



Director's Comments

Presentation to
California State Lottery Commission
December 8, 2022

Informational Item 6a

Sales Update:

Year-to-Date Sales Over \$3.8 Billion

	F.Y. Sales thru 11-26-22 (in millions)	% of Goal	Change vs. Last Year
<u>TOTAL SALES</u>	<u>\$3,823.98</u>	<u>118%</u>	<u>6%</u>
Scratchers (Distribution Sales)	\$2,548.05	104%	-8%
<u>Multi-State Games</u>	<u>\$836.63</u>	<u>225%</u>	<u>115%</u>
Powerball	\$450.35	234%	89%
MEGA Millions	\$386.28	215%	156%
SuperLotto Plus	\$104.88	107%	1%
Daily Games	\$174.44	106%	-2%
Hot Spot	\$159.99	106%	-2%



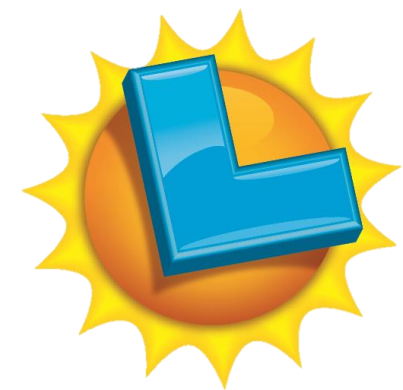
Through October, contributions to education are 28% ahead of goal

- Through October 2022, sales are 12% ahead of goal and profits 28% ahead of goal.
- Total year-to-date estimated contributions to education are over \$700 million – 4% higher than last year.

As of October 31, 2022	% of Goal
Total Sales	112%
Contributions to Education	128%



Billionaire made here!!



**BILLIONAIRE
MADE HERE**

**JOE'S SERVICE CENTER
ALTADENA, CA**

\$1,000,000

**CALIFORNIA
WINS**

**Over 7.8 Million
Winning Tickets**
totaling prizes of \$61.965 Billion in California
**plus the \$2.04 Billion
grand prize**
during the 41 draw sequence

1.6 Million Winners
in the November 7 Powerball draw
alone in California

\$156.3 Million
to California Public Schools
**The largest contribution
to education from a single
jackpot sequence in
California history.**

\$23.9 Million
in bonuses to our retail partners
**including \$1 Million to
Joe's Service Center**

CA continues as 2nd largest Lottery in U.S.

----- Sales of Traditional Products -----

State and Sales Rank in F.Y. 2021-22	F.Y. 2021-22 Sales (in millions)	Rank in F.Y. 2020-21	Rank in F.Y. 2019-20
#1 - Florida	\$9,324.6	#1	#2
#2 - California	\$8,865.8	#2	#4
#3 - Texas	\$8,296.9	#3	#3
#4 - New York	\$8,178.1	#4	#1
#5 - Massachusetts	\$5,834.9	#6	#5
#6 - Georgia	\$5,793.9	#5	#6
#7 - Pennsylvania	\$5,131.2	#7	#7
#8 - Michigan	\$4,882.4	#9	#8
#9 - Ohio	\$4,291.2	#8	#9
#10 - North Carolina	\$3,887.1	#10	#11

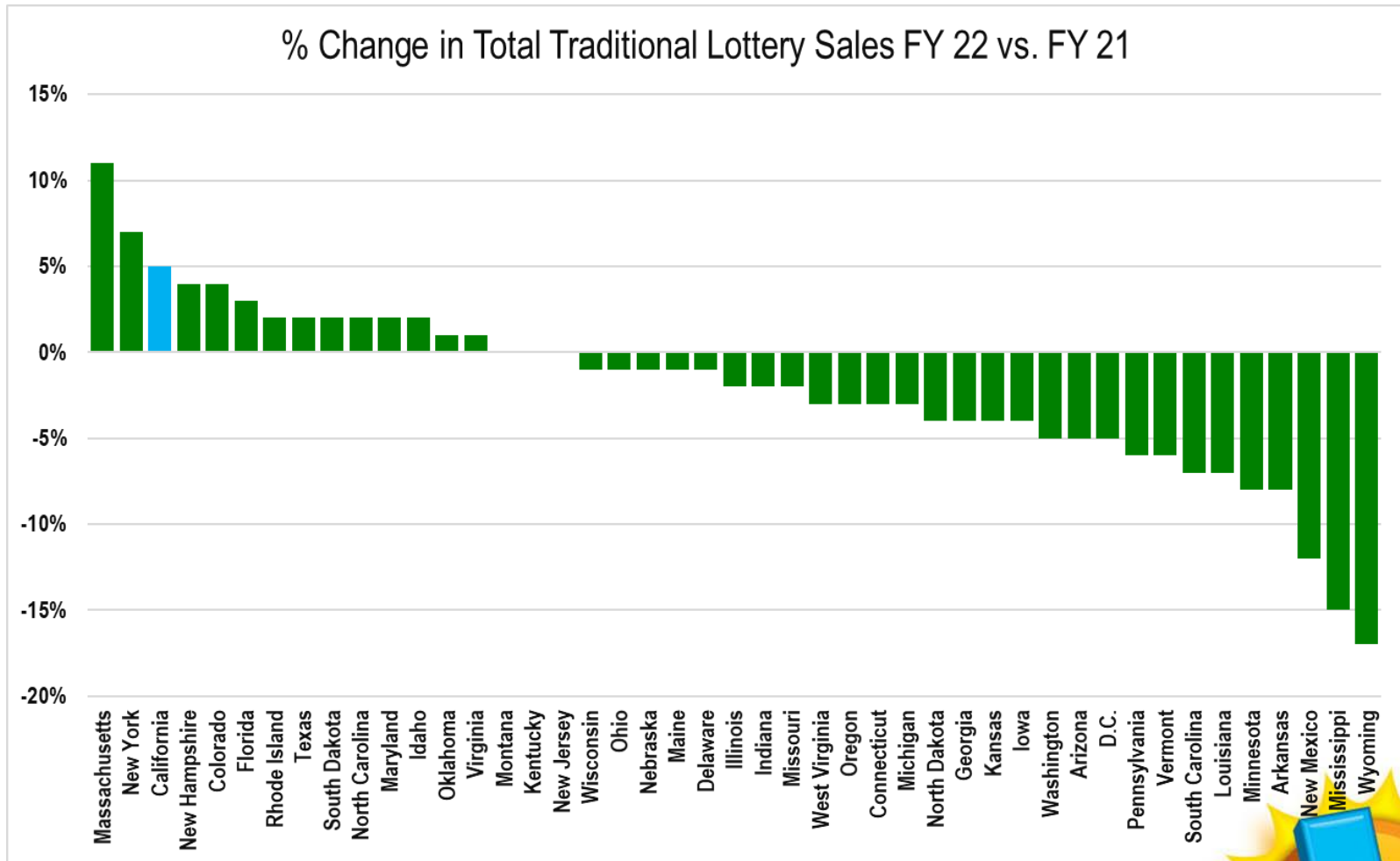
Source: *LaFleurs Magazine*, Sept/Oct 2022 – Sales excluding VLT revenue

**CA data based on unaudited figures from Aug 2022



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CA had the 3rd highest sales growth in U. S. versus the prior year



Other Lottery Industry Highlights from FY 22

- California continued as **#1** for **Powerball** sales.
- California continued as **#2** for **In-State Lotto**
- California moved up to **#2** for **Instants/Scratchers** sales
 - Surpassing TX for #2
- California's growth in Instant Sales of 7% was the highest in the U. S.
- California moved down to **#2** for **Mega Millions** sales.
 - Texas was #1 in MM sales
- California annual **per capita sales** of \$226 ranked **25th**
- California's estimated **contributions to education were #3** in the nation:
 - NY #1 (\$3.6 billion including VLT's)
 - FL #2 (\$2.3 billion)

Source: *LaFleurs Magazine*, Sept/Oct 2022

**CA data based on unaudited figures from Aug 2022

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