

Revenue Estimating Conference Lottery Sales Executive Summary

July 27, 2016

The Revenue Estimating Conference reviewed Lottery revenues on July 27, 2016. Total ticket sales were \$288.4 million over estimate for Fiscal Year 2015-16 primarily due to excess sales associated with a record-setting Powerball jackpot. Most other games were also slightly over estimate by between \$5.0 and \$16.6 million, with the exception of the daily games (Cash 3 and Play 4) which were under estimate by \$15.0 million. The Conference increased the overall sales forecast by \$95.3 million in Fiscal Year 2016-17 and by \$47.8 to \$55.8 million in subsequent fiscal years. This equates to an increase in transfers to the EETF from ticket sales of \$55.2 million in Fiscal Year 2016-17 and between \$31.7 and \$33.8 million thereafter. There is also a one-time adjustment to the EETF Transfer because the normal June 2016 EETF transfer did not occur due to a processing error; the transfer will be made in July 2016, which shifts \$90.6 million from Fiscal Year 2015-16 to Fiscal Year 2016-17.

Scratch-off ticket sales were \$6.4 million over estimate for Fiscal Year 2015-16, resulting in 6.2% growth over prior fiscal year, which was very close to the 6.0% growth projected in the December forecast. The growth rates going forward remain much more modest at around the 1.5% level, as the Conference continues to believe that the very strong growth rates seen over the past several years are not sustainable long-term.

Actual Powerball ticket sales were \$254.4 million over estimate for Fiscal Year 2015-16 due to excess sales attributed to a record-setting jackpot amount. Ticket sales in Fiscal Year 2016-17 are expected to be much lower compared to Fiscal Year 2015-16, as the Conference cannot count on the recurrence of a jackpot of that size within any specific future year. The adopted forecast does increase sales by between \$33.6 and \$35.4 million for the 2016-17 through 2020-21 fiscal years compared to prior forecast. Mega Millions ticket sales were \$16.6 million over estimate for Fiscal Year 2015-16, also due to a relatively large jackpot in June which is continuing to roll into July and Fiscal Year 2016-17—leading the Conference to increase the forecast in Fiscal Year 2016-17 by \$24.8 million and then grow at a modest 1.0% thereafter.

Lotto ticket sales for Fiscal Year 2015-16 were \$13.4 million over estimate, which resulted in a much lower year-over-year decline in the game than previously expected. The Conference added about \$6 million each fiscal year to the lotto forecast as it continues to try to find the new steady state level of sales for this game. Ticket sales for Lucky Money and Fantasy Five were \$5.0 and \$5.7 million over estimate for Fiscal Year 2015-16. The Conference kept the current forecast growth rates for both games, resulting in an additional \$5.0 to \$5.8 million in sales each year.

Beginning August 1, 2016, the Lottery is launching a new family of Pick Games that includes Cash 3 and Play 4 which will be renamed Pick 3 and Pick 4 and introduces two similar new games called Pick 2 and Pick 5. The Conference forecasted all of the Pick Games together as a group, essentially first looking at the baseline level of sales, which was reduced due to recent lower levels of sales in Cash 3 and Play 4 and then considering the net new sales that would result from the additional games. The result is actually an increase in sales of \$6.5 million in Fiscal Year 16-17 and then a slight decrease in sales thereafter.

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

Summary of All Games				
		Dec 2015	July 2016	Difference
Scratch-off	2015-16	3948.3	3954.7	6.4
	2016-17	4031.2	4031.3	0.1
	2017-18	4091.7	4092.8	1.1
	2018-19	4153.1	4153.6	0.5
	2019-20	4215.4	4214.0	-1.4
	2020-21	4278.6	4270.3	-8.3
	2021-22		4326.5	
Powerball	2015-16	347.6	602.0	254.4
	2016-17	352.4	386.0	33.6
	2017-18	357.4	391.4	34.0
	2018-19	362.4	396.9	34.5
	2019-20	367.1	402.0	34.9
	2020-21	371.9	407.3	35.4
	2021-22		412.6	
Mega Millions	2015-16	133.3	149.9	16.6
	2016-17	135.2	160.0	24.8
	2017-18	136.7	144.6	7.9
	2018-19	138.5	146.0	7.6
	2019-20	140.3	147.5	7.3
	2020-21	142.1	149.0	6.9
	2021-22		150.5	
Lotto	2015-16	278.0	291.4	13.4
	2016-17	275.2	281.2	6.0
	2017-18	272.5	278.4	5.9
	2018-19	270.6	276.4	5.9
	2019-20	268.7	274.5	5.8
	2020-21	266.8	272.6	5.8
	2021-22		270.7	
Lucky Money	2015-16	80.7	85.7	5.0
	2016-17	81.9	87.0	5.1
	2017-18	83.1	88.2	5.2
	2018-19	84.2	89.5	5.3
	2019-20	85.3	90.7	5.4
	2020-21	86.5	92.0	5.5
	2021-22		93.3	
Fantasy 5	2015-16	290.6	296.3	5.7
	2016-17	293.2	299.0	5.8
	2017-18	294.7	300.5	5.8
	2018-19	295.9	301.7	5.8
	2019-20	296.7	302.6	5.8
	2020-21	297.6	303.5	5.9
	2021-22		304.4	
Pick Games	2015-16	686.4	671.4	-15.0
	2016-17	696.7	703.2	6.5
	2017-18	707.0	702.9	-4.1
	2018-19	717.2	713.2	-4.0
	2019-20	727.4	723.6	-3.7
	2020-21	737.3	734.0	-3.3
	2021-22		744.5	
Raffle	2015-16	10.0	11.7	1.7
	2016-17	0.0	13.5	13.5
	2017-18	0.0	0.0	0.0
	2018-19	0.0	0.0	0.0
	2019-20	0.0	0.0	0.0
	2020-21	0.0	0.0	0.0
	2021-22		0.0	
TOTAL	2015-16	5774.9	6063.2	288.4
	2016-17	5865.9	5961.1	95.3
	2017-18	5943.0	5998.7	55.8
	2018-19	6021.7	6077.3	55.7
	2019-20	6100.8	6155.0	54.2
	2020-21	6180.8	6228.6	47.8
	2021-22		6302.4	
EETF Receipts from Ticket Sales	2015-16	1472.7	1511.4	38.7
	2016-17	1484.8	1630.0	145.1
	2017-18	1506.1	1539.2	33.1
	2018-19	1553.6	1586.2	32.6
	2019-20	1539.4	1575.8	36.4
	2020-21	1565.1	1596.2	31.1
	2021-22		1565.1	
Other Income	2015-16	11.0	12.3	1.3
	2016-17	10.8	11.1	0.3
	2017-18	10.6	11.1	0.5
	2018-19	10.6	11.1	0.5
	2019-20	10.6	11.1	0.5
	2020-21	10.6	11.1	0.5
	2021-22		11.1	
80% unclaimed prizes	2015-16	38.1	58.3	20.2
	2016-17	38.8	39.1	0.4
	2017-18	39.3	39.5	0.2
	2018-19	39.8	40.0	0.2
	2019-20	40.4	40.5	0.2
	2020-21	40.9	41.0	0.1
	2021-22		41.5	
Distribution to EETF from Lottery Receipts	2015-16	1521.8	1582.0	60.1
	2016-17	1534.4	1680.2	145.8
	2017-18	1556.0	1589.8	33.8
	2018-19	1604.0	1637.3	33.3
	2019-20	1590.4	1627.4	37.0
	2020-21	1616.6	1648.3	31.7
	2021-22		1716.2	

LOTTERY ESTIMATING CONFERENCE, July 27, 2016
LOTTERY SALES PROJECTIONS
SUMMARY

Ticket Sales

	Dec 2015	July 2016	Diff.
2015-16	5774.9	6063.2	288.4
2016-17	5865.9	5961.1	95.3
2017-18	5943.0	5998.7	55.8
2018-19	6021.7	6077.3	55.7
2019-20	6100.8	6155.0	54.2
2020-21	6180.8	6228.6	47.8
2021-22		6302.4	

Other Income

	Dec 2015	July 2016	Diff.
2015-16	11.0	12.3	1.3
2016-17	10.8	11.1	0.3
2017-18	10.6	11.1	0.5
2018-19	10.6	11.1	0.5
2019-20	10.6	11.1	0.5
2020-21	10.6	11.1	0.5
2021-22		11.1	

Unclaimed Prizes

	Dec 2015	July 2016	Diff.
2015-16	38.1	58.3	20.2
2016-17	38.8	39.1	0.4
2017-18	39.3	39.5	0.2
2018-19	39.8	40.0	0.2
2019-20	40.4	40.5	0.2
2020-21	40.9	41.0	0.1
2021-22		41.5	

Distribution to EETF from Lottery Receipts

	Dec 2015	July 2016	Diff.
2015-16	1521.8	1582.0	60.2
2016-17	1534.4	1680.2	145.8
2017-18	1556.0	1589.8	33.8
2018-19	1604.0	1637.3	33.3
2019-20	1590.4	1627.4	37.0
2020-21	1616.6	1648.3	31.7
2021-22		1716.2	

SCRATCH-OFF

Total Sales		
	Dec 2015	July 2016
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	3417.1	3417.1
2014-15	3724.1	3724.1
2015-16	3948.3	3954.7
2016-17	4031.2	4031.3
2017-18	4091.7	4092.8
2018-19	4153.1	4153.6
2019-20	4215.4	4214.0
2020-21	4278.6	4270.3
2021-22		4326.5

Due to EETF from Ticket Sales		
	Dec 2015	July 2016
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	407.6
2010-11	414.3	414.3
2011-12	502.3	507.0
2012-13	564.1	568.7
2013-14	639.5	644.6
2014-15	689.1	694.5
2015-16	733.0	741.5
2016-17	751.1	751.4
2017-18	763.5	763.9
2018-19	775.7	775.9
2019-20	788.0	787.9
2020-21	800.6	799.5
2021-22		810.7

Per Capita Sales		
	Dec 2015	July 2016
1997-98	38.6	38.6
1998-99	38.4	38.4
1999-00	35.9	35.9
2000-01	39.5	39.5
2001-02	40.1	40.1
2002-03	63.7	63.7
2003-04	78.8	78.8
2004-05	104.6	104.6
2005-06	116.6	116.6
2006-07	124.5	124.5
2007-08	127.6	127.6
2008-09	110.6	110.6
2009-10	110.8	110.8
2010-11	118.0	118.0
2011-12	135.1	135.1
2012-13	157.8	157.8
2013-14	176.0	176.1
2014-15	189.3	189.1
2015-16	197.3	197.6
2016-17	198.4	198.3
2017-18	198.4	198.3
2018-19	198.5	198.3
2019-20	198.6	198.2
2020-21	198.8	198.1
2021-22		198.0

Average Weekly Sales		
	Dec 2015	July 2016
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	65.7	65.7
2014-15	71.6	71.6
2015-16	75.9	76.1
2016-17	77.5	77.5
2017-18	78.7	78.7
2018-19	79.9	79.9
2019-20	81.1	81.0
2020-21	82.3	82.1
2021-22		83.2

Growth Rates		
	Dec 2015	July 2016
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	12.8%	12.8%
2014-15	9.0%	9.0%
2015-16	6.0%	6.2%
2016-17	2.1%	1.9%
2017-18	1.5%	1.5%
2018-19	1.5%	1.5%
2019-20	1.5%	1.5%
2020-21	1.5%	1.3%
2021-22		1.3%

Average Weekly Sales		
	Dec 2015	July 2016
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	65.7	65.7
2014-15	71.6	71.6
2015-16	75.9	76.1
2016-17	77.5	77.5
2017-18	78.7	78.7
2018-19	79.9	79.9
2019-20	81.1	81.0
2020-21	82.3	82.1
2021-22		83.2

POWERBALL (INCLUDING POWER PLAY)

Ticket Sales		
	Dec 2015	July 2016
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	469.3	469.3
2014-15	375.1	375.1
2015-16	347.6	602.0
2016-17	352.4	386.0
2017-18	357.4	391.4
2018-19	362.4	396.9
2019-20	367.1	402.0
2020-21	371.9	407.3
2021-22		412.6

Per Capita Sales		
	Dec 2015	July 2016
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	34.1	34.1
2013-14	24.2	24.2
2014-15	19.1	19.0
2015-16	17.4	30.1
2016-17	17.3	19.0
2017-18	17.3	19.0
2018-19	17.3	18.9
2019-20	17.3	18.9
2020-21	17.3	18.9
2021-22		18.9

Average Weekly Sales		
	Dec 2015	July 2016
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	9.0	9.0
2014-15	7.2	7.2
2015-16	6.7	11.6
2016-17	6.8	7.4
2017-18	6.9	7.5
2018-19	7.0	7.6
2019-20	7.1	7.7
2020-21	7.2	7.8
2021-22		7.9

Growth Rates		
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	-28.3%	-28.3%
2014-15	-20.1%	-20.1%
2015-16	-7.3%	60.5%
2016-17	1.4%	-35.9%
2017-18	1.4%	1.4%
2018-19	1.4%	1.4%
2019-20	1.3%	1.3%
2020-21	1.3%	1.3%
2021-22		1.3%

*Annualized figures

Mega Millions

Ticket Sales		
	Dec 2015	July 2016
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	167.6	167.6
2014-15	147.4	147.4
2015-16	133.3	149.9
2016-17	135.2	160.0
2017-18	136.7	144.6
2018-19	138.5	146.0
2019-20	140.3	147.5
2020-21	142.1	149.0
2021-22		150.5

Per Capita Sales		
	Dec 2015	July 2016
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	8.6	8.6
2014-15	7.5	7.5
2015-16	6.7	7.5
2016-17	6.7	7.9
2017-18	6.6	7.0
2018-19	6.6	7.0
2019-20	6.6	6.9
2020-21	6.6	6.9
2021-22		6.9

Average Weekly Sales		
	Dec 2015	July 2016
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	2.8	2.8
2015-16	2.6	2.9
2016-17	2.6	3.1
2017-18	2.6	2.8
2018-19	2.7	2.8
2019-20	2.7	2.8
2020-21	2.7	2.9
2021-22		2.9

Growth Rates		
2013-14	n/a	
2014-15	-12.1%	-12.1%
2015-16	-9.5%	1.8%
2016-17	1.4%	6.7%
2017-18	1.2%	-9.6%
2018-19	1.3%	1.0%
2019-20	1.3%	1.0%
2020-21	1.3%	1.0%
2021-22		1.0%

LOTTO WITH XTRA

Ticket Sales		
	Dec 2015	July 2016
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	349.1	349.1
2014-15	301.0	301.0
2015-16	278.0	291.4
2016-17	275.2	281.2
2017-18	272.5	278.4
2018-19	270.6	276.4
2019-20	268.7	274.5
2020-21	266.8	272.6
2021-22		270.7

Per Capita Sales		
	Dec 2015	July 2016
1997-98	47.0	47.0
1998-99	47.8	47.8
1999-00	54.6	54.6
2000-01	52.2	52.2
2001-02	48.6	48.6
2002-03	54.9	54.9
2003-04	45.6	45.6
2004-05	39.1	39.1
2005-06	46.3	46.3
2006-07	40.1	40.1
2007-08	42.0	42.0
2008-09	34.9	34.9
2009-10	23.8	23.8
2010-11	21.8	21.8
2011-12	22.0	22.0
2012-13	18.4	18.4
2013-14	18.0	18.0
2014-15	15.3	15.3
2015-16	13.9	14.6
2016-17	13.5	13.8
2017-18	13.2	13.5
2018-19	12.9	13.2
2019-20	12.7	12.9
2020-21	12.4	12.6
2021-22		12.4

Average Weekly Sales		
	Dec 2015	July 2016
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	6.7	6.7
2014-15	5.8	5.8
2015-16	5.3	5.6
2016-17	5.3	5.4
2017-18	5.2	5.4
2018-19	5.2	5.3
2019-20	5.2	5.3
2020-21	5.1	5.2
2021-22		5.2

Growth Rates		
	Dec 2015	July 2016
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	-0.9%	-0.9%
2014-15	-13.8%	-13.8%
2015-16	-7.6%	-3.2%
2016-17	-1.0%	-3.5%
2017-18	-1.0%	-1.0%
2018-19	-0.7%	-0.7%
2019-20	-0.7%	-0.7%
2020-21	-0.7%	-0.7%
2021-22		-0.7%

LUCKY MONEY* (Including EZ Match)*

Ticket Sales		
	Dec 2015	July 2016
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	92.3	92.3
2012-13	89.5	89.5
2013-14	79.5	79.5
2014-15	103.2	103.2
2015-16	80.7	85.7
2016-17	81.9	87.0
2017-18	83.1	88.2
2018-19	84.2	89.5
2019-20	85.3	90.7
2020-21	86.5	92.0
2021-22		93.3

Per Capita Sales		
	Dec 2015	July 2016
1997-98	2.4	2.4
1998-99	1.0	1.0
1999-00	7.7	7.7
2000-01	6.7	6.7
2001-02	6.0	6.0
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	4.9	4.9
2012-13	4.7	4.7
2013-14	4.1	4.1
2014-15	5.2	5.2
2015-16	4.0	4.3
2016-17	4.0	4.3
2017-18	4.0	4.3
2018-19	4.0	4.3
2019-20	4.0	4.3
2020-21	4.0	4.3
2021-22		4.3

Average Weekly Sales		
	Dec 2015	July 2016
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	1.8	1.8
2012-13	1.7	1.7
2013-14	1.5	1.5
2014-15	2.0	2.0
2015-16	1.6	1.6
2016-17	1.6	1.7
2017-18	1.6	1.7
2018-19	1.6	1.7
2019-20	1.6	1.7
2020-21	1.7	1.8
2021-22		1.8

Growth Rates		
	Dec 2015	July 2016
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	-11.2%	-11.2%
2014-15	29.8%	29.8%
2015-16	-21.8%	-17.0%
2016-17	1.5%	1.5%
2017-18	1.4%	1.4%
2018-19	1.3%	1.4%
2019-20	1.4%	1.4%
2020-21	1.4%	1.4%
2021-22		1.4%

*Formerly Mega Money. Name Change effective July 2014.

*EZ Match added at same time as name change.

FANTASY 5 (Including EZ Match)

Ticket Sales		
	Dec 2015	July 2016
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	288.2	288.2
2014-15	287.8	287.8
2015-16	290.6	296.3
2016-17	293.2	299.0
2017-18	294.7	300.5
2018-19	295.9	301.7
2019-20	296.7	302.6
2020-21	297.6	303.5
2021-22		304.4

Per Capita Sales		
	Dec 2015	July 2016
1997-98	16.3	16.3
1998-99	15.7	15.7
1999-00	13.7	13.7
2000-01	11.8	11.8
2001-02	17.7	17.7
2002-03	15.4	15.4
2003-04	15.1	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	14.7	14.7
2013-14	14.8	14.9
2014-15	14.6	14.6
2015-16	14.5	14.8
2016-17	14.4	14.7
2017-18	14.3	14.6
2018-19	14.1	14.4
2019-20	14.0	14.2
2020-21	13.8	14.1
2021-22		13.9

Average Weekly Sales		
	Dec 2015	July 2016
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	5.5	5.5
2015-16	5.6	5.7
2016-17	5.6	5.7
2017-18	5.7	5.8
2018-19	5.7	5.8
2019-20	5.7	5.8
2020-21	5.7	5.8
2021-22		5.9

Growth Rates		
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	2.4%	2.4%
2014-15	-0.2%	-0.2%
2015-16	1.0%	3.0%
2016-17	0.9%	0.9%
2017-18	0.5%	0.5%
2018-19	0.4%	0.4%
2019-20	0.3%	0.3%
2020-21	0.3%	0.3%
2021-22		0.3%

Pick Games*

Pick Games Ticket Sales - Baseline		
	Dec 2015	July 2016
1997-98	473.6	473.6
1998-99	508.7	508.7
1999-00	477.6	477.6
2000-01	489.6	489.6
2001-02	500.5	500.5
2002-03	512.7	512.7
2003-04	541.8	541.8
2004-05	552.6	552.6
2005-06	558.7	558.7
2006-07	574.0	574.0
2007-08	564.0	564.0
2008-09	559.1	559.1
2009-10	539.1	539.1
2010-11	549.0	549.0
2011-12	559.5	559.5
2012-13	568.7	568.7
2013-14	597.4	597.4
2014-15	639.5	639.5
2015-16	686.4	671.4
2016-17	696.7	672.4
2017-18	707.0	682.4
2018-19	717.2	692.5
2019-20	727.4	702.6
2020-21	737.3	712.7
2021-22		722.8

Net New Sales due to New Games	
	July 2016
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	
2013-14	
2014-15	
2015-16	
2016-17	30.8
2017-18	20.5
2018-19	20.8
2019-20	21.1
2020-21	21.4
2021-22	21.7

Total Pick Games Ticket Sales	
	July 2016
1997-98	473.6
1998-99	508.7
1999-00	477.6
2000-01	489.6
2001-02	500.5
2002-03	512.7
2003-04	541.8
2004-05	552.6
2005-06	558.7
2006-07	574.0
2007-08	564.0
2008-09	559.1
2009-10	539.1
2010-11	549.0
2011-12	559.5
2012-13	568.7
2013-14	597.4
2014-15	639.5
2015-16	671.4
2016-17	703.2
2017-18	702.9
2018-19	713.2
2019-20	723.6
2020-21	734.0
2021-22	744.5

Per Capita Sales		
	Dec 2015	July 2016
1997-98	31.3	31.3
1998-99	32.9	32.9
1999-00	30.2	30.2
2000-01	30.2	30.2
2001-02	30.3	30.3
2002-03	30.4	30.4
2003-04	31.5	31.5
2004-05	31.3	31.3
2005-06	31.0	31.0
2006-07	31.3	31.3
2007-08	30.4	30.4
2008-09	30.0	30.0
2009-10	28.7	28.7
2010-11	29.1	29.1
2011-12	29.4	29.4
2012-13	29.6	29.6
2013-14	30.8	30.8
2014-15	32.5	32.5
2015-16	34.3	33.5
2016-17	34.3	34.6
2017-18	34.3	34.1
2018-19	34.3	34.0
2019-20	34.3	34.0
2020-21	34.3	34.0
2021-22		34.1

Average Weekly Sales		
	Dec 2015	July 2016
1997-98	9.1	9.1
1998-99	9.8	9.8
1999-00	9.2	9.2
2000-01	9.4	9.4
2001-02	9.6	9.6
2002-03	9.9	9.9
2003-04	10.4	10.4
2004-05	10.6	10.6
2005-06	10.7	10.7
2006-07	11.0	11.0
2007-08	10.8	10.8
2008-09	10.8	10.8
2009-10	10.4	10.4
2010-11	10.6	10.6
2011-12	10.8	10.8
2012-13	10.9	10.9
2013-14	11.5	11.5
2014-15	12.3	12.3
2015-16	13.2	12.9
2016-17	13.4	13.5
2017-18	13.6	13.5
2018-19	13.8	13.7
2019-20	14.0	13.9
2020-21	14.2	14.1
2021-22		14.3

Growth Rates		
	Dec 2015	July 2016
2008-09	-0.9%	-0.9%
2009-10	-3.6%	-3.6%
2010-11	1.8%	1.8%
2011-12	1.9%	1.9%
2012-13	1.6%	1.6%
2013-14	5.0%	5.0%
2014-15	7.0%	7.0%
2015-16	7.3%	5.0%
2016-17	1.5%	0.1%
2017-18	1.5%	1.5%
2018-19	1.4%	1.5%
2019-20	1.4%	1.5%
2020-21	1.4%	1.4%
2021-22		1.4%

Growth Rates	
	July 2016
2008-09	
2009-10	
2010-11	
2011-12	
2012-13	
2013-14	
2014-15	
2015-16	
2016-17	
2017-18	-33.6%
2018-19	1.5%
2019-20	1.5%
2020-21	1.4%
2021-22	1.4%

Growth Rates	
	July 2016
2008-09	
2009-10	-3.6%
2010-11	1.8%
2011-12	1.9%
2012-13	1.6%
2013-14	5.0%
2014-15	7.0%
2015-16	5.0%
2016-17	4.7%
2017-18	0.0%
2018-19	1.5%
2019-20	1.5%
2020-21	1.4%
2021-22	1.4%

* Beginning August 1, 2016, the Lottery is launching a new family of Pick Games that includes Cash 3 and Play 4 which will be renamed Pick 3 and Pick 4 and introduces two similar new games called Pick 2 and Pic. The historical data through Fiscal Year 2015-16 is the combined sales data for Cash 3 and Play 4. Beginning in Fiscal Year 2016-17, the conference will forecast all four pick games together. For the July 2016 Conference only, the net new sales are shown above to indicate the impact of this change.

Raffle

Ticket Sales		
	Dec 2015	July 2016
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	12.9	12.9
2013-14	0.0	0.0
2014-15	0.0	0.0
2015-16	10.0	11.7
2016-17	0.0	13.5
2017-18	0.0	0.0
2018-19	0.0	0.0
2019-20	0.0	0.0
2020-21	0.0	0.0
2021-22		0.0

Per Capita Sales		
	Dec 2015	July 2016
1997-98		
1998-99		
1999-00		
2000-01		
2001-02		
2002-03		
2003-04		
2004-05		
2005-06		
2006-07	4.0	4.0
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	0.7	0.7
2013-14	0.0	0.0
2014-15	0.0	0.0
2015-16	0.5	0.6
2016-17	0.0	0.7
2017-18	0.0	0.0
2018-19	0.0	0.0
2019-20	0.0	0.0
2020-21	0.0	0.0
2021-22		0.0

Average Weekly Sales		
	Dec 2015	July 2016
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	0.2	0.2
2013-14	0.0	0.0
2014-15	0.0	0.0
2015-16	0.2	0.2
2016-17	0.0	0.3
2017-18	0.0	0.0
2018-19	0.0	0.0
2019-20	0.0	0.0
2020-21	0.0	0.0
2021-22		0.0

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

Monopoly Millionaire

	Ticket Sales	Per Capita Sales	Average Weekly Sales
2014-15	5.5	0.3	0.5

TERMINAL GAME SALES

Ticket Sales		
	Dec 2015	July 2016
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	1951.1	1951.1
2014-15	1859.3	1859.3
2015-16	1826.6	2108.5
2016-17	1834.6	1929.8
2017-18	1851.3	1905.9
2018-19	1868.6	1923.7
2019-20	1885.5	1941.0
2020-21	1902.2	1958.3
2021-22		1975.9

Due to EETF from Ticket Sales		
	Dec 2015	July 2016
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	1281.7
2010-11	719.6	1268.6
2011-12	769.7	1002.9
2012-13	796.5	1028.6
2013-14	784.5	1028.4
2014-15	752.9	1015.5
2015-16	740.0	873.7
2016-17	744.5	794.7
2017-18	751.8	785.5
2018-19	759.4	793.2
2019-20	766.7	800.6
2020-21	774.2	808.1
2021-22		815.6

Per Capita Sales		
	Dec 2015	July 2016
1997-98	97.0	97.0
1998-99	97.3	97.3
1999-00	106.1	106.1
2000-01	101.0	101.0
2001-02	102.6	102.6
2002-03	106.5	106.5
2003-04	99.5	99.5
2004-05	92.2	92.2
2005-06	101.5	101.5
2006-07	100.2	100.2
2007-08	97.3	97.3
2008-09	100.4	100.4
2009-10	97.2	97.2
2010-11	94.5	94.5
2011-12	99.1	99.1
2012-13	103.4	103.4
2013-14	100.5	100.5
2014-15	94.5	94.4
2015-16	91.3	105.4
2016-17	90.3	94.9
2017-18	89.8	92.3
2018-19	89.3	91.8
2019-20	88.8	91.3
2020-21	88.4	90.8
2021-22		90.4

Average Weekly Sales		
	Dec 2015	July 2016
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	37.5	37.5
2014-15	35.8	35.8
2015-16	35.1	40.5
2016-17	35.3	37.1
2017-18	35.6	36.7
2018-19	35.9	37.0
2019-20	36.3	37.3
2020-21	36.6	37.7
2021-22		38.0

Growth Rates		
	Dec 2015	July 2016
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	-1.7%	-1.7%
2014-15	-4.7%	-4.7%
2015-16	-1.8%	13.4%
2016-17	0.4%	-8.5%
2017-18	0.9%	-1.2%
2018-19	0.9%	0.9%
2019-20	0.9%	0.9%
2020-21	0.9%	0.9%
2021-22		0.9%

Average Weekly Sales		
	Dec 2015	July 2016
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	37.5	37.5
2014-15	35.8	35.8
2015-16	35.1	40.5
2016-17	35.3	37.1
2017-18	35.6	36.7
2018-19	35.9	37.0
2019-20	36.3	37.3
2020-21	36.6	37.7
2021-22		38.0

TOTAL TICKET SALES

Ticket Sales		
	Dec 2015	July 2016
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	5368.2	5368.2
2014-15	5583.4	5583.4
2015-16	5774.9	6063.2
2016-17	5865.9	5961.1
2017-18	5943.0	5998.7
2018-19	6021.7	6077.3
2019-20	6100.8	6155.0
2020-21	6180.8	6228.6
2021-22		6302.4

Per Capita Sales		
	Dec 2015	July 2016
1997-98	135.6	135.6
1998-99	135.8	135.8
1999-00	142.0	142.0
2000-01	140.5	140.5
2001-02	142.7	142.7
2002-03	170.2	170.2
2003-04	178.3	178.3
2004-05	196.9	196.9
2005-06	218.1	218.1
2006-07	224.7	224.7
2007-08	224.9	224.9
2008-09	211.0	211.0
2009-10	208.0	208.0
2010-11	212.5	212.5
2011-12	234.1	234.1
2012-13	261.3	261.3
2013-14	276.6	276.6
2014-15	283.8	283.5
2015-16	288.6	303.0
2016-17	288.7	293.3
2017-18	288.1	290.6
2018-19	287.7	290.1
2019-20	287.4	289.5
2020-21	287.2	288.9
2021-22		288.4

Average Weekly Sales		
	Dec 2015	July 2016
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	103.2	103.2
2014-15	107.4	107.4
2015-16	111.1	116.6
2016-17	112.8	114.6
2017-18	114.3	115.4
2018-19	115.8	116.9
2019-20	117.3	118.4
2020-21	118.9	119.8
2021-22		121.2

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	7.1%	7.1%
2014-15	4.0%	4.0%
2015-16	3.4%	8.6%
2016-17	1.6%	-1.7%
2017-18	1.3%	0.6%
2018-19	1.3%	1.3%
2019-20	1.3%	1.3%
2020-21	1.3%	1.2%
2021-22		1.2%

Scratch-off versus Terminal

Scratch-off Ticket Sales		
	Dec 2015	July 2016
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	3417.1	3417.1
2014-15	3724.1	3724.1
2015-16	3948.3	3954.7
2016-17	4031.2	4031.3
2017-18	4091.7	4092.8
2018-19	4153.1	4153.6
2019-20	4215.4	4214.0
2020-21	4278.6	4270.3
2021-22		4326.5

Terminal Games Ticket Sales		
	Dec 2015	July 2016
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	1951.1	1951.1
2014-15	1859.3	1859.3
2015-16	1826.6	2108.5
2016-17	1834.6	1929.8
2017-18	1851.3	1905.9
2018-19	1868.6	1923.7
2019-20	1885.5	1941.0
2020-21	1902.2	1958.3
2021-22		1975.9

Total Ticket Sales		
	Dec 2015	July 2016
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	5368.2	5368.2
2014-15	5583.4	5583.4
2015-16	5774.9	6063.2
2016-17	5865.9	5961.1
2017-18	5943.0	5998.7
2018-19	6021.7	6077.3
2019-20	6100.8	6155.0
2020-21	6180.8	6228.6
2021-22		6302.4

Scratch-off - percent of total		
	Dec 2015	July 2016
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	63.7%	63.7%
2014-15	66.7%	66.7%
2015-16	68.4%	65.2%
2016-17	68.7%	67.6%
2017-18	68.8%	68.2%
2018-19	69.0%	68.3%
2019-20	69.1%	68.5%
2021-22		68.6%

Terminal Games - percent of total		
	Dec 2015	July 2016
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	36.3%	36.3%
2014-15	33.3%	33.3%
2015-16	31.6%	34.8%
2016-17	31.3%	32.4%
2017-18	31.2%	31.8%
2018-19	31.0%	31.7%
2019-20	30.9%	31.5%
2021-22		31.4%

Factors Affecting EETF Transfers

	2016-17		2017-18		2018-19		2019-20		2020-21		2021-22	
	Dec 2015	July 2016	Dec 2015	July 2016	Dec 2015	July 2016	Dec 2015	July 2016	Dec 2015	July 2016	Dec 2015	July 2016
Prize Percentage Scratch-off	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	50.86%	50.25%	50.85%	50.25%	50.84%	50.25%	50.83%	50.25%	50.82%	50.25%		50.25%
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%
Administrative Appropriation	\$79.64	\$80.55	\$79.64	\$80.17	\$79.64	\$80.17	\$79.64	\$80.17	\$79.64	\$80.17		\$80.17
Vendor Rate Scratch-off	1.41%	1.41%	1.40%	1.40%	1.40%	1.40%	1.40%	1.40%	1.40%	1.39%		1.39%
Vendor Rate Terminal Games	1.60%	1.62%	1.60%	1.60%	1.60%	1.60%	1.60%	1.60%	1.59%	1.60%		1.60%
Unclaimed Prize Rate	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%		1.00%

Note: After transfers for prizes, fees, administrative expenses, and unclaimed prizes, net transfers to the EETF equal approximately 41.4% of terminal game ticket sales and 18.7% of scratch-off ticket sales.

Calculation of Fiscal Year Distributions to EETF from Lottery Receipts

	2014-15		2015-16		2016-17		2017-18		2018-19		2019-20		2020-21		2021-22	
	Dec 2015	July 2016	Dec 2015	July 2016	Dec 2015	July 2016	Dec 2015	July 2016	Dec 2015	July 2016	Dec 2015	July 2016	Dec 2015	July 2016	Dec 2015	July 2016
% Week 51 scratch-off *	1.9182%	1.9182%	1.9182%	1.7698%	1.9182%	1.7698%	1.9182%	1.7698%	1.9182%	1.7698%	1.9182%	1.7698%	1.9182%	1.7698%		1.7698%
% Week 51 terminal games *	1.8112%	1.8112%	1.8112%	1.8394%	1.8112%	1.8394%	1.8112%	1.8394%	1.8112%	1.8394%	1.8112%	1.8394%	1.8112%	1.8394%		1.8394%
% Week 52 scratch-off *	1.9085%	1.9085%	1.9085%	1.8308%	1.9085%	1.8308%	1.9085%	1.8308%	1.9085%	1.8308%	1.9085%	1.8308%	1.9085%	1.8308%		1.8308%
% Week 52 terminal games *	1.7523%	1.7523%	1.7523%	2.1378%	1.7523%	2.1378%	1.7523%	2.1378%	1.7523%	2.1378%	1.7523%	2.1378%	1.7523%	2.1378%		2.1378%
% of Week 51 to subsequent year **	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	0.00%	0.00%	100.00%	100.00%	100.00%	100.00%		100.00%
% of Week 52 to subsequent year **	30.81%	30.81%	59.47%	61.40%	75.94%	72.13%	86.66%	85.43%	100.00%	100.00%	30.81%	29.20%	43.52%	44.72%		61.40%
% of scratch-off rec'd subsequent year	2.5062%	2.5062%	3.0531%	2.8939%	3.3674%	3.0904%	3.5720%	3.3339%	1.9085%	1.8308%	2.5062%	2.3044%	2.7488%	2.5887%		2.8939%
% of terminal games rec'd subsequent year	2.3511%	2.3511%	2.8532%	3.1519%	3.1418%	3.3814%	3.3297%	3.6658%	1.7523%	2.1378%	2.3511%	2.4636%	2.5738%	2.7955%		3.1519%
EETF Transfer rate scratch-off	18.50%	18.65%	18.54%	18.75%	18.60%	18.64%	18.62%	18.66%	18.63%	18.68%	18.66%	18.70%	18.68%	18.72%		18.74%
EETF Transfer rate terminal games	40.49%	40.64%	40.46%	41.44%	40.53%	41.18%	40.56%	41.21%	40.58%	41.23%	40.62%	41.25%	40.65%	41.26%		41.28%

* based on weekly sales figures for 2015-16

** based on daily sales figures for 2015-16

December 2015 Forecast	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21
Scratch-Off Sales	3948.3	4031.2	4091.7	4153.1	4215.4	4278.6
Terminal Game Sales	1826.6	1834.6	1851.3	1868.6	1885.5	1902.2
EETF transfer due from current year ticket sales and other income	1522.1	1545.2	1565.2	1585.5	1605.7	1626.3
less collection lag loss	(43.5)	(48.7)	(52.3)	(28.1)	(37.8)	(41.9)
plus collection lag gain from prior year	48.8	43.5	48.7	52.3	28.1	37.8
Due to EETF from Lottery Receipts	1527.4	1540.0	1561.6	1609.6	1596.0	1622.2
adjustment for estimated true-up payment in next fiscal year	(5.6)	(5.6)	(5.6)	(5.6)	(5.6)	(5.6)
Distribution to EETF from Lottery Receipts	1521.8	1534.4	1556.0	1604.0	1590.4	1616.6

July 2016 Forecast	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21	2021-22
Scratch-Off Sales	3954.7	4031.3	4092.8	4153.6	4214.0	4270.3	4326.5
Terminal Game Sales	2108.5	1929.8	1905.9	1923.7	1941.0	1958.3	1975.9
EETF transfer due from current year ticket sales and other income	1685.8	1596.3	1599.9	1620.2	1640.1	1659.7	1678.9
less collection lag loss	(49.4)	(50.1)	(54.3)	(31.2)	(37.9)	(43.3)	0.0
plus collection lag gain from prior year	48.8	49.4	50.1	54.3	31.2	37.9	43.3
Due to EETF from Lottery Receipts	1685.2	1595.6	1595.8	1643.3	1633.4	1654.3	1722.2
adjustment for estimated true-up payment in next fiscal year	(12.6)	(6.0)	(6.0)	(6.0)	(6.0)	(6.0)	(6.0)
adjustment for delayed June transfer*	(90.6)	90.6					
Distribution to EETF from Lottery Receipts	1582.0	1680.2	1589.8	1637.3	1627.4	1648.3	1716.2

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.

* This adjustment is being made because the normal June 2016 EETF transfer did not occur due to a one-time processing error; the transfer will be made in July 2016, which will shift receipts from FY2015-16 to FY2016-17.