

Revenue Estimating Conference
Lottery Sales
July 12, 2012
Executive Summary

The Revenue Estimating Conference met concerning Lottery revenues on July 12, 2012. The conference increased expected distributions to the Educational Enhancement Trust Fund (EETF) from current projections by \$48.0 million in 2012-13 and by \$42.7 million in 2013-14. These figures translate into annual growth rates of 3.4% in 2012-13 and 1.7% in 2013-14. Distributions are then expected to increase by 1.1% in 2014-15, and 1.2% in 2015-16.

Overall the forecast for total income from ticket sales was increased by \$262.3 million in 2012-13, and increased by \$252.0 million in 2013-14. The largest increase in the sales forecast was to the projection for Scratch-off sales, which were increased by \$159.6 million in 2012-13 and \$167.8 million in 2013-14. The conference projected that sales for Powerball will continue to increase in 2012-13 and stabilize in 2013-14.

The conference had estimated that Lotto would have been negatively impacted in 2011-12 as a result of the Powerball game ticket price increase from \$1 to \$2 effective January 15, 2012. Contrary to expectations, sales of Lotto increased in 2011-12 from 2010-11 by \$7.6 million to \$419.0 million. However, sales of Lotto are expected to decline slightly in 2012-13.

Small positive adjustments were made for Mega Money, Fantasy Five, and Cash 3 for 2012-13, while Play 4 was slightly reduced. The conference also added \$20.0 million in sales for a new Raffle game in 2012-13. The last time that Lottery held a Raffle was in 2010-11. Sales of Lucky Lines have experienced a sharp decline in recent years, and the prior estimate for 2012-13 was further reduced by \$3.1 million for a revised growth rate of -34.1%.

The projections for non-ticket income were reduced by \$1.0 million each year of the forecast. The forecast for 80% unclaimed prizes available for immediate transfer to EETF was also reduced from the previous forecast of \$45.2 million in 2012-13 to \$34.0 million. This is due to elimination of free Scratch-off tickets being offered as prizes in Scratch-off games.

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

Summary of All games				
		Post Session 2012	July 2012	Difference
Scratch-off	2011-12	2453.8	2567.0	113.2
	2012-13	2543.9	2703.4	159.6
	2013-14	2615.2	2783.0	167.8
	2014-15	2658.6	2822.6	164.0
	2015-16	2698.7	2865.0	166.3
Lotto	2011-12	380.8	419.0	38.2
	2012-13	334.9	416.1	81.2
	2013-14	342.8	424.4	81.6
	2014-15	348.8	430.5	81.6
	2015-16	355.6	437.0	81.4
Powerball	2011-12	486.4	503.7	17.3
	2012-13	590.0	564.3	-25.7
	2013-14	600.2	576.6	-23.6
	2014-15	606.1	583.6	-22.5
	2015-16	612.8	591.2	-21.6
Mega Money	2011-12	90.8	92.3	1.6
	2012-13	91.9	94.4	2.4
	2013-14	92.1	94.8	2.7
	2014-15	91.4	94.1	2.7
	2015-16	90.6	93.3	2.7
Fantasy 5	2011-12	277.9	290.7	12.8
	2012-13	275.3	298.1	22.7
	2013-14	277.4	302.5	25.1
	2014-15	277.7	302.7	25.1
	2015-16	278.2	303.1	24.9
Cash 3	2011-12	305.6	314.7	9.1
	2012-13	309.4	321.1	11.7
	2013-14	312.0	324.7	12.7
	2014-15	311.8	325.0	13.2
	2015-16	311.6	325.3	13.6
Play 4	2011-12	246.5	244.7	-1.8
	2012-13	254.7	249.2	-5.5
	2013-14	262.3	254.8	-7.4
	2014-15	268.5	258.7	-9.8
	2015-16	275.4	263.3	-12.1
Raffle	2011-12	0.0	0.0	0.0
	2012-13	0.0	20.0	20.0
	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	17.7	-0.8
	2012-13	14.8	11.7	-3.1
	2013-14	14.9	9.1	-5.9
	2014-15	14.9	7.5	-7.4
	2015-16	14.9	6.6	-8.3
TOTAL	2011-12	4260.3	4449.9	189.6
	2012-13	4415.0	4678.3	263.3
	2013-14	4516.8	4769.9	253.0
	2014-15	4577.9	4824.8	246.8
	2015-16	4637.8	4884.7	246.9

EETF from Ticket sales	2011-12	1205.9	1264.0	58.1
	2012-13	1246.5	1306.6	60.2
	2013-14	1274.7	1329.4	54.7
	2014-15	1291.8	1344.1	52.2
	2015-16	1308.8	1360.6	51.8
Other Income	2011-12	14.0	14.0	0.0
	2012-13	15.0	14.0	-1.0
	2013-14	15.0	14.0	-1.0
	2014-15	15.0	14.0	-1.0
	2015-16	15.0	14.0	-1.0
80% unclaimed prizes	2011-12	44.5	32.4	-12.1
	2012-13	45.2	34.0	-11.2
	2013-14	45.7	34.7	-11.0
	2014-15	46.1	35.1	-11.0
	2015-16	46.5	35.6	-10.9
TOTAL EETF	2011-12	1264.4	1310.4	46.0
	2012-13	1306.7	1354.6	48.0
	2013-14	1335.4	1378.1	42.7
	2014-15	1352.9	1393.2	40.3
	2015-16	1370.3	1410.2	39.9

LOTTERY ESTIMATING CONFERENCE, July 2012
LOTTERY SALES PROJECTIONS
SUMMARY

Total Income			
	Post-Session 2012	Jul-12	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	4274.3	4463.9	189.6
2012-13	4430.0	4692.3	262.3
2013-14	4531.8	4783.9	252.0
2014-15	4592.9	4838.8	245.8
2015-16	4652.8	4898.7	245.9

To EETF *			
	Post-Session 2012	Jul-12	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	1264.4	1310.4	46.0
2012-13	1306.7	1354.6	48.0
2013-14	1335.4	1378.1	42.7
2014-15	1352.9	1393.2	40.3
2015-16	1370.3	1410.2	39.9

SCRATCH-OFF

Total Sales		
	Post-Session 2012	Jul-2012
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	2453.8	2567.0
2012-13	2543.9	2703.4
2013-14	2615.2	2783.0
2014-15	2658.6	2822.6
2015-16	2698.7	2865.0

Transfers to EETF		
	Post-Session 2012	Jul-2012
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	473.1	495.7
2012-13	490.0	507.6
2013-14	504.7	523.7
2014-15	513.9	531.7
2015-16	522.3	540.5

Per Capita Sales		
	Post-Session 2012	Jul-2012
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	129.3	135.2
2012-13	133.0	141.4
2013-14	135.3	144.0
2014-15	135.7	144.1
2015-16	135.7	144.1

Average Weekly Sales		
	Post-Session 2012	Jul-2012
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	47.2	49.4
2012-13	48.9	52.0
2013-14	50.3	53.5
2014-15	51.1	54.3
2015-16	51.9	55.1

Growth Rates		
2008-09	-12.9%	-12.9%
2009-10	0.7%	0.7%
2010-11	7.1%	7.1%
2011-12	10.3%	15.3%
2012-13	3.7%	5.3%
2013-14	2.8%	2.9%
2014-15	1.7%	1.4%
2015-16	1.5%	1.5%

POWERBALL (INCLUDING POWER PLAY)

Ticket Sales		
	Post-Session	
	2012	Jul-2012
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	486.4	503.7
2012-13	590.0	564.3
2013-14	600.2	576.6
2014-15	606.1	583.6
2015-16	612.8	591.2

Per Capita Sales		
	Post-Session	
	2012	Jul-2012
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	25.6	26.5
2012-13	30.9	29.5
2013-14	31.0	29.8
2014-15	30.9	29.8
2015-16	30.8	29.7

Average Weekly Sales		
	Post-Session	
	2012	Jul-2012
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	9.4	9.7
2012-13	11.3	10.9
2013-14	11.5	11.1
2014-15	11.7	11.2
2015-16	11.8	11.4

Growth Rates		
2008-09		
2009-10	86.0%	86.0%
2010-11	-9.5%	-9.5%
2011-12	23.8%	28.2%
2012-13	21.3%	12.0%
2013-14	1.7%	2.2%
2014-15	1.0%	1.2%
2015-16	1.1%	1.3%

*Annualized figures

LOTTO WITH XTRA

Ticket Sales		
	Post-Session 2012	Jul-2012
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	380.8	419.0
2012-13	334.9	416.1
2013-14	342.8	424.4
2014-15	348.8	430.5
2015-16	355.6	437.0

Per Capita Sales		
	Post-Session 2012	Jul-2012
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	20.1	22.1
2012-13	17.5	21.8
2013-14	17.7	22.0
2014-15	17.8	22.0
2015-16	17.9	22.0

Average Weekly Sales		
	Post-Session 2012	Jul-2012
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	7.3	8.1
2012-13	6.4	8.0
2013-14	6.6	8.2
2014-15	6.7	8.3
2015-16	6.8	8.4

Growth Rates		
2008-09	-16.5%	-16.5%
2009-10	-31.5%	-31.5%
2010-11	-7.7%	-7.7%
2011-12	-7.4%	1.9%
2012-13	-12.1%	-0.7%
2013-14	2.4%	2.0%
2014-15	1.8%	1.4%
2015-16	1.9%	1.5%

MEGA MONEY

Ticket Sales		
	Post-Session 2012	Jul-2012
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	92.3
2012-13	91.9	94.4
2013-14	92.1	94.8
2014-15	91.4	94.1
2015-16	90.6	93.3

Per Capita Sales		
	Post-Session 2012	Jul-2012
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	4.9
2012-13	4.8	4.9
2013-14	4.8	4.9
2014-15	4.7	4.8
2015-16	4.6	4.7

Average Weekly Sales		
	Post-Session 2012	Jul-2012
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	1.8
2012-13	1.8	1.8
2013-14	1.8	1.8
2014-15	1.8	1.8
2015-16	1.7	1.8

Growth Rates		
2008-09	-16.7%	-16.7%
2009-10	-9.9%	-9.9%
2010-11	-3.4%	-3.4%
2011-12	2.0%	3.8%
2012-13	1.3%	2.2%
2013-14	0.2%	0.5%
2014-15	-0.8%	-0.8%
2015-16	-0.8%	-0.8%

FANTASY 5 (INCLUDING EZ MATCH)

Ticket Sales		
	Post-Session	
	2012	Jul-2012
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	277.9	290.7
2012-13	275.3	298.1
2013-14	277.4	302.5
2014-15	277.7	302.7
2015-16	278.2	303.1

Per Capita Sales		
	Post-Session	
	2012	Jul-2012
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	15.3
2012-13	14.4	15.6
2013-14	14.3	15.6
2014-15	14.2	15.5
2015-16	14.0	15.2

Average Weekly Sales		
	Post-Session	
	2012	Jul-2012
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	5.6
2012-13	5.3	5.7
2013-14	5.3	5.8
2014-15	5.3	5.8
2015-16	5.4	5.8

Growth Rates		
2008-09	-7.2%	-7.2%
2009-10	-1.9%	-1.9%
2010-11	0.3%	0.3%
2011-12	-1.7%	2.8%
2012-13	-0.9%	2.6%
2013-14	0.7%	1.5%
2014-15	0.1%	0.1%
2015-16	0.2%	0.1%

CASH 3

Ticket Sales		
	Post-Session 2012	Jul-2012
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	305.6	314.7
2012-13	309.4	321.1
2013-14	312.0	324.7
2014-15	311.8	325.0
2015-16	311.6	325.3

Per Capita Sales		
	Post-Session 2012	Jul-2012
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	16.1	16.6
2012-13	16.2	16.8
2013-14	16.1	16.8
2014-15	15.9	16.6
2015-16	15.7	16.4

Average Weekly Sales		
	Post-Session 2012	Jul-2012
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	5.9	6.1
2012-13	6.0	6.2
2013-14	6.0	6.2
2014-15	6.0	6.2
2015-16	6.0	6.3

Growth Rates		
2008-09	-4.7%	-4.7%
2009-10	-5.0%	-5.0%
2010-11	3.0%	3.0%
2011-12	-2.4%	0.5%
2012-13	1.3%	2.0%
2013-14	0.8%	1.1%
2014-15	-0.1%	0.1%
2015-16	0.0%	0.1%

PLAY 4

Ticket Sales		
	Post-Session 2012	Jul-2012
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	246.5	244.7
2012-13	254.7	249.2
2013-14	262.3	254.8
2014-15	268.5	258.7
2015-16	275.4	263.3

Per Capita Sales		
	Post-Session 2012	Jul-2012
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	13.0	12.9
2012-13	13.3	13.0
2013-14	13.6	13.2
2014-15	13.7	13.2
2015-16	13.8	13.2

Average Weekly Sales		
	Post-Session 2012	Jul-2012
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	4.9	4.8
2013-14	5.0	4.9
2014-15	5.2	5.0
2015-16	5.3	5.1

Growth Rates		
2008-09	4.8%	4.8%
2009-10	-1.6%	-1.6%
2010-11	0.3%	0.3%
2011-12	4.6%	3.8%
2012-13	3.3%	1.8%
2013-14	3.0%	2.2%
2014-15	2.4%	1.5%
2015-16	2.5%	1.8%

Raffle

Ticket Sales		
	Post-Session 2012	Jul-2012
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	20.0
2013-14	0.0	0.0
2014-15	0.0	0.0
2015-16	0.0	0.0

Per Capita Sales		
	Post-Session 2012	Jul-2012
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	1.0
2013-14	0.0	0.0
2014-15	0.0	0.0
2015-16	0.0	0.0

Average Weekly Sales		
	Post-Session 2012	Jul-2012
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	0.4
2013-14	0.0	0.0
2014-15	0.0	0.0
2015-16	0.0	0.0

Lucky Lines

Ticket Sales		
	Post-Session	
	2012	Jul-2012
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	17.7
2012-13	14.8	11.7
2013-14	14.9	9.1
2014-15	14.9	7.5
2015-16	14.9	6.6

Per Capita Sales		
	Post-Session	
	2012	Jul-2012
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	0.9
2012-13	0.8	0.6
2013-14	0.8	0.5
2014-15	0.8	0.4
2015-16	0.8	0.3

Average Weekly Sales		
	Post-Session	
	2012	Jul-2012
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	0.3
2012-13	0.3	0.2
2013-14	0.3	0.2
2014-15	0.3	0.1
2015-16	0.3	0.1

Growth Rates		
2008-09		
2009-10		
2010-11		
2011-12	-59.2%	-61.0%
2012-13	-20.0%	-34.1%
2013-14	0.9%	-22.2%
2014-15	0.0%	-17.1%
2015-16	0.0%	-12.1%

ON-LINE SALES

Ticket Sales		
	Post-Session 2012	Jul-2012
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	1806.5	1882.9
2012-13	1871.1	1974.9
2013-14	1901.6	1986.9
2014-15	1919.3	2002.1
2015-16	1939.1	2019.7

Transfers to EETF		
	Post-Session 2012	Jul-2012
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	732.8	768.3
2012-13	756.5	799.0
2013-14	770.0	805.7
2014-15	777.9	812.4
2015-16	786.6	820.1

Per Capita Sales		
	Post-Session 2012	Jul-2012
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	95.2	99.2
2012-13	97.8	103.3
2013-14	98.4	102.8
2014-15	98.0	102.2
2015-16	97.5	101.6

Average Weekly Sales		
	Post-Session	Jul-2012
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	34.7	36.2
2012-13	36.0	38.0
2013-14	36.6	38.2
2014-15	36.9	38.5
2015-16	37.3	38.8

Growth Rates		
2008-09	3.8%	3.8%
2009-10	-2.8%	-2.8%
2010-11	-2.2%	-2.2%
2011-12	1.3%	5.6%
2012-13	3.6%	4.9%
2013-14	1.6%	0.6%
2014-15	0.9%	0.8%
2015-16	1.0%	0.9%

TOTAL TICKET SALES

Ticket Sales		
	Post-Session 2012	Jul-2012
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	4260.3	4449.9
2012-13	4415.0	4678.3
2013-14	4516.8	4769.9
2014-15	4577.9	4824.8
2015-16	4637.8	4884.7

Per Capita Sales		
	Post-Session 2012	Jul-2012
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	224.4	234.4
2012-13	230.9	244.6
2013-14	233.7	246.8
2014-15	233.6	246.2
2015-16	233.2	245.6

Average Weekly Sales		
	Post-Session 2012	Jul-2012
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	81.9	85.6
2012-13	84.9	90.0
2013-14	86.9	91.7
2014-15	88.0	92.8
2015-16	89.2	93.9

Growth Rates		
2008-09	-5.7%	-5.7%
2009-10	-1.0%	-1.0%
2010-11	2.8%	2.8%
2011-12	6.3%	11.0%
2012-13	3.6%	5.1%
2013-14	2.3%	2.0%
2014-15	1.4%	1.2%
2015-16	1.3%	1.2%

Factors Affecting EETF Transfers

	2011-12		2012-13		2013-14		2014-15		2015-16	
	Post-Session 2012	Jul-12	Post-Session 2012	Jul-12	Post-Session 2012	Jul-12	Post-Session 2012	Jul-12	Post-Session 2012	Jul-12
Prize Percentage Scratch-off	71.75%	71.78%	71.75%	72.35%	71.75%	72.35%	71.75%	72.35%	71.75%	72.35%
Prize Percentage On-line	50.67%	50.49%	50.59%	50.71%	50.57%	50.66%	50.55%	50.66%	50.54%	50.66%
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	\$ 72.906	\$ 75.486	\$ 75.436	\$ 75.486	\$ 75.436	\$ 75.486	\$ 75.436	\$ 75.486	\$ 75.436
Vendor Rate Scratch-off	1.69%	1.67%	1.68%	1.66%	1.68%	1.65%	1.67%	1.65%	1.67%	1.64%
Vendor Rate On-line	1.49%	1.47%	1.67%	1.62%	1.67%	1.61%	1.67%	1.60%	1.67%	1.59%