



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: November 21, 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 November 12, 2016 is for your information. Summary sales performance memos and the detailed weekly sales summary for the week ending November 26, 2016 will be provided to you at the December 1, 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 November 14, 2015 and November 12, 2016

"Sales Contribution"

	11/14/2015		11/12/2016	
Sales	\$ 918,474,458		\$ 920,463,739	
Less: Prize Expense	(601,705,070)		(603,946,387)	
= Sales Contribution	316,769,388	34.49%	316,517,352	34.39%
Less: Retailer Commission (5%)	(45,954,995)		(46,034,971)	
Less: Administration (IGT @2.2099%)	(20,297,367)		(20,341,328)	
Statutory Administration Appropriation	(43,995,845)		(44,091,134)	
= Estimated Net Revenue to the State (FSF)	\$ 206,521,181	22.49%	\$ 206,049,919	22.39%
 Prize Expense as a % of sales	 65.5%		 65.6%	

Total may not sum due to rounding



WEEKLY SALES SUMMARY

Unaudited

Week Ending: 11/12/2016

Texas Lottery Commission
Fiscal Year to Date Sales Comparison
Unaudited

Through the Week Ending 11/12/2016 (11 Weeks)

Sales by Game	FY 2015 *	FY 2016 **	FY 2017	\$ Change		% Change	
				FY 2017 to FY 2015	FY 2017 to FY 2016	FY 2017 to FY 2015	FY 2017 to FY 2016
Scratch Tickets	\$ 673,642,256	\$ 698,233,742	\$ 721,402,049	\$ 47,759,793	\$ 23,168,307	7.1%	3.3%
Lotto Texas	25,105,830	26,973,904	22,642,491	-2,463,339	-4,331,413	-9.8%	-16.1%
Lotto Extra	3,780,166	4,530,989	4,302,401	522,235	-228,588	13.8%	-5.0%
Pick 3	51,772,897	52,022,944	48,978,493	-2,794,404	-3,044,452	-5.4%	-5.9%
Pick 3 Sum It Up	997,442	1,056,576	938,454	-58,989	-118,123	-5.9%	-11.2%
Cash Five	10,393,209	9,706,810	8,790,310	-1,602,899	-916,500	-15.4%	-9.4%
Texas Two Step	12,284,408	11,340,459	10,283,547	-2,000,861	-1,056,912	-16.3%	-9.3%
Mega Millions	35,916,811	27,790,553	20,999,868	-14,916,943	-6,790,685	-41.5%	-24.4%
Megaplier	8,020,388	6,845,091	5,770,338	-2,250,050	-1,074,753	-28.1%	-15.7%
Daily 4	17,284,050	17,696,930	18,125,833	841,784	428,904	4.9%	2.4%
Daily 4 Sum It Up	1,049,430	915,968	950,409	-99,022	34,441	-9.4%	3.8%
Powerball	38,891,439	43,851,379	42,165,887	3,274,448	-1,685,492	8.4%	-3.8%
Power Play	5,005,942	5,661,254	6,003,512	997,570	342,258	19.9%	6.0%
All or Nothing	8,337,774	6,591,004	5,844,330	-2,493,444	-746,674	-29.9%	-11.3%
Monopoly	1,526,755	-	-	-1,526,755	-	-100.0%	-
Texas Triple Chance	-	5,256,855	3,265,818	3,265,818	-1,991,037	-	-37.9%
Total	\$ 894,008,796	\$ 918,474,458	\$ 920,463,739	\$ 26,454,943	\$ 1,989,281	3.0%	0.2%

* 3 extra days

** 2 extra days

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

Through the Week Ending 11/12/2016 (11 Weeks)

Sales by Game	FY 2015	FY 2016	FY 2017
Scratch Tickets	\$ 8,863,714	\$ 9,309,783	\$ 9,882,220
Lotto Texas	330,340	359,652	310,171
Lotto Extra	49,739	60,413	58,937
Pick 3	681,222	693,639	670,938
Pick 3 Sum It Up	13,124	14,088	12,856
Cash Five	136,753	129,424	120,415
Texas Two Step	161,637	151,206	140,871
Mega Millions	472,590	370,541	287,669
Megaplier	105,531	91,268	79,046
Daily 4	227,422	235,959	248,299
Daily 4 Sum It Up	13,808	12,213	13,019
Powerball	511,729	584,685	577,615
Power Play	65,868	75,483	82,240
All or Nothing	109,708	87,880	80,059
Monopoly	** 54,527	-	-
Texas Triple Chance	- *	107,283	44,737
Total	\$ 11,797,712	\$ 12,283,517	\$ 12,609,092

	thru 11/15/2014	thru 11/14/2015	thru 11/12/2016
	76 days	75 days	73 days
**	28 days	* 49 days	

Texas Lottery Commission
Fiscal Year Over Year Change in Sales
Unaudited
FY 2017 Compared to FY 2016

			SCRATCH TICKETS				DRAW GAMES				TOTAL SALES			
Week	FY 2017 Week Ending		FY 2017	FY 2016	Difference	% change - Cumulative Sales	FY 2017	FY 2016	Difference	% change - Cumulative Sales	FY 2017	FY 2016	Difference	% change - Cumulative Sales
1	9/3/2016 *		\$32,980,266	\$49,534,249	(\$16,553,983)	-33.4%	\$10,218,656	\$17,091,724	(\$6,873,068)	-40.2%	\$43,198,922	\$66,625,973	(\$23,427,051)	-35.2%
2	9/10/2016		\$65,952,418	\$61,566,291	\$4,386,127	7.1%	\$19,635,377	\$20,630,922	(\$995,545)	-4.8%	\$85,587,795	\$82,197,213	\$3,390,583	4.1%
3	9/17/2016		\$66,196,270	\$63,530,657	\$2,665,613	4.2%	\$20,915,290	\$20,327,253	\$588,037	2.9%	\$87,111,560	\$83,857,910	\$3,253,650	3.9%
4	9/24/2016		\$64,383,005	\$61,731,400	\$2,651,605	4.3%	\$17,451,165	\$22,252,290	(\$4,801,125)	-21.6%	\$81,834,170	\$83,983,690	(\$2,149,520)	-2.6%
5	10/1/2016		\$67,349,951	\$67,048,415	\$301,536	0.4%	\$17,519,852	\$25,436,791	(\$7,916,939)	-31.1%	\$84,869,803	\$92,485,206	(\$7,615,403)	-8.2%
6	10/8/2016		\$71,598,690	\$66,049,706	\$5,548,984	8.4%	\$18,211,107	\$18,138,977	\$72,130	0.4%	\$89,809,797	\$84,188,683	\$5,621,114	6.7%
7	10/15/2016		\$69,444,762	\$65,073,593	\$4,371,169	6.7%	\$18,075,261	\$17,776,414	\$298,847	1.7%	\$87,520,023	\$82,850,007	\$4,670,016	5.6%
8	10/22/2016		\$69,317,066	\$64,087,437	\$5,229,629	8.2%	\$18,422,336	\$18,450,464	(\$28,128)	-0.2%	\$87,739,402	\$82,537,901	\$5,201,501	6.3%
9	10/29/2016		\$69,729,599	\$66,025,374	\$3,704,225	5.6%	\$18,535,248	\$19,568,150	(\$1,032,902)	-5.3%	\$88,264,847	\$85,593,524	\$2,671,324	3.1%
10	11/5/2016		\$73,451,702	\$68,137,192	\$5,314,510	7.8%	\$20,151,939	\$20,398,351	(\$246,413)	-1.2%	\$93,603,641	\$88,535,543	\$5,068,098	5.7%
11	11/12/2016		\$70,998,320	\$65,449,428	\$5,548,892	8.5%	\$19,925,460	\$20,169,382	(\$243,923)	-1.2%	\$90,923,780	\$85,618,810	\$5,304,970	6.2%
12	11/19/2016			\$68,364,421				\$17,174,606				\$85,539,027		
13	11/26/2016			\$61,091,628				\$17,168,993				\$78,260,621		
14	12/3/2016			\$67,830,827				\$19,252,418				\$87,083,245		
15	12/10/2016			\$68,324,452				\$19,529,408				\$87,853,860		
16	12/17/2016			\$71,041,258				\$20,824,840				\$91,866,098		
17	12/24/2016			\$78,125,965				\$22,586,417				\$100,712,382		
18	12/31/2016			\$76,712,975				\$27,972,880				\$104,685,855		
19	1/7/2017			\$77,136,541				\$127,289,478				\$204,426,019		
20	1/14/2017			\$73,858,865				\$140,104,126				\$213,962,991		
21	1/21/2017			\$70,665,700				\$20,781,745				\$91,447,445		
22	1/28/2017			\$71,051,685				\$20,433,401				\$91,485,086		
23	2/4/2017			\$78,458,428				\$21,274,800				\$99,733,228		
24	2/11/2017			\$80,754,850				\$21,391,919				\$102,146,769		
25	2/18/2017			\$80,078,271				\$21,911,382				\$101,989,653		
26	2/25/2017			\$78,832,217				\$22,823,086				\$101,655,303		
27	3/4/2017			\$80,019,524				\$23,146,906				\$103,166,430		
28	3/11/2017			\$78,524,214				\$19,311,625				\$97,835,839		
29	3/18/2017			\$75,446,960				\$18,001,000				\$93,447,960		
30	3/25/2017			\$75,293,759				\$18,553,964				\$93,847,723		
31	4/1/2017			\$79,316,221				\$19,482,563				\$98,798,784		
32	4/8/2017			\$74,560,898				\$20,100,629				\$94,661,527		
33	4/15/2017			\$74,056,586				\$20,677,413				\$94,733,999		
34	4/22/2017			\$73,110,080				\$20,313,339				\$93,423,419		
35	4/29/2017			\$73,448,019				\$22,666,626				\$96,114,645		
36	5/6/2017			\$77,593,399				\$33,262,968				\$110,856,367		
37	5/13/2017			\$75,263,676				\$20,250,149				\$95,513,825		
38	5/20/2017			\$74,274,808				\$19,605,983				\$93,880,791		
39	5/27/2017			\$71,562,728				\$20,150,232				\$91,712,960		
40	6/3/2017			\$73,085,109				\$21,067,550				\$94,152,659		
41	6/10/2017			\$70,593,768				\$21,389,794				\$91,983,562		
42	6/17/2017			\$69,501,864				\$22,402,713				\$91,904,577		

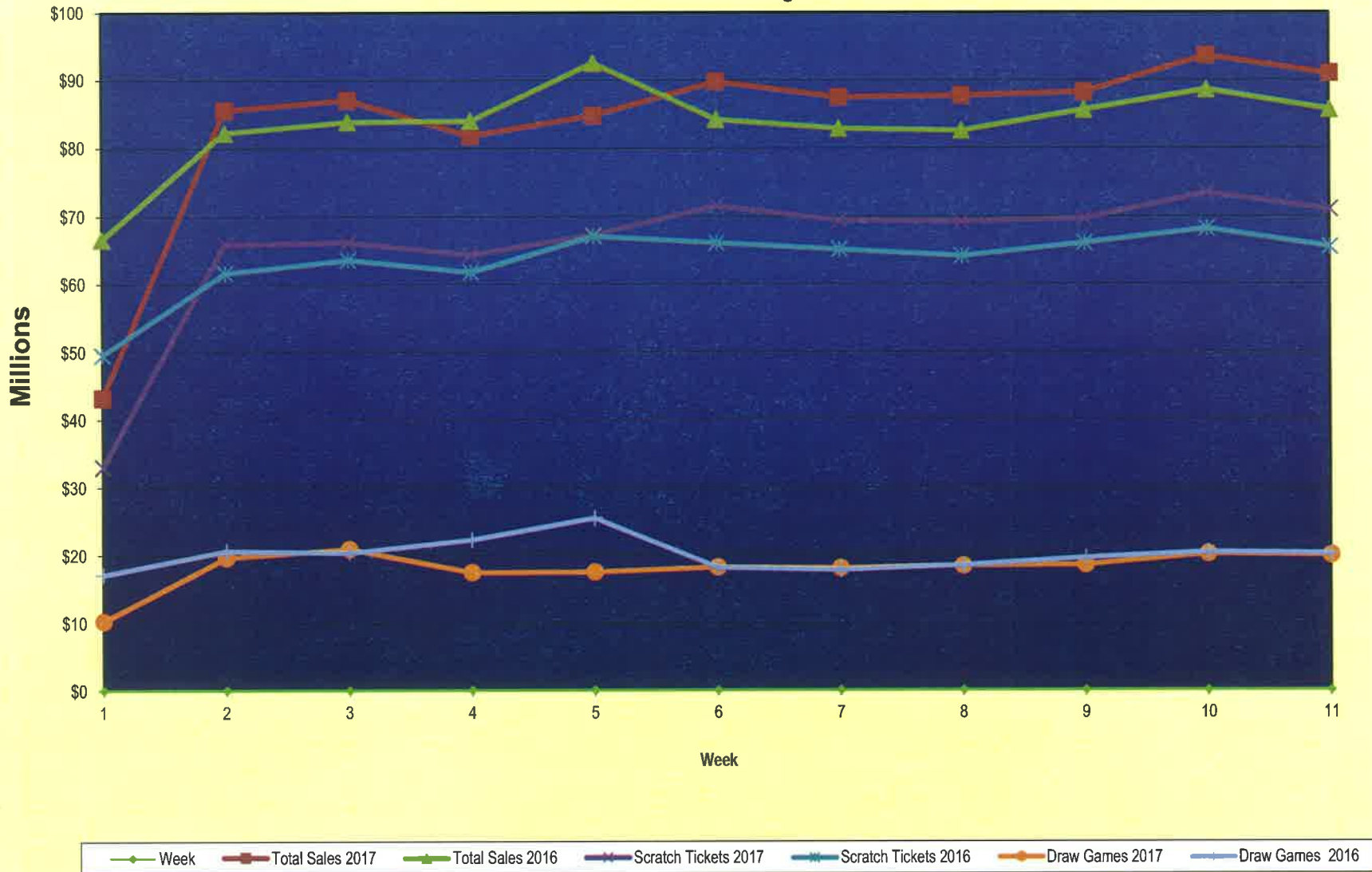
Texas Lottery Commission
Fiscal Year Over Year Change in Sales
Unaudited
FY 2017 Compared to FY 2016

		SCRATCH TICKETS				DRAW GAMES				TOTAL SALES			
FY 2017		FY 2017	FY 2016	Difference	% change - Cumulative Sales	FY 2017	FY 2016	Difference	% change - Cumulative Sales	FY 2017	FY 2016	Difference	% change - Cumulative Sales
Week	Week Ending												
43	6/24/2017		\$69,243,660				\$24,290,311				\$93,533,971		
44	7/1/2017		\$70,782,313				\$29,331,406				\$100,113,719		
45	7/8/2017		\$67,636,625				\$38,673,314				\$106,309,939		
46	7/15/2017		\$68,064,720				\$21,311,938				\$89,376,658		
47	7/22/2017		\$69,509,821				\$21,982,689				\$91,492,510		
48	7/29/2017		\$64,486,970				\$30,699,953				\$95,186,923		
49	8/5/2017		\$69,206,183				\$18,277,075				\$87,483,258		
50	8/12/2017		\$67,165,060				\$18,101,640				\$85,266,700		
51	8/19/2017		\$69,067,938				\$18,981,681				\$88,049,619		
52	8/26/2017		\$67,821,162				\$19,606,571				\$87,427,733		
	8/31/2017 **		\$36,609,542				\$9,310,254				\$45,919,796		
Total thru Current Week		\$721,402,049	\$698,233,742	\$23,168,307	3.3%	\$199,061,690	\$220,240,716	(\$21,179,026)	-9.6%	\$920,463,739	\$918,474,458	\$1,989,281	0.2%
Fiscal Year Total		\$721,402,049	\$3,715,807,432			\$199,061,690	\$1,351,710,491			\$920,463,739	\$5,067,517,923		

* FY 17 includes 3 days; FY 16 includes 5 days

** FY 17 includes 5 days; FY 16 includes 4 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 %
2016	\$1.00	13	31,139,086	4.5%		18,886,277		12,252,809		60.7%	0.2%
Through	\$2.00	22	67,967,322	9.7%		44,234,154		23,733,168		65.1%	-0.6%
11/14/2015	\$3.00	9	61,897,974	8.9%		40,726,211		21,171,763		65.8%	-0.2%
	\$5.00	38	222,899,810	31.9%		151,432,894		71,466,916		67.9%	0.0%
	\$10.00	14	141,182,400	20.2%		98,928,111		42,254,289		70.1%	-0.3%
	\$20.00	9	138,553,100	19.8%		103,834,374		34,718,726		74.9%	0.0%
	\$50.00	3	34,594,050	5.0%		26,904,706		7,689,344		77.8%	0.0%
Total		108	\$698,233,742			\$484,946,726		\$213,287,016		69.5%	0.0%
2017	\$1.00	16	28,949,487	4.0%		17,590,188		11,359,299		60.8%	0.9%
Through	\$2.00	22	61,826,426	8.6%		40,257,989		21,568,437		65.1%	-0.1%
11/12/2016	\$3.00	8	49,732,701	6.9%		32,786,558		16,946,143		65.9%	0.1%
	\$5.00	38	228,272,615	31.6%		155,078,250		73,194,365		67.9%	0.0%
	\$10.00	14	141,515,090	19.6%		100,068,478		41,446,612		70.7%	0.8%
	\$20.00	10	176,727,080	24.5%		132,422,872		44,304,208		74.9%	0.0%
	\$50.00	4	34,378,650	4.8%		26,752,483		7,626,167		77.8%	0.0%
Total		112	\$721,402,049			\$504,956,818		\$216,445,231		70.0%	0.6%
Variance	\$1.00	3	-2,189,599		-7.0%	-1,296,089	-6.9%	-893,510	-7.3%	0.11%	
2017 to	\$2.00	0	-6,140,896		-9.0%	-3,976,164	-9.0%	-2,164,732	-9.1%	0.03%	
2016	\$3.00	-1	-12,165,273		-19.7%	-7,939,654	-19.5%	-4,225,619	-20.0%	0.13%	
	\$5.00	0	5,372,805		2.4%	3,645,356	2.4%	1,727,449	2.4%	0.00%	
	\$10.00	0	332,690		0.2%	1,140,368	1.2%	-807,678	-1.9%	0.64%	
	\$20.00	1	38,173,980		27.6%	28,588,499	27.5%	9,585,481	27.6%	-0.01%	
	\$50.00	1	-215,400		-0.6%	-152,223	-0.6%	-63,177	-0.8%	0.04%	
Total		4	\$23,168,307		3.3%	\$20,010,093	4.1%	\$3,158,214	1.5%	0.54%	
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 2017	FY 2016	Difference
Sales	\$1 - \$5	\$368,781,229	\$383,904,192	-\$15,122,963
Prize Exp.	\$1 - \$5	\$245,712,985	\$255,279,536	-\$9,566,550
Sales Cont.	\$1 - \$5	\$123,068,244	\$128,624,656	-\$5,556,413
Prize Exp. %	\$1 - \$5	66.6%	66.5%	0.1%
		FY 2017	FY 2016	Difference
Sales	\$10 - \$50	\$352,620,820	\$314,329,550	\$38,291,270
Prize Exp.	\$10 - \$50	\$259,243,833	\$229,667,190	\$29,576,643
Sales Cont.	\$10 - \$50	\$93,376,987	\$84,662,360	\$8,714,627
Prize Exp. %	\$10 - \$50	73.5%	73.1%	0.5%
		FY 2017	FY 2016	Difference
Sales	Scratch	\$721,402,049	\$698,233,742	\$23,168,307
Prize Exp.	Scratch	\$504,956,818	\$484,946,726	\$20,010,093
Sales Cont.	Scratch	\$216,445,231	\$213,287,016	\$3,158,214
Prize Exp. %	Scratch	70.0%	69.5%	0.5%

		FY 2017	FY 2016	Difference
Sales	\$1 - \$10	\$510,296,319	\$525,086,592	-\$14,790,273
Prize Exp.	\$1 - \$10	\$345,781,463	\$354,207,646	-\$8,426,183
Sales Cont.	\$1 - \$10	\$164,514,856	\$170,878,946	-\$6,364,090
Prize Exp. %	\$1 - \$10	67.8%	67.5%	0.3%
		FY 2017	FY 2016	Difference
Sales	\$20 - \$50	\$211,105,730	\$173,147,150	\$37,958,580
Prize Exp.	\$20 - \$50	\$159,175,355	\$130,739,080	\$28,436,275
Sales Cont.	\$20 - \$50	\$51,930,375	\$42,408,070	\$9,522,305
Prize Exp. %	\$20 - \$50	75.4%	75.5%	-0.1%
		FY 2017	FY 2016	Difference
Sales	Scratch	\$721,402,049	\$698,233,742	\$23,168,307
Prize Exp.	Scratch	\$504,956,818	\$484,946,726	\$20,010,093
Sales Cont.	Scratch	\$216,445,231	\$213,287,016	\$3,158,214
Prize Exp. %	Scratch	70.0%	69.5%	0.5%

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

	Week Ending 11/12/2016	% of Sales	Week Ending 11/05/2016	% of Sales	<u>\$ change</u>	<u>% change</u>
	<u>THIS WEEK</u>		<u>LAST WEEK</u>			
Total Sales	<u>\$90,923,780</u>		<u>\$93,603,641</u>		<u>-\$2,679,861</u>	-2.86%
Scratch Tickets	<u>\$70,998,320</u>	78.1%	<u>\$73,451,702</u>	78.5%	<u>-\$2,453,382</u>	-3.34%
Lotto	\$1,893,513	2.1%	\$2,168,782	2.3%	-\$275,269	-12.69%
Lotto Extra	\$368,470	0.4%	\$414,167	0.4%	-\$45,697	-11.03%
Pick 3	\$4,642,196	5.1%	\$4,996,360	5.3%	-\$354,164	-7.09%
Pick 3 Sum It Up	\$89,581	0.1%	\$97,149	0.1%	-\$7,568	-7.79%
Cash Five	\$833,195	0.9%	\$859,798	0.9%	-\$26,603	-3.09%
Texas Two Step	\$869,408	1.0%	\$796,978	0.9%	\$72,430	9.09%
Mega Millions	\$1,964,313	2.2%	\$1,904,765	2.0%	\$59,548	3.13%
Megaplier	\$541,639	0.6%	\$534,014	0.6%	\$7,625	1.43%
Daily 4	\$1,741,306	1.9%	\$1,913,301	2.0%	-\$171,995	-8.99%
Daily 4 Sum It Up	\$90,176	0.1%	\$100,223	0.1%	-\$10,048	-10.03%
Powerball	\$5,313,351	5.8%	\$4,796,408	5.1%	\$516,943	10.78%
Power Play	\$715,597	0.8%	\$660,205	0.7%	\$55,392	8.39%
All or Nothing	\$563,280	0.6%	\$591,246	0.6%	-\$27,966	-4.73%
Texas Triple Chance	\$299,436	0.3%	\$318,544	0.3%	-\$19,108	-6.00%
Total Draw Game Sales	<u>\$19,925,460</u>		<u>\$20,151,939</u>		<u>-\$226,479</u>	-1.12%

* Totals may not sum due to rounding.

**Texas Lottery Commission
Weekly Sales Summary
Unaudited**

**SCRATCH TICKETS
TOP TEN SELLING GAMES**

For the week ending: 11/12/2016

Rank	Price Point	Game	Sales (Millions)
1	\$ 20	SUPER BREAK THE BANK	\$ 4.497
2	\$ 20	100X THE CASH	\$ 3.496
3	\$ 5	SUPER LOTERIA	\$ 3.347
4	\$ 10	HOLIDAY COUNTDOWN SUPER TICKET	\$ 3.321
5	\$ 10	\$200 MILLION PAYOUT	\$ 3.265
6	\$ 50	\$7,500,000 ULTIMATE CASH	\$ 2.897
7	\$ 10	CASHWORD MULTIPLIER	\$ 2.874
8	\$ 5	GARLAND RICHES	\$ 2.675
9	\$ 10	CASINO CASH	\$ 2.593
10	\$ 3	BONUS CASHWORD	\$ 2.137

**Texas Lottery Commission
Prize Payout Tracking Report
Unaudited**

Through the week ending: 11/12/16

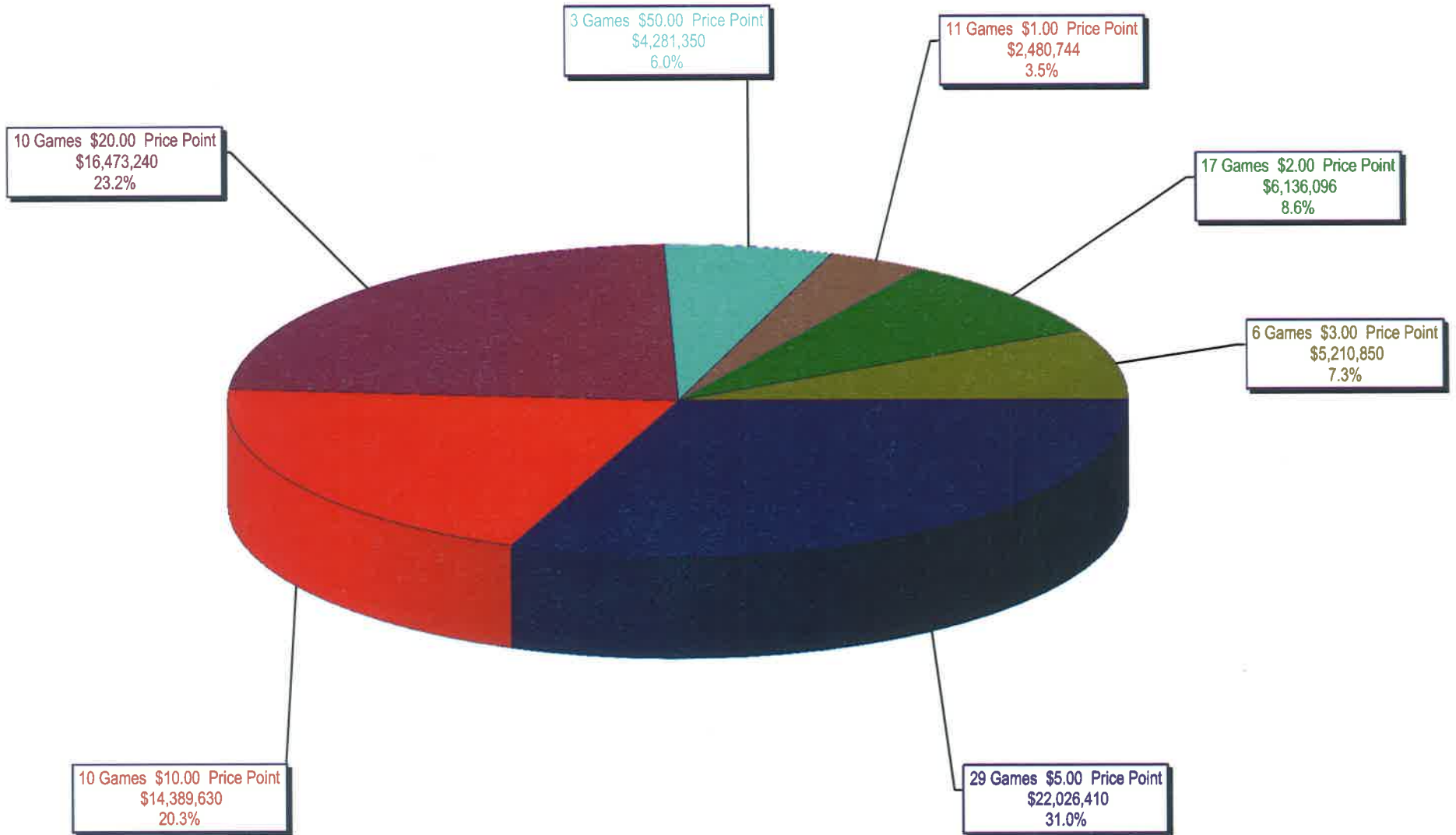
Draw Game Sales

		FY Sales Through Week Ending 11/12/2016		FY Prize Expense Through Week Ending 11/12/2016	Actual* Prize Payout	Base Payout (Prize Pool)
Lotto	\$	22,642,491	\$	11,322,080	50.00%	50.00%
Lotto Extra		4,302,401		2,314,894	53.80%	53.70%
Pick 3		48,978,493		24,212,770	49.44%	50.00%
Pick 3 Sum It Up		938,454		462,332	49.27%	50.00%
Cash Five		8,790,310		4,395,218	50.00%	50.00%
Texas Two Step		10,283,547		5,469,851	53.19%	50.00%
Mega Millions		20,999,868		10,745,287	51.17%	50.00%**
Megaplier		5,770,338		2,892,849	50.13%	N/A
Daily 4		18,125,833		7,668,325	42.31%	50.00%
Daily 4 Sum It Up		950,409		419,180	44.11%	50.00%
Powerball		42,165,887		21,092,681	50.02%	50.00%**
Power Play		6,003,512		3,004,496	50.05%	N/A
All or Nothing		5,844,330		3,301,738	56.49%	55.98%
Texas Triple Chance		3,265,818		1,687,867	51.68%	54.42%
Totals	\$	199,061,690	\$	98,989,568	49.73%	

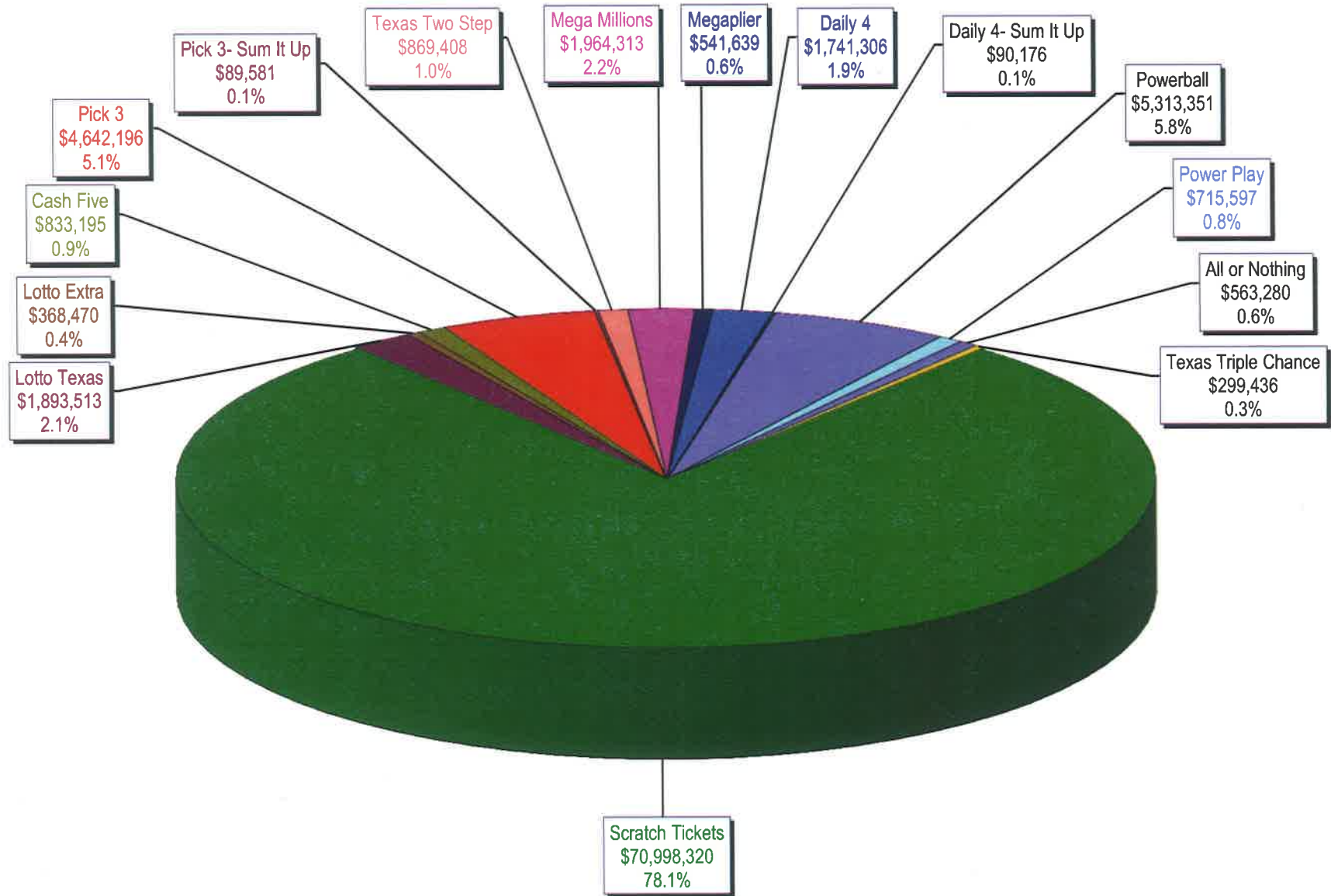
** Before Unclaimed Prizes*

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

Texas Lottery Commission
Scratch Ticket Sales
For the week ending 11/12/16
(Unaudited)



**Texas Lottery Commission
All Game Sales
For the week ending 11/12/16
(Unaudited)**



Texas Lottery Commission - Weekly Sales Summary for FY 2017 (Unaudited)

Week Ended	Scratch Tickets	New Games & Dates	Lotto Texas	Jackpot W	S	Lotto Extra	Pick 3	Pick 3 Sum & Up	Cash Five	Texas Two Step	Jackpot W	TH	Mega Millions	Jackpot T	P	Megaplier	Daily 4	Daily 4 Sum & Up	Powerball	Jackpot W	S	Power Play	All or Nothing	Yates Triple Chance	Total	Per Cap.
8/3/2016	89,589,808	0	2,106,552	8.75	9.25	402,665	4,798,985	92,214	843,135	810,947	200	200	2,331,141	84	92	631,299	1,788,614	86,398	4,189,234	154	170	603,430	528,102	306,194	88,118,717	3.24
8/10/2016	85,952,418	1810 (\$1.N); 1809 (\$1.N); 1811 (\$5.N) - 8/06/16	2,095,828	9.75	10.25	399,944	4,590,651	86,897	816,614	862,148	225	275	2,490,552	101	111	655,066	1,647,119	87,455	4,473,836	186	205	628,810	506,718	291,940	85,587,795	3.12
8/17/2016	86,186,270	0	2,127,440	11	11.75	405,836	4,553,039	86,110	822,240	1,180,444	400	550	2,661,252	122	133	602,583	1,705,628	91,610	5,026,928	222	244	696,626	503,466	281,988	87,111,560	3.17
8/24/2016	84,383,005	1783 (\$2.N); 1782 (\$5.N); 1781 (\$10.N) - 8/19/16	2,141,721	12.25	13	404,127	4,551,066	83,958	811,604	1,465,789	700	900	1,733,288	15	20	489,347	1,680,793	90,386	2,790,670	40	50	429,512	503,041	275,856	81,834,170	2.88
9/01/2016	87,349,951	0	2,203,652	13.25	14	414,803	4,642,047	91,016	867,979	816,836	200	225	1,840,801	25	30	515,384	1,688,464	88,184	2,960,772	60	70	455,619	589,984	354,532	84,869,803	3.09
10/8/2016	71,598,890	1772 (\$1.N); 1770 (\$2.N); 1813 (\$5.N); 1779 (\$20.N) - 10/03/16	2,211,941	14.5	15.5	419,062	4,900,537	94,965	867,520	849,234	200	225	1,925,288	35	41	540,723	1,780,544	82,908	3,109,082	60	91	471,027	611,885	336,368	80,809,757	3.27
10/15/2016	89,444,782	0	2,207,002	16	16.75	416,802	4,549,017	89,171	836,548	1,024,493	300	425	1,780,458	49	15	496,567	1,679,519	87,007	3,498,528	107	122	510,617	577,343	321,190	87,520,023	3.19
10/22/2016	89,317,065	1814 (\$3.N); 1815 (\$5.N); 1832 (\$50.N) - 10/17/16	2,222,089	17	18	420,632	4,457,898	84,115	836,942	1,200,293	575	750	1,714,985	20	25	482,408	1,636,471	83,009	3,800,444	136	151	542,655	584,808	315,588	87,739,402	3.19
10/29/2016	89,728,599	0	2,288,908	18.5	19.25	430,487	4,511,234	86,114	833,125	779,029	200	200	1,781,083	30	35	500,203	1,711,620	88,083	4,097,116	164	180	575,614	565,102	306,622	88,264,847	3.21
11/5/2016	73,451,702	0	2,188,782	20	5	414,167	4,896,360	97,149	859,798	796,978	200	200	1,904,785	40	47	534,014	1,913,301	100,223	4,796,408	198	217	680,205	581,246	318,544	83,603,641	3.41
11/13/2016	70,898,320	1816 (\$2.N); 1808 (\$5.N); 1817 (\$5.N); 1818 (\$10.N) - 11/07/16	1,893,513	5.25	5.5	368,470	4,642,196	89,581	833,195	869,408	225	275	1,984,313	54	65	541,639	1,741,306	90,176	5,313,351	236	258	715,597	563,280	298,436	90,923,780	3.31
weekly change	-3.7%		-12.7%			-11.0%	-7.1%	-7.8%	-3.1%	9.1%			3.1%		1.4%	-9.7%	-10.0%	18.8%			8.4%	-4.7%	-6.0%	-2.9%		
	SALES		SALES			SALES	SALES	SALES	SALES	SALES			SALES			SALES	SALES	SALES	SALES	SALES	SALES	SALES	SALES	SALES	% of Sales	
Calendar Year to date	3,269,649,893		100,918,321			18,748,851	219,801,241	4,481,834	39,287,288	47,249,062			134,773,098			34,470,834	79,238,947	4,282,083	421,678,026	45,376,104	25,774,586	17,260,071	4,466,640,608	100.0%		
Fiscal Year to date 2017	721,402,049		22,642,491			4,302,401	48,978,493	638,434	8,790,316	10,283,547			20,989,866			5,770,338	18,125,833	950,409	42,165,687	6,009,512	3,844,330	3,266,818	330,463,739	100.0%		

*Full week includes 4 days from FY16