



INTEROFFICE MEMO

Gary Grief, Executive Director

Alfonso D. Royal III, Charitable Bingo Operations Director

To: J. Winston Krause, Chairman
Carmen Arrieta-Candelaria, Commissioner
Peggy A. Heeg, Commissioner
Doug Lowe, Commissioner
Robert Rivera, Commissioner

From: Kathy Pyka, Controller *KP*

Date: January 22, 2016

Re: Lottery sales and revenue, game performance, new game opportunities,
market research and trends

The attached detailed weekly sales summary for the week ending January 16, 2016 is for your information. Summary sales performance memos and the detailed weekly sales summary for the week ending January 30, 2016 will be provided to you at the February 4, 2016 Commission meeting.

Please feel free to contact me at 512-344-5410 if you need additional information or have any questions.



Texas Lottery Commission
Calculation of Revenue from Sales and Net Revenue to State
with Year over Year Analysis
Week ending January 17, 2015 and January 16, 2016

"Sales Contribution"			
	1/17/2015	1/16/2016	
Sales			
Less: Prize Expense	\$ 1,670,390,701	\$ 1,972,864,554	
= Sales Contribution	(1,084,921,174) 585,469,526 35.05%	(1,256,987,106) 715,877,448 36.29%	
Less: Retailer Commission (5%)	(83,573,763)	(98,679,300)	
Less: Administration (IGT @2.2099%)	(36,913,964)	(43,598,334)	
Less: Statutory Administration Appropriation	(80,013,385)	(94,502,185)	
= Estimated Net Revenue to the State (FSF)	\$ 384,968,414 23.05%	\$ 479,097,630 24.28%	
Prize Expense as a % of sales	65.0%	63.7%	

Total may not sum due to rounding



WEEKLY SALES SUMMARY

Unaudited

Week Ending: 1/16/2016

Texas Lottery Commission
Fiscal Year to Date Sales Comparison
Unaudited

Through the Week Ending 1/16/2016 (20 Weeks)

Sales by Game	FY 2014 *	FY 2015 **	FY 2016	\$ Change		% Change	
				FY 2016 to FY 2014	FY 2016 to FY 2015	FY 2016 to FY 2014	FY 2016 to FY 2015
Scratch Tickets	\$ 1,227,493,583	\$ 1,271,728,340	\$ 1,340,720,674	\$ 113,227,091	\$ 68,992,334	9.2%	5.4%
Lotto Texas	51,085,964	46,423,424	50,248,600	-837,364	3,825,176	-1.6%	8.2%
Lotto Extra	6,610,694	7,031,601	8,472,122	1,861,428	1,440,521	28.2%	20.5%
Pick 3	96,496,263	95,199,398	95,371,998	-1,124,266	172,600	-1.2%	0.2%
Pick 3 Sum It Up	1,923,175	1,819,581	1,912,028	-11,147	92,448	-0.6%	5.1%
Cash Five	20,326,823	19,006,008	17,594,819	-2,732,004	-1,411,189	-13.4%	-7.4%
Texas Two Step	21,259,087	20,430,286	19,560,495	-1,698,592	-869,791	-8.0%	-4.3%
Mega Millions	93,897,662	66,824,003	51,241,817	-42,655,845	-15,582,186	-45.4%	-23.3%
Megaplier	19,248,504	14,978,921	12,663,075	-6,585,429	-2,315,846	-34.2%	-15.5%
Daily 4	31,877,459	32,217,719	33,037,320	1,159,861	819,601	3.6%	2.5%
Daily 4 Sum It Up	1,967,316	1,917,615	1,718,847	-248,470	-198,768	-12.6%	-10.4%
Powerball	81,415,998	66,661,578	288,033,623	206,617,625	221,372,045	253.8%	332.1%
Power Play	9,689,167	8,737,644	29,899,328	20,210,161	21,161,684	208.6%	242.2%
All or Nothing	18,094,599	14,758,054	11,804,824	-6,289,775	-2,953,230	-34.8%	-20.0%
Monopoly	-	2,656,530	-	-	-2,656,530	-	-100.0%
Texas Triple Chance	-	-	10,584,985	10,584,985	10,584,985	-	-
Total	\$ 1,681,386,294	\$ 1,670,390,701	\$ 1,972,864,554	\$ 291,478,261	\$ 302,473,854	17.3%	18.1%

* 2 extra days

** 1 extra day

1 Monopoly sales were suspended after draw on 12/12/14

Texas Lottery Commission
Fiscal Year to Date Cumulative Average Sales Comparison
Unaudited

Through the Week Ending 1/16/2016 (20 Weeks)

Sales by Game	FY 2014	FY 2015	FY 2016
Scratch Tickets	\$ 8,767,811	\$ 9,149,125	\$ 9,715,367
Lotto Texas	364,900	333,981	364,120
Lotto Extra	47,219	50,587	61,392
Pick 3	689,259	684,888	691,101
Pick 3 Sum It Up	13,737	13,091	13,855
Cash Five	145,192	136,734	127,499
Texas Two Step	151,851	146,980	141,743
Mega Millions	670,698	480,748	371,318
Megaplier	137,489	107,762	91,761
Daily 4	227,696	231,782	239,401
Daily 4 Sum It Up	14,052	13,796	12,455
Powerball	581,543	479,580	2,087,200
Power Play	69,208	62,861	216,662
All or Nothing	129,247	106,173	85,542
Monopoly	-	48,301	-
Texas Triple Chance	-	-	94,509
Total	\$ 12,009,902	\$ 12,046,388	\$ 14,313,926

thru 1/18/2014	thru 1/17/2015	thru 1/16/2016
140 days	139 days	138 days
**	55 days	112 days
	*	

Texas Lottery Commission
Fiscal Year Over Year Change in Sales
Unaudited
FY 2016 Compared to FY 2015

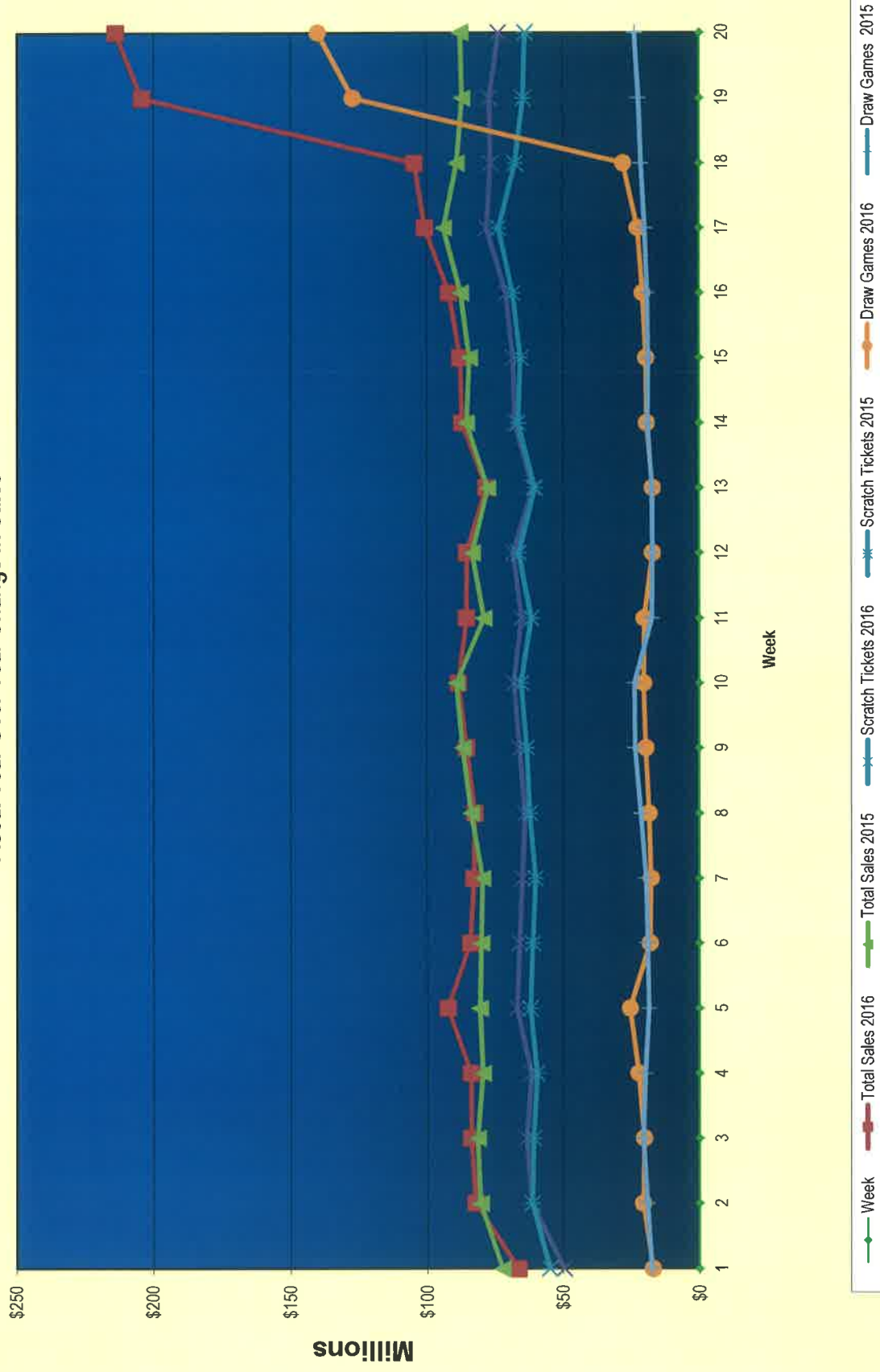
Week	FY 2016 Week Ending	SCRATCH TICKETS			DRAW GAMES			TOTAL SALES					
		FY 2016	FY 2015	Difference	% change - Cumulative Sales	FY 2016	FY 2015	Difference	% change - Cumulative Sales				
1	9/5/2015*	\$49,534,249	\$54,911,801	(\$5,377,552)	-9.8%	\$17,091,724	\$17,482,488	(\$390,765)	-2.2%	\$66,625,973	\$72,394,289	(\$5,768,317)	-8.0%
2	9/12/2015	\$61,566,291	\$61,436,533	\$129,758	0.2%	\$20,630,922	\$19,097,081	\$1,533,841	8.0%	\$82,197,213	\$80,533,614	\$1,663,599	2.1%
3	9/19/2015	\$63,530,657	\$60,959,234	\$2,571,423	4.2%	\$20,327,253	\$20,567,894	(\$240,641)	-1.2%	\$83,857,910	\$81,527,128	\$2,330,782	2.9%
4	9/26/2015	\$61,731,400	\$59,710,066	\$2,021,334	3.4%	\$22,252,290	\$19,920,828	\$2,331,462	11.7%	\$83,983,690	\$79,630,884	\$4,352,806	5.5%
5	10/3/2015	\$67,048,415	\$62,119,854	\$4,928,561	7.9%	\$25,436,791	\$18,531,421	\$6,905,370	37.3%	\$92,485,206	\$80,651,275	\$11,833,931	14.7%
6	10/10/2015	\$66,049,706	\$61,253,665	\$4,796,041	7.8%	\$18,138,977	\$18,985,332	(\$846,355)	-4.5%	\$84,188,683	\$80,238,997	\$3,949,687	4.9%
7	10/17/2015	\$65,073,593	\$60,230,048	\$4,843,545	8.0%	\$17,776,414	\$19,538,402	(\$1,761,988)	-9.0%	\$82,850,007	\$79,768,450	\$3,081,558	3.9%
8	10/24/2015	\$64,067,437	\$62,394,112	\$1,703,325	2.7%	\$18,450,464	\$21,475,643	(\$3,025,179)	-14.1%	\$82,537,901	\$83,859,755	(\$1,321,854)	-1.6%
9	10/31/2015	\$66,025,374	\$63,404,713	\$2,620,661	4.1%	\$19,568,150	\$23,568,817	(\$4,000,668)	-17.0%	\$85,973,530	\$86,973,530	(\$1,380,007)	-1.6%
10	11/7/2015	\$68,137,192	\$65,486,719	\$2,650,473	4.0%	\$20,398,351	\$23,749,032	(\$3,350,681)	-14.1%	\$88,535,543	\$89,235,751	(\$700,208)	-0.8%
11	11/14/2015	\$65,449,428	\$61,745,521	\$3,703,907	6.0%	\$20,169,382	\$17,449,604	\$2,719,779	15.6%	\$85,618,810	\$79,195,125	\$6,423,686	8.1%
12	11/21/2015	\$68,364,421	\$66,353,583	\$2,010,838	3.0%	\$17,174,606	\$17,108,084	\$66,522	0.4%	\$85,539,027	\$83,461,667	\$2,077,360	2.5%
13	11/28/2015	\$61,091,628	\$60,471,184	\$620,444	1.0%	\$17,168,993	\$17,303,129	(\$134,136)	-0.8%	\$78,260,621	\$77,774,313	\$486,309	0.6%
14	12/5/2015	\$67,830,827	\$66,648,696	\$1,182,131	1.8%	\$19,252,418	\$18,862,425	\$389,994	2.1%	\$87,083,245	\$85,511,121	\$1,572,125	1.8%
15	12/12/2015	\$68,324,452	\$65,708,630	\$2,615,822	4.0%	\$19,529,408	\$18,649,598	\$879,811	4.7%	\$87,853,860	\$84,358,228	\$3,495,633	4.1%
16	12/19/2015	\$71,041,258	\$68,551,298	\$2,489,960	3.6%	\$20,824,840	\$19,051,100	\$1,773,740	9.3%	\$91,866,098	\$87,602,398	\$4,263,700	4.9%
17	12/26/2015	\$78,125,965	\$73,858,618	\$4,267,347	5.8%	\$22,586,417	\$20,006,357	\$2,580,061	12.9%	\$100,712,382	\$93,864,975	\$6,847,408	7.3%
18	1/2/2016	\$76,712,975	\$67,733,268	\$8,979,707	13.3%	\$27,972,880	\$21,355,167	\$6,617,714	31.0%	\$104,685,855	\$89,088,435	\$15,597,421	17.5%
19	1/9/2016	\$77,136,541	\$64,745,641	\$12,390,900	19.1%	\$127,289,478	\$22,285,347	\$105,024,131	471.7%	\$204,426,019	\$87,010,988	\$117,415,031	134.9%
20	1/16/2016	\$73,858,865	\$64,015,166	\$9,843,699	15.4%	\$140,104,126	\$23,694,617	\$116,409,509	491.3%	\$213,962,991	\$87,709,783	\$126,253,208	143.9%
21	1/23/2016		\$62,569,156				\$19,785,442				\$82,334,598		
22	1/30/2016		\$68,001,588				\$22,877,000				\$90,878,588		
23	2/6/2016		\$75,677,650				\$31,662,209				\$107,339,859		
24	2/13/2016		\$75,368,712				\$46,091,747				\$121,460,459		
25	2/20/2016		\$74,833,076				\$19,865,172				\$94,598,248		
26	2/27/2016		\$69,918,013				\$19,735,352				\$89,653,365		
27	3/5/2016		\$74,848,961				\$19,946,068				\$94,795,029		
28	3/12/2016		\$70,079,409				\$20,044,562				\$90,123,971		
29	3/19/2016		\$70,368,686				\$18,480,795				\$88,649,481		
30	3/26/2016		\$70,280,600				\$17,595,205				\$87,875,805		
31	4/2/2016		\$74,369,952				\$18,378,917				\$92,748,869		
32	4/9/2016		\$67,416,817				\$18,594,844				\$86,011,661		
33	4/16/2016		\$68,393,316				\$18,104,632				\$86,497,948		
34	4/23/2016		\$70,078,182				\$17,957,150				\$88,035,332		
35	4/30/2016		\$71,744,718				\$18,961,113				\$90,705,831		
36	5/7/2016		\$73,415,978				\$20,210,341				\$93,626,319		
37	5/14/2016		\$72,152,109				\$20,362,774				\$92,514,883		
38	5/21/2016		\$70,399,950				\$21,246,276				\$91,646,226		
39	5/28/2016		\$68,547,554				\$22,227,946				\$90,775,500		
40	6/4/2016		\$71,254,006				\$20,739,703				\$91,993,709		
41	6/11/2016		\$65,878,375				\$17,216,403				\$83,094,778		
42	6/18/2016		\$66,658,742				\$17,340,531				\$83,999,273		

Texas Lottery Commission
Fiscal Year Over Year Change in Sales
Unaudited
FY 2016 Compared to FY 2015

SCRATCH TICKETS				DRAW GAMES				TOTAL SALES					
Week	Week Ending	FY 2016	FY 2015	Difference	% change - Cumulative Sales	FY 2016	FY 2015	Difference	% change - Cumulative Sales	FY 2016	FY 2015	Difference	% change - Cumulative Sales
43	6/25/2016		\$65,282,276				\$16,873,368				\$82,155,644		
44	7/2/2016		\$67,757,752				\$18,007,540				\$85,765,292		
45	7/9/2016		\$64,718,254				\$18,203,985				\$82,922,239		
46	7/16/2016		\$64,957,977				\$18,792,785				\$83,750,762		
47	7/23/2016		\$62,541,241				\$18,229,965				\$80,771,206		
48	7/30/2016		\$66,468,460				\$17,742,489				\$84,210,949		
49	8/6/2016		\$62,412,598				\$17,331,374				\$79,743,972		
50	8/13/2016		\$62,089,389				\$17,501,599				\$79,590,988		
51	8/20/2016		\$62,437,148				\$17,779,458				\$80,216,606		
52	8/27/2016		\$61,403,205				\$18,529,560				\$79,932,766		
	8/31/2016 **		\$17,309,621				\$3,279,958				\$20,589,579		
Total thru Current Week		\$1,340,720,674	\$1,271,728,340	\$68,992,334	5.4%	\$632,143,880	\$398,662,361	\$233,481,520	58.6%	\$1,972,864,554	\$1,670,390,701	\$302,473,854	18.1%
Fiscal Year Total		\$1,340,720,674	\$3,481,361,812			\$632,143,880	\$1,048,338,613			\$1,972,864,554	\$4,529,700,425		

* FY 16 includes 5 days; FY 15 includes 6 days
** FY 16 includes 4 days; FY 15 includes 2 days

Texas Lottery Commission Fiscal Year Over Year Change in Sales



Note: Week 1 is not a full week of sales as this report is prepared on a Fiscal Year basis.

Texas Lottery Commission
Scratch Tickets by Price Point
Sales, Prize Expense, Sales Contribution and Payout Percentage With Year Over Year Changes
Unaudited

Fiscal Year	Price Point	# of Active Games	FY Sales	% of Scratch Ticket Sales	Year over Year Change in Sales	FY Prize Expense	Year over Year Change in Prize Expense	FY Sales Contribution	Year over Year Change in Contribution	Average Prize Payout %	Year over Year Change in Payout %
2015	\$1.00	18	64,604,369	5.1%		39,395,009		25,209,360		61.0%	1.8%
Through	\$2.00	27	133,501,712	10.5%		87,937,660		45,564,052		65.9%	1.6%
1/17/2015	\$3.00	13	126,074,064	9.9%		83,100,488		42,973,576		65.9%	0.4%
	\$5.00	38	404,814,225	31.8%		275,009,852		129,804,373		67.9%	0.0%
	\$10.00	14	250,809,960	19.7%		176,777,300		74,032,660		70.5%	0.2%
	\$20.00	9	234,088,060	18.4%		175,502,556		58,585,504		75.0%	0.1%
	\$50.00	3	57,835,950	4.5%		44,949,015		12,886,935		77.7%	0.1%
Total		122	\$1,271,728,340			\$882,671,881		\$389,056,459		69.4%	0.7%
2016	\$1.00	15	61,361,230	4.6%		37,061,946		24,299,284		60.4%	-0.2%
thru	\$2.00	27	139,058,902	10.4%		90,562,885		48,496,017		65.1%	-0.6%
1/16/2016	\$3.00	10	103,256,067	7.7%		67,961,776		35,294,291		65.8%	-0.1%
	\$5.00	42	440,846,005	32.9%		299,523,026		141,322,979		67.9%	0.0%
	\$10.00	15	259,964,510	19.4%		182,373,841		77,590,669		70.2%	-0.2%
	\$20.00	10	271,385,460	20.2%		203,388,533		67,996,927		74.9%	0.0%
	\$50.00	3	64,848,500	4.8%		50,434,845		14,413,655		77.8%	0.0%
Total		122	\$1,340,720,674			\$931,306,853		\$409,413,821		69.5%	0.0%
Variance	\$1.00	-3	-3,243,139		-5.0%	-2,333,063	-5.9%	-910,076	-3.6%	-0.58%	
2016 to	\$2.00	0	5,557,190		4.2%	2,625,224	3.0%	2,931,966	6.4%	-0.74%	
2015	\$3.00	-3	-22,817,997		-18.1%	-15,138,712	-18.2%	-7,679,285	-17.9%	-0.10%	
	\$5.00	4	36,031,780		8.9%	24,513,174	8.9%	11,518,606	8.9%	0.01%	
	\$10.00	1	9,154,550		3.6%	5,596,541	3.2%	3,558,009	4.8%	-0.33%	
	\$20.00	1	37,297,400		15.9%	27,885,977	15.9%	9,411,423	16.1%	-0.03%	
	\$50.00	0	7,012,550		12.1%	5,485,830	12.2%	1,526,720	11.8%	0.06%	
Total		0	\$68,992,334		5.4%	\$48,634,972	5.5%	\$20,357,362	5.2%	0.06%	

Notes - Scratch Ticket Variances

Texas Lottery Commission
Scratch Tickets by Price Point
Sales, Prize Expense, Sales Contribution and Payout Percentage With Year Over Year Changes
Unaudited

	FY 2016	FY 2015	Difference
Sales	\$744,522,204	\$728,994,370	\$15,527,834
Prize Exp.	\$495,109,634	\$485,443,010	\$9,666,624
Sales Cont.	\$249,412,570	\$243,551,360	\$5,861,210
Prize Exp. %	66.5%	66.6%	-0.1%
Sales	\$596,198,470	\$542,733,970	\$53,464,500
Prize Exp.	\$436,197,219	\$397,228,870	\$38,968,348
Sales Cont.	\$160,001,251	\$145,505,100	\$14,496,152
Prize Exp. %	73.2%	73.2%	0.0%
Sales	\$1,340,720,674	\$1,271,728,340	\$68,992,334
Prize Exp.	\$931,306,853	\$882,671,881	\$48,634,972
Sales Cont.	\$409,413,821	\$389,056,459	\$20,357,362
Prize Exp. %	69.5%	69.4%	0.1%

	FY 2016	FY 2015	Difference
Sales	\$1,004,486,714	\$979,804,330	\$24,682,384
Prize Exp.	\$677,483,475	\$682,220,310	\$15,263,164
Sales Cont.	\$327,003,239	\$317,584,020	\$9,419,220
Prize Exp. %	67.4%	67.6%	-0.1%
Sales	\$336,233,960	\$291,924,070	\$44,309,890
Prize Exp.	\$253,823,378	\$220,451,570	\$33,371,808
Sales Cont.	\$82,410,582	\$71,472,440	\$10,938,142
Prize Exp. %	75.5%	75.5%	0.0%
Sales	\$1,340,720,674	\$1,271,728,340	\$68,992,334
Prize Exp.	\$931,306,853	\$882,671,881	\$48,634,972
Sales Cont.	\$409,413,821	\$389,056,459	\$20,357,362
Prize Exp. %	69.5%	69.4%	0.1%

Texas Lottery Commission
Weekly Sales Summary
& Comparison to Previous Week
Unaudited

	Week Ending 1/16/2016	% of Sales	Week Ending 1/09/2016	% of Sales	\$ change	% change
	<u>THIS WEEK</u>		<u>LAST WEEK</u>			
Total Sales	<u>\$213,962,991</u>		<u>\$204,426,019</u>		<u>\$9,536,972</u>	<u>4.67%</u>
Scratch Tickets	<u>\$73,858,865</u>	34.5%	<u>\$77,136,541</u>	37.7%	<u>-\$3,277,676</u>	<u>-4.25%</u>
Lotto	\$3,543,250	1.7%	\$3,569,884	1.7%	-\$26,634	-0.75%
Lotto Extra	\$585,402	0.3%	\$580,778	0.3%	\$4,624	0.80%
Pick 3	\$4,666,496	2.2%	\$4,782,398	2.3%	-\$115,902	-2.42%
Pick 3 Sum It Up	\$105,064	0.0%	\$102,725	0.1%	\$2,339	2.28%
Cash Five	\$901,254	0.4%	\$899,480	0.4%	\$1,774	0.20%
Texas Two Step	\$834,973	0.4%	\$1,029,458	0.5%	-\$194,485	-18.89%
Mega Millions	\$2,581,249	1.2%	\$4,896,815	2.4%	-\$2,315,566	-47.29%
Megaplier	\$661,350	0.3%	\$1,100,345	0.5%	-\$438,995	-39.90%
Daily 4	\$1,658,823	0.8%	\$1,668,434	0.8%	-\$9,611	-0.58%
Daily 4 Sum It Up	\$94,886	0.0%	\$91,670	0.0%	\$3,216	3.51%
Powerball	\$112,171,706	52.4%	\$98,440,136	48.2%	\$13,731,570	13.95%
Power Play	\$11,071,288	5.2%	\$8,915,982	4.4%	\$2,155,306	24.17%
All or Nothing	\$613,248	0.3%	\$589,972	0.3%	\$23,276	3.95%
Texas Triple Chance	\$615,138	0.3%	\$621,402	0.3%	-\$6,264	-1.01%
Total Draw Game Sales	<u>\$140,104,126</u>		<u>\$127,289,478</u>		<u>\$12,814,648</u>	<u>10.07%</u>

* Totals may not sum due to rounding.

Texas Lottery Commission
Weekly Sales Summary
 Unaudited

**SCRATCH TICKETS
 TOP TEN SELLING GAMES**

For the week ending: 1/16/2016

Rank	Price Point	Game	Sales (Millions)
1	\$ 20	HIT \$1,000,000	\$ 5.296
2	\$ 10	HIT \$500,000	\$ 4.548
3	\$ 5	SUPER LOTERIA	\$ 4.381
4	\$ 5	HIT \$200,000	\$ 4.298
5	\$ 10	CASHWORD MULTIPLIER	\$ 2.749
6	\$ 50	DIAMOND DOLLARS	\$ 2.473
7	\$ 3	BONUS CASHWORD	\$ 2.377
8	\$ 20	\$1,000,000 INSTANT CASHOUT	\$ 2.213
9	\$ 3	TEXAS LOTERIA	\$ 2.173
10	\$ 5	\$100,000 CASHWORD-O-RAMA	\$ 2.167

Texas Lottery Commission
Prize Payout Tracking Report
Unaudited

Through the week ending: 1/16/2016

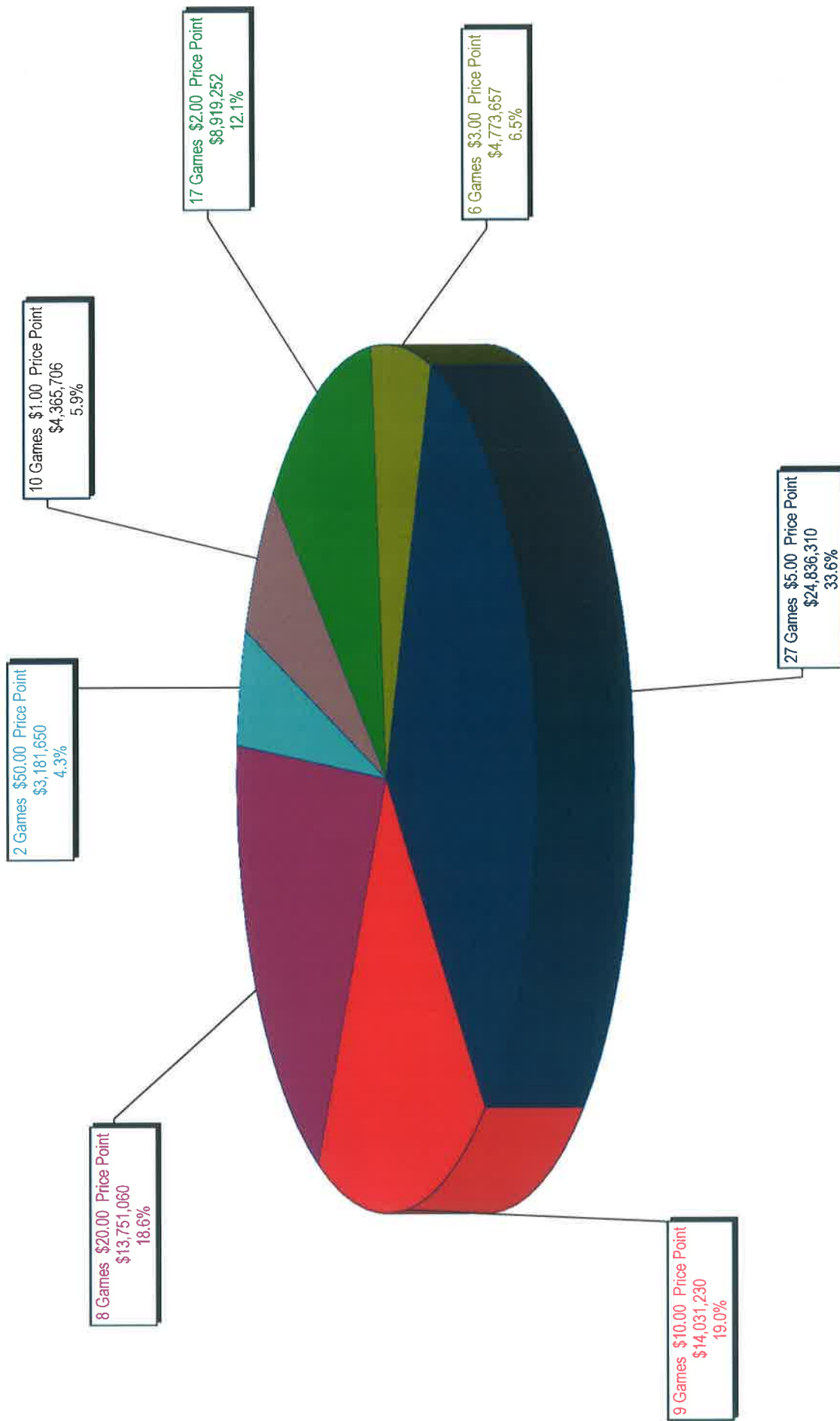
Draw Game Sales

	FY Sales Through Week Ending 1/16/2016	FY Prize Expense Through Week Ending 1/16/2016	Actual* Prize Payout	Base Payout (Prize Pool)
Lotto	\$ 50,248,600	\$ 31,072,408	61.84%	50.00%
Lotto Extra	8,472,122	4,368,012	51.56%	53.70%
Pick 3	95,371,998	46,650,320	48.91%	50.00%
Pick 3 Sum It Up	1,912,028	915,027	47.86%	50.00%
Cash Five	17,594,819	8,797,440	50.00%	50.00%
Texas Two Step	19,560,495	9,888,255	50.55%	50.00%
Mega Millions	51,241,817	26,287,406	51.30%	50.00%**
Megaplier	12,663,075	6,365,971	50.27%	N/A
Daily 4	33,037,320	18,760,650	56.79%	50.00%
Daily 4 Sum It Up	1,718,847	660,928	38.45%	50.00%**
Powerball	288,033,623	144,088,273	50.02%	N/A
Power Play	29,899,328	14,951,376	50.01%	
All or Nothing	11,804,824	6,264,804	53.07%	55.98%
Texas Triple Chance	10,584,985	6,609,384	62.44%	54.42%
Totals	\$ 632,143,880	\$ 325,680,253	51.52%	

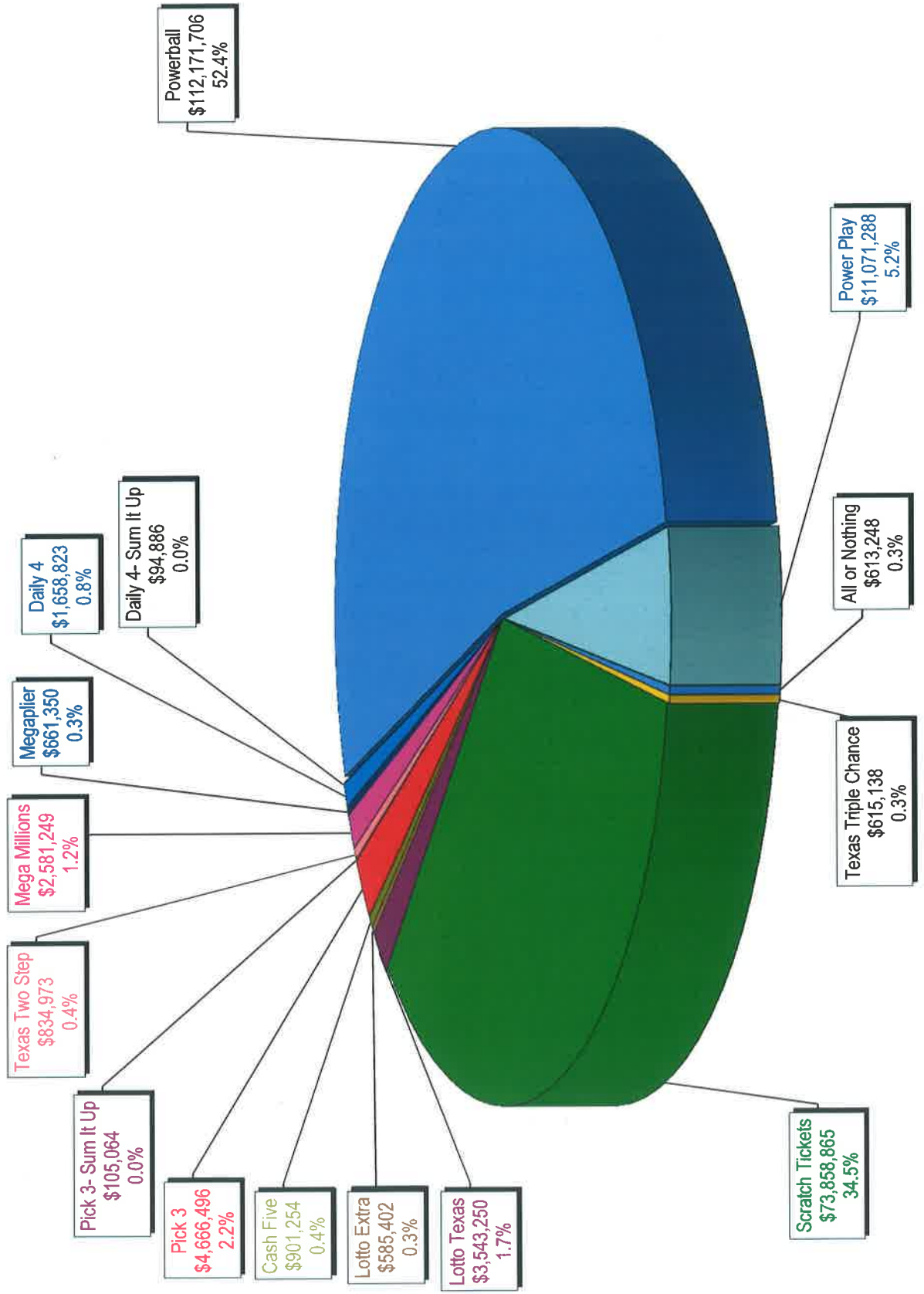
* Before Unclaimed Prizes

** Estimated; depends on # of guaranteed prizes won in Texas

Texas Lottery Commission
Scratch Ticket Sales
For the week ending 1/16/16
(Unaudited)



Texas Lottery Commission
All Game Sales
 For the week ending 1/16/16
 (Unaudited)



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