



INTEROFFICE MEMO

Gary Grief, Executive Director

LaDonna Castañuela, 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

A handwritten signature in blue ink, appearing to be "KP", is written next to the name Kathy Pyka.

Date: January 27, 2022

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 January 22, 2022 is for your information. Summary sales performance memos and the detailed weekly sales summary for the week ending February 5, 2022 will be provided to you at the February 10, 2022 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 January 23, 2021 and January 22, 2022

"Sales Contribution"

	1/23/2021		1/22/2022	
Sales	\$ 3,108,245,694		\$ 3,219,374,613	
Less: Prize Expense	(2,071,996,760)		(2,181,394,372)	
= Sales Contribution	1,036,248,934	33.34%	1,037,980,241	32.24%
Less: Retailer Commission (5%)	(155,584,897)		(161,206,845)	
Less: Administration (IGT @ 2.0773%)	(64,567,588)		(66,876,069)	
Statutory Administration Appropriation	(153,009,611)		(158,480,154)	
= Estimated Net Revenue to the State (FSF)	\$ 663,086,839	21.33%	\$ 651,417,173	20.23%
Prize Expense as a % of sales	66.7%		67.8%	

Total may not sum due to rounding



WEEKLY SALES SUMMARY

Unaudited

Week Ending: 1/22/2022

Texas Lottery Commission
Fiscal Year to Date Sales Comparison
Unaudited

Through the Week Ending: 1/22/2022 (21 weeks)

Sales by Game	FY 2020*	FY 2021**	FY 2022	\$ Change		% Change	
				FY 2022 to FY 2020	FY 2022 to FY 2021 to	FY 2022 to FY 2020	FY 2022 to FY 2021 to
Scratch Tickets	\$ 1,992,519,704	\$ 2,415,833,705	\$ 2,602,669,008	\$ 610,149,304	\$ 186,835,303	30.6%	7.7%
Lotto Texas	44,145,563	61,557,728	51,155,434	7,009,871	-10,402,294	15.9%	-16.9%
Lotto Extra	11,480,339	17,665,483	16,054,055	4,573,716	-1,611,428	39.8%	-9.1%
Pick 3	95,936,222	108,813,243	107,706,790	11,770,568	-1,106,453	12.3%	-1.0%
Pick 3 Fireball	6,853,143	9,176,192	9,986,885	3,133,742	810,693	45.7%	8.8%
Cash Five	18,060,205	20,166,872	19,678,004	1,617,799	-488,868	9.0%	-2.4%
Texas Two Step	24,089,699	24,736,347	24,173,769	84,070	-562,578	0.3%	-2.3%
Mega Millions	83,137,460	181,260,304	92,506,498	9,369,038	-88,753,806	11.3%	-49.0%
Megaplier	13,858,223	29,265,987	16,709,550	2,851,327	-12,556,437	20.6%	-42.9%
MM Just the Jackpot	337,989	722,637	358,131	20,142	-364,506	6.0%	-50.4%
Daily 4	44,800,191	46,971,737	46,901,706	2,101,515	-70,032	4.7%	-0.1%
Daily 4 Fireball	6,009,999	7,317,384	8,711,217	2,701,218	1,393,833	44.9%	19.0%
Powerball	83,245,036	144,437,330	175,145,906	91,900,870	30,708,576	110.4%	21.3%
Power Play	13,942,560	23,947,416	30,567,479	16,624,919	6,620,063	119.2%	27.6%
All or Nothing	<u>13,652,859</u>	<u>16,373,330</u>	<u>17,050,182</u>	<u>3,397,323</u>	<u>676,852</u>	24.9%	4.1%
Total	\$ <u>2,452,069,192</u>	\$ <u>3,108,245,694</u>	\$ <u>3,219,374,613</u>	\$ <u>767,305,421</u>	\$ <u>111,128,919</u>	31.3%	3.6%

* 3 extra days

**1 extra day

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

Through the Week Ending 1/22/2022

Sales by Game	FY 2020	FY 2021	FY 2022
Scratch Tickets	\$ 13,554,556	\$ 16,660,922	\$ 18,074,090
Lotto Texas	300,310	424,536	355,246
Lotto Extra	78,098	121,831	111,486
Pick 3	652,627	750,436	747,964
Pick 3 Fireball	46,620	63,284	69,353
Cash Five	122,859	139,082	136,653
Texas Two Step	163,876	170,595	167,873
Mega Millions	565,561	1,250,071	642,406
Megaplier	94,274	201,834	116,039
MM Just the Jackpot	2,299	4,984	2,487
Daily 4	304,763	323,943	325,706
Daily 4 Fireball	40,884	50,465	60,495
Powerball	566,293	996,120	1,216,291
Power Play	94,847	165,155	212,274
All or Nothing	92,877	112,920	118,404
Total	\$ 16,680,743	\$ 21,436,177	\$ 22,356,768

1/25/2020
147 days

1/23/2021
145 days

1/22/2022
144 days

Texas Lottery Commission
Fiscal Year Over Year Change in Sales
Unaudited
FY 2022 Compared to FY 2021

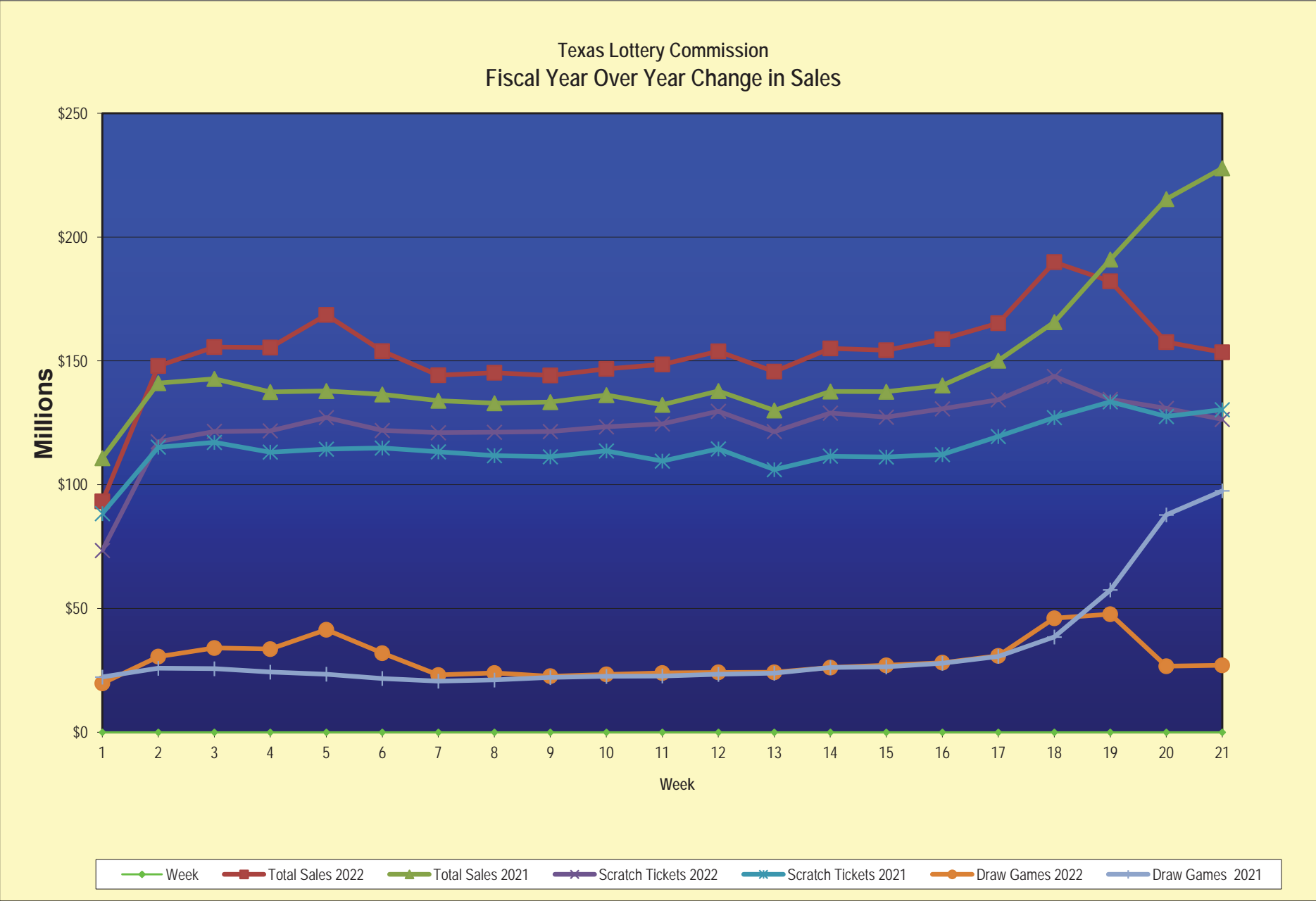
			SCRATCH TICKETS				DRAW GAMES				TOTAL SALES			
FY 2022			FY 2022	FY 2021	Difference	% change - Cumulative Sales	FY 2022	FY 2021	Difference	% change - Cumulative Sales	FY 2022	FY 2021	Difference	% change - Cumulative Sales
Week	Week	Ending												
1	9/4/2021*		\$73,465,895	\$88,381,162	(\$14,915,267)	-16.9%	\$19,754,024	\$22,327,441	(\$2,573,417)	-11.5%	\$93,219,919	\$110,708,603	(\$17,488,684)	-15.8%
2	9/11/2021		\$117,404,128	\$115,145,117	\$2,259,011	2.0%	\$30,567,724	\$25,865,986	\$4,701,738	18.2%	\$147,971,852	\$141,011,103	\$6,960,749	4.9%
3	9/18/2021		\$121,522,543	\$117,098,316	\$4,424,227	3.8%	\$34,044,343	\$25,689,861	\$8,354,482	32.5%	\$155,566,886	\$142,788,177	\$12,778,709	8.9%
4	9/25/2021		\$121,751,048	\$113,153,550	\$8,597,498	7.6%	\$33,618,247	\$24,320,273	\$9,297,974	38.2%	\$155,369,295	\$137,473,823	\$17,895,472	13.0%
5	10/2/2021		\$127,128,919	\$114,375,276	\$12,753,643	11.2%	\$41,420,853	\$23,460,330	\$17,960,523	76.6%	\$168,549,772	\$137,835,606	\$30,714,166	22.3%
6	10/9/2021		\$121,962,687	\$114,802,883	\$7,159,804	6.2%	\$31,994,174	\$21,716,732	\$10,277,442	47.3%	\$153,956,861	\$136,519,615	\$17,437,246	12.8%
7	10/16/2021		\$121,035,307	\$113,280,669	\$7,754,638	6.8%	\$23,150,459	\$20,664,725	\$2,485,734	12.0%	\$144,185,766	\$133,945,394	\$10,240,372	7.6%
8	10/23/2021		\$121,223,866	\$111,745,204	\$9,478,662	8.5%	\$23,980,968	\$21,165,208	\$2,815,761	13.3%	\$145,204,834	\$132,910,412	\$12,294,423	9.3%
9	10/30/2021		\$121,466,419	\$111,272,152	\$10,194,267	9.2%	\$22,663,805	\$22,136,334	\$527,471	2.4%	\$144,130,224	\$133,408,486	\$10,721,738	8.0%
10	11/6/2021		\$123,385,510	\$113,620,007	\$9,765,503	8.6%	\$23,377,828	\$22,606,708	\$771,120	3.4%	\$146,763,338	\$136,226,715	\$10,536,623	7.7%
11	11/13/2021		\$124,592,327	\$109,577,081	\$15,015,246	13.7%	\$23,964,090	\$22,749,434	\$1,214,656	5.3%	\$148,556,417	\$132,326,515	\$16,229,902	12.3%
12	11/20/2021		\$129,630,920	\$114,446,332	\$15,184,588	13.3%	\$24,189,686	\$23,397,417	\$792,269	3.4%	\$153,820,606	\$137,843,749	\$15,976,857	11.6%
13	11/27/2021		\$121,428,296	\$106,113,701	\$15,314,595	14.4%	\$24,228,401	\$23,890,237	\$338,164	1.4%	\$145,656,697	\$130,003,938	\$15,652,759	12.0%
14	12/4/2021		\$128,910,581	\$111,508,837	\$17,401,744	15.6%	\$26,157,280	\$26,132,516	\$24,764	0.1%	\$155,067,861	\$137,641,353	\$17,426,508	12.7%
15	12/11/2021		\$127,275,950	\$111,156,442	\$16,119,508	14.5%	\$27,055,024	\$26,432,394	\$622,630	2.4%	\$154,330,974	\$137,588,836	\$16,742,138	12.2%
16	12/18/2021		\$130,658,440	\$112,212,350	\$18,446,090	16.4%	\$28,123,755	\$27,895,989	\$227,766	0.8%	\$158,782,195	\$140,108,339	\$18,673,856	13.3%
17	12/25/2021		\$134,332,326	\$119,456,586	\$14,875,740	12.5%	\$30,887,402	\$30,653,848	\$233,554	0.8%	\$165,219,728	\$150,110,434	\$15,109,294	10.1%
18	1/1/2022		\$143,781,256	\$127,122,270	\$16,658,986	13.1%	\$46,057,933	\$38,528,413	\$7,529,520	19.5%	\$189,839,189	\$165,650,683	\$24,188,506	14.6%
19	1/8/2022		\$134,458,569	\$133,494,933	\$963,636	0.7%	\$47,708,392	\$57,484,861	(\$9,776,469)	-17.0%	\$182,166,961	\$190,979,794	(\$8,812,833)	-4.6%
20	1/15/2022		\$130,854,390	\$127,542,833	\$3,311,557	2.6%	\$26,705,000	\$87,788,743	(\$61,083,743)	-69.6%	\$157,559,390	\$215,331,576	(\$57,772,186)	-26.8%
21	1/22/2022		\$126,399,631	\$130,328,004	(\$3,928,373)	-3.0%	\$27,056,221	\$97,504,542	(\$70,448,321)	-72.3%	\$153,455,852	\$227,832,546	(\$74,376,694)	-32.6%
22	1/29/2022			\$130,076,595				\$24,692,518				\$154,769,113		
23	2/5/2022			\$136,640,103				\$24,693,211				\$161,333,314		
24	2/12/2022			\$124,939,795				\$23,636,934				\$148,576,729		
25	2/19/2022			\$75,402,427				\$13,683,523				\$89,085,950		
26	2/26/2022			\$126,573,041				\$23,389,855				\$149,962,896		
27	3/5/2022			\$133,200,697				\$25,627,875				\$158,828,572		
28	3/12/2022			\$134,601,912				\$26,650,604				\$161,252,516		
29	3/19/2022			\$153,635,044				\$27,014,869				\$180,649,913		
30	3/26/2022			\$156,511,371				\$27,238,714				\$183,750,085		
31	4/2/2022			\$158,758,180				\$25,817,113				\$184,575,293		
32	4/9/2022			\$152,261,121				\$25,896,084				\$178,157,205		
33	4/16/2022			\$149,946,632				\$26,330,496				\$176,277,128		
34	4/23/2022			\$147,956,805				\$26,462,493				\$174,419,298		
35	4/30/2022			\$149,268,466				\$28,003,294				\$177,271,760		
36	5/7/2022			\$144,423,251				\$29,055,332				\$173,478,583		
37	5/14/2022			\$143,355,893				\$31,496,103				\$174,851,996		
38	5/21/2022			\$141,392,410				\$35,173,326				\$176,565,736		
39	5/28/2022			\$137,051,585				\$25,478,731				\$162,530,316		
40	6/4/2022			\$138,140,582				\$25,330,096				\$163,470,678		
41	6/11/2022			\$131,984,128				\$21,831,386				\$153,815,514		
42	6/18/2022			\$129,880,069				\$21,982,398				\$151,862,467		

Texas Lottery Commission
Fiscal Year Over Year Change in Sales
Unaudited
FY 2022 Compared to FY 2021

			SCRATCH TICKETS				DRAW GAMES				TOTAL SALES			
FY 2022														
Week	Week	Ending	FY 2022	FY 2021	Difference	% change - Cumulative Sales	FY 2022	FY 2021	Difference	% change - Cumulative Sales	FY 2022	FY 2021	Difference	% change - Cumulative Sales
43	6/25/2022			\$128,432,805				\$22,386,397				\$150,819,202		
44	7/2/2022			\$134,775,705				\$23,967,723				\$158,743,428		
45	7/9/2022			\$127,718,775				\$23,105,336				\$150,824,111		
46	7/16/2022			\$127,681,286				\$23,671,929				\$151,353,215		
47	7/23/2022			\$124,610,457				\$24,186,190				\$148,796,647		
48	7/30/2022			\$126,437,509				\$25,623,636				\$152,061,145		
49	8/6/2022			\$125,100,277				\$25,280,445				\$150,380,722		
50	8/13/2022			\$121,350,965				\$25,593,011				\$146,943,976		
51	8/20/2022			\$121,080,932				\$25,800,409				\$146,881,341		
52	8/27/2022			\$118,866,934				\$28,610,926				\$147,477,860		
	8/31/2022**			\$49,085,562				\$10,105,437				\$59,190,999		
Total thru Current Week			\$2,602,669,008	\$2,415,833,705	\$186,835,303	7.7%	\$616,705,605	\$692,411,989	(\$75,706,385)	-10.9%	\$3,219,374,613	\$3,108,245,694	\$111,128,919	3.6%
Fiscal Year Total			\$2,602,669,008	\$6,616,975,019			\$616,705,605	\$1,490,228,375			\$3,219,374,613	\$8,107,203,394		

* FY 22 includes 4 days; FY 21 includes 5 days

** FY 22 includes 4 days; FY 21 includes 3 days



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

			FY 2022			FY 2021		Difference
Sales	\$1 - \$5		\$760,315,498			\$794,979,375		-\$34,663,877
Prize Exp.	\$1 - \$5		\$509,737,470			\$530,953,147		-\$21,215,676
Sales Cont.	\$1 - \$5		\$250,578,028			\$264,026,228		-\$13,448,201
Prize Exp. %	\$1 - \$5		67.0%			66.8%		0.3%
			FY 2022			FY 2021		Difference
Sales	\$10 - \$50		\$1,842,353,510			\$1,620,854,330		\$221,499,180
Prize Exp.	\$10 - \$50		\$1,366,052,081			\$1,197,896,910		\$168,155,171
Sales Cont.	\$10 - \$50		\$476,301,429			\$422,957,420		\$53,344,009
Prize Exp. %	\$10 - \$50		74.1%			73.9%		0.2%
			FY 2022			FY 2021		Difference
Sales	Scratch		\$2,602,669,008			\$2,415,833,705		\$186,835,303
Prize Exp.	Scratch		\$1,875,789,551			\$1,728,850,057		\$146,939,494
Sales Cont.	Scratch		\$726,879,457			\$686,983,648		\$39,895,809
Prize Exp. %	Scratch		72.1%			71.6%		0.5%

			FY 2022			FY 2021		Difference
Sales	\$1 - \$10		\$1,384,457,758			\$1,405,178,845		-\$20,721,087
Prize Exp.	\$1 - \$10		\$947,109,399			\$958,815,946		-\$11,706,547
Sales Cont.	\$1 - \$10		\$437,348,359			\$446,362,899		-\$9,014,540
Prize Exp. %	\$1 - \$10		68.4%			68.2%		0.2%
			FY 2022			FY 2021		Difference
Sales	\$20 - \$50		\$1,218,211,250			\$1,010,654,860		\$207,556,390
Prize Exp.	\$20 - \$50		\$928,680,152			\$770,034,111		\$158,646,041
Sales Cont.	\$20 - \$50		\$289,531,098			\$240,620,749		\$48,910,349
Prize Exp. %	\$20 - \$50		76.2%			76.2%		0.0%
			FY 2022			FY 2021		Difference
Sales	Scratch		\$2,602,669,008			\$2,415,833,705		\$186,835,303
Prize Exp.	Scratch		\$1,875,789,551			\$1,728,850,057		\$146,939,494
Sales Cont.	Scratch		\$726,879,457			\$686,983,648		\$39,895,809
Prize Exp. %	Scratch		72.1%			71.6%		0.5%

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

	Week Ending 1/22/2022	% of Sales	Week Ending 1/15/2022	% of Sales	\$ change	% change
	<u>THIS WEEK</u>		<u>LAST WEEK</u>			
Total Sales	<u>\$153,455,852</u>		<u>\$157,559,390</u>		<u>-\$4,103,538</u>	<u>-2.6%</u>
Scratch Tickets	<u>\$126,399,631</u>	82.4%	<u>\$130,854,390</u>	83.1%	<u>-\$4,454,759</u>	<u>-3.4%</u>
Lotto	\$2,180,868	1.4%	\$2,196,004	1.4%	-\$15,136	-0.7%
Lotto Extra	\$698,313	0.5%	\$702,521	0.4%	-\$4,208	-0.6%
Pick 3	\$4,939,272	3.2%	\$5,107,174	3.2%	-\$167,902	-3.3%
Pick 3 Fireball	\$480,505	0.3%	\$502,808	0.3%	-\$22,303	-4.4%
Cash Five	\$941,764	0.6%	\$955,737	0.6%	-\$13,973	-1.5%
Texas Two Step	\$1,434,838	0.9%	\$1,076,537	0.7%	\$358,301	33.3%
Mega Millions	\$6,678,880	4.4%	\$6,478,770	4.1%	\$200,110	3.1%
Megaplier	\$1,131,194	0.7%	\$1,126,796	0.7%	\$4,398	0.4%
MM Just the Jackpot	\$26,382	0.0%	\$24,975	0.0%	\$1,407	5.6%
Daily 4	\$2,227,928	1.5%	\$2,263,004	1.4%	-\$35,076	-1.5%
Daily 4 Fireball	\$425,710	0.3%	\$419,158	0.3%	\$6,553	1.6%
Powerball	\$4,224,578	2.8%	\$4,182,481	2.7%	\$42,097	1.0%
Power Play	\$825,369	0.5%	\$822,664	0.5%	\$2,705	0.3%
All or Nothing	\$840,620	0.5%	\$846,372	0.5%	-\$5,752	-0.7%
Total Draw Game Sales	<u>\$27,056,221</u>		<u>\$26,705,000</u>		<u>\$351,221</u>	<u>1.3%</u>

* Totals may not sum due to rounding.

Texas Lottery Commission
Weekly Sales Summary
Unaudited

SCRATCH TICKETS
TOP TEN SELLING GAMES

For the Week Ending: 1/22/2022

Rank	Price Point	Game	Sales (Millions)
1	\$ 10	MEGA LOTERIA	\$ 7.561
2	\$ 20	MILLION DOLLAR LOTERIA	\$ 7.225
3	\$ 50	\$1,000,000 ULTIMATE	\$ 6.972
4	\$ 50	500X LOTERIA SPECTACULAR	\$ 6.257
5	\$ 50	CASINO MILLIONS	\$ 6.155
6	\$ 20	POWER 200X	\$ 5.892
7	\$ 10	POWER 100X	\$ 5.202
8	\$ 20	\$1,000,000 CROSSWORD	\$ 4.670
9	\$ 5	SUPER LOTERIA	\$ 4.577
10	\$ 5	POWER 50X	\$ 3.907

Texas Lottery Commission
Prize Payout Tracking Report
Unaudited

Through the Week Ending 1/22/2022

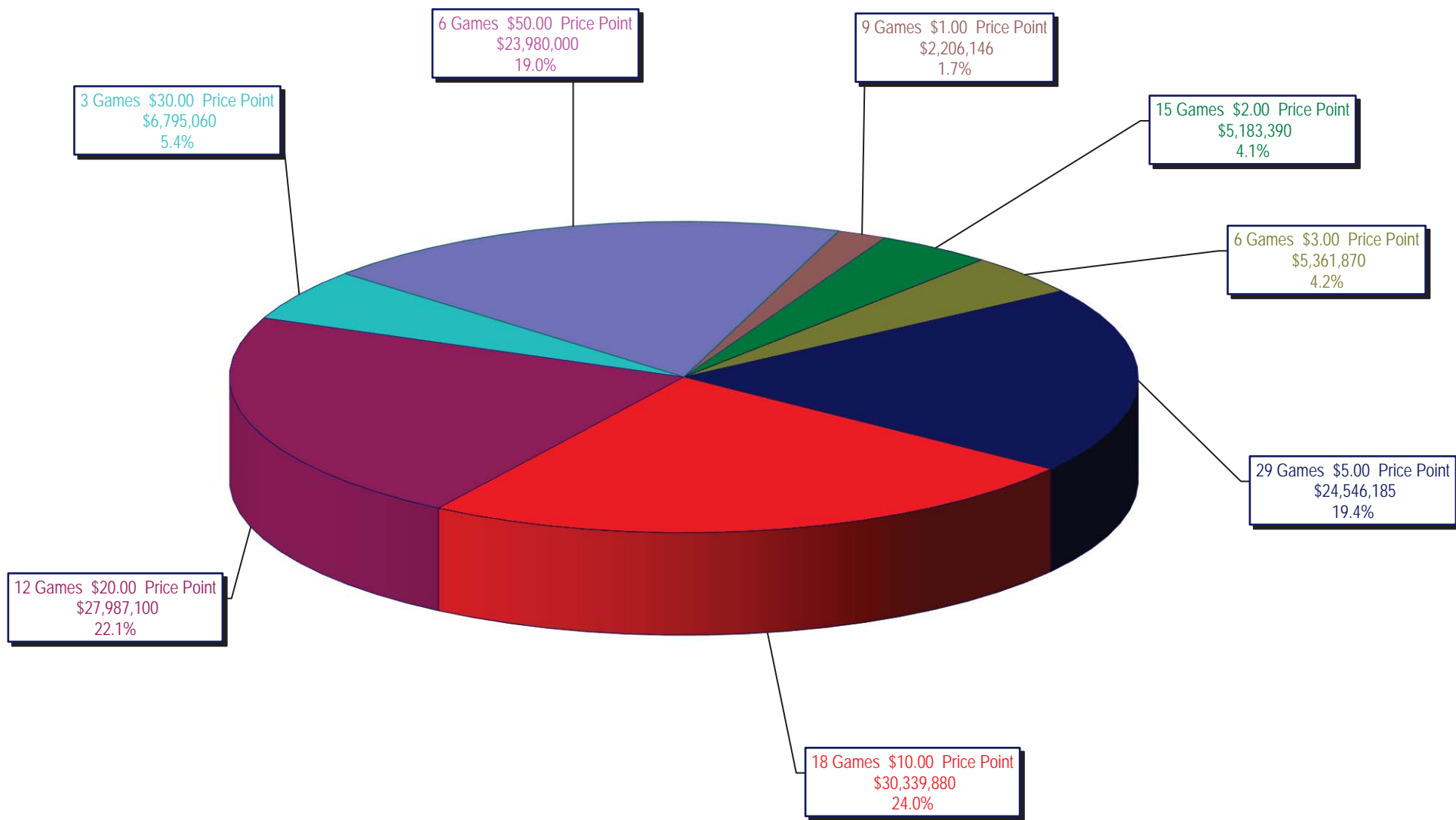
Draw Game Sales

		FY Sales Through the Week Ending 1/22/2022		FY Prize Expense Through the Week Ending 1/22/2022	Actual* Prize Payout	Base Payout (Prize Pool)
Lotto	\$	51,155,434	\$	25,858,006	50.55%	50.00%
Lotto Extra		16,054,055		8,658,784	53.94%	53.70%
Pick 3		107,706,790		51,717,460	48.02%	50.00%
Pick 3 Fireball		9,986,885		5,327,010	53.34%	54.00%
Cash Five		19,678,004		9,630,628	48.94%	50.97%
Texas Two Step		24,173,769		12,062,346	49.90%	50.00%
Mega Millions		92,506,498		46,148,881	49.89%	50.00%**
Megaplier		16,709,550		8,316,922	49.77%	N/A
MM Just the Jackpot		358,131		178,423	49.82%	50.00%**
Daily 4		46,901,706		20,035,625	42.72%	50.00%
Daily 4 Fireball		8,711,217		4,346,683	49.90%	54.22%
Powerball		175,145,906		88,942,549	50.78%	50.00%**
Power Play		30,567,479		15,415,670	50.43%	N/A
All or Nothing		17,050,182		8,965,834	52.58%	55.98%
Totals	\$	616,705,605	\$	305,604,820	49.55%	

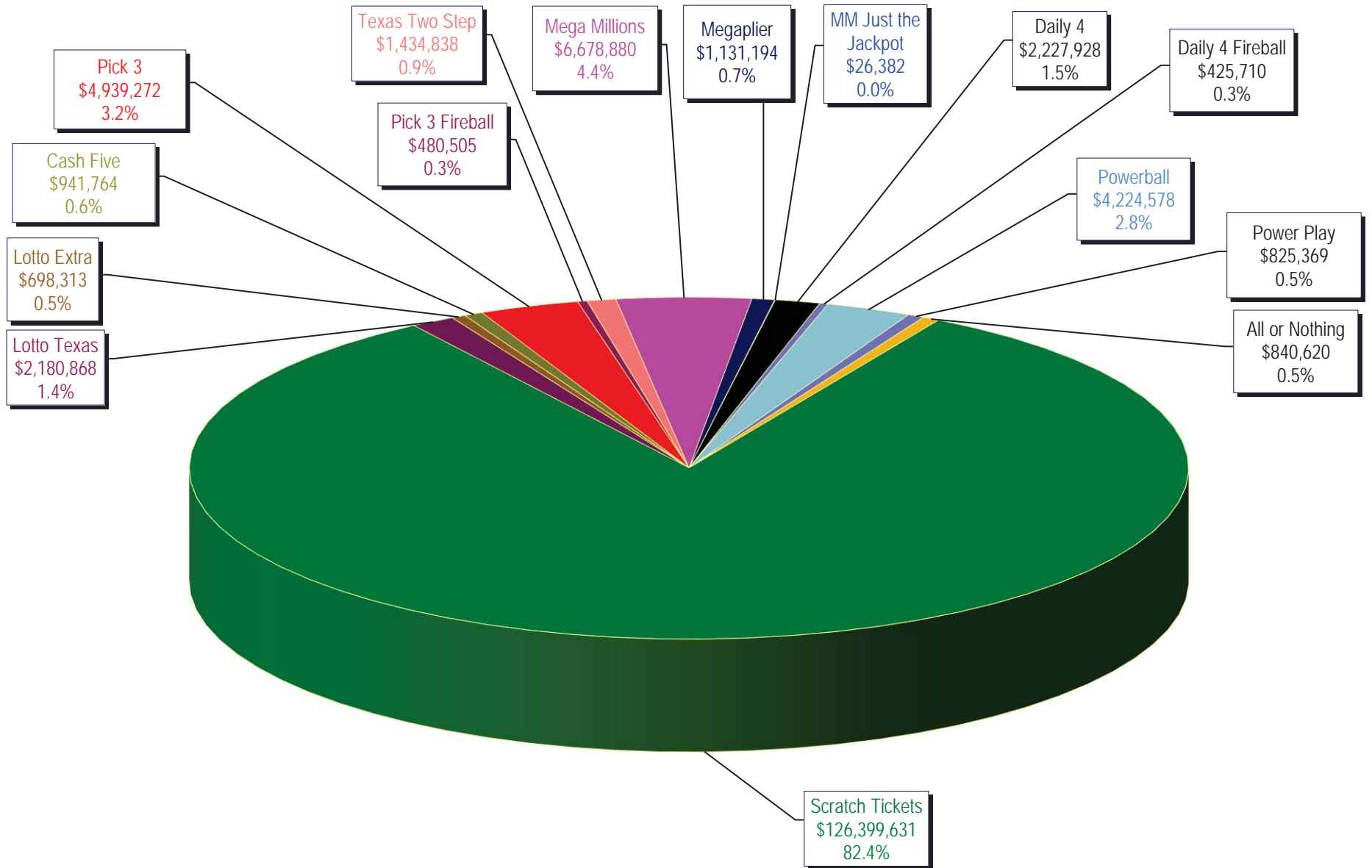
* Before Unclaimed Prizes

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

Texas Lottery Commission
Scratch Ticket Sales
For the Week Ending 1/22/2022
(Unaudited)



Texas Lottery Commission
All Game Sales
For the Week Ending 1/22/2022
(Unaudited)



*Full week includes 3 days from FY21