



Director's Update

March 2026 Commission Meeting

Total sales are over \$6.6 billion.

Sales Update			
	F.Y. Sales thru 3-14-26 (in millions)	% of Goal	Change vs. Last Year
<u>TOTAL SALES</u>	<u>\$6,674.21</u>	<u>101%</u>	<u>7%</u>
Scratchers (Consumer Sales)	\$4,843.47	99%	2%
<u>Multi-State Games</u>	<u>\$1,070.94</u>	<u>114%</u>	<u>46%</u>
Powerball	\$713.03	149%	141%
MEGA Millions	\$357.91	78%	-18%
SuperLotto Plus	\$170.65	101%	1%
Daily Games	\$282.70	96%	-4%
Hot Spot	\$306.44	101%	4%



calottery

Almost \$1.5 billion in supplemental funding for CA public education.

- Contribution estimates continue to exceed this year's goal and last year's performance.

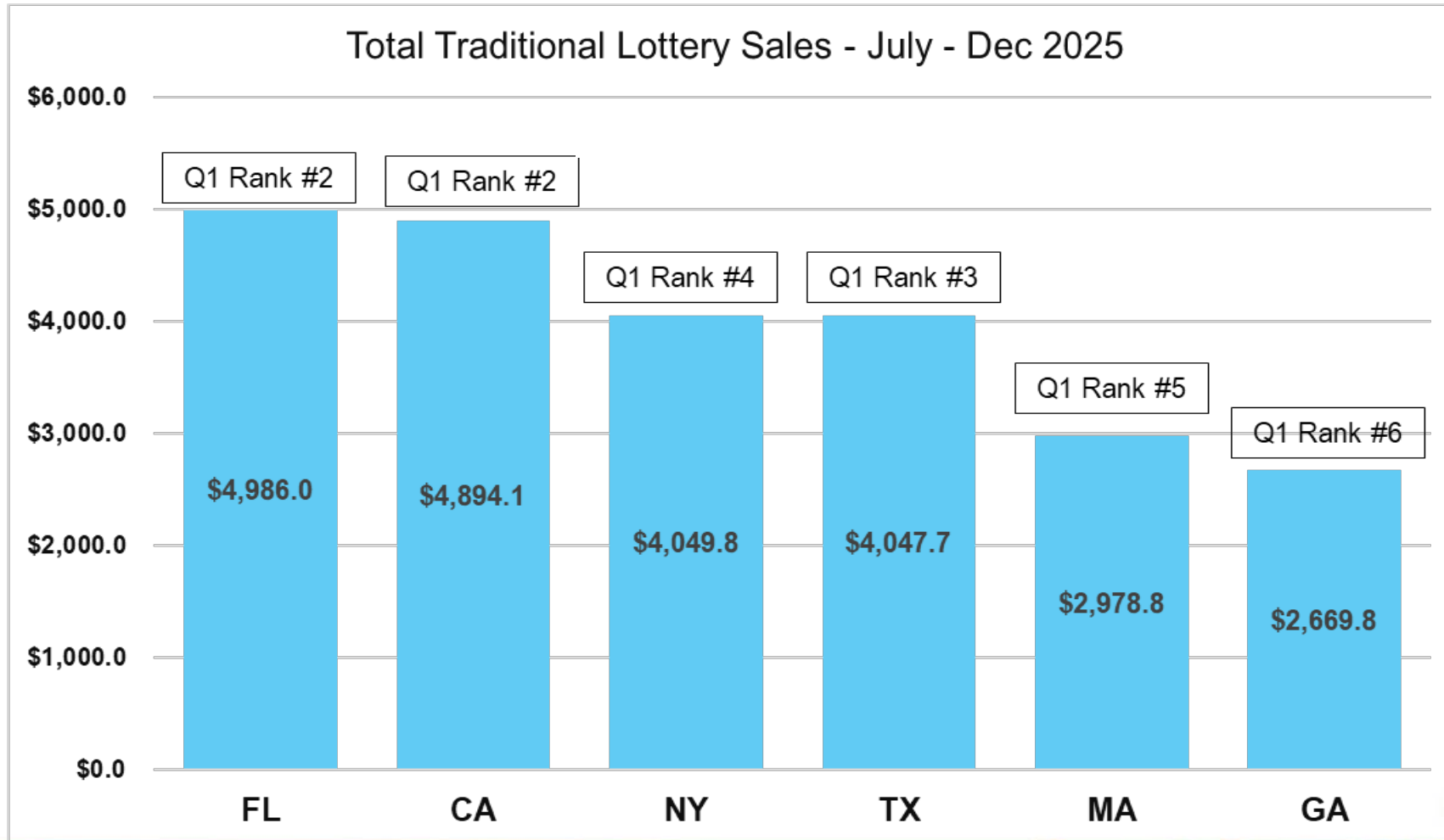
Contributions Update	
As of February 28, 2026	
Estimate Dollars	\$1.44 billion
Percent of Goal	108%

calottery



Lottery Industry Update – July-December 2025

Florida regains top spot in sales



Nearly all states saw year-over-year gains in total sales due to big jackpots in the fall.

- Fall 2025 saw big jackpots in both Powerball and Mega Millions
- Nearly all states had higher Q2 total sales this year compared to Q2 sales in last fiscal year
- CA's year-over-year change of +3% was in the middle of the pack among all lotteries as well as for the top selling lotteries

calottery



Florida's strong Instant Ticket sales was key to regaining the #1 spot in total sales

Change In Instant Ticket Sales among Top Lotteries

	Q1 YOY*	Q2 YOY**
Florida	9.9%	6.0%
California	8.6%	-2.5%
New York	-0.5%	-2.2%
Texas	-4.7%	-7.4%
Mass	-0.1%	-6.5%
Georgia	-1.0%	-3.6%
Michigan	-1.4%	-6.6%
Penn	-0.5%	-3.6%
Ohio	-0.2%	-4.0%
North Car	0.0%	-1.5%

*Q1 YOY compares sales in July-Sept 2025 with July-Sept 2024

**Q2 YOY compares sales in Oct-Dec 2025 with Oct-Dec 2024

- Florida had the second highest Year-over-Year sales growth among all U. S. lotteries for both Q1 and Q2
- CA along with the vast majority of other lotteries saw YOY declines in Instant Ticket sales during Q2 - indicating broader factors may be softening sales.
- Florida's product plan had an additional \$50 game to mitigate this broader trend



calottery