



# Director's Comments

Presentation to  
California State Lottery Commission  
June 20, 2019

Director's Report 6A

# Overview

## General Business Update

YTD Sales Update

## Agenda Action Items

- 8(a) - Department of Rehabilitation Interagency Agreement
- 8(b) - Scientific Games International, Inc. Instant Ticket Printing Contract Amendment
- 8(c) – IGT Global Solutions Corporation Instant Ticket Printing Contract Amendment



# Overview (continued)

- 8(d) - Pollard Banknote Limited Instant Ticket Printing Contract Amendment
- 8(e) – Marketing Promotions and Point-of-Sale Services Contract Extension and Contract Amendment
- 8(f) – Fiscal Year 2019-20 Business Plan
- 8(g) – Stanley Convergent Security Solutions Contract Amendment
- 8(h) – Interagency Agreement with the Department of Public Health’s Office of Problem Gambling
- 8(i) – Fiscal Year 2019-20 Budget



# Sales Update:

## Year-to-Date Sales Ahead of Goal and Last Year

	Sales thru 6-15-19 (in millions)	% of Goal	Change vs. Last Year
<b><u>TOTAL SALES</u></b>	<b><u>\$7,127.41</u></b>	<b><u>105%</u></b>	<b><u>7%</u></b>
<b>Scratchers (Consumer Sales)</b>	\$4,976.80	101%	3%
<b><u>Multi-State Games</u></b>	<b><u>\$1,233.76</u></b>	<b><u>131%</u></b>	<b><u>31%</u></b>
Powerball	\$508.33	103%	-3%
MEGA Millions	\$725.42	162%	75%
<b>SuperLotto Plus</b>	\$256.42	97%	2%
<b>Daily Games</b>	\$360.00	100%	3%
<b>Hot Spot</b>	\$300.43	101%	9%



# Estimated Fiscal Year-To-Date Profits are Solid and Well Above Goal

- With Scratchers and draw game sales staying strong, profit estimates continue to remain above goal
- Sales are 5% ahead of goal, while profits remain at 7% ahead of goal

As of June 1, 2019	% of Goal
Total Sales	105%
Total Profits	107%
Scratchers Profits	100%
Draw Game Profits	117%

