



INTEROFFICE MEMO

Gary Grief, Executive Director Michael P. Farrell, Charitable Bingo Operations Director

To: J. Winston Krause, Chairman
Mark A. Franz, Commissioner
Robert Rivera, Commissioner
Erik C. Saenz, Commissioner

From: Kathy Pyka, Controller *KP*

Date: September 26, 2019

Re: Lottery sales and revenue, game performance, new game opportunities, advertising, promotional activities, market research, trends, and game contracts, agreements, and procedures

The attached detailed weekly sales summary for the week ending September 21, 2019 is for your information. Summary sales performance memos and the detailed weekly sales summary for the week ending October 5, 2019 will be provided to you at the October 10, 2019 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 September 22, 2018 and September 21, 2019

"Sales Contribution"		
	9/22/2018	9/21/2019
Sales	\$ 323,964,170	\$ 328,440,017
Less: Prize Expense	(212,589,063)	(221,361,364)
= Sales Contribution	111,375,107	107,078,653
	34.38%	32.60%
Less: Retailer Commission (5%)	(16,202,294)	(16,445,874)
Less: Administration (IGT @2.2099%)	(7,159,284)	(7,258,196)
Less: Statutory Administration Appropriation	(15,518,208)	(15,732,605)
= Estimated Net Revenue to the State (FSF)	\$ 72,495,321	\$ 67,641,978
	22.38%	20.59%
Prize Expense as a % of sales	65.6%	67.4%

Total may not sum due to rounding



WEEKLY SALES SUMMARY

Unaudited

Week Ending: 9/21/2019

Texas Lottery Commission
Fiscal Year to Date Sales Comparison
Unaudited

Through the Week Ending: 9/21/2019 (3 weeks)

Sales by Game	FY 2018 *	FY 2019 **	FY 2020	\$ Change		% Change	
				FY 2020 to FY 2018	FY 2020 to FY 2019	FY 2020 to FY 2018	FY 2020 to FY 2019
Scratch Tickets	\$ 238,818,698	\$ 255,611,716	\$ 265,264,830	\$ 26,446,132	\$ 9,653,114	11.1%	3.8%
Lotto Texas	7,072,921	6,562,727	7,517,851	444,930	955,124	6.3%	14.6%
Lotto Extra	1,511,567	1,546,023	1,911,713	400,146	365,690	26.5%	23.7%
Pick 3	15,748,476	15,254,863	13,796,750	-1,951,726	-1,458,113	-12.4%	-9.6%
Pick 3 Sum It Up	317,637	295,201	-	-317,637	-295,201	-100.0%	-100.0%
Pick 3 Fireball	-	-	979,347	979,347	979,347	-	-
Cash Five	2,683,915	2,498,481	2,534,863	-149,052	36,382	-5.6%	1.5%
Texas Two Step	2,863,389	4,222,516	2,932,556	69,167	-1,289,960	2.4%	-30.5%
Mega Millions	7,552,786	13,337,872	12,141,493	4,588,707	-1,196,379	60.8%	-9.0%
Megaplier	2,160,209	2,022,376	2,017,592	-142,617	-4,784	-6.6%	-0.2%
MM Just the Jackpot	-	76,842	50,601	50,601	-26,241	-	-34.1%
Daily 4	6,489,868	6,769,554	6,282,159	-207,709	-487,395	-3.2%	-7.2%
Daily 4 Sum It Up	353,758	351,091	-	-353,758	-351,091	-100.0%	-100.0%
Daily 4 Fireball	-	-	818,837	818,837	818,837	-	-
Powerball	12,516,257	11,712,140	8,680,066	-3,836,191	-3,032,074	-30.6%	-25.9%
Power Play	2,019,104	1,902,506	1,566,855	-452,249	-335,651	-22.4%	-17.6%
All or Nothing	1,843,104	1,800,263	1,944,504	101,400	144,241	5.5%	8.0%
Texas Triple Chance	829,892	-	-	-829,892	-	-100.0%	-
Total	\$ 302,781,580	\$ 323,964,170	\$ 328,440,017	\$ 25,658,438	\$ 4,475,847	8.5%	1.4%

* 2 extra days

** 1 extra day

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

Through the Week Ending 9/21/2019

Sales by Game	FY 2018	FY 2019	FY 2020
Scratch Tickets	\$ 10,383,422	\$ 11,618,714	\$ 12,631,659
Lotto Texas	307,518	298,306	357,993
Lotto Extra	65,720	70,274	91,034
Pick 3	684,716	693,403	656,988
Pick 3 Sum It Up	13,810	13,418	-
Pick 3 Fireball	-	-	46,636
Cash Five	116,692	113,567	120,708
Texas Two Step	124,495	191,933	139,646
Mega Millions	328,382	606,267	578,166
Megaplier	93,922	91,926	96,076
MM Just the Jackpot	-	3,493	2,410
Daily 4	282,168	307,707	299,150
Daily 4 Sum It Up	15,381	15,959	-
Daily 4 Fireball	-	-	38,992
Powerball	544,185	532,370	413,336
Power Play	87,787	86,478	74,612
All or Nothing	80,135	81,830	92,595
Texas Triple Chance	36,082	-	-
Total	\$ 13,164,417	\$ 14,725,644	\$ 15,640,001

thru 9/23/2017	thru 9/22/2018	thru 9/21/2019
23 days	22 days	21 days

Texas Lottery Commission
Fiscal Year Over Year Change in Sales
Unaudited

FY 2020 Compared to FY 2019

				SCRATCH TICKETS				DRAW GAMES				TOTAL SALES			
Week	Week	FY 2020	FY 2019	Difference	% change - Cumulative Sales	FY 2020	FY 2019	Difference	% change - Cumulative Sales	FY 2020	FY 2019	Difference	% change - Cumulative Sales		
0	9/1/2019*	\$0	\$12,926,096	(\$12,926,096)	-100.0%	\$0	\$3,821,956	(\$3,821,956)	-100.0%	\$0	\$16,748,052	(\$16,748,052)	-100.0%		
1	9/7/2019	\$87,955,988	\$81,772,743	\$6,183,245	7.6%	\$20,447,416	\$20,825,823	(\$378,408)	-1.8%	\$108,403,404	\$102,598,566	\$5,804,838	5.7%		
2	9/14/2019	\$89,240,373	\$81,586,926	\$7,653,447	9.4%	\$21,301,605	\$21,802,221	(\$500,616)	-2.3%	\$110,541,978	\$103,389,147	\$7,152,832	6.9%		
3	9/21/2019	\$88,068,469	\$79,325,951	\$8,742,518	11.0%	\$21,426,167	\$21,902,455	(\$476,289)	-2.2%	\$109,494,636	\$101,228,406	\$8,266,230	8.2%		
4	9/28/2019		\$82,536,917				\$23,605,402				\$106,142,319				
5	10/5/2019		\$88,151,179				\$26,948,231				\$115,099,410				
6	10/12/2019		\$84,105,273				\$37,244,326				\$121,349,599				
7	10/19/2019		\$85,273,556				\$108,923,671				\$194,197,227				
8	10/26/2019		\$85,880,357				\$110,213,688				\$196,094,045				
9	11/2/2019		\$86,192,898				\$20,631,386				\$106,824,284				
10	11/9/2019		\$86,588,097				\$20,208,471				\$106,796,568				
11	11/16/2019		\$86,350,350				\$20,150,107				\$106,500,457				
12	11/23/2019		\$93,003,550				\$20,563,650				\$113,567,200				
13	11/30/2019		\$90,189,151				\$21,915,447				\$112,104,598				
14	12/7/2019		\$93,653,679				\$22,315,017				\$115,968,696				
15	12/14/2019		\$94,362,031				\$22,227,439				\$116,589,470				
16	12/21/2019		\$98,643,679				\$23,471,095				\$122,114,774				
17	12/28/2019		\$100,776,586				\$27,620,582				\$128,397,168				
18	1/4/2020		\$96,756,875				\$26,488,734				\$123,245,609				
19	1/11/2020		\$94,240,501				\$20,017,481				\$114,257,982				
20	1/18/2020		\$95,883,210				\$20,417,418				\$116,300,628				
21	1/25/2020		\$92,508,785				\$20,805,540				\$113,314,325				
22	2/1/2020		\$99,395,374				\$21,861,304				\$121,256,678				
23	2/8/2020		\$100,194,742				\$22,271,273				\$122,466,015				
24	2/15/2020		\$97,809,579				\$22,769,937				\$120,579,516				
25	2/22/2020		\$98,109,529				\$23,561,394				\$121,670,923				
26	2/29/2020		\$107,789,448				\$25,783,851				\$133,573,299				
27	3/7/2020		\$107,638,489				\$25,788,457				\$133,426,946				
28	3/14/2020		\$103,505,631				\$28,450,899				\$131,956,530				
29	3/21/2020		\$102,743,578				\$39,655,839				\$142,399,417				
30	3/28/2020		\$101,962,497				\$39,622,235				\$141,584,732				
31	4/4/2020		\$108,027,193				\$22,055,909				\$130,083,102				
32	4/11/2020		\$95,519,291				\$22,273,435				\$117,792,726				
33	4/18/2020		\$96,626,009				\$21,555,432				\$118,181,441				
34	4/25/2020		\$94,173,516				\$22,457,323				\$116,630,839				
35	5/2/2020		\$98,922,903				\$24,077,148				\$123,000,051				
36	5/9/2020		\$98,100,773				\$24,483,034				\$122,583,807				
37	5/16/2020		\$97,446,556				\$25,635,001				\$123,081,557				
38	5/23/2020		\$95,017,012				\$25,757,103				\$120,774,115				
39	5/30/2020		\$93,135,460				\$28,949,861				\$122,085,321				
40	6/6/2020		\$95,550,589				\$28,677,710				\$124,228,299				
41	6/13/2020		\$91,097,175				\$19,960,824				\$111,057,999				

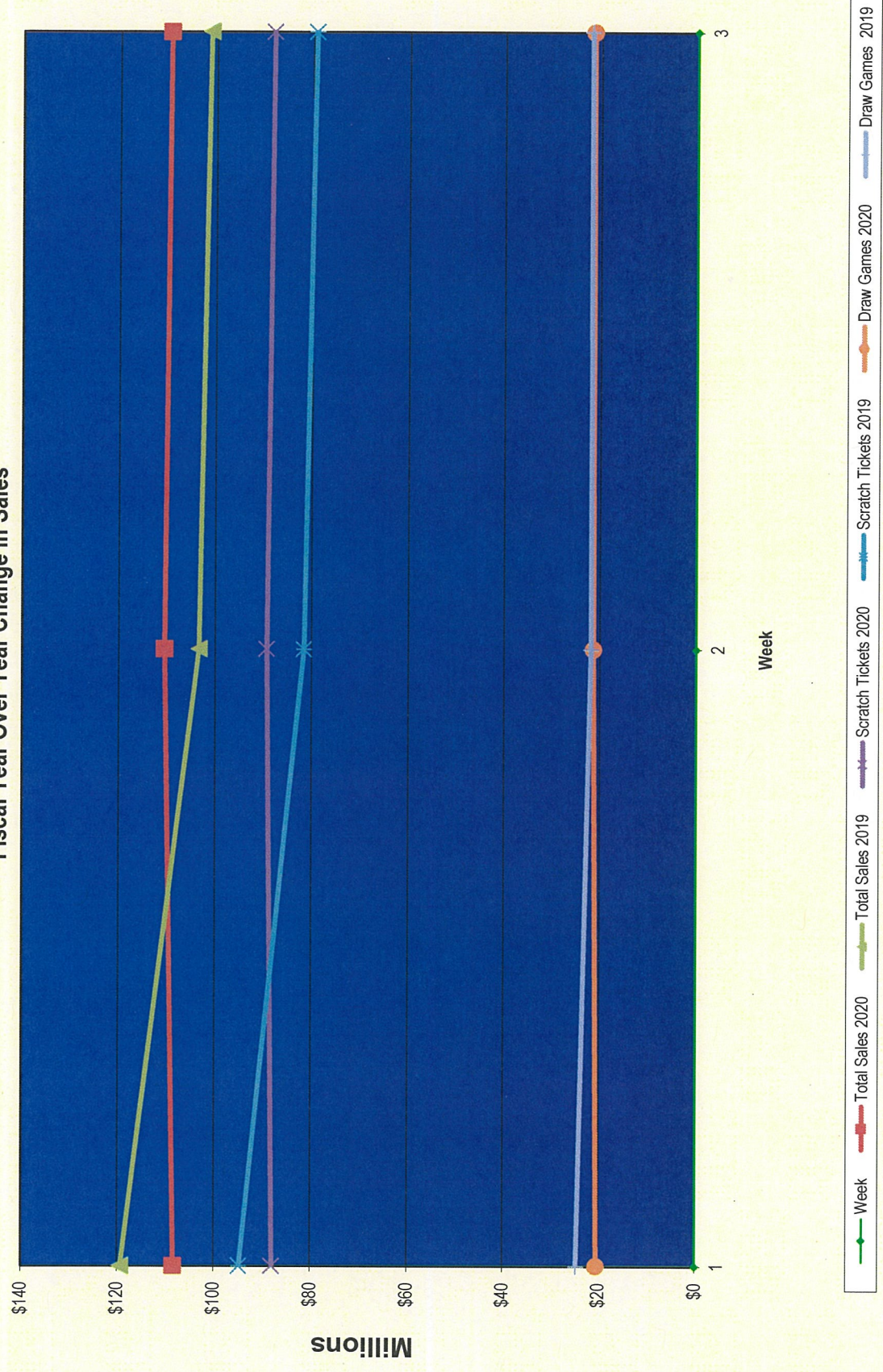
Texas Lottery Commission
Fiscal Year Over Year Change in Sales
Unaudited
FY 2020 Compared to FY 2019

		SCRATCH TICKETS				DRAW GAMES				TOTAL SALES			
Week	FY 2020 Ending	FY 2020	FY 2019	Difference	% change - Cumulative Sales	FY 2020	FY 2019	Difference	% change - Cumulative Sales	FY 2020	FY 2019	Difference	% change - Cumulative Sales
42	6/20/2020		\$91,975,956				\$20,250,852				\$112,226,808		
43	6/27/2020		\$91,357,210				\$21,213,490				\$112,570,700		
44	7/4/2020		\$95,016,312				\$21,713,483				\$116,729,795		
45	7/11/2020		\$88,063,310				\$21,557,657				\$109,620,967		
46	7/18/2020		\$87,201,706				\$20,220,185				\$107,421,891		
47	7/25/2020		\$87,277,696				\$19,796,677				\$107,074,373		
48	8/1/2020		\$93,889,817				\$20,730,767				\$114,620,584		
49	8/8/2020		\$83,625,577				\$21,322,757				\$104,948,334		
50	8/15/2020		\$83,452,345				\$21,899,595				\$105,351,940		
51	8/22/2020		\$83,455,219				\$19,216,693				\$102,671,912		
52	8/29/2020		\$86,797,637				\$20,201,879				\$106,999,516		
	8/31/2020**		\$0										
Total thru Current Week		\$265,264,830	\$255,611,716	\$9,653,114	3.8%	\$63,175,187	\$68,352,454	(\$5,177,267)	-7.6%	\$328,440,017	\$323,964,170	\$4,475,847	1.4%
Fiscal Year Total		\$265,264,830	\$4,845,586,519			\$63,175,187	\$1,405,892,132			\$328,440,017	\$6,251,478,651		

* FY 19 includes 1 day

** FY 20 includes 2 days

Texas Lottery Commission Fiscal Year Over Year Change in Sales



Note: 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 %
2019	\$1.00	13	9,764,269	3.8%		5,855,658		3,908,611		60.0%	-0.4%
Through	\$2.00	16	17,490,428	6.8%		11,370,180		6,120,248		65.0%	-0.1%
9/22/2018	\$3.00	6	13,532,679	5.3%		8,927,947		4,604,732		66.0%	0.0%
	\$5.00	31	68,658,720	26.9%		46,675,673		21,983,047		68.0%	0.0%
	\$10.00	15	62,961,790	24.6%		44,401,659		18,560,131		70.5%	0.6%
	\$20.00	10	47,327,160	18.5%		35,470,103		11,857,057		74.9%	0.0%
	\$30.00	1	13,055,370	5.1%		9,793,419		3,261,951		75.0%	0.0%
	\$50.00	5	22,821,300	8.9%		17,778,485		5,042,815		77.9%	0.0%
Total		97	\$255,611,716			\$180,273,125		\$75,338,591		70.5%	0.2%
2020	\$1.00	12	8,073,186	3.0%		4,846,599		3,226,587		60.0%	-0.2%
Through	\$2.00	17	17,217,800	6.5%		11,204,490		6,013,310		65.1%	-0.2%
9/21/2019	\$3.00	6	12,715,584	4.8%		8,396,299		4,319,285		66.0%	0.0%
	\$5.00	32	65,050,890	24.5%		44,231,109		20,819,781		68.0%	0.0%
	\$10.00	17	67,931,830	25.6%		47,691,161		20,240,669		70.2%	-0.1%
	\$20.00	11	45,854,200	17.3%		34,391,392		11,462,808		75.0%	0.0%
	\$30.00	3	26,669,190	10.1%		20,005,916		6,663,274		75.0%	0.0%
	\$50.00	4	21,752,150	8.2%		16,964,303		4,787,847		78.0%	0.0%
Total		102	\$265,264,830			\$187,731,269		\$77,533,561		70.8%	0.2%
Variance	\$1.00	-1	-1,691,083		-17.3%	-1,009,059	-17.2%	-682,024	-17.4%	0.06%	
2020 to	\$2.00	1	-272,628		-1.6%	-165,690	-1.5%	-106,938	-1.7%	0.07%	
2019	\$3.00	0	-817,095		-6.0%	-531,648	-6.0%	-285,447	-6.2%	0.06%	
	\$5.00	1	-3,607,830		-5.3%	-2,444,564	-5.2%	-1,163,266	-5.3%	0.01%	
	\$10.00	2	4,970,040		7.9%	3,289,502	7.4%	1,680,538	9.1%	-0.32%	
	\$20.00	1	-1,472,960		-3.1%	-1,078,711	-3.0%	-394,249	-3.3%	0.06%	
	\$30.00	2	13,613,820		104.3%	10,212,497	104.3%	3,401,323	104.3%	0.00%	
	\$50.00	-1	-1,069,150		-4.7%	-814,182	-4.6%	-254,968	-5.1%	0.09%	
Total		5	\$9,653,114		3.8%	\$7,458,144	4.1%	\$2,194,970	2.9%	0.25%	

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 2020	FY 2019	Difference
Sales	\$103,057,460	\$109,446,096	-\$6,388,636
Prize Exp.	\$68,678,497	\$72,829,458	-\$4,150,962
Sales Cont.	\$34,378,963	\$36,616,638	-\$2,237,674
Prize Exp. %	66.6%	66.5%	0.1%
Sales	\$162,207,370	\$146,165,620	\$16,041,750
Prize Exp.	\$119,052,772	\$107,443,666	\$11,609,106
Sales Cont.	\$43,154,598	\$38,721,954	\$4,432,644
Prize Exp. %	73.4%	73.5%	-0.1%
Sales	\$265,264,830	\$255,611,716	\$9,653,114
Prize Exp.	\$187,731,269	\$180,273,125	\$7,458,144
Sales Cont.	\$77,533,561	\$75,338,591	\$2,194,970
Prize Exp. %	70.8%	70.5%	0.2%

	FY 2020	FY 2019	Difference
Sales	\$170,989,290	\$172,407,886	-\$1,418,596
Prize Exp.	\$116,368,668	\$117,231,118	-\$861,460
Sales Cont.	\$54,619,632	\$55,176,768	-\$557,136
Prize Exp. %	68.1%	68.0%	0.1%
Sales	\$94,276,640	\$83,203,830	\$11,071,710
Prize Exp.	\$71,361,611	\$63,042,007	\$8,319,604
Sales Cont.	\$22,913,929	\$20,161,823	\$2,752,106
Prize Exp. %	75.7%	75.8%	-0.1%
Sales	\$265,264,830	\$255,611,716	\$9,653,114
Prize Exp.	\$187,731,269	\$180,273,125	\$7,458,144
Sales Cont.	\$77,533,561	\$75,338,591	\$2,194,970
Prize Exp. %	70.8%	70.5%	0.2%

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

	Week Ending 9/21/2019	% of Sales	Week Ending 9/14/2019	% of Sales	\$ change	% change
	THIS WEEK		LAST WEEK			
Total Sales	\$109,494,636		\$110,541,978		-\$1,047,343	-0.95%
Scratch Tickets	\$88,068,469	80.4%	\$89,240,373	80.7%	-\$1,171,904	-1.31%
Lotto	\$2,511,936	2.3%	\$2,542,560	2.3%	-\$30,624	-1.20%
Lotto Extra	\$643,970	0.6%	\$644,065	0.6%	-\$95	-0.01%
Pick 3	\$4,505,157	4.1%	\$4,681,501	4.2%	-\$176,344	-3.77%
Pick 3 Fireball	\$323,215	0.3%	\$329,663	0.3%	-\$6,449	-1.96%
Cash Five	\$829,379	0.8%	\$854,084	0.8%	-\$24,705	-2.89%
Texas Two Step	\$996,053	0.9%	\$1,001,967	0.9%	-\$5,914	-0.59%
Mega Millions	\$4,415,710	4.0%	\$4,096,548	3.7%	\$319,162	7.79%
Megaplier	\$721,278	0.7%	\$682,163	0.6%	\$39,115	5.73%
MM Just the Jackpot	\$18,618	0.0%	\$16,989	0.0%	\$1,629	9.59%
Daily 4	\$2,102,471	1.9%	\$2,127,861	1.9%	-\$25,390	-1.19%
Daily 4 Fireball	\$280,874	0.3%	\$281,112	0.3%	-\$238	-0.08%
Powerball	\$2,917,494	2.7%	\$2,865,932	2.6%	\$51,562	1.80%
Power Play	\$523,500	0.5%	\$519,721	0.5%	\$3,779	0.73%
All or Nothing	\$636,512	0.6%	\$657,440	0.6%	-\$20,928	-3.18%
Total Draw Game Sales	\$21,426,167		\$21,301,605		\$124,562	0.58%

* Totals may not sum due to rounding.

Texas Lottery Commission
Weekly Sales Summary
 Unaudited

SCRATCH TICKETS
 TOP TEN SELLING GAMES

For the week ending: 9/21/2019

Rank	Price Point	Game	Sales (Millions)
1	\$ 50	MILLION DOLLAR JACKPOT	\$ 4.816
2	\$ 10	HIT \$500,000	\$ 4.799
3	\$ 30	HIT \$1,000,000	\$ 4.673
4	\$ 20	MILLION DOLLAR LOTERIA	\$ 4.031
5	\$ 5	HIT \$250,000	\$ 3.777
6	\$ 10	MEGA LOTERIA	\$ 3.734
7	\$ 5	SUPER LOTERIA	\$ 3.568
8	\$ 10	\$250,000 50X CASHWORD	\$ 3.393
9	\$ 20	DIAMOND 7S	\$ 3.240
10	\$ 20	200X	\$ 2.751

Texas Lottery Commission
Prize Payout Tracking Report
Unaudited

Through the Week Ending 9/21/2019

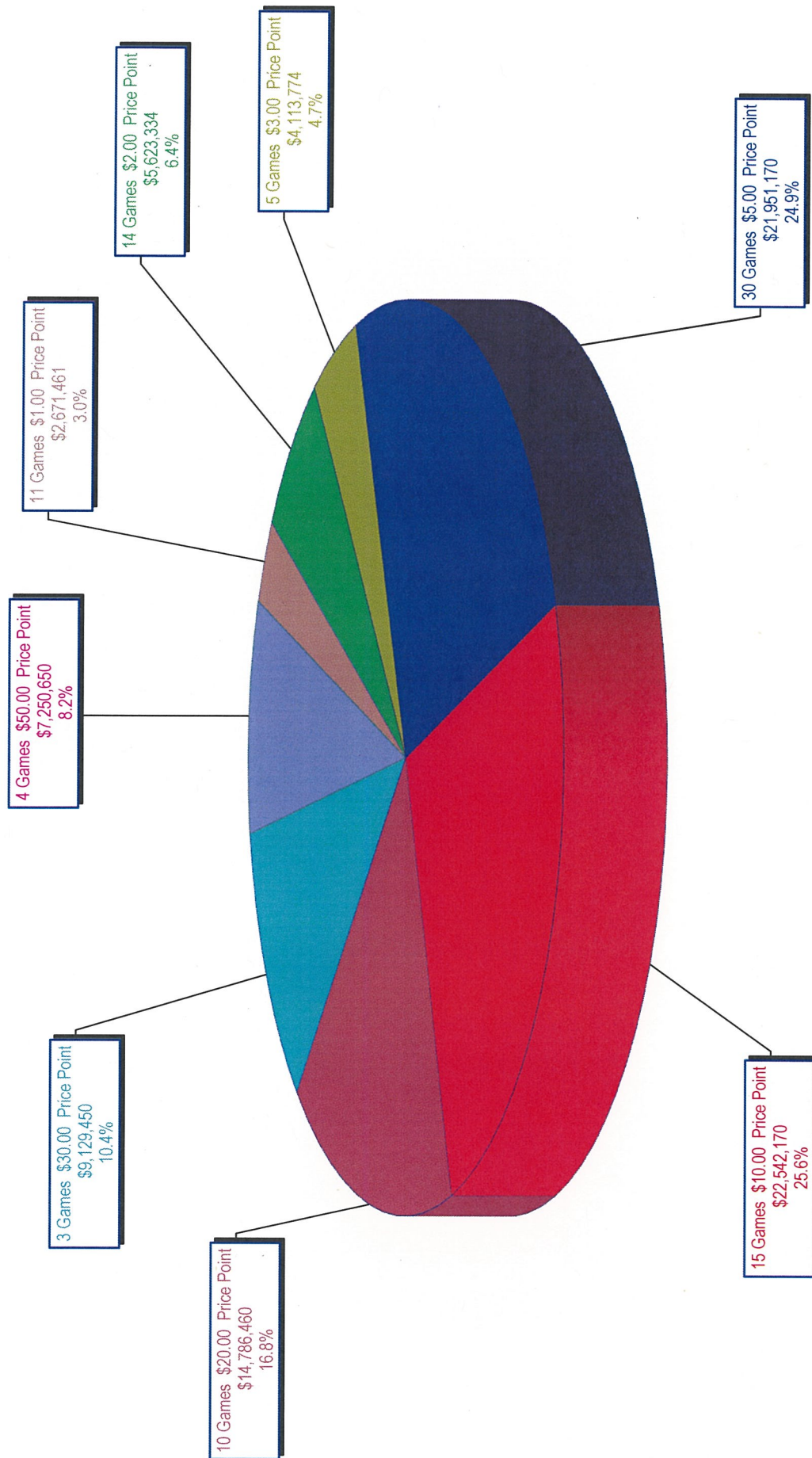
Draw Game Sales

	FY Sales Through Week Ending 9/21/2019	FY Prize Expense Through Week Ending 9/21/2019	Actual* Prize Payout	Base Payout (Prize Pool)
Lotto	\$ 7,517,851	\$ 3,805,017	50.61%	50.00%
Lotto Extra	1,911,713	1,154,328	60.38%	53.70%
Pick 3	13,796,750	7,831,130	56.76%	50.00%
Pick 3 Fireball	979,347	488,910	49.92%	54.00%
Cash Five	2,534,863	1,356,542	53.52%	50.97%
Texas Two Step	2,932,556	1,419,581	48.41%	50.00%
Mega Millions	12,141,493	6,164,271	50.77%	50.00%**
Megaplier	2,017,592	1,003,342	49.73%	N/A
MM Just the Jackpot	50,601	24,941	49.29%	50.00%**
Daily 4	6,282,159	3,489,050	55.54%	50.00%
Daily 4 Fireball	818,837	839,877	102.57%	54.22%
Powerball	8,680,066	4,358,262	50.21%	50.00%**
Power Play	1,566,855	786,811	50.22%	N/A
All or Nothing	1,944,504	908,034	46.70%	55.98%
Totals	\$ 63,175,187	\$ 33,630,095	53.23%	

* Before Unclaimed Prizes

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

Texas Lottery Commission
Scratch Ticket Sales
For the week ending 9/21/2019
(Unaudited)



Texas Lottery Commission
All Game Sales
For the week ending 9/21/2019
(Unaudited)

