

Memorandum

To: Chair Susan Almy
CC: Christopher Shea, LBA
From: Charlie McIntyre, NH Lottery
Date: 5/22/2020
Re: 2020/2021 Lottery Revenues

The Lottery previously issued guidance as to the estimated revenue for Fiscal Years 2020 and 2021. They are \$95 million and \$100 million, respectively. That estimate is on the higher end of conservative, and subject to a few variables which I will detail:

1. That no more than 2% of the businesses that carry our product fail;
2. That major sports begin operations - even without live fans in attendance - by Sept 1; and
3. That businesses are open by July 1, and normally (whatever that word may come to mean) operating again.

That being said, a few other factors must be recognized:

1. It appears that major sports will begin prior to Sept. 1;
2. The Lottery currently has a game with a rolling jackpot, MegaMillions, which if it continues to roll will yield significant revenues; and
3. The sale of lottery instant tickets has grown over the past 4 weeks significantly – sales are up over 20% when compared with last year.

If one or more of the above occur or continue to occur, it is likely we would raise revenue guidance within the coming weeks.

Thank you.

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