

Revenue Estimating Conference
Lottery Sales Executive Summary
December 7, 2016

The Revenue Estimating Conference reviewed Lottery revenues on December 7, 2016. Total ticket sales were \$28.9 million over estimate for August through November 2016 primarily due to the strong sales volume associated with two large Powerball jackpots and better-than-expected total scratch-off ticket sales. The strength in these games was partially offset by the weaker-than-expected performance from the other terminal games. The Conference decreased the overall sales forecast by \$6.6 million in Fiscal Year 2016-17 and increased the forecast by \$26.2 to \$47.4 million in subsequent fiscal years. However, the expected transfers to the Educational Enhancement Trust Fund (EETF) from ticket sales actually declined in each fiscal year of the new forecast due to a larger portion of overall sales coming from scratch-off tickets which have a lower transfer rate to the EETF than terminal games.

The Conference increased the Scratch-Off ticket sales by \$53.2 to \$95.3 million each fiscal year. A portion of the current-year increase has already been realized, as Scratch-Off ticket sales were \$29.7 million over estimate fiscal-year-to-date.

Powerball ticket sales were increased by \$12.3 to \$13.1 million throughout the forecast. In total, the two large jackpots pushed Powerball sales to \$24.0 million over estimate in the first part of the year. Since sales for the weeks without the jackpot effects were weaker on average than expected, the overage was not annualized. On the other hand, weekly ticket sales for Lucky Money consistently came in over estimate for the fiscal-year-to-date, so the Conference annualized the overage for Fiscal Year 2016-17 and kept the current forecast growth rates in the out-years. This resulted in an overall increase for this game of \$5.8 to \$6.2 million each fiscal year.

Other terminal games did not fare as well. Mega Millions ticket sales were consistently under estimate each week, totaling \$6.8 million under estimate fiscal-year-to-date. This led the Conference to decrease the forecast by \$16.0 million in Fiscal Year 2016-17 and by between \$13.6 and \$14.2 million thereafter. Lotto and Fantasy Five ticket sales were also consistently under estimate each week. The Conference reduced the forecast for Lotto ticket sales by \$20.4 to \$21.2 million per fiscal year and Fantasy Five ticket sales by about \$14.5 million each fiscal year.

Ticket sales for Pick Games—Pick 2, Pick 3 (formerly Cash 3), Pick 4 (formerly Play 4), and Pick 5—settled in lower than previously expected. The Conference reduced the Fiscal Year 2016-17 forecast for Pick Games by \$27.1 million and by \$16.5 to \$18.1 million in subsequent fiscal years.

Overall, the expected transfers to the EETF resulting from the new ticket sales forecast were reduced in each year. The out-year reductions ranged from \$14.3 million to \$18.2 million, with a total decrease in the current year of \$30.4 million. The details of the forecast and changes are shown in the following table.

| Summary of All Games | | | | |
|--|---------|-----------|----------|------------|
| | | July 2016 | Dec 2016 | Difference |
| Scratch-off | 2016-17 | 4031.3 | 4084.5 | 53.2 |
| | 2017-18 | 4092.8 | 4166.2 | 73.4 |
| | 2018-19 | 4153.6 | 4228.7 | 75.1 |
| | 2019-20 | 4214.0 | 4292.1 | 78.1 |
| | 2020-21 | 4270.3 | 4356.5 | 86.2 |
| | 2021-22 | 4326.5 | 4421.8 | 95.3 |
| Powerball | 2016-17 | 386.0 | 398.3 | 12.3 |
| | 2017-18 | 391.4 | 403.9 | 12.5 |
| | 2018-19 | 396.9 | 409.5 | 12.6 |
| | 2019-20 | 402.0 | 414.8 | 12.8 |
| | 2020-21 | 407.3 | 420.2 | 13.0 |
| | 2021-22 | 412.6 | 425.7 | 13.1 |
| Mega Millions | 2016-17 | 160.0 | 144.0 | -16.0 |
| | 2017-18 | 144.6 | 131.0 | -13.6 |
| | 2018-19 | 146.0 | 132.3 | -13.7 |
| | 2019-20 | 147.5 | 133.6 | -13.9 |
| | 2020-21 | 149.0 | 135.0 | -14.0 |
| | 2021-22 | 150.5 | 136.3 | -14.2 |
| Lotto | 2016-17 | 281.2 | 260.0 | -21.2 |
| | 2017-18 | 278.4 | 257.4 | -21.0 |
| | 2018-19 | 276.4 | 255.6 | -20.8 |
| | 2019-20 | 274.5 | 253.8 | -20.7 |
| | 2020-21 | 272.6 | 252.0 | -20.5 |
| | 2021-22 | 270.7 | 250.3 | -20.4 |
| Lucky Money | 2016-17 | 87.0 | 92.8 | 5.8 |
| | 2017-18 | 88.2 | 94.1 | 5.9 |
| | 2018-19 | 89.5 | 95.5 | 6.0 |
| | 2019-20 | 90.7 | 96.8 | 6.1 |
| | 2020-21 | 92.0 | 98.1 | 6.1 |
| | 2021-22 | 93.3 | 99.5 | 6.2 |
| Fantasy 5 | 2016-17 | 299.0 | 284.6 | -14.4 |
| | 2017-18 | 300.5 | 286.0 | -14.5 |
| | 2018-19 | 301.7 | 287.1 | -14.5 |
| | 2019-20 | 302.6 | 288.0 | -14.6 |
| | 2020-21 | 303.5 | 288.9 | -14.6 |
| | 2021-22 | 304.4 | 289.7 | -14.7 |
| Pick Games | 2016-17 | 703.2 | 676.1 | -27.1 |
| | 2017-18 | 702.9 | 686.4 | -16.5 |
| | 2018-19 | 713.2 | 696.6 | -16.6 |
| | 2019-20 | 723.6 | 706.8 | -16.8 |
| | 2020-21 | 734.0 | 716.7 | -17.3 |
| | 2021-22 | 744.5 | 726.4 | -18.1 |
| Raffle | 2016-17 | 13.5 | 14.3 | 0.8 |
| | 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 |
| TOTAL | 2016-17 | 5961.1 | 5954.5 | -6.6 |
| | 2017-18 | 5998.7 | 6025.0 | 26.2 |
| | 2018-19 | 6077.3 | 6105.3 | 28.0 |
| | 2019-20 | 6155.0 | 6186.0 | 31.0 |
| | 2020-21 | 6228.6 | 6267.4 | 38.8 |
| | 2021-22 | 6302.4 | 6349.8 | 47.4 |
| EETF Receipts | 2016-17 | 1630.0 | 1599.6 | -30.4 |
| | 2017-18 | 1539.2 | 1521.0 | -18.2 |
| | 2018-19 | 1586.2 | 1568.4 | -17.8 |
| | 2019-20 | 1575.8 | 1559.3 | -16.5 |
| | 2020-21 | 1596.2 | 1580.9 | -15.2 |
| | 2021-22 | 1663.6 | 1649.3 | -14.3 |
| Other Income | 2016-17 | 11.1 | 11.1 | 0.0 |
| | 2017-18 | 11.1 | 11.1 | 0.0 |
| | 2018-19 | 11.1 | 11.1 | 0.0 |
| | 2019-20 | 11.1 | 11.1 | 0.0 |
| | 2020-21 | 11.1 | 11.1 | 0.0 |
| | 2021-22 | 11.1 | 11.1 | 0.0 |
| 80% unclaimed prizes | 2016-17 | 39.1 | 40.2 | 1.0 |
| | 2017-18 | 39.5 | 40.7 | 1.2 |
| | 2018-19 | 40.0 | 41.2 | 1.2 |
| | 2019-20 | 40.5 | 41.8 | 1.3 |
| | 2020-21 | 41.0 | 42.4 | 1.3 |
| | 2021-22 | 41.5 | 42.9 | 1.4 |
| Distribution to EETF from Lottery Receipts | 2016-17 | 1680.2 | 1650.8 | -29.4 |
| | 2017-18 | 1589.8 | 1572.7 | -17.0 |
| | 2018-19 | 1637.3 | 1620.8 | -16.5 |
| | 2019-20 | 1627.4 | 1612.1 | -15.3 |
| | 2020-21 | 1648.3 | 1634.4 | -13.9 |
| | 2021-22 | 1716.2 | 1703.3 | -12.9 |

LOTTERY ESTIMATING CONFERENCE, December 7, 2016
LOTTERY SALES PROJECTIONS
SUMMARY

Ticket Sales

| | July 2016 | Dec 2016 | Diff. |
|---------|------------------|-----------------|--------------|
| 2015-16 | 6063.2 | 6063.2 | 0.0 |
| 2016-17 | 5961.1 | 5954.5 | -6.6 |
| 2017-18 | 5998.7 | 6025.0 | 26.2 |
| 2018-19 | 6077.3 | 6105.3 | 28.0 |
| 2019-20 | 6155.0 | 6186.0 | 31.0 |
| 2020-21 | 6228.6 | 6267.4 | 38.8 |
| 2021-22 | 6302.4 | 6349.8 | 47.4 |

Other Income

| | July 2016 | Dec 2016 | Diff. |
|---------|------------------|-----------------|--------------|
| 2015-16 | 12.3 | 12.3 | 0.0 |
| 2016-17 | 11.1 | 11.1 | 0.0 |
| 2017-18 | 11.1 | 11.1 | 0.0 |
| 2018-19 | 11.1 | 11.1 | 0.0 |
| 2019-20 | 11.1 | 11.1 | 0.0 |
| 2020-21 | 11.1 | 11.1 | 0.0 |
| 2021-22 | 11.1 | 11.1 | 0.0 |

Unclaimed Prizes

| | July 2016 | Dec 2016 | Diff. |
|---------|------------------|-----------------|--------------|
| 2015-16 | 58.3 | 58.3 | 0.0 |
| 2016-17 | 39.1 | 40.2 | 1.0 |
| 2017-18 | 39.5 | 40.7 | 1.2 |
| 2018-19 | 40.0 | 41.2 | 1.2 |
| 2019-20 | 40.5 | 41.8 | 1.3 |
| 2020-21 | 41.0 | 42.4 | 1.3 |
| 2021-22 | 41.5 | 42.9 | 1.4 |

Distribution to EETF from Lottery Receipts

| | July 2016 | Dec 2016 | Diff. |
|---------|------------------|-----------------|--------------|
| 2015-16 | 1582.0 | 1582.0 | 0.0 |
| 2016-17 | 1680.2 | 1650.8 | -29.4 |
| 2017-18 | 1589.8 | 1572.7 | -17.1 |
| 2018-19 | 1637.3 | 1620.8 | -16.5 |
| 2019-20 | 1627.4 | 1612.1 | -15.3 |
| 2020-21 | 1648.3 | 1634.4 | -13.9 |
| 2021-22 | 1716.2 | 1703.3 | -12.9 |

SCRATCH-OFF

| Total Sales | | |
|--------------------|------------------|-----------------|
| | July 2016 | Dec 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 | 3954.7 | 3954.7 |
| 2016-17 | 4031.3 | 4084.5 |
| 2017-18 | 4092.8 | 4166.2 |
| 2018-19 | 4153.6 | 4228.7 |
| 2019-20 | 4214.0 | 4292.1 |
| 2020-21 | 4270.3 | 4356.5 |
| 2021-22 | 4326.5 | 4421.8 |

| Due to EETF from Ticket Sales | | |
|--------------------------------------|------------------|-----------------|
| | July 2016 | Dec 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 | 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 | 751.4 | 754.9 |
| 2017-18 | 763.9 | 771.5 |
| 2018-19 | 775.9 | 783.8 |
| 2019-20 | 787.9 | 796.7 |
| 2020-21 | 799.5 | 809.4 |
| 2021-22 | 810.7 | 822.3 |

| Per Capita Sales | | |
|-------------------------|------------------|-----------------|
| | July 2016 | Dec 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 | 176.1 | 176.1 |
| 2014-15 | 189.1 | 189.1 |
| 2015-16 | 197.6 | 197.5 |
| 2016-17 | 198.3 | 200.7 |
| 2017-18 | 198.3 | 201.4 |
| 2018-19 | 198.3 | 201.3 |
| 2019-20 | 198.2 | 201.2 |
| 2020-21 | 198.1 | 201.2 |
| 2021-22 | 198.0 | 201.3 |

| Average Weekly Sales | | |
|-----------------------------|------------------|-----------------|
| | July 2016 | Dec 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 | 76.1 | 76.1 |
| 2016-17 | 77.5 | 78.5 |
| 2017-18 | 78.7 | 80.1 |
| 2018-19 | 79.9 | 81.3 |
| 2019-20 | 81.0 | 82.5 |
| 2020-21 | 82.1 | 83.8 |
| 2021-22 | 83.2 | 85.0 |

| Growth Rates | | |
|---------------------|------------------|-----------------|
| | July 2016 | Dec 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 | 6.2% | 6.2% |
| 2016-17 | 1.9% | 3.3% |
| 2017-18 | 1.5% | 2.0% |
| 2018-19 | 1.5% | 1.5% |
| 2019-20 | 1.5% | 1.5% |
| 2020-21 | 1.3% | 1.5% |
| 2021-22 | 1.3% | 1.5% |

| Average Weekly Sales | | |
|-----------------------------|------------------|-----------------|
| | July 2016 | Dec 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 | 76.1 | 76.1 |
| 2016-17 | 77.5 | 78.5 |
| 2017-18 | 78.7 | 80.1 |
| 2018-19 | 79.9 | 81.3 |
| 2019-20 | 81.0 | 82.5 |
| 2020-21 | 82.1 | 83.8 |
| 2021-22 | 83.2 | 85.0 |

POWERBALL (INCLUDING POWER PLAY)

| Ticket Sales | | |
|--------------|-----------|----------|
| | July 2016 | Dec 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 | 602.0 | 602.0 |
| 2016-17 | 386.0 | 398.3 |
| 2017-18 | 391.4 | 403.9 |
| 2018-19 | 396.9 | 409.5 |
| 2019-20 | 402.0 | 414.8 |
| 2020-21 | 407.3 | 420.2 |
| 2021-22 | 412.6 | 425.7 |

| Per Capita Sales | | |
|------------------|-----------|----------|
| | July 2016 | Dec 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 | 19.0 | 19.0 |
| 2015-16 | 30.1 | 30.1 |
| 2016-17 | 19.0 | 19.6 |
| 2017-18 | 19.0 | 19.5 |
| 2018-19 | 18.9 | 19.5 |
| 2019-20 | 18.9 | 19.4 |
| 2020-21 | 18.9 | 19.4 |
| 2021-22 | 18.9 | 19.4 |

| Average Weekly Sales | | |
|----------------------|-----------|----------|
| | July 2016 | Dec 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 | 11.6 | 11.6 |
| 2016-17 | 7.4 | 7.7 |
| 2017-18 | 7.5 | 7.8 |
| 2018-19 | 7.6 | 7.9 |
| 2019-20 | 7.7 | 8.0 |
| 2020-21 | 7.8 | 8.1 |
| 2021-22 | 7.9 | 8.2 |

| 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 | -35.9% | -33.8% |
| 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% | 1.3% |

*Annualized figures

Mega Millions

| Ticket Sales | | |
|---------------------|-----------|----------|
| | July 2016 | Dec 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 | 149.9 | 149.9 |
| 2016-17 | 160.0 | 144.0 |
| 2017-18 | 144.6 | 131.0 |
| 2018-19 | 146.0 | 132.3 |
| 2019-20 | 147.5 | 133.6 |
| 2020-21 | 149.0 | 135.0 |
| 2021-22 | 150.5 | 136.3 |

| Per Capita Sales | | |
|-------------------------|-----------|----------|
| | July 2016 | Dec 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 | 7.5 | 7.5 |
| 2016-17 | 7.9 | 7.1 |
| 2017-18 | 7.0 | 6.3 |
| 2018-19 | 7.0 | 6.3 |
| 2019-20 | 6.9 | 6.3 |
| 2020-21 | 6.9 | 6.2 |
| 2021-22 | 6.9 | 6.2 |

| Average Weekly Sales | | |
|-----------------------------|-----------|----------|
| | July 2016 | Dec 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 | 2.9 | 2.9 |
| 2016-17 | 3.1 | 2.8 |
| 2017-18 | 2.8 | 2.5 |
| 2018-19 | 2.8 | 2.5 |
| 2019-20 | 2.8 | 2.6 |
| 2020-21 | 2.9 | 2.6 |
| 2021-22 | 2.9 | 2.6 |

| Growth Rates | | |
|---------------------|--------|--------|
| 2013-14 | n/a | |
| 2014-15 | -12.1% | -12.1% |
| 2015-16 | 1.8% | 1.8% |
| 2016-17 | 6.7% | -4.0% |
| 2017-18 | -9.6% | -9.0% |
| 2018-19 | 1.0% | 1.0% |
| 2019-20 | 1.0% | 1.0% |
| 2020-21 | 1.0% | 1.0% |
| 2021-22 | 1.0% | 1.0% |

LOTTO WITH XTRA

| Ticket Sales | | |
|---------------------|------------------|-----------------|
| | July 2016 | Dec 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 | 291.4 | 291.4 |
| 2016-17 | 281.2 | 260.0 |
| 2017-18 | 278.4 | 257.4 |
| 2018-19 | 276.4 | 255.6 |
| 2019-20 | 274.5 | 253.8 |
| 2020-21 | 272.6 | 252.0 |
| 2021-22 | 270.7 | 250.3 |

| Per Capita Sales | | |
|-------------------------|------------------|-----------------|
| | July 2016 | Dec 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 | 14.6 | 14.6 |
| 2016-17 | 13.8 | 12.8 |
| 2017-18 | 13.5 | 12.4 |
| 2018-19 | 13.2 | 12.2 |
| 2019-20 | 12.9 | 11.9 |
| 2020-21 | 12.6 | 11.6 |
| 2021-22 | 12.4 | 11.4 |

| Average Weekly Sales | | |
|-----------------------------|------------------|-----------------|
| | July 2016 | Dec 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 | 5.6 | 5.6 |
| 2016-17 | 5.4 | 5.0 |
| 2017-18 | 5.4 | 5.0 |
| 2018-19 | 5.3 | 4.9 |
| 2019-20 | 5.3 | 4.9 |
| 2020-21 | 5.2 | 4.8 |
| 2021-22 | 5.2 | 4.8 |

| Growth Rates | | |
|---------------------|------------------|-----------------|
| | July 2016 | Dec 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 | -3.2% | -3.2% |
| 2016-17 | -3.5% | -10.8% |
| 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% | -0.7% |

LUCKY MONEY* (Including EZ Match)*

| Ticket Sales | | |
|---------------------|------------------|-----------------|
| | July 2016 | Dec 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 | 85.7 | 85.7 |
| 2016-17 | 87.0 | 92.8 |
| 2017-18 | 88.2 | 94.1 |
| 2018-19 | 89.5 | 95.5 |
| 2019-20 | 90.7 | 96.8 |
| 2020-21 | 92.0 | 98.1 |
| 2021-22 | 93.3 | 99.5 |

| Per Capita Sales | | |
|-------------------------|------------------|-----------------|
| | July 2016 | Dec 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 | 4.3 | 4.3 |
| 2016-17 | 4.3 | 4.6 |
| 2017-18 | 4.3 | 4.6 |
| 2018-19 | 4.3 | 4.5 |
| 2019-20 | 4.3 | 4.5 |
| 2020-21 | 4.3 | 4.5 |
| 2021-22 | 4.3 | 4.5 |

| Average Weekly Sales | | |
|-----------------------------|------------------|-----------------|
| | July 2016 | Dec 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 | 1.7 | 1.8 |
| 2017-18 | 1.7 | 1.8 |
| 2018-19 | 1.7 | 1.8 |
| 2019-20 | 1.7 | 1.9 |
| 2020-21 | 1.8 | 1.9 |
| 2021-22 | 1.8 | 1.9 |

| Growth Rates | | |
|---------------------|------------------|-----------------|
| | July 2016 | Dec 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 | -17.0% | -17.0% |
| 2016-17 | 1.5% | 8.3% |
| 2017-18 | 1.4% | 1.4% |
| 2018-19 | 1.4% | 1.4% |
| 2019-20 | 1.4% | 1.4% |
| 2020-21 | 1.4% | 1.4% |
| 2021-22 | 1.4% | 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 | | |
|---------------------|------------------|-----------------|
| | July 2016 | Dec 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 | 296.3 | 296.3 |
| 2016-17 | 299.0 | 284.6 |
| 2017-18 | 300.5 | 286.0 |
| 2018-19 | 301.7 | 287.1 |
| 2019-20 | 302.6 | 288.0 |
| 2020-21 | 303.5 | 288.9 |
| 2021-22 | 304.4 | 289.7 |

| Per Capita Sales | | |
|-------------------------|------------------|-----------------|
| | July 2016 | Dec 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 | 14.9 | 14.9 |
| 2014-15 | 14.6 | 14.6 |
| 2015-16 | 14.8 | 14.8 |
| 2016-17 | 14.7 | 14.0 |
| 2017-18 | 14.6 | 13.8 |
| 2018-19 | 14.4 | 13.7 |
| 2019-20 | 14.2 | 13.5 |
| 2020-21 | 14.1 | 13.3 |
| 2021-22 | 13.9 | 13.2 |

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

| 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 | 3.0% | 3.0% |
| 2016-17 | 0.9% | -4.0% |
| 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% | 0.3% |

Pick Games*

| Pick Games Ticket Sales | | | Per Capita Sales | | | Average Weekly Sales | | |
|-------------------------|-----------|----------|------------------|-----------|----------|----------------------|-----------|----------|
| | July 2016 | Dec 2016 | | July 2016 | Dec 2016 | | July 2016 | Dec 2016 |
| 1997-98 | 473.6 | 473.6 | 1997-98 | 31.3 | 31.3 | 1997-98 | 9.1 | 9.1 |
| 1998-99 | 508.7 | 508.7 | 1998-99 | 32.9 | 32.9 | 1998-99 | 9.8 | 9.8 |
| 1999-00 | 477.6 | 477.6 | 1999-00 | 30.2 | 30.2 | 1999-00 | 9.2 | 9.2 |
| 2000-01 | 489.6 | 489.6 | 2000-01 | 30.2 | 30.2 | 2000-01 | 9.4 | 9.4 |
| 2001-02 | 500.5 | 500.5 | 2001-02 | 30.3 | 30.3 | 2001-02 | 9.6 | 9.6 |
| 2002-03 | 512.7 | 512.7 | 2002-03 | 30.4 | 30.4 | 2002-03 | 9.9 | 9.9 |
| 2003-04 | 541.8 | 541.8 | 2003-04 | 31.5 | 31.5 | 2003-04 | 10.4 | 10.4 |
| 2004-05 | 552.6 | 552.6 | 2004-05 | 31.3 | 31.3 | 2004-05 | 10.6 | 10.6 |
| 2005-06 | 558.7 | 558.7 | 2005-06 | 31.0 | 31.0 | 2005-06 | 10.7 | 10.7 |
| 2006-07 | 574.0 | 574.0 | 2006-07 | 31.3 | 31.3 | 2006-07 | 11.0 | 11.0 |
| 2007-08 | 564.0 | 564.0 | 2007-08 | 30.4 | 30.4 | 2007-08 | 10.8 | 10.8 |
| 2008-09 | 559.1 | 559.1 | 2008-09 | 30.0 | 30.0 | 2008-09 | 10.8 | 10.8 |
| 2009-10 | 539.1 | 539.1 | 2009-10 | 28.7 | 28.7 | 2009-10 | 10.4 | 10.4 |
| 2010-11 | 549.0 | 549.0 | 2010-11 | 29.1 | 29.1 | 2010-11 | 10.6 | 10.6 |
| 2011-12 | 559.5 | 559.5 | 2011-12 | 29.4 | 29.4 | 2011-12 | 10.8 | 10.8 |
| 2012-13 | 568.7 | 568.7 | 2012-13 | 29.6 | 29.6 | 2012-13 | 10.9 | 10.9 |
| 2013-14 | 597.4 | 597.4 | 2013-14 | 30.8 | 30.8 | 2013-14 | 11.5 | 11.5 |
| 2014-15 | 639.5 | 639.5 | 2014-15 | 32.5 | 32.5 | 2014-15 | 12.3 | 12.3 |
| 2015-16 | 671.4 | 671.4 | 2015-16 | 33.5 | 33.5 | 2015-16 | 12.9 | 12.9 |
| 2016-17 | 703.2 | 676.1 | 2016-17 | 34.6 | 33.2 | 2016-17 | 13.5 | 13.0 |
| 2017-18 | 702.9 | 686.4 | 2017-18 | 34.1 | 33.2 | 2017-18 | 13.5 | 13.2 |
| 2018-19 | 713.2 | 696.6 | 2018-19 | 34.0 | 33.2 | 2018-19 | 13.7 | 13.4 |
| 2019-20 | 723.6 | 706.8 | 2019-20 | 34.0 | 33.1 | 2019-20 | 13.9 | 13.6 |
| 2020-21 | 734.0 | 716.7 | 2020-21 | 34.0 | 33.1 | 2020-21 | 14.1 | 13.8 |
| 2021-22 | 744.5 | 726.4 | 2021-22 | 34.1 | 33.1 | 2021-22 | 14.3 | 14.0 |

| 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 | 4.7% | 0.7% |
| 2017-18 | 0.0% | 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% |

* 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.

Raffle

| Ticket Sales | | |
|--------------|-----------|----------|
| | July 2016 | Dec 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 | 11.7 | 11.7 |
| 2016-17 | 13.5 | 14.3 |
| 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 | 0.0 |

| Per Capita Sales | | |
|------------------|-----------|----------|
| | July 2016 | Dec 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 | 0.6 | 0.6 |
| 2016-17 | 0.7 | 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 | 0.0 |

| Average Weekly Sales | | |
|----------------------|-----------|----------|
| | July 2016 | Dec 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 | 0.3 | 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 | 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 (Revised December 18, 2016)

| Ticket Sales | | |
|---------------------|------------------|-----------------|
| | July 2016 | Dec 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 | 2108.5 | 2108.5 |
| 2016-17 | 1929.8 | 1870.0 |
| 2017-18 | 1905.9 | 1858.8 |
| 2018-19 | 1923.7 | 1876.6 |
| 2019-20 | 1941.0 | 1893.9 |
| 2020-21 | 1958.3 | 1910.9 |
| 2021-22 | 1975.9 | 1927.9 |

| Due to EETF from Ticket Sales | | |
|--------------------------------------|------------------|-----------------|
| | July 2016 | Dec 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 | 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 | 794.7 | 759.7 |
| 2017-18 | 785.5 | 760.0 |
| 2018-19 | 793.2 | 767.8 |
| 2019-20 | 800.6 | 775.2 |
| 2020-21 | 808.1 | 782.9 |
| 2021-22 | 815.6 | 790.2 |

| Per Capita Sales | | |
|-------------------------|------------------|-----------------|
| | July 2016 | Dec 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 | 94.4 | 94.4 |
| 2015-16 | 105.4 | 105.3 |
| 2016-17 | 94.9 | 91.9 |
| 2017-18 | 92.3 | 89.9 |
| 2018-19 | 91.8 | 89.3 |
| 2019-20 | 91.3 | 88.8 |
| 2020-21 | 90.8 | 88.3 |
| 2021-22 | 90.4 | 87.8 |

| Average Weekly Sales | | |
|-----------------------------|------------------|-----------------|
| | July 2016 | Dec 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 | 40.5 | 40.5 |
| 2016-17 | 37.1 | 36.0 |
| 2017-18 | 36.7 | 35.7 |
| 2018-19 | 37.0 | 36.1 |
| 2019-20 | 37.3 | 36.4 |
| 2020-21 | 37.7 | 36.7 |
| 2021-22 | 38.0 | 37.1 |

| Growth Rates | | |
|---------------------|------------------|-----------------|
| | July 2016 | Dec 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 | 13.4% | 13.4% |
| 2016-17 | -8.5% | -11.3% |
| 2017-18 | -1.2% | -0.6% |
| 2018-19 | 0.9% | 1.0% |
| 2019-20 | 0.9% | 0.9% |
| 2020-21 | 0.9% | 0.9% |
| 2021-22 | 0.9% | 0.9% |

| Average Weekly Sales | | |
|-----------------------------|------------------|-----------------|
| | July 2016 | Dec 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 | 40.5 | 40.5 |
| 2016-17 | 37.1 | 36.0 |
| 2017-18 | 36.7 | 35.7 |
| 2018-19 | 37.0 | 36.1 |
| 2019-20 | 37.3 | 36.4 |
| 2020-21 | 37.7 | 36.7 |
| 2021-22 | 38.0 | 37.1 |

TOTAL TICKET SALES

| Ticket Sales | | |
|---------------------|------------------|-----------------|
| | July 2016 | Dec 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 | 6063.2 | 6063.2 |
| 2016-17 | 5961.1 | 5954.5 |
| 2017-18 | 5998.7 | 6025.0 |
| 2018-19 | 6077.3 | 6105.3 |
| 2019-20 | 6155.0 | 6186.0 |
| 2020-21 | 6228.6 | 6267.4 |
| 2021-22 | 6302.4 | 6349.8 |

| Per Capita Sales | | |
|-------------------------|------------------|-----------------|
| | July 2016 | Dec 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 | 283.5 | 283.5 |
| 2015-16 | 303.0 | 302.8 |
| 2016-17 | 293.3 | 292.5 |
| 2017-18 | 290.6 | 291.3 |
| 2018-19 | 290.1 | 290.6 |
| 2019-20 | 289.5 | 290.0 |
| 2020-21 | 288.9 | 289.5 |
| 2021-22 | 288.4 | 289.1 |

| Average Weekly Sales | | |
|-----------------------------|------------------|-----------------|
| | July 2016 | Dec 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 | 116.6 | 116.6 |
| 2016-17 | 114.6 | 114.5 |
| 2017-18 | 115.4 | 115.9 |
| 2018-19 | 116.9 | 117.4 |
| 2019-20 | 118.4 | 119.0 |
| 2020-21 | 119.8 | 120.5 |
| 2021-22 | 121.2 | 122.1 |

| 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 | -1.7% | -1.8% |
| 2017-18 | 0.6% | 1.2% |
| 2018-19 | 1.3% | 1.3% |
| 2019-20 | 1.3% | 1.3% |
| 2020-21 | 1.2% | 1.3% |
| 2021-22 | 1.2% | 1.3% |

Scratch-off versus Terminal

| Scratch-off Ticket Sales | | |
|--------------------------|-----------|----------|
| | July 2016 | Dec 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 | 3954.7 | 3954.7 |
| 2016-17 | 4031.3 | 4084.5 |
| 2017-18 | 4092.8 | 4166.2 |
| 2018-19 | 4153.6 | 4228.7 |
| 2019-20 | 4214.0 | 4292.1 |
| 2020-21 | 4270.3 | 4356.5 |
| 2021-22 | 4326.5 | 4421.8 |

| Terminal Games Ticket Sales | | |
|-----------------------------|-----------|----------|
| | July 2016 | Dec 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 | 2108.5 | 2108.5 |
| 2016-17 | 1929.8 | 1870.0 |
| 2017-18 | 1905.9 | 1858.8 |
| 2018-19 | 1923.7 | 1876.6 |
| 2019-20 | 1941.0 | 1893.9 |
| 2020-21 | 1958.3 | 1910.9 |
| 2021-22 | 1975.9 | 1927.9 |

| Total Ticket Sales | | |
|--------------------|-----------|----------|
| | July 2016 | Dec 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 | 6063.2 | 6063.2 |
| 2016-17 | 5961.1 | 5954.5 |
| 2017-18 | 5998.7 | 6025.0 |
| 2018-19 | 6077.3 | 6105.3 |
| 2019-20 | 6155.0 | 6186.0 |
| 2020-21 | 6228.6 | 6267.4 |
| 2021-22 | 6302.4 | 6349.8 |

| Scratch-off - percent of total | | |
|--------------------------------|-----------|----------|
| | July 2016 | Dec 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 | 65.2% | 65.2% |
| 2016-17 | 67.6% | 68.6% |
| 2017-18 | 68.2% | 69.1% |
| 2018-19 | 68.3% | 69.3% |
| 2019-20 | 68.5% | 69.4% |
| 2021-22 | 68.6% | 69.5% |

| Terminal Games - percent of total | | |
|-----------------------------------|-----------|----------|
| | July 2016 | Dec 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 | 34.8% | 34.8% |
| 2016-17 | 32.4% | 31.4% |
| 2017-18 | 31.8% | 30.9% |
| 2018-19 | 31.7% | 30.7% |
| 2019-20 | 31.5% | 30.6% |
| 2021-22 | 31.4% | 30.5% |

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

| | July 2016 | Dec 2016 |
|----------------|-----------|----------|
| 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 | 11.1 | 11.1 |
| 2017-18 | 11.1 | 11.1 |
| 2018-19 | 11.1 | 11.1 |
| 2019-20 | 11.1 | 11.1 |
| 2020-21 | 11.1 | 11.1 |
| 2021-22 | 11.1 | 11.1 |

| 80% Unclaimed Prizes for Transfer | | |
|--|-----------|----------|
| | July 2016 | Dec 2016 |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| 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 | 36.4 |
| 2014-15 | 24.6 | 26.7 |
| 2015-16 | 58.3 | 58.3 |
| 2016-17 | 39.1 | 40.2 |
| 2017-18 | 39.5 | 40.7 |
| 2018-19 | 40.0 | 41.2 |
| 2019-20 | 40.5 | 41.8 |
| 2020-21 | 41.0 | 42.4 |
| 2021-22 | 41.5 | 42.9 |

Factors Affecting EETF Transfers

| | 2016-17 | | 2017-18 | | 2018-19 | | 2019-20 | | 2020-21 | | 2021-22 | |
|---------------------------------|-----------|----------|-----------|----------|-----------|----------|-----------|----------|-----------|----------|-----------|----------|
| | July 2016 | Dec 2016 | July 2016 | Dec 2016 | July 2016 | Dec 2016 | July 2016 | Dec 2016 | July 2016 | Dec 2016 | July 2016 | Dec 2016 |
| Prize Percentage Scratch-off | 73.00% | 73.15% | 73.00% | 73.15% | 73.00% | 73.15% | 73.00% | 73.15% | 73.00% | 73.15% | 73.00% | 73.15% |
| Prize Percentage Terminal Games | 50.25% | 50.78% | 50.25% | 50.55% | 50.25% | 50.54% | 50.25% | 50.54% | 50.25% | 50.53% | 50.25% | 50.53% |
| 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 | \$80.55 | \$80.84 | \$80.17 | \$80.26 | \$80.17 | \$80.26 | \$80.17 | \$80.26 | \$80.17 | \$80.26 | \$80.17 | \$80.26 |
| Vendor Rate Scratch-off | 1.41% | 1.41% | 1.40% | 1.40% | 1.40% | 1.40% | 1.40% | 1.39% | 1.39% | 1.39% | 1.39% | 1.39% |
| Vendor Rate Terminal Games | 1.62% | 1.64% | 1.60% | 1.63% | 1.60% | 1.63% | 1.60% | 1.63% | 1.60% | 1.62% | 1.60% | 1.62% |
| Unclaimed Prize Rate | 1.00% | 1.02% | 1.00% | 1.02% | 1.00% | 1.02% | 1.00% | 1.02% | 1.00% | 1.02% | 1.00% | 1.02% |

Note: After transfers for prizes, fees, administrative expenses, and unclaimed prizes, net transfers to the EETF equal approximately 41.8% of terminal game ticket sales and 18.5% 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 | |
|---|-----------|----------|-----------|----------|-----------|----------|-----------|----------|-----------|----------|-----------|----------|-----------|----------|-----------|----------|
| | July 2016 | Dec 2016 | July 2016 | Dec 2016 | July 2016 | Dec 2016 | July 2016 | Dec 2016 | July 2016 | Dec 2016 | July 2016 | Dec 2016 | July 2016 | Dec 2016 | July 2016 | Dec 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% | 18.50% | 18.54% | 18.75% | 18.60% | 18.48% | 18.62% | 18.52% | 18.63% | 18.54% | 18.66% | 18.56% | 18.68% | 18.58% | | 18.60% |
| EETF Transfer rate terminal games | 40.49% | 40.49% | 40.46% | 41.44% | 40.53% | 40.62% | 40.56% | 40.89% | 40.58% | 40.92% | 40.62% | 40.93% | 40.65% | 40.97% | | 40.99% |

* based on weekly sales figures for 2015-16

** based on daily sales figures for 2015-16

| 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.

| December 2016 Forecast | 2015-16 | 2016-17 | 2017-18 | 2018-19 | 2019-20 | 2020-21 | 2021-22 |
|---|---------|---------|---------|---------|---------|---------|---------|
| Scratch-Off Sales | 3954.7 | 4084.5 | 4166.2 | 4228.7 | 4292.1 | 4356.5 | 4421.8 |
| Terminal Game Sales | 2108.5 | 1870.0 | 1858.8 | 1876.6 | 1893.9 | 1910.9 | 1927.9 |
| EETF transfer due from current year ticket sales and other income | 1685.8 | 1565.8 | 1583.3 | 1604.0 | 1624.8 | 1645.8 | 1666.5 |
| less collection lag loss | (49.4) | (49.0) | (53.6) | (30.8) | (37.5) | (42.8) | 0.0 |
| plus collection lag gain from prior year | 48.8 | 49.4 | 49.0 | 53.6 | 30.8 | 37.5 | 42.8 |
| Due to EETF from Lottery Receipts | 1685.2 | 1566.2 | 1578.7 | 1626.8 | 1618.1 | 1640.4 | 1709.3 |
| 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 | 1650.8 | 1572.7 | 1620.8 | 1612.1 | 1634.4 | 1703.3 |

* 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.