

Revenue Estimating Conference
Lottery Sales
November 30, 2011
Executive Summary

The Revenue Estimating Conference met concerning Lottery revenues on November 30, 2011. The conference increased expected distributions to the Educational Enhancement Trust Fund (EETF) from current projections by \$47.3 million in 2011-12 and by \$47.4 million in 2012-13. These figures translate into growth rates of 6.8% in 2011-12 and 2.1% in 2012-13. Distributions are then expected to increase by 1.2% in 2013-14, 1.3% in 2014-15, and 1.3% in 2015-16.

Overall the forecast for total income was increased by \$154.2 million in 2011-12, and increased by \$161.7 million in 2012-13. The largest increase in the sales forecast was to the projection for Scratch-off sales, which were increased by \$116.5 million in 2011-12 and \$114.7 million in 2012-13. Due to recent strength in ticket sales relative to the previous forecast, the forecasts for Powerball plus Power Play, Lotto, Play 4, and Lucky Lines were also increased. The projections for Cash 3, Fantasy 5, and Mega Money were all reduced. The forecast continues to show no expected sales of Raffle type games.

The forecast continues to incorporate a significant change in the structure of the Powerball game effective January 15, 2012. Ticket prices will increase from \$1 to \$2, the initial starting jackpot will be higher, there will be million dollar prizes for matching all numbers except the Powerball, and the overall odds of winning will be better. In addition there are some changes to Power Play, including a top prize of \$2 million instead of the \$1 million in the current game. The impact of the game changes was incorporated into the previous forecast, and the forecast of the impact has not changed.

The projections for non-ticket income were left unchanged. The forecast for 80% unclaimed prizes available for immediate transfer to EETF was changed slightly due to the change in the forecast for ticket sales.

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

Summary of All games				
		Sept 2011	Nov 2011	Difference
Scratch-off	2011-12	2337.3	2453.8	116.5
	2012-13	2384.4	2499.1	114.7
	2013-14	2410.2	2545.1	134.9
	2014-15	2443.1	2587.4	144.3
	2015-16	2479.7	2626.6	146.9
Lotto	2011-12	365.5	380.8	15.3
	2012-13	313.6	329.0	15.4
	2013-14	317.0	333.6	16.6
	2014-15	321.3	339.5	18.2
	2015-16	326.1	346.1	20.0
Powerball	2011-12	469.2	486.4	17.2
	2012-13	558.4	579.6	21.2
	2013-14	564.4	584.1	19.7
	2014-15	572.1	589.9	17.8
	2015-16	580.7	596.4	15.7
Mega Money	2011-12	90.8	90.8	0.0
	2012-13	90.1	90.3	0.2
	2013-14	91.1	89.7	-1.4
	2014-15	92.3	88.9	-3.4
	2015-16	93.7	88.2	-5.5
Fantasy 5	2011-12	277.1	277.9	0.8
	2012-13	271.1	270.5	-0.6
	2013-14	274.0	269.9	-4.1
	2014-15	277.8	270.2	-7.6
	2015-16	281.9	270.8	-11.1
Cash 3	2011-12	304.0	305.6	1.6
	2012-13	302.0	304.0	2.0
	2013-14	305.3	303.6	-1.7
	2014-15	309.4	303.4	-6.0
	2015-16	314.1	303.3	-10.8
Play 4	2011-12	243.7	246.5	2.8
	2012-13	243.7	250.2	6.5
	2013-14	246.3	255.2	8.9
	2014-15	249.7	261.4	11.7
	2015-16	253.4	268.0	14.6
Raffle	2011-12	0.0	0.0	0.0
	2012-13	0.0	0.0	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
Lucky Lines	2011-12	18.5	18.5	0.0
	2012-13	12.3	14.5	2.2
	2013-14	12.4	14.5	2.1
	2014-15	12.6	14.5	1.9
	2015-16	12.8	14.5	1.7
TOTAL	2011-12	4106.1	4260.3	154.2
	2012-13	4175.6	4337.3	161.7
	2013-14	4220.8	4395.8	175.0
	2014-15	4278.4	4455.2	176.8
	2015-16	4342.4	4514.0	171.6

Summary of All games				
		Sept 2011	Nov 2011	Difference
EETF from Ticket sales	2011-12	1158.1	1205.9	47.8
	2012-13	1183.7	1230.9	47.2
	2013-14	1196.5	1246.2	49.7
	2014-15	1212.8	1262.9	50.1
	2015-16	1231.1	1279.6	48.5
Other Income	2011-12	14.0	14.0	0.0
	2012-13	15.0	15.0	0.0
	2013-14	15.0	15.0	0.0
	2014-15	15.0	15.0	0.0
	2015-16	15.0	15.0	0.0
80% unclaimed prizes	2011-12	45.0	44.5	-0.5
	2012-13	45.0	45.2	0.2
	2013-14	45.5	45.7	0.2
	2014-15	46.1	46.1	0.0
	2015-16	46.9	46.5	-0.4
TOTAL EETF	2011-12	1217.1	1264.4	47.3
	2012-13	1243.7	1291.1	47.4
	2013-14	1257.0	1306.9	49.9
	2014-15	1273.9	1324.0	50.1
	2015-16	1293.0	1341.1	48.1

LOTTERY ESTIMATING CONFERENCE, November 2011
LOTTERY SALES PROJECTIONS
SUMMARY

Total Income			
	Sep-11	Nov-11	Diff.
1987-88	659.5	659.5	0.0
1988-89	1832.0	1832.0	0.0
1989-90	2054.8	2054.8	0.0
1990-91	2160.3	2160.3	0.0
1991-92	2191.0	2191.0	0.0
1992-93	2133.0	2133.0	0.0
1993-94	2162.6	2162.6	0.0
1994-95	2251.1	2251.1	0.0
1995-96	2074.2	2074.2	0.0
1996-97	2085.2	2085.2	0.0
1997-98	2065.5	2065.5	0.0
1998-99	2113.0	2113.0	0.0
1999-00	2266.5	2266.5	0.0
2000-01	2297.9	2297.9	0.0
2001-02	2346.8	2346.8	0.0
2002-03	2883.5	2883.5	0.0
2003-04	3086.4	3086.4	0.0
2004-05	3487.5	3487.5	0.0
2005-06	3946.6	3946.6	0.0
2006-07	4142.5	4142.5	0.0
2007-08	4203.7	4203.7	0.0
2008-09	4006.0	4006.0	0.0
2009-10	3953.7	3953.7	0.0
2010-11	4022.5	4022.5	0.0
2011-12	4120.1	4274.3	154.2
2012-13	4190.6	4352.3	161.7
2013-14	4235.8	4410.7	174.9
2014-15	4293.4	4470.2	176.8
2015-16	4357.4	4529.0	171.6

To EETF *			
	Sep-11	Nov-11	Diff.
1987-88	230.4	230.4	0.0
1988-89	641.2	641.2	0.0
1989-90	770.4	770.4	0.0
1990-91	820.8	820.8	0.0
1991-92	832.5	832.5	0.0
1992-93	810.5	810.5	0.0
1993-94	821.7	821.7	0.0
1994-95	855.4	855.4	0.0
1995-96	789.0	789.0	0.0
1996-97	792.3	792.3	0.0
1997-98	785.2	785.2	0.0
1998-99	802.9	802.9	0.0
1999-00	861.2	861.2	0.0
2000-01	873.1	873.1	0.0
2001-02	891.7	891.7	0.0
2002-03	966.3	966.3	0.0
2003-04	970.7	970.7	0.0
2004-05	1028.6	1028.6	0.0
2005-06	1224.6	1224.6	0.0
2006-07	1263.3	1263.3	0.0
2007-08	1279.8	1279.8	0.0
2008-09	1289.1	1289.1	0.0
2009-10	1246.8	1246.8	0.0
2010-11	1184.0	1184.0	0.0
2011-12	1217.1	1264.4	47.3
2012-13	1243.7	1291.1	47.4
2013-14	1257.0	1306.9	49.8
2014-15	1273.9	1324.0	50.1
2015-16	1293.0	1341.1	48.2

SCRATCH-OFF

Total Sales		
	Sep-11	Nov-2011
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	2337.3	2453.8
2012-13	2384.4	2499.1
2013-14	2410.2	2545.1
2014-15	2443.1	2587.4
2015-16	2479.7	2626.6

Transfers to EETF		
	Sep-11	Nov-2011
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	443.4	473.1
2012-13	459.2	482.9
2013-14	464.2	492.3
2014-15	470.5	501.3
2015-16	477.6	509.5

Per Capita Sales		
	Sep-11	Nov-2011
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	123.1	129.3
2012-13	124.7	130.7
2013-14	124.7	131.7
2014-15	124.7	132.1
2015-16	124.7	132.1

Average Weekly Sales		
	Sep-11	Nov-2011
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	44.9	47.2
2012-13	45.9	48.1
2013-14	46.4	48.9
2014-15	47.0	49.8
2015-16	47.7	50.5

POWERBALL (INCLUDING POWER PLAY)

Ticket Sales		
	Sep-11	Nov-2011
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	469.2	486.4
2012-13	558.4	579.6
2013-14	564.4	584.1
2014-15	572.1	589.9
2015-16	580.7	596.4

Per Capita Sales		
	Sep-11	Nov-2011
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	24.7	25.6
2012-13	29.2	30.3
2013-14	29.2	30.2
2014-15	29.2	30.1
2015-16	29.2	30.0

Average Weekly Sales		
	Sep-11	Nov-2011
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	9.0	9.4
2012-13	10.7	11.1
2013-14	10.9	11.2
2014-15	11.0	11.3
2015-16	11.2	11.5

*Annualized figures

Impact of Powerball Game Changes on Florida Lottery

Assumptions (based on GTECH model)

2011-12

Assumed loss of plays due to ticket price increase	35%	Powerball baseline	413.4
Initial resulting annual forecast of Power Ball sales increase *	175.8	Powerball revised	486.4
Partial year forecast	80.7	Lotto baseline	427.4
Power Play % loss	25%	Lotto revised	380.8
Power Play \$ loss	7.7	Fantasy 5 baseline	283.1
Power Ball plus Power Play net change	73.0	Fantasy 5 revised	277.9
% of increased sales cannibalization from other games	64%	Net	21.2
\$ of increased sales cannibalization from other games	51.8		
Lotto	46.6		
Fantasy 5	5.2		
Net sales increase	21.2		

2012-13

Assumed loss of plays due to ticket price increase	35%	Powerball baseline	420.6
Initial resulting annual forecast of Power Ball sales increase *	175.8	Powerball revised	579.6
Power Play % loss	25%	Lotto baseline	430.6
Power Play \$ loss	16.8	Lotto revised	329
Power Ball plus Power Play net change	159.0	Fantasy 5 baseline	282
% of increased sales cannibalization from other games	64%	Fantasy 5 revised	270.8
\$ of increased sales cannibalization from other games	112.8	Net	46.2
Lotto	101.6		
Fantasy 5	11.2		
Net sales increase	46.2		

* Based on GTECH Monte Carlo simulations. The initial assumption was that the number of tickets sold would drop by 35%. The simulations were then run to see what rollovers and resulting sales would be expected. Due to a reduced number of tickets sold, coverage factors would be lower and rollovers more frequent, resulting in a more rapid increase in the jackpot level and ultimately higher jackpots, generating more sales.

LOTTO WITH XTRA

Ticket Sales		
	Sep-11	Nov-2011
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	365.5	380.8
2012-13	313.6	329.0
2013-14	317.0	333.6
2014-15	321.3	339.5
2015-16	326.1	346.1

Per Capita Sales		
	Sep-11	Nov-2011
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	19.3	20.1
2012-13	16.4	17.2
2013-14	16.4	17.3
2014-15	16.4	17.3
2015-16	16.4	17.4

Average Weekly Sales		
	Sep-11	Nov-2011
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	7.0	7.3
2012-13	6.0	6.3
2013-14	6.1	6.4
2014-15	6.2	6.5
2015-16	6.3	6.7

MEGA MONEY

Ticket Sales		
	Sep-11	Nov-2011
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	90.8	90.8
2012-13	90.1	90.3
2013-14	91.1	89.7
2014-15	92.3	88.9
2015-16	93.7	88.2

Per Capita Sales		
	Sep-11	Nov-2011
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	4.8	4.8
2012-13	4.7	4.7
2013-14	4.7	4.6
2014-15	4.7	4.5
2015-16	4.7	4.4

Average Weekly Sales		
	Sep-11	Nov-2011
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	1.7	1.7
2012-13	1.7	1.7
2013-14	1.8	1.7
2014-15	1.8	1.7
2015-16	1.8	1.7

FANTASY 5 (INCLUDING EZ MATCH)

Ticket Sales		
	Sep-11	Nov-2011
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	277.1	277.9
2012-13	271.1	270.5
2013-14	274.0	269.9
2014-15	277.8	270.2
2015-16	281.9	270.8

Per Capita Sales		
	Sep-11	Nov-2011
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	14.6	14.6
2012-13	14.2	14.1
2013-14	14.2	14.0
2014-15	14.2	13.8
2015-16	14.2	13.6

Average Weekly Sales		
	Sep-11	Nov-2011
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	5.3	5.3
2012-13	5.2	5.2
2013-14	5.3	5.2
2014-15	5.3	5.2
2015-16	5.4	5.2

CASH 3

Ticket Sales		
	Sep-11	Nov-2011
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	304.0	305.6
2012-13	302.0	304.0
2013-14	305.3	303.6
2014-15	309.4	303.4
2015-16	314.1	303.3

Per Capita Sales		
	Sep-11	Nov-2011
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	16.0	16.1
2012-13	15.8	15.9
2013-14	15.8	15.7
2014-15	15.8	15.5
2015-16	15.8	15.3

Average Weekly Sales		
	Sep-11	Nov-2011
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	5.8	5.9
2012-13	5.8	5.8
2013-14	5.9	5.8
2014-15	6.0	5.8
2015-16	6.0	5.8

PLAY 4

Ticket Sales		
	Sep-11	Nov-2011
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	243.7	246.5
2012-13	243.7	250.2
2013-14	246.3	255.2
2014-15	249.7	261.4
2015-16	253.4	268.0

Per Capita Sales		
	Sep-11	Nov-2011
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	12.8	13.0
2012-13	12.7	13.1
2013-14	12.7	13.2
2014-15	12.7	13.3
2015-16	12.7	13.5

Average Weekly Sales		
	Sep-11	Nov-2011
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	4.7	4.8
2013-14	4.7	4.9
2014-15	4.8	5.0
2015-16	4.9	5.2

Raffle

Ticket Sales		
	Sep-11	Nov-2011
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	0.0	0.0
2013-14	0.0	0.0
2014-15	0.0	0.0
2015-16	0.0	0.0

Per Capita Sales		
	Sep-11	Nov-2011
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	0.0	0.0
2013-14	0.0	0.0
2014-15	0.0	0.0
2015-16	0.0	0.0

Average Weekly Sales		
	Sep-11	Nov-2011
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	0.0	0.0
2013-14	0.0	0.0
2014-15	0.0	0.0
2015-16	0.0	0.0

Lucky Lines

Ticket Sales		
	Sep-11	Nov-2011
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	18.5	18.5
2012-13	12.3	14.5
2013-14	12.4	14.5
2014-15	12.6	14.5
2015-16	12.8	14.5

Per Capita Sales		
	Sep-11	Nov-2011
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	1.0	1.0
2012-13	0.6	0.8
2013-14	0.6	0.8
2014-15	0.6	0.7
2015-16	0.6	0.7

Average Weekly Sales		
	Sep-11	Nov-2011
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	0.4	0.4
2012-13	0.2	0.3
2013-14	0.2	0.3
2014-15	0.2	0.3
2015-16	0.2	0.3

ON-LINE SALES

Ticket Sales		
	Sep-11	Nov-2011
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	1768.8	1806.5
2012-13	1791.2	1838.2
2013-14	1810.6	1850.7
2014-15	1835.3	1867.8
2015-16	1862.7	1887.4

Transfers to EETF		
	Sep-11	Nov-2011
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	714.8	732.8
2012-13	724.5	748.0
2013-14	732.4	753.8
2014-15	742.3	761.6
2015-16	753.5	770.2

Per Capita Sales		
	Sep-11	Nov-2011
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	93.2	95.2
2012-13	93.7	96.1
2013-14	93.7	95.7
2014-15	93.7	95.3
2015-16	93.7	94.9

Average Weekly Sales		
	Sep-11	Nov-2011
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	34.0	34.7
2012-13	34.4	35.3
2013-14	34.8	35.6
2014-15	35.3	35.9
2015-16		36.3

TOTAL TICKET SALES

Ticket Sales		
	Sep-11	Nov-2011
1987-88	653.6	653.6
1988-89	1814.9	1814.9
1989-90	2031.6	2031.6
1990-91	2139.0	2139.0
1991-92	2174.6	2174.6
1992-93	2121.9	2121.9
1993-94	2152.5	2152.5
1994-95	2238.1	2238.1
1995-96	2061.5	2061.5
1996-97	2070.1	2070.1
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	4106.1	4260.3
2012-13	4175.6	4337.3
2013-14	4220.8	4395.7
2014-15	4278.4	4455.2
2015-16	4342.4	4514.0

Per Capita Sales		
	Sep-11	Nov-2011
1987-88	53.4	53.4
1988-89	144.4	144.4
1989-90	157.9	157.9
1990-91	162.3	162.3
1991-92	161.8	161.8
1992-93	155.2	155.2
1993-94	154.2	154.2
1994-95	156.9	156.9
1995-96	141.7	141.7
1996-97	139.3	139.3
1997-98	135.2	135.2
1998-99	135.4	135.4
1999-00	141.6	141.6
2000-01	140.2	140.2
2001-02	142.4	142.4
2002-03	169.8	169.8
2003-04	177.8	177.8
2004-05	196.3	196.3
2005-06	217.5	217.5
2006-07	224.3	224.3
2007-08	224.7	224.7
2008-09	210.9	210.9
2009-10	207.8	207.8
2010-11	212.3	212.3
2011-12	216.3	224.4
2012-13	218.4	226.8
2013-14	218.3	227.4
2014-15	218.4	227.4
2015-16	218.3	227.0

Average Weekly Sales		
	Sep-11	Nov-2011
1987-88	27.2	27.2
1988-89	34.9	34.9
1989-90	39.1	39.1
1990-91	41.1	41.1
1991-92	41.8	41.8
1992-93	40.8	40.8
1993-94	41.4	41.4
1994-95	43.0	43.0
1995-96	39.6	39.6
1996-97	39.8	39.8
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	79.0	81.9
2012-13	80.3	83.4
2013-14	81.2	84.5
2014-15	82.3	85.7
2015-16	83.5	86.8

Factors Affecting EETF Transfers

	2011-12		2012-13		2013-14		2014-15		2015-16	
	Sep-11	Nov-11	Sep-11	Nov-11	Sep-11	Nov-11	Sep-11	Nov-11	Sep-11	Nov-11
Prize Percentage Scratch-off	72.00%	71.75%	71.75%	71.75%	71.75%	71.75%	71.75%	71.75%	71.75%	71.75%
Prize Percentage On-line	50.75%	50.67%	50.75%	50.59%	50.75%	50.57%	50.75%	50.55%	50.75%	50.54%
Retailer Commission Rate	5.60%	5.60%	5.60%	5.60%	5.60%	5.60%	5.60%	5.60%	5.60%	5.60%
Administrative Appropriation	\$ 71.486	\$ 71.486	\$ 71.486	\$ 71.486	\$ 72.260	\$ 71.486	\$ 73.246	\$ 71.486	\$ 74.245	\$ 71.486
Vendor Rate Scratch-off	1.69%	1.69%	1.68%	1.68%	1.68%	1.68%	1.68%	1.67%	1.68%	1.67%
Vendor Rate On-line	1.50%	1.49%	1.49%	1.47%	1.49%	1.47%	1.49%	1.47%	1.49%	1.47%