

Revenue Estimating Conference Lottery Sales Executive Summary

July 14, 2014

The Revenue Estimating Conference reviewed Lottery revenues on July 14, 2014, and decreased the overall forecast from the one adopted in February. Expected distributions to the Educational Enhancement Trust Fund (EETF) were \$22.2 million less than expected for Fiscal Year 2013-14 and are projected to be \$25.6 to \$50.5 million less than previously forecasted in subsequent fiscal years. The forecast for total ticket sales was decreased from the February estimate by approximately \$65.6 to \$144.4 million for fiscal years 2014-15 through 2018-19. The growth rates vary across games based on historical sales data and trends, but most of the decline in the estimate is due to lower projections for Powerball and Lotto ticket sales.

Scratch-off ticket sales have seen very strong and consistent growth recently, with growth rates of 15.3%, 18.0%, and 12.8% in Fiscal Years 2011-12, 2012-13, and 2013-14, respectively. Scratch-off ticket sales were right on estimate for Fiscal Year 2013-14, but sales appeared to weaken slightly in the last two months. As a result, scratch-off sales are projected to continue to grow, but at slightly lower rates than in the previous forecast. The growth in scratch-off ticket sales is largely the result of introducing both new games and full service vending machines at many retail locations throughout the state.

The forecast for Mega Millions was decreased by about \$7 million each fiscal year, reflecting the relatively stable weekly sales levels that have been seen since there was a major game change implemented in October 2013. The projections for Powerball were decreased substantially from the prior forecast. The new estimates are approximately \$45 million lower than the February estimates in each fiscal year. It appears that Powerball has been adversely affected by the increased competition from Mega Millions, as Mega Millions generates much larger jackpots now relative to when it was introduced in May 2013. In addition, there seems to be an emerging trend that ticket purchasers are less responsive to jackpot size. This results in relatively stable sales from week to week, as very large jackpot amounts are needed to generate substantial excess ticket sales.

Mega Money was renamed Lucky Money effective July 2, 2014, and along with the name change received advertising support and an EZ Match game enhancement. As a result, the conference increased the estimate for this game by \$8.4 million for Fiscal Year 2014-15, as these changes are expected to boost sales, and differentiate the game from the similarly named Mega Millions. Mega Money ticket sales are expected to grow slowly at around half a percent each year thereafter.

The forecast for Lotto ticket sales was decreased by \$15 million for Fiscal Year 2014-15 to reflect the recent activity level. Lotto ticket sales have been trending downward for many years, and the new forecast expects continued declines through Fiscal Year 2019-20. Fantasy Five and Cash 3 ticket sales were revised upward slightly, based on positive performance for the last fiscal year and relatively stable historical trends. The Play 4 estimate was increased by approximately \$10 million each fiscal year as ticket sales are expected to increase as a result of a new game enhancement.

The projections for non-ticket income were decreased from \$12.6 to \$11.0 million each fiscal year. The forecast for unclaimed prizes available for transfer to EETF was decreased slightly by about half a million each fiscal year from the previous forecast due to the lower level of projected ticket sales.

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

Summary of All Games				
		Feb 2014	July 2014	Difference
Scratch-off	2014-15	3576.5	3552.1	-24.4
	2015-16	3689.2	3658.7	-30.6
	2016-17	3781.5	3731.9	-49.6
	2017-18	3857.1	3784.1	-73.0
	2018-19	3910.0	3837.1	-72.9
	2019-20		3890.8	
Lotto	2014-15	357.1	342.1	-14.9
	2015-16	362.1	337.0	-25.1
	2016-17	367.2	333.6	-33.6
	2017-18	372.4	330.3	-42.1
	2018-19	377.4	327.8	-49.6
	2019-20		325.4	
Powerball	2014-15	506.9	462.7	-44.2
	2015-16	514.1	469.2	-44.9
	2016-17	521.4	475.8	-45.6
	2017-18	528.6	482.4	-46.2
	2018-19	535.8	489.2	-46.6
	2019-20		495.4	
Mega Millions	2014-15	153.1	146.2	-6.9
	2015-16	155.2	148.3	-6.9
	2016-17	157.4	150.4	-7.0
	2017-18	159.6	152.5	-7.1
	2018-19	161.8	154.6	-7.2
	2019-20		156.7	
Lucky Money	2014-15	80.2	88.6	8.4
	2015-16	80.2	89.2	9.0
	2016-17	80.0	89.7	9.7
	2017-18	79.8	90.1	10.3
	2018-19	79.5	90.6	11.1
	2019-20		91.0	
Fantasy 5	2014-15	288.8	291.7	2.9
	2015-16	289.3	293.8	4.5
	2016-17	290.2	295.4	5.2
	2017-18	290.8	296.8	6.0
	2018-19	291.4	298.0	6.6
	2019-20		299.0	
Cash 3	2014-15	340.7	344.2	3.5
	2015-16	345.5	349.1	3.6
	2016-17	350.4	354.0	3.6
	2017-18	355.3	359.0	3.7
	2018-19	360.1	363.8	3.7
	2019-20		368.6	
Play 4	2014-15	254.7	264.7	10.0
	2015-16	258.3	268.4	10.1
	2016-17	262.0	272.2	10.2
	2017-18	265.6	276.0	10.4
	2018-19	269.3	279.8	10.5
	2019-20		283.5	
TOTAL	2014-15	5558.0	5492.3	-65.6
	2015-16	5694.0	5613.6	-80.3
	2016-17	5810.1	5702.9	-107.2
	2017-18	5909.2	5771.2	-138.0
	2018-19	5985.3	5840.8	-144.4
	2019-20		5910.3	
EETF Receipts from Ticket Sales	2014-15	1461.5	1438.1	-23.5
	2015-16	1489.7	1460.5	-29.2
	2016-17	1522.8	1486.2	-36.6
	2017-18	1547.7	1504.1	-43.7
	2018-19	1599.7	1551.8	-47.9
	2019-20		1572.8	
Other Income	2014-15	12.6	11.0	-1.6
	2015-16	12.6	11.0	-1.6
	2016-17	12.6	11.0	-1.6
	2017-18	12.6	11.0	-1.6
	2018-19	12.6	11.0	-1.6
	2019-20		11.0	
80% unclaimed prizes	2014-15	41.7	41.1	-0.5
	2015-16	42.7	42.2	-0.5
	2016-17	43.6	42.9	-0.7
	2017-18	44.4	43.4	-0.9
	2018-19	45.0	44.0	-1.0
	2019-20		44.5	
Distribution to EETF from Lottery Receipts	2014-15	1515.8	1490.2	-25.6
	2015-16	1545.0	1513.7	-31.3
	2016-17	1579.0	1540.1	-38.9
	2017-18	1604.7	1558.5	-46.2
	2018-19	1657.3	1606.8	-50.5
	2019-20		1628.3	

Consensus Estimating Conference on Lottery

July 14, 2014

LOTTERY ESTIMATING CONFERENCE, July 14, 2014
LOTTERY SALES PROJECTIONS
SUMMARY

Ticket Sales

	Feb 2014	July 2014	Diff.
2013-14	5378.4	5368.2	-10.1
2014-15	5558.0	5492.3	-65.6
2015-16	5694.0	5613.6	-80.3
2016-17	5810.1	5702.9	-107.2
2017-18	5909.2	5771.2	-138.0
2018-19	5985.3	5840.8	-144.4
2019-20		5910.3	

Other Income

	Feb 2014	July 2014	Diff.
2013-14	12.4	9.8	-2.6
2014-15	12.6	11.0	-1.6
2015-16	12.6	11.0	-1.6
2016-17	12.6	11.0	-1.6
2017-18	12.6	11.0	-1.6
2018-19	12.6	11.0	-1.6
2019-20		11.0	

Unclaimed Prizes

	Feb 2014	July 2014	Diff.
2013-14	40.0	33.5	-6.5
2014-15	41.7	41.1	-0.5
2015-16	42.7	42.2	-0.5
2016-17	43.6	42.9	-0.7
2017-18	44.4	43.4	-0.9
2018-19	45.0	44.0	-1.0
2019-20		44.5	

Distribution to EETF from Lottery Receipts*

	Feb 2014	July 2014	Diff.
2013-14	1485.5	1463.3	-22.2
2014-15	1515.8	1490.2	-25.6
2015-16	1545.0	1513.7	-31.3
2016-17	1579.0	1540.1	-38.9
2017-18	1604.7	1558.5	-46.2
2018-19	1657.3	1606.8	-50.5
2019-20		1628.3	

* The conference has changed the methodology for estimating Lottery distributions to EETF. The change is described on page 16.

SCRATCH-OFF

Total Sales		
	Feb 2014	July 2014
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	3406.2	3417.1
2014-15	3576.5	3552.1
2015-16	3689.2	3658.7
2016-17	3781.5	3731.9
2017-18	3857.1	3784.1
2018-19	3910.0	3837.1
2019-20		3890.8

Due to EETF from Ticket Sales		
	Feb 2014	July 2014
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	638.2	639.5
2014-15	663.2	658.2
2015-16	686.1	676.9
2016-17	705.0	692.0
2017-18	720.8	703.5
2018-19	731.3	713.9
2019-20		724.5

Per Capita Sales		
	Feb 2014	July 2014
1997-98	38.5	38.6
1998-99	38.3	38.4
1999-00	35.8	35.9
2000-01	39.4	39.5
2001-02	40.0	40.1
2002-03	63.6	63.7
2003-04	78.6	78.8
2004-05	104.3	104.6
2005-06	116.3	116.6
2006-07	124.3	124.5
2007-08	127.5	127.6
2008-09	110.6	110.6
2009-10	110.7	110.8
2010-11	117.9	118.0
2011-12	134.9	135.1
2012-13	157.6	157.8
2013-14	175.6	176.2
2014-15	182.1	180.8
2015-16	185.2	183.7
2016-17	187.2	184.7
2017-18	188.3	184.7
2018-19	188.3	184.8
2019-20		184.9

Average Weekly Sales		
	Feb 2014	July 2014
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	65.5	65.7
2014-15	68.8	68.3
2015-16	70.9	70.4
2016-17	72.7	71.8
2017-18	74.2	72.8
2018-19	75.2	73.8
2019-20		74.8

Growth Rates		
	Feb 2014	July 2014
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	12.5%	12.8%
2014-15	5.0%	4.0%
2015-16	3.2%	3.0%
2016-17	2.5%	2.0%
2017-18	2.0%	1.4%
2018-19	1.4%	1.4%
2019-20		1.4%

Average Weekly Sales		
	Feb 2014	July 2014
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	65.5	65.7
2014-15	68.8	68.3
2015-16	70.9	70.4
2016-17	72.7	71.8
2017-18	74.2	72.8
2018-19	75.2	73.8
2019-20		74.8

POWERBALL (INCLUDING POWER PLAY)

Ticket Sales		
	Feb 2014	July 2014
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	503.7	503.7
2012-13	654.3	654.3
2013-14	500.2	469.3
2014-15	506.9	462.7
2015-16	514.1	469.2
2016-17	521.4	475.8
2017-18	528.6	482.4
2018-19	535.8	489.2
2019-20		495.4

Per Capita Sales		
	Feb 2014	July 2014
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	26.5	26.5
2012-13	34.0	34.1
2013-14	25.8	24.2
2014-15	25.8	23.6
2015-16	25.8	23.6
2016-17	25.8	23.5
2017-18	25.8	23.5
2018-19	25.8	23.6
2019-20		23.5

Average Weekly Sales		
	Feb 2014	July 2014
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	9.7	9.7
2012-13	12.6	12.6
2013-14	9.6	9.0
2014-15	9.7	8.9
2015-16	9.9	9.0
2016-17	10.0	9.1
2017-18	10.2	9.3
2018-19	10.3	9.4
2019-20		9.5

Growth Rates		
	Feb 2014	July 2014
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	-23.5%	-28.3%
2014-15	1.3%	-1.4%
2015-16	1.4%	1.4%
2016-17	1.4%	1.4%
2017-18	1.4%	1.4%
2018-19	1.4%	1.4%
2019-20		1.3%

*Annualized figures

Mega Millions

Ticket Sales		
	Feb 2014	July 2014
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		
2011-12		
2012-13	16.7	16.7
2013-14	165.3	167.6
2014-15	153.1	146.2
2015-16	155.2	148.3
2016-17	157.4	150.4
2017-18	159.6	152.5
2018-19	161.8	154.6
2019-20		156.7

Per Capita Sales		
	Feb 2014	July 2014
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		
2011-12		
2012-13	0.9	0.9
2013-14	8.5	8.6
2014-15	7.8	7.4
2015-16	7.8	7.4
2016-17	7.8	7.4
2017-18	7.8	7.4
2018-19	7.8	7.4
2019-20		7.4

Average Weekly Sales		
	Feb 2014	July 2014
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		
2011-12		
2012-13	0.3	0.3
2013-14	3.2	3.2
2014-15	2.9	2.8
2015-16	3.0	2.9
2016-17	3.0	2.9
2017-18	3.1	2.9
2018-19	3.1	3.0
2019-20		3.0

Growth Rates		
2013-14	n/a	
2014-15	-7.4%	-12.8%
2015-16	1.4%	1.4%
2016-17	1.4%	1.4%
2017-18	1.4%	1.4%
2018-19	1.4%	1.4%
2019-20		1.3%

LOTTO WITH XTRA

Ticket Sales		
	Feb 2014	July 2014
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	419.0	419.0
2012-13	352.4	352.4
2013-14	354.5	349.1
2014-15	357.1	342.1
2015-16	362.1	337.0
2016-17	367.2	333.6
2017-18	372.4	330.3
2018-19	377.4	327.8
2019-20		325.4

Per Capita Sales		
	Feb 2014	July 2014
1996-97	48.5	48.7
1997-98	46.9	47.0
1998-99	47.6	47.8
1999-00	54.5	54.6
2000-01	52.1	52.2
2001-02	48.5	48.6
2002-03	54.8	54.9
2003-04	45.5	45.6
2004-05	39.0	39.1
2005-06	46.2	46.3
2006-07	40.0	40.1
2007-08	41.9	42.0
2008-09	34.8	34.9
2009-10	23.8	23.8
2010-11	21.8	21.8
2011-12	22.0	22.0
2012-13	18.3	18.4
2013-14	18.3	18.0
2014-15	18.2	17.4
2015-16	18.2	16.9
2016-17	18.2	16.5
2017-18	18.2	16.1
2018-19	18.2	15.8
2019-20		15.5

Average Weekly Sales		
	Feb 2014	July 2014
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	8.1	8.1
2012-13	6.8	6.8
2013-14	6.8	6.7
2014-15	6.9	6.6
2015-16	7.0	6.5
2016-17	7.1	6.4
2017-18	7.2	6.4
2018-19	7.3	6.3
2019-20		6.3

Growth Rates		
	Feb 2014	July 2014
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	0.6%	-0.9%
2014-15	0.7%	-2.0%
2015-16	1.4%	-1.5%
2016-17	1.4%	-1.0%
2017-18	1.4%	-1.0%
2018-19	1.4%	-0.7%
2019-20		-0.7%

LUCKY MONEY* (Including EZ Match)*

Ticket Sales			Per Capita Sales			Average Weekly Sales		
	Feb 2014	July 2014		Feb 2014	July 2014		Feb 2014	July 2014
1996-97			1996-97			1996-97		
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	7.6	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	5.9	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	79.9	79.5	2013-14	4.1	4.1	2013-14	1.5	1.5
2014-15	80.2	88.6	2014-15	4.1	4.5	2014-15	1.5	1.7
2015-16	80.2	89.2	2015-16	4.0	4.5	2015-16	1.5	1.7
2016-17	80.0	89.7	2016-17	4.0	4.4	2016-17	1.5	1.7
2017-18	79.8	90.1	2017-18	3.9	4.4	2017-18	1.5	1.7
2018-19	79.5	90.6	2018-19	3.8	4.4	2018-19	1.5	1.7
2019-20		91.0	2019-20		4.3	2019-20		1.8

Growth Rates		
	Feb 2014	July 2014
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	-10.7%	-11.2%
2014-15	0.4%	11.5%
2015-16	0.0%	0.6%
2016-17	-0.2%	0.6%
2017-18	-0.3%	0.5%
2018-19	-0.4%	0.5%
2019-20		0.5%

*Formerly Mega Money. Name Change effective July 2014.

*EZ Match added at same time as name change.

FANTASY 5 (Including EZ Match)

Ticket Sales		
	Feb 2014	July 2014
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	290.7	290.7
2012-13	281.5	281.5
2013-14	284.5	288.2
2014-15	288.8	291.7
2015-16	289.3	293.8
2016-17	290.2	295.4
2017-18	290.8	296.8
2018-19	291.4	298.0
2019-20		299.0

Per Capita Sales		
	Feb 2014	July 2014
1996-97	18.3	18.4
1997-98	16.2	16.3
1998-99	15.6	15.7
1999-00	13.6	13.7
2000-01	11.8	11.8
2001-02	17.7	17.7
2002-03	15.4	15.4
2003-04	15.0	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	14.6	14.7
2013-14	14.7	14.9
2014-15	14.7	14.8
2015-16	14.5	14.7
2016-17	14.4	14.6
2017-18	14.2	14.5
2018-19	14.0	14.3
2019-20		14.2

Average Weekly Sales		
	Feb 2014	July 2014
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	5.6	5.6
2012-13	5.4	5.4
2013-14	5.5	5.5
2014-15	5.6	5.6
2015-16	5.6	5.7
2016-17	5.6	5.7
2017-18	5.6	5.7
2018-19	5.6	5.7
2019-20		5.8

Growth Rates		
	Feb 2014	July 2014
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	1.1%	2.4%
2014-15	1.5%	1.2%
2015-16	0.2%	0.8%
2016-17	0.3%	0.5%
2017-18	0.2%	0.5%
2018-19	0.2%	0.4%
2019-20		0.3%

CASH 3

Ticket Sales		
	Feb 2014	July 2014
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	314.7	314.7
2012-13	324.5	324.5
2013-14	336.3	339.6
2014-15	340.7	344.2
2015-16	345.5	349.1
2016-17	350.4	354.0
2017-18	355.3	359.0
2018-19	360.1	363.8
2019-20		368.6

Per Capita Sales		
	Feb 2014	July 2014
1996-97	20.8	20.9
1997-98	20.7	20.8
1998-99	21.9	22.0
1999-00	20.1	20.1
2000-01	20.1	20.2
2001-02	19.9	20.0
2002-03	19.5	19.6
2003-04	20.2	20.3
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	17.2
2009-10	16.2	16.2
2010-11	16.6	16.6
2011-12	16.5	16.6
2012-13	16.9	16.9
2013-14	17.3	17.5
2014-15	17.3	17.5
2015-16	17.3	17.5
2016-17	17.3	17.5
2017-18	17.3	17.5
2018-19	17.3	17.5
2019-20		17.5

Average Weekly Sales		
	Feb 2014	July 2014
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	6.1	6.1
2012-13	6.2	6.2
2013-14	6.5	6.5
2014-15	6.6	6.6
2015-16	6.6	6.7
2016-17	6.7	6.8
2017-18	6.8	6.9
2018-19	6.9	7.0
2019-20		7.1

Growth Rates		
2008-09	-4.7%	-4.7%
2009-10	-5.0%	-5.0%
2010-11	3.0%	3.0%
2011-12	0.5%	0.5%
2012-13	3.1%	3.1%
2013-14	3.6%	4.7%
2014-15	1.3%	1.3%
2015-16	1.4%	1.4%
2016-17	1.4%	1.4%
2017-18	1.4%	1.4%
2018-19	1.4%	1.3%
2019-20		1.3%

PLAY 4

Ticket Sales		
	Feb 2014	July 2014
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	244.7	244.7
2012-13	244.1	244.1
2013-14	251.5	257.8
2014-15	254.7	264.7
2015-16	258.3	268.4
2016-17	262.0	272.2
2017-18	265.6	276.0
2018-19	269.3	279.8
2019-20		283.5

Per Capita Sales		
	Feb 2014	July 2014
1996-97	10.2	10.2
1997-98	10.5	10.6
1998-99	10.9	11.0
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	11.2
2004-05	11.7	11.7
2005-06	11.9	12.0
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	12.9	12.9
2012-13	12.7	12.7
2013-14	13.0	13.3
2014-15	13.0	13.5
2015-16	13.0	13.5
2016-17	13.0	13.5
2017-18	13.0	13.5
2018-19	13.0	13.5
2019-20		13.5

Average Weekly Sales		
	Feb 2014	July 2014
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	4.7
2013-14	4.8	5.0
2014-15	4.9	5.1
2015-16	5.0	5.2
2016-17	5.0	5.2
2017-18	5.1	5.3
2018-19	5.2	5.4
2019-20		5.5

Growth Rates		
2008-09	4.8%	4.8%
2009-10	-1.6%	-1.6%
2010-11	0.3%	0.3%
2011-12	3.8%	3.8%
2012-13	-0.2%	-0.2%
2013-14	3.0%	5.6%
2014-15	1.3%	2.7%
2015-16	1.4%	1.4%
2016-17	1.4%	1.4%
2017-18	1.4%	1.4%
2018-19	1.4%	1.4%
2019-20		1.3%

Raffle

	Ticket Sales	Per Capita Sales	Average Weekly Sales
2006-07	72.5	4.0	1.4
2007-08	30.8	1.7	0.6
2008-09	41.3	2.2	0.8
2009-10	29.3	1.6	0.6
2010-11	12.6	0.7	0.2
2011-12	0.0	0.0	0.0
2012-13	12.9	0.7	0.2

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

TERMINAL GAME SALES

Ticket Sales		
	Feb 2014	July 2014
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	1882.9	1882.9
2012-13	1984.5	1984.5
2013-14	1972.2	1951.1
2014-15	1981.5	1940.2
2015-16	2004.7	1955.0
2016-17	2028.6	1971.1
2017-18	2052.1	1987.1
2018-19	2075.3	2003.8
2019-20		2019.5

Due to EETF from Ticket Sales		
	Feb 2014	July 2014
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	769.7	769.7
2012-13	796.5	796.5
2013-14	799.3	784.5
2014-15	802.6	784.4
2015-16	812.7	792.0
2016-17	822.9	799.2
2017-18	833.1	806.0
2018-19	842.9	813.3
2019-20		820.2

Per Capita Sales		
	Feb 2014	July 2014
1997-98	96.8	97.0
1998-99	97.0	97.3
1999-00	105.8	106.1
2000-01	100.8	101.0
2001-02	102.3	102.6
2002-03	106.2	106.5
2003-04	99.2	99.5
2004-05	92.0	92.3
2005-06	101.3	101.5
2006-07	100.0	100.2
2007-08	97.2	97.3
2008-09	100.4	100.4
2009-10	97.1	97.2
2010-11	94.4	94.5
2011-12	98.9	99.1
2012-13	103.3	103.4
2013-14	101.7	100.6
2014-15	100.9	98.8
2015-16	100.6	98.1
2016-17	100.4	97.6
2017-18	100.2	97.0
2018-19	100.0	96.5
2019-20		96.0

Average Weekly Sales		
	Feb 2014	July 2014
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	36.2	36.2
2012-13	38.2	38.2
2013-14	37.9	37.5
2014-15	38.1	37.3
2015-16	38.6	37.6
2016-17	39.0	37.9
2017-18	39.5	38.2
2018-19	39.9	38.5
2019-20		38.8

Growth Rates		
	Feb 2014	July 2014
2009-10	-2.8%	-2.8%
2010-11	-2.2%	-2.2%
2011-12	5.6%	5.6%
2012-13	5.4%	5.4%
2013-14	-0.6%	-1.7%
2014-15	0.5%	-0.6%
2015-16	1.2%	0.8%
2016-17	1.2%	0.8%
2017-18	1.2%	0.8%
2018-19	1.1%	0.8%
2019-20		0.8%

Average Weekly Sales		
	Feb 2014	July 2014
2009-10	35.0	35.0
2010-11	34.3	34.3
2011-12	36.2	36.2
2012-13	38.2	38.2
2013-14	37.9	37.5
2014-15	38.1	37.3
2015-16	38.6	37.6
2016-17	39.0	37.9
2017-18	39.5	38.2
2018-19	39.9	38.5
2019-20		38.8

TOTAL TICKET SALES

Ticket Sales		
	Feb 2014	July 2014
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	4449.9	4449.9
2012-13	5013.0	5013.0
2013-14	5378.4	5368.2
2014-15	5558.0	5492.3
2015-16	5694.0	5613.6
2016-17	5810.1	5702.9
2017-18	5909.2	5771.2
2018-19	5985.3	5840.8
2019-20		5910.3

Per Capita Sales		
	Feb 2014	July 2014
1996-97	139.3	139.7
1997-98	135.2	135.6
1998-99	135.4	135.8
1999-00	141.6	142.0
2000-01	140.2	140.5
2001-02	142.4	142.7
2002-03	169.8	170.2
2003-04	177.8	178.3
2004-05	196.3	196.9
2005-06	217.5	218.1
2006-07	224.3	224.7
2007-08	224.7	224.9
2008-09	210.9	211.0
2009-10	207.8	208.0
2010-11	212.3	212.5
2011-12	233.8	234.1
2012-13	260.8	261.3
2013-14	277.3	276.8
2014-15	282.9	279.6
2015-16	285.9	281.8
2016-17	287.6	282.3
2017-18	288.5	281.7
2018-19	288.3	281.2
2019-20		280.8

Average Weekly Sales		
	Feb 2014	July 2014
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	85.6	85.6
2012-13	96.4	96.4
2013-14	103.4	103.2
2014-15	106.9	105.6
2015-16	109.5	108.0
2016-17	111.7	109.7
2017-18	113.6	111.0
2018-19	115.1	112.3
2019-20		113.7

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	7.3%	7.1%
2014-15	3.3%	2.3%
2015-16	2.4%	2.2%
2016-17	2.0%	1.6%
2017-18	1.7%	1.2%
2018-19	1.3%	1.2%
2019-20		1.2%

Scratch-off Ticket Sales		
	Feb 2014	July 2014
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	2567.0	2567.0
2012-13	3028.5	3028.5
2013-14	3406.2	3417.1
2014-15	3576.5	3552.1
2015-16	3689.2	3658.7
2016-17	3781.5	3731.9
2017-18	3857.1	3784.1
2018-19	3910.0	3837.1
2019-20		3890.8

Terminal Games Ticket Sales		
	Feb 2014	July 2014
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	1882.9	1882.9
2012-13	1984.5	1984.5
2013-14	1972.2	1951.1
2014-15	1981.5	1940.2
2015-16	2004.7	1955.0
2016-17	2028.6	1971.1
2017-18	2052.1	1987.1
2018-19	2075.3	2003.8
2019-20		2019.5

Total Ticket Sales		
	Feb 2014	July 2014
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	4449.9	4449.9
2012-13	5013.0	5013.0
2013-14	5378.4	5368.2
2014-15	5558.0	5492.3
2015-16	5694.0	5613.6
2016-17	5810.1	5702.9
2017-18	5909.2	5771.2
2018-19	5985.3	5840.8
2019-20		5910.3

Scratch-off - percent of total		
	Feb 2014	July 2014
1996-97	29.8%	29.8%
1997-98	28.5%	28.5%
1998-99	28.3%	28.3%
1999-00	25.3%	25.3%
2000-01	28.1%	28.1%
2001-02	28.1%	28.1%
2002-03	37.4%	37.4%
2003-04	44.2%	44.2%
2004-05	53.1%	53.1%
2005-06	53.5%	53.5%
2006-07	55.4%	55.4%
2007-08	56.7%	56.7%
2008-09	52.4%	52.4%
2009-10	53.3%	53.3%
2010-11	55.5%	55.5%
2011-12	57.7%	57.7%
2012-13	60.4%	60.4%
2013-14	63.3%	63.7%
2014-15	64.3%	64.7%
2015-16	64.8%	65.2%
2016-17	65.1%	65.4%
2017-18	65.3%	65.6%
2018-19	65.3%	65.7%
2019-20		65.8%

Terminal Games - percent of total		
	Feb 2014	July 2014
1996-97	70.2%	70.2%
1997-98	71.5%	71.5%
1998-99	71.7%	71.7%
1999-00	74.7%	74.7%
2000-01	71.9%	71.9%
2001-02	71.9%	71.9%
2002-03	62.6%	62.6%
2003-04	55.8%	55.8%
2004-05	46.9%	46.9%
2005-06	46.5%	46.5%
2006-07	44.6%	44.6%
2007-08	43.3%	43.3%
2008-09	47.6%	47.6%
2009-10	46.7%	46.7%
2010-11	44.5%	44.5%
2011-12	42.3%	42.3%
2012-13	39.6%	39.6%
2013-14	36.7%	36.3%
2014-15	35.7%	35.3%
2015-16	35.2%	34.8%
2016-17	34.9%	34.6%
2017-18	34.7%	34.4%
2018-19	34.7%	34.3%
2019-20		34.2%

Other Income
(Security Lending, Interest Earnings,
On-Line Communication Fees, Retailer Fees,
Prize Money Held in Reserve)

	Feb 2014	July 2014
1996-97	15.2	15.2
1997-98	15.4	15.4
1998-99	16.3	16.3
1999-00	18.1	18.1
2000-01	23.2	23.2
2001-02	16.5	16.5
2002-03	15.5	15.5
2003-04	15.6	15.6
2004-05	16.7	16.7
2005-06	17.6	17.6
2006-07	20.1	20.1
2007-08	29.0	29.0
2008-09	68.0	68.0
2009-10	53.2	53.2
2010-11	13.8	13.8
2011-12	13.9	13.9
2012-13	11.1	11.1
2013-14	12.4	9.8
2014-15	12.6	11.0
2015-16	12.6	11.0
2016-17	12.6	11.0
2017-18	12.6	11.0
2018-19	12.6	11.0
2019-20	12.6	11.0

80% Unclaimed Prizes for Transfer		
	Feb 2014	July 2014
2005-06	41.9	41.9
2006-07	38.7	38.7
2007-08	66.6	66.6
2008-09	46.8	46.8
2009-10	43.8	43.8
2010-11	44.0	44.0
2011-12	35.4	35.4
2012-13	37.1	37.1
2013-14	40.0	33.5
2014-15	41.7	41.1
2015-16	42.7	42.2
2016-17	43.6	42.9
2017-18	44.4	43.4
2018-19	45.0	44.0
2019-20	45.0	44.5

Factors Affecting EETF Transfers

	2013-14		2014-15		2015-16		2016-17		2017-18		2018-19		2019-20	
	Feb 2014	July 2014	Feb 2014	July 2014	Feb 2014	July 2014	Feb 2014	July 2014	Feb 2014	July 2014	Feb 2014	July 2014	Feb 2014	July 2014
Prize Percentage Scratch-off	72.72%	72.72%	73.00%	73.00%	73.00%	73.00%	73.00%	73.00%	73.00%	73.00%	73.00%	73.00%		73.00%
Prize Percentage Terminal Games	50.85%	51.15%	50.85%	50.88%	50.85%	50.87%	50.85%	50.87%	50.85%	50.87%	50.85%	50.87%		50.87%
Retailer Commission Rate	5.60%	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	\$77.58	\$78.60	\$77.58	\$79.10	\$77.58	\$77.90	\$77.58	\$77.90	\$77.58	\$77.90	\$77.58	\$77.90		\$77.90
Vendor Rate Scratch-off	1.50%	1.50%	1.46%	1.43%	1.44%	1.51%	1.42%	1.49%	1.40%	1.46%	1.40%	1.46%		1.46%
Vendor Rate Terminal Games	1.58%	1.58%	1.65%	1.65%	1.65%	1.63%	1.65%	1.62%	1.64%	1.62%	1.64%	1.61%		1.60%
Unclaimed Prize Rate	1.15%	0.96%	1.15%	1.15%	1.15%	1.15%	1.15%	1.15%	1.15%	1.15%	1.15%	1.15%		1.15%

Calculation of Fiscal Year Distributions to EETF from Lottery Receipts

	2013-14		2014-15		2015-16		2016-17		2017-18		2018-19		2019-20	
	Feb 2014	July 2014	Feb 2014	July 2014	Feb 2014	July 2014	Feb 2014	July 2014	Feb 2014	July 2014	Feb 2014	July 2014	Feb 2014	July 2014
% Week 51 scratch-off *	1.9241%	1.9422%	1.9241%	1.9422%	1.9241%	1.9422%	1.9241%	1.9422%	1.9241%	1.9422%	1.9241%	1.9422%		1.9422%
% Week 51 terminal games *	1.7956%	1.7537%	1.7956%	1.7537%	1.7956%	1.7537%	1.7956%	1.7537%	1.7956%	1.7537%	1.7956%	1.7537%		1.7537%
% Week 52 scratch-off *	2.0061%	1.9349%	2.0061%	1.9349%	2.0061%	1.9349%	2.0061%	1.9349%	2.0061%	1.9349%	2.0061%	1.9349%		1.9349%
% Week 52 terminal games *	1.6916%	1.7453%	1.6916%	1.7453%	1.6916%	1.7453%	1.6916%	1.7453%	1.6916%	1.7453%	1.6916%	1.7453%		1.7453%
% of Week 51 to subsequent year **	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	0.00%	0.00%	100.00%
% of Week 52 to subsequent year **	12.51%	12.51%	26.28%	28.06%	56.21%	56.79%	71.33%	72.47%	89.99%	89.67%	100.00%	100.00%		28.06%
% of scratch-off rec'd subsequent year	2.1752%	2.1844%	2.4512%	2.4851%	3.0518%	3.0409%	3.3550%	3.3444%	3.7295%	3.6772%	2.0061%	1.9349%		2.4851%
% of terminal games rec'd subsequent year	2.0073%	1.9721%	2.2400%	2.2433%	2.7464%	2.7448%	3.0021%	3.0185%	3.3179%	3.3187%	1.6916%	1.7453%		2.2433%
EETF Transfer rate scratch-off	18.74%	18.72%	18.54%	18.53%	18.60%	18.50%	18.64%	18.54%	18.69%	18.59%	18.70%	18.61%		0.00%
EETF Transfer rate terminal games	40.53%	40.21%	40.50%	40.43%	40.54%	40.51%	40.56%	40.54%	40.60%	40.56%	40.61%	40.59%		0.00%

* based on weekly sales figures for 2013-14

** based on daily sales figures for 2013-14

February 2014 Forecast	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19
Scratch-Off Sales	3406.2	3576.5	3689.2	3781.5	3857.1	3910.0
Terminal Game Sales	1972.2	1981.5	2004.7	2028.6	2052.1	2075.3
EETF transfer due from current year ticket sales and other income	1490.0	1520.1	1554.0	1584.1	1610.8	1631.7
less collection lag loss	-29.9	-34.2	-43.3	-48.4	-54.5	-28.9
plus collection lag gain from prior year	25.4	29.9	34.2	43.3	48.4	54.5
Distribution to EETF from Lottery Receipts	1485.5	1515.8	1545.0	1579.0	1604.7	1657.3

July 2014 Forecast	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20
Scratch-Off Sales	3417.1	3552.1	3658.7	3731.9	3784.1	3837.1	3890.8
Terminal Game Sales	1951.1	1940.2	1955.0	1971.1	1987.1	2003.8	2019.5
EETF transfer due from current year ticket sales and other income	1467.3	1494.8	1522.1	1545.1	1563.9	1582.2	1600.2
less collection lag loss	-29.4	-34.0	-42.3	-47.3	-52.6	-28.0	0.0
plus collection lag gain from prior year	25.4	29.4	34.0	42.3	47.3	52.6	28.0
Distribution to EETF from Lottery Receipts	1463.3	1490.2	1513.7	1540.1	1558.5	1606.8	1628.3

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 adjusted to take into account the delay in the transfers from the retailers to the Lottery. This page describes the calculation of the adjustment.