

Revenue Estimating Conference
Lottery Sales Executive Summary
August 8, 2017 (revised August 18, 2017)

The Revenue Estimating Conference reviewed Lottery revenues on August 8, 2017. Total ticket sales were \$202.4 million over estimate for Fiscal Year 2016-17 primarily due to scratch-off ticket sales and to a lesser extent Powerball. The strength of these games overcame the weaker-than-expected performance of most other terminal games, but the performance of those games was likely affected by the introduction of Cash 4 Life. Overall, terminal games (including Cash 4 Life) were \$43.4 million above estimate, only slightly above the overage attributable to Powerball even though Cash 4 Life sales were not a part of the prior forecast.

The Conference increased the overall sales forecast by \$333.9 million in Fiscal Year 2017-18 and increased the forecast by \$342.3 to \$354.2 million in subsequent fiscal years. Primarily as a result of this, transfers to the Educational Enhancement Trust Fund (EETF) from ticket sales increase by roughly \$100 million in each of the first four forecasted years. In regard to the specific games:

- The Conference increased the Scratch-Off ticket sales by \$279.0 to \$305.4 million each fiscal year. Scratch-Off sales were approximately \$159.1 million over estimate for Fiscal Year 2016-17.
- Powerball ticket sales were increased by \$30.4 to \$34.9 million throughout the forecast. Powerball sales were about \$36.0 million over estimate for Fiscal Year 2016-17, primarily due to three large jackpots. Mega Millions ticket sales were also healthier than anticipated, coming in \$3.4 million over estimate for Fiscal Year 2016-17. The Conference increased the forecast between \$16.4 and \$17.0 million for each fiscal year.
- Lotto and Fantasy Five ticket sales were consistently under estimate each week. The Conference reduced the forecast for Lotto ticket sales by \$17.0 to \$26.3 million per fiscal year and reduced the forecast for Fantasy Five ticket sales by about \$32.5 million each fiscal year. Ticket sales for Lucky Money were slightly under estimate ending Fiscal Year 2016-17. The Conference chose to keep the Fiscal Year 2016-2017 sales level of \$89.9 million constant for each subsequent fiscal year.
- Ticket sales for Pick Games – Pick 2, Pick 3 (formerly Cash 3), Pick 4 (formerly Play 4), and Pick 5 – were virtually on estimate, only missing by 0.5%. The Conference reduced the forecast by approximately \$3.3 million each fiscal year.
- Cash 4 Life is a new game that came online in the middle of February 2017. Total ticket sales for the partial year of Fiscal Year 2016-17 were \$28.8 million. The conference annualized the partial year activity, resulting in forecasted levels of \$65.0 to \$69.9 million for each fiscal year.

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

Summary of All Games				
		Dec 2016	Aug 2017	Difference
Scratch-off	2017-18	4166.2	4445.2	279.0
	2018-19	4228.7	4520.8	292.1
	2019-20	4292.1	4588.6	296.5
	2020-21	4356.5	4657.4	300.9
	2021-22	4421.8	4727.3	305.4
	2022-23		4798.2	4798.2
Powerball	2017-18	403.9	434.3	30.4
	2018-19	409.5	441.0	31.5
	2019-20	414.8	447.6	32.8
	2020-21	420.2	454.2	33.9
	2021-22	425.7	460.6	34.9
	2022-23		466.9	466.9
Mega Millions	2017-18	131.0	147.4	16.4
	2018-19	132.3	148.9	16.5
	2019-20	133.6	150.3	16.7
	2020-21	135.0	151.8	16.9
	2021-22	136.3	153.4	17.0
	2022-23		154.9	154.9
Lotto	2017-18	257.4	240.4	-17.0
	2018-19	255.6	233.2	-22.4
	2019-20	253.8	228.5	-25.3
	2020-21	252.0	226.2	-25.8
	2021-22	250.3	224.0	-26.3
	2022-23		221.7	221.7
Lucky Money	2017-18	94.1	89.9	-4.2
	2018-19	95.5	89.9	-5.5
	2019-20	96.8	89.9	-6.9
	2020-21	98.1	89.9	-8.2
	2021-22	99.5	89.9	-9.6
	2022-23		89.9	89.9
Fantasy 5	2017-18	286.0	253.5	-32.5
	2018-19	287.1	254.5	-32.6
	2019-20	288.0	255.3	-32.7
	2020-21	288.9	256.0	-32.8
	2021-22	289.7	256.8	-32.9
	2022-23		257.6	257.6
Pick Games	2017-18	686.4	683.2	-3.2
	2018-19	696.6	693.4	-3.2
	2019-20	706.8	703.5	-3.3
	2020-21	716.7	713.4	-3.3
	2021-22	726.4	723.0	-3.4
	2022-23		732.4	732.4
Cash 4 Life	2017-18		65.0	65.0
	2018-19		66.0	66.0
	2019-20		67.0	67.0
	2020-21		68.0	68.0
	2021-22		68.9	68.9
	2022-23		69.9	69.9
Raffle	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	0.0	0.0
	2022-23		0.0	0.0
TOTAL	2017-18	6025.0	6358.9	333.9
	2018-19	6105.3	6447.6	342.3
	2019-20	6186.0	6530.8	344.8
	2020-21	6267.4	6617.0	349.5
	2021-22	6349.8	6703.9	354.2
	2022-23		6791.6	6791.6
EETF Receipts from Ticket Sales	2017-18	1521.0	1605.4	84.4
	2018-19	1568.4	1656.2	87.8
	2019-20	1559.3	1643.2	83.9
	2020-21	1580.9	1668.1	87.2
	2021-22	1649.3	1689.0	39.7
	2022-23		1707.7	1707.7
Other Income	2017-18	11.1	11.6	0.5
	2018-19	11.1	11.7	0.6
	2019-20	11.1	11.8	0.7
	2020-21	11.1	11.9	0.8
	2021-22	11.1	12.0	0.9
	2022-23		12.0	12.0
80% unclaimed prizes	2017-18	40.7	52.6	12.0
	2018-19	41.2	53.4	12.2
	2019-20	41.8	54.1	12.4
	2020-21	42.4	54.9	12.5
	2021-22	42.9	55.6	12.7
	2022-23		56.4	56.4
Distribution to EETF from Lottery Receipts	2017-18	1572.7	1669.6	96.9
	2018-19	1620.8	1721.3	100.6
	2019-20	1612.1	1709.1	97.0
	2020-21	1634.4	1734.9	100.5
	2021-22	1703.3	1756.6	53.3
	2022-23		1776.1	1776.1

**LOTTERY ESTIMATING CONFERENCE, August 8, 2017
 LOTTERY SALES PROJECTIONS
 SUMMARY**

Ticket Sales

	Dec 2016	Aug 2017	Diff.
2015-16	6063.2	6063.2	0.0
2016-17	5954.5	6157.0	202.4
2017-18	6025.0	6358.9	333.9
2018-19	6105.3	6447.6	342.3
2019-20	6186.0	6530.8	344.8
2020-21	6267.4	6617.0	349.5
2021-22	6349.8	6703.9	354.2
2022-23		6791.6	6791.6

Other Income

	Dec 2016	Aug 2017	Diff.
2015-16	12.3	12.3	0.0
2016-17	11.1	12.4	1.3
2017-18	11.1	11.6	0.5
2018-19	11.1	11.7	0.6
2019-20	11.1	11.8	0.7
2020-21	11.1	11.9	0.8
2021-22	11.1	12.0	0.9
2022-23		12.0	12.0

Unclaimed Prizes

	Dec 2016	Aug 2017	Diff.
2015-16	58.3	58.3	0.0
2016-17	40.2	69.3	29.1
2017-18	40.7	52.6	12.0
2018-19	41.2	53.4	12.2
2019-20	41.8	54.1	12.4
2020-21	42.4	54.9	12.5
2021-22	42.9	55.6	12.7
2022-23		56.4	56.4

Distribution to EETF from Lottery Receipts

	Dec 2016	Aug 2017	Diff.
2015-16	1582.0	1582.0	0.0
2016-17	1650.8	1724.7	73.9
2017-18	1572.7	1669.6	96.9
2018-19	1620.8	1721.3	100.5
2019-20	1612.1	1709.1	97.0
2020-21	1634.4	1734.9	100.5
2021-22	1703.3	1756.6	53.3
2022-23		1776.1	1776.1

SCRATCH-OFF

Total Sales		
	Dec 2016	Aug 2017
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	3954.7	3954.7
2016-17	4084.5	4243.6
2017-18	4166.2	4445.2
2018-19	4228.7	4520.8
2019-20	4292.1	4588.6
2020-21	4356.5	4657.4
2021-22	4421.8	4727.3
2022-23		4798.2

Due to EETF from Ticket Sales		
	Dec 2016	Aug 2017
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	639.5	639.5
2014-15	689.1	689.1
2015-16	741.5	741.5
2016-17	754.9	786.2
2017-18	771.5	826.9
2018-19	783.8	841.8
2019-20	796.7	855.6
2020-21	809.4	869.2
2021-22	822.3	883.0
2022-23		897.0

Per Capita Sales		
	Dec 2016	Aug 2017
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	174.5	174.5
2014-15	187.2	187.2
2015-16	195.5	195.5
2016-17	198.7	206.5
2017-18	201.8	212.9
2018-19	201.8	213.2
2019-20	201.9	213.3
2020-21	202.1	213.4
2021-22	202.3	213.5
2022-23		213.8

Average Weekly Sales		
	Dec 2016	Aug 2017
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	76.1	76.1
2016-17	78.5	81.6
2017-18	80.1	85.5
2018-19	81.3	86.9
2019-20	82.5	88.2
2020-21	83.8	89.6
2021-22	85.0	90.9
2022-23		92.3

Growth Rates		
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	6.2%	6.2%
2016-17	3.3%	7.3%
2017-18	2.0%	4.8%
2018-19	1.5%	1.7%
2019-20	1.5%	1.5%
2020-21	1.5%	1.5%
2021-22	1.5%	1.5%
2022-23		1.5%

Average Weekly Sales		
	Dec 2016	Aug 2017
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	76.1	76.1
2016-17	78.5	81.6
2017-18	80.1	85.5
2018-19	81.3	86.9
2019-20	82.5	88.2
2020-21	83.8	89.6
2021-22	85.0	90.9
2022-23		92.3

POWERBALL (INCLUDING POWER PLAY)

Ticket Sales		
	Dec 2016	Aug 2017
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	602.0	602.0
2016-17	398.3	434.3
2017-18	403.9	434.3
2018-19	409.5	441.0
2019-20	414.8	447.6
2020-21	420.2	454.2
2021-22	425.7	460.6
2022-23		466.9

Per Capita Sales		
	Dec 2016	Aug 2017
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	24.0	24.0
2014-15	18.8	18.8
2015-16	29.8	29.8
2016-17	19.4	21.1
2017-18	19.6	20.8
2018-19	19.5	20.8
2019-20	19.5	20.8
2020-21	19.5	20.8
2021-22	19.5	20.8
2022-23		20.8

Average Weekly Sales		
	Dec 2016	Aug 2017
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	11.6	11.6
2016-17	7.7	8.4
2017-18	7.8	8.4
2018-19	7.9	8.5
2019-20	8.0	8.6
2020-21	8.1	8.7
2021-22	8.2	8.9
2022-23		9.0

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	60.5%	60.5%
2016-17	-33.8%	-27.9%
2017-18	1.4%	0.0%
2018-19	1.4%	1.5%
2019-20	1.3%	1.5%
2020-21	1.3%	1.5%
2021-22	1.3%	1.4%
2022-23		1.4%

*Annualized figures

Mega Millions

Ticket Sales		
	Dec 2016	Aug 2017
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	149.9	149.9
2016-17	144.0	147.4
2017-18	131.0	147.4
2018-19	132.3	148.9
2019-20	133.6	150.3
2020-21	135.0	151.8
2021-22	136.3	153.4
2022-23		154.9

Per Capita Sales		
	Dec 2016	Aug 2017
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	7.4	7.4
2015-16	7.4	7.4
2016-17	7.0	7.2
2017-18	6.3	7.1
2018-19	6.3	7.0
2019-20	6.3	7.0
2020-21	6.3	7.0
2021-22	6.2	6.9
2022-23		6.9

Average Weekly Sales		
	Dec 2016	Aug 2017
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	2.9	2.9
2016-17	2.8	2.8
2017-18	2.5	2.8
2018-19	2.5	2.9
2019-20	2.6	2.9
2020-21	2.6	2.9
2021-22	2.6	2.9
2022-23		3.0

Growth Rates		
2013-14	n/a	
2014-15	-12.1%	-12.1%
2015-16	1.8%	1.8%
2016-17	-4.0%	-1.7%
2017-18	-9.0%	0.0%
2018-19	1.0%	1.0%
2019-20	1.0%	1.0%
2020-21	1.0%	1.0%
2021-22	1.0%	1.0%
2022-23		1.0%

LOTTO WITH XTRA

Ticket Sales		
	Dec 2016	Aug 2017
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	291.4	291.4
2016-17	260.0	253.0
2017-18	257.4	240.4
2018-19	255.6	233.2
2019-20	253.8	228.5
2020-21	252.0	226.2
2021-22	250.3	224.0
2022-23		221.7

Per Capita Sales		
	Dec 2016	Aug 2017
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	17.8	17.8
2014-15	15.1	15.1
2015-16	14.4	14.4
2016-17	12.6	12.3
2017-18	12.5	11.5
2018-19	12.2	11.0
2019-20	11.9	10.6
2020-21	11.7	10.4
2021-22	11.5	10.1
2022-23		9.9

Average Weekly Sales		
	Dec 2016	Aug 2017
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	5.6	5.6
2016-17	5.0	4.9
2017-18	5.0	4.6
2018-19	4.9	4.5
2019-20	4.9	4.4
2020-21	4.8	4.4
2021-22	4.8	4.3
2022-23		4.3

Growth Rates		
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	-3.2%	-3.2%
2016-17	-10.8%	-13.2%
2017-18	-1.0%	-5.0%
2018-19	-0.7%	-3.0%
2019-20	-0.7%	-2.0%
2020-21	-0.7%	-1.0%
2021-22	-0.7%	-1.0%
2022-23		-1.0%

LUCKY MONEY* (Including EZ Match)*

Ticket Sales			Per Capita Sales			Average Weekly Sales		
	Dec 2016	Aug 2017		Dec 2016	Aug 2017		Dec 2016	Aug 2017
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	7.7	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	6.0	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	79.5	79.5	2013-14	4.1	4.1	2013-14	1.5	1.5
2014-15	103.2	103.2	2014-15	5.2	5.2	2014-15	2.0	2.0
2015-16	85.7	85.7	2015-16	4.2	4.2	2015-16	1.6	1.6
2016-17	92.8	89.9	2016-17	4.5	4.4	2016-17	1.8	1.7
2017-18	94.1	89.9	2017-18	4.6	4.3	2017-18	1.8	1.7
2018-19	95.5	89.9	2018-19	4.6	4.2	2018-19	1.8	1.7
2019-20	96.8	89.9	2019-20	4.6	4.2	2019-20	1.9	1.7
2020-21	98.1	89.9	2020-21	4.6	4.1	2020-21	1.9	1.7
2021-22	99.5	89.9	2021-22	4.6	4.1	2021-22	1.9	1.7
2022-23		89.9	2022-23		4.0	2022-23		1.7

Growth Rates		
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	-17.0%	-17.0%
2016-17	8.3%	4.9%
2017-18	1.4%	0.0%
2018-19	1.4%	0.0%
2019-20	1.4%	0.0%
2020-21	1.4%	0.0%
2021-22	1.4%	0.0%
2022-23		0.0%

*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 2016	Aug 2017
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	296.3	296.3
2016-17	284.6	275.7
2017-18	286.0	253.5
2018-19	287.1	254.5
2019-20	288.0	255.3
2020-21	288.9	256.0
2021-22	289.7	256.8
2022-23		257.6

Per Capita Sales		
	Dec 2016	Aug 2017
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	14.7	14.7
2014-15	14.5	14.5
2015-16	14.6	14.6
2016-17	13.8	13.4
2017-18	13.9	12.1
2018-19	13.7	12.0
2019-20	13.5	11.9
2020-21	13.4	11.7
2021-22	13.3	11.6
2022-23		11.5

Average Weekly Sales		
	Dec 2016	Aug 2017
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	5.7	5.7
2016-17	5.5	5.3
2017-18	5.5	4.9
2018-19	5.5	4.9
2019-20	5.5	4.9
2020-21	5.6	4.9
2021-22	5.6	4.9
2022-23		5.0

Growth Rates		
	Dec 2016	Aug 2017
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	3.0%	3.0%
2016-17	-4.0%	-7.0%
2017-18	0.5%	-8.0%
2018-19	0.4%	0.4%
2019-20	0.3%	0.3%
2020-21	0.3%	0.3%
2021-22	0.3%	0.3%
2022-23		0.3%

Pick Games*

Pick Games Ticket Sales		
	Dec 2016	Aug 2017
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	671.4	671.4
2016-17	676.1	673.0
2017-18	686.4	683.2
2018-19	696.6	693.4
2019-20	706.8	703.5
2020-21	716.7	713.4
2021-22	726.4	723.0
2022-23		732.4

Per Capita Sales		
	Dec 2016	Aug 2017
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	30.5	30.5
2014-15	32.1	32.1
2015-16	33.2	33.2
2016-17	32.9	32.7
2017-18	33.3	32.7
2018-19	33.2	32.7
2019-20	33.2	32.7
2020-21	33.2	32.7
2021-22	33.2	32.7
2022-23		32.6

Average Weekly Sales		
	Dec 2016	Aug 2017
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	12.9	12.9
2016-17	13.0	12.9
2017-18	13.2	13.1
2018-19	13.4	13.3
2019-20	13.6	13.5
2020-21	13.8	13.7
2021-22	14.0	13.9
2022-23		14.1

Growth Rates		
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	5.0%	5.0%
2016-17	0.7%	0.2%
2017-18	1.5%	1.5%
2018-19	1.5%	1.5%
2019-20	1.5%	1.5%
2020-21	1.4%	1.4%
2021-22	1.4%	1.4%
2022-23		1.3%

* 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 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.

Cash 4 Life

Ticket Sales		
	Dec 2016	Aug 2017
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	0.0	28.8
2017-18	0.0	65.0
2018-19	0.0	66.0
2019-20	0.0	67.0
2020-21	0.0	68.0
2021-22	0.0	68.9
2022-23	0.0	69.9

Per Capita Sales		
	Dec 2016	Aug 2017
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	0.0	1.4
2017-18	0.0	3.1
2018-19	0.0	3.1
2019-20	0.0	3.1
2020-21	0.0	3.1
2021-22	0.0	3.1
2022-23	0.0	3.1

Average Weekly Sales		
	Dec 2016	Aug 2017
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	0.0	0.6
2017-18	0.0	1.3
2018-19	0.0	1.3
2019-20	0.0	1.3
2020-21	0.0	1.3
2021-22	0.0	1.3
2022-23	0.0	1.3

Growth Rates		
2008-09		
2009-10		
2010-11		
2011-12		
2012-13		
2013-14		
2014-15		
2015-16		
2016-17		
2017-18		125.9%
2018-19		1.5%
2019-20		1.5%
2020-21		1.5%
2021-22		1.4%
2022-23		1.4%

Raffle

Ticket Sales		
	Dec 2016	Aug 2017
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	11.7	11.7
2016-17	14.3	11.4
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	0.0
2022-23		0.0

Per Capita Sales		
	Dec 2016	Aug 2017
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	0.6	0.6
2016-17	0.7	0.6
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	0.0
2022-23		0.0

Average Weekly Sales		
	Dec 2016	Aug 2017
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	0.3	0.2
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	0.0
2022-23		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 2016	Aug 2017
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	2108.5	2108.5
2016-17	1870.0	1913.4
2017-18	1858.8	1913.7
2018-19	1876.6	1926.8
2019-20	1893.9	1942.2
2020-21	1910.9	1959.6
2021-22	1927.9	1976.7
2022-23	0.0	1993.4

Due to EETF from Ticket Sales		
	Dec 2016	Aug 2017
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	784.5	784.5
2014-15	752.9	752.9
2015-16	873.7	873.7
2016-17	759.7	778.1
2017-18	760.0	790.0
2018-19	767.8	795.8
2019-20	775.2	802.6
2020-21	782.9	810.1
2021-22	790.2	817.7
2022-23		825.0

Per Capita Sales		
	Dec 2016	Aug 2017
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	99.6	99.6
2014-15	93.4	93.4
2015-16	104.2	104.2
2016-17	91.0	93.1
2017-18	90.1	91.7
2018-19	89.6	90.9
2019-20	89.1	90.3
2020-21	88.6	89.8
2021-22	88.2	89.3
2022-23		88.8

Average Weekly Sales		
	Dec 2016	Aug 2017
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	40.5	40.5
2016-17	36.0	36.8
2017-18	35.7	36.8
2018-19	36.1	37.1
2019-20	36.4	37.3
2020-21	36.7	37.7
2021-22	37.1	38.0
2022-23		38.3

Growth Rates		
	Dec 2016	Aug 2017
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	13.4%	13.4%
2016-17	-11.3%	-9.3%
2017-18	-0.6%	0.0%
2018-19	1.0%	0.7%
2019-20	0.9%	0.8%
2020-21	0.9%	0.9%
2021-22	0.9%	0.9%
2022-23		0.8%

Average Weekly Sales		
	Dec 2016	Aug 2017
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	40.5	40.5
2016-17	36.0	36.8
2017-18	35.7	36.8
2018-19	36.1	37.1
2019-20	36.4	37.3
2020-21	36.7	37.7
2021-22	37.1	38.0
2022-23		38.3

TOTAL TICKET SALES

Ticket Sales		
	Dec 2016	Aug 2017
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	6063.2	6063.2
2016-17	5954.5	6157.0
2017-18	6025.0	6358.9
2018-19	6105.3	6447.6
2019-20	6186.0	6530.8
2020-21	6267.4	6617.0
2021-22	6349.8	6703.9
2022-23	0.0	6791.6

Per Capita Sales		
	Dec 2016	Aug 2017
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	274.2	274.2
2014-15	280.6	280.6
2015-16	299.7	299.7
2016-17	289.7	299.5
2017-18	291.9	304.6
2018-19	291.4	304.1
2019-20	291.0	303.5
2020-21	290.7	303.1
2021-22	290.5	302.8
2022-23		302.7

Average Weekly Sales		
	Dec 2016	Aug 2017
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	116.6	116.6
2016-17	114.5	118.4
2017-18	115.9	122.3
2018-19	117.4	124.0
2019-20	119.0	125.6
2020-21	120.5	127.2
2021-22	122.1	128.9
2022-23		130.6

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	8.6%	8.6%
2016-17	-1.8%	1.5%
2017-18	1.2%	3.3%
2018-19	1.3%	1.4%
2019-20	1.3%	1.3%
2020-21	1.3%	1.3%
2021-22	1.3%	1.3%
2022-23		1.3%

Scratch-off versus Terminal

Scratch-off Ticket Sales		
	Dec 2016	Aug 2017
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	3954.7	3954.7
2016-17	4084.5	4243.6
2017-18	4166.2	4445.2
2018-19	4228.7	4520.8
2019-20	4292.1	4588.6
2020-21	4356.5	4657.4
2021-22	4421.8	4727.3
2022-23		4798.2

Terminal Games Ticket Sales		
	Dec 2016	Aug 2017
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	2108.5	2108.5
2016-17	1870.0	1913.4
2017-18	1858.8	1913.7
2018-19	1876.6	1926.8
2019-20	1893.9	1942.2
2020-21	1910.9	1959.6
2021-22	1927.9	1976.7
2022-23		1993.4

Total Ticket Sales		
	Dec 2016	Aug 2017
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	6063.2	6063.2
2016-17	5954.5	6157.0
2017-18	6025.0	6358.9
2018-19	6105.3	6447.6
2019-20	6186.0	6530.8
2020-21	6267.4	6617.0
2021-22	6349.8	6703.9
2022-23		6791.6

Scratch-off - percent of total		
	Dec 2016	Aug 2017
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	65.2%	65.2%
2016-17	68.6%	68.9%
2017-18	69.1%	69.9%
2018-19	69.3%	70.1%
2019-20	69.4%	70.3%
2020-21	69.5%	70.4%
2021-22	69.6%	70.5%
2022-23		70.6%

Terminal Games - percent of total		
	Dec 2016	Aug 2017
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	34.8%	34.8%
2016-17	31.4%	31.1%
2017-18	30.9%	30.1%
2018-19	30.7%	29.9%
2019-20	30.6%	29.7%
2020-21	30.5%	29.6%
2021-22	30.4%	29.5%
2022-23		29.4%

Factors Affecting EETF Transfers

	2017-18		2018-19		2019-20		2020-21		2021-22		2022-23	
	Dec 2016	Aug 2017	Dec 2016	Aug 2017	Dec 2016	Aug 2017	Dec 2016	Aug 2017	Dec 2016	Aug 2017	Dec 2016	Aug 2017
Prize Percentage Scratch-off	73.15%	73.13%	73.15%	73.13%	73.15%	73.13%	73.15%	73.13%	73.00%	73.13%		73.13%
Prize Percentage Terminal Games	50.55%	50.23%	50.54%	50.23%	50.54%	50.23%	50.53%	50.23%	50.25%	50.23%		50.23%
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	\$80.26	\$81.19	\$80.26	\$81.19	\$80.26	\$81.19	\$80.26	\$81.19	\$80.17	\$81.19		\$81.19
Vendor Rate Scratch-off	1.40%	1.39%	1.40%	1.39%	1.39%	1.38%	1.39%	1.38%	1.39%	1.38%		1.38%
Vendor Rate Terminal Games	1.63%	1.61%	1.63%	1.61%	1.63%	1.60%	1.62%	1.60%	1.60%	1.59%		1.59%
Unclaimed Prize Rate	1.02%	1.25%	1.02%	1.25%	1.02%	1.25%	1.02%	1.25%	1.00%	1.25%		1.25%

Note: After transfers for prizes, fees, administrative expenses, and unclaimed prizes, net transfers to the EETF equal approximately 41.3% of terminal game ticket sales and 18.6% of scratch-off ticket sales.

Calculation of Fiscal Year Distributions to EETF from Lottery Receipts

	2015-16		2016-17		2017-18		2018-19		2019-20		2020-21		2021-22		2022-23	
	Dec 2016	Aug 2017	Dec 2016	Aug 2017	Dec 2016	Aug 2017	Dec 2016	Aug 2017	Dec 2016	Aug 2017	Dec 2016	Aug 2017	Dec 2016	Aug 2017	Dec 2016	Aug 2017
% Week 51 scratch-off *	1.7698%	1.7698%	1.7698%	1.8665%	1.7698%	1.8665%	1.7698%	1.8665%	1.7698%	1.8665%	1.7698%	1.8665%	1.7698%	1.8665%	1.7698%	1.8665%
% Week 51 terminal games *	1.8394%	1.8394%	1.8394%	1.7512%	1.8394%	1.7512%	1.8394%	1.7512%	1.8394%	1.7512%	1.8394%	1.7512%	1.8394%	1.7512%	1.8394%	1.7512%
% Week 52 scratch-off *	1.8308%	1.8308%	1.8308%	1.8695%	1.8308%	1.8695%	1.8308%	1.8695%	1.8308%	1.8695%	1.8308%	1.8695%	1.8308%	1.8695%	1.8308%	1.8695%
% Week 52 terminal games *	2.1378%	2.1378%	2.1378%	1.7582%	2.1378%	1.7582%	2.1378%	1.7582%	2.1378%	1.7582%	2.1378%	1.7582%	2.1378%	1.7582%	2.1378%	1.7582%
% of Week 51 to subsequent year **	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%	100.00%	100.00%	100.00%
% of Week 52 to subsequent year **	61.40%	61.40%	72.13%	72.13%	85.43%	85.43%	100.00%	100.00%	29.20%	29.20%	44.72%	44.72%	61.40%	61.40%	85.71%	85.71%
% of scratch-off rec'd subsequent year	2.8939%	2.8939%	3.0904%	3.2149%	3.3339%	3.4636%	1.8308%	1.8695%	2.3044%	2.4123%	2.5887%	2.7026%	2.8939%	3.0142%	3.4689%	3.4689%
% of terminal games rec'd subsequent year	3.1519%	3.1519%	3.3814%	3.0194%	3.6658%	3.2533%	2.1378%	1.7582%	2.4636%	2.2646%	2.7955%	2.5376%	3.1519%	2.8307%	3.2583%	3.2583%
EETF Transfer rate scratch-off	18.75%	18.75%	18.48%	18.53%	18.52%	18.60%	18.54%	18.62%	18.56%	18.65%	18.58%	18.66%	18.60%	18.68%	18.69%	18.69%
EETF Transfer rate terminal games	41.44%	41.44%	40.62%	40.67%	40.89%	41.28%	40.92%	41.30%	40.93%	41.33%	40.97%	41.34%	40.99%	41.37%	41.38%	41.38%

* based on weekly sales figures for 2016-17

** based on daily sales figures for 2016-17

December 2016 Forecast	2016-17	2017-18	2018-19	2019-20	2020-21	2021-22	2022-23
Scratch-Off Sales	4084.5	4166.2	4228.7	4292.1	4356.5	4421.8	
Terminal Game Sales	1870.0	1858.8	1876.6	1893.9	1910.9	1927.9	
EETF transfer due from current year ticket sales and other income	1565.8	1583.3	1604.0	1624.8	1645.8	1666.5	
less collection lag loss	(49.0)	(53.6)	(30.8)	(37.5)	(42.8)	0.0	
plus collection lag gain from prior year	49.4	49.0	53.6	30.8	37.5	42.8	
Due to EETF from Lottery Receipts	1566.2	1578.7	1626.8	1618.1	1640.4	1709.3	
adjustment for estimated true-up payment in next fiscal year	(6.0)	(6.0)	(6.0)	(6.0)	(6.0)	(6.0)	
adjustment for delayed June transfer*	90.6						
Distribution to EETF from Lottery Receipts	1650.8	1572.7	1620.8	1612.1	1634.4	1703.3	

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.

August 2017 Forecast	2016-17	2017-18	2018-19	2019-20	2020-21	2021-22	2022-23
Scratch-Off Sales	4243.6	4445.2	4520.8	4588.6	4657.4	4727.3	4798.2
Terminal Game Sales	1913.4	1913.7	1926.8	1942.2	1959.6	1976.7	1993.4
EETF transfer due from current year ticket sales and other income	1646.0	1681.2	1702.7	1724.2	1746.1	1768.4	1790.3
less collection lag loss	(48.8)	(54.3)	(29.7)	(38.8)	(44.0)	(49.8)	(58.0)
plus collection lag gain from prior year	49.0	48.8	54.3	29.7	38.8	44.0	49.8
Due to EETF from Lottery Receipts	1646.2	1675.6	1727.3	1715.1	1740.9	1762.6	1782.1
adjustment for estimated true-up payment in next fiscal year	(12.5)	(6.0)	(6.0)	(6.0)	(6.0)	(6.0)	(6.0)
adjustment for delayed June transfer*	91.0						
Distribution to EETF from Lottery Receipts	1724.7	1669.6	1721.3	1709.1	1734.9	1756.6	1776.1

* 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.