

Revenue Estimating Conference
Lottery Sales Executive Summary
January 16, 2018

The Revenue Estimating Conference reviewed Lottery revenues on January 16, 2018. Total ticket sales were running about \$171.5 million over estimate for the current year (through the weekly report dated January 14, 2018) largely because of higher than expected scratch-off ticket, Powerball and Mega Millions sales. Boosted by several large jackpots, the overall strength of this activity easily offset the two weeks of suppressed sales due to Hurricane Irma in September.

The Conference increased the overall sales forecast by \$208.2 million in Fiscal Year 2017-18 and increased the forecast by \$284.6 to \$377.4 million in subsequent fiscal years. As a result, transfers to the Educational Enhancement Trust Fund (EETF) from ticket sales increased by \$34.7 in Fiscal Year 2017-18 and from \$72.8 to \$95.6 million in subsequent fiscal years. In regard to the specific games:

- The Conference increased the Scratch-Off ticket sales by \$134.6 to \$307.6 million each fiscal year. Scratch-Off sales were running approximately \$71.8 million over estimate for the current year.
- Powerball sales were running about \$66.2 million over estimate for the current year, primarily due to jackpot activity. As a result, Powerball ticket sales were increased by \$30.7 million for Fiscal Year 2017-18, and between \$0.5 and \$1.1 million in the remaining forecast years.
- Mega Millions ticket sales were also healthier than anticipated due to jackpot activity, running about \$27.0 million over estimate for the current year. An increase in the underlying ticket price also colored the Conference's expectations for the future. The Conference increased the forecast between \$27.6 and \$34.1 million for each fiscal year.
- The Conference increased the forecast for Lotto ticket sales (which added an EZ match component starting January 1, 2018) by \$10 to \$20 million each fiscal year and increased the forecast for Fantasy Five ticket sales by about \$10 million each fiscal year. In contrast, the Conference adjusted Lucky Money downward by \$17.2 to \$17.9 million each year to recognize its persistent underperformance.
- Ticket sales for Pick Games – Pick 2, Pick 3 (formerly Cash 3), Pick 4 (formerly Play 4), and Pick 5 – were virtually on estimate; however, the Conference increased the forecast between \$8.2 and \$20.5 million for each fiscal year.
- Cash 4 Life weekly sales were consistently below estimate for the current year. In response, the Conference decreased the forecast for Cash 4 Life sales by \$5.2 to \$10.1 million for each fiscal year.
- Fast Play is a new terminal game that came online in September 2017. Total ticket sales for the partial year of Fiscal Year 2017-18 were \$6.9 million. The conference annualized the partial year activity, resulting in a forecast of \$10.5 million which was held constant for each subsequent fiscal year.

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

Summary of All Games				
		Aug 2017	Jan 2018	Difference
Scratch-off	2017-18	4445.2	4579.8	134.6
	2018-19	4520.8	4751.5	230.8
	2019-20	4588.6	4858.7	270.2
	2020-21	4657.4	4943.8	286.4
	2021-22	4727.3	5030.3	303.0
	2022-23	4798.2	5105.7	307.6
Powerball	2017-18	434.3	465.0	30.7
	2018-19	441.0	441.5	0.5
	2019-20	447.6	448.3	0.7
	2020-21	454.2	455.0	0.8
	2021-22	460.6	461.6	1.0
	2022-23	466.9	468.0	1.1
Mega Millions	2017-18	147.4	175.0	27.6
	2018-19	148.9	178.2	29.3
	2019-20	150.3	181.0	30.7
	2020-21	151.8	183.7	31.9
	2021-22	153.4	186.4	33.0
	2022-23	154.9	189.0	34.1
Lotto	2017-18	240.4	250.4	10.0
	2018-19	233.2	247.3	14.1
	2019-20	228.5	245.4	16.9
	2020-21	226.2	244.2	18.0
	2021-22	224.0	243.0	19.0
	2022-23	221.7	241.8	20.0
Lucky Money	2017-18	89.9	72.0	-17.9
	2018-19	89.9	72.8	-17.2
	2019-20	89.9	72.8	-17.2
	2020-21	89.9	72.8	-17.2
	2021-22	89.9	72.8	-17.2
	2022-23	89.9	72.8	-17.2
Fantasy 5	2017-18	253.5	263.2	9.7
	2018-19	254.5	265.3	10.8
	2019-20	255.3	266.1	10.8
	2020-21	256.0	266.9	10.9
	2021-22	256.8	267.7	10.9
	2022-23	257.6	268.5	10.9
Pick Games	2017-18	683.2	691.4	8.2
	2018-19	693.4	705.3	11.9
	2019-20	703.5	718.1	14.6
	2020-21	713.4	730.3	16.9
	2021-22	723.0	741.7	18.7
	2022-23	732.4	752.9	20.5
Cash 4 Life	2017-18	65.0	59.8	-5.2
	2018-19	66.0	59.8	-6.2
	2019-20	67.0	59.8	-7.2
	2020-21	68.0	59.8	-8.2
	2021-22	68.9	59.8	-9.1
	2022-23	69.9	59.8	-10.1
Fast Play	2017-18	0.0	10.5	10.5
	2018-19	0.0	10.5	10.5
	2019-20	0.0	10.5	10.5
	2020-21	0.0	10.5	10.5
	2021-22	0.0	10.5	10.5
	2022-23	0.0	10.5	10.5
TOTAL	2017-18	6358.9	6567.1	208.2
	2018-19	6447.6	6732.1	284.6
	2019-20	6530.8	6860.7	329.9
	2020-21	6617.0	6966.9	349.9
	2021-22	6703.9	7073.7	369.8
	2022-23	6791.6	7168.9	377.4
EETF Receipts from Ticket Sales	2017-18	1605.4	1638.1	32.7
	2018-19	1656.2	1726.6	70.3
	2019-20	1643.2	1722.8	79.7
	2020-21	1668.1	1753.1	85.0
	2021-22	1689.0	1779.0	89.9
	2022-23	1707.7	1800.1	92.3
Other Income	2017-18	11.6	11.6	0.0
	2018-19	11.7	11.7	0.0
	2019-20	11.8	11.8	0.0
	2020-21	11.9	11.9	0.0
	2021-22	12.0	12.0	0.0
	2022-23	12.0	12.0	0.0
80% unclaimed prizes	2017-18	52.6	54.7	2.0
	2018-19	53.4	55.9	2.4
	2019-20	54.1	57.0	2.8
	2020-21	54.9	57.9	3.0
	2021-22	55.6	58.8	3.2
	2022-23	56.4	59.6	3.2
Distribution to EETF from Lottery Receipts	2017-18	1669.6	1704.3	34.7
	2018-19	1721.3	1794.1	72.8
	2019-20	1709.1	1791.6	82.5
	2020-21	1734.9	1822.9	88.0
	2021-22	1756.6	1849.8	93.1
	2022-23	1776.1	1871.7	95.6

LOTTERY ESTIMATING CONFERENCE, January 16, 2018
LOTTERY SALES PROJECTIONS
SUMMARY

Ticket Sales

	Aug 2017	Jan 2018	Diff.
2015-16	6063.2	6063.2	0.0
2016-17	6157.0	6157.0	0.0
2017-18	6358.9	6567.1	208.2
2018-19	6447.6	6732.1	284.6
2019-20	6530.8	6860.7	329.9
2020-21	6617.0	6966.9	349.9
2021-22	6703.9	7073.7	369.8
2022-23	6791.6	7168.9	377.4

Other Income

	Aug 2017	Jan 2018	Diff.
2015-16	12.3	12.3	0.0
2016-17	12.4	12.4	0.0
2017-18	11.6	11.6	0.0
2018-19	11.7	11.7	0.0
2019-20	11.8	11.8	0.0
2020-21	11.9	11.9	0.0
2021-22	12.0	12.0	0.0
2022-23	12.0	12.0	0.0

Unclaimed Prizes

	Aug 2017	Jan 2018	Diff.
2015-16	58.3	58.3	0.0
2016-17	69.3	69.3	0.0
2017-18	52.6	54.7	2.0
2018-19	53.4	55.9	2.4
2019-20	54.1	57.0	2.8
2020-21	54.9	57.9	3.0
2021-22	55.6	58.8	3.2
2022-23	56.4	59.6	3.2

Distribution to EETF from Lottery Receipts

	Aug 2017	Jan 2018	Diff.
2015-16	1582.0	1582.0	0.0
2016-17	1724.7	1724.7	0.0
2017-18	1669.6	1704.3	34.7
2018-19	1721.3	1794.1	72.8
2019-20	1709.1	1791.6	82.5
2020-21	1734.9	1822.9	88.0
2021-22	1756.6	1849.8	93.2
2022-23	1776.1	1871.7	95.6

SCRATCH-OFF

Total Sales		
	Aug 2017	Jan 2018
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	4243.6	4243.6
2017-18	4445.2	4579.8
2018-19	4520.8	4751.5
2019-20	4588.6	4858.7
2020-21	4657.4	4943.8
2021-22	4727.3	5030.3
2022-23	4798.2	5105.7

Due to EETF from Ticket Sales		
	Aug 2017	Jan 2018
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	786.2	786.2
2017-18	826.9	858.0
2018-19	841.8	892.3
2019-20	855.6	913.5
2020-21	869.2	930.4
2021-22	883.0	948.0
2022-23	897.0	963.0

Per Capita Sales		
	Aug 2017	Jan 2018
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	117.9	117.9
2011-12	134.9	134.9
2012-13	157.6	157.6
2013-14	175.8	175.8
2014-15	188.7	188.7
2015-16	197.1	197.1
2016-17	208.0	208.0
2017-18	212.9	220.6
2018-19	213.2	225.0
2019-20	213.3	226.6
2020-21	213.4	227.1
2021-22	213.5	227.8
2022-23	213.8	228.0

Average Weekly Sales		
	Aug 2017	Jan 2018
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	81.6	81.6
2017-18	85.5	88.1
2018-19	86.9	91.4
2019-20	88.2	93.4
2020-21	89.6	95.1
2021-22	90.9	96.7
2022-23	92.3	98.2

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	7.3%	7.3%
2017-18	4.8%	7.9%
2018-19	1.7%	3.7%
2019-20	1.5%	2.3%
2020-21	1.5%	1.8%
2021-22	1.5%	1.8%
2022-23	1.5%	1.5%

Average Weekly Sales		
	Aug 2017	Jan 2018
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	81.6	81.6
2017-18	85.5	88.1
2018-19	86.9	91.4
2019-20	88.2	93.4
2020-21	89.6	95.1
2021-22	90.9	96.7
2022-23	92.3	98.2

POWERBALL (INCLUDING POWER PLAY)

Ticket Sales		
	Aug 2017	Jan 2018
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	434.3	434.3
2017-18	434.3	465.0
2018-19	441.0	441.5
2019-20	447.6	448.3
2020-21	454.2	455.0
2021-22	460.6	461.6
2022-23	466.9	468.0

Per Capita Sales		
	Aug 2017	Jan 2018
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	24.1	24.1
2014-15	19.0	19.0
2015-16	30.0	30.0
2016-17	21.3	21.3
2017-18	20.8	22.4
2018-19	20.8	20.9
2019-20	20.8	20.9
2020-21	20.8	20.9
2021-22	20.8	20.9
2022-23	20.8	20.9

Average Weekly Sales		
	Aug 2017	Jan 2018
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	8.4	8.4
2017-18	8.4	8.9
2018-19	8.5	8.5
2019-20	8.6	8.6
2020-21	8.7	8.8
2021-22	8.9	8.9
2022-23	9.0	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	-27.9%	-27.9%
2017-18	0.0%	7.1%
2018-19	1.5%	-5.1%
2019-20	1.5%	1.5%
2020-21	1.5%	1.5%
2021-22	1.4%	1.5%
2022-23	1.4%	1.4%

*Annualized figures

Mega Millions

Ticket Sales		
	Aug 2017	Jan 2018
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	147.4	147.4
2017-18	147.4	175.0
2018-19	148.9	178.2
2019-20	150.3	181.0
2020-21	151.8	183.7
2021-22	153.4	186.4
2022-23	154.9	189.0

Per Capita Sales		
	Aug 2017	Jan 2018
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	7.5	7.5
2016-17	7.2	7.2
2017-18	7.1	8.4
2018-19	7.0	8.4
2019-20	7.0	8.4
2020-21	7.0	8.4
2021-22	6.9	8.4
2022-23	6.9	8.4

Average Weekly Sales		
	Aug 2017	Jan 2018
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	2.8	3.4
2018-19	2.9	3.4
2019-20	2.9	3.5
2020-21	2.9	3.5
2021-22	2.9	3.6
2022-23	3.0	3.6

Growth Rates		
	Aug 2017	Jan 2018
2013-14	n/a	
2014-15	-12.1%	-12.1%
2015-16	1.8%	1.8%
2016-17	-1.7%	-1.7%
2017-18	0.0%	18.7%
2018-19	1.0%	1.8%
2019-20	1.0%	1.6%
2020-21	1.0%	1.5%
2021-22	1.0%	1.5%
2022-23	1.0%	1.4%

LOTTO WITH XTRA

Ticket Sales		
	Aug 2017	Jan 2018
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	253.0	253.0
2017-18	240.4	250.4
2018-19	233.2	247.3
2019-20	228.5	245.4
2020-21	226.2	244.2
2021-22	224.0	243.0
2022-23	221.7	241.8

Per Capita Sales		
	Aug 2017	Jan 2018
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	18.3	18.3
2013-14	18.0	18.0
2014-15	15.2	15.2
2015-16	14.5	14.5
2016-17	12.4	12.4
2017-18	11.5	12.1
2018-19	11.0	11.7
2019-20	10.6	11.4
2020-21	10.4	11.2
2021-22	10.1	11.0
2022-23	9.9	10.8

Average Weekly Sales		
	Aug 2017	Jan 2018
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	4.9	4.9
2017-18	4.6	4.8
2018-19	4.5	4.8
2019-20	4.4	4.7
2020-21	4.4	4.7
2021-22	4.3	4.7
2022-23	4.3	4.6

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	-13.2%	-13.2%
2017-18	-5.0%	-1.0%
2018-19	-3.0%	-1.3%
2019-20	-2.0%	-0.7%
2020-21	-1.0%	-0.5%
2021-22	-1.0%	-0.5%
2022-23	-1.0%	-0.5%

LUCKY MONEY* (Including EZ Match)*

Ticket Sales			Per Capita Sales			Average Weekly Sales		
	Aug 2017	Jan 2018		Aug 2017	Jan 2018		Aug 2017	Jan 2018
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	4.3	4.3	2015-16	1.6	1.6
2016-17	89.9	89.9	2016-17	4.4	4.4	2016-17	1.7	1.7
2017-18	89.9	72.0	2017-18	4.3	3.5	2017-18	1.7	1.4
2018-19	89.9	72.8	2018-19	4.2	3.4	2018-19	1.7	1.4
2019-20	89.9	72.8	2019-20	4.2	3.4	2019-20	1.7	1.4
2020-21	89.9	72.8	2020-21	4.1	3.3	2020-21	1.7	1.4
2021-22	89.9	72.8	2021-22	4.1	3.3	2021-22	1.7	1.4
2022-23	89.9	72.8	2022-23	4.0	3.2	2022-23	1.7	1.4

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	4.9%	4.9%
2017-18	0.0%	-19.9%
2018-19	0.0%	1.0%
2019-20	0.0%	0.0%
2020-21	0.0%	0.0%
2021-22	0.0%	0.0%
2022-23	0.0%	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		
	Aug 2017	Jan 2018
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	275.7	275.7
2017-18	253.5	263.2
2018-19	254.5	265.3
2019-20	255.3	266.1
2020-21	256.0	266.9
2021-22	256.8	267.7
2022-23	257.6	268.5

Per Capita Sales		
	Aug 2017	Jan 2018
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	14.8
2014-15	14.6	14.6
2015-16	14.8	14.8
2016-17	13.5	13.5
2017-18	12.1	12.7
2018-19	12.0	12.6
2019-20	11.9	12.4
2020-21	11.7	12.3
2021-22	11.6	12.1
2022-23	11.5	12.0

Average Weekly Sales		
	Aug 2017	Jan 2018
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	5.3	5.3
2017-18	4.9	5.1
2018-19	4.9	5.1
2019-20	4.9	5.1
2020-21	4.9	5.1
2021-22	4.9	5.1
2022-23	5.0	5.2

Growth Rates		
	Aug 2017	Jan 2018
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	-7.0%	-7.0%
2017-18	-8.0%	-4.5%
2018-19	0.4%	0.8%
2019-20	0.3%	0.3%
2020-21	0.3%	0.3%
2021-22	0.3%	0.3%
2022-23	0.3%	0.3%

Pick Games*

Pick Games Ticket Sales		
	Aug 2017	Jan 2018
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	673.0	673.0
2017-18	683.2	691.4
2018-19	693.4	705.3
2019-20	703.5	718.1
2020-21	713.4	730.3
2021-22	723.0	741.7
2022-23	732.4	752.9

Per Capita Sales		
	Aug 2017	Jan 2018
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	30.7	30.7
2014-15	32.4	32.4
2015-16	33.5	33.5
2016-17	33.0	33.0
2017-18	32.7	33.3
2018-19	32.7	33.4
2019-20	32.7	33.5
2020-21	32.7	33.5
2021-22	32.7	33.6
2022-23	32.6	33.6

Average Weekly Sales		
	Aug 2017	Jan 2018
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	12.9	12.9
2017-18	13.1	13.3
2018-19	13.3	13.6
2019-20	13.5	13.8
2020-21	13.7	14.0
2021-22	13.9	14.3
2022-23	14.1	14.5

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	0.2%	0.2%
2017-18	1.5%	2.7%
2018-19	1.5%	2.0%
2019-20	1.5%	1.8%
2020-21	1.4%	1.7%
2021-22	1.4%	1.6%
2022-23	1.3%	1.5%

* 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		
	Aug 2017	Jan 2018
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	28.8	28.8
2017-18	65.0	59.8
2018-19	66.0	59.8
2019-20	67.0	59.8
2020-21	68.0	59.8
2021-22	68.9	59.8
2022-23	69.9	59.8

Per Capita Sales		
	Aug 2017	Jan 2018
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	1.4	1.4
2017-18	3.1	2.9
2018-19	3.1	2.8
2019-20	3.1	2.8
2020-21	3.1	2.7
2021-22	3.1	2.7
2022-23	3.1	2.7

Average Weekly Sales		
	Aug 2017	Jan 2018
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	0.6	0.6
2017-18	1.3	1.2
2018-19	1.3	1.2
2019-20	1.3	1.2
2020-21	1.3	1.2
2021-22	1.3	1.2
2022-23	1.3	1.2

Growth Rates		
2008-09		
2009-10		
2010-11		
2011-12		
2012-13		
2013-14		
2014-15		
2015-16		
2016-17		
2017-18	125.9%	107.8%
2018-19	1.5%	0.0%
2019-20	1.5%	0.0%
2020-21	1.5%	0.0%
2021-22	1.4%	0.0%
2022-23	1.4%	0.0%

Fast Play

Ticket Sales		
	Aug 2017	Jan 2018
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		
2017-18	0.0	10.5
2018-19	0.0	10.5
2019-20	0.0	10.5
2020-21	0.0	10.5
2021-22	0.0	10.5
2022-23	0.0	10.5

Per Capita Sales		
	Aug 2017	Jan 2018
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		
2017-18	0.0	0.5
2018-19	0.0	0.5
2019-20	0.0	0.5
2020-21	0.0	0.5
2021-22	0.0	0.5
2022-23	0.0	0.5

Average Weekly Sales		
	Aug 2017	Jan 2018
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		
2017-18	0.0	0.2
2018-19	0.0	0.2
2019-20	0.0	0.2
2020-21	0.0	0.2
2021-22	0.0	0.2
2022-23	0.0	0.2

Growth Rates		
2008-09		
2009-10		
2010-11		
2011-12		
2012-13		
2013-14		
2014-15		
2015-16		
2016-17		
2017-18		
2018-19	#DIV/0!	0.0%
2019-20	#DIV/0!	0.0%
2020-21	#DIV/0!	0.0%
2021-22	#DIV/0!	0.0%
2022-23	#DIV/0!	0.0%

Raffle

Ticket Sales		
	Aug 2017	Jan 2018
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	11.4	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	0.0

Per Capita Sales		
	Aug 2017	Jan 2018
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	0.6	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	0.0

Average Weekly Sales		
	Aug 2017	Jan 2018
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	0.2	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	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		
	Aug 2017	Jan 2018
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	1913.4	1913.4
2017-18	1913.7	1987.3
2018-19	1926.8	1980.6
2019-20	1942.2	2002.0
2020-21	1959.6	2023.1
2021-22	1976.7	2043.4
2022-23	1993.4	2063.2

Due to EETF from Ticket Sales		
	Aug 2017	Jan 2018
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	778.1	778.1
2017-18	790.0	792.8
2018-19	795.8	815.8
2019-20	802.6	825.0
2020-21	810.1	834.3
2021-22	817.7	843.0
2022-23	825.0	851.7

Per Capita Sales		
	Aug 2017	Jan 2018
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	94.4	94.4
2011-12	98.9	98.9
2012-13	103.3	103.3
2013-14	100.4	100.4
2014-15	94.2	94.2
2015-16	105.1	105.1
2016-17	93.8	93.8
2017-18	91.7	95.7
2018-19	90.9	93.8
2019-20	90.3	93.4
2020-21	89.8	92.9
2021-22	89.3	92.5
2022-23	88.8	92.1

Average Weekly Sales		
	Aug 2017	Jan 2018
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	36.8	36.8
2017-18	36.8	38.2
2018-19	37.1	38.1
2019-20	37.3	38.5
2020-21	37.7	38.9
2021-22	38.0	39.3
2022-23	38.3	39.7

Growth Rates		
	Aug 2017	Jan 2018
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	-9.3%	-9.3%
2017-18	0.0%	3.9%
2018-19	0.7%	-0.3%
2019-20	0.8%	1.1%
2020-21	0.9%	1.1%
2021-22	0.9%	1.0%
2022-23	0.8%	1.0%

Average Weekly Sales		
	Aug 2017	Jan 2018
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	36.8	36.8
2017-18	36.8	38.2
2018-19	37.1	38.1
2019-20	37.3	38.5
2020-21	37.7	38.9
2021-22	38.0	39.3
2022-23	38.3	39.7

TOTAL TICKET SALES

Ticket Sales		
	Aug 2017	Jan 2018
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	6157.0	6157.0
2017-18	6358.9	6567.1
2018-19	6447.6	6732.1
2019-20	6530.8	6860.7
2020-21	6617.0	6966.9
2021-22	6703.9	7073.7
2022-23	6791.6	7168.9

Per Capita Sales		
	Aug 2017	Jan 2018
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	212.3	212.3
2011-12	233.8	233.8
2012-13	260.9	260.9
2013-14	276.1	276.1
2014-15	282.9	282.9
2015-16	302.2	302.2
2016-17	301.8	301.8
2017-18	304.6	316.3
2018-19	304.1	318.8
2019-20	303.5	319.9
2020-21	303.1	320.0
2021-22	302.8	320.3
2022-23	302.7	320.1

Average Weekly Sales		
	Aug 2017	Jan 2018
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	118.4	118.4
2017-18	122.3	126.3
2018-19	124.0	129.5
2019-20	125.6	131.9
2020-21	127.2	134.0
2021-22	128.9	136.0
2022-23	130.6	137.9

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	1.5%	1.5%
2017-18	3.3%	6.7%
2018-19	1.4%	2.5%
2019-20	1.3%	1.9%
2020-21	1.3%	1.5%
2021-22	1.3%	1.5%
2022-23	1.3%	1.3%

Scratch-off versus Terminal

Scratch-off Ticket Sales		
	Aug 2017	Jan 2018
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	4243.6	4243.6
2017-18	4445.2	4579.8
2018-19	4520.8	4751.5
2019-20	4588.6	4858.7
2020-21	4657.4	4943.8
2021-22	4727.3	5030.3
2022-23	4798.2	5105.7

Terminal Games Ticket Sales		
	Aug 2017	Jan 2018
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	1913.4	1913.4
2017-18	1913.7	1987.3
2018-19	1926.8	1980.6
2019-20	1942.2	2002.0
2020-21	1959.6	2023.1
2021-22	1976.7	2043.4
2022-23	1993.4	2063.2

Total Ticket Sales		
	Aug 2017	Jan 2018
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	6157.0	6157.0
2017-18	6358.9	6567.1
2018-19	6447.6	6732.1
2019-20	6530.8	6860.7
2020-21	6617.0	6966.9
2021-22	6703.9	7073.7
2022-23	6791.6	7168.9

Scratch-off - percent of total		
	Aug 2017	Jan 2018
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	68.9%	68.9%
2017-18	69.9%	69.7%
2018-19	70.1%	70.6%
2019-20	70.3%	70.8%
2020-21	70.4%	71.0%
2021-22	70.5%	71.1%
2022-23	70.6%	71.2%

Terminal Games - percent of total		
	Aug 2017	Jan 2018
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	31.1%	31.1%
2017-18	30.1%	30.3%
2018-19	29.9%	29.4%
2019-20	29.7%	29.2%
2020-21	29.6%	29.0%
2021-22	29.5%	28.9%
2022-23	29.4%	28.8%

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

	Aug 2017	Jan 2018
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	9.8	9.8
2014-15	11.3	11.3
2015-16	12.3	12.3
2016-17	12.4	12.4
2017-18	11.6	11.6
2018-19	11.7	11.7
2019-20	11.8	11.8
2020-21	11.9	11.9
2021-22	12.0	12.0
2022-23	12.0	12.0

80% Unclaimed Prizes for Transfer		
	Aug 2017	Jan 2018
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	33.5	33.5
2014-15	24.6	24.6
2015-16	58.3	58.3
2016-17	69.3	69.3
2017-18	52.6	54.7
2018-19	53.4	55.9
2019-20	54.1	57.0
2020-21	54.9	57.9
2021-22	55.6	58.8
2022-23	56.4	59.6

Factors Affecting EETF Transfers

	2017-18		2018-19		2019-20		2020-21		2021-22		2022-23	
	Aug 2017	Jan 2018	Aug 2017	Jan 2018	Aug 2017	Jan 2018	Aug 2017	Jan 2018	Aug 2017	Jan 2018	Aug 2017	Jan 2018
Prize Percentage Scratch-off	73.13%	73.04%	73.13%	73.04%	73.13%	73.04%	73.13%	73.04%	73.13%	73.04%	73.13%	73.04%
Prize Percentage Terminal Games	50.23%	51.68%	50.23%	50.43%	50.23%	50.43%	50.23%	50.43%	50.23%	50.43%	50.23%	50.43%
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%
Administrative Appropriation	\$81.19	\$81.81	\$81.19	\$80.87	\$81.19	\$80.87	\$81.19	\$80.87	\$81.19	\$80.87	\$81.19	\$80.87
Vendor Rate Scratch-off	1.39%	1.38%	1.39%	1.38%	1.38%	1.38%	1.38%	1.38%	1.38%	1.37%	1.38%	1.37%
Vendor Rate Terminal Games	1.61%	1.58%	1.61%	1.58%	1.60%	1.58%	1.60%	1.57%	1.59%	1.57%	1.59%	1.56%
Unclaimed Prize Rate	1.25%	1.25%	1.25%	1.25%	1.25%	1.25%	1.25%	1.25%	1.25%	1.25%	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

	2016-17		2017-18		2018-19		2019-20		2020-21		2021-22		2022-23	
	Aug 2017	Jan 2018	Aug 2017	Jan 2018	Aug 2017	Jan 2018	Aug 2017	Jan 2018	Aug 2017	Jan 2018	Aug 2017	Jan 2018	Aug 2017	Jan 2018
% Week 51 scratch-off *	1.8665%	1.8665%	1.8665%	1.8665%	1.8665%	1.8665%	1.8665%	1.8665%	1.8665%	1.8665%	1.8665%	1.8665%	1.8665%	1.8665%
% Week 51 terminal games *	1.7512%	1.7512%	1.7512%	1.7512%	1.7512%	1.7512%	1.7512%	1.7512%	1.7512%	1.7512%	1.7512%	1.7512%	1.7512%	1.7512%
% Week 52 scratch-off *	1.8695%	1.8695%	1.8695%	1.8695%	1.8695%	1.8695%	1.8695%	1.8695%	1.8695%	1.8695%	1.8695%	1.8695%	1.8695%	1.8695%
% Week 52 terminal games *	1.7582%	1.7582%	1.7582%	1.7582%	1.7582%	1.7582%	1.7582%	1.7582%	1.7582%	1.7582%	1.7582%	1.7582%	1.7582%	1.7582%
% of Week 51 to subsequent year **	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 **	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	3.2149%	3.2149%	3.4636%	3.4636%	1.8695%	1.8695%	2.4123%	2.4123%	2.7026%	2.7026%	3.0142%	3.0142%	3.4689%	3.4689%
% of terminal games rec'd subsequent year	3.0194%	3.0194%	3.2533%	3.2533%	1.7582%	1.7582%	2.2646%	2.2646%	2.5376%	2.5376%	2.8307%	2.8307%	3.2583%	3.2583%
EETF Transfer rate scratch-off	18.53%	18.53%	18.60%	18.73%	18.62%	18.78%	18.65%	18.80%	18.66%	18.82%	18.68%	18.85%	18.69%	18.86%
EETF Transfer rate terminal games	40.67%	40.67%	41.28%	39.89%	41.30%	41.19%	41.33%	41.21%	41.34%	41.24%	41.37%	41.26%	41.38%	41.28%

* based on weekly sales figures for 2016-17

** based on daily sales figures for 2016-17

August 2017 Forecast	2017-18	2018-19	2019-20	2020-21	2021-22	2022-23
Scratch-Off Sales	4445.2	4520.8	4588.6	4657.4	4727.3	4798.2
Terminal Game Sales	1913.7	1926.8	1942.2	1959.6	1976.7	1993.4
EETF transfer due from current year ticket sales and other income	1681.2	1702.7	1724.2	1746.1	1768.4	1790.3
less collection lag loss	(54.3)	(29.7)	(38.8)	(44.0)	(49.8)	(58.0)
plus collection lag gain from prior year	48.8	54.3	29.7	38.8	44.0	49.8
Due to EETF from Lottery Receipts	1675.6	1727.3	1715.1	1740.9	1762.6	1782.1
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*						
Distribution to EETF from Lottery Receipts	1669.6	1721.3	1709.1	1734.9	1756.6	1776.1

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.

January 2018 Forecast	2017-18	2018-19	2019-20	2020-21	2021-22	2022-23
Scratch-Off Sales	4579.8	4751.5	4858.7	4943.8	5030.3	5105.7
Terminal Game Sales	1987.3	1980.6	2002.0	2023.1	2043.4	2063.2
EETF transfer due from current year ticket sales and other income	1717.1	1775.6	1807.3	1834.5	1861.9	1886.4
less collection lag loss	(55.5)	(31.0)	(40.7)	(46.3)	(52.4)	(61.2)
plus collection lag gain from prior year	48.8	55.5	31.0	40.7	46.3	52.4
Due to EETF from Lottery Receipts	1710.3	1800.1	1797.6	1828.9	1855.8	1877.7
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*						
Distribution to EETF from Lottery Receipts	1704.3	1794.1	1791.6	1822.9	1849.8	1871.7