





# 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:** Kelly Stuckey, Controller

A handwritten signature in blue ink, appearing to be "KS", is written next to the name Kelly Stuckey.

**Date:** September 30, 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 September 24, 2022 is for your information. Summary sales performance memos and the detailed weekly sales summary for the week ending October 8, 2022 will be provided to you at the October 13, 2022 Commission meeting.

Please feel free to contact me at 512-344-5426 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 25, 2021 and September 24, 2022**

**"Sales Contribution"**

	9/25/2021		9/24/2022	
<b>Sales</b>	\$ 552,127,951		\$ 511,814,181	
<b>Less: Prize Expense</b>	(371,303,189)		(351,381,228)	
<b>= Sales Contribution</b>	<b>180,824,762</b>	<b>32.75%</b>	<b>160,432,952</b>	<b>31.35%</b>
<b>Less: Retailer Commission (5%)</b>	(27,670,428)		(25,622,845)	
<b>Less: Administration (IGT @ 2.0773% - FY2022; @ 2.0331 - FY2023)</b>	(11,469,354)		(10,405,694)	
<b>Statutory Administration Appropriation</b>	(27,179,603)		(25,421,299)	
<b>= Estimated Net Revenue to the State (FSF)</b>	<b>\$ 114,505,378</b>	<b>20.74%</b>	<b>\$ 98,983,115</b>	<b>19.34%</b>
<b>Prize Expense as a % of sales</b>	<b>67.2%</b>		<b>68.7%</b>	

Total may not sum due to rounding



## WEEKLY SALES SUMMARY

Unaudited

**Week Ending: 9/24/2022**

Texas Lottery Commission  
Fiscal Year to Date Sales Comparison  
Unaudited

Through the Week Ending: 9/24/2022 (4 weeks)

Sales by Game	FY 2021*	FY 2022**	FY 2023	\$ Change		% Change	
				FY 2023 to FY 2021	FY 2023 to FY 2022 to	FY 2023 to FY 2021	FY 2023 to FY 2022 to
Scratch Tickets	\$ 433,778,145	\$ 434,143,614	\$ 422,220,574	\$ -11,557,571	\$ -11,923,040	-2.7%	-2.7%
Lotto Texas	20,245,237	10,150,902	8,366,893	-11,878,344	-1,784,009	-58.7%	-17.6%
Lotto Extra	5,541,814	3,165,061	2,711,195	-2,830,619	-453,866	-51.1%	-14.3%
Pick 3	20,581,805	19,401,452	17,533,935	-3,047,870	-1,867,517	-14.8%	-9.6%
Pick 3 Fireball	1,792,944	1,704,600	1,744,259	-48,685	39,659	-2.7%	2.3%
Cash Five	3,596,787	3,461,210	3,259,706	-337,081	-201,504	-9.4%	-5.8%
Texas Two Step	4,037,124	4,433,316	4,631,445	594,321	198,129	14.7%	4.5%
Mega Millions	12,531,776	21,613,307	16,435,425	3,903,649	-5,177,882	31.2%	-24.0%
Megaplier	2,319,568	3,711,029	3,089,948	770,380	-621,081	33.2%	-16.7%
MM Just the Jackpot	53,493	77,889	64,008	10,515	-13,881	19.7%	-17.8%
Daily 4	8,828,410	8,083,235	7,934,601	-893,809	-148,634	-10.1%	-1.8%
Daily 4 Fireball	1,396,795	1,405,067	1,532,816	136,021	127,749	9.7%	9.1%
Powerball	12,105,680	32,252,253	16,043,506	3,937,826	-16,208,747	32.5%	-50.3%
Power Play	2,290,254	5,534,492	3,111,166	820,912	-2,423,326	35.8%	-43.8%
All or Nothing	2,881,874	2,990,524	3,134,704	252,830	144,180	8.8%	4.8%
<b>Total</b>	<b>\$ 531,981,705</b>	<b>\$ 552,127,951</b>	<b>\$ 511,814,181</b>	<b>\$ -20,167,525</b>	<b>\$ -40,313,770</b>	<b>-3.8%</b>	<b>-7.3%</b>

\* 2 extra days

\*\*1 extra day

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

Through the Week Ending 9/24/2022

Sales by Game	FY 2021		FY 2022		FY 2023
Scratch Tickets	\$	16,683,775	\$	17,365,745	\$ 17,592,524
Lotto Texas		778,663		406,036	348,621
Lotto Extra		213,147		126,602	112,966
Pick 3		791,608		776,058	730,581
Pick 3 Fireball		68,959		68,184	72,677
Cash Five		138,338		138,448	135,821
Texas Two Step		155,274		177,333	192,977
Mega Millions		481,991		864,532	684,809
Megaplier		89,214		148,441	128,748
MM Just the Jackpot		2,057		3,116	2,667
Daily 4		339,554		323,329	330,608
Daily 4 Fireball		53,723		56,203	63,867
Powerball		465,603		1,290,090	668,479
Power Play		88,087		221,380	129,632
All or Nothing		110,841		119,621	130,613
<b>Total</b>	<b>\$</b>	<b>20,460,835</b>	<b>\$</b>	<b>22,085,118</b>	<b>\$ 21,325,591</b>

9/26/2020  
26 days

9/25/2021  
25 days

9/24/2022  
24 days

**Texas Lottery Commission**  
**Fiscal Year Over Year Change in Sales**  
**Unaudited**  
**FY 2023 Compared to FY 2022**

			SCRATCH TICKETS				DRAW GAMES				TOTAL SALES			
FY 2023			FY 2023	FY 2022	Difference	% change - Cumulative Sales	FY 2023	FY 2022	Difference	% change - Cumulative Sales	FY 2023	FY 2022	Difference	% change - Cumulative Sales
Week	Week	Ending												
1	9/3/2022*		\$59,864,056	\$73,465,895	(\$13,601,839)	-18.5%	\$12,762,710	\$19,754,024	(\$6,991,314)	-35.4%	\$72,626,766	\$93,219,919	(\$20,593,153)	-22.1%
2	9/10/2022		\$120,501,630	\$117,404,128	\$3,097,502	2.6%	\$24,647,158	\$30,567,724	(\$5,920,566)	-19.4%	\$145,148,788	\$147,971,852	(\$2,823,064)	-1.9%
3	9/17/2022		\$121,755,487	\$121,522,543	\$232,944	0.2%	\$25,823,942	\$34,044,343	(\$8,220,401)	-24.1%	\$147,579,429	\$155,566,886	(\$7,987,457)	-5.1%
4	9/24/2022		\$120,099,401	\$121,751,048	(\$1,651,647)	-1.4%	\$26,359,797	\$33,618,247	(\$7,258,450)	-21.6%	\$146,459,198	\$155,369,295	(\$8,910,097)	-5.7%
5	10/1/2022			\$127,128,919				\$41,420,853				\$168,549,772		
6	10/8/2022			\$121,962,687				\$31,994,174				\$153,956,861		
7	10/15/2022			\$121,035,307				\$23,150,459				\$144,185,766		
8	10/22/2022			\$121,223,866				\$23,980,968				\$145,204,834		
9	10/29/2022			\$121,466,419				\$22,663,805				\$144,130,224		
10	11/5/2022			\$123,385,510				\$23,377,828				\$146,763,338		
11	11/12/2022			\$124,592,327				\$23,964,090				\$148,556,417		
12	11/19/2022			\$129,630,920				\$24,189,686				\$153,820,606		
13	11/26/2022			\$121,428,296				\$24,228,401				\$145,656,697		
14	12/3/2022			\$128,910,581				\$26,157,280				\$155,067,861		
15	12/10/2022			\$127,275,950				\$27,055,024				\$154,330,974		
16	12/17/2022			\$130,658,440				\$28,123,755				\$158,782,195		
17	12/24/2022			\$134,332,326				\$30,887,402				\$165,219,728		
18	12/31/2022			\$143,781,256				\$46,057,933				\$189,839,189		
19	1/7/2023			\$134,458,569				\$47,708,392				\$182,166,961		
20	1/14/2023			\$130,854,390				\$26,705,000				\$157,559,390		
21	1/21/2023			\$126,399,631				\$27,056,221				\$153,455,852		
22	1/28/2023			\$127,324,026				\$27,834,789				\$155,158,815		
23	2/4/2023			\$126,528,959				\$23,518,047				\$150,047,006		
24	2/11/2023			\$132,565,722				\$24,590,558				\$157,156,280		
25	2/18/2023			\$132,003,180				\$23,559,425				\$155,562,605		
26	2/25/2023			\$130,903,763				\$24,316,703				\$155,220,466		
27	3/4/2023			\$144,124,385				\$25,610,526				\$169,734,911		
28	3/11/2023			\$139,056,015				\$23,673,582				\$162,729,597		
29	3/18/2023			\$136,794,720				\$23,344,648				\$160,139,368		
30	3/25/2023			\$134,238,655				\$23,969,257				\$158,207,912		
31	4/1/2023			\$138,671,383				\$24,997,410				\$163,668,793		
32	4/8/2023			\$131,487,411				\$25,445,741				\$156,933,152		
33	4/15/2023			\$132,169,684				\$26,316,966				\$158,486,650		
34	4/22/2023			\$128,765,378				\$29,303,625				\$158,069,003		
35	4/29/2023			\$131,124,620				\$32,269,084				\$163,393,704		
36	5/6/2023			\$132,440,406				\$23,807,640				\$156,248,046		
37	5/13/2023			\$126,717,376				\$23,986,338				\$150,703,714		
38	5/20/2023			\$138,370,954				\$24,758,230				\$163,129,184		
39	5/27/2023			\$137,931,040				\$24,771,857				\$162,702,897		
40	6/3/2023			\$134,270,237				\$25,322,690				\$159,592,927		
41	6/10/2023			\$130,068,755				\$26,377,217				\$156,445,972		
42	6/17/2023			\$127,666,392				\$27,328,191				\$154,994,583		

**Texas Lottery Commission**  
**Fiscal Year Over Year Change in Sales**  
**Unaudited**  
**FY 2023 Compared to FY 2022**

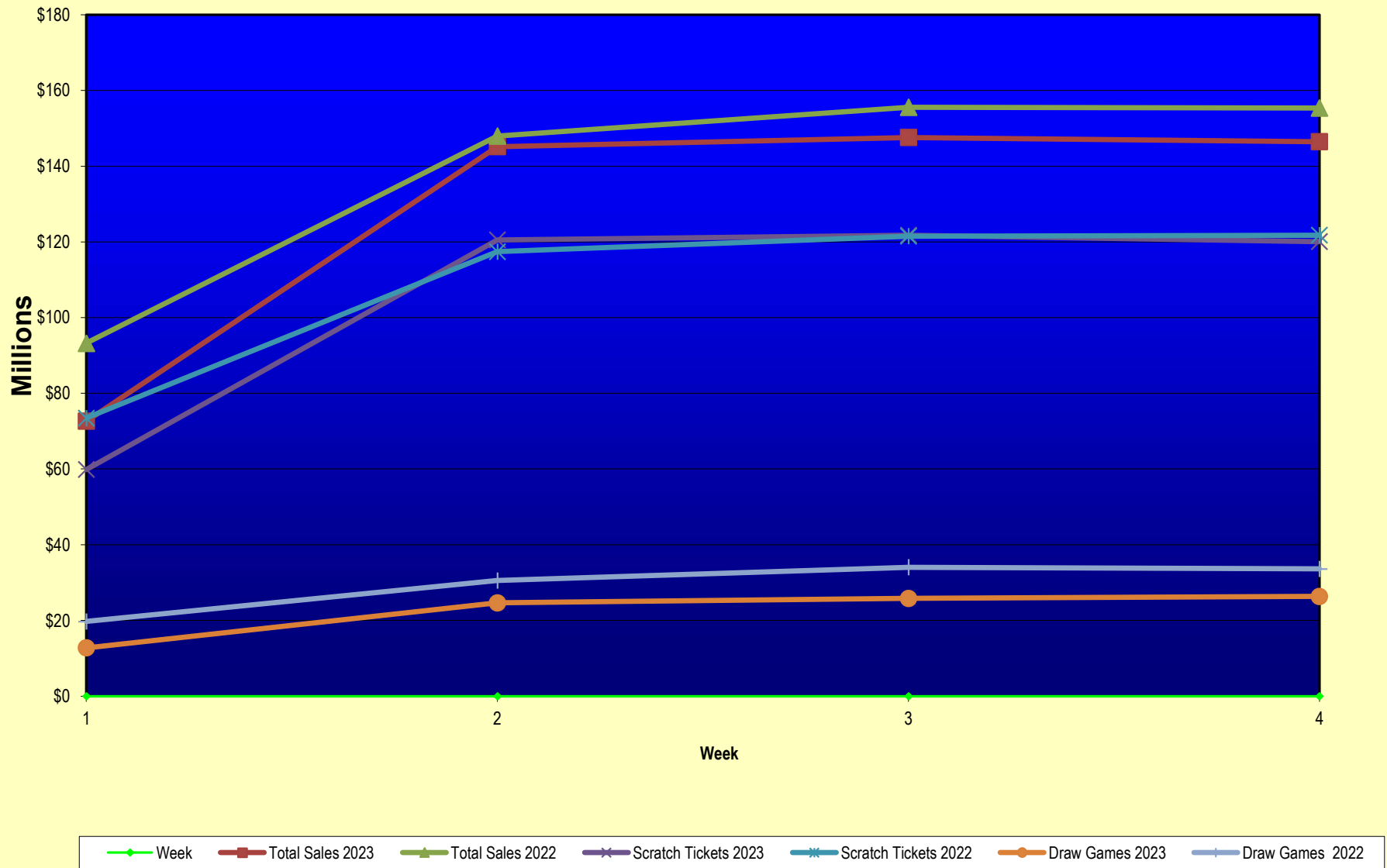
FY 2023 Week    Week    Ending			SCRATCH TICKETS				DRAW GAMES				TOTAL SALES									
			FY 2023	FY 2022	Difference	% change - Cumulative Sales	FY 2023	FY 2022	Difference	% change - Cumulative Sales	FY 2023	FY 2022	Difference	% change - Cumulative Sales						
43	6/24/2023			\$125,712,115				\$29,158,630					\$154,870,745							
44	7/1/2023			\$129,846,487				\$29,131,632					\$158,978,119							
45	7/8/2023			\$122,397,597				\$27,312,076					\$149,709,673							
46	7/15/2023			\$123,108,736				\$31,993,516					\$155,102,252							
47	7/22/2023			\$125,198,823				\$51,611,547					\$176,810,370							
48	7/29/2023			\$130,696,142				\$133,603,658					\$264,299,800							
49	8/5/2023			\$129,834,021				\$28,039,361					\$157,873,382							
50	8/12/2023			\$125,714,094				\$24,490,464					\$150,204,558							
51	8/19/2023			\$126,311,160				\$24,109,824					\$150,420,984							
52	8/26/2023			\$124,953,004				\$24,960,195					\$149,913,199							
	8/31/2023**			\$127,499,293				\$26,136,275					\$153,635,568							
Total thru Current Week				\$422,220,574		\$434,143,614	(\$11,923,040)	-2.7%		\$89,593,607		\$117,984,337	(\$28,390,730)	-24.1%		\$511,814,181		\$552,127,951	(\$40,313,770)	-7.3%
Fiscal Year Total				\$422,220,574		\$6,787,163,541				\$89,593,607		\$1,582,355,301				\$511,814,181		\$8,369,518,842		

\* FY 23 includes 3 days; FY 22 includes 4 days

**\*\* FY 23 includes 5 days; FY 22 includes 4 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 Difference in Payout %
2021	\$1.00	8	7,079,637	1.6%		4,298,767		2,780,870		60.7%	0.7%
Through	\$2.00	15	16,593,168	3.8%		10,801,294		5,791,874		65.1%	0.2%
9/25/2021	\$3.00	5	12,096,909	2.8%		7,980,665		4,116,244		66.0%	0.0%
	\$5.00	28	85,946,570	19.8%		58,491,047		27,455,523		68.1%	0.0%
	\$10.00	17	112,988,230	26.0%		79,177,688		33,810,542		70.1%	-0.1%
	\$20.00	11	99,972,760	23.0%		75,042,047		24,930,713		75.1%	0.0%
	\$30.00	3	29,191,590	6.7%		21,918,518		7,273,072		75.1%	0.0%
	\$50.00	6	70,274,750	16.2%		54,820,276		15,454,474		78.0%	0.0%
	\$100.00	0	0	0.0%		0		0		0.0%	0.0%
<b>Total</b>		<b>93</b>	<b>\$434,143,614</b>			<b>\$312,530,302</b>		<b>\$121,613,312</b>		<b>72.0%</b>	<b>0.5%</b>
2022	\$1.00	8	5,782,191	1.4%		3,480,214		2,301,977		60.2%	-0.5%
Through	\$2.00	15	13,210,898	3.1%		8,623,065		4,587,833		65.3%	0.2%
9/24/2022	\$3.00	5	12,269,175	2.9%		8,085,497		4,183,678		65.9%	-0.1%
	\$5.00	29	74,211,530	17.6%		50,486,732		23,724,798		68.0%	0.0%
	\$10.00	19	100,485,520	23.8%		70,321,435		30,164,085		70.0%	-0.1%
	\$20.00	14	99,546,960	23.6%		74,671,084		24,875,876		75.0%	-0.1%
	\$30.00	4	20,330,850	4.8%		15,265,965		5,064,885		75.1%	0.0%
	\$50.00	6	62,592,750	14.8%		48,835,318		13,757,432		78.0%	0.0%
	\$100.00	1	33,790,700	8.0%		26,993,090		6,797,610		79.9%	79.9%
<b>Total</b>		<b>101</b>	<b>\$422,220,574</b>			<b>\$306,762,402</b>		<b>\$115,458,172</b>		<b>72.7%</b>	<b>0.7%</b>
Variance	\$1.00	0	-1,297,446		-18.3%	-818,553	-19.0%	-478,893	-17.2%	-0.53%	
2022 to	\$2.00	0	-3,382,270		-20.4%	-2,178,229	-20.2%	-1,204,041	-20.8%	0.18%	
2021	\$3.00	0	172,266		1.4%	104,832	1.3%	67,434	1.6%	-0.07%	
	\$5.00	1	-11,735,040		-13.7%	-8,004,314	-13.7%	-3,730,726	-13.6%	-0.02%	
	\$10.00	2	-12,502,710		-11.1%	-8,856,252	-11.2%	-3,646,458	-10.8%	-0.09%	
	\$20.00	3	-425,800		-0.4%	-370,963	-0.5%	-54,837	-0.2%	-0.05%	
	\$30.00	1	-8,860,740		-30.4%	-6,652,553	-30.4%	-2,208,187	-30.4%	0.00%	
	\$50.00	0	-7,682,000		-10.9%	-5,984,958	-10.9%	-1,697,042	-11.0%	0.01%	
	\$100.00	1	33,790,700		0.0%	26,993,090	0.0%	6,797,610	0.0%	79.9%	
<b>Total</b>		<b>8</b>	<b>-\$11,923,040</b>		<b>-2.7%</b>	<b>-\$5,767,901</b>	<b>-1.8%</b>	<b>-\$6,155,139</b>	<b>-5.1%</b>	<b>0.67%</b>	

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 2023			FY 2022		Difference
Sales	\$1 - \$5		\$105,473,794			\$121,716,284		-\$16,242,490
Prize Exp.	\$1 - \$5		\$70,675,509			\$81,571,773		-\$10,896,264
Sales Cont.	\$1 - \$5		\$34,798,285			\$40,144,511		-\$5,346,226
Prize Exp. %	\$1 - \$5		67.0%			67.0%		0.0%
			FY 2023			FY 2022		Difference
Sales	\$10 - \$100		\$316,746,780			\$312,427,330		\$4,319,450
Prize Exp.	\$10 - \$100		\$236,086,893			\$230,958,530		\$5,128,363
Sales Cont.	\$10 - \$100		\$80,659,887			\$81,468,800		-\$808,913
Prize Exp. %	\$10 - \$100		74.5%			73.9%		0.6%
			FY 2023			FY 2022		Difference
Sales	Scratch		\$422,220,574			\$434,143,614		-\$11,923,040
Prize Exp.	Scratch		\$306,762,402			\$312,530,302		-\$5,767,901
Sales Cont.	Scratch		\$115,458,172			\$121,613,312		-\$6,155,139
Prize Exp. %	Scratch		72.7%			72.0%		0.7%

			FY 2023			FY 2022		Difference
Sales	\$1 - \$10		\$205,959,314			\$234,704,514		-\$28,745,200
Prize Exp.	\$1 - \$10		\$140,996,944			\$160,749,460		-\$19,752,516
Sales Cont.	\$1 - \$10		\$64,962,370			\$73,955,054		-\$8,992,684
Prize Exp. %	\$1 - \$10		68.5%			68.5%		0.0%
			FY 2023			FY 2022		Difference
Sales	\$20 - \$100		\$216,261,260			\$199,439,100		\$16,822,160
Prize Exp.	\$20 - \$100		\$165,765,458			\$151,780,842		\$13,984,616
Sales Cont.	\$20 - \$100		\$50,495,802			\$47,658,258		\$2,837,544
Prize Exp. %	\$20 - \$100		76.7%			76.1%		0.5%
			FY 2023			FY 2022		Difference
Sales	Scratch		\$422,220,574			\$434,143,614		-\$11,923,040
Prize Exp.	Scratch		\$306,762,402			\$312,530,302		-\$5,767,901
Sales Cont.	Scratch		\$115,458,172			\$121,613,312		-\$6,155,139
Prize Exp. %	Scratch		72.7%			72.0%		0.7%

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

	<b>Week Ending 9/24/2022</b>	<b>% of Sales</b>	<b>Week Ending 9/17/2022</b>	<b>% of Sales</b>	<b>\$ change</b>	<b>% change</b>
	<b><u>THIS WEEK</u></b>		<b><u>LAST WEEK</u></b>			
Total Sales	<u>\$146,459,198</u>		<u>\$147,579,429</u>		<u>-\$1,120,232</u>	<u>-0.8%</u>
Scratch Tickets	<u>\$120,099,401</u>	82.0%	<u>\$121,755,487</u>	82.5%	<u>-\$1,656,086</u>	<u>-1.4%</u>
Lotto	\$2,059,231	1.4%	\$2,607,732	1.8%	-\$548,501	-21.0%
Lotto Extra	\$692,529	0.5%	\$838,817	0.6%	-\$146,288	-17.4%
Pick 3	\$4,825,210	3.3%	\$4,956,110	3.4%	-\$130,900	-2.6%
Pick 3 Fireball	\$469,810	0.3%	\$485,958	0.3%	-\$16,148	-3.3%
Cash Five	\$923,140	0.6%	\$929,573	0.6%	-\$6,433	-0.7%
Texas Two Step	\$1,696,556	1.2%	\$1,137,369	0.8%	\$559,187	49.2%
Mega Millions	\$5,161,506	3.5%	\$4,745,642	3.2%	\$415,864	8.8%
Megaplier	\$960,299	0.7%	\$889,037	0.6%	\$71,262	8.0%
MM Just the Jackpot	\$20,160	0.0%	\$18,438	0.0%	\$1,722	9.3%
Daily 4	\$2,197,930	1.5%	\$2,256,114	1.5%	-\$58,185	-2.6%
Daily 4 Fireball	\$425,403	0.3%	\$433,864	0.3%	-\$8,461	-2.0%
Powerball	\$5,067,650	3.5%	\$4,720,510	3.2%	\$347,140	7.4%
Power Play	\$976,168	0.7%	\$913,409	0.6%	\$62,759	6.9%
All or Nothing	\$884,206	0.6%	\$891,370	0.6%	-\$7,164	-0.8%
Total Draw Game Sales	<u>\$26,359,797</u>		<u>\$25,823,942</u>		<u>\$535,855</u>	<u>2.1%</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: 9/24/2022**

<b>Rank</b>	<b>Price Point</b>	<b>Game</b>	<b>Sales (Millions)</b>
1	\$ 100	\$20 MILLION SUPREME	\$ 9.539
2	\$ 10	MEGA LOTERIA	\$ 7.713
3	\$ 50	\$1,000,000 DIAMOND RICHES	\$ 5.686
4	\$ 50	500X LOTERIA SPECTACULAR	\$ 4.820
5	\$ 20	MILLION DOLLAR LOTERIA	\$ 4.660
6	\$ 20	\$1,000,000 CROSSWORD	\$ 4.461
7	\$ 5	SUPER LOTERIA	\$ 4.424
8	\$ 20	500X	\$ 4.312
9	\$ 20	MILLION DOLLAR LOTERIA	\$ 4.030
10	\$ 20	\$1,000,000 CASH BLOWOUT	\$ 3.829

**Texas Lottery Commission  
Prize Payout Tracking Report  
Unaudited**

Through the Week Ending 9/24/2022

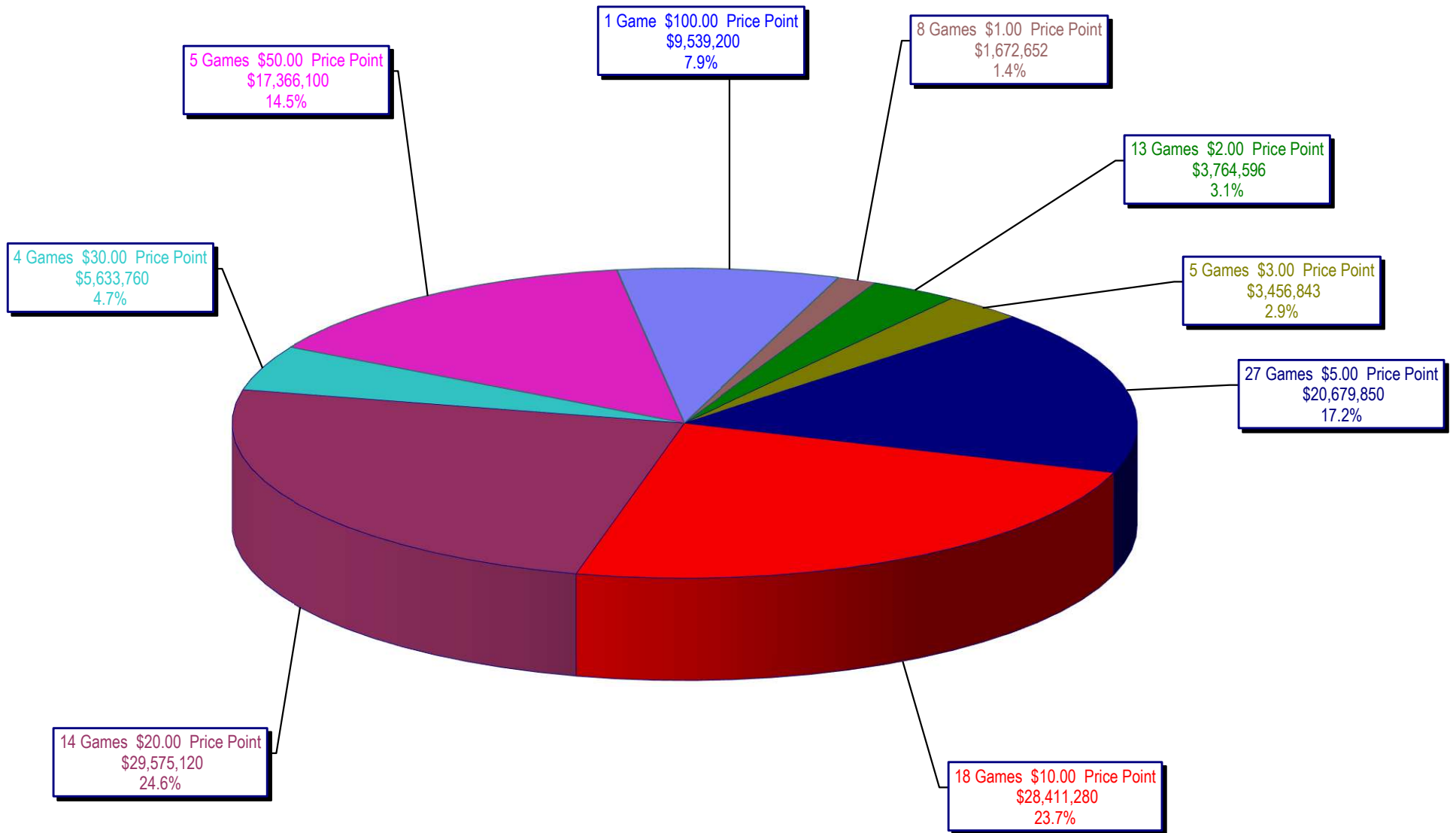
**Draw Game Sales**

		<b>FY Sales Through the Week Ending 9/24/2022</b>		<b>FY Prize Expense Through the Week Ending 9/24/2022</b>	<b>Actual* Prize Payout</b>	<b>Base Payout (Prize Pool)</b>
Lotto	\$	8,366,893	\$	4,253,916	50.84%	50.00%
Lotto Extra		2,711,195		1,483,118	54.70%	53.70%
Pick 3		17,533,935		9,340,400	53.27%	50.00%
Pick 3 Fireball		1,744,259		917,970	52.63%	54.00%
Cash Five		3,259,706		1,461,139	44.82%	50.97%
Texas Two Step		4,631,445		2,354,595	50.84%	50.00%
Mega Millions		16,435,425		8,202,242	49.91%	50.00%**
Megaplier		3,089,948		1,545,399	50.01%	N/A
MM Just the Jackpot		64,008		32,094	50.14%	50.00%**
Daily 4		7,934,601		2,975,250	37.50%	50.00%
Daily 4 Fireball		1,532,816		719,130	46.92%	54.22%
Powerball		16,043,506		8,045,344	50.15%	50.00%**
Power Play		3,111,166		1,560,746	50.17%	N/A
All or Nothing		3,134,704		1,727,484	55.11%	55.98%
<b>Totals</b>	\$	<b>89,593,607</b>	\$	<b>44,618,827</b>	<b>49.80%</b>	

*\* Before Unclaimed Prizes*

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

Texas Lottery Commission  
Scratch Ticket Sales  
For the Week Ending 9/24/2022  
(Unaudited)



**Texas Lottery Commission**  
**All Game Sales**  
**For the Week Ending 9/24/2022**  
**(Unaudited)**

