

**Revenue Estimating Conference**  
**Lottery Ticket Sales and EETF Transfers**  
**Executive Summary**  
**July 27, 2022**

The Revenue Estimating Conference reviewed the ticket sales and transfers that have occurred since the last conference held in January 2022. Final ticket sales for FY 2021-22 were just over \$9.32 billion, which was \$370.3 million or 4.1% higher than the expectation in January. The associated transfer to the Educational Enhancement Trust Fund (EETF) topped \$2.38 billion for the year, which was a gain of \$199.5 million to the estimate or 9.1%. Based on this information, the Conference adopted a revised forecast for the 2022-23 through 2026-27 fiscal years and added FY 2027-28 to the forecast window.

Despite the strong showing in FY 2021-22, the softening economy and pressures on disposable personal income provided some hints that sales were starting to slow at the end of the year. The forecast for ticket sales in FY 2022-23 falls below the level achieved last year, leading to a -1.0 percent decline, year-over-year. FY 2023-24 stays essentially flat, with only 0.2% growth. Thereafter, annual growth picks up, starting with 1.2% growth in FY 2024-25 and then gradually declining to 0.9% at the end of the forecast period. Much of this slowing was anticipated at the prior conference, so the dollar impact after the current year stays fairly stable with an actual average gain of \$151 million per year. Derived from the mix of ticket sales among games, the associated transfers to EETF were essentially unchanged from the prior forecast with the exception of the current year which has an increase to the estimate of \$30.8 million.

In this regard, instant ticket sales are expected to reach 76.7% of all sales by FY 2027-28. After transfers for prizes, fees, administrative expenses, and unclaimed prizes, net transfers to the EETF equal approximately 38.10% of terminal game ticket sales and 18.48% of scratch-off ticket sales. While both instant and terminal games are expected to see lower ticket sales in the current year compared to last year, most of the impact hits the terminal games. Only two games counter this trend. First, Mega Millions was benefitting from a strong rollover and building jackpot as the Conference met, prompting the principals to adopt a higher than normal forecast for the year. The second exception was made for the newest game, Cash Pop, which was introduced at the beginning of 2022 calendar year. Because it only existed for a partial year in FY 2021-22, operation over a full year produces strong positive growth rates.

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

**LOTTERY ESTIMATING CONFERENCE, July 2022**  
**LOTTERY SALES PROJECTIONS**  
**SUMMARY**

**Ticket Sales**

	<b>Jan 2022</b>	<b>July 2022</b>	<b>Diff.</b>
2017-18	6701.1	6701.1	0.0
2018-19	7151.2	7151.2	0.0
2019-20	7505.1	7505.1	0.0
2020-21	9076.2	9076.2	0.0
2021-22	8954.4	9324.6	370.3
2022-23	8903.4	9233.7	330.3
2023-24	9101.0	9252.6	151.7
2024-25	9206.4	9362.5	156.1
2025-26	9309.1	9460.6	151.5
2026-27	9408.3	9552.9	144.6
2027-28	0	9639.2	

**Other Income**

	<b>Jan 2022</b>	<b>July 2022</b>	<b>Diff.</b>
2017-18	13.4	13.4	0.0
2018-19	16.0	16.0	0.0
2019-20	20.8	20.8	0.0
2020-21	14.8	14.8	0.0
2021-22	14.2	10.6	-3.6
2022-23	14.3	14.3	0.0
2023-24	14.4	14.4	0.0
2024-25	14.5	14.5	0.0
2025-26	14.6	14.6	0.0
2026-27	14.7	14.7	0.0
2027-28	0	14.8	

**Unclaimed Prizes**

	<b>Jan 2022</b>	<b>July 2022</b>	<b>Diff.</b>
2017-18	55.3	55.3	0.0
2018-19	58.3	58.3	0.0
2019-20	56.0	56.0	0.0
2020-21	34.2	34.2	0.0
2021-22	58.2	135.2	77.0
2022-23	57.8	70.5	12.7
2023-24	59.2	70.7	11.5
2024-25	59.9	71.6	11.7
2025-26	60.6	72.4	11.8
2026-27	61.2	73.1	11.9
2027-28	0	73.8	

**Distribution to EETF from Lottery Receipts**

	<b>Jan 2022</b>	<b>July 2022</b>	<b>Diff.</b>
2017-18	1760.0	1760.0	0.0
2018-19	1917.6	1917.6	0.0
2019-20	1851.5	1851.5	0.0
2020-21	2246.0	2246.0	0.0
2021-22	2182.5	2382.0	199.5
2022-23	2176.7	2207.5	30.8
2023-24	2249.4	2252.6	3.2
2024-25	2241.5	2243.1	1.6
2025-26	2265.4	2264.5	-0.9
2026-27	2287.3	2283.6	-3.7
2027-28	0	2297.4	