



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: March 24, 2017

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

The attached detailed weekly sales summary for the week ending March 18, 2017 is for your information. Summary sales performance memos and the detailed weekly sales summary for the week ending April 1, 2017 will be provided to you at the April 6, 2017 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 March 19, 2016 and March 18, 2017

"Sales Contribution"

	3/19/2016	3/18/2017
Sales	\$ 2,855,772,265	\$ 2,681,550,988
Less: Prize Expense	(1,833,090,363)	(1,761,441,591)
= Sales Contribution	1,022,681,902	920,109,396
	35.81%	34.31%
Less: Retailer Commission (5%)	(142,829,049)	(134,108,210)
Less: Administration (IGT @2.2099%)	(63,109,711)	(59,259,595)
Less: Statutory Administration Appropriation	(136,794,347)	(128,448,974)
= Estimated Net Revenue to the State (FSF)	\$ 679,948,794	\$ 598,292,617
	23.81%	22.31%
Prize Expense as a % of sales	64.2%	65.7%

Total may not sum due to rounding



WEEKLY SALES SUMMARY

Unaudited

Week Ending: 3/18/2017

Texas Lottery Commission
Fiscal Year to Date Sales Comparison
 Unaudited

Through the Week Ending 3/18/2017 (29 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	\$ 1,913,393,591	\$ 2,034,552,523	\$ 2,102,831,977	\$ 189,438,386	\$ 68,279,454	9.9%	3.4%
Lotto Texas	68,780,978	70,995,042	63,281,408	-5,499,570	-7,713,634	-8.0%	-10.9%
Lotto Extra	10,567,067	12,226,791	12,257,299	1,690,233	30,508	16.0%	0.2%
Pick 3	140,111,333	141,106,406	137,081,933	-3,029,401	-4,024,474	-2.2%	-2.9%
Pick 3 Sum It Up	2,766,540	2,884,752	2,611,235	-155,305	-273,517	-5.6%	-9.5%
Cash Five	28,000,723	25,981,599	24,125,630	-3,875,093	-1,855,969	-13.8%	-7.1%
Texas Two Step	29,547,095	29,709,747	31,201,350	1,654,255	1,491,603	5.6%	5.0%
Mega Millions	88,714,893	71,330,226	61,801,469	-26,913,424	-9,528,757	-30.3%	-13.4%
Megaplier	20,442,356	17,975,619	16,739,624	-3,702,732	-1,235,995	-18.1%	-6.9%
Daily 4	47,964,152	49,714,993	51,644,561	3,680,409	1,929,568	7.7%	3.9%
Daily 4 Sum It Up	2,818,828	2,615,602	2,798,631	-20,198	183,029	-0.7%	7.0%
Powerball	136,523,895	328,717,937	132,451,563	-4,072,332	-196,266,374	-3.0%	-59.7%
Power Play	16,530,470	35,673,660	18,508,871	1,978,401	-17,164,789	12.0%	-48.1%
All or Nothing	21,706,006	17,476,246	15,840,494	-5,865,512	-1,635,752	-27.0%	-9.4%
Monopoly	2,656,370	-	-	-2,656,370	-	-100.0%	-
Texas Triple Chance	-	14,811,122	8,374,944	8,374,944	-6,436,178	-	-43.5%
Total	\$ 2,530,524,295	\$ 2,855,772,265	\$ 2,681,550,988	\$ 151,026,693	\$ -174,221,277	6.0%	-6.1%

* 3 extra days

** 2 extra days

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 3/18/2017 (29 Weeks)

Sales by Game	FY 2015	FY 2016	FY 2017
Scratch Tickets	\$ 9,472,246	\$ 10,122,152	\$ 10,566,995
Lotto Texas	340,500	353,209	317,997
Lotto Extra	52,312	60,830	61,594
Pick 3	693,620	702,022	688,854
Pick 3 Sum It Up	13,696	14,352	13,122
Cash Five	138,617	129,262	121,234
Texas Two Step	146,273	147,810	156,791
Mega Millions	439,183	354,877	310,560
Megaplier	101,200	89,431	84,119
Daily 4	237,446	247,338	259,520
Daily 4 Sum It Up	13,955	13,013	14,063
Powerball	675,861	1,635,413	665,586
Power Play	81,834	177,481	93,009
All or Nothing	107,455	86,946	79,600
Monopoly	48,298	-	-
Texas Triple Chance	-	84,635	42,085
Total	\$ 12,562,495	\$ 14,218,770	\$ 13,475,131

thru 3/21/2015	thru 3/19/2016	thru 3/18/2017
202 days	201 days	199 days
55 days	175 days	

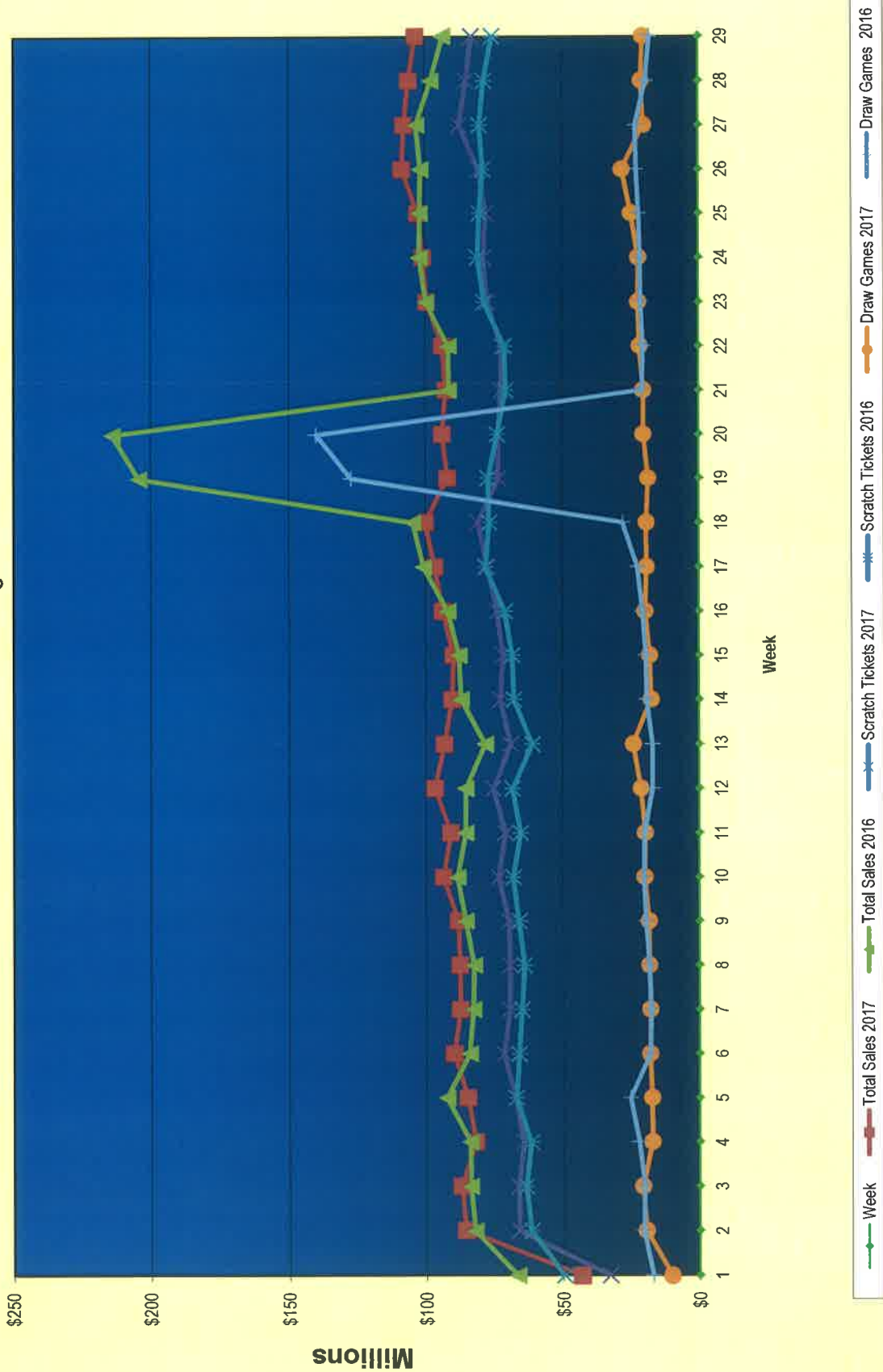
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Texas Lottery Commission
Fiscal Year Over Year Change in Sales
Unaudited
FY 2017 Compared to FY 2016

Week	FY 2017 Week Ending	SCRATCH TICKETS			DRAW GAMES			TOTAL SALES			
		FY 2017	FY 2016	% change - Cumulative Sales Difference	FY 2017	FY 2016	% change - Cumulative Sales Difference	FY 2017	FY 2016	% change - Cumulative Sales Difference	
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			\$89,376,858		
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		\$2,102,831,977	\$2,034,552,523	\$68,279,454	\$578,719,011	\$821,219,742	(\$242,500,731)	\$2,681,550,988	\$2,855,772,265	(\$174,221,277)	-6.1%
Fiscal Year Total		\$2,102,831,977	\$3,715,807,432		\$578,719,011	\$1,351,710,491		\$2,681,550,988	\$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	17	93,196,888	4.6%		56,172,002		37,024,886		60.3%	-0.4%
Through	\$2.00	29	208,929,802	10.3%		135,981,937		72,947,865		65.1%	-0.6%
3/19/2016	\$3.00	12	155,828,433	7.7%		102,616,007		53,212,426		65.9%	-0.1%
	\$5.00	48	677,228,120	33.3%		460,115,314		217,112,806		67.9%	0.0%
	\$10.00	17	389,228,130	19.1%		272,905,215		116,322,915		70.1%	-0.2%
	\$20.00	11	414,369,300	20.4%		310,567,058		103,802,242		74.9%	0.0%
	\$50.00	3	95,771,850	4.7%		74,486,336		21,285,514		77.8%	0.0%
Total		137	\$2,034,552,523			\$1,412,843,869		\$621,708,654		69.4%	0.0%
2017	\$1.00	20	83,421,294	4.0%		50,314,500		33,106,794		60.3%	0.1%
Through	\$2.00	25	179,838,864	8.6%		117,104,846		62,734,018		65.1%	-0.1%
3/18/2017	\$3.00	11	146,328,639	7.0%		96,480,189		49,848,450		65.9%	0.1%
	\$5.00	49	675,489,490	32.1%		459,010,984		216,478,506		68.0%	0.0%
	\$10.00	18	455,884,920	21.7%		320,938,617		134,946,303		70.4%	0.3%
	\$20.00	13	456,074,920	21.7%		341,761,769		114,313,151		74.9%	0.0%
	\$50.00	4	105,793,850	5.0%		82,317,962		23,475,888		77.8%	0.0%
Total		140	\$2,102,831,977			\$1,467,928,867		\$634,903,110		69.8%	0.4%
Variance	\$1.00	3	-9,775,594		-10.5%	-5,857,502	-10.4%	-3,918,092	-10.6%	0.04%	
2017 to	\$2.00	-4	-29,090,938		-13.9%	-18,877,091	-13.9%	-10,213,847	-14.0%	0.03%	
2016	\$3.00	-1	-9,499,794		-6.1%	-6,135,818	-6.0%	-3,363,976	-6.3%	0.08%	
	\$5.00	1	-1,738,630		-0.3%	-1,104,330	-0.2%	-634,300	-0.3%	0.01%	
	\$10.00	1	66,656,790		17.1%	48,033,402	17.6%	18,623,388	16.0%	0.28%	
	\$20.00	2	41,705,620		10.1%	31,194,711	10.0%	10,510,909	10.1%	-0.01%	
	\$50.00	1	10,022,000		10.5%	7,831,626	10.5%	2,190,374	10.3%	0.04%	
Total		3	\$68,279,454		3.4%	\$55,084,998	3.9%	\$13,194,456	2.1%	0.36%	

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	\$1,085,078,287	\$1,135,183,243	-\$50,104,956
Prize Exp.	\$722,910,519	\$754,885,260	-\$31,974,741
Sales Cont.	\$362,167,768	\$380,297,983	-\$18,130,215
Prize Exp. %	66.6%	66.5%	0.1%
\$1 - \$5			
	FY 2017	FY 2016	Difference
Sales	\$1,017,753,690	\$899,369,280	\$118,384,410
Prize Exp.	\$745,018,348	\$657,968,609	\$87,059,739
Sales Cont.	\$272,735,342	\$241,410,671	\$31,324,671
Prize Exp. %	73.2%	73.2%	0.0%
\$10 - \$50			
	FY 2017	FY 2016	Difference
Sales	\$2,102,831,977	\$2,034,552,523	\$68,279,454
Prize Exp.	\$1,467,928,867	\$1,412,843,869	\$55,084,998
Sales Cont.	\$634,903,110	\$621,708,654	\$13,194,456
Prize Exp. %	69.8%	69.4%	0.4%

	FY 2017	FY 2016	Difference
Sales	\$1,540,963,207	\$1,524,411,373	\$16,551,834
Prize Exp.	\$1,043,849,136	\$1,027,790,475	\$16,058,661
Sales Cont.	\$497,114,071	\$496,620,898	\$493,173
Prize Exp. %	67.7%	67.4%	0.3%
\$1 - \$10			
	FY 2017	FY 2016	Difference
Sales	\$561,868,770	\$510,141,150	\$51,727,620
Prize Exp.	\$424,079,731	\$385,053,395	\$39,026,337
Sales Cont.	\$137,789,039	\$125,087,755	\$12,701,283
Prize Exp. %	75.5%	75.5%	0.0%
\$20 - \$50			
	FY 2017	FY 2016	Difference
Sales	\$2,102,831,977	\$2,034,552,523	\$68,279,454
Prize Exp.	\$1,467,928,867	\$1,412,843,869	\$55,084,998
Sales Cont.	\$634,903,110	\$621,708,654	\$13,194,456
Prize Exp. %	69.8%	69.4%	0.4%

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

	Week Ending 3/18/2017	Week Ending 3/11/2017	% of Sales	% of Sales	\$ change	% change
	THIS WEEK	LAST WEEK				
Total Sales	\$103,407,268	\$105,990,810	80.2%	80.2%	-\$2,583,542	-2.44%
Scratch Tickets	\$82,972,977	\$84,966,053	80.2%	80.2%	-\$1,993,076	-2.35%
Lotto	\$2,592,069	\$2,588,161	2.5%	2.4%	\$3,908	0.15%
Lotto Extra	\$513,061	\$513,793	0.5%	0.5%	-\$732	-0.14%
Pick 3	\$4,875,639	\$5,226,715	4.7%	4.9%	-\$351,077	-6.72%
Pick 3 Sum It Up	\$93,232	\$101,446	0.1%	0.1%	-\$8,215	-8.10%
Cash Five	\$851,969	\$881,469	0.8%	0.8%	-\$29,500	-3.35%
Texas Two Step	\$854,304	\$1,405,624	0.8%	1.3%	-\$551,320	-39.22%
Mega Millions	\$2,652,325	\$2,563,375	2.6%	2.4%	\$88,950	3.47%
Megaplier	\$701,405	\$683,906	0.7%	0.6%	\$17,499	2.56%
Daily 4	\$1,772,646	\$1,899,173	1.7%	1.8%	-\$126,527	-6.66%
Daily 4 Sum It Up	\$94,333	\$103,287	0.1%	0.1%	-\$8,954	-8.67%
Powerball	\$4,006,212	\$3,637,612	3.9%	3.4%	\$368,600	10.13%
Power Play	\$601,813	\$562,430	0.6%	0.5%	\$39,383	7.00%
All or Nothing	\$550,726	\$579,420	0.5%	0.5%	-\$28,694	-4.95%
Texas Triple Chance	\$274,558	\$278,346	0.3%	0.3%	-\$3,788	-1.36%
Total Draw Game Sales	\$20,434,291	\$21,024,757			-\$590,466	-2.81%

* Totals may not sum due to rounding.

Texas Lottery Commission
Weekly Sales Summary
 Unaudited

SCRATCH TICKETS
 TOP TEN SELLING GAMES

For the week ending: 3/18/2017

Rank	Price Point	Game	Sales (Millions)
1	\$ 20	MONEY	\$ 5.830
2	\$ 10	MEGA LOTERIA	\$ 5.106
3	\$ 20	100X THE CASH	\$ 4.968
4	\$ 10	50X THE CASH	\$ 4.446
5	\$ 5	LUCKY NO. 7	\$ 4.216
6	\$ 5	SUPER LOTERIA	\$ 3.758
7	\$ 10	CASHWORD MULTIPLIER	\$ 3.608
8	\$ 50	\$7,500,000 ULTIMATE CASH	\$ 2.812
9	\$ 5	LUCKY 7 FLIP MULTIPLIER	\$ 2.796
10	\$ 5	20X THE CASH	\$ 2.717

Texas Lottery Commission
Prize Payout Tracking Report
Unaudited

Through the week ending: 3/18/2017

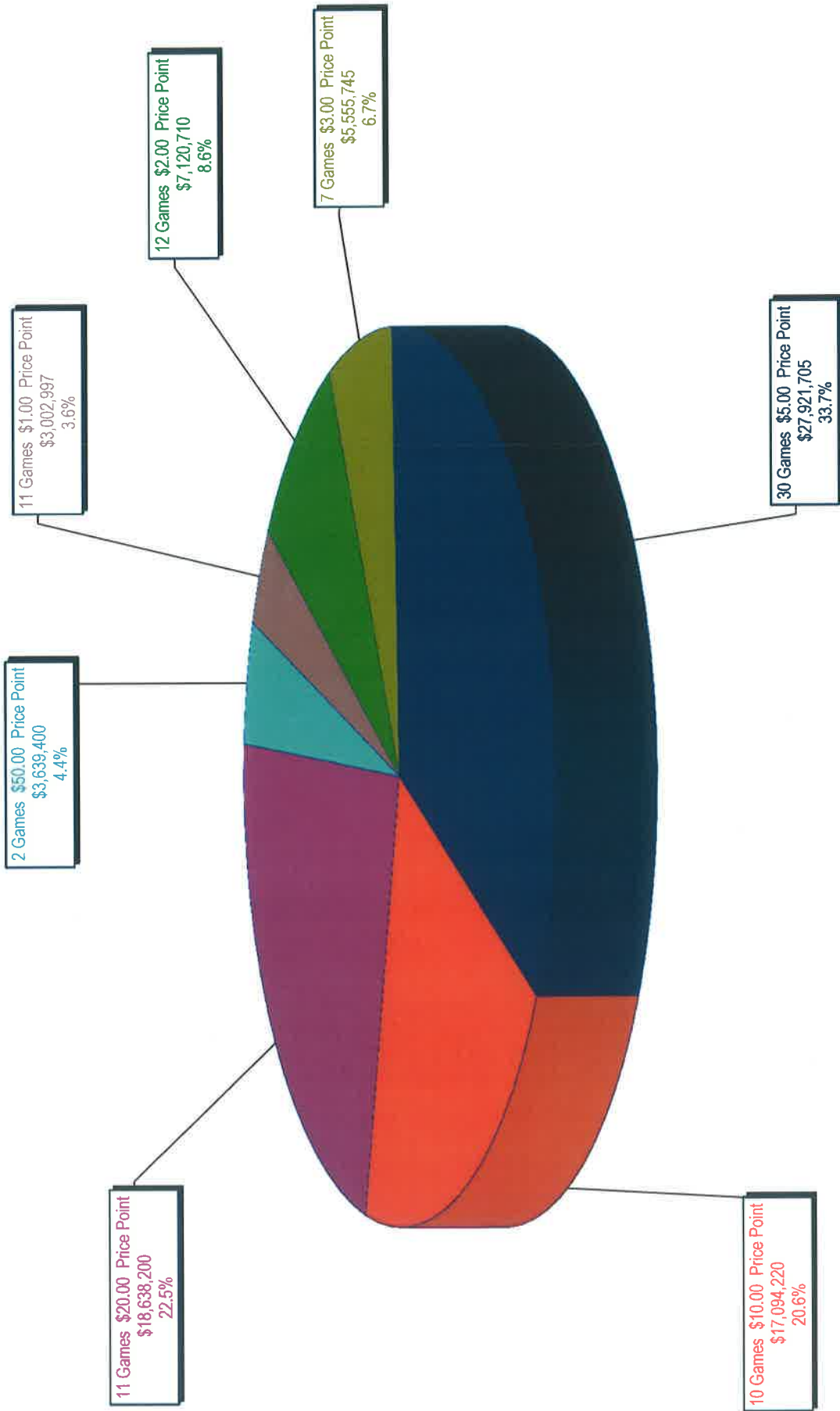
Draw Game Sales

	FY Sales Through Week Ending 3/18/2017	FY Prize Expense Through Week Ending 3/18/2017	Actual* Prize Payout	Base Payout (Prize Pool)
Lotto	\$ 63,281,408	\$ 31,649,065	50.01%	50.00%
Lotto Extra	12,257,299	6,564,900	53.56%	53.70%
Pick 3	137,081,933	67,192,580	49.02%	50.00%
Pick 3 Sum It Up	2,611,235	1,143,688	43.80%	50.00%
Cash Five	24,125,630	12,062,829	50.00%	50.00%
Texas Two Step	31,201,350	16,016,713	51.33%	50.00%
Mega Millions	61,801,469	31,519,355	51.00%	50.00%**
Megaplier	16,739,624	8,371,068	50.01%	N/A
Daily 4	51,644,561	27,979,875	54.18%	50.00%
Daily 4 Sum It Up	2,798,631	2,700,908	96.51%	50.00%**
Powerball	132,451,563	66,246,031	50.02%	N/A
Power Play	18,508,871	9,259,015	50.02%	55.98%
All or Nothing	15,840,494	8,401,566	53.04%	54.42%
Texas Triple Chance	8,374,944	4,405,142	52.60%	
Totals	\$ 578,719,011	\$ 293,512,724	50.72%	

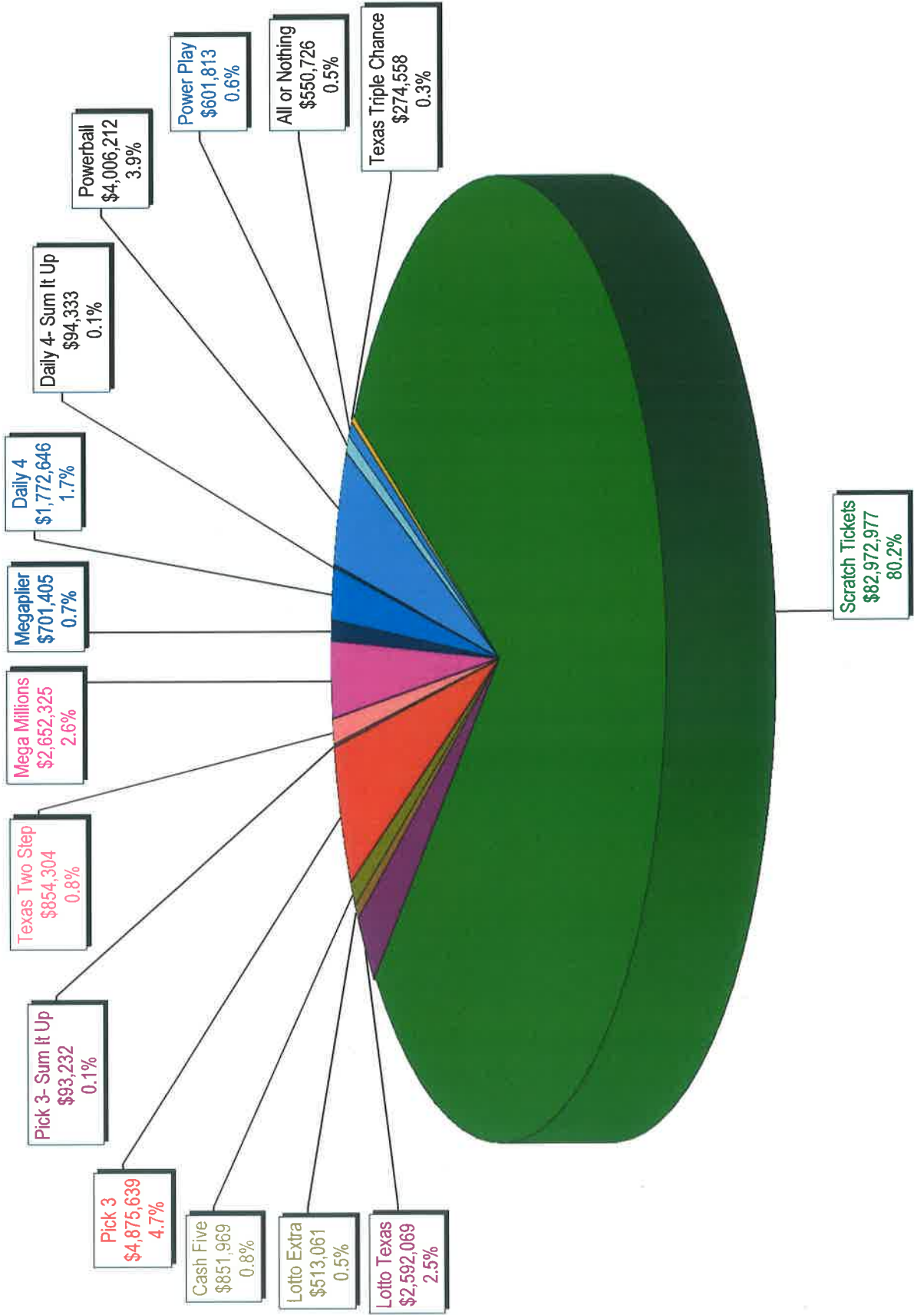
* Before Unclaimed Prizes

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

Texas Lottery Commission
Scratch Ticket Sales
For the week ending 3/18/2017
(Unaudited)



Texas Lottery Commission
All Game Sales
For the week ending 3/18/2017
(Unaudited)



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

Week Ended	Scratch Tickets	New Games & Dates	Lotto Texas	Jackpot	Lotto Extra	Prize 3	Prize 3 Sum 8 Up	Cash Five	Texas Two Step	Jackpot M	Jackpot Fr	Mega Millions	Jackpot T	Jackpot P	Megaplier	Daily 4	Daily 4 Sum 8 Up	Powerball	Jackpot W	Jackpot S	Power Play	All or Nothing	Prize Triple Chance	Total	Per Cell
2/25/2017	80,297,015	1876 (81N); 1831 (85N) - 02/20/17	2,696,244	20.25	21	520,379	4,914,612	860,346	848,140	200	225	2,219,616	54	64	617,739	1,852,600	100,683	11,293,438	403	40	1,365,683	556,882	281,560	103,420,131	3.95
3/4/2017	87,500,184	0	2,567,325	21.75	22.5	509,469	5,336,670	865,068	1,120,961	300	425	2,321,162	63	63	641,003	2,010,651	112,173	3,217,286	53	68	511,669	580,672	285,944	107,714,043	3.92
3/11/2017	84,986,053	1689 (82N); 1688 (83N); 1833 (85N) - 03/06/17 1795 (85N); 1853 (82N) - 03/06/17	2,598,151	23.5	24.5	513,739	5,226,715	861,469	1,405,624	600	775	2,563,375	94	103	593,995	1,859,173	103,287	3,637,612	85	104	562,430	579,420	279,346	105,990,610	3.86
3/18/2017	85,972,877	1802 (83N) - 03/14/17	2,592,098	25.5	26.25	510,061	4,875,838	851,959	854,304	200	225	2,850,325	113	131	701,405	1,772,646	94,333	4,008,212	123	141	601,813	560,726	274,558	103,407,268	3.76
weekly change						-0.1%	-4.7%	-2.3%	-38.2%			3.5%			2.9%	-6.7%	-6.7%	15.1%			3.0%	-8.0%	-1.8%	-2.4%	
Calendar Year to date	802,698,733		28,231,482			5,158,844	54,724,336	1,047,030	9,474,183	24,008,846	7,148,184	29,632,334	1,167,600	7,877,207	6,135,075	3,003,170	3,100,454,391	100.0%			18,508,871	15,840,684	8,374,844	2,691,560,888	100.0%
Fiscal Year to date 2017	2,102,831,817		63,281,408			13,297,299	137,081,933	2,611,236	24,125,630	31,351,330	61,801,489	51,644,541	2,796,631	132,451,693											

Total sales includes all sales from FY18