



Director's Comments

Presentation to
California State Lottery Commission
January 27, 2022

Informational Item 6a

Sales Update:

Year-to-Date Sales Over \$4.9 Billion

	F.Y. Sales thru 1-15- 22 (in millions)	% of Goal	Change vs. Last Year
<u>TOTAL SALES</u>	<u>\$4,907.98</u>	<u>108%</u>	<u>13%</u>
Scratchers (Distribution Sales)	\$3,751.29	107%	14%
<u>Multi-State Games</u>	<u>\$569.84</u>	<u>125%</u>	<u>15%</u>
Powerball	\$358.01	161%	54%
Mega Millions	\$211.83	90%	-19%
SuperLotto Plus	\$133.83	101%	6%
Daily Games	\$235.50	98%	3%
Hot Spot	\$217.53	106%	14%

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Contributions to education are 15% ahead of goal halfway through the year

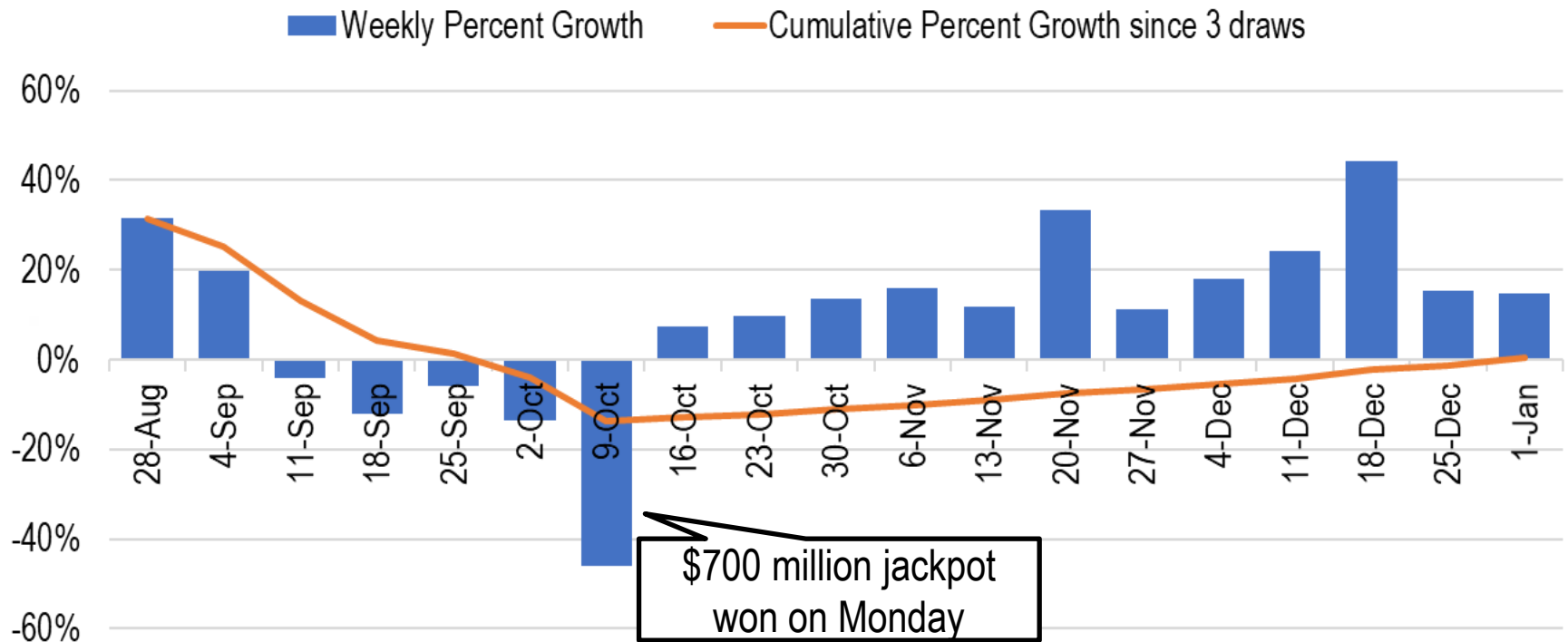
- Over the first half of this fiscal year, sales are 8% ahead of goal and profits 15% ahead of goal.
- Total estimated contributions to education now exceed 1 billion!

As of December 31, 2021	% of Goal
Total Sales	108%
Contributions to Education	115%



Powerball's new Monday draw showing more promise

Growth in Weekly Powerball Sales with Monday draws compared to Comparable Weeks with 2 draws



Since the \$700 million Powerball jackpot in early October, weekly Powerball sales are higher than weeks with similar jackpots when Powerball only had 2 draws a week.

Holiday season was strong for Scratchers



- This year's holiday games sales are pacing 7% better than last year's games.
- Helped push December sales and profits to meet their monthly goals.
- As Scratchers gifts were claimed, the week ending Jan 1, was the third highest Scratchers week ever.

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Other Lottery Highlights of 2021

- Record sales for FY2021 of \$8.4 billion and approximately \$1.87 billion for education
- New record of 146 new millionaires
- Responsible gaming program received high recognition
- Commitment to keeping the community and our staff safe during the pandemic



Current COVID-19 Climate

January 2022 Overview

Lottery's Current COVID Response

The health and safety of our employees is our top priority.

Lottery has:

- Updated our COVID Safety Protocol (CSP) *every time* guidance changes, including:
 - Recently updated statewide mask policy; and
 - Policies or public health guidance at the local (county) level
- Communicated via department-wide emails each time the CSP is updated



Lottery's Current COVID Response

The health and safety of our employees is our top priority.

Lottery is also:

(continued)

- Newly providing N95 masks to all employees (non-teleworkers) upon request as well as other PPE where appropriate
- Reminding field sales staff that, per long-standing Lottery policy, employees can leave a retail location and contact their management if they feel unsafe for any reason
- Continuing additional cleaning services at all Lottery locations – twice daily cleaning and disinfecting “High Touch” surfaces

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Lottery's Current COVID Response

The health and safety of our employees is our top priority.

Lottery is also:

(continued)

- Testing employees at multiple CSL facilities for employees with unverified vaccine status; we expect testing to be available at all facilities, including HQ, by the end of Feb.
- Diligently tracking Lottery-related COVID cases and exposures and communicating those to relevant employees in a timely manner

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