

Revenue Estimating Conference Lottery Sales Executive Summary August 1, 2018

The Revenue Estimating Conference reviewed Lottery revenues on August 1, 2018. Total ticket sales were \$134.0 million over estimate for Fiscal Year 2017-18, mostly due to strength in scratch-off ticket and Mega Millions sales.

The Conference increased the overall sales forecast by \$147.3 million in Fiscal Year 2018-19 and increased the forecast by \$221.2 to \$222.6 million in subsequent fiscal years. While not exclusively related to sales activity, the final transfers to the Educational Enhancement Trust Fund (EETF) were increased by \$12.2 million in Fiscal Year 2018-19, and by \$22.5 to \$27.0 million in the remaining fiscal years. In regard to the specific games:

- Scratch-Off sales were approximately \$72.5 million over estimate for Fiscal Year 2017-18. The Conference increased the Scratch-Off ticket sales by \$117.2 to \$210.7 million each fiscal year.
- Powerball sales were about \$9.0 million over estimate for Fiscal Year 2017-18. The Conference chose to retain the prior estimate for Powerball sales, which assumes three large jackpots per fiscal year.
- Mega Millions ticket sales were healthier than anticipated¹, coming in \$45.6 million over estimate for Fiscal Year 2017-18. The Conference increased the forecast between \$40.3 and \$42.8 million for each fiscal year.
- Lotto sales came in \$10.4 million below expectation for Fiscal Year 2017-18. The Conference reduced the forecast between \$28.9 and \$43.7 million for each fiscal year.
- Fantasy 5 ended Fiscal Year 2017-18 within 0.5% of the estimate. The Conference made a slight upward adjustment of \$1.2 million for each fiscal year in the forecast. Ticket sales for Lucky Money were \$2.5 above estimate for Fiscal Year 2017-18. The Conference chose to increase Fiscal Year 2018-2019 sales by \$3.8 million, but revert to negative growth rates for the remaining years.
- Ticket sales for Pick Games – Pick 2, Pick 3 (formerly Cash 3), Pick 4 (formerly Play 4), and Pick 5 – were nearly on estimate, coming in only 0.99% above expectation. The Conference increased the forecast between \$16.8 and \$18.8 million for each fiscal year.
- Cash 4 Life sales were below estimate by 0.97% for the Fiscal Year 2017-2018. The Conference decreased the forecast for Cash 4 Life sales to a flat \$52.0 million per fiscal year, indicative of \$1 million per week in sales.
- Fast Play is a new instant ticket game that came online in September 2017. Total ticket sales for Fiscal Year 2017-18 were \$7.29 million above forecast. The Conference increased the forecast to an even \$15.0 million per fiscal year based on the recent sales.

The details of the forecast and changes are shown in the following table.

¹ Mega Millions sales for Fiscal Year 2017-18 were influenced by jackpot activity and a price increase from \$1 to \$2 (October 2017).

Summary of All Games				
		Jan 2018	Aug 2018	Difference
Scratch-off	2017-18	4579.8	4652.3	72.5
	2018-19	4751.5	4868.7	117.2
	2019-20	4858.7	5058.7	200.0
	2020-21	4943.8	5154.5	210.7
	2021-22	5030.3	5238.1	207.8
	2022-23	5105.7	5313.8	208.1
	2023-24		5389.1	5389.1
Powerball	2017-18	465.0	474.0	9.0
	2018-19	441.5	441.5	0.0
	2019-20	448.3	448.3	0.0
	2020-21	455.0	455.0	0.0
	2021-22	461.6	461.6	0.0
	2022-23	468.0	468.0	0.0
	2023-24		474.6	474.6
Mega Millions	2017-18	175.0	220.6	45.6
	2018-19	178.2	218.5	40.3
	2019-20	181.0	222.0	41.0
	2020-21	183.7	225.3	41.6
	2021-22	186.4	228.5	42.1
	2022-23	189.0	231.8	42.8
	2023-24		234.9	234.9
Lotto	2017-18	250.4	240.0	-10.4
	2018-19	247.3	218.4	-28.9
	2019-20	245.4	207.5	-37.9
	2020-21	244.2	201.3	-42.9
	2021-22	243.0	199.3	-43.7
	2022-23	241.8	198.3	-43.5
	2023-24		198.3	198.3
Lucky Money	2017-18	72.0	74.5	2.5
	2018-19	72.8	76.6	3.8
	2019-20	72.8	75.2	2.4
	2020-21	72.8	73.9	1.1
	2021-22	72.8	72.5	-0.3
	2022-23	72.8	71.2	-1.6
	2023-24		69.9	69.9
Fantasy 5	2017-18	263.2	264.4	1.2
	2018-19	265.3	266.5	1.2
	2019-20	266.1	267.3	1.2
	2020-21	266.9	268.1	1.2
	2021-22	267.7	268.9	1.2
	2022-23	268.5	269.7	1.2
	2023-24		270.5	270.5
Pick Games	2017-18	691.4	698.2	6.8
	2018-19	705.3	722.1	16.8
	2019-20	718.1	735.8	17.7
	2020-21	730.3	748.3	18.0
	2021-22	741.7	760.3	18.6
	2022-23	752.9	771.7	18.8
	2023-24		783.3	783.3
Cash 4 Life	2017-18	59.8	59.2	-0.6
	2018-19	59.8	52.0	-7.8
	2019-20	59.8	52.0	-7.8
	2020-21	59.8	52.0	-7.8
	2021-22	59.8	52.0	-7.8
	2022-23	59.8	52.0	-7.8
	2023-24		52.0	52.0
Fast Play	2017-18	10.5	17.8	7.3
	2018-19	10.5	15.0	4.5
	2019-20	10.5	15.0	4.5
	2020-21	10.5	15.0	4.5
	2021-22	10.5	15.0	4.5
	2022-23	10.5	15.0	4.5
	2023-24		15.0	15.0
TOTAL	2017-18	6567.1	6701.1	134.0
	2018-19	6732.1	6879.4	147.3
	2019-20	6860.7	7081.9	221.2
	2020-21	6966.9	7193.4	226.5
	2021-22	7073.7	7296.2	222.6
	2022-23	7168.9	7391.5	222.5
	2023-24		7487.5	7487.5
EETF Receipts from Ticket Sales	2017-18	1638.0	1691.3	53.2
	2018-19	1722.1	1732.9	10.8
	2019-20	1707.6	1728.0	20.4
	2020-21	1737.1	1759.4	22.3
	2021-22	1762.2	1783.0	20.8
	2022-23	1782.8	1807.6	24.8
	2023-24		1857.4	1857.4
Other Income	2017-18	11.6	13.4	1.8
	2018-19	11.7	11.9	0.2
	2019-20	11.8	12.0	0.2
	2020-21	11.9	12.1	0.2
	2021-22	12.0	12.2	0.2
	2022-23	12.0	12.3	0.3
	2023-24		12.4	12.4
80% unclaimed prizes	2017-18	54.7	55.3	0.7
	2018-19	55.9	57.0	1.2
	2019-20	57.0	58.8	1.9
	2020-21	57.9	59.8	1.9
	2021-22	58.8	60.7	1.9
	2022-23	59.6	61.5	1.9
	2023-24		62.3	62.3
Distribution to EETF from Lottery Receipts	2017-18	1704.3	1760.0	55.7
	2018-19	1789.7	1801.8	12.2
	2019-20	1776.4	1798.9	22.5
	2020-21	1806.9	1831.4	24.5
	2021-22	1833.0	1855.9	22.9
	2022-23	1854.4	1881.4	27.0
	2023-24		1932.1	1932.1

LOTTERY ESTIMATING CONFERENCE, August 2018
LOTTERY SALES PROJECTIONS
SUMMARY

Ticket Sales

	Jan 2018	Aug 2018	Diff.
2016-17	6157.0	6157.0	0.0
2017-18	6567.1	6701.1	134.0
2018-19	6732.1	6879.4	147.3
2019-20	6860.7	7081.9	221.2
2020-21	6966.9	7193.4	226.5
2021-22	7073.7	7296.2	222.6
2022-23	7168.9	7391.5	222.5
2023-24		7487.5	7487.5

Other Income

	Jan 2018	Aug 2018	Diff.
2016-17	12.4	12.4	0.0
2017-18	11.6	13.4	1.8
2018-19	11.7	11.9	0.2
2019-20	11.8	12.0	0.2
2020-21	11.9	12.1	0.2
2021-22	12.0	12.2	0.2
2022-23	12.0	12.3	0.3
2023-24		12.4	12.4

Unclaimed Prizes

	Jan 2018	Aug 2018	Diff.
2016-17	69.3	69.3	0.0
2017-18	54.7	55.3	0.7
2018-19	55.9	57.0	1.2
2019-20	57.0	58.8	1.9
2020-21	57.9	59.8	1.9
2021-22	58.8	60.7	1.9
2022-23	59.6	61.5	1.9
2023-24		62.3	62.3

Distribution to EETF from Lottery Receipts

	Jan 2018	Aug 2018	Diff.
2016-17	1724.7	1724.7	0.0
2017-18	1704.3	1760.0	55.7
2018-19	1789.7	1801.8	12.2
2019-20	1776.4	1798.9	22.5
2020-21	1806.9	1831.4	24.5
2021-22	1833.0	1855.9	22.9
2022-23	1854.4	1881.4	27.0
2023-24		1932.1	1932.1

SCRATCH-OFF

Total Sales		
	Jan 2018	Aug 2018
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	3028.5	3028.5
2013-14	3417.1	3417.1
2014-15	3724.1	3724.1
2015-16	3954.7	3954.7
2016-17	4243.6	4243.6
2017-18	4579.8	4652.3
2018-19	4751.5	4868.7
2019-20	4858.7	5058.7
2020-21	4943.8	5154.5
2021-22	5030.3	5238.1
2022-23	5105.7	5313.8
2023-24		5389.1

Due to EETF from Ticket Sales		
	Jan 2018	Aug 2018
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	564.1	564.1
2013-14	639.5	639.5
2014-15	689.1	689.1
2015-16	741.5	741.5
2016-17	786.2	786.2
2017-18	858.0	865.3
2018-19	892.9	907.6
2019-20	918.1	949.2
2020-21	935.1	968.0
2021-22	952.3	984.5
2022-23	967.4	999.4
2023-24		1014.3

Per Capita Sales		
	Jan 2018	Aug 2018
1997-98	38.6	38.6
1998-99	38.4	38.4
1999-00	35.9	35.9
2000-01	39.5	39.5
2001-02	40.1	40.1
2002-03	63.7	63.7
2003-04	78.8	78.8
2004-05	104.6	104.6
2005-06	116.6	116.6
2006-07	124.5	124.5
2007-08	127.6	127.6
2008-09	110.6	110.6
2009-10	110.8	110.8
2010-11	117.9	117.9
2011-12	134.9	134.9
2012-13	157.6	157.6
2013-14	175.8	175.8
2014-15	188.7	188.7
2015-16	197.1	197.1
2016-17	208.0	208.0
2017-18	220.6	224.2
2018-19	225.0	231.0
2019-20	226.6	236.5
2020-21	227.1	237.5
2021-22	227.8	238.1
2022-23	228.0	238.3
2023-24		238.5

Average Weekly Sales		
	Jan 2018	Aug 2018
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	58.2	58.2
2013-14	65.7	65.7
2014-15	71.6	71.6
2015-16	76.1	76.1
2016-17	81.6	81.6
2017-18	88.1	89.5
2018-19	91.4	93.6
2019-20	93.4	97.3
2020-21	95.1	99.1
2021-22	96.7	100.7
2022-23	98.2	102.2
2023-24		103.6

Growth Rates		
	Jan 2018	Aug 2018
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	18.0%	18.0%
2013-14	12.8%	12.8%
2014-15	9.0%	9.0%
2015-16	6.2%	6.2%
2016-17	7.3%	7.3%
2017-18	7.9%	9.6%
2018-19	3.7%	4.7%
2019-20	2.3%	3.9%
2020-21	1.8%	1.9%
2021-22	1.8%	1.6%
2022-23	1.5%	1.4%
2023-24		1.4%

Average Weekly Sales		
	Jan 2018	Aug 2018
2009-10	40.0	40.0
2010-11	42.8	42.8
2011-12	49.4	49.4
2012-13	58.2	58.2
2013-14	65.7	65.7
2014-15	71.6	71.6
2015-16	76.1	76.1
2016-17	81.6	81.6
2017-18	88.1	89.5
2018-19	91.4	93.6
2019-20	93.4	97.3
2020-21	95.1	99.1
2021-22	96.7	100.7
2022-23	98.2	102.2
2023-24		103.6

POWERBALL (INCLUDING POWER PLAY)

Ticket Sales		
	Jan 2018	Aug 2018
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	654.3	654.3
2013-14	469.3	469.3
2014-15	375.1	375.1
2015-16	602.0	602.0
2016-17	434.3	434.3
2017-18	465.0	474.0
2018-19	441.5	441.5
2019-20	448.3	448.3
2020-21	455.0	455.0
2021-22	461.6	461.6
2022-23	468.0	468.0
2023-24		474.6

Per Capita Sales		
	Jan 2018	Aug 2018
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	34.1	34.1
2013-14	24.1	24.1
2014-15	19.0	19.0
2015-16	30.0	30.0
2016-17	21.3	21.3
2017-18	22.4	22.8
2018-19	20.9	20.9
2019-20	20.9	21.0
2020-21	20.9	21.0
2021-22	20.9	21.0
2022-23	20.9	21.0
2023-24		21.0

Average Weekly Sales		
	Jan 2018	Aug 2018
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	12.6	12.6
2013-14	9.0	9.0
2014-15	7.2	7.2
2015-16	11.6	11.6
2016-17	8.4	8.4
2017-18	8.9	9.1
2018-19	8.5	8.5
2019-20	8.6	8.6
2020-21	8.8	8.8
2021-22	8.9	8.9
2022-23	9.0	9.0
2023-24		9.1

Growth Rates		
2008-09		
2009-10	86.0%	86.0%
2010-11	-9.5%	-9.5%
2011-12	28.2%	28.2%
2012-13	29.9%	29.9%
2013-14	-28.3%	-28.3%
2014-15	-20.1%	-20.1%
2015-16	60.5%	60.5%
2016-17	-27.9%	-27.9%
2017-18	7.1%	9.2%
2018-19	-5.1%	-6.9%
2019-20	1.5%	1.5%
2020-21	1.5%	1.5%
2021-22	1.5%	1.5%
2022-23	1.4%	1.4%
2023-24		1.4%

*Annualized figures

Mega Millions

Ticket Sales		
	Jan 2018	Aug 2018
2012-13	16.7	16.7
2013-14	167.6	167.6
2014-15	147.4	147.4
2015-16	149.9	149.9
2016-17	147.4	147.4
2017-18	175.0	220.6
2018-19	178.2	218.5
2019-20	181.0	222.0
2020-21	183.7	225.3
2021-22	186.4	228.5
2022-23	189.0	231.8
2023-24		234.9

Per Capita Sales		
	Jan 2018	Aug 2018
2012-13	0.9	0.9
2013-14	8.6	8.6
2014-15	7.5	7.5
2015-16	7.5	7.5
2016-17	7.2	7.2
2017-18	8.4	10.6
2018-19	8.4	10.4
2019-20	8.4	10.4
2020-21	8.4	10.4
2021-22	8.4	10.4
2022-23	8.4	10.4
2023-24		10.4

Average Weekly Sales		
	Jan 2018	Aug 2018
2012-13	0.3	0.3
2013-14	3.2	3.2
2014-15	2.8	2.8
2015-16	2.9	2.9
2016-17	2.8	2.8
2017-18	3.4	4.2
2018-19	3.4	4.2
2019-20	3.5	4.3
2020-21	3.5	4.3
2021-22	3.6	4.4
2022-23	3.6	4.5
2023-24		4.5

Growth Rates		
2013-14	n/a	
2014-15	-12.1%	-12.1%
2015-16	1.8%	1.8%
2016-17	-1.7%	-1.7%
2017-18	18.7%	49.7%
2018-19	1.8%	-1.0%
2019-20	1.6%	1.6%
2020-21	1.5%	1.5%
2021-22	1.5%	1.4%
2022-23	1.4%	1.4%
2023-24		1.4%

LOTTO WITH XTRA

Ticket Sales		
	Jan 2018	Aug 2018
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	352.4	352.4
2013-14	349.1	349.1
2014-15	301.0	301.0
2015-16	291.4	291.4
2016-17	253.0	253.0
2017-18	250.4	240.0
2018-19	247.3	218.4
2019-20	245.4	207.5
2020-21	244.2	201.3
2021-22	243.0	199.3
2022-23	241.8	198.3
2023-24		198.3

Per Capita Sales		
	Jan 2018	Aug 2018
1997-98	47.0	47.0
1998-99	47.8	47.8
1999-00	54.6	54.6
2000-01	52.2	52.2
2001-02	48.6	48.6
2002-03	54.9	54.9
2003-04	45.6	45.6
2004-05	39.1	39.1
2005-06	46.3	46.3
2006-07	40.1	40.1
2007-08	42.0	42.0
2008-09	34.9	34.9
2009-10	23.8	23.8
2010-11	21.8	21.8
2011-12	22.0	22.0
2012-13	18.3	18.3
2013-14	18.0	18.0
2014-15	15.2	15.2
2015-16	14.5	14.5
2016-17	12.4	12.4
2017-18	12.1	11.6
2018-19	11.7	10.4
2019-20	11.4	9.7
2020-21	11.2	9.3
2021-22	11.0	9.1
2022-23	10.8	8.9
2023-24		8.8

Average Weekly Sales		
	Jan 2018	Aug 2018
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	6.8	6.8
2013-14	6.7	6.7
2014-15	5.8	5.8
2015-16	5.6	5.6
2016-17	4.9	4.9
2017-18	4.8	4.6
2018-19	4.8	4.2
2019-20	4.7	4.0
2020-21	4.7	3.9
2021-22	4.7	3.8
2022-23	4.6	3.8
2023-24		3.8

Growth Rates		
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	-15.9%	-15.9%
2013-14	-0.9%	-0.9%
2014-15	-13.8%	-13.8%
2015-16	-3.2%	-3.2%
2016-17	-13.2%	-13.2%
2017-18	-1.0%	-5.1%
2018-19	-1.3%	-9.0%
2019-20	-0.7%	-5.0%
2020-21	-0.5%	-3.0%
2021-22	-0.5%	-1.0%
2022-23	-0.5%	-0.5%
2023-24		0.0%

LUCKY MONEY* (Including EZ Match)*

Ticket Sales			Per Capita Sales			Average Weekly Sales		
	Jan 2018	Aug 2018		Jan 2018	Aug 2018		Jan 2018	Aug 2018
1997-98	36.0	36.0	1997-98	2.4	2.4	1997-98	0.7	0.7
1998-99	14.9	14.9	1998-99	1.0	1.0	1998-99	0.3	0.3
1999-00	121.3	121.3	1999-00	7.7	7.7	1999-00	2.3	2.3
2000-01	108.8	108.8	2000-01	6.7	6.7	2000-01	2.1	2.1
2001-02	98.3	98.3	2001-02	6.0	6.0	2001-02	1.9	1.9
2002-03	95.9	95.9	2002-03	5.7	5.7	2002-03	1.8	1.8
2003-04	125.9	125.9	2003-04	7.3	7.3	2003-04	2.4	2.4
2004-05	131.2	131.2	2004-05	7.4	7.4	2004-05	2.5	2.5
2005-06	128.5	128.5	2005-06	7.1	7.1	2005-06	2.5	2.5
2006-07	130.1	130.1	2006-07	7.1	7.1	2006-07	2.5	2.5
2007-08	122.7	122.7	2007-08	6.6	6.6	2007-08	2.4	2.4
2008-09	102.2	102.2	2008-09	5.5	5.5	2008-09	2.0	2.0
2009-10	92.1	92.1	2009-10	4.9	4.9	2009-10	1.8	1.8
2010-11	89.0	89.0	2010-11	4.7	4.7	2010-11	1.7	1.7
2011-12	92.3	92.3	2011-12	4.9	4.9	2011-12	1.8	1.8
2012-13	89.5	89.5	2012-13	4.7	4.7	2012-13	1.7	1.7
2013-14	79.5	79.5	2013-14	4.1	4.1	2013-14	1.5	1.5
2014-15	103.2	103.2	2014-15	5.2	5.2	2014-15	2.0	2.0
2015-16	85.7	85.7	2015-16	4.3	4.3	2015-16	1.6	1.6
2016-17	89.9	89.9	2016-17	4.4	4.4	2016-17	1.7	1.7
2017-18	72.0	74.5	2017-18	3.5	3.6	2017-18	1.4	1.4
2018-19	72.8	76.6	2018-19	3.4	3.6	2018-19	1.4	1.5
2019-20	72.8	75.2	2019-20	3.4	3.5	2019-20	1.4	1.4
2020-21	72.8	73.9	2020-21	3.3	3.4	2020-21	1.4	1.4
2021-22	72.8	72.5	2021-22	3.3	3.3	2021-22	1.4	1.4
2022-23	72.8	71.2	2022-23	3.2	3.2	2022-23	1.4	1.4
2023-24		69.9	2023-24		3.1	2023-24		1.3

Growth Rates		
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	-3.1%	-3.1%
2013-14	-11.2%	-11.2%
2014-15	29.8%	29.8%
2015-16	-17.0%	-17.0%
2016-17	4.9%	4.9%
2017-18	-19.9%	-17.2%
2018-19	1.0%	2.9%
2019-20	0.0%	-1.8%
2020-21	0.0%	-1.7%
2021-22	0.0%	-1.9%
2022-23	0.0%	-1.8%
2023-24		-1.8%

*Formerly Mega Money. Name Change effective July 2014.

*EZ Match added at same time as name change.

FANTASY 5 (Including EZ Match)

Ticket Sales		
	Jan 2018	Aug 2018
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	281.5	281.5
2013-14	288.2	288.2
2014-15	287.8	287.8
2015-16	296.3	296.3
2016-17	275.7	275.7
2017-18	263.2	264.4
2018-19	265.3	266.5
2019-20	266.1	267.3
2020-21	266.9	268.1
2021-22	267.7	268.9
2022-23	268.5	269.7
2023-24		270.5

Per Capita Sales		
	Jan 2018	Aug 2018
1997-98	16.3	16.3
1998-99	15.7	15.7
1999-00	13.7	13.7
2000-01	11.8	11.8
2001-02	17.7	17.7
2002-03	15.4	15.4
2003-04	15.1	15.1
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	14.7	14.7
2013-14	14.8	14.8
2014-15	14.6	14.6
2015-16	14.8	14.8
2016-17	13.5	13.5
2017-18	12.7	12.7
2018-19	12.6	12.6
2019-20	12.4	12.5
2020-21	12.3	12.4
2021-22	12.1	12.2
2022-23	12.0	12.1
2023-24		12.0

Average Weekly Sales		
	Jan 2018	Aug 2018
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	5.4	5.4
2013-14	5.5	5.5
2014-15	5.5	5.5
2015-16	5.7	5.7
2016-17	5.3	5.3
2017-18	5.1	5.1
2018-19	5.1	5.1
2019-20	5.1	5.1
2020-21	5.1	5.2
2021-22	5.1	5.2
2022-23	5.2	5.2
2023-24		5.2

Growth Rates		
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	-3.2%	-3.2%
2013-14	2.4%	2.4%
2014-15	-0.2%	-0.2%
2015-16	3.0%	3.0%
2016-17	-7.0%	-7.0%
2017-18	-4.5%	-4.1%
2018-19	0.8%	0.8%
2019-20	0.3%	0.3%
2020-21	0.3%	0.3%
2021-22	0.3%	0.3%
2022-23	0.3%	0.3%
2023-24		0.3%

Pick Games*

Pick Games Ticket Sales			Per Capita Sales			Average Weekly Sales		
	Jan 2018	Aug 2018		Jan 2018	Aug 2018		Jan 2018	Aug 2018
1997-98	473.6	473.6	1997-98	31.3	31.3	1997-98	9.1	9.1
1998-99	508.7	508.7	1998-99	32.9	32.9	1998-99	9.8	9.8
1999-00	477.6	477.6	1999-00	30.2	30.2	1999-00	9.2	9.2
2000-01	489.6	489.6	2000-01	30.2	30.2	2000-01	9.4	9.4
2001-02	500.5	500.5	2001-02	30.3	30.3	2001-02	9.6	9.6
2002-03	512.7	512.7	2002-03	30.4	30.4	2002-03	9.9	9.9
2003-04	541.8	541.8	2003-04	31.5	31.5	2003-04	10.4	10.4
2004-05	552.6	552.6	2004-05	31.3	31.3	2004-05	10.6	10.6
2005-06	558.7	558.7	2005-06	31.0	31.0	2005-06	10.7	10.7
2006-07	574.0	574.0	2006-07	31.3	31.3	2006-07	11.0	11.0
2007-08	564.0	564.0	2007-08	30.4	30.4	2007-08	10.8	10.8
2008-09	559.1	559.1	2008-09	30.0	30.0	2008-09	10.8	10.8
2009-10	539.1	539.1	2009-10	28.7	28.7	2009-10	10.4	10.4
2010-11	549.0	549.0	2010-11	29.1	29.1	2010-11	10.6	10.6
2011-12	559.5	559.5	2011-12	29.4	29.4	2011-12	10.8	10.8
2012-13	568.7	568.7	2012-13	29.6	29.6	2012-13	10.9	10.9
2013-14	597.4	597.4	2013-14	30.7	30.7	2013-14	11.5	11.5
2014-15	639.5	639.5	2014-15	32.4	32.4	2014-15	12.3	12.3
2015-16	671.4	671.4	2015-16	33.5	33.5	2015-16	12.9	12.9
2016-17	673.0	673.0	2016-17	33.0	33.0	2016-17	12.9	12.9
2017-18	691.4	698.2	2017-18	33.3	33.7	2017-18	13.3	13.4
2018-19	705.3	722.1	2018-19	33.4	34.3	2018-19	13.6	13.9
2019-20	718.1	735.8	2019-20	33.5	34.4	2019-20	13.8	14.2
2020-21	730.3	748.3	2020-21	33.5	34.5	2020-21	14.0	14.4
2021-22	741.7	760.3	2021-22	33.6	34.6	2021-22	14.3	14.6
2022-23	752.9	771.7	2022-23	33.6	34.6	2022-23	14.5	14.8
2023-24		783.3	2023-24		34.7	2023-24		15.1

Growth Rates		
2008-09	-0.9%	-0.9%
2009-10	-3.6%	-3.6%
2010-11	1.8%	1.8%
2011-12	1.9%	1.9%
2012-13	1.6%	1.6%
2013-14	5.0%	5.0%
2014-15	7.0%	7.0%
2015-16	5.0%	5.0%
2016-17	0.2%	0.2%
2017-18	2.7%	3.8%
2018-19	2.0%	3.4%
2019-20	1.8%	1.9%
2020-21	1.7%	1.7%
2021-22	1.6%	1.6%
2022-23	1.5%	1.5%
2023-24		1.5%

* Beginning August 1, 2016, the Lottery is launching a new family of Pick Games that includes Cash 3 and Play 4 which will be renamed Pick 3 and Pick 4 and introduces two similar new games called Pick 2 and Pick 5.

The historical data through Fiscal Year 2015-16 is the combined sales data for Cash 3 and Play 4. Beginning in Fiscal Year 2016-17, the conference will forecast all four pick games together.

Cash 4 Life

Ticket Sales		
	Jan 2018	Aug 2018
2016-17	28.8	28.8
2017-18	59.8	59.2
2018-19	59.8	52.0
2019-20	59.8	52.0
2020-21	59.8	52.0
2021-22	59.8	52.0
2022-23	59.8	52.0
2023-24		52.0

Per Capita Sales		
	Jan 2018	Aug 2018
2016-17	1.4	1.4
2017-18	2.9	2.9
2018-19	2.8	2.5
2019-20	2.8	2.4
2020-21	2.7	2.4
2021-22	2.7	2.4
2022-23	2.7	2.3
2023-24		2.3

Average Weekly Sales		
	Jan 2018	Aug 2018
2016-17	0.6	0.6
2017-18	1.2	1.1
2018-19	1.2	1.0
2019-20	1.2	1.0
2020-21	1.2	1.0
2021-22	1.2	1.0
2022-23	1.2	1.0
2023-24		1.0

Growth Rates		
2017-18	107.8%	105.8%
2018-19	0.0%	-12.2%
2019-20	0.0%	0.0%
2020-21	0.0%	0.0%
2021-22	0.0%	0.0%
2022-23	0.0%	0.0%
2023-24		0.0%

Fast Play

Ticket Sales		
	Jan 2018	Aug 2018
2017-18	10.5	17.8
2018-19	10.5	15.0
2019-20	10.5	15.0
2020-21	10.5	15.0
2021-22	10.5	15.0
2022-23	10.5	15.0
2023-24	10.5	15.0

Per Capita Sales		
	Jan 2018	Aug 2018
2017-18	0.5	0.9
2018-19	0.5	0.7
2019-20	0.5	0.7
2020-21	0.5	0.7
2021-22	0.5	0.7
2022-23	0.5	0.7
2023-24	0.5	0.7

Average Weekly Sales		
	Jan 2018	Aug 2018
2017-18	0.2	0.3
2018-19	0.2	0.3
2019-20	0.2	0.3
2020-21	0.2	0.3
2021-22	0.2	0.3
2022-23	0.2	0.3
2023-24	0.2	0.3

Growth Rates		
2018-19	0.0%	-15.7%
2019-20	0.0%	0.0%
2020-21	0.0%	0.0%
2021-22	0.0%	0.0%
2022-23	0.0%	0.0%
2023-24	0.0%	0.0%

Raffle

Ticket Sales				
	Jan 2018	D.O.L.	Exec.	Leg.
1997-98				
1998-99				
1999-00				
2000-01				
2001-02				
2002-03				
2003-04				
2004-05				
2005-06				
2006-07	72.5	72.5	72.5	72.5
2007-08	30.8	30.8	30.8	30.8
2008-09	41.3	41.3	41.3	41.3
2009-10	29.3	29.3	29.3	29.3
2010-11	12.6	12.6	12.6	12.6
2011-12	0.0	0.0	0.0	0.0
2012-13	12.9	12.9	12.9	12.9
2013-14	0.0	0.0	0.0	0.0
2014-15	0.0	0.0	0.0	0.0
2015-16	11.7	11.7	11.7	11.7
2016-17	11.4	11.4	11.4	11.4
2017-18	0.0	0.0	0.0	0.0
2018-19	0.0	0.0	0.0	0.0
2019-20	0.0	0.0	0.0	0.0
2020-21	0.0	0.0	0.0	0.0
2021-22	0.0	0.0	0.0	0.0
2022-23	0.0	0.0	0.0	0.0
2023-24				

Per Capita Sales				
	Jan 2018	D.O.L.	Exec.	Leg.
1997-98				
1998-99				
1999-00				
2000-01				
2001-02				
2002-03				
2003-04				
2004-05				
2005-06				
2006-07	4.0	4.0	4.0	4.0
2007-08	1.7	1.7	1.7	1.7
2008-09	2.2	2.2	2.2	2.2
2009-10	1.6	1.6	1.6	1.6
2010-11	0.7	0.7	0.7	0.7
2011-12	0.0	0.0	0.0	0.0
2012-13	0.7	0.7	0.7	0.7
2013-14	0.0	0.0	0.0	0.0
2014-15	0.0	0.0	0.0	0.0
2015-16	0.6	0.6	0.6	0.6
2016-17	0.6	0.6	0.6	0.6
2017-18	0.0	0.0	0.0	0.0
2018-19	0.0	0.0	0.0	0.0
2019-20	0.0	0.0	0.0	0.0
2020-21	0.0	0.0	0.0	0.0
2021-22	0.0	0.0	0.0	0.0
2022-23	0.0	0.0	0.0	0.0
2023-24				

Average Weekly Sales				
	Jan 2018	D.O.L.	Exec.	Leg.
1997-98				
1998-99				
1999-00				
2000-01				
2001-02				
2002-03				
2003-04				
2004-05				
2005-06				
2006-07	1.4	1.4	1.4	1.4
2007-08	0.6	0.6	0.6	0.6
2008-09	0.8	0.8	0.8	0.8
2009-10	0.6	0.6	0.6	0.6
2010-11	0.2	0.2	0.2	0.2
2011-12	0.0	0.0	0.0	0.0
2012-13	0.2	0.2	0.2	0.2
2013-14	0.0	0.0	0.0	0.0
2014-15	0.0	0.0	0.0	0.0
2015-16	0.2	0.2	0.2	0.2
2016-17	0.2	0.2	0.2	0.2
2017-18	0.0	0.0	0.0	0.0
2018-19	0.0	0.0	0.0	0.0
2019-20	0.0	0.0	0.0	0.0
2020-21	0.0	0.0	0.0	0.0
2021-22	0.0	0.0	0.0	0.0
2022-23	0.0	0.0	0.0	0.0
2023-24				

Lucky Lines

	Ticket Sales	Per Capita Sales	Average Weekly Sales
2010-11	45.4	2.4	0.9
2011-12	17.7	0.9	0.3
2012-13	8.6	0.4	0.2

Monopoly Millionaire

	Ticket Sales	Per Capita Sales	Average Weekly Sales
2014-15	5.5	0.3	0.5

TERMINAL (ONLINE) GAME SALES

Ticket Sales			Due to EETF from Ticket Sales			Per Capita Sales			Average Weekly Sales		
	Jan 2018	Aug 2018		Jan 2018	Aug 2018		Jan 2018	Aug 2018		Jan 2018	Aug 2018
1997-98	1466.6	1466.6	1997-98			1997-98	97.0	97.0	1997-98	28.2	28.2
1998-99	1503.0	1503.0	1998-99			1998-99	97.3	97.3	1998-99	28.9	28.9
1999-00	1680.1	1680.1	1999-00			1999-00	106.1	106.1	1999-00	32.3	32.3
2000-01	1635.5	1635.5	2000-01			2000-01	101.0	101.0	2000-01	31.5	31.5
2001-02	1693.8	1693.8	2001-02			2001-02	102.6	102.6	2001-02	32.6	32.6
2002-03	1794.1	1794.1	2002-03			2002-03	106.5	106.5	2002-03	34.5	34.5
2003-04	1712.9	1712.9	2003-04			2003-04	99.5	99.5	2003-04	32.9	32.9
2004-05	1626.1	1626.1	2004-05			2004-05	92.2	92.2	2004-05	31.3	31.3
2005-06	1828.9	1828.9	2005-06	755.9	755.9	2005-06	101.5	101.5	2005-06	35.2	35.2
2006-07	1838.5	1838.5	2006-07	761.3	761.3	2006-07	100.2	100.2	2006-07	35.4	35.4
2007-08	1806.0	1806.0	2007-08	713.4	713.4	2007-08	97.3	97.3	2007-08	34.7	34.7
2008-09	1873.9	1873.9	2008-09	762.3	762.3	2008-09	100.4	100.4	2008-09	36.0	36.0
2009-10	1822.4	1822.4	2009-10	747.4	747.4	2009-10	97.2	97.2	2009-10	35.0	35.0
2010-11	1783.0	1783.0	2010-11	719.6	719.6	2010-11	94.4	94.4	2010-11	34.3	34.3
2011-12	1882.9	1882.9	2011-12	769.7	769.7	2011-12	98.9	98.9	2011-12	36.2	36.2
2012-13	1984.5	1984.5	2012-13	796.5	796.5	2012-13	103.3	103.3	2012-13	38.2	38.2
2013-14	1951.1	1951.1	2013-14	784.5	784.5	2013-14	100.4	100.4	2013-14	37.5	37.5
2014-15	1859.3	1859.3	2014-15	752.9	752.9	2014-15	94.2	94.2	2014-15	35.8	35.8
2015-16	2108.5	2108.5	2015-16	873.7	873.7	2015-16	105.1	105.1	2015-16	40.5	40.5
2016-17	1913.4	1913.4	2016-17	778.1	778.1	2016-17	93.8	93.8	2016-17	36.8	36.8
2017-18	1987.3	2048.8	2017-18	792.8	827.1	2017-18	95.7	98.8	2017-18	38.2	39.4
2018-19	1980.6	1995.7	2018-19	810.6	801.7	2018-19	93.8	94.7	2018-19	38.1	38.4
2019-20	2002.0	2008.2	2019-20	805.0	791.8	2019-20	93.4	93.9	2019-20	38.5	38.6
2020-21	2023.1	2023.9	2020-21	813.6	797.9	2020-21	92.9	93.3	2020-21	38.9	38.9
2021-22	2043.4	2043.1	2021-22	821.9	805.4	2021-22	92.5	92.9	2021-22	39.3	39.3
2022-23	2063.2	2062.7	2022-23	830.0	813.2	2022-23	92.1	92.5	2022-23	39.7	39.7
2023-24		2083.5	2023-24		821.7	2023-24		92.2	2023-24		40.1

Growth Rates			Average Weekly Sales		
	Jan 2018	Aug 2018		Jan 2018	Aug 2018
2009-10	-2.8%	-2.8%	2009-10	35.0	35.0
2010-11	-2.2%	-2.2%	2010-11	34.3	34.3
2011-12	5.6%	5.6%	2011-12	36.2	36.2
2012-13	5.4%	5.4%	2012-13	38.2	38.2
2013-14	-1.7%	-1.7%	2013-14	37.5	37.5
2014-15	-4.7%	-4.7%	2014-15	35.8	35.8
2015-16	13.4%	13.4%	2015-16	40.5	40.5
2016-17	-9.3%	-9.3%	2016-17	36.8	36.8
2017-18	3.9%	7.1%	2017-18	38.2	39.4
2018-19	-0.3%	-2.6%	2018-19	38.1	38.4
2019-20	1.1%	0.6%	2019-20	38.5	38.6
2020-21	1.1%	0.8%	2020-21	38.9	38.9
2021-22	1.0%	0.9%	2021-22	39.3	39.3
2022-23	1.0%	1.0%	2022-23	39.7	39.7
2023-24		1.0%	2023-24		40.1

TOTAL TICKET SALES

Ticket Sales		
	Jan 2018	Aug 2018
1997-98	2050.0	2050.0
1998-99	2096.7	2096.7
1999-00	2248.5	2248.5
2000-01	2274.7	2274.7
2001-02	2356.4	2356.4
2002-03	2868.0	2868.0
2003-04	3071.0	3071.0
2004-05	3470.7	3470.7
2005-06	3929.0	3929.0
2006-07	4122.1	4122.1
2007-08	4174.8	4174.8
2008-09	3938.0	3938.0
2009-10	3900.5	3900.5
2010-11	4008.7	4008.7
2011-12	4449.9	4449.9
2012-13	5013.0	5013.0
2013-14	5368.2	5368.2
2014-15	5583.4	5583.4
2015-16	6063.2	6063.2
2016-17	6157.0	6157.0
2017-18	6567.1	6701.1
2018-19	6732.1	6879.4
2019-20	6860.7	7081.9
2020-21	6966.9	7193.4
2021-22	7073.7	7296.2
2022-23	7168.9	7391.5
2023-24		7487.5

Per Capita Sales		
	Jan 2018	Aug 2018
1997-98	135.6	135.6
1998-99	135.8	135.8
1999-00	142.0	142.0
2000-01	140.5	140.5
2001-02	142.7	142.7
2002-03	170.2	170.2
2003-04	178.3	178.3
2004-05	196.9	196.9
2005-06	218.1	218.1
2006-07	224.7	224.7
2007-08	224.9	224.9
2008-09	211.0	211.0
2009-10	208.0	208.0
2010-11	212.3	212.3
2011-12	233.8	233.8
2012-13	260.9	260.9
2013-14	276.1	276.1
2014-15	282.9	282.9
2015-16	302.2	302.2
2016-17	301.8	301.8
2017-18	316.3	323.0
2018-19	318.8	326.4
2019-20	319.9	331.1
2020-21	320.0	331.5
2021-22	320.3	331.6
2022-23	320.1	331.4
2023-24		331.4

Average Weekly Sales		
	Jan 2018	Aug 2018
1997-98	39.4	39.4
1998-99	40.3	40.3
1999-00	43.2	43.2
2000-01	43.7	43.7
2001-02	45.3	45.3
2002-03	55.2	55.2
2003-04	59.1	59.1
2004-05	66.7	66.7
2005-06	75.6	75.6
2006-07	79.3	79.3
2007-08	80.3	80.3
2008-09	75.7	75.7
2009-10	75.0	75.0
2010-11	77.1	77.1
2011-12	85.6	85.6
2012-13	96.4	96.4
2013-14	103.2	103.2
2014-15	107.4	107.4
2015-16	116.6	116.6
2016-17	118.4	118.4
2017-18	126.3	128.9
2018-19	129.5	132.3
2019-20	131.9	136.2
2020-21	134.0	138.3
2021-22	136.0	140.3
2022-23	137.9	142.1
2023-24		144.0

Growth Rates		
2008-09	-5.7%	-5.7%
2009-10	-1.0%	-1.0%
2010-11	2.8%	2.8%
2011-12	11.0%	11.0%
2012-13	12.7%	12.7%
2013-14	7.1%	7.1%
2014-15	4.0%	4.0%
2015-16	8.6%	8.6%
2016-17	1.5%	1.5%
2017-18	6.7%	8.8%
2018-19	2.5%	2.7%
2019-20	1.9%	2.9%
2020-21	1.5%	1.6%
2021-22	1.5%	1.4%
2022-23	1.3%	1.3%
2023-24		1.3%

Instant (Scratch-off + Fast Play) versus Online (Terminal)

Instant Ticket Sales			Online Games Ticket Sales			Total Ticket Sales		
	Jan 2018	Aug 2018		Jan 2018	Aug 2018		Jan 2018	Aug 2018
1997-98	583.4	583.4	1997-98	1466.6	1466.6	1997-98	2050.0	2050.0
1998-99	593.7	593.7	1998-99	1503.0	1503.0	1998-99	2096.7	2096.7
1999-00	568.4	568.4	1999-00	1680.1	1680.1	1999-00	2248.5	2248.5
2000-01	639.2	639.2	2000-01	1635.5	1635.5	2000-01	2274.7	2274.7
2001-02	662.6	662.6	2001-02	1693.8	1693.8	2001-02	2356.4	2356.4
2002-03	1073.9	1073.9	2002-03	1794.1	1794.1	2002-03	2868.0	2868.0
2003-04	1358.1	1358.1	2003-04	1712.9	1712.9	2003-04	3071.0	3071.0
2004-05	1844.6	1844.6	2004-05	1626.1	1626.1	2004-05	3470.7	3470.7
2005-06	2100.1	2100.1	2005-06	1828.9	1828.9	2005-06	3929.0	3929.0
2006-07	2283.6	2283.6	2006-07	1838.5	1838.5	2006-07	4122.1	4122.1
2007-08	2368.8	2368.8	2007-08	1806.0	1806.0	2007-08	4174.8	4174.8
2008-09	2064.1	2064.1	2008-09	1873.9	1873.9	2008-09	3938.0	3938.0
2009-10	2078.1	2078.1	2009-10	1822.4	1822.4	2009-10	3900.5	3900.5
2010-11	2225.7	2225.7	2010-11	1783.0	1783.0	2010-11	4008.7	4008.7
2011-12	2567.0	2567.0	2011-12	1882.9	1882.9	2011-12	4449.9	4449.9
2012-13	3028.5	3028.5	2012-13	1984.5	1984.5	2012-13	5013.0	5013.0
2013-14	3417.1	3417.1	2013-14	1951.1	1951.1	2013-14	5368.2	5368.2
2014-15	3724.1	3724.1	2014-15	1859.3	1859.3	2014-15	5583.4	5583.4
2015-16	3954.7	3954.7	2015-16	2108.5	2108.5	2015-16	6063.2	6063.2
2016-17	4243.6	4243.6	2016-17	1913.4	1913.4	2016-17	6157.0	6157.0
2017-18	4579.8	4652.3	2017-18	1987.3	2048.8	2017-18	6567.1	6701.1
2018-19	4751.5	4883.7	2018-19	1980.6	1995.7	2018-19	6732.1	6879.4
2019-20	4858.7	5073.7	2019-20	2002.0	2008.2	2019-20	6860.7	7081.9
2020-21	4943.8	5169.5	2020-21	2023.1	2023.9	2020-21	6966.9	7193.4
2021-22	5030.3	5253.1	2021-22	2043.4	2043.1	2021-22	7073.7	7296.2
2022-23	5105.7	5328.8	2022-23	2063.2	2062.7	2022-23	7168.9	7391.5
2023-24		5404.1	2023-24		2083.5	2023-24		7487.5

Instant - percent of total			Terminal Games - percent of total		
	Jan 2018	Aug 2018		Jan 2018	Aug 2018
1996-97	29.8%	29.8%	1996-97	70.2%	70.2%
1997-98	28.5%	28.5%	1997-98	71.5%	71.5%
1998-99	28.3%	28.3%	1998-99	71.7%	71.7%
1999-00	25.3%	25.3%	1999-00	74.7%	74.7%
2000-01	28.1%	28.1%	2000-01	71.9%	71.9%
2001-02	28.1%	28.1%	2001-02	71.9%	71.9%
2002-03	37.4%	37.4%	2002-03	62.6%	62.6%
2003-04	44.2%	44.2%	2003-04	55.8%	55.8%
2004-05	53.1%	53.1%	2004-05	46.9%	46.9%
2005-06	53.5%	53.5%	2005-06	46.5%	46.5%
2006-07	55.4%	55.4%	2006-07	44.6%	44.6%
2007-08	56.7%	56.7%	2007-08	43.3%	43.3%
2008-09	52.4%	52.4%	2008-09	47.6%	47.6%
2009-10	53.3%	53.3%	2009-10	46.7%	46.7%
2010-11	55.5%	55.5%	2010-11	44.5%	44.5%
2011-12	57.7%	57.7%	2011-12	42.3%	42.3%
2012-13	60.4%	60.4%	2012-13	39.6%	39.6%
2013-14	63.7%	63.7%	2013-14	36.3%	36.3%
2014-15	66.7%	66.7%	2014-15	33.3%	33.3%
2015-16	65.2%	65.2%	2015-16	34.8%	34.8%
2016-17	68.9%	68.9%	2016-17	31.1%	31.1%
2017-18	69.7%	69.4%	2017-18	30.3%	30.6%
2018-19	70.6%	71.0%	2018-19	29.4%	29.0%
2019-20	70.8%	71.6%	2019-20	29.2%	28.4%
2020-21	71.0%	71.9%	2020-21	29.0%	28.1%
2021-22	71.1%	72.0%	2021-22	28.9%	28.0%
2022-23	71.2%	72.1%	2022-23	28.8%	27.9%
2023-24		72.2%	2023-24		27.8%

Factors Affecting EETF Transfers

	2017-18		2018-19		2019-20		2020-21		2021-22		2022-23		2023-24	
	Jan 2018	Aug 2018	Jan 2018	Aug 2018	Jan 2018	Aug 2018	Jan 2018	Aug 2018	Jan 2018	Aug 2018	Jan 2018	Aug 2018	Jan 2018	Aug 2018
Prize Percentage Scratch-off	73.04%	73.30%	73.04%	73.27%	73.04%	73.27%	73.04%	73.27%	73.04%	73.27%	73.04%	73.27%	73.04%	73.27%
Prize Percentage Terminal Games	51.68%	51.34%	50.43%	51.20%	50.43%	51.20%	50.43%	51.20%	50.43%	51.20%	50.43%	51.20%		51.20%
Retailer Commission Rate	5.60%	5.50%	5.60%	5.60%	5.60%	5.60%	5.60%	5.60%	5.60%	5.60%	5.60%	5.60%	5.60%	5.60%
Administrative Appropriation	\$81.82	\$82.40	\$80.87	\$81.60	\$80.87	\$80.90	\$80.87	\$80.90	\$80.87	\$80.90	\$80.87	\$80.90	\$80.87	\$80.90
Vendor Rate Scratch-off	1.38%	1.37%	1.37%	1.36%	1.29%	1.28%	1.29%	1.28%	1.28%	1.28%	1.28%	1.28%	1.28%	1.28%
Vendor Rate Terminal Games	1.58%	1.56%	1.84%	1.84%	2.58%	2.63%	2.59%	2.65%	2.61%	2.67%	2.61%	2.68%	2.68%	2.68%
Unclaimed Prize Rate	1.25%	1.24%	1.25%	1.24%	1.25%	1.24%	1.25%	1.24%	1.25%	1.24%	1.25%	1.24%	1.25%	1.24%

Note: After transfers for prizes, fees, administrative expenses, and unclaimed prizes, net transfers to the EETF equal approximately 41.3% of terminal game ticket sales and 18.6% of scratch-off ticket sales.

Calculation of Fiscal Year Distributions to EETF from Lottery Receipts

	2017-18		2018-19		2019-20		2020-21		2021-22		2022-23		2023-24	
	Jan 2018	Aug 2018	Jan 2018	Aug 2018	Jan 2018	Aug 2018	Jan 2018	Aug 2018	Jan 2018	Aug 2018	Jan 2018	Aug 2018	Jan 2018	Aug 2018
% Week 51 scratch-off *	1.8665%	1.8009%	1.8665%	1.8009%	1.8665%	1.8009%	1.8665%	1.8009%	1.8665%	1.8009%	1.8665%	1.8009%		1.8009%
% Week 51 terminal games *	1.7512%	1.6638%	1.7512%	1.6638%	1.7512%	1.6638%	1.7512%	1.6638%	1.7512%	1.6638%	1.7512%	1.6638%		1.6638%
% Week 52 scratch-off *	1.8695%	1.6159%	1.8695%	1.6159%	1.8695%	1.6159%	1.8695%	1.6159%	1.8695%	1.6159%	1.8695%	1.6159%		1.6159%
% Week 52 terminal games *	1.7582%	1.5383%	1.7582%	1.5383%	1.7582%	1.5383%	1.7582%	1.5383%	1.7582%	1.5383%	1.7582%	1.5383%		1.5383%
% of Week 51 to subsequent year **	100.00%	100.00%	0.00%	0.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%		0.00%
% of Week 52 to subsequent year **	85.43%	85.43%	100.00%	100.00%	29.20%	29.20%	44.72%	44.72%	61.40%	61.40%	71.43%	71.43%		100.00%
% of scratch-off rec'd subsequent year	3.4636%	3.1814%	1.8695%	1.6159%	2.4123%	2.2727%	2.7026%	2.5236%	3.0142%	2.7930%	3.4689%	2.9551%		1.6159%
% of terminal games rec'd subsequent year	3.2533%	2.9780%	1.7582%	1.5383%	2.2646%	2.1130%	2.5376%	2.3518%	2.8307%	2.6083%	3.2583%	2.7626%		1.5383%
EETF Transfer rate scratch-off	18.73%	18.60%	18.79%	18.58%	18.90%	18.71%	18.91%	18.73%	18.93%	18.74%	18.95%	18.76%		18.77%
EETF Transfer rate terminal games	39.89%	40.37%	40.93%	40.17%	40.21%	39.43%	40.22%	39.43%	40.22%	39.42%	40.23%	39.43%		39.44%

* based on weekly sales figures for 2017-18

** based on daily sales figures for 2017-18

January 2018 Forecast - Post Session	2017-18	2018-19	2019-20	2020-21	2021-22	2022-23	2023-24
Scratch-Off Sales	4579.8	4751.5	4858.7	4943.8	5030.3	5105.7	
Terminal Game Sales	1987.3	1980.6	2002.0	2023.1	2043.4	2063.2	
EETF transfer due from current year ticket sales and other income	1717.1	1771.1	1791.8	1818.5	1845.0	1869.0	
less collection lag loss	(55.5)	(30.9)	(40.4)	(45.9)	(52.0)	(60.6)	
plus collection lag gain from prior year	48.8	55.5	30.9	40.4	45.9	52.0	
Due to EETF from Lottery Receipts	1710.3	1795.7	1782.4	1812.9	1839.0	1860.4	
adjustment for estimated true-up payment in next fiscal year	(6.0)	(6.0)	(6.0)	(6.0)	(6.0)	(6.0)	
adjustment for delayed June transfer*							
Distribution to EETF from Lottery Receipts	1704.3	1789.7	1776.4	1806.9	1833.0	1854.4	

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. Beginning with the November 2012 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

August 2018 Forecast	2017-18	2018-19	2019-20	2020-21	2021-22	2022-23	2023-24
Instant Game Sales (Scratch + Fast Play)	4652.3	4883.7	5073.7	5169.5	5253.1	5328.8	5404.1
Terminal Game Sales	2048.8	1995.7	2008.2	2023.9	2043.1	2062.7	2083.5
EETF transfer due from current year ticket sales and other income	1761.2	1778.3	1811.8	1837.9	1862.8	1886.5	1910.7
less collection lag loss	(52.2)	(27.0)	(38.3)	(43.2)	(48.5)	(52.0)	(29.0)
plus collection lag gain from prior year	52.6	52.2	27.0	38.3	43.2	48.5	52.0
Due to EETF from Lottery Receipts	1761.6	1803.4	1800.5	1833.0	1857.5	1883.0	1933.7
adjustment for estimated true-up payment in next fiscal year	(1.6)	(1.6)	(1.6)	(1.6)	(1.6)	(1.6)	(1.6)
adjustment for delayed June transfer*							
Distribution to EETF from Lottery Receipts	1760.0	1801.8	1798.9	1831.4	1855.9	1881.4	1932.1