95	10.1	10.1
1995-96	10.6	10.6
1996-97	11.9	11.9
1997-98	11.2	11.2
1998-99	11.4	11.4
1999-00	10.9	10.9
2000-01	12.3	12.3
2001-02	12.7	12.7
2002-03	20.7	20.7
2003-04	26.1	26.1
2004-05	35.5	35.5
2005-06	40.4	40.4
2006-07	43.9	43.9
2007-08	45.6	45.6
2008-09	39.7	39.7
2009-10	40.0	40.0
2010-11	42.8	42.8
2011-12	49.4	49.4
2012-13	52.0	55.0
2013-14	53.3	55.3
2014-15	54.0	55.7
2015-16	54.9	56.7

<b>Growth Rates</b>		
	<b>Jul-12</b>	<b>11/15/12</b>
2008-09	-12.9%	-12.9%
2009-10	0.7%	0.7%
2010-11	7.1%	7.1%
2011-12	15.3%	15.3%
2012-13	5.3%	11.4%
2013-14	2.5%	0.6%
2014-15	1.4%	0.6%
2015-16	1.5%	1.8%

**POWERBALL (INCLUDING POWER PLAY)**

Ticket Sales		
	Jul-12	11/15/12
1987-88		
1988-89		
1989-90		
1990-91		
1991-92		
1992-93		
1993-94		
1994-95		
1995-96		
1996-97		
1997-98		
1998-99		
1999-00		
2000-01		
2001-02		
2002-03		
2003-04		
2004-05		
2005-06		
2006-07		
2007-08		
2008-09	233.4	233.4
2009-10	434.1	434.1
2010-11	393.0	393.0
2011-12	503.7	503.7
2012-13	564.3	569.6
2013-14	574.1	576.3
2014-15	581.1	583.6
2015-16	588.6	591.6

Per Capita Sales		
	Jul-12	11/15/12
1987-88		
1988-89		
1989-90		
1990-91		
1991-92		
1992-93		
1993-94		
1994-95		
1995-96		
1996-97		
1997-98		
1998-99		
1999-00		
2000-01		
2001-02		
2002-03		
2003-04		
2004-05		
2005-06		
2006-07		
2007-08		
2008-09 *	25.0	25.0
2009-10	23.1	23.1
2010-11	20.8	20.8
2011-12	26.5	26.5
2012-13	29.5	29.6
2013-14	29.7	29.6
2014-15	29.7	29.6
2015-16	29.6	29.6

Average Weekly Sales		
	Jul-12	11/15/12
1987-88		
1988-89		
1989-90		
1990-91		
1991-92		
1992-93		
1993-94		
1994-95		
1995-96		
1996-97		
1997-98		
1998-99		
1999-00		
2000-01		
2001-02		
2002-03		
2003-04		
2004-05		
2005-06		
2006-07		
2007-08		
2008-09 *	9.0	9.0
2009-10	8.3	8.3
2010-11	7.6	7.6
2011-12	9.7	9.7
2012-13	10.9	11.0
2013-14	11.0	11.1
2014-15	11.2	11.2
2015-16	11.3	11.4

Growth Rates		
	Jul-12	11/15/12
2008-09		
2009-10	86.0%	86.0%
2010-11	-9.5%	-9.5%
2011-12	28.2%	28.2%
2012-13	12.0%	13.1%
2013-14	1.7%	1.2%
2014-15	1.2%	1.3%
2015-16	1.3%	1.4%

\*Annualized figures

**LOTTO WITH XTRA**

<b>Ticket Sales</b>		
	<b>Jul-12</b>	<b>11/15/12</b>
1987-88	64.9	64.9
1988-89	1046.5	1046.5
1989-90	846.2	846.2
1990-91	971.3	971.3
1991-92	998.7	998.7
1992-93	857.9	857.9
1993-94	781.5	781.5
1994-95	911.6	911.6
1995-96	738.9	738.9
1996-97	721.1	721.1
1997-98	711.3	711.3
1998-99	737.7	737.7
1999-00	865.0	865.0
2000-01	845.4	845.4
2001-02	802.0	802.0
2002-03	925.5	925.5
2003-04	785.4	785.4
2004-05	689.8	689.8
2005-06	835.0	835.0
2006-07	735.6	735.6
2007-08	779.0	779.0
2008-09	650.6	650.6
2009-10	445.9	445.9
2010-11	411.4	411.4
2011-12	419.0	419.0
2012-13	416.1	384.5
2013-14	422.6	390.3
2014-15	428.6	395.5
2015-16	435.1	401.1

<b>Per Capita Sales</b>		
	<b>Jul-12</b>	<b>11/15/12</b>
1987-88	5.3	5.3
1988-89	83.2	83.2
1989-90	65.8	65.8
1990-91	73.7	73.7
1991-92	74.3	74.3
1992-93	62.8	62.8
1993-94	56.0	56.0
1994-95	63.9	63.9
1995-96	50.8	50.8
1996-97	48.5	48.5
1997-98	46.9	46.9
1998-99	47.6	47.6
1999-00	54.5	54.5
2000-01	52.1	52.1
2001-02	48.5	48.5
2002-03	54.8	54.8
2003-04	45.5	45.5
2004-05	39.0	39.0
2005-06	46.2	46.2
2006-07	40.0	40.0
2007-08	41.9	41.9
2008-09	34.8	34.8
2009-10	23.8	23.8
2010-11	21.8	21.8
2011-12	22.1	22.0
2012-13	21.8	20.0
2013-14	21.9	20.1
2014-15	21.9	20.1
2015-16	21.9	20.1

<b>Average Weekly Sales</b>		
	<b>Jul-12</b>	<b>11/15/12</b>
1987-88	2.7	2.7
1988-89	20.1	20.1
1989-90	16.3	16.3
1990-91	18.7	18.7
1991-92	19.2	19.2
1992-93	16.5	16.5
1993-94	15.0	15.0
1994-95	17.5	17.5
1995-96	14.2	14.2
1996-97	13.9	13.9
1997-98	13.7	13.7
1998-99	14.2	14.2
1999-00	16.6	16.6
2000-01	16.3	16.3
2001-02	15.4	15.4
2002-03	17.8	17.8
2003-04	15.1	15.1
2004-05	13.3	13.3
2005-06	16.1	16.1
2006-07	14.1	14.1
2007-08	15.0	15.0
2008-09	12.5	12.5
2009-10	8.6	8.6
2010-11	7.9	7.9
2011-12	8.1	8.1
2012-13	8.0	7.4
2013-14	8.1	7.5
2014-15	8.2	7.6
2015-16	8.4	7.7

<b>Growth Rates</b>		
2008-09	-16.5%	-16.5%
2009-10	-31.5%	-31.5%
2010-11	-7.7%	-7.7%
2011-12	1.9%	1.9%
2012-13	-0.7%	-8.2%
2013-14	1.6%	1.5%
2014-15	1.4%	1.3%
2015-16	1.5%	1.4%

**MEGA MONEY**

<b>Ticket Sales</b>		
	<b>Jul-12</b>	<b>11/15/12</b>
1987-88		
1988-89		
1989-90		
1990-91		
1991-92		
1992-93		
1993-94		
1994-95		
1995-96		
1996-97		
1997-98	36.0	36.0
1998-99	14.9	14.9
1999-00	121.3	121.3
2000-01	108.8	108.8
2001-02	98.3	98.3
2002-03	95.9	95.9
2003-04	125.9	125.9
2004-05	131.2	131.2
2005-06	128.5	128.5
2006-07	130.1	130.1
2007-08	122.7	122.7
2008-09	102.2	102.2
2009-10	92.1	92.1
2010-11	89.0	89.0
2011-12	92.3	92.3
2012-13	94.4	90.2
2013-14	94.4	89.3
2014-15	93.7	89.4
2015-16	92.9	89.4

<b>Per Capita Sales</b>		
	<b>Jul-12</b>	<b>11/15/12</b>
1987-88		
1988-89		
1989-90		
1990-91		
1991-92		
1992-93		
1993-94		
1994-95		
1995-96		
1996-97		
1997-98	2.4	2.4
1998-99	1.0	1.0
1999-00	7.6	7.6
2000-01	6.7	6.7
2001-02	5.9	5.9
2002-03	5.7	5.7
2003-04	7.3	7.3
2004-05	7.4	7.4
2005-06	7.1	7.1
2006-07	7.1	7.1
2007-08	6.6	6.6
2008-09	5.5	5.5
2009-10	4.9	4.9
2010-11	4.7	4.7
2011-12	4.9	4.9
2012-13	4.9	4.7
2013-14	4.9	4.6
2014-15	4.8	4.5
2015-16	4.7	4.5

<b>Average Weekly Sales</b>		
	<b>Jul-12</b>	<b>11/15/12</b>
1987-88		
1988-89		
1989-90		
1990-91		
1991-92		
1992-93		
1993-94		
1994-95		
1995-96		
1996-97		
1997-98	0.7	0.7
1998-99	0.3	0.3
1999-00	2.3	2.3
2000-01	2.1	2.1
2001-02	1.9	1.9
2002-03	1.8	1.8
2003-04	2.4	2.4
2004-05	2.5	2.5
2005-06	2.5	2.5
2006-07	2.5	2.5
2007-08	2.4	2.4
2008-09	2.0	2.0
2009-10	1.8	1.8
2010-11	1.7	1.7
2011-12	1.8	1.8
2012-13	1.8	1.7
2013-14	1.8	1.7
2014-15	1.8	1.7
2015-16	1.8	1.7

<b>Growth Rates</b>		
	<b>Jul-12</b>	<b>11/15/12</b>
2008-09	-16.7%	-16.7%
2009-10	-9.9%	-9.9%
2010-11	-3.4%	-3.4%
2011-12	3.8%	3.8%
2012-13	2.2%	-2.3%
2013-14	0.0%	-1.0%
2014-15	-0.8%	0.0%
2015-16	-0.8%	0.0%



**FANTASY 5 (INCLUDING EZ MATCH)**

<b>Ticket Sales</b>		
	<b>Jul-12</b>	<b>11/15/12</b>
1987-88		
1988-89	98.2	98.2
1989-90	462.3	462.3
1990-91	453.0	453.0
1991-92	350.1	350.1
1992-93	381.4	381.4
1993-94	420.7	420.7
1994-95	346.7	346.7
1995-96	296.7	296.7
1996-97	272.3	272.3
1997-98	245.7	245.7
1998-99	241.8	241.8
1999-00	216.3	216.3
2000-01	191.6	191.6
2001-02	292.9	292.9
2002-03	260.0	260.0
2003-04	259.7	259.7
2004-05	252.5	252.5
2005-06	306.7	306.7
2006-07	326.2	326.2
2007-08	309.4	309.4
2008-09	287.3	287.3
2009-10	282.0	282.0
2010-11	282.8	282.8
2011-12	290.7	290.7
2012-13	298.1	285.1
2013-14	301.1	286.5
2014-15	301.4	287.3
2015-16	301.8	288.2

<b>Per Capita Sales</b>		
	<b>Jul-12</b>	<b>11/15/12</b>
1987-88		
1988-89	7.8	7.8
1989-90	35.9	35.9
1990-91	34.4	34.4
1991-92	26.0	26.0
1992-93	27.9	27.9
1993-94	30.1	30.1
1994-95	24.3	24.3
1995-96	20.4	20.4
1996-97	18.3	18.3
1997-98	16.2	16.2
1998-99	15.6	15.6
1999-00	13.6	13.6
2000-01	11.8	11.8
2001-02	17.7	17.7
2002-03	15.4	15.4
2003-04	15.0	15.0
2004-05	14.3	14.3
2005-06	17.0	17.0
2006-07	17.8	17.8
2007-08	16.7	16.7
2008-09	15.4	15.4
2009-10	15.0	15.0
2010-11	15.0	15.0
2011-12	15.3	15.3
2012-13	15.6	14.8
2013-14	15.6	14.7
2014-15	15.4	14.6
2015-16	15.2	14.4

<b>Average Weekly Sales</b>		
	<b>Jul-12</b>	<b>11/15/12</b>
1987-88		
1988-89	1.9	1.9
1989-90	8.9	8.9
1990-91	8.7	8.7
1991-92	6.7	6.7
1992-93	7.3	7.3
1993-94	8.1	8.1
1994-95	6.7	6.7
1995-96	5.7	5.7
1996-97	5.2	5.2
1997-98	4.7	4.7
1998-99	4.6	4.6
1999-00	4.2	4.2
2000-01	3.7	3.7
2001-02	5.6	5.6
2002-03	5.0	5.0
2003-04	5.0	5.0
2004-05	4.9	4.9
2005-06	5.9	5.9
2006-07	6.3	6.3
2007-08	6.0	6.0
2008-09	5.5	5.5
2009-10	5.4	5.4
2010-11	5.4	5.4
2011-12	5.6	5.6
2012-13	5.7	5.5
2013-14	5.8	5.5
2014-15	5.8	5.5
2015-16	5.8	5.5

<b>Growth Rates</b>		
2008-09	-7.2%	-7.2%
2009-10	-1.9%	-1.9%
2010-11	0.3%	0.3%
2011-12	2.8%	2.8%
2012-13	2.6%	-1.9%
2013-14	1.0%	0.5%
2014-15	0.1%	0.3%
2015-16	0.1%	0.3%

**CASH 3**

<b>Ticket Sales</b>		
	<b>Jul-12</b>	<b>11/15/12</b>
1987-88	55.6	55.6
1988-89	305.2	305.2
1989-90	313.9	313.9
1990-91	347.4	347.4
1991-92	279.6	279.6
1992-93	298.1	298.1
1993-94	296.5	296.5
1994-95	307.0	307.0
1995-96	319.5	319.5
1996-97	309.4	309.4
1997-98	313.9	313.9
1998-99	339.3	339.3
1999-00	319.0	319.0
2000-01	326.5	326.5
2001-02	329.8	329.8
2002-03	330.0	330.0
2003-04	349.2	349.2
2004-05	345.6	345.6
2005-06	343.2	343.2
2006-07	348.7	348.7
2007-08	336.1	336.1
2008-09	320.2	320.2
2009-10	304.0	304.0
2010-11	313.3	313.3
2011-12	314.7	314.7
2012-13	321.1	323.0
2013-14	323.3	326.5
2014-15	323.6	329.9
2015-16	323.9	333.2

<b>Per Capita Sales</b>		
	<b>Jul-12</b>	<b>11/15/12</b>
1987-88	4.5	4.5
1988-89	24.3	24.3
1989-90	24.4	24.4
1990-91	26.4	26.4
1991-92	20.8	20.8
1992-93	21.8	21.8
1993-94	21.2	21.2
1994-95	21.5	21.5
1995-96	22.0	22.0
1996-97	20.8	20.8
1997-98	20.7	20.7
1998-99	21.9	21.9
1999-00	20.1	20.1
2000-01	20.1	20.1
2001-02	19.9	19.9
2002-03	19.5	19.5
2003-04	20.2	20.2
2004-05	19.6	19.6
2005-06	19.0	19.0
2006-07	19.0	19.0
2007-08	18.1	18.1
2008-09	17.1	17.1
2009-10	16.2	16.2
2010-11	16.6	16.6
2011-12	16.6	16.5
2012-13	16.8	16.8
2013-14	16.7	16.8
2014-15	16.5	16.8
2015-16	16.3	16.7

<b>Average Weekly Sales</b>		
	<b>Jul-12</b>	<b>11/15/12</b>
1987-88	2.3	2.3
1988-89	5.9	5.9
1989-90	6.0	6.0
1990-91	6.7	6.7
1991-92	5.4	5.4
1992-93	5.7	5.7
1993-94	5.7	5.7
1994-95	5.9	5.9
1995-96	6.1	6.1
1996-97	6.0	6.0
1997-98	6.0	6.0
1998-99	6.5	6.5
1999-00	6.1	6.1
2000-01	6.3	6.3
2001-02	6.3	6.3
2002-03	6.3	6.3
2003-04	6.7	6.7
2004-05	6.6	6.6
2005-06	6.6	6.6
2006-07	6.7	6.7
2007-08	6.5	6.5
2008-09	6.2	6.2
2009-10	5.8	5.8
2010-11	6.0	6.0
2011-12	6.1	6.1
2012-13	6.2	6.2
2013-14	6.2	6.3
2014-15	6.2	6.3
2015-16	6.2	6.4

<b>Growth Rates</b>		
2008-09	-4.7%	-4.7%
2009-10	-5.0%	-5.0%
2010-11	3.0%	3.0%
2011-12	0.5%	0.5%
2012-13	2.0%	2.6%
2013-14	0.7%	1.1%
2014-15	0.1%	1.0%
2015-16	0.1%	1.0%

**PLAY 4**

<b>Ticket Sales</b>		
	<b>Jul-12</b>	<b>11/15/12</b>
1987-88		
1988-89		
1989-90		
1990-91		
1991-92	140.8	140.8
1992-93	142.3	142.3
1993-94	140.0	140.0
1994-95	145.2	145.2
1995-96	154.9	154.9
1996-97	151.1	151.1
1997-98	159.6	159.6
1998-99	169.4	169.4
1999-00	158.6	158.6
2000-01	163.2	163.2
2001-02	170.7	170.7
2002-03	182.7	182.7
2003-04	192.6	192.6
2004-05	207.0	207.0
2005-06	215.5	215.5
2006-07	225.3	225.3
2007-08	227.9	227.9
2008-09	239.0	239.0
2009-10	235.0	235.0
2010-11	235.7	235.7
2011-12	244.7	244.7
2012-13	249.2	249.2
2013-14	253.7	253.7
2014-15	257.6	257.7
2015-16	262.1	262.2

<b>Per Capita Sales</b>		
	<b>Jul-12</b>	<b>11/15/12</b>
1987-88		
1988-89		
1989-90		
1990-91		
1991-92	10.5	10.5
1992-93	10.4	10.4
1993-94	10.0	10.0
1994-95	10.2	10.2
1995-96	10.6	10.6
1996-97	10.2	10.2
1997-98	10.5	10.5
1998-99	10.9	10.9
1999-00	10.0	10.0
2000-01	10.1	10.1
2001-02	10.3	10.3
2002-03	10.8	10.8
2003-04	11.1	11.1
2004-05	11.7	11.7
2005-06	11.9	11.9
2006-07	12.3	12.3
2007-08	12.3	12.3
2008-09	12.8	12.8
2009-10	12.5	12.5
2010-11	12.5	12.5
2011-12	12.9	12.9
2012-13	13.0	13.0
2013-14	13.1	13.1
2014-15	13.1	13.1
2015-16	13.2	13.1

<b>Average Weekly Sales</b>		
	<b>Jul-12</b>	<b>11/15/12</b>
1987-88		
1988-89		
1989-90		
1990-91		
1991-92	2.7	2.7
1992-93	2.7	2.7
1993-94	2.7	2.7
1994-95	2.8	2.8
1995-96	3.0	3.0
1996-97	2.9	2.9
1997-98	3.1	3.1
1998-99	3.3	3.3
1999-00	3.1	3.1
2000-01	3.1	3.1
2001-02	3.3	3.3
2002-03	3.5	3.5
2003-04	3.7	3.7
2004-05	4.0	4.0
2005-06	4.1	4.1
2006-07	4.3	4.3
2007-08	4.4	4.4
2008-09	4.6	4.6
2009-10	4.5	4.5
2010-11	4.5	4.5
2011-12	4.7	4.7
2012-13	4.8	4.8
2013-14	4.9	4.9
2014-15	5.0	5.0
2015-16	5.0	5.0

<b>Growth Rates</b>		
2008-09	4.8%	4.8%
2009-10	-1.6%	-1.6%
2010-11	0.3%	0.3%
2011-12	3.8%	3.8%
2012-13	1.8%	1.9%
2013-14	1.8%	1.8%
2014-15	1.5%	1.6%
2015-16	1.8%	1.8%

Raffle

Ticket Sales		
	Jul-12	11/15/12
1987-88		
1988-89		
1989-90		
1990-91		
1991-92		
1992-93		
1993-94		
1994-95		
1995-96		
1996-97		
1997-98		
1998-99		
1999-00		
2000-01		
2001-02		
2002-03		
2003-04		
2004-05		
2005-06		
2006-07	72.5	72.5
2007-08	30.8	30.8
2008-09	41.3	41.3
2009-10	29.3	29.3
2010-11	12.6	12.6
2011-12	0.0	0.0
2012-13	20.0	20.0
2013-14	0.0	0.0
2014-15	0.0	0.0
2015-16	0.0	0.0

Per Capita Sales		
	Jul-12	11/15/12
1987-88		
1988-89		
1989-90		
1990-91		
1991-92		
1992-93		
1993-94		
1994-95		
1995-96		
1996-97		
1997-98		
1998-99		
1999-00		
2000-01		
2001-02		
2002-03		
2003-04		
2004-05		
2005-06		
2006-07	3.9	3.9
2007-08	1.7	1.7
2008-09	2.2	2.2
2009-10	1.6	1.6
2010-11	0.7	0.7
2011-12	0.0	0.0
2012-13	1.0	1.0
2013-14	0.0	0.0
2014-15	0.0	0.0
2015-16	0.0	0.0

Average Weekly Sales		
	Jul-12	11/15/12
1987-88		
1988-89		
1989-90		
1990-91		
1991-92		
1992-93		
1993-94		
1994-95		
1995-96		
1996-97		
1997-98		
1998-99		
1999-00		
2000-01		
2001-02		
2002-03		
2003-04		
2004-05		
2005-06		
2006-07	1.4	1.4
2007-08	0.6	0.6
2008-09	0.8	0.8
2009-10	0.6	0.6
2010-11	0.2	0.2
2011-12	0.0	0.0
2012-13	0.4	0.4
2013-14	0.0	0.0
2014-15	0.0	0.0
2015-16	0.0	0.0

Lucky Lines

Ticket Sales		
	Jul-12	11/15/12
1987-88		
1988-89		
1989-90		
1990-91		
1991-92		
1992-93		
1993-94		
1994-95		
1995-96		
1996-97		
1997-98		
1998-99		
1999-00		
2000-01		
2001-02		
2002-03		
2003-04		
2004-05		
2005-06		
2006-07		
2007-08		
2008-09		
2009-10		
2010-11	45.4	45.4
2011-12	17.7	17.7
2012-13	11.7	10.0
2013-14	9.0	7.7
2014-15	7.5	6.4
2015-16	6.6	5.6

Per Capita Sales		
	Jul-12	11/15/12
1987-88		
1988-89		
1989-90		
1990-91		
1991-92		
1992-93		
1993-94		
1994-95		
1995-96		
1996-97		
1997-98		
1998-99		
1999-00		
2000-01		
2001-02		
2002-03		
2003-04		
2004-05		
2005-06		
2006-07		
2007-08		
2008-09		
2009-10		
2010-11	2.4	2.4
2011-12	0.9	0.9
2012-13	0.6	0.5
2013-14	0.5	0.4
2014-15	0.4	0.3
2015-16	0.3	0.3

Average Weekly Sales		
	Jul-12	11/15/12
1987-88		
1988-89		
1989-90		
1990-91		
1991-92		
1992-93		
1993-94		
1994-95		
1995-96		
1996-97		
1997-98		
1998-99		
1999-00		
2000-01		
2001-02		
2002-03		
2003-04		
2004-05		
2005-06		
2006-07		
2007-08		
2008-09		
2009-10		
2010-11	0.9	0.9
2011-12	0.3	0.3
2012-13	0.2	0.2
2013-14	0.2	0.1
2014-15	0.1	0.1
2015-16	0.1	0.1

Growth Rates		
2008-09		
2009-10		
2010-11		
2011-12	-61.0%	-61.0%
2012-13	-34.1%	-43.5%
2013-14	-22.5%	-23.0%
2014-15	-17.1%	-16.7%
2015-16	-12.1%	-12.0%

**TERMINAL GAME SALES**

<b>Ticket Sales</b>		
	<b>Jul-12</b>	<b>11/15/12</b>
1987-88	120.5	120.5
1988-89	1449.9	1449.9
1989-90	1622.4	1622.4
1990-91	1771.7	1771.7
1991-92	1769.2	1769.2
1992-93	1679.7	1679.7
1993-94	1638.7	1638.7
1994-95	1710.5	1710.5
1995-96	1510.0	1510.0
1996-97	1453.9	1453.9
1997-98	1466.6	1466.6
1998-99	1503.0	1503.0
1999-00	1680.1	1680.1
2000-01	1635.5	1635.5
2001-02	1693.8	1693.8
2002-03	1794.1	1794.1
2003-04	1712.9	1712.9
2004-05	1626.1	1626.1
2005-06	1828.9	1828.9
2006-07	1838.5	1838.5
2007-08	1806.0	1806.0
2008-09	1873.9	1873.9
2009-10	1822.4	1822.4
2010-11	1783.0	1783.0
2011-12	1882.9	1882.9
2012-13	1974.9	1931.6
2013-14	1978.2	1930.3
2014-15	1993.5	1949.8
2015-16	2011.0	1971.3

<b>Due to EETF from Ticket Sales</b>		
	<b>Jul-12</b>	<b>11/15/12</b>
1987-88		
1988-89		
1989-90		
1990-91		
1991-92		
1992-93		
1993-94		
1994-95		
1995-96		
1996-97		
1997-98		
1998-99		
1999-00		
2000-01		
2001-02		
2002-03		
2003-04		
2004-05		
2005-06	755.9	755.9
2006-07	761.3	761.3
2007-08	713.4	713.4
2008-09	762.3	762.3
2009-10	747.4	747.4
2010-11	719.6	719.6
2011-12	769.7	769.7
2012-13	799.0	782.3
2013-14	803.7	784.6
2014-15	810.4	792.9
2015-16	818.1	802.3

<b>Per Capita Sales</b>		
	<b>Jul-12</b>	<b>11/15/12</b>
1987-88	9.8	9.8
1988-89	115.3	115.3
1989-90	126.1	126.1
1990-91	134.4	134.4
1991-92	131.6	131.6
1992-93	122.9	122.9
1993-94	117.4	117.4
1994-95	119.9	119.9
1995-96	103.8	103.8
1996-97	97.8	97.8
1997-98	96.8	96.8
1998-99	97.0	97.0
1999-00	105.8	105.8
2000-01	100.8	100.8
2001-02	102.3	102.3
2002-03	106.2	106.2
2003-04	99.2	99.2
2004-05	92.0	92.0
2005-06	101.3	101.3
2006-07	100.0	100.0
2007-08	97.2	97.2
2008-09	100.4	100.4
2009-10	97.1	97.1
2010-11	94.4	94.4
2011-12	99.2	99.0
2012-13	103.3	100.5
2013-14	102.3	99.3
2014-15	101.7	99.0
2015-16	101.1	98.7

<b>Average Weekly Sales</b>		
	<b>Jul-12</b>	<b>11/15/12</b>
1987-88	5.0	5.0
1988-89	27.9	27.9
1989-90	31.2	31.2
1990-91	34.1	34.1
1991-92	34.0	34.0
1992-93	32.3	32.3
1993-94	31.5	31.5
1994-95	32.9	32.9
1995-96	29.0	29.0
1996-97	28.0	28.0
1997-98	28.2	28.2
1998-99	28.9	28.9
1999-00	32.3	32.3
2000-01	31.5	31.5
2001-02	32.6	32.6
2002-03	34.5	34.5
2003-04	32.9	32.9
2004-05	31.3	31.3
2005-06	35.2	35.2
2006-07	35.4	35.4
2007-08	34.7	34.7
2008-09	36.0	36.0
2009-10	35.0	35.0
2010-11	34.3	34.3
2011-12	36.2	36.2
2012-13	38.0	37.1
2013-14	38.0	37.1
2014-15	38.3	37.5
2015-16	38.7	37.9

<b>Growth Rates</b>		
	<b>Jul-12</b>	<b>11/15/12</b>
2008-09	3.8%	3.8%
2009-10	-2.8%	-2.8%
2010-11	-2.2%	-2.2%
2011-12	5.6%	5.6%
2012-13	4.9%	2.6%
2013-14	0.2%	-0.1%
2014-15	0.8%	1.0%
2015-16	0.9%	1.1%

**TOTAL TICKET SALES**

<b>Ticket Sales</b>		
	<b>Jul-12</b>	<b>11/15/12</b>
<b>1987-88</b>	653.6	653.6
<b>1988-89</b>	1814.9	1814.9
<b>1989-90</b>	2031.6	2031.6
<b>1990-91</b>	2139.0	2139.0
<b>1991-92</b>	2174.6	2174.6
<b>1992-93</b>	2121.9	2121.9
<b>1993-94</b>	2152.5	2152.5
<b>1994-95</b>	2238.1	2238.1
<b>1995-96</b>	2061.5	2061.5
<b>1996-97</b>	2070.1	2070.1
<b>1997-98</b>	2050.0	2050.0
<b>1998-99</b>	2096.7	2096.7
<b>1999-00</b>	2248.5	2248.5
<b>2000-01</b>	2274.7	2274.7
<b>2001-02</b>	2356.4	2356.4
<b>2002-03</b>	2868.0	2868.0
<b>2003-04</b>	3071.0	3071.0
<b>2004-05</b>	3470.7	3470.7
<b>2005-06</b>	3929.0	3929.0
<b>2006-07</b>	4122.1	4122.1
<b>2007-08</b>	4174.8	4174.8
<b>2008-09</b>	3938.0	3938.0
<b>2009-10</b>	3900.5	3900.5
<b>2010-11</b>	4008.7	4008.7
<b>2011-12</b>	4449.9	4449.9
<b>2012-13</b>	4678.3	4792.3
<b>2013-14</b>	4749.0	4807.2
<b>2014-15</b>	4803.9	4845.2
<b>2015-16</b>	4863.8	4918.9

<b>Per Capita Sales</b>		
	<b>Jul-12</b>	<b>11/15/12</b>
<b>1987-88</b>	53.4	53.4
<b>1988-89</b>	144.4	144.4
<b>1989-90</b>	157.9	157.9
<b>1990-91</b>	162.3	162.3
<b>1991-92</b>	161.8	161.8
<b>1992-93</b>	155.2	155.2
<b>1993-94</b>	154.2	154.2
<b>1994-95</b>	156.9	156.9
<b>1995-96</b>	141.7	141.7
<b>1996-97</b>	139.3	139.3
<b>1997-98</b>	135.2	135.2
<b>1998-99</b>	135.4	135.4
<b>1999-00</b>	141.6	141.6
<b>2000-01</b>	140.2	140.2
<b>2001-02</b>	142.4	142.4
<b>2002-03</b>	169.8	169.8
<b>2003-04</b>	177.8	177.8
<b>2004-05</b>	196.3	196.3
<b>2005-06</b>	217.5	217.5
<b>2006-07</b>	224.3	224.3
<b>2007-08</b>	224.7	224.7
<b>2008-09</b>	210.9	210.9
<b>2009-10</b>	207.8	207.8
<b>2010-11</b>	212.3	212.3
<b>2011-12</b>	234.4	233.9
<b>2012-13</b>	244.6	249.3
<b>2013-14</b>	245.7	247.3
<b>2014-15</b>	245.2	246.0
<b>2015-16</b>	244.6	246.3

<b>Average Weekly Sales</b>		
	<b>Jul-12</b>	<b>11/15/12</b>
<b>1987-88</b>	27.2	27.2
<b>1988-89</b>	34.9	34.9
<b>1989-90</b>	39.1	39.1
<b>1990-91</b>	41.1	41.1
<b>1991-92</b>	41.8	41.8
<b>1992-93</b>	40.8	40.8
<b>1993-94</b>	41.4	41.4
<b>1994-95</b>	43.0	43.0
<b>1995-96</b>	39.6	39.6
<b>1996-97</b>	39.8	39.8
<b>1997-98</b>	39.4	39.4
<b>1998-99</b>	40.3	40.3
<b>1999-00</b>	43.2	43.2
<b>2000-01</b>	43.7	43.7
<b>2001-02</b>	45.3	45.3
<b>2002-03</b>	55.2	55.2
<b>2003-04</b>	59.1	59.1
<b>2004-05</b>	66.7	66.7
<b>2005-06</b>	75.6	75.6
<b>2006-07</b>	79.3	79.3
<b>2007-08</b>	80.3	80.3
<b>2008-09</b>	75.7	75.7
<b>2009-10</b>	75.0	75.0
<b>2010-11</b>	77.1	77.1
<b>2011-12</b>	85.6	85.6
<b>2012-13</b>	90.0	92.2
<b>2013-14</b>	91.3	92.4
<b>2014-15</b>	92.4	93.2
<b>2015-16</b>	93.5	94.6

<b>Growth Rates</b>		
<b>2008-09</b>	-5.7%	-5.7%
<b>2009-10</b>	-1.0%	-1.0%
<b>2010-11</b>	2.8%	2.8%
<b>2011-12</b>	11.0%	11.0%
<b>2012-13</b>	5.1%	7.7%
<b>2013-14</b>	1.5%	0.3%
<b>2014-15</b>	1.2%	0.8%
<b>2015-16</b>	1.2%	1.5%





### Factors Affecting EETF Transfers

	2012-13		2013-14		2014-15		2015-16	
	7/31/2012	11/15/12	7/31/2012	11/15/12	7/31/2012	11/15/12	7/31/2012	11/15/12
Prize Percentage Scratch-off	72.35%	72.35%	72.35%	72.35%	72.35%	72.35%	72.35%	72.35%
Prize Percentage Terminal Games	50.71%	50.71%	50.66%	50.66%	50.66%	50.66%	50.66%	50.66%
Retailer Commission Rate	5.60%	5.60%	5.60%	5.60%	5.60%	5.60%	5.60%	5.60%
Administrative Appropriation	\$ 75.436	\$ 75.335	\$ 71.436	\$ 71.335	\$ 71.436	\$ 71.335	\$ 71.436	\$ 71.335
Vendor Rate Scratch-off	1.66%	1.66%	1.65%	1.65%	1.65%	1.65%	1.64%	1.64%
Vendor Rate Terminal Games	1.62%	1.62%	1.61%	1.61%	1.60%	1.60%	1.59%	1.59%
Unclaimed Prize Rate	1.15%	1.15%	1.15%	1.15%	1.15%	1.15%	1.15%	1.15%

### Calculation of Fiscal Year Distributions to EETF from Lottery Receipts

	2012-13		2013-14		2014-15		2015-16	
	7/31/2012	11/15/12	7/31/2012	11/15/12	7/31/2012	11/15/12	7/31/2012	11/15/12
% Week 51 scratch-off *	1.8721%	1.8721%	1.8721%	1.8721%	1.8721%	1.8721%	1.8721%	1.8721%
% Week 51 terminal games *	1.8509%	1.8509%	1.8509%	1.8509%	1.8509%	1.8509%	1.8509%	1.8509%
% Week 52 scratch-off *	1.8614%	1.8614%	1.8614%	1.8614%	1.8614%	1.8614%	1.8614%	1.8614%
% Week 52 terminal games *	1.8394%	1.8394%	1.8394%	1.8394%	1.8394%	1.8394%	1.8394%	1.8394%
% of Week 51 to subsequent year **	0.00%	0.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
% of Week 52 to subsequent year **	100.00%	100.00%	12.31%	12.31%	26.21%	26.21%	56.10%	56.10%
% of scratch-off rec'd subsequent year	1.8614%	1.8614%	2.1012%	2.1012%	2.3599%	2.3599%	2.9163%	2.9163%
% of terminal games rec'd subsequent year	1.8394%	1.8394%	2.0773%	2.0773%	2.3330%	2.3330%	2.8828%	2.8828%
EETF Transfer rate scratch-off	18.78%	18.82%	18.90%	18.92%	18.91%	18.93%	18.94%	18.96%
EETF Transfer rate terminal games	40.46%	40.50%	40.63%	40.65%	40.65%	40.67%	40.68%	40.70%

\* based on weekly estimates

\*\* based on daily sales figures for 2011-12

July 31, 2012 Forecast	2012-13	2013-14	2014-15	2015-16
Scratch-Off Sales	2703.4	2770.8	2810.4	2852.8
Terminal Game Sales	1974.9	1978.2	1993.5	2011.0
EETF transfer due from current year ticket sales and other income	1354.6	1375.8	1390.9	1408.0
less collection lag loss	0.0	0.0	0.0	0.0
plus collection lag gain from prior year	0.0	0.0	0.0	0.0
Distribution to EETF from Lottery Receipts	1354.6	1375.8	1390.9	1408.0

November 15, 2012 Forecast	2012-13	2013-14	2014-15	2015-16
Scratch-Off Sales	2860.7	2876.9	2895.4	2947.6
Terminal Game Sales	1931.6	1930.3	1949.8	1971.3
EETF transfer due from current year ticket sales and other income	1369.7	1378.0	1390.4	1411.2
less collection lag loss	-24.4	-27.7	-31.4	-39.4
plus collection lag gain from prior year	0.0	24.4	27.7	31.4
Distribution to EETF from Lottery Receipts	1345.3	1374.6	1386.7	1403.2

NOTE: Since the Lottery's inception, the conference has estimated transfers to EETF by examining the Lottery's weekly sales during the fiscal year. However, in practice there is a delay in the transfer of weekly sales receipts from the retailers to the Lottery. Depending on what day the fiscal year ends, this delay ranges from one to two weeks. For this estimate, the conference based the expected transfers to EETF on the cash actually received by the Lottery during the fiscal year. While the conference will continue to develop the estimate based on weekly retailer sales, the results will be adjusted to take into account the delay in the transfers from the retailers to the Lottery. This page describes the calculation of the adjustment.