

**Revenue Estimating Conference
Executive Summary for Lottery Ticket Sales and the EETF
December 4, 2018**

The Revenue Estimating Conference reviewed Lottery revenues on December 4, 2018. Total ticket sales were an estimated \$153.2 million over expectation for this point of the current year, mostly attributable to strong Mega Millions sales which were influenced by the largest jackpot ever produced by the game.

The Conference increased the overall sales forecast by \$158.1 million in Fiscal Year 2018-19 and increased the forecast by \$57.3 to \$61.1 million in subsequent fiscal years. As a result, the final transfers to the Educational Enhancement Trust Fund (EETF) were increased by \$66.1 million in Fiscal Year 2018-19, and by \$23.7 to \$25.2 million in the remaining fiscal years. In regard to the specific games:

- Scratch-Off sales were running approximately \$7.6 million below estimate for the current year. The Conference decreased Scratch-Off ticket sales by \$20.1 to \$22.3 million each year.
- Powerball sales were about \$14.8 million over estimate for the current year. The Conference increased the estimate by that amount for this year and retained the prior forecast for each year thereafter.
- Mega Millions ticket sales were running higher than projected, coming in \$142.5 million over estimate for the current year. The Conference increased the forecast by \$163.9 million for Fiscal Year 2018-19, banking the overage and assuming stronger weekly sales for the remainder of the year. For each year thereafter, sales were increased by \$79.0 to \$83.7 million.
- Lotto sales came in \$4.2 million higher than anticipated for this point of the current year. Given this small difference, the Conference kept the prior forecast. Similarly, since Fantasy 5 was virtually on estimate for the current year, the Conference retained that forecast as well.
- Lucky Money ticket sales were running \$0.7 below estimate for the current year; however, this game will be replaced by Jackpot Triple Play in January 2019. To recognize the likely boost to sales caused by the introduction of a new game, the Conference increased Fiscal Year 2018-2019 sales by \$3.2 million and adjusted the forecast for the remaining years by \$0.8 to \$6.1 million.
- Ticket sales for Pick Games – Pick 2, Pick 3 (formerly Cash 3), Pick 4 (formerly Play 4), and Pick 5 – were running below estimate for the current year. In response, the Conference decreased the forecast between \$4.0 and \$9.3 million each year.
- Cash 4 Life sales were running above estimate by \$0.5 million for the current year. Given this small difference, the Conference retained the prior forecast.
- Fast Play ticket sales for the current year were running about \$2.3 million above the estimate. The Conference increased the forecast by \$2.3 to \$2.9 million each year.

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

Revised 1/30/2019

Summary of All Games				
		Aug 2018	Dec 2018	Difference
Scratch-off	2017-18	4652.3	4652.3	0.0
	2018-19	4868.7	4848.6	-20.1
	2019-20	5058.7	5037.8	-20.9
	2020-21	5154.5	5133.2	-21.3
	2021-22	5238.1	5216.4	-21.7
	2022-23	5313.8	5291.8	-22.0
	2023-24	5389.1	5366.8	-22.3
Powerball	2017-18	474.0	474.0	0.0
	2018-19	441.5	456.3	14.8
	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	0.0
Mega Millions	2017-18	220.6	220.6	0.0
	2018-19	218.5	382.4	163.9
	2019-20	222.0	301.0	79.0
	2020-21	225.3	305.6	80.3
	2021-22	228.5	310.0	81.5
	2022-23	231.8	314.4	82.6
	2023-24	234.9	318.6	83.7
Lotto	2017-18	240.0	240.0	0.0
	2018-19	218.4	218.4	0.0
	2019-20	207.5	207.5	0.0
	2020-21	201.3	201.3	0.0
	2021-22	199.3	199.3	0.0
	2022-23	198.3	198.3	0.0
	2023-24	198.3	198.3	0.0
Lucky Money	2017-18	74.5	74.5	0.0
	2018-19	76.6	79.8	3.2
	2019-20	75.2	76.0	0.8
	2020-21	73.9	76.0	2.1
	2021-22	72.5	76.0	3.5
	2022-23	71.2	76.0	4.8
	2023-24	69.9	76.0	6.1
Fantasy 5	2017-18	264.4	264.4	0.0
	2018-19	266.5	266.5	0.0
	2019-20	267.3	267.3	0.0
	2020-21	268.1	268.1	0.0
	2021-22	268.9	268.9	0.0
	2022-23	269.7	269.7	0.0
	2023-24	270.5	270.5	0.0
Pick Games	2017-18	698.2	698.2	0.0
	2018-19	722.1	716.1	-6.0
	2019-20	735.8	731.8	-4.0
	2020-21	748.3	742.8	-5.5
	2021-22	760.3	753.5	-6.8
	2022-23	771.7	764.0	-7.7
	2023-24	783.3	774.0	-9.3
Cash 4 Life	2017-18	59.2	59.2	0.0
	2018-19	52.0	52.0	0.0
	2019-20	52.0	52.0	0.0
	2020-21	52.0	52.0	0.0
	2021-22	52.0	52.0	0.0
	2022-23	52.0	52.0	0.0
	2023-24	52.0	52.0	0.0
Fast Play	2017-18	17.8	17.8	0.0
	2018-19	15.0	17.3	2.3
	2019-20	15.0	17.4	2.4
	2020-21	15.0	17.6	2.6
	2021-22	15.0	17.7	2.7
	2022-23	15.0	17.8	2.8
	2023-24	15.0	17.9	2.9
TOTAL	2017-18	6701.1	6701.1	0.0
	2018-19	6879.4	7037.5	158.1
	2019-20	7081.9	7139.2	57.3
	2020-21	7193.4	7251.5	58.1
	2021-22	7296.2	7355.4	59.2
	2022-23	7391.5	7452.0	60.5
	2023-24	7487.5	7548.6	61.1
EETF Receipts from Ticket Sales	2017-18	1691.3	1691.3	0.0
	2018-19	1732.9	1797.9	65.0
	2019-20	1728.0	1751.6	23.6
	2020-21	1759.4	1782.7	23.3
	2021-22	1783.0	1806.6	23.6
	2022-23	1807.6	1831.7	24.2
	2023-24	1857.4	1882.1	24.7
Other Income	2017-18	13.4	13.4	0.0
	2018-19	11.9	12.0	0.1
	2019-20	12.0	12.1	0.1
	2020-21	12.1	12.2	0.1
	2021-22	12.2	12.3	0.1
	2022-23	12.3	12.4	0.1
	2023-24	12.4	12.5	0.1
80% unclaimed prizes	2017-18	55.3	55.3	0.0
	2018-19	57.0	58.0	1.0
	2019-20	58.8	59.2	0.4
	2020-21	59.8	60.2	0.4
	2021-22	60.7	61.1	0.4
	2022-23	61.5	61.9	0.4
	2023-24	62.3	62.7	0.4
Distribution to EETF from Lottery Receipts	2017-18	1760.0	1760.0	0.0
	2018-19	1801.8	1867.9	66.1
	2019-20	1798.9	1822.9	24.0
	2020-21	1831.4	1855.1	23.7
	2021-22	1855.9	1880.0	24.1
	2022-23	1881.4	1906.0	24.7
	2023-24	1932.1	1957.3	25.2