



Director's Update

June 2026 Commission Meeting

Total sales are currently over \$8.7 billion.

Sales Update			
	F.Y. Sales thru 6-6-26 (in millions)	% of Goal	Change vs. Last Year
<u>TOTAL SALES</u>	<u>\$8,736.47</u>	<u>98%</u>	<u>4%</u>
Scratchers (Consumer Sales)	\$6,462.21	98%	0%
<u>Multi-State Games</u>	<u>\$1,242.96</u>	<u>97%</u>	<u>37%</u>
Powerball	\$797.35	118%	106%
MEGA Millions	\$445.61	73%	-14%
SuperLotto Plus	\$218.34	97%	1%
Daily Games	\$384.65	98%	-3%
Hot Spot	\$428.30	104%	8%



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Some of FY 2025-26 Accomplishments

Expand Scratchers Sales by Removing Barriers Among Infrequent Players

- Scratchers Category Repositioning Efforts (advertising and game offerings)
- Sponsorships with CA NFL teams (including Scratchers games and 2nd Chance promotion)
- JAWS Scratchers game (including 2nd Chance promotion)
- Finalized requirements and plan to implement pilot to allow debit card payments

Continue to Grow Draw Game Sales

- First Hot Spot promotion since 2016 leading to record-breaking sales
- Jackpot alert advertising
- Made significant headway in planning a pilot implementation to allow jackpot game purchases “in-lane”
- Started research and planning for other California-run draw games improvements

Continue to Improve Knowledge and Perceptions About the Lottery

- Continued evolving Education Campaign

Some of FY 2025-26 Accomplishments

Explore new ways to expand and utilize the retail network

- Expansion of retail network to new chains and trade channels (Walmart and Gelson's)
- Rollout of more upgraded signage and equipment at retail (up to 5,500 digital touchscreen machines)
- Completed pilot and testing of a more secure Scratchers inventory system

Become Customer Focused, Continue to Improve the Customer Experience

- Upgrade and migration of 2nd Chance platform
- Received approval to increase the district office prize payment threshold
- Upgraded AV equipment at Headquarters
- Repaired Fresno District Office roof
- Rolled out more than 30 Human Resource Service Center automations and enhancements
- Launch of new Lottery Leadership Development Program
- Launch of CA Chapter of Women in Lottery Leadership Mentorship program

Continue the Celebration of the Lottery's 40th Anniversary

- All-State Staff Event!

Which has led to ...

- Over **\$9.32 billion** in sales, 4% growth from last year
- More than **\$6 billion** in prizes to our players
- More than **\$630 million** out to the retail community in commissions and bonuses
- **23,262** lottery retailers including **540** new retailers
- **56%** of CA adults have played a Scratchers game in the past year
- **40%** of CA adults aware of our mission
- Employee engagement rate up to **82%**
- **94%** supervisor training completion rate



Another \$2 billion going to California public schools and universities in FY 2025-26

- 4 out of the past 5 years, exceeded \$2 billion
- Since Lottery inception, contributions to education expected to exceed **\$50 billion.**

Contributions Update – Year End Estimate	
June 4, 2026 Estimate	
Estimate Dollars	\$2.14 billion
Percent of Goal	102%



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