

Revenue Estimating Conference Executive Summary for Lottery Ticket Sales and the EETF December 4, 2018

The Revenue Estimating Conference reviewed Lottery revenues on December 4, 2018. Total ticket sales were an estimated \$153.2 million over expectation for this point of the current year, mostly attributable to strong Mega Millions sales which were influenced by the largest jackpot ever produced by the game.

The Conference increased the overall sales forecast by \$158.1 million in Fiscal Year 2018-19 and increased the forecast by \$57.3 to \$61.1 million in subsequent fiscal years. As a result, the final transfers to the Educational Enhancement Trust Fund (EETF) were increased by \$66.1 million in Fiscal Year 2018-19, and by \$23.7 to \$25.2 million in the remaining fiscal years. In regard to the specific games:

- Scratch-Off sales were running approximately \$7.6 million below estimate for the current year. The Conference decreased Scratch-Off ticket sales by \$20.1 to \$22.3 million each year.
- Powerball sales were about \$14.8 million over estimate for the current year. The Conference increased the estimate by that amount for this year and retained the prior forecast for each year thereafter.
- Mega Millions ticket sales were running higher than projected, coming in \$142.5 million over estimate for the current year. The Conference increased the forecast by \$163.9 million for Fiscal Year 2018-19, banking the overage and assuming stronger weekly sales for the remainder of the year. For each year thereafter, sales were increased by \$79.0 to \$83.7 million.
- Lotto sales came in \$4.2 million higher than anticipated for this point of the current year. Given this small difference, the Conference kept the prior forecast. Similarly, since Fantasy 5 was virtually on estimate for the current year, the Conference retained that forecast as well.
- Lucky Money ticket sales were running \$0.7 below estimate for the current year; however, this game will be replaced by Jackpot Triple Play in January 2019. To recognize the likely boost to sales caused by the introduction of a new game, the Conference increased Fiscal Year 2018-2019 sales by \$3.2 million and adjusted the forecast for the remaining years by \$0.8 to \$6.1 million.
- Ticket sales for Pick Games – Pick 2, Pick 3 (formerly Cash 3), Pick 4 (formerly Play 4), and Pick 5 – were running below estimate for the current year. In response, the Conference decreased the forecast between \$4.0 and \$9.3 million each year.
- Cash 4 Life sales were running above estimate by \$0.5 million for the current year. Given this small difference, the Conference retained the prior forecast.
- Fast Play ticket sales for the current year were running about \$2.3 million above the estimate. The Conference increased the forecast by \$2.3 to \$2.9 million each year.

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

Revised 1/30/2019

Summary of All Games				
		Aug 2018	Dec 2018	Difference
Scratch-off	2017-18	4652.3	4652.3	0.0
	2018-19	4868.7	4848.6	-20.1
	2019-20	5058.7	5037.8	-20.9
	2020-21	5154.5	5133.2	-21.3
	2021-22	5238.1	5216.4	-21.7
	2022-23	5313.8	5291.8	-22.0
2023-24	5389.1	5366.8	-22.3	
Powerball	2017-18	474.0	474.0	0.0
	2018-19	441.5	456.3	14.8
	2019-20	448.3	448.3	0.0
	2020-21	455.0	455.0	0.0
	2021-22	461.6	461.6	0.0
	2022-23	468.0	468.0	0.0
2023-24	474.6	474.6	0.0	
Mega Millions	2017-18	220.6	220.6	0.0
	2018-19	218.5	382.4	163.9
	2019-20	222.0	301.0	79.0
	2020-21	225.3	305.6	80.3
	2021-22	228.5	310.0	81.5
	2022-23	231.8	314.4	82.6
2023-24	234.9	318.6	83.7	
Lotto	2017-18	240.0	240.0	0.0
	2018-19	218.4	218.4	0.0
	2019-20	207.5	207.5	0.0
	2020-21	201.3	201.3	0.0
	2021-22	199.3	199.3	0.0
	2022-23	198.3	198.3	0.0
2023-24	198.3	198.3	0.0	
Lucky Money	2017-18	74.5	74.5	0.0
	2018-19	76.6	79.8	3.2
	2019-20	75.2	76.0	0.8
	2020-21	73.9	76.0	2.1
	2021-22	72.5	76.0	3.5
	2022-23	71.2	76.0	4.8
2023-24	69.9	76.0	6.1	
Fantasy 5	2017-18	264.4	264.4	0.0
	2018-19	266.5	266.5	0.0
	2019-20	267.3	267.3	0.0
	2020-21	268.1	268.1	0.0
	2021-22	268.9	268.9	0.0
	2022-23	269.7	269.7	0.0
2023-24	270.5	270.5	0.0	
Pick Games	2017-18	698.2	698.2	0.0
	2018-19	722.1	716.1	-6.0
	2019-20	735.8	731.8	-4.0
	2020-21	748.3	742.8	-5.5
	2021-22	760.3	753.5	-6.8
	2022-23	771.7	764.0	-7.7
2023-24	783.3	774.0	-9.3	
Cash 4 Life	2017-18	59.2	59.2	0.0
	2018-19	52.0	52.0	0.0
	2019-20	52.0	52.0	0.0
	2020-21	52.0	52.0	0.0
	2021-22	52.0	52.0	0.0
	2022-23	52.0	52.0	0.0
2023-24	52.0	52.0	0.0	
Fast Play	2017-18	17.8	17.8	0.0
	2018-19	15.0	17.3	2.3
	2019-20	15.0	17.4	2.4
	2020-21	15.0	17.6	2.6
	2021-22	15.0	17.7	2.7
	2022-23	15.0	17.8	2.8
2023-24	15.0	17.9	2.9	
TOTAL	2017-18	6701.1	6701.1	0.0
	2018-19	6879.4	7037.5	158.1
	2019-20	7081.9	7139.2	57.3
	2020-21	7193.4	7251.5	58.1
	2021-22	7296.2	7355.4	59.2
	2022-23	7391.5	7452.0	60.5
2023-24	7487.5	7548.6	61.1	
EETF Receipts from Ticket Sales	2017-18	1691.3	1691.3	0.0
	2018-19	1732.9	1797.9	65.0
	2019-20	1728.0	1751.6	23.6
	2020-21	1759.4	1782.7	23.3
	2021-22	1783.0	1806.6	23.6
	2022-23	1807.6	1831.7	24.2
2023-24	1857.4	1882.1	24.7	
Other Income	2017-18	13.4	13.4	0.0
	2018-19	11.9	12.0	0.1
	2019-20	12.0	12.1	0.1
	2020-21	12.1	12.2	0.1
	2021-22	12.2	12.3	0.1
	2022-23	12.3	12.4	0.1
2023-24	12.4	12.5	0.1	
80% unclaimed prizes	2017-18	55.3	55.3	0.0
	2018-19	57.0	58.0	1.0
	2019-20	58.8	59.2	0.4
	2020-21	59.8	60.2	0.4
	2021-22	60.7	61.1	0.4
	2022-23	61.5	61.9	0.4
2023-24	62.3	62.7	0.4	
Distribution to EETF from Lottery Receipts	2017-18	1760.0	1760.0	0.0
	2018-19	1801.8	1867.9	66.1
	2019-20	1798.9	1822.9	24.0
	2020-21	1831.4	1855.1	23.7
	2021-22	1855.9	1880.0	24.1
	2022-23	1881.4	1906.0	24.7
2023-24	1932.1	1957.3	25.2	

**LOTTERY ESTIMATING CONFERENCE, December 2018
 LOTTERY SALES PROJECTIONS
 SUMMARY**

Ticket Sales

	Aug 2018	Dec 2018	Diff.
2016-17	6157.0	6157.0	0.0
2017-18	6701.1	6701.1	0.0
2018-19	6879.4	7037.5	158.1
2019-20	7081.9	7139.2	57.3
2020-21	7193.4	7251.5	58.1
2021-22	7296.2	7355.4	59.2
2022-23	7391.5	7452.0	60.5
2023-24	7487.5	7548.6	61.1

Other Income

	Aug 2018	Dec 2018	Diff.
2016-17	12.4	12.4	0.0
2017-18	13.4	13.4	0.0
2018-19	11.9	12.0	0.1
2019-20	12.0	12.1	0.1
2020-21	12.1	12.2	0.1
2021-22	12.2	12.3	0.1
2022-23	12.3	12.4	0.1
2023-24	12.4	12.5	0.1

Unclaimed Prizes

	Aug 2018	Dec 2018	Diff.
2016-17	69.3	69.3	0.0
2017-18	55.3	55.3	0.0
2018-19	57.0	58.0	1.0
2019-20	58.8	59.2	0.4
2020-21	59.8	60.2	0.4
2021-22	60.7	61.1	0.4
2022-23	61.5	61.9	0.4
2023-24	62.3	62.7	0.4

Distribution to EETF from Lottery Receipts

	Aug 2018	Dec 2018	Diff.
2016-17	1724.7	1724.7	0.0
2017-18	1760.0	1760.0	0.0
2018-19	1801.8	1867.9	66.1
2019-20	1798.9	1822.9	24.0
2020-21	1831.4	1855.1	23.7
2021-22	1855.9	1880.0	24.1
2022-23	1881.4	1906.0	24.6
2023-24	1932.1	1957.3	25.2

SCRATCH-OFF

Total Sales		
	Aug 2018	Dec 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	4652.3	4652.3
2018-19	4868.7	4848.6
2019-20	5058.7	5037.8
2020-21	5154.5	5133.2
2021-22	5238.1	5216.4
2022-23	5313.8	5291.8
2023-24	5389.1	5366.8

Due to EETF from Ticket Sales		
	Aug 2018	Dec 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	865.3	865.3
2018-19	907.6	903.5
2019-20	949.2	943.1
2020-21	968.0	961.9
2021-22	984.5	978.3
2022-23	999.4	993.1
2023-24	1014.3	1007.9

Per Capita Sales		
	Aug 2018	Dec 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	224.2	224.2
2018-19	231.0	230.0
2019-20	236.5	235.5
2020-21	237.5	236.6
2021-22	238.1	237.1
2022-23	238.3	237.3
2023-24	238.5	237.5

Average Weekly Sales		
	Aug 2018	Dec 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	89.5	89.5
2018-19	93.6	93.2
2019-20	97.3	96.9
2020-21	99.1	98.7
2021-22	100.7	100.3
2022-23	102.2	101.8
2023-24	103.6	103.2

Growth Rates		
	Aug 2018	Dec 2018
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	9.6%	9.6%
2018-19	4.7%	4.2%
2019-20	3.9%	3.9%
2020-21	1.9%	1.9%
2021-22	1.6%	1.6%
2022-23	1.4%	1.4%
2023-24	1.4%	1.4%

Average Weekly Sales		
	Aug 2018	Dec 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	89.5	89.5
2018-19	93.6	93.2
2019-20	97.3	96.9
2020-21	99.1	98.7
2021-22	100.7	100.3
2022-23	102.2	101.8
2023-24	103.6	103.2

POWERBALL (INCLUDING POWER PLAY)

Ticket Sales		
	Aug 2018	Dec 2018
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	474.0	474.0
2018-19	441.5	456.3
2019-20	448.3	448.3
2020-21	455.0	455.0
2021-22	461.6	461.6
2022-23	468.0	468.0
2023-24	474.6	474.6

Per Capita Sales		
	Aug 2018	Dec 2018
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	22.8	22.8
2018-19	20.9	21.6
2019-20	21.0	21.0
2020-21	21.0	21.0
2021-22	21.0	21.0
2022-23	21.0	21.0
2023-24	21.0	21.0

Average Weekly Sales		
	Aug 2018	Dec 2018
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	9.1	9.1
2018-19	8.5	8.8
2019-20	8.6	8.6
2020-21	8.8	8.8
2021-22	8.9	8.9
2022-23	9.0	9.0
2023-24	9.1	9.1

Growth Rates		
	Aug 2018	Dec 2018
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	9.2%	9.2%
2018-19	-6.9%	-3.7%
2019-20	1.5%	-1.8%
2020-21	1.5%	1.5%
2021-22	1.5%	1.5%
2022-23	1.4%	1.4%
2023-24	1.4%	1.4%

*Annualized figures

Mega Millions

Ticket Sales		
	Aug 2018	Dec 2018
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	220.6	220.6
2018-19	218.5	382.4
2019-20	222.0	301.0
2020-21	225.3	305.6
2021-22	228.5	310.0
2022-23	231.8	314.4
2023-24	234.9	318.6

Per Capita Sales		
	Aug 2018	Dec 2018
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	10.6	10.6
2018-19	10.4	18.1
2019-20	10.4	14.1
2020-21	10.4	14.1
2021-22	10.4	14.1
2022-23	10.4	14.1
2023-24	10.4	14.1

Average Weekly Sales		
	Aug 2018	Dec 2018
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	4.2	4.2
2018-19	4.2	7.4
2019-20	4.3	5.8
2020-21	4.3	5.9
2021-22	4.4	6.0
2022-23	4.5	6.0
2023-24	4.5	6.1

Growth Rates		
2013-14	n/a	
2014-15	-12.1%	-12.1%
2015-16	1.8%	1.8%
2016-17	-1.7%	-1.7%
2017-18	49.7%	49.7%
2018-19	-1.0%	73.3%
2019-20	1.6%	-21.3%
2020-21	1.5%	1.5%
2021-22	1.4%	1.5%
2022-23	1.4%	1.4%
2023-24	1.4%	1.3%

LOTTO WITH XTRA

Ticket Sales		
	Aug 2018	Dec 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	240.0	240.0
2018-19	218.4	218.4
2019-20	207.5	207.5
2020-21	201.3	201.3
2021-22	199.3	199.3
2022-23	198.3	198.3
2023-24	198.3	198.3

Per Capita Sales		
	Aug 2018	Dec 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	11.6	11.6
2018-19	10.4	10.4
2019-20	9.7	9.7
2020-21	9.3	9.3
2021-22	9.1	9.1
2022-23	8.9	8.9
2023-24	8.8	8.8

Average Weekly Sales		
	Aug 2018	Dec 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	4.6
2018-19	4.2	4.2
2019-20	4.0	4.0
2020-21	3.9	3.9
2021-22	3.8	3.8
2022-23	3.8	3.8
2023-24	3.8	3.8

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	-5.1%	-5.1%
2018-19	-9.0%	-9.0%
2019-20	-5.0%	-5.0%
2020-21	-3.0%	-3.0%
2021-22	-1.0%	-1.0%
2022-23	-0.5%	-0.5%
2023-24	0.0%	0.0%

LUCKY MONEY* (Including EZ Match)*

Ticket Sales		
	Aug 2018	Dec 2018
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	89.9	89.9
2017-18	74.5	74.5
2018-19	76.6	79.8
2019-20	75.2	76.0
2020-21	73.9	76.0
2021-22	72.5	76.0
2022-23	71.2	76.0
2023-24	69.9	76.0

Per Capita Sales		
	Aug 2018	Dec 2018
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	4.4	4.4
2017-18	3.6	3.6
2018-19	3.6	3.8
2019-20	3.5	3.6
2020-21	3.4	3.5
2021-22	3.3	3.5
2022-23	3.2	3.4
2023-24	3.1	3.4

Average Weekly Sales		
	Aug 2018	Dec 2018
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	1.7
2017-18	1.4	1.4
2018-19	1.5	1.5
2019-20	1.4	1.5
2020-21	1.4	1.5
2021-22	1.4	1.5
2022-23	1.4	1.5
2023-24	1.3	1.5

Growth Rates		
	Aug 2018	Dec 2018
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	-17.2%	-17.2%
2018-19	2.9%	7.1%
2019-20	-1.8%	-4.8%
2020-21	-1.7%	0.0%
2021-22	-1.9%	0.0%
2022-23	-1.8%	0.0%
2023-24	-1.8%	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 2018	Dec 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	264.4	264.4
2018-19	266.5	266.5
2019-20	267.3	267.3
2020-21	268.1	268.1
2021-22	268.9	268.9
2022-23	269.7	269.7
2023-24	270.5	270.5

Per Capita Sales		
	Aug 2018	Dec 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	12.7	12.7
2018-19	12.6	12.6
2019-20	12.5	12.5
2020-21	12.4	12.4
2021-22	12.2	12.2
2022-23	12.1	12.1
2023-24	12.0	12.0

Average Weekly Sales		
	Aug 2018	Dec 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	5.1	5.1
2018-19	5.1	5.1
2019-20	5.1	5.1
2020-21	5.2	5.2
2021-22	5.2	5.2
2022-23	5.2	5.2
2023-24	5.2	5.2

Growth Rates		
	Aug 2018	Dec 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	-4.1%	-4.1%
2018-19	0.8%	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%
2023-24	0.3%	0.3%

Pick Games*

Pick Games Ticket Sales		
	Aug 2018	Dec 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	698.2	698.2
2018-19	722.1	716.1
2019-20	735.8	731.8
2020-21	748.3	742.8
2021-22	760.3	753.5
2022-23	771.7	764.0
2023-24	783.3	774.0

Per Capita Sales		
	Aug 2018	Dec 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	33.7	33.7
2018-19	34.3	34.0
2019-20	34.4	34.2
2020-21	34.5	34.2
2021-22	34.6	34.2
2022-23	34.6	34.3
2023-24	34.7	34.3

Average Weekly Sales		
	Aug 2018	Dec 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	13.4	13.4
2018-19	13.9	13.8
2019-20	14.2	14.1
2020-21	14.4	14.3
2021-22	14.6	14.5
2022-23	14.8	14.7
2023-24	15.1	14.9

Growth Rates		
	Aug 2018	Dec 2018
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	3.8%	3.8%
2018-19	3.4%	2.6%
2019-20	1.9%	2.2%
2020-21	1.7%	1.5%
2021-22	1.6%	1.4%
2022-23	1.5%	1.4%
2023-24	1.5%	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		
	Aug 2018	Dec 2018
2016-17	28.8	28.8
2017-18	59.2	59.2
2018-19	52.0	52.0
2019-20	52.0	52.0
2020-21	52.0	52.0
2021-22	52.0	52.0
2022-23	52.0	52.0
2023-24	52.0	52.0

Per Capita Sales		
	Aug 2018	Dec 2018
2016-17	1.4	1.4
2017-18	2.9	2.9
2018-19	2.5	2.5
2019-20	2.4	2.4
2020-21	2.4	2.4
2021-22	2.4	2.4
2022-23	2.3	2.3
2023-24	2.3	2.3

Average Weekly Sales		
	Aug 2018	Dec 2018
2016-17	0.6	0.6
2017-18	1.1	1.1
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	1.0
2023-24	1.0	1.0

Growth Rates		
2017-18	105.8%	105.8%
2018-19	-12.2%	-12.2%
2019-20	0.0%	0.0%
2020-21	0.0%	0.0%
2021-22	0.0%	0.0%
2022-23	0.0%	0.0%
2023-24	0.0%	0.0%

Fast Play

Ticket Sales		
	Aug 2018	Dec 2018
2017-18	17.8	17.8
2018-19	15.0	17.3
2019-20	15.0	17.4
2020-21	15.0	17.6
2021-22	15.0	17.7
2022-23	15.0	17.8
2023-24	15.0	17.9

Per Capita Sales		
	Aug 2018	Dec 2018
2017-18	0.9	0.9
2018-19	0.7	0.8
2019-20	0.7	0.8
2020-21	0.7	0.8
2021-22	0.7	0.8
2022-23	0.7	0.8
2023-24	0.7	0.8

Average Weekly Sales		
	Aug 2018	Dec 2018
2017-18	0.3	0.3
2018-19	0.3	0.3
2019-20	0.3	0.3
2020-21	0.3	0.3
2021-22	0.3	0.3
2022-23	0.3	0.3
2023-24	0.3	0.3

Growth Rates		
2018-19	-15.7%	-2.7%
2019-20	0.0%	0.7%
2020-21	0.0%	0.7%
2021-22	0.0%	0.7%
2022-23	0.0%	0.7%
2023-24	0.0%	0.7%

Raffle

Ticket Sales		
	Aug 2018	Dec 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
2023-24	0.0	0.0

Per Capita Sales		
	Aug 2018	Dec 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
2023-24	0.0	0.0

Average Weekly Sales		
	Aug 2018	Dec 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
2023-24	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 (ONLINE) GAME SALES

Ticket Sales			Due to EETF from Ticket Sales			Per Capita Sales			Average Weekly Sales		
	Aug 2018	Dec 2018		Aug 2018	Dec 2018		Aug 2018	Dec 2018		Aug 2018	Dec 2018
1997-98	1466.6	1466.6	1997-98			1997-98	97.0	97.0	1997-98	28.2	28.2
1998-99	1503.0	1503.0	1998-99			1998-99	97.3	97.3	1998-99	28.9	28.9
1999-00	1680.1	1680.1	1999-00			1999-00	106.1	106.1	1999-00	32.3	32.3
2000-01	1635.5	1635.5	2000-01			2000-01	101.0	101.0	2000-01	31.5	31.5
2001-02	1693.8	1693.8	2001-02			2001-02	102.6	102.6	2001-02	32.6	32.6
2002-03	1794.1	1794.1	2002-03			2002-03	106.5	106.5	2002-03	34.5	34.5
2003-04	1712.9	1712.9	2003-04			2003-04	99.5	99.5	2003-04	32.9	32.9
2004-05	1626.1	1626.1	2004-05			2004-05	92.2	92.2	2004-05	31.3	31.3
2005-06	1828.9	1828.9	2005-06	755.9	755.9	2005-06	101.5	101.5	2005-06	35.2	35.2
2006-07	1838.5	1838.5	2006-07	761.3	761.3	2006-07	100.2	100.2	2006-07	35.4	35.4
2007-08	1806.0	1806.0	2007-08	713.4	713.4	2007-08	97.3	97.3	2007-08	34.7	34.7
2008-09	1873.9	1873.9	2008-09	762.3	762.3	2008-09	100.4	100.4	2008-09	36.0	36.0
2009-10	1822.4	1822.4	2009-10	747.4	747.4	2009-10	97.2	97.2	2009-10	35.0	35.0
2010-11	1783.0	1783.0	2010-11	719.6	719.6	2010-11	94.4	94.4	2010-11	34.3	34.3
2011-12	1882.9	1882.9	2011-12	769.7	769.7	2011-12	98.9	98.9	2011-12	36.2	36.2
2012-13	1984.5	1984.5	2012-13	796.5	796.5	2012-13	103.3	103.3	2012-13	38.2	38.2
2013-14	1951.1	1951.1	2013-14	784.5	784.5	2013-14	100.4	100.4	2013-14	37.5	37.5
2014-15	1859.3	1859.3	2014-15	752.9	752.9	2014-15	94.2	94.2	2014-15	35.8	35.8
2015-16	2108.5	2108.5	2015-16	873.7	873.7	2015-16	105.1	105.1	2015-16	40.5	40.5
2016-17	1913.4	1913.4	2016-17	778.1	778.1	2016-17	93.8	93.8	2016-17	36.8	36.8
2017-18	2048.8	2048.8	2017-18	827.1	827.1	2017-18	98.8	98.8	2017-18	39.4	39.4
2018-19	1995.7	2171.6	2018-19	801.7	871.8	2018-19	94.7	103.0	2018-19	38.4	41.8
2019-20	2008.2	2083.9	2019-20	791.8	820.8	2019-20	93.9	97.4	2019-20	38.6	40.1
2020-21	2023.9	2100.8	2020-21	797.9	827.4	2020-21	93.3	96.8	2020-21	38.9	40.4
2021-22	2043.1	2121.3	2021-22	805.4	835.4	2021-22	92.9	96.4	2021-22	39.3	40.8
2022-23	2062.7	2142.4	2022-23	813.2	843.8	2022-23	92.5	96.1	2022-23	39.7	41.2
2023-24	2083.5	2163.9	2023-24	821.7	852.6	2023-24	92.2	95.8	2023-24	40.1	41.6

Growth Rates		
	Aug 2018	Dec 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	7.1%	7.1%
2018-19	-2.6%	6.0%
2019-20	0.6%	-4.0%
2020-21	0.8%	0.8%
2021-22	0.9%	1.0%
2022-23	1.0%	1.0%
2023-24	1.0%	1.0%

Average Weekly Sales		
	Aug 2018	Dec 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	39.4	39.4
2018-19	38.4	41.8
2019-20	38.6	40.1
2020-21	38.9	40.4
2021-22	39.3	40.8
2022-23	39.7	41.2
2023-24	40.1	41.6

TOTAL TICKET SALES

Ticket Sales		
	Aug 2018	Dec 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	6701.1	6701.1
2018-19	6879.4	7037.5
2019-20	7081.9	7139.2
2020-21	7193.4	7251.5
2021-22	7296.2	7355.4
2022-23	7391.5	7452.0
2023-24	7487.5	7548.6

Per Capita Sales		
	Aug 2018	Dec 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	323.0	323.0
2018-19	326.4	333.9
2019-20	331.1	333.8
2020-21	331.5	334.2
2021-22	331.6	334.3
2022-23	331.4	334.1
2023-24	331.4	334.1

Average Weekly Sales		
	Aug 2018	Dec 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	128.9	128.9
2018-19	132.3	135.3
2019-20	136.2	137.3
2020-21	138.3	139.5
2021-22	140.3	141.5
2022-23	142.1	143.3
2023-24	144.0	145.2

Growth Rates		
	Aug 2018	Dec 2018
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	8.8%	8.8%
2018-19	2.7%	5.0%
2019-20	2.9%	1.4%
2020-21	1.6%	1.6%
2021-22	1.4%	1.4%
2022-23	1.3%	1.3%
2023-24	1.3%	1.3%

Instant (Scratch-off + Fast Play) versus Online (Terminal)

Instant Ticket Sales		
	Aug 2018	Dec 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	4652.3	4652.3
2018-19	4883.7	4865.9
2019-20	5073.7	5055.2
2020-21	5169.5	5150.7
2021-22	5253.1	5234.1
2022-23	5328.8	5309.6
2023-24	5404.1	5384.7

Online Games Ticket Sales		
	Aug 2018	Dec 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	2048.8	2048.8
2018-19	1995.7	2171.6
2019-20	2008.2	2083.9
2020-21	2023.9	2100.8
2021-22	2043.1	2121.3
2022-23	2062.7	2142.4
2023-24	2083.5	2163.9

Total Ticket Sales		
	Aug 2018	Dec 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	6701.1	6701.1
2018-19	6879.4	7037.5
2019-20	7081.9	7139.2
2020-21	7193.4	7251.5
2021-22	7296.2	7355.4
2022-23	7391.5	7452.0
2023-24	7487.5	7548.6

Instant - percent of total		
	Aug 2018	Dec 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	69.4%	69.4%
2018-19	71.0%	69.1%
2019-20	71.6%	70.8%
2020-21	71.9%	71.0%
2021-22	72.0%	71.2%
2022-23	72.1%	71.3%
2023-24	72.2%	71.3%

Terminal Games - percent of total		
	Aug 2018	Dec 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	30.6%	30.6%
2018-19	29.0%	30.9%
2019-20	28.4%	29.2%
2020-21	28.1%	29.0%
2021-22	28.0%	28.8%
2022-23	27.9%	28.7%
2023-24	27.8%	28.7%

Factors Affecting EETF Transfers

	2017-18		2018-19		2019-20		2020-21		2021-22		2022-23		2023-24	
	Aug 2018	Dec 2018	Aug 2018	Dec 2018	Aug 2018	Dec 2018	Aug 2018	Dec 2018	Aug 2018	Dec 2018	Aug 2018	Dec 2018	Aug 2018	Dec 2018
Prize Percentage Scratch-off	73.30%	73.30%	73.27%	73.33%	73.27%	73.33%	73.27%	73.33%	73.27%	73.33%	73.27%	73.33%	73.27%	73.33%
Prize Percentage Terminal Games	51.34%	51.34%	51.20%	51.25%	51.20%	51.25%	51.20%	51.25%	51.20%	51.25%	51.20%	51.25%	51.20%	51.25%
Retailer Commission Rate	5.50%	5.50%	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	\$82.40	\$82.40	\$81.60	\$81.80	\$80.90	\$80.90	\$80.90	\$80.90	\$80.90	\$80.90	\$80.90	\$80.90	\$80.90	\$80.90
Vendor Rate Scratch-off	1.37%	1.37%	1.36%	1.34%	1.28%	1.28%	1.28%	1.28%	1.28%	1.28%	1.28%	1.28%	1.28%	1.28%
Vendor Rate Terminal Games	1.56%	1.56%	1.84%	1.84%	2.63%	2.63%	2.65%	2.65%	2.67%	2.67%	2.68%	2.68%	2.68%	2.68%
Unclaimed Prize Rate	1.24%	1.24%	1.24%	1.24%	1.24%	1.24%	1.24%	1.24%	1.24%	1.24%	1.24%	1.24%	1.24%	1.24%

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

	2017-18		2018-19		2019-20		2020-21		2021-22		2022-23		2023-24	
	Aug 2018	Dec 2018	Aug 2018	Dec 2018	Aug 2018	Dec 2018	Aug 2018	Dec 2018	Aug 2018	Dec 2018	Aug 2018	Dec 2018	Aug 2018	Dec 2018
% Week 51 scratch-off *	1.8009%	1.8009%	1.8009%	1.8009%	1.8009%	1.8009%	1.8009%	1.8009%	1.8009%	1.8009%	1.8009%	1.8009%	1.8009%	1.8009%
% Week 51 terminal games *	1.6638%	1.6638%	1.6638%	1.6638%	1.6638%	1.6638%	1.6638%	1.6638%	1.6638%	1.6638%	1.6638%	1.6638%	1.6638%	1.6638%
% Week 52 scratch-off *	1.6159%	1.6159%	1.6159%	1.6159%	1.6159%	1.6159%	1.6159%	1.6159%	1.6159%	1.6159%	1.6159%	1.6159%	1.6159%	1.6159%
% Week 52 terminal games *	1.5383%	1.5383%	1.5383%	1.5383%	1.5383%	1.5383%	1.5383%	1.5383%	1.5383%	1.5383%	1.5383%	1.5383%	1.5383%	1.5383%
% of Week 51 to subsequent year **	100.00%	100.00%	0.00%	0.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	0.00%	0.00%
% of Week 52 to subsequent year **	85.43%	85.43%	100.00%	100.00%	29.20%	29.20%	44.72%	44.72%	61.40%	61.40%	71.43%	71.43%	100.00%	100.00%
% of scratch-off rec'd subsequent year	3.1814%	3.1814%	1.6159%	1.6159%	2.2727%	2.2727%	2.5236%	2.5236%	2.7930%	2.7930%	2.9551%	2.9551%	1.6159%	1.6159%
% of terminal games rec'd subsequent year	2.9780%	2.9780%	1.5383%	1.5383%	2.1130%	2.1130%	2.3518%	2.3518%	2.6083%	2.6083%	2.7626%	2.7626%	1.5383%	1.5383%
EETF Transfer rate scratch-off	18.60%	18.60%	18.58%	18.57%	18.71%	18.66%	18.73%	18.67%	18.74%	18.69%	18.76%	18.70%	18.77%	18.72%
EETF Transfer rate terminal games	40.37%	40.37%	40.17%	40.15%	39.43%	39.39%	39.43%	39.38%	39.42%	39.38%	39.43%	39.38%	39.44%	39.40%

* based on weekly sales figures for 2017-18
 ** based on daily sales figures for 2017-18

August 2018 Forecast	2017-18	2018-19	2019-20	2020-21	2021-22	2022-23	2023-24
Instant Game Sales (Scratch + Fast Play)	4652.3	4883.7	5073.7	5169.5	5253.1	5328.8	5404.1
Terminal Game Sales	2048.8	1995.7	2008.2	2023.9	2043.1	2062.7	2083.5
EETF transfer due from current year ticket sales and other income	1761.2	1778.3	1811.8	1837.9	1862.8	1886.5	1910.7
less collection lag loss	(52.2)	(27.0)	(38.3)	(43.2)	(48.5)	(52.0)	(29.0)
plus collection lag gain from prior year	52.6	52.2	27.0	38.3	43.2	48.5	52.0
Due to EETF from Lottery Receipts	1761.6	1803.4	1800.5	1833.0	1857.5	1883.0	1933.7
adjustment for estimated true-up payment in next fiscal year	(1.6)	(1.6)	(1.6)	(1.6)	(1.6)	(1.6)	(1.6)
adjustment for delayed June transfer*							
Distribution to EETF from Lottery Receipts	1760.0	1801.8	1798.9	1831.4	1855.9	1881.4	1932.1

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.

December 2018 Forecast	2017-18	2018-19	2019-20	2020-21	2021-22	2022-23	2023-24
Instant Game Sales (Scratch + Fast Play)	4652.3	4865.9	5055.2	5150.7	5234.1	5309.6	5384.7
Terminal Game Sales	2048.8	2171.6	2083.9	2100.8	2121.3	2142.4	2163.9
EETF transfer due from current year ticket sales and other income	1761.2	1845.4	1835.3	1861.6	1887.0	1911.2	1935.7
less collection lag loss	(52.2)	(28.0)	(38.8)	(43.7)	(49.1)	(52.7)	(29.4)
plus collection lag gain from prior year	52.6	52.2	28.0	38.8	43.7	49.1	52.7
Due to EETF from Lottery Receipts	1761.6	1869.5	1824.5	1856.7	1881.6	1907.6	1958.9
adjustment for estimated true-up payment in next fiscal year	(1.6)	(1.6)	(1.6)	(1.6)	(1.6)	(1.6)	(1.6)
adjustment for delayed June transfer*							
Distribution to EETF from Lottery Receipts	1760.0	1867.9	1822.9	1855.1	1880.0	1906.0	1957.3