



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: December 2, 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 November 23, 2019 is for your information. Summary sales performance memos and the detailed weekly sales summary for the week ending December 7, 2019 will be provided to you at the December 12, 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 November 24, 2018 and November 23, 2019

"Sales Contribution"			
	11/24/2018	11/23/2019	
Sales	\$ 1,490,535,278	\$ 1,324,781,615	
Less: Prize Expense	(957,663,724)	(887,902,739)	
= Sales Contribution	532,871,553	436,878,875	32.98%
Less: Retailer Commission (5%)	(74,604,023)	(66,327,493)	
Less: Administration (IGT @2.2099%)	(32,939,339)	(29,276,349)	
Less: Statutory Administration Appropriation	(71,398,130)	(63,458,364)	
= Estimated Net Revenue to the State (FSF)	\$ 353,930,061	\$ 277,816,669	20.97%
Prize Expense as a % of sales	64.2%	67.0%	

Total may not sum due to rounding



WEEKLY SALES SUMMARY

Unaudited

Week Ending: 11/23/2019

Texas Lottery Commission
Fiscal Year to Date Sales Comparison
Unaudited

Through the Week Ending: 11/23/2019 (12 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	\$ 943,782,521	\$ 1,033,693,893	\$ 1,080,664,116	\$ 136,881,596	\$ 46,970,223	14.5%	4.5%
Lotto Texas	27,317,254	26,240,830	25,074,405	-2,242,849	-1,166,425	-8.2%	-4.4%
Lotto Extra	5,823,395	6,246,958	6,472,825	649,430	225,867	11.2%	3.6%
Pick 3	58,701,802	56,702,419	54,337,509	-4,364,294	-2,364,911	-7.4%	-4.2%
Pick 3 Sum It Up	1,154,852	1,128,908	-	-1,154,852	-1,128,908	-100.0%	-100.0%
Pick 3 Fireball	-	-	3,845,606	3,845,606	3,845,606	-	-
Cash Five	9,995,096	10,976,115	10,227,198	232,103	-748,917	2.3%	-6.8%
Texas Two Step	11,284,000	12,885,430	13,000,033	1,716,033	114,603	15.2%	0.9%
Mega Millions	27,730,454	180,689,505	43,165,226	15,434,772	-137,524,279	55.7%	-76.1%
Megaplier	6,536,595	24,245,188	7,299,599	763,004	-16,945,589	11.7%	-69.9%
MM Just the Jackpot	297,141	805,086	179,415	-117,726	-625,671	-39.6%	-77.7%
Daily 4	25,277,280	25,419,992	25,298,080	20,800	-121,912	0.1%	-0.5%
Daily 4 Sum It Up	1,360,552	1,356,662	-	-1,360,552	-1,356,662	-100.0%	-100.0%
Daily 4 Fireball	-	-	3,329,563	3,329,563	3,329,563	-	-
Powerball	45,463,561	89,914,040	37,580,481	-7,883,080	-52,333,559	-17.3%	-58.2%
Power Play	7,182,714	13,246,658	6,565,863	-616,851	-6,680,795	-8.6%	-50.4%
All or Nothing	6,876,724	6,983,595	7,741,697	864,973	758,102	12.6%	10.9%
Texas Triple Chance	3,031,622	-	-	-3,031,622	-	-100.0%	-
Total	\$ 1,181,815,562	\$ 1,490,535,278	\$ 1,324,781,615	\$ 142,966,053	\$ -165,753,663	12.1%	-11.1%

* 2 extra days

** 1 extra day

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

Through the Week Ending 11/23/2019

Sales by Game	FY 2018	FY 2019	FY 2020
Scratch Tickets	\$ 10,974,215	\$ 12,161,105	\$ 12,865,049
Lotto Texas	317,642	308,716	298,505
Lotto Extra	67,714	73,494	77,057
Pick 3	682,579	667,087	646,875
Pick 3 Sum It Up	13,429	13,281	-
Pick 3 Fireball	-	-	45,781
Cash Five	116,222	129,131	121,752
Texas Two Step	131,209	151,593	154,762
Mega Millions	322,447	2,125,759	513,872
Megaplier	76,007	285,238	86,900
MM Just the Jackpot	10,246	9,472	2,136
Daily 4	293,922	299,059	301,168
Daily 4 Sum It Up	15,820	15,961	-
Daily 4 Fireball	-	-	39,638
Powerball	528,646	1,057,812	447,387
Power Play	83,520	155,843	78,165
All or Nothing	79,962	82,160	92,163
Texas Triple Chance	35,251	-	-
Total	\$ 13,748,833	\$ 17,535,709	\$ 15,771,210

thru 11/23/2019
84 days

thru 11/24/2018
85 days

thru 11/25/2017
86 days
29 days

*

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

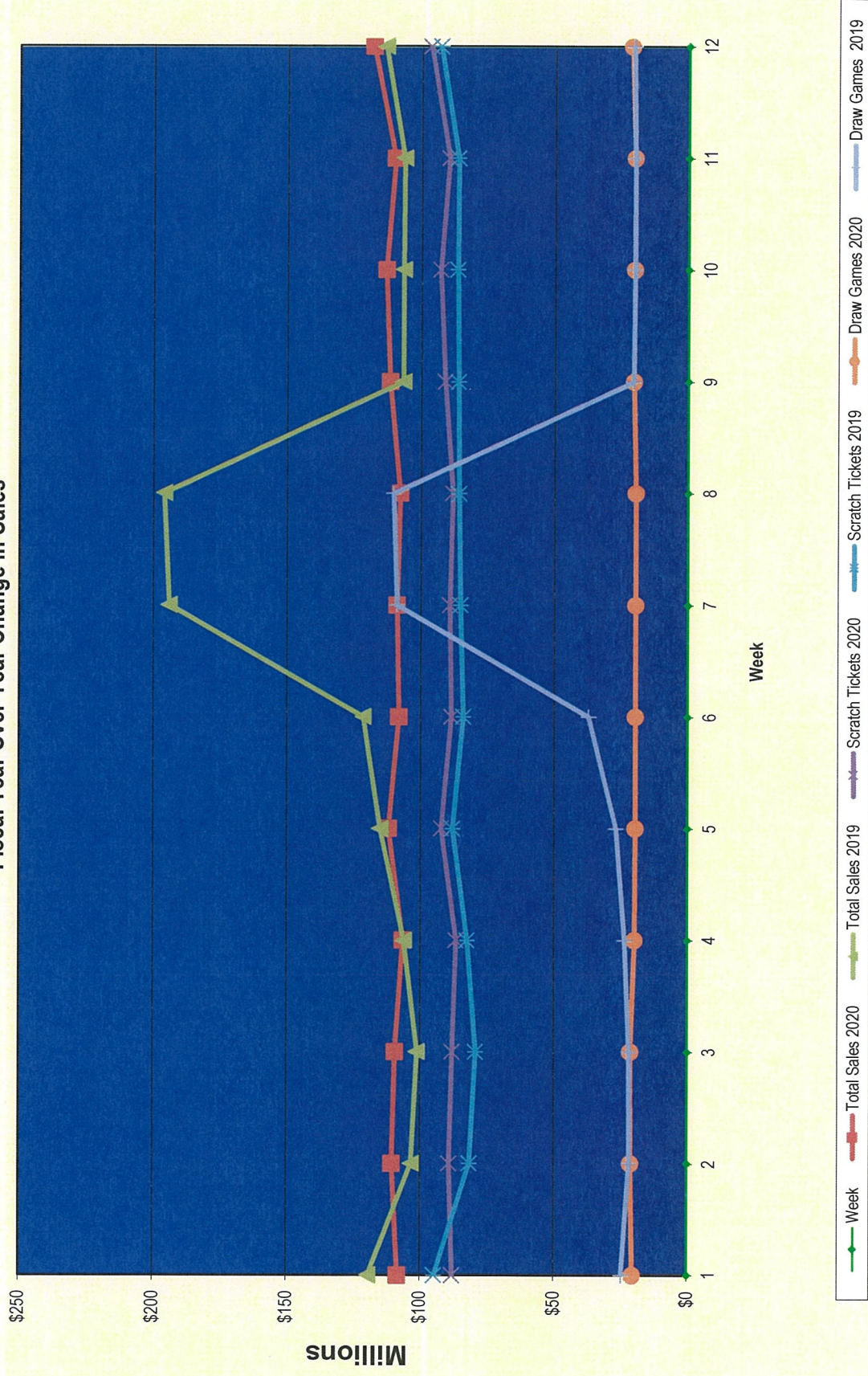
SCRATCH TICKETS				DRAW GAMES				TOTAL SALES			
Week	FY 2020	FY 2019	Difference	% change - Cumulative Sales	FY 2020	FY 2019	Difference	% change - Cumulative Sales	FY 2020	FY 2019	Difference
Week	Ending										
0	9/1/2019 *	\$0	\$12,926,096	(\$12,926,096)	-100.0%	\$0	\$3,821,956	(\$3,821,956)	\$0	\$16,748,052	(\$16,748,052)
1	9/7/2019	\$87,955,988	\$81,772,743	\$6,183,245	7.6%	\$20,447,416	\$20,825,823	(\$378,408)	\$108,403,404	\$102,598,566	\$5,804,838
2	9/14/2019	\$89,240,373	\$81,586,926	\$7,653,447	9.4%	\$21,301,605	\$21,802,221	(\$500,616)	\$110,541,978	\$103,389,147	\$7,152,832
3	9/21/2019	\$88,068,469	\$79,325,951	\$8,742,518	11.0%	\$21,426,167	\$21,902,455	(\$476,289)	\$109,494,636	\$101,228,406	\$8,266,230
4	9/28/2019	\$86,745,066	\$82,536,917	\$4,208,149	5.1%	\$19,862,967	\$23,605,402	(\$3,742,436)	\$106,608,033	\$106,142,319	\$465,714
5	10/5/2019	\$92,284,132	\$88,151,179	\$4,132,953	4.7%	\$19,717,594	\$25,948,231	(\$7,230,638)	\$112,001,726	\$115,099,410	(\$3,097,686)
6	10/12/2019	\$88,490,099	\$84,105,273	\$4,384,826	5.2%	\$19,667,924	\$37,244,326	(\$17,576,402)	\$108,158,023	\$121,349,599	(\$13,191,576)
7	10/19/2019	\$89,190,486	\$85,273,556	\$3,916,930	4.6%	\$19,704,335	\$108,923,671	(\$89,219,336)	\$108,894,821	\$194,197,227	(\$85,302,406)
8	10/26/2019	\$88,173,783	\$85,880,357	\$2,293,426	2.7%	\$19,681,792	\$110,213,688	(\$90,531,896)	\$107,855,575	\$196,094,045	(\$88,238,470)
9	11/2/2019	\$91,201,316	\$86,192,898	\$5,008,418	5.8%	\$20,509,492	\$20,631,386	(\$121,894)	\$111,710,808	\$106,824,284	\$4,886,524
10	11/9/2019	\$92,978,873	\$86,588,097	\$6,390,776	7.4%	\$20,252,459	\$20,208,471	\$43,988	\$113,231,332	\$106,796,568	\$6,434,764
11	11/16/2019	\$89,685,517	\$86,350,350	\$3,335,167	3.9%	\$20,172,714	\$20,150,107	\$22,607	\$109,858,231	\$106,500,457	\$3,357,774
12	11/23/2019	\$93,003,550	\$93,003,550	\$3,646,464	3.9%	\$21,373,038	\$20,563,650	\$809,388	\$118,023,052	\$113,567,200	\$4,455,852
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					\$39,622,236			\$141,594,732	
31	4/4/2020	\$108,027,193					\$22,055,909			\$130,083,102	
32	4/11/2020	\$95,519,291					\$22,273,436			\$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	\$96,100,773					\$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			\$122,086,321	
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				
FY 2020		FY 2019		Difference	% change - Cumulative Sales		FY 2020	FY 2019	Difference	% change - Cumulative Sales		
Week	Ending											
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		\$1,080,664,116	\$1,033,693,893	\$46,970,223				\$244,117,499	\$456,841,385	(\$212,723,886)		

* 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	16	36,596,010	3.5%		22,162,969		14,435,041		60.6%	0.6%
Through	\$2.00	19	68,967,740	6.7%		44,827,044		24,140,696		65.0%	-0.1%
11/24/2018	\$3.00	7	55,538,718	5.4%		36,641,684		18,897,034		66.0%	0.0%
	\$5.00	38	278,186,355	26.9%		189,125,169		89,061,186		68.0%	0.0%
	\$10.00	18	265,749,400	25.7%		187,148,205		78,601,195		70.4%	0.4%
	\$20.00	13	195,830,120	18.9%		146,798,390		49,031,731		75.0%	0.0%
	\$30.00	1	45,436,500	4.4%		34,083,429		11,353,071		75.0%	0.0%
	\$50.00	6	87,387,050	8.5%		68,087,297		19,299,753		77.9%	0.0%
Total		118	\$1,033,693,893			\$728,874,186		\$304,819,707		70.5%	0.2%
2020	\$1.00	16	31,374,007	2.9%		18,978,229		12,395,778		60.5%	0.6%
Through	\$2.00	20	69,392,940	6.4%		45,367,379		24,025,561		65.4%	0.3%
11/23/2019	\$3.00	8	50,355,294	4.7%		33,242,335		17,112,959		66.0%	0.0%
	\$5.00	40	265,341,015	24.6%		180,454,873		84,886,142		68.0%	0.0%
	\$10.00	20	276,149,350	25.6%		193,912,870		82,236,480		70.2%	-0.1%
	\$20.00	14	201,322,240	18.6%		150,997,306		50,324,934		75.0%	0.0%
	\$30.00	3	97,710,120	9.0%		73,288,743		24,421,377		75.0%	-0.1%
	\$50.00	4	89,019,150	8.2%		69,425,624		19,593,526		78.0%	0.0%
Total		125	\$1,080,664,116			\$765,667,360		\$314,996,756		70.9%	0.3%
Variance	\$1.00	0	-5,224,003		-14.3%	-3,184,740	-14.4%	-2,039,263	-14.1%	-0.07%	
2020 to	\$2.00	1	425,200		0.6%	540,336	1.2%	-115,136	-0.5%	0.38%	
2019	\$3.00	1	-5,183,424		-9.3%	-3,399,348	-9.3%	-1,784,076	-9.4%	0.04%	
	\$5.00	2	-12,845,340		-4.6%	-8,670,296	-4.6%	-4,175,044	-4.7%	0.02%	
	\$10.00	2	10,399,950		3.9%	6,764,665	3.6%	3,635,285	4.6%	-0.20%	
	\$20.00	1	5,482,120		2.8%	4,198,917	2.9%	1,293,203	2.6%	0.04%	
	\$30.00	2	52,273,620		115.0%	39,205,314	115.0%	13,068,306	115.1%	-0.01%	
	\$50.00	-2	1,632,100		1.9%	1,338,327	2.0%	293,773	1.5%	0.07%	
Total		7	\$46,970,223		4.5%	\$36,793,173	5.0%	\$10,177,050	3.3%	0.34%	

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	\$416,463,266	\$439,290,823	-\$22,827,557
Prize Exp.	\$278,042,817	\$292,756,866	-\$14,714,049
Sales Cont.	\$138,420,439	\$146,533,957	-\$8,113,518
Prize Exp. %	66.8%	66.6%	0.1%
Sales	\$664,200,860	\$594,403,070	\$69,797,790
Prize Exp.	\$487,624,543	\$436,117,321	\$51,507,222
Sales Cont.	\$176,576,317	\$158,285,749	\$18,290,568
Prize Exp. %	73.4%	73.4%	0.0%
Sales	\$1,080,664,116	\$1,033,693,893	\$46,970,223
Prize Exp.	\$765,667,360	\$728,874,186	\$36,793,173
Sales Cont.	\$314,996,756	\$304,819,707	\$10,177,050
Prize Exp. %	70.9%	70.5%	0.3%

	FY 2020	FY 2019	Difference
Sales	\$692,612,606	\$705,040,223	-\$12,427,617
Prize Exp.	\$471,955,687	\$479,905,071	-\$7,949,384
Sales Cont.	\$220,656,919	\$225,135,152	-\$4,478,233
Prize Exp. %	68.1%	68.1%	0.1%
Sales	\$388,051,510	\$328,653,670	\$59,397,840
Prize Exp.	\$293,711,673	\$248,969,115	\$44,742,558
Sales Cont.	\$94,339,837	\$79,684,556	\$14,655,282
Prize Exp. %	75.7%	75.8%	-0.1%
Sales	\$1,080,664,116	\$1,033,693,893	\$46,970,223
Prize Exp.	\$765,667,360	\$728,874,186	\$36,793,173
Sales Cont.	\$314,996,756	\$304,819,707	\$10,177,050
Prize Exp. %	70.9%	70.5%	0.3%

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

	Week Ending 11/23/2019	% of Sales	Week Ending 11/16/2019	% of Sales	\$ change	% change
	THIS WEEK		LAST WEEK			
Total Sales	\$118,023,052		\$109,858,231		\$8,164,821	7.43%
Scratch Tickets	\$96,650,014	81.9%	\$89,685,517	81.6%	\$6,964,497	7.77%
Lotto	\$1,958,197	1.7%	\$1,931,220	1.8%	\$26,977	1.40%
Lotto Extra	\$510,987	0.4%	\$502,150	0.5%	\$8,837	1.76%
Pick 3	\$4,510,968	3.8%	\$4,403,483	4.0%	\$107,485	2.44%
Pick 3 Fireball	\$329,681	0.3%	\$303,594	0.3%	\$26,087	8.59%
Cash Five	\$847,645	0.7%	\$845,808	0.8%	\$1,837	0.22%
Texas Two Step	\$1,052,688	0.9%	\$1,113,479	1.0%	-\$60,791	-5.46%
Mega Millions	\$4,712,360	4.0%	\$4,063,942	3.7%	\$648,418	15.96%
Megaplier	\$757,272	0.6%	\$668,754	0.6%	\$88,518	13.24%
MM Just the Jackpot	\$19,407	0.0%	\$16,422	0.0%	\$2,985	18.18%
Daily 4	\$2,158,995	1.8%	\$2,099,897	1.9%	\$59,098	2.81%
Daily 4 Fireball	\$301,078	0.3%	\$274,171	0.2%	\$26,907	9.81%
Powerball	\$3,031,019	2.6%	\$2,808,148	2.6%	\$222,871	7.94%
Power Play	\$532,389	0.5%	\$500,170	0.5%	\$32,219	6.44%
All or Nothing	\$650,352	0.6%	\$641,476	0.6%	\$8,876	1.38%
Total Draw Game Sales	\$21,373,038		\$20,172,714		\$1,200,324	5.95%

* Totals may not sum due to rounding.

Texas Lottery Commission
Weekly Sales Summary
 Unaudited

SCRATCH TICKETS
 TOP TEN SELLING GAMES

For the week ending: 11/23/2019

Rank	Price Point	Game	Sales (Millions)
1	\$ 20	MONEY	\$ 6.486
2	\$ 10	MEGA LOTERIA	\$ 5.778
3	\$ 50	MILLION DOLLAR JACKPOT	\$ 5.227
4	\$ 20	MILLION DOLLAR LOTERIA	\$ 5.102
5	\$ 10	DIAMOND DOLLARS	\$ 4.976
6	\$ 30	HIT \$1,000,000	\$ 4.269
7	\$ 10	\$250,000 50X CASHWORD	\$ 4.150
8	\$ 5	SUPER LOTERIA	\$ 3.828
9	\$ 5	MERRY MONEY	\$ 3.305
10	\$ 10	WINTER WINNINGS	\$ 3.179

Texas Lottery Commission
Prize Payout Tracking Report
Unaudited

Through the Week Ending 11/23/2019

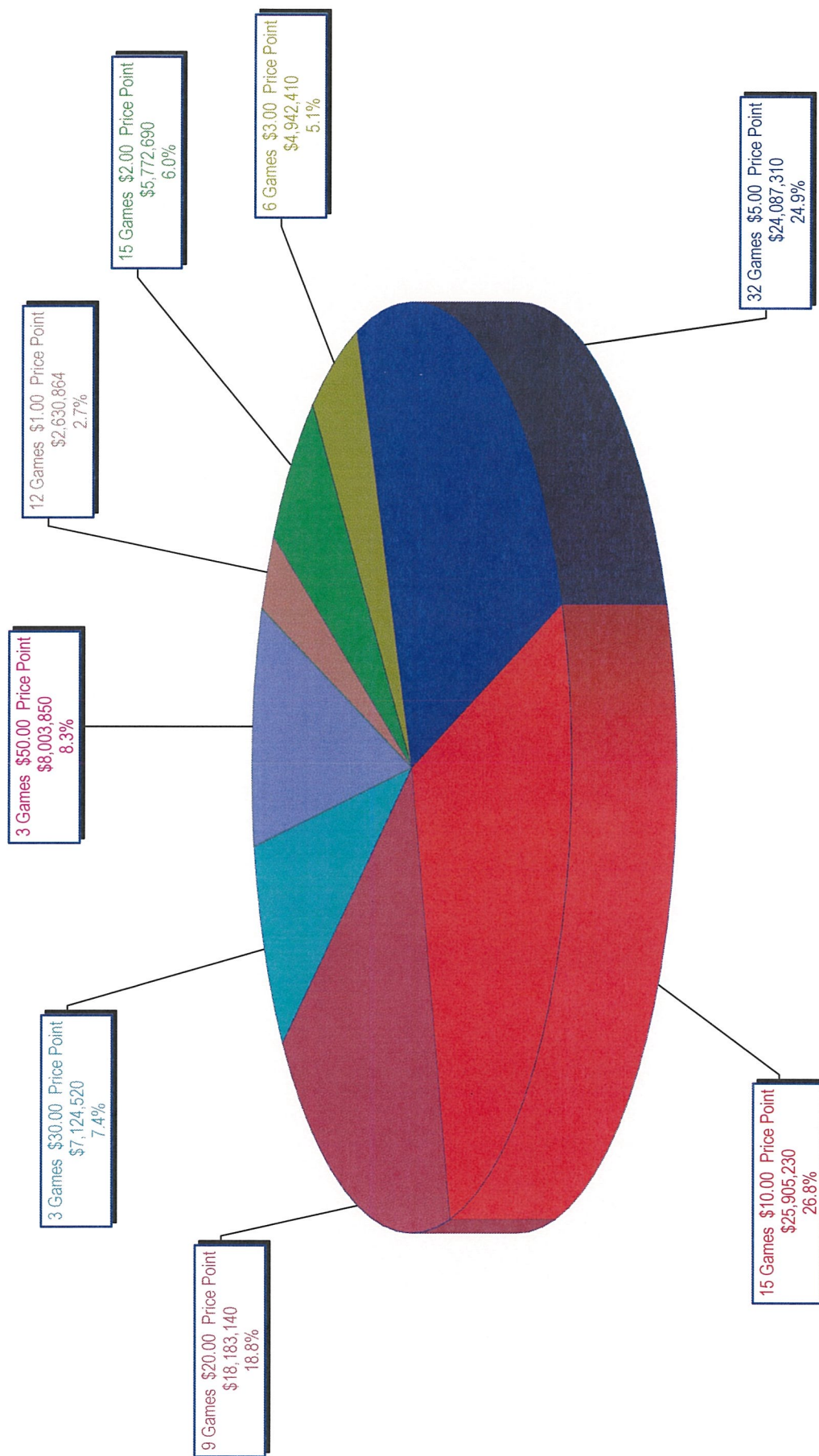
Draw Game Sales

	FY Sales Through Week Ending 11/23/2019	FY Prize Expense Through Week Ending 11/23/2019	Actual* Prize Payout	Base Payout (Prize Pool)
Lotto	\$ 25,074,405	\$ 12,767,251	50.92%	50.00%
Lotto Extra	6,472,825	3,666,580	56.65%	53.70%
Pick 3	54,337,509	26,878,090	49.47%	50.00%
Pick 3 Fireball	3,845,606	2,070,285	53.84%	54.00%
Cash Five	10,227,198	5,090,911	49.78%	50.97%
Texas Two Step	13,000,033	6,517,145	50.13%	50.00%
Mega Millions	43,165,226	21,788,150	50.48%	50.00%**
Megaplier	7,299,599	3,642,006	49.89%	N/A
MM Just the Jackpot	179,415	89,450	49.86%	50.00%**
Daily 4	25,298,080	11,282,175	44.60%	50.00%
Daily 4 Fireball	3,329,563	2,182,132	65.54%	54.22%
Powerball	37,580,481	18,866,881	50.20%	50.00%**
Power Play	6,565,863	3,296,652	50.21%	N/A
All or Nothing	7,741,697	4,097,672	52.93%	55.98%
Totals	\$ 244,117,499	\$ 122,235,380	50.07%	

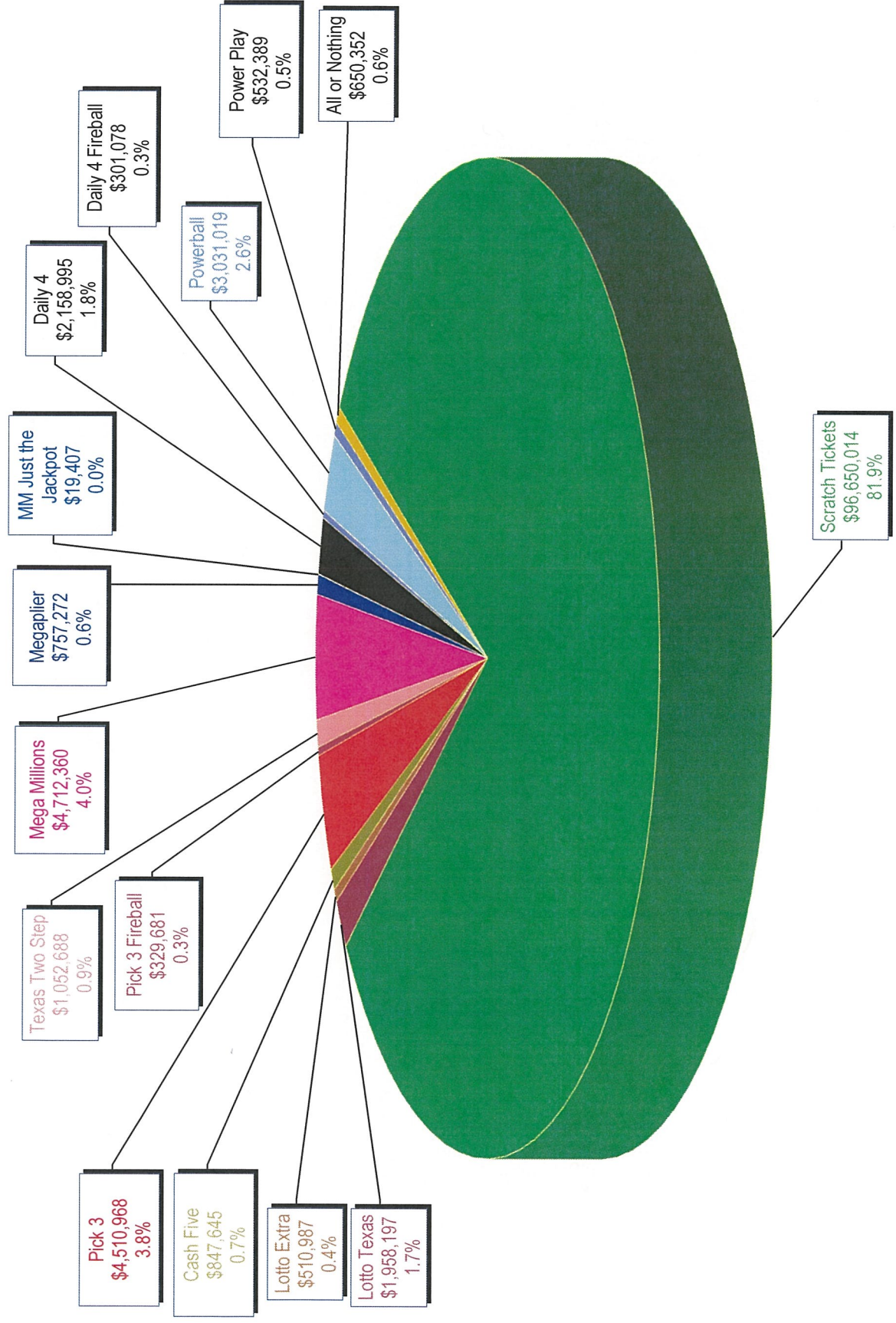
* Before Unclaimed Prizes

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

Texas Lottery Commission
Scratch Ticket Sales
For the week ending 11/23/2019
(Unaudited)



Texas Lottery Commission
All Game Sales
For the week ending 11/23/2019
(Unaudited)



Week Ended	Scratch Tickets	New Games & Extras	Lotto Sales	Jackpot If 5	Lotto Extra	Pick 3	Pick 3 Sum Up	Pick 3 Prize	Cash Flow	Terms Two Step	Jackpot M	Grand Millions	Jackpot P	Multiplier	Mid-Just the Jackpot	Draw 2	Draw 4 Sum Up	Draw 4 Prize	Power Play	Jackpot W	5	Power Play	All or Nothing	Total	Pw Ch	
8/7/2019	87,655,008	2170 (\$1N); 2174 (\$2N); 2175 (\$5N); 2176 (\$10N); 2177 (\$20N) - 900319	2,463,365	10	10.75	023,078	4,610,092	0	339,470	851,400	934,530	200	225	3,032,235	127	130			256,852	2,809,040	80	40	523,034	650,552	108,403,004	3.76
8/14/2019	89,240,373	0	2,542,800	20.5	21.5	044,005	4,681,501	0	320,603	854,084	1,001,937	325	200	4,006,548	154	172			281,112	2,805,932	50	60	510,721	657,440	110,541,076	3.85
8/21/2019	88,008,469	2175 (\$5N); 2187 (\$10N)- 91/62019	2,611,936	22.5	23	043,970	4,595,157	0	323,216	829,379	998,053	225	325	4,415,710	182	211			280,874	2,817,484	70	80	523,500	636,512	109,404,636	3.81
8/28/2019	86,745,066	0	2,221,908	23.75	5	565,543	4,524,891	0	332,447	830,246	908,905	200	225	3,021,478	227	40			282,123	2,716,540	40	50	487,764	630,878	108,608,033	3.71
9/5/2019	92,284,132	2176 (\$1N); 2181 (\$2N); 2187 (\$5N); 2144 (\$20N) - 100719	1,904,012	5.25	5.5	486,703	4,777,679	0	350,881	878,305	1,202,850	325	475	2,803,504	45	50			294,206	3,033,256	60	70	534,340	664,443	112,601,726	3.90
9/12/2019	88,490,090	2185 (\$1N); 2186 (\$5N); 2187 (\$10N); 2178 (\$20N) - 100719	1,672,000	5.75	6	446,016	4,532,400	0	322,803	857,113	1,506,270	650	875	2,702,744	55	60			274,794	3,177,154	80	90	547,813	628,840	108,156,023	3.77
9/19/2019	89,100,486	0	1,804,938	6.25	6.5	404,595	4,480,023	0	309,466	855,352	948,050	200	225	2,816,140	65	71			273,730	3,066,712	100	110	617,661	643,788	108,804,821	3.70
9/26/2019	88,173,783	2181 (\$1N); 2182 (\$2N); 2183 (\$5N); 2184 (\$10N) - 102719	1,887,214	6.75	7	481,776	4,336,691	0	302,024	841,889	982,726	350	200	3,008,022	82	93			264,114	3,746,010	120	130	624,328	620,742	107,855,575	3.76
10/3/2019	91,201,316	0	1,838,465	7.25	7.5	505,846	4,443,980	0	397,720	869,175	922,866	200	225	3,317,716	105	118			267,117	3,803,668	140	160	680,877	645,736	111,710,868	3.89
10/10/2019	92,878,873	2182 (\$1N); 2183 (\$3N); 2088 (\$5N); 2224 (\$10N) - 110419	1,847,800	7.75	8	507,406	4,536,664	0	309,545	866,712	1,279,534	325	500	3,787,827	127	145			270,305	2,780,008	40	50	403,305	653,040	113,231,332	3.95
10/16/2019	90,685,517	0	1,931,220	8.25	8.5	502,150	4,403,483	0	303,584	846,808	1,113,479	875	200	4,003,042	103	178			274,171	2,858,148	60	70	560,170	641,470	109,858,231	3.83
10/23/2019	90,650,014	2185 (\$2N); 2187 (\$5N); 2186 (\$5N); 2187 (\$10N) - 117619	1,958,107	8.75	9	510,887	4,510,868	0	329,681	847,645	1,052,688	225	325	4,712,360	182	208			301,078	3,031,019	80	90	532,380	650,352	118,023,692	4.11
weekly change	74%	SALES	74%	1.4%	1.6%	SALES	2.4%	0.0%	6.6%	0.2%	4.51%	SALES	16.0%	13.2%	18.2%	2.8%	0.2%	9.3%	7.1%			6.4%	1.4%	SALES	7.4%	
Calculate Year to Date 2019	4,306,691,610	SALES	4,306,691,610			SALES	27,254,515	1,665,010	11,450,683	40,076,440	55,674,075			31,129,182	789,486	102,426,225	2,093,592	5,635,095	22,161,394			30,025,597	29,392,241	5,455,435,125	100.0%	
Grand New to date 2020	1,080,804,116	SALES	23,014,465			SALES	64,337,686	0	3,845,065	10,227,188	13,000,033			7,299,598	179,415	25,750,000	0	3,329,583	37,580,461			6,565,683	7,741,087	1,324,781,615	100.0%	