




INTEROFFICE MEMO

Gary Grief, Executive Director

Tom Hanson, Charitable Bingo Operations Director

To: Robert G. Rivera, Chairman
Cindy Fields, Commissioner
Mark A. Franz, Commissioner
Erik C. Saenz, Commissioner
Jamey Steen, Commissioner

From: Kathy Pyka, Controller 

Date: November 19, 2020

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 14, 2020 is for your information. Summary sales performance memos and the detailed weekly sales summary for the week ending November 28, 2020 will be provided to you at the December 3, 2020 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 16, 2019 and November 14, 2020

"Sales Contribution"

	11/16/2019		11/14/2020	
Sales	\$ 1,206,758,563		\$ 1,475,154,448	
Less: <u>Prize Expense</u>	(809,239,561)		(999,314,392)	
= Sales Contribution	397,519,002	32.94%	475,840,055	32.26%
Less: Retailer Commission (5%)	(60,419,316)		(73,844,015)	
Less: Administration (IGT @ 2.2099% - FY2020; @ 2.0773% - FY 2021)	(26,668,157)		(30,643,383)	
Statutory Administration Appropriation	(57,804,942)		(72,617,428)	
= Estimated Net Revenue to the State (FSF)	\$ 252,626,587	20.93%	\$ 298,735,229	20.25%
Prize Expense as a % of sales	67.1%		67.7%	

Total may not sum due to rounding



WEEKLY SALES SUMMARY

Unaudited

Week Ending: 11/14/2020

Texas Lottery Commission
Fiscal Year to Date Sales Comparison
Unaudited

Through the Week Ending: 11/14/2020 (11 weeks)

Sales by Game	FY 2019 *	FY 2020 **	FY 2021	\$ Change		% Change	
				FY 2021 to FY 2019	FY 2021 to FY 2020	FY 2021 to FY 2019	FY 2021 to FY 2020
Scratch Tickets	\$ 940,690,343	\$ 984,014,102	\$ 1,222,451,417	\$ 281,761,074	\$ 238,437,315	30.0%	24.2%
Lotto Texas	24,362,895	23,116,208	37,122,781	12,759,886	14,006,573	52.4%	60.6%
Lotto Extra	5,786,588	5,961,838	10,416,036	4,629,448	4,454,198	80.0%	74.7%
Pick 3	52,146,460	49,826,541	56,178,071	4,031,611	6,351,531	7.7%	12.7%
Pick 3 Sum It Up	1,041,522	-	-	-1,041,522	-	-100.0%	-
Pick 3 Fireball	-	3,515,925	4,727,451	4,727,451	1,211,526	-	34.5%
Cash Five	10,071,367	9,379,553	10,173,199	101,832	793,646	1.0%	8.5%
Texas Two Step	11,897,774	11,947,345	13,236,809	1,339,035	1,289,464	11.3%	10.8%
Mega Millions	176,864,472	38,452,866	35,320,174	-141,544,298	-3,132,692	-80.0%	-8.1%
Megaplier	23,605,659	6,542,327	6,463,488	-17,142,171	-78,839	-72.6%	-1.2%
MM Just the Jackpot	786,459	160,008	148,179	-638,280	-11,829	-81.2%	-7.4%
Daily 4	23,359,019	23,139,085	24,339,975	980,956	1,200,890	4.2%	5.2%
Daily 4 Sum It Up	1,242,589	-	-	-1,242,589	-	-100.0%	-
Daily 4 Fireball	-	3,028,485	3,786,979	3,786,979	758,494	-	25.0%
Powerball	86,064,263	34,549,462	36,052,874	-50,011,389	1,503,412	-58.1%	4.4%
Power Play	12,605,492	6,033,474	6,631,998	-5,973,494	598,524	-47.4%	9.9%
All or Nothing	6,443,177	7,091,345	8,105,018	1,661,841	1,013,673	25.8%	14.3%
Total	\$ 1,376,968,078	\$ 1,206,758,563	\$ 1,475,154,448	\$ 98,186,370	\$ 268,395,885	7.1%	22.2%

* 3 extra days

** 2 extra days

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

Through the Week Ending 11/14/2020

Sales by Game	FY 2019	FY 2020	FY 2021
Scratch Tickets	\$ 12,060,133	\$ 12,779,404	\$ 16,299,352
Lotto Texas	312,345	300,210	494,970
Lotto Extra	74,187	77,426	138,880
Pick 3	668,544	647,098	749,041
Pick 3 Sum It Up	13,353	-	-
Pick 3 Fireball	-	45,661	63,033
Cash Five	129,120	121,812	135,643
Texas Two Step	152,536	155,160	176,491
Mega Millions	2,267,493	499,388	470,936
Megaplier	302,637	84,965	86,180
MM Just the Jackpot	10,083	2,078	1,976
Daily 4	299,475	300,508	324,533
Daily 4 Sum It Up	15,931	-	-
Daily 4 Fireball	-	39,331	50,493
Powerball	1,103,388	448,694	480,705
Power Play	161,609	78,357	88,427
All or Nothing	82,605	92,095	108,067
Total	\$ 17,653,437	\$ 15,672,189	\$ 19,668,726

11/17/2018
78 days

11/16/2019
77 days

11/14/2020
75 days

Texas Lottery Commission
Fiscal Year Over Year Change in Sales
Unaudited
FY 2021 Compared to FY 2020

				SCRATCH TICKETS				DRAW GAMES				TOTAL SALES			
FY 2021				FY 2021	FY 2020	Difference	% change - Cumulative Sales	FY 2021	FY 2020	Difference	% change - Cumulative Sales	FY 2021	FY 2020	Difference	% change - Cumulative Sales
Week	Week	Ending													
1	9/5/2020*			\$88,381,162	\$87,955,988	\$425,174	0.5%	\$22,327,441	\$20,447,416	\$1,880,026	9.2%	\$110,708,603	\$108,403,404	\$2,305,200	2.1%
2	9/12/2020			\$115,145,117	\$89,240,373	\$25,904,744	29.0%	\$25,865,986	\$21,301,605	\$4,564,381	21.4%	\$141,011,103	\$110,541,978	\$30,469,125	27.6%
3	9/19/2020			\$117,098,316	\$88,068,469	\$29,029,847	33.0%	\$25,689,861	\$21,426,167	\$4,263,694	19.9%	\$142,788,177	\$109,494,636	\$33,293,541	30.4%
4	9/26/2020			\$113,153,550	\$86,745,066	\$26,408,484	30.4%	\$24,320,273	\$19,862,967	\$4,457,307	22.4%	\$137,473,823	\$106,608,033	\$30,865,791	29.0%
5	10/3/2020			\$114,375,276	\$92,284,132	\$22,091,144	23.9%	\$23,460,330	\$19,717,594	\$3,742,737	19.0%	\$137,835,606	\$112,001,726	\$25,833,881	23.1%
6	10/10/2020			\$114,802,883	\$88,490,099	\$26,312,784	29.7%	\$21,716,732	\$19,667,924	\$2,048,809	10.4%	\$136,519,615	\$108,158,023	\$28,361,593	26.2%
7	10/17/2020			\$113,280,669	\$89,190,486	\$24,090,183	27.0%	\$20,664,725	\$19,704,335	\$960,390	4.9%	\$133,945,394	\$108,894,821	\$25,050,573	23.0%
8	10/24/2020			\$111,745,204	\$88,173,783	\$23,571,421	26.7%	\$21,165,208	\$19,681,792	\$1,483,416	7.5%	\$132,910,412	\$107,855,575	\$25,054,837	23.2%
9	10/31/2020			\$111,272,152	\$91,201,316	\$20,070,836	22.0%	\$22,136,334	\$20,509,492	\$1,626,843	7.9%	\$133,408,486	\$111,710,808	\$21,697,679	19.4%
10	11/7/2020			\$113,620,007	\$92,978,873	\$20,641,134	22.2%	\$22,606,708	\$20,252,459	\$2,354,250	11.6%	\$136,226,715	\$113,231,332	\$22,995,384	20.3%
11	11/14/2020			\$109,577,081	\$89,685,517	\$19,891,564	22.2%	\$22,749,434	\$20,172,714	\$2,576,720	12.8%	\$132,326,515	\$109,858,231	\$22,468,284	20.5%
12	11/21/2020				\$96,650,014				\$21,373,038				\$118,023,052		
13	11/28/2020				\$92,381,438				\$22,801,917				\$115,183,355		
14	12/5/2020				\$99,556,606				\$24,727,128				\$124,283,734		
15	12/12/2020				\$98,579,669				\$25,527,202				\$124,106,871		
16	12/19/2020				\$101,628,893				\$24,068,057				\$125,696,950		
17	12/26/2020				\$108,533,892				\$21,912,659				\$130,446,551		
18	1/2/2021				\$105,603,978				\$23,890,650				\$129,494,628		
19	1/9/2021				\$102,317,060				\$23,070,952				\$125,388,012		
20	1/16/2021				\$103,309,252				\$23,931,389				\$127,240,641		
21	1/23/2021				\$99,944,800				\$25,502,038				\$125,446,838		
22	1/30/2021				\$104,739,453				\$25,038,970				\$129,778,423		
23	2/6/2021				\$111,993,607				\$21,709,985				\$133,703,592		
24	2/13/2021				\$108,712,863				\$20,194,178				\$128,907,041		
25	2/20/2021				\$105,386,919				\$19,576,236				\$124,963,155		
26	2/27/2021				\$111,502,521				\$20,438,613				\$131,941,134		
27	3/6/2021				\$118,172,204				\$21,289,905				\$139,462,109		
28	3/13/2021				\$110,225,673				\$20,683,247				\$130,908,920		
29	3/20/2021				\$100,753,932				\$19,335,422				\$120,089,354		
30	3/27/2021				\$92,874,514				\$18,220,638				\$111,095,152		
31	4/3/2021				\$97,875,268				\$18,608,229				\$116,483,497		
32	4/10/2021				\$95,060,231				\$18,312,370				\$113,372,601		
33	4/17/2021				\$111,984,645				\$19,908,374				\$131,893,019		
34	4/24/2021				\$114,733,967				\$20,610,971				\$135,344,938		
35	5/1/2021				\$122,883,938				\$23,239,818				\$146,123,756		
36	5/8/2021				\$124,659,093				\$23,844,834				\$148,503,927		
37	5/15/2021				\$126,618,315				\$23,816,884				\$150,435,199		
38	5/22/2021				\$123,421,203				\$24,844,768				\$148,265,971		
39	5/29/2021				\$121,587,798				\$26,174,754				\$147,762,552		
40	6/5/2021				\$128,152,407				\$27,653,351				\$155,805,758		
41	6/12/2021				\$124,337,803				\$24,325,618				\$148,663,421		
42	6/19/2021				\$121,867,783				\$21,238,025				\$143,105,808		

Texas Lottery Commission
Fiscal Year Over Year Change in Sales
Unaudited
FY 2021 Compared to FY 2020

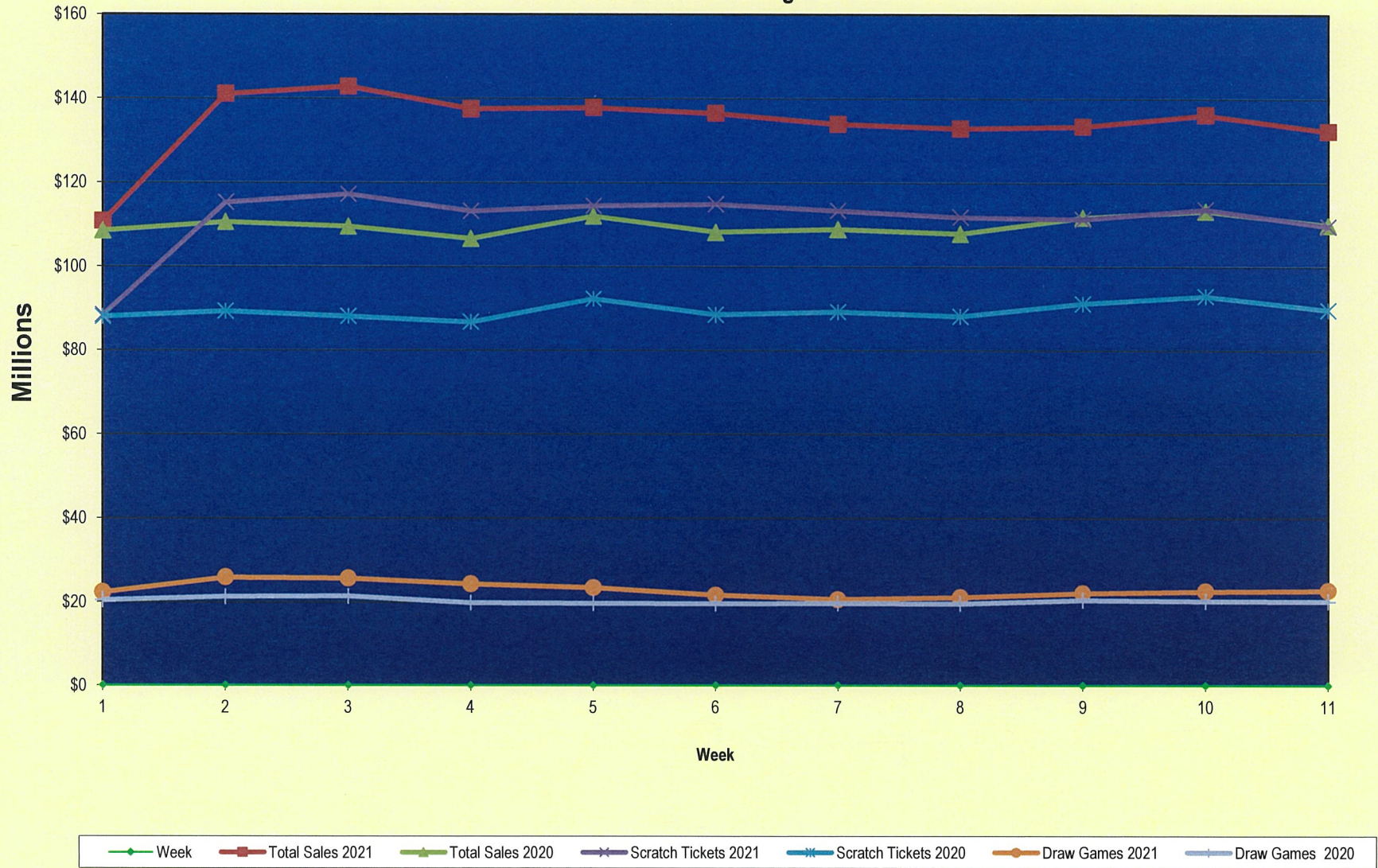
			SCRATCH TICKETS				DRAW GAMES				TOTAL SALES			
FY 2021			FY 2021	FY 2020	Difference	% change - Cumulative Sales	FY 2021	FY 2020	Difference	% change - Cumulative Sales	FY 2021	FY 2020	Difference	% change - Cumulative Sales
Week	Week	Ending												
43	6/26/2021			\$120,777,685				\$21,274,287				\$142,051,972		
44	7/3/2021			\$121,140,896				\$22,407,902				\$143,548,798		
45	7/10/2021			\$114,591,206				\$22,821,511				\$137,412,717		
46	7/17/2021			\$114,444,652				\$23,021,475				\$137,466,127		
47	7/24/2021			\$113,701,030				\$23,085,273				\$136,786,303		
48	7/31/2021			\$115,767,821				\$22,752,584				\$138,520,405		
49	8/7/2021			\$117,301,276				\$23,791,977				\$141,093,253		
50	8/14/2021			\$111,123,756				\$22,904,623				\$134,028,379		
51	8/21/2021			\$112,919,496				\$21,669,592				\$134,589,088		
52	8/28/2021			\$113,122,453				\$22,007,271				\$135,129,724		
	8/31/2021**			\$30,859,274				\$3,863,234				\$34,722,508		
Total thru Current Week			\$1,222,451,417	\$984,014,102	\$238,437,315	24.2%	\$252,703,031	\$222,744,461	\$29,958,570	13.4%	\$1,475,154,448	\$1,206,758,563	\$268,395,885	22.2%
Fiscal Year Total			\$1,222,451,417	\$5,555,813,386			\$252,703,031	\$1,148,214,397			\$1,475,154,448	\$6,704,027,783		

* FY 21 includes 5 days

** FY 20 includes 2 days

** FY 21 includes 3 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

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 2021			FY 2020	Difference
Sales	\$1 - \$5		\$391,171,687			\$379,029,982	\$12,141,705
Prize Exp.	\$1 - \$5		\$261,119,827			\$252,980,662	\$8,139,165
Sales Cont.	\$1 - \$5		\$130,051,860			\$126,049,320	\$4,002,540
Prize Exp. %	\$1 - \$5		66.8%			66.7%	0.0%
			FY 2021			FY 2020	Difference
Sales	\$10 - \$50		\$831,279,730			\$604,984,120	\$226,295,610
Prize Exp.	\$10 - \$50		\$614,189,655			\$444,203,409	\$169,986,247
Sales Cont.	\$10 - \$50		\$217,090,075			\$160,780,711	\$56,309,363
Prize Exp. %	\$10 - \$50		73.9%			73.4%	0.5%
			FY 2021			FY 2020	Difference
Sales	Scratch		\$1,222,451,417			\$984,014,102	\$238,437,315
Prize Exp.	Scratch		\$875,309,482			\$697,184,070	\$178,125,412
Sales Cont.	Scratch		\$347,141,935			\$286,830,032	\$60,311,903
Prize Exp. %	Scratch		71.6%			70.9%	0.8%

			FY 2021			FY 2020	Difference
Sales	\$1 - \$10		\$711,877,517			\$629,274,102	\$82,603,415
Prize Exp.	\$1 - \$10		\$486,235,818			\$428,696,286	\$57,539,533
Sales Cont.	\$1 - \$10		\$225,641,699			\$200,577,816	\$25,063,882
Prize Exp. %	\$1 - \$10		68.3%			68.1%	0.2%
			FY 2021			FY 2020	Difference
Sales	\$20 - \$50		\$510,573,900			\$354,740,000	\$155,833,900
Prize Exp.	\$20 - \$50		\$389,073,664			\$268,487,785	\$120,585,879
Sales Cont.	\$20 - \$50		\$121,500,236			\$86,252,215	\$35,248,021
Prize Exp. %	\$20 - \$50		76.2%			75.7%	0.5%
			FY 2021			FY 2020	Difference
Sales	Scratch		\$1,222,451,417			\$984,014,102	\$238,437,315
Prize Exp.	Scratch		\$875,309,482			\$697,184,070	\$178,125,412
Sales Cont.	Scratch		\$347,141,935			\$286,830,032	\$60,311,903
Prize Exp. %	Scratch		71.6%			70.9%	0.8%

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

	Week Ending 11/14/2020	% of Sales	Week Ending 11/07/2020	% of Sales	\$ change	% change
	<u>THIS WEEK</u>		<u>LAST WEEK</u>			
Total Sales	<u>\$132,326,515</u>		<u>\$136,226,715</u>		<u>-\$3,900,200</u>	-2.9%
Scratch Tickets	<u>\$109,577,081</u>	82.8%	<u>\$113,620,007</u>	83.4%	<u>-\$4,042,926</u>	-3.6%
Lotto	\$2,190,591	1.7%	\$2,189,403	1.6%	\$1,188	0.1%
Lotto Extra	\$633,871	0.5%	\$629,879	0.5%	\$3,992	0.6%
Pick 3	\$5,056,845	3.8%	\$5,190,194	3.8%	-\$133,349	-2.6%
Pick 3 Fireball	\$411,960	0.3%	\$425,841	0.3%	-\$13,881	-3.3%
Cash Five	\$935,549	0.7%	\$938,750	0.7%	-\$3,201	-0.3%
Texas Two Step	\$966,851	0.7%	\$973,168	0.7%	-\$6,317	-0.6%
Mega Millions	\$3,853,268	2.9%	\$3,694,336	2.7%	\$158,932	4.3%
Megaplier	\$678,805	0.5%	\$657,406	0.5%	\$21,399	3.3%
MM Just the Jackpot	\$16,026	0.0%	\$15,246	0.0%	\$780	5.1%
Daily 4	\$2,201,516	1.7%	\$2,262,604	1.7%	-\$61,088	-2.7%
Daily 4 Fireball	\$330,133	0.2%	\$349,405	0.3%	-\$19,272	-5.5%
Powerball	\$4,021,074	3.0%	\$3,842,270	2.8%	\$178,804	4.7%
Power Play	\$704,507	0.5%	\$679,622	0.5%	\$24,885	3.7%
All or Nothing	\$748,438	0.6%	\$758,586	0.6%	-\$10,148	-1.3%
Total Draw Game Sales	<u>\$22,749,434</u>		<u>\$22,606,708</u>		<u>\$142,726</u>	0.6%

* Totals may not sum due to rounding.

Texas Lottery Commission
Weekly Sales Summary
Unaudited

SCRATCH TICKETS
TOP TEN SELLING GAMES

For the Week Ending: 11/14/2020

Rank	Price Point	Game	Sales (Millions)
1	\$ 50	500X LOTERIA SPECTACULAR	\$ 8.133
2	\$ 10	MEGA LOTERIA	\$ 6.780
3	\$ 50	\$200 MILLION CASH	\$ 6.672
4	\$ 20	MILLION DOLLAR LOTERIA	\$ 5.548
5	\$ 10	\$250,000 50X CASHWORD	\$ 4.545
6	\$ 20	MAD MONEY MULTIPLIER	\$ 4.525
7	\$ 10	MERRY MAGIC	\$ 4.216
8	\$ 50	\$1,000,000 GOLDEN RICHES	\$ 3.859
9	\$ 10	\$500,000 EXTREME CASH	\$ 3.435
10	\$ 30	\$750 MILLION WINNER'S CIRCLE	\$ 3.348

Texas Lottery Commission
Prize Payout Tracking Report
Unaudited

Through the Week Ending 11/14/2020

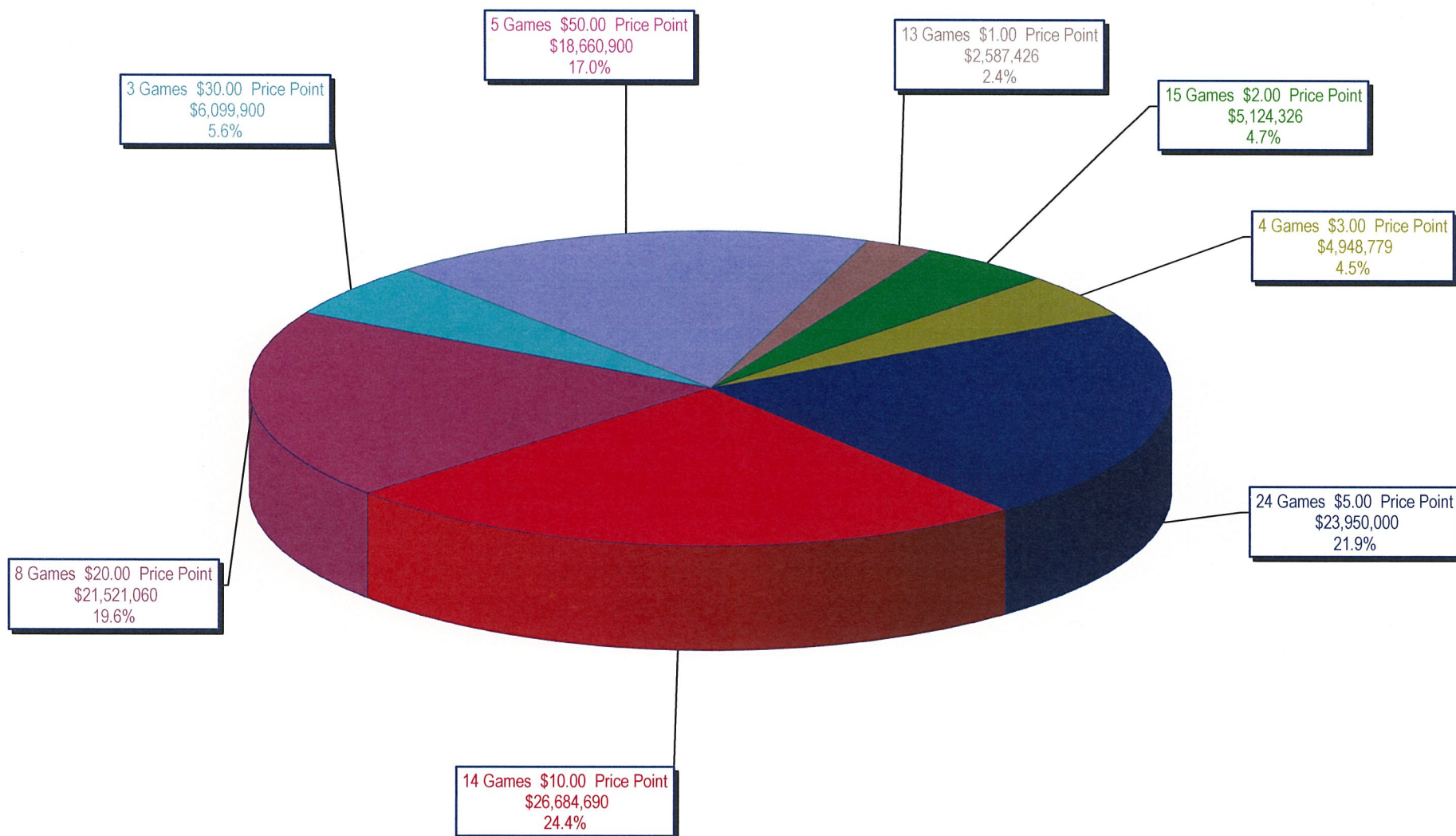
Draw Game Sales

		FY Sales Through the Week Ending 11/14/2020		FY Prize Expense Through the Week Ending 11/14/2020	Actual* Prize Payout	Base Payout (Prize Pool)
Lotto	\$	37,122,781	\$	18,657,289	50.26%	50.00%
Lotto Extra		10,416,036		5,718,188	54.90%	53.70%
Pick 3		56,178,071		26,123,540	46.50%	50.00%
Pick 3 Fireball		4,727,451		2,427,420	51.35%	54.00%
Cash Five		10,173,199		4,986,121	49.01%	50.97%
Texas Two Step		13,236,809		6,705,592	50.66%	50.00%
Mega Millions		35,320,174		18,280,417	51.76%	50.00%**
Megaplier		6,463,488		3,268,759	50.57%	N/A
MM Just the Jackpot		148,179		75,413	50.89%	50.00%**
Daily 4		24,339,975		10,021,275	41.17%	50.00%
Daily 4 Fireball		3,786,979		1,803,164	47.61%	54.22%
Powerball		36,052,874		18,268,069	50.67%	50.00%**
Power Play		6,631,998		3,361,214	50.68%	N/A
All or Nothing		8,105,018		4,308,450	53.16%	55.98%
Totals	\$	252,703,031	\$	124,004,910	49.07%	

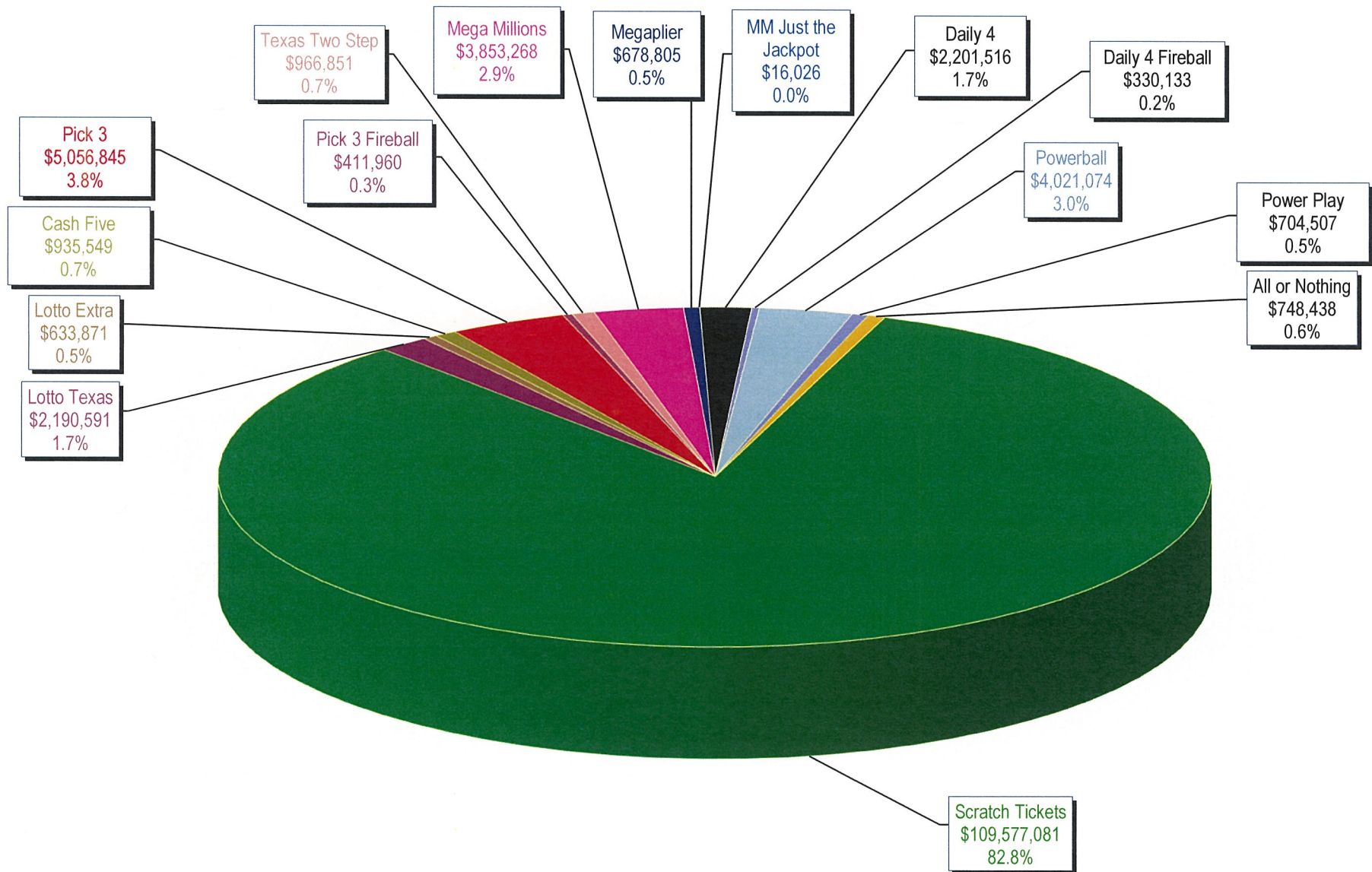
*** Before Unclaimed Prizes**

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

Texas Lottery Commission
Scratch Ticket Sales
For the Week Ending 11/14/2020
(Unaudited)



Texas Lottery Commission
All Game Sales
For the Week Ending 11/14/2020
(Unaudited)



Texas Lottery Commission - Weekly Sales Summary for FY 2021 (Unaudited)

Week Ended	Scratch Tickets	New Games & Dates	Lotto Texas	Jackpot W	S	Lotto Extra	Pick 3	Pick 3 Fireball	Cash Five	Texas Two Step	Jackpot M	TH	Mega Millions	Jackpot T	F	Megaplier	MM Just the Jackpot	Daily 4	Daily 4 Fireball	Powerball	Jackpot W	S	Power Play	All or Nothing	Total	Per Cap.
9/05/2020*	119,240,436	0	4,900,880	36.75	37.5	1,317,942	5,627,095	495,670	975,355	1,198,425	225	350	3,498,263	78	88	644,018	15,564	2,426,444	392,334	3,296,712	56	66	623,274	778,700	145,431,111	5.02
9/12/2020	115,145,117	2252 (\$1.N); 2257 (\$2.N); 2253 (\$5.N); 2254 (\$10.N); 2255 (\$20.N) - 9/8/2020	4,786,564	39	40.5	1,302,979	5,450,541	475,781	947,289	1,141,053	550	200	3,674,730	97	108	664,073	15,378	2,349,281	372,234	3,320,494	75	85	619,095	746,494	141,011,103	4.86
9/19/2020	117,098,316	0	5,425,043	41.25	42.75	1,489,745	5,329,710	459,742	949,747	983,576	225	200	3,241,795	119	20	598,298	13,437	2,292,990	360,309	3,178,372	94	20	597,151	769,946	142,788,177	4.92
9/26/2020	113,153,550	2240 (\$2.N); 2246 (\$2.N); 2271 (\$10.N) - 9/21/2020	5,553,721	44	45.5	1,543,098	5,131,115	444,652	936,549	1,131,313	225	350	2,595,022	22	24	498,807	11,688	2,196,601	342,415	2,669,380	22	25	516,832	749,082	137,473,823	4.74
10/3/2020	114,375,276	0	3,912,148	47	5	1,099,604	5,328,809	460,344	960,535	1,736,672	525	725	2,743,952	32	41	521,588	11,514	2,230,409	348,411	2,823,728	34	43	542,037	740,580	137,835,606	4.75
10/10/2020	114,802,883	2259 (\$1.N); 2260 (\$5.N); 2274 (\$50.N) - 10/5/2020	2,162,587	5.25	5.5	628,576	5,060,112	421,479	946,873	2,295,357	950	1,275	2,889,056	50	60	538,328	12,156	2,163,365	337,694	2,985,318	52	62	555,666	720,166	136,519,615	4.71
10/17/2020	113,280,669	0	2,137,900	5.75	6	625,550	5,028,124	407,439	939,006	944,563	200	200	2,999,686	77	69	550,648	12,444	2,179,649	338,936	3,163,736	72	82	583,282	753,762	133,945,394	4.62
10/24/2020	111,745,204	2262 (\$2.N); 2263 (\$5.N); 2264 (\$10.N); 2040 (\$20.N) - 10/19/2020	2,135,487	6.25	6.5	627,816	4,919,589	399,003	930,223	993,681	200	225	3,187,422	86	97	581,691	13,428	2,221,398	335,447	3,438,500	91	102	621,336	760,188	132,910,412	4.58
10/31/2020	111,272,152	0	2,149,428	6.75	7	628,926	5,012,595	408,443	925,476	1,289,393	375	525	3,420,678	109	118	615,454	13,872	2,252,625	350,159	3,672,568	116	127	655,294	741,424	133,408,486	4.60
11/7/2020	113,620,007	2265 (\$1.N); 2266 (\$3.N); 2267 (\$5.N); 2249 (\$5.N) - 11/02/2020	2,189,403	7.25	7.5	629,879	5,190,194	425,841	938,750	973,168	200	225	3,694,336	129	142	657,406	15,246	2,262,604	349,405	3,842,270	137	149	679,622	758,586	136,226,715	4.70
11/14/2020	109,577,081	0	2,190,591	7.75	8	633,871	5,056,845	411,960	935,540	966,851	200	225	3,853,268	152	165	678,805	10,026	2,201,516	330,133	4,021,074	156	168	704,507	748,438	132,326,515	4.56
weekly change	-0.6%		0.1%			0.6%	-2.0%	-3.3%	-0.3%	-0.6%			4.3%			3.3%	5.1%	-2.7%	-5.5%	4.7%			3.7%	-1.3%	-2.9%	
SALES			SALES			SALES	SALES	SALES	SALES	SALES			SALES			SALES	SALES	SALES	SALES	SALES			SALES	SALES	SALES	% of Sales
Calendar Year to date 2020	5,151,823,696		116,445,725			32,069,439	236,354,526	19,657,630	41,750,003	54,021,661			161,221,559			28,637,463	653,262	102,675,250	15,564,721	156,479,396			28,269,610	33,171,326	0,180,815,319	100.0%
Fiscal Year to date 2021	1,222,451,417		37,122,781			10,416,036	56,176,071	4,727,451	10,173,199	13,236,809			35,320,174			6,463,488	148,179	24,339,975	3,786,979	36,052,674			6,631,908	8,105,018	1,475,154,448	100.0%
*Fiscal week includes 3 days from FY20																										