



INTEROFFICE MEMO

Gary Grief, Executive Director

Alfonso D. Royal III, Charitable Bingo Operations Director

To: J. Winston Krause, Chairman
Carmen Arrieta-Candelaria, Commissioner
Peggy A. Heeg, Commissioner
Doug Lowe, Commissioner
Robert Rivera, Commissioner

From: Kathy Pyka, Controller *KP*

Date: September 29, 2016

Re: Lottery sales and revenue, game performance, new game opportunities,
market research and trends

The attached detailed weekly sales summary for the week ending September 24, 2016 is for your information. Summary sales performance memos and the detailed weekly sales summary for the week ending October 8, 2016 will be provided to you at the October 13, 2016 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 26, 2015 and September 24, 2016

"Sales Contribution"

	9/26/2015		9/24/2016	
Sales	\$ 316,664,785		\$ 297,732,447	
Less: Prize Expense	(206,198,057)		(193,949,373)	
= Sales Contribution	110,466,727	34.88%	103,783,074	34.86%
Less: Retailer Commission (5%)	(15,854,576)		(14,887,168)	
Less: Administration (IGT @2.2099%)	(6,997,975)		(6,579,589)	
Statutory Administration Appropriation	(15,168,560)		(14,261,682)	
= Estimated Net Revenue to the State (FSF)	\$ 72,445,616	22.88%	\$ 68,054,635	22.86%
 Prize Expense as a % of sales	 65.1%		 65.1%	

Total may not sum due to rounding



WEEKLY SALES SUMMARY

Unaudited

Week Ending: 9/24/2016

Texas Lottery Commission
Fiscal Year to Date Sales Comparison
Unaudited

Through the Week Ending 9/24/2016 (4 Weeks)

Sales by Game	FY 2015 *	FY 2016 **	FY 2017	\$ Change		% Change	
				FY 2017 to FY 2015	FY 2017 to FY 2016	FY 2017 to FY 2015	FY 2017 to FY 2016
Scratch Tickets	\$ 237,017,624	\$ 236,362,597	\$ 229,511,959	\$ -7,505,665	\$ -6,850,638	-3.2%	-2.9%
Lotto Texas	9,155,966	10,947,889	7,465,604	-1,690,362	-3,482,285	-18.5%	-31.8%
Lotto Extra	1,372,211	1,824,978	1,418,178	45,967	-406,800	3.3%	-22.3%
Pick 3	18,660,428	18,790,304	16,279,206	-2,381,223	-2,511,099	-12.8%	-13.4%
Pick 3 Sum It Up	360,350	393,249	306,345	-54,005	-86,904	-15.0%	-22.1%
Cash Five	3,761,850	3,515,902	2,865,203	-896,647	-650,699	-23.8%	-18.5%
Texas Two Step	4,893,777	4,091,317	3,887,276	-1,006,501	-204,041	-20.6%	-5.0%
Mega Millions	8,322,388	8,233,920	8,088,164	-234,224	-145,756	-2.8%	-1.8%
Megaplier	2,064,785	2,146,404	2,159,400	94,615	12,996	4.6%	0.6%
Daily 4	6,218,391	6,343,924	5,974,711	-243,681	-369,213	-3.9%	-5.8%
Daily 4 Sum It Up	386,179	327,214	320,821	-65,358	-6,393	-16.9%	-2.0%
Powerball	16,733,495	18,820,074	14,589,176	-2,144,319	-4,230,898	-12.8%	-22.5%
Power Play	2,071,826	2,377,302	2,072,178	352	-305,124	0.0%	-12.8%
All or Nothing	3,066,646	2,489,712	1,780,689	-1,285,957	-709,023	-41.9%	-28.5%
Monopoly	-	-	-	-	-	-	-
Texas Triple Chance	-	-	1,013,538	1,013,538	1,013,538	-	-
Total	\$ 314,085,915	\$ 316,664,785	\$ 297,732,447	\$ -16,353,469	\$ -18,932,338	-5.2%	-6.0%

* 3 extra days

** 2 extra days

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

Through the Week Ending 9/24/2016 (4 Weeks)

Sales by Game	FY 2015	FY 2016	FY 2017
Scratch Tickets	\$ 8,778,431	\$ 9,090,869	\$ 9,562,998
Lotto Texas	339,110	421,073	311,067
Lotto Extra	50,823	70,191	59,091
Pick 3	691,127	722,704	678,300
Pick 3 Sum It Up	13,346	15,125	12,764
Cash Five	139,328	135,227	119,383
Texas Two Step	181,251	157,358	161,970
Mega Millions	308,237	316,689	337,007
Megaplier	76,474	82,554	89,975
Daily 4	230,311	243,997	248,946
Daily 4 Sum It Up	14,303	12,585	13,368
Powerball	619,759	723,849	607,882
Power Play	76,734	91,435	86,341
All or Nothing	113,579	95,758	74,195
Monopoly	-	-	-
Texas Triple Chance	-	-	42,231
Total	\$ <u>11,632,812</u>	\$ <u>12,179,415</u>	\$ <u>12,405,519</u>
	thru 9/27/2014 27 days	thru 9/26/2015 26 days	thru 9/24/2016 24 days

Texas Lottery Commission
Fiscal Year Over Year Change in Sales
Unaudited
FY 2017 Compared to FY 2016

			SCRATCH TICKETS				DRAW GAMES				TOTAL SALES			
FY 2017			% change -				% change -				% change -			
Week	Week	Ending	FY 2017	FY 2016	Difference	Cumulative Sales	FY 2017	FY 2016	Difference	Cumulative Sales	FY 2017	FY 2016	Difference	Cumulative Sales
1	9/3/2016 *		\$32,980,266	\$49,534,249	(\$16,553,983)	-33.4%	\$10,218,656	\$17,091,724	(\$6,873,068)	-40.2%	\$43,198,922	\$66,625,973	(\$23,427,051)	-35.2%
2	9/10/2016		\$65,952,418	\$61,566,291	\$4,386,127	7.1%	\$19,635,377	\$20,630,922	(\$995,545)	-4.8%	\$85,587,795	\$82,197,213	\$3,390,583	4.1%
3	9/17/2016		\$66,196,270	\$63,530,657	\$2,665,613	4.2%	\$20,915,290	\$20,327,253	\$588,037	2.9%	\$87,111,560	\$83,857,910	\$3,253,650	3.9%
4	9/24/2016		\$64,383,005	\$61,731,400	\$2,651,605	4.3%	\$17,451,165	\$22,252,290	(\$4,801,125)	-21.6%	\$81,834,170	\$83,983,690	(\$2,149,520)	-2.6%
5	10/1/2016			\$67,048,415				\$25,436,791				\$92,485,206		
6	10/8/2016			\$66,049,706				\$18,138,977				\$84,188,683		
7	10/15/2016			\$65,073,593				\$17,776,414				\$82,850,007		
8	10/22/2016			\$64,087,437				\$18,450,464				\$82,537,901		
9	10/29/2016			\$66,025,374				\$19,568,150				\$85,593,524		
10	11/5/2016			\$68,137,192				\$20,398,351				\$88,535,543		
11	11/12/2016			\$65,449,428				\$20,169,382				\$85,618,810		
12	11/19/2016			\$68,364,421				\$17,174,606				\$85,539,027		
13	11/26/2016			\$61,091,628				\$17,168,993				\$78,260,621		
14	12/3/2016			\$67,830,827				\$19,252,418				\$87,083,245		
15	12/10/2016			\$68,324,452				\$19,529,408				\$87,853,860		
16	12/17/2016			\$71,041,258				\$20,824,840				\$91,866,098		
17	12/24/2016			\$78,125,965				\$22,586,417				\$100,712,382		
18	12/31/2016			\$76,712,975				\$27,972,880				\$104,685,855		
19	1/7/2017			\$77,136,541				\$127,289,478				\$204,426,019		
20	1/14/2017			\$73,858,865				\$140,104,126				\$213,962,991		
21	1/21/2017			\$70,665,700				\$20,781,745				\$91,447,445		
22	1/28/2017			\$71,051,685				\$20,433,401				\$91,485,086		
23	2/4/2017			\$78,458,428				\$21,274,800				\$99,733,228		
24	2/11/2017			\$80,754,850				\$21,391,919				\$102,146,769		
25	2/18/2017			\$80,078,271				\$21,911,382				\$101,989,653		
26	2/25/2017			\$78,832,217				\$22,823,086				\$101,655,303		
27	3/4/2017			\$80,019,524				\$23,146,906				\$103,166,430		
28	3/11/2017			\$78,524,214				\$19,311,625				\$97,835,839		
29	3/18/2017			\$75,446,960				\$18,001,000				\$93,447,960		
30	3/25/2017			\$75,293,759				\$18,553,964				\$93,847,723		
31	4/1/2017			\$79,316,221				\$19,482,563				\$98,798,784		
32	4/8/2017			\$74,560,898				\$20,100,629				\$94,661,527		
33	4/15/2017			\$74,056,586				\$20,677,413				\$94,733,999		
34	4/22/2017			\$73,110,080				\$20,313,339				\$93,423,419		
35	4/29/2017			\$73,448,019				\$22,666,626				\$96,114,645		
36	5/6/2017			\$77,593,399				\$33,262,968				\$110,856,367		
37	5/13/2017			\$75,263,676				\$20,250,149				\$95,513,825		
38	5/20/2017			\$74,274,808				\$19,605,983				\$93,880,791		
39	5/27/2017			\$71,562,728				\$20,150,232				\$91,712,960		
40	6/3/2017			\$73,085,109				\$21,067,550				\$94,152,659		
41	6/10/2017			\$70,593,768				\$21,389,794				\$91,983,562		
42	6/17/2017			\$69,501,864				\$22,402,713				\$91,904,577		

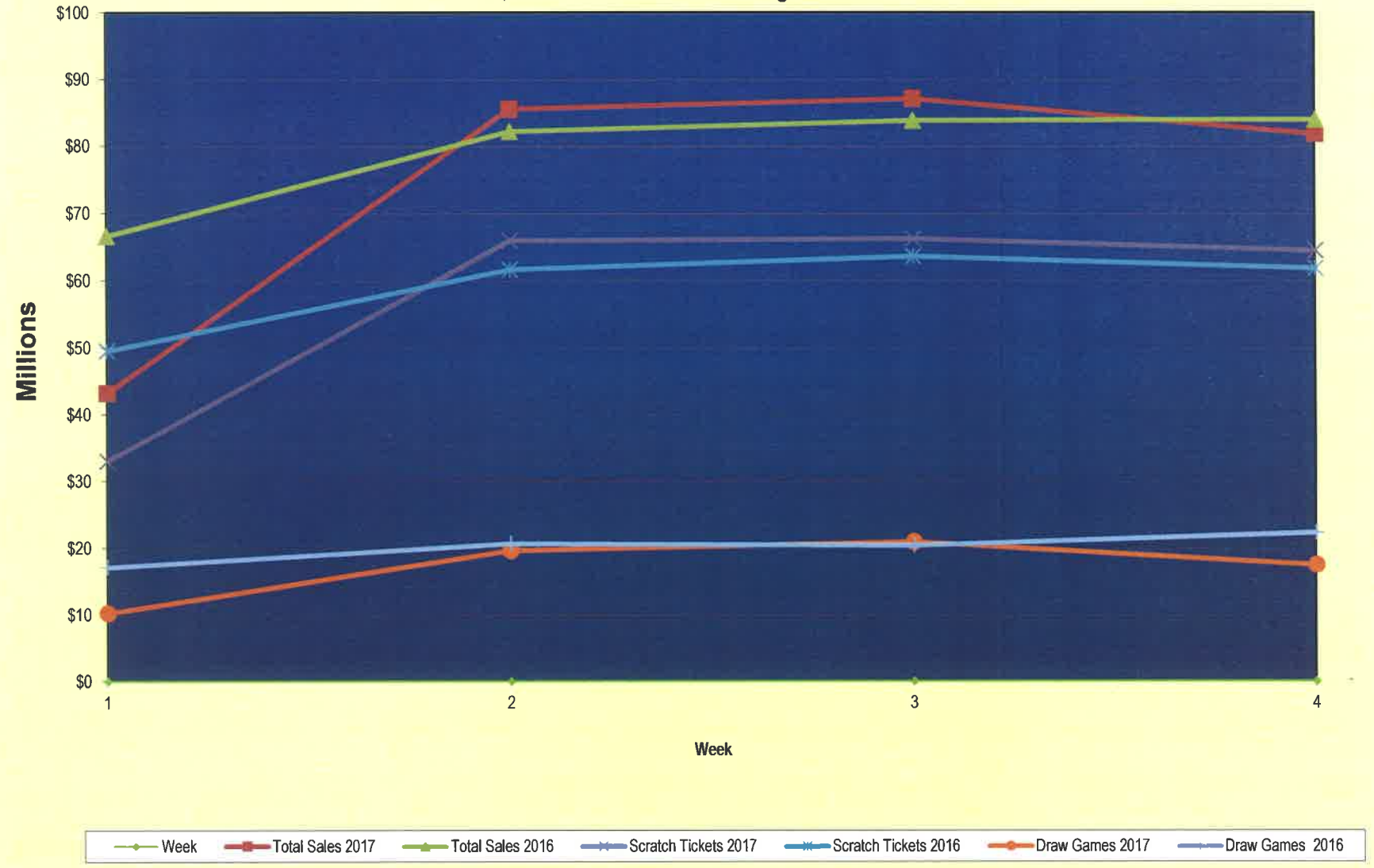
Texas Lottery Commission
Fiscal Year Over Year Change in Sales
Unaudited
FY 2017 Compared to FY 2016

			SCRATCH TICKETS				DRAW GAMES				TOTAL SALES			
FY 2017			FY 2017	FY 2016	Difference	% change - Cumulative Sales	FY 2017	FY 2016	Difference	% change - Cumulative Sales	FY 2017	FY 2016	Difference	% change - Cumulative Sales
Week	Week	Ending												
43	6/24/2017			\$69,243,660				\$24,290,311				\$93,533,971		
44	7/1/2017			\$70,782,313				\$29,331,406				\$100,113,719		
45	7/8/2017			\$67,636,625				\$38,673,314				\$106,309,939		
46	7/15/2017			\$68,064,720				\$21,311,938				\$89,376,658		
47	7/22/2017			\$69,509,821				\$21,982,689				\$91,492,510		
48	7/29/2017			\$64,486,970				\$30,699,953				\$95,186,923		
49	8/5/2017			\$69,206,183				\$18,277,075				\$87,483,258		
50	8/12/2017			\$67,165,060				\$18,101,640				\$85,266,700		
51	8/19/2017			\$69,067,938				\$18,981,681				\$88,049,619		
52	8/26/2017			\$67,821,162				\$19,606,571				\$87,427,733		
	8/31/2017 **			\$36,609,542				\$9,310,254				\$45,919,796		
Total thru Current Week			\$229,511,959	\$236,362,597	(\$6,850,638)	-2.9%	\$68,220,488	\$80,302,188	(\$12,081,700)	-15.0%	\$297,732,447	\$316,664,785	(\$18,932,338)	-6.0%
Fiscal Year Total			\$229,511,959	\$3,715,807,432			\$68,220,488	\$1,351,710,491			\$297,732,447	\$5,067,517,923		

* FY 17 includes 3 days; FY 16 includes 5 days

** FY 17 includes 5 days; FY 16 includes 4 days

Texas Lottery Commission Fiscal Year Over Year Change in Sales



Note: Week 1 is not a full week of sales as this 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 %
2016	\$1.00	11	10,802,090	4.6%		6,533,759		4,268,331		60.5%	-0.1%
Through	\$2.00	20	22,586,312	9.6%		14,775,282		7,811,030		65.4%	-0.1%
9/26/2015	\$3.00	9	21,910,335	9.3%		14,414,250		7,496,085		65.8%	-0.2%
	\$5.00	32	72,113,300	30.5%		49,001,941		23,111,359		68.0%	0.0%
	\$10.00	13	51,318,680	21.7%		35,967,793		15,350,887		70.1%	-0.3%
	\$20.00	7	45,322,980	19.2%		33,966,295		11,356,685		74.9%	0.0%
	\$50.00	3	12,308,900	5.2%		9,571,584		2,737,316		77.8%	0.0%
Total		95	\$236,362,597			\$164,230,905		\$72,131,692		69.5%	0.1%
2017	\$1.00	15	9,854,662	4.3%		5,923,948		3,930,714		60.1%	-0.2%
Through	\$2.00	20	19,442,908	8.5%		12,708,626		6,734,282		65.4%	0.3%
9/24/2016	\$3.00	7	16,145,484	7.0%		10,647,458		5,498,026		65.9%	0.1%
	\$5.00	31	75,984,395	33.1%		51,607,855		24,376,540		67.9%	0.0%
	\$10.00	13	47,943,720	20.9%		33,966,257		13,977,463		70.8%	1.0%
	\$20.00	9	51,116,940	22.3%		38,298,404		12,818,536		74.9%	0.0%
	\$50.00	3	9,023,850	3.9%		7,023,896		1,999,954		77.8%	0.1%
Total		98	\$229,511,959			\$160,176,443		\$69,335,516		69.8%	0.3%
Variance	\$1.00	4	-947,428		-8.8%	-609,811	-9.3%	-337,617	-7.9%	-0.37%	
2017 to	\$2.00	0	-3,143,404		-13.9%	-2,066,657	-14.0%	-1,076,747	-13.8%	-0.05%	
2016	\$3.00	-2	-5,764,851		-26.3%	-3,766,792	-26.1%	-1,998,059	-26.7%	0.16%	
	\$5.00	-1	3,871,095		5.4%	2,605,915	5.3%	1,265,180	5.5%	-0.03%	
	\$10.00	0	-3,374,960		-6.6%	-2,001,537	-5.6%	-1,373,423	-8.9%	0.76%	
	\$20.00	2	5,793,960		12.8%	4,332,109	12.8%	1,461,851	12.9%	-0.02%	
	\$50.00	0	-3,285,050		-26.7%	-2,547,688	-26.6%	-737,362	-26.9%	0.08%	
Total		3	-\$6,850,638		-2.9%	-\$4,054,461	-2.5%	-\$2,796,177	-3.9%	0.31%	
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 2017		FY 2016		Difference
Sales	\$1 - \$5		\$121,427,449		\$127,412,037	-\$5,984,588
Prize Exp.	\$1 - \$5		\$80,887,887		\$84,725,232	-\$3,837,345
Sales Cont.	\$1 - \$5		\$40,539,562		\$42,686,805	-\$2,147,243
Prize Exp. %	\$1 - \$5		66.6%		66.5%	0.1%
		FY 2017		FY 2016		Difference
Sales	\$10 - \$50		\$108,084,510		\$108,950,560	-\$866,050
Prize Exp.	\$10 - \$50		\$79,288,556		\$79,505,673	-\$217,116
Sales Cont.	\$10 - \$50		\$28,795,954		\$29,444,887	-\$648,934
Prize Exp. %	\$10 - \$50		73.4%		73.0%	0.4%
		FY 2017		FY 2016		Difference
Sales	Scratch		\$229,511,959		\$236,362,597	-\$6,850,638
Prize Exp.	Scratch		\$160,176,443		\$164,230,905	-\$4,054,461
Sales Cont.	Scratch		\$69,335,516		\$72,131,692	-\$2,796,177
Prize Exp. %	Scratch		69.8%		69.5%	0.3%

		FY 2017		FY 2016		Difference
Sales	\$1 - \$10		\$169,371,169		\$178,730,717	-\$9,359,548
Prize Exp.	\$1 - \$10		\$114,854,144		\$120,693,026	-\$5,838,882
Sales Cont.	\$1 - \$10		\$54,517,025		\$58,037,691	-\$3,520,666
Prize Exp. %	\$1 - \$10		67.8%		67.5%	0.3%
		FY 2017		FY 2016		Difference
Sales	\$20 - \$50		\$60,140,790		\$57,631,880	\$2,508,910
Prize Exp.	\$20 - \$50		\$45,322,300		\$43,537,879	\$1,784,420
Sales Cont.	\$20 - \$50		\$14,818,490		\$14,094,001	\$724,490
Prize Exp. %	\$20 - \$50		75.4%		75.5%	-0.2%
		FY 2017		FY 2016		Difference
Sales	Scratch		\$229,511,959		\$236,362,597	-\$6,850,638
Prize Exp.	Scratch		\$160,176,443		\$164,230,905	-\$4,054,461
Sales Cont.	Scratch		\$69,335,516		\$72,131,692	-\$2,796,177
Prize Exp. %	Scratch		69.8%		69.5%	0.3%

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

	Week Ending 9/24/2016	% of Sales	Week Ending 9/17/2016	% of Sales	\$ change	% change
	<u>THIS WEEK</u>		<u>LAST WEEK</u>			
Total Sales	<u>\$81,834,170</u>		<u>\$87,111,560</u>		<u>-\$5,277,390</u>	-6.06%
Scratch Tickets	<u>\$64,383,005</u>	78.7%	<u>\$66,196,270</u>	76.0%	<u>-\$1,813,265</u>	-2.74%
Lotto	\$2,141,721	2.6%	\$2,127,440	2.4%	\$14,281	0.67%
Lotto Extra	\$404,127	0.5%	\$405,936	0.5%	-\$1,809	-0.45%
Pick 3	\$4,551,066	5.6%	\$4,553,039	5.2%	-\$1,973	-0.04%
Pick 3 Sum It Up	\$83,958	0.1%	\$86,110	0.1%	-\$2,152	-2.50%
Cash Five	\$811,604	1.0%	\$822,240	0.9%	-\$10,636	-1.29%
Texas Two Step	\$1,465,789	1.8%	\$1,180,444	1.4%	\$285,345	24.17%
Mega Millions	\$1,733,288	2.1%	\$2,661,252	3.1%	-\$927,964	-34.87%
Megaplier	\$489,347	0.6%	\$692,583	0.8%	-\$203,236	-29.34%
Daily 4	\$1,680,793	2.1%	\$1,705,629	2.0%	-\$24,836	-1.46%
Daily 4 Sum It Up	\$90,386	0.1%	\$91,610	0.1%	-\$1,224	-1.34%
Powerball	\$2,790,676	3.4%	\$5,096,928	5.9%	-\$2,306,252	-45.25%
Power Play	\$429,512	0.5%	\$696,626	0.8%	-\$267,114	-38.34%
All or Nothing	\$503,041	0.6%	\$503,466	0.6%	-\$425	-0.08%
Texas Triple Chance	\$275,858	0.3%	\$291,988	0.3%	-\$16,130	-5.52%
Total Draw Game Sales	<u>\$17,451,165</u>		<u>\$20,915,290</u>		<u>-\$3,464,125</u>	-16.56%

* Totals may not sum due to rounding.

**Texas Lottery Commission
Weekly Sales Summary
Unaudited**

**SCRATCH TICKETS
TOP TEN SELLING GAMES**

For the week ending: 9/24/2016

Rank	Price Point	Game	Sales (Millions)
1	\$ 10	\$200 MILLION PAYOUT	\$ 4.853
2	\$ 20	100X THE CASH	\$ 3.372
3	\$ 5	SUPER LOTERIA	\$ 3.251
4	\$ 5	\$100,000 CASH	\$ 3.030
5	\$ 20	\$1,000,000 RICHES	\$ 2.957
6	\$ 10	CASHWORD MULTIPLIER	\$ 2.790
7	\$ 50	HIGH ROLLER CASINO ACTION	\$ 2.520
8	\$ 10	CASINO CASH	\$ 2.413
9	\$ 5	\$27 MILLION PAYOUT	\$ 2.302
10	\$ 20	HIT \$1,000,000	\$ 2.264

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

Through the week ending: 9/24/16

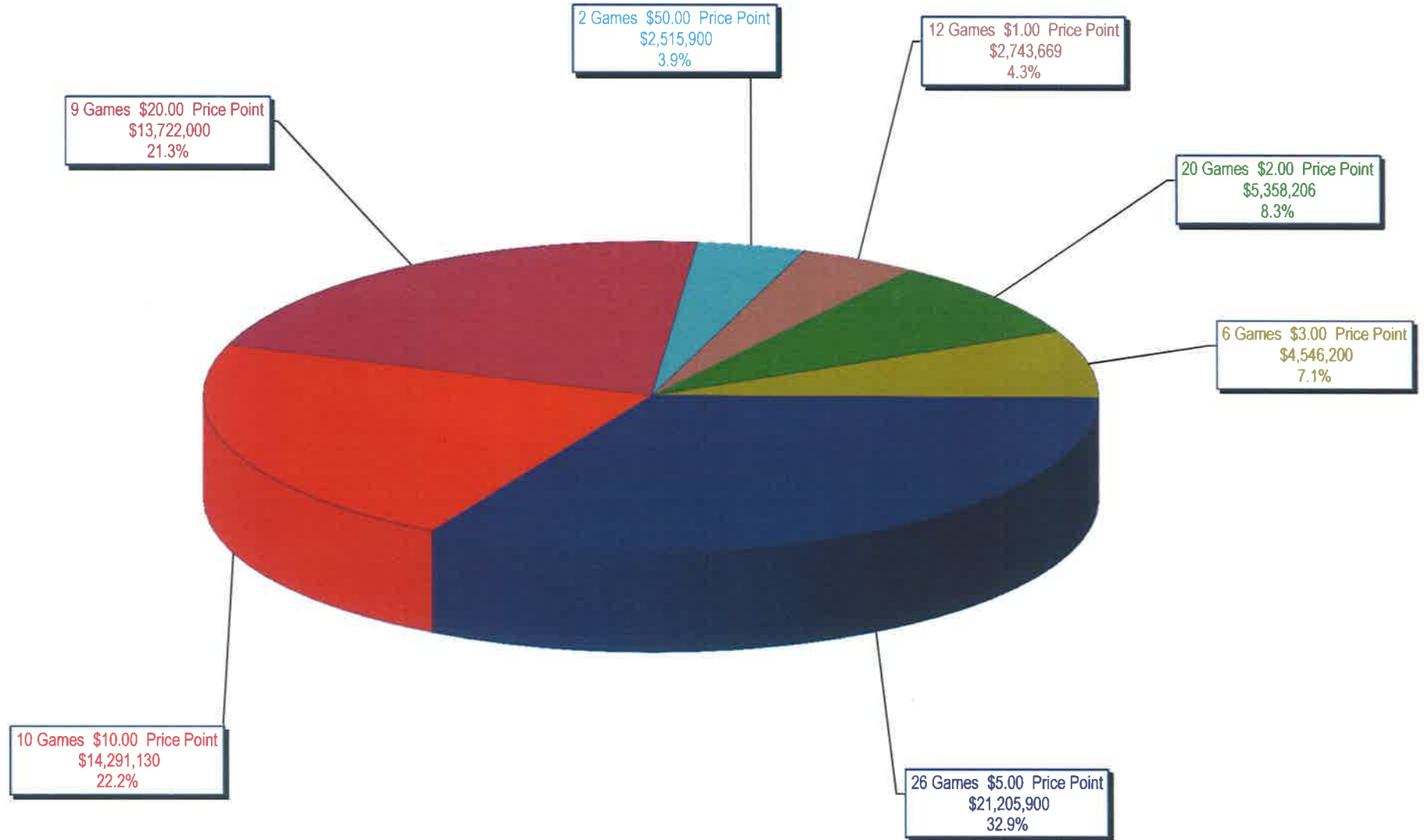
Draw Game Sales

		FY Sales Through Week Ending 9/24/2016		FY Prize Expense Through Week Ending 9/24/2016	Actual* Prize Payout	Base Payout (Prize Pool)
Lotto	\$	7,465,604	\$	3,733,024	50.00%	50.00%
Lotto Extra		1,418,178		748,644	52.79%	53.70%
Pick 3		16,279,206		7,478,730	45.94%	50.00%
Pick 3 Sum It Up		306,345		139,670	45.59%	50.00%
Cash Five		2,865,203		1,432,674	50.00%	50.00%
Texas Two Step		3,887,276		1,915,639	49.28%	50.00%
Mega Millions		8,088,164		4,164,343	51.49%	50.00%**
Megaplier		2,159,400		1,089,073	50.43%	N/A
Daily 4		5,974,711		2,904,975	48.62%	50.00%
Daily 4 Sum It Up		320,821		172,857	53.88%	50.00%
Powerball		14,589,176		7,318,120	50.16%	50.00%**
Power Play		2,072,178		1,040,328	50.20%	N/A
All or Nothing		1,780,689		1,070,424	60.11%	55.98%
Texas Triple Chance		1,013,538		564,429	55.69%	54.42%
Totals	\$	68,220,488	\$	33,772,929	49.51%	

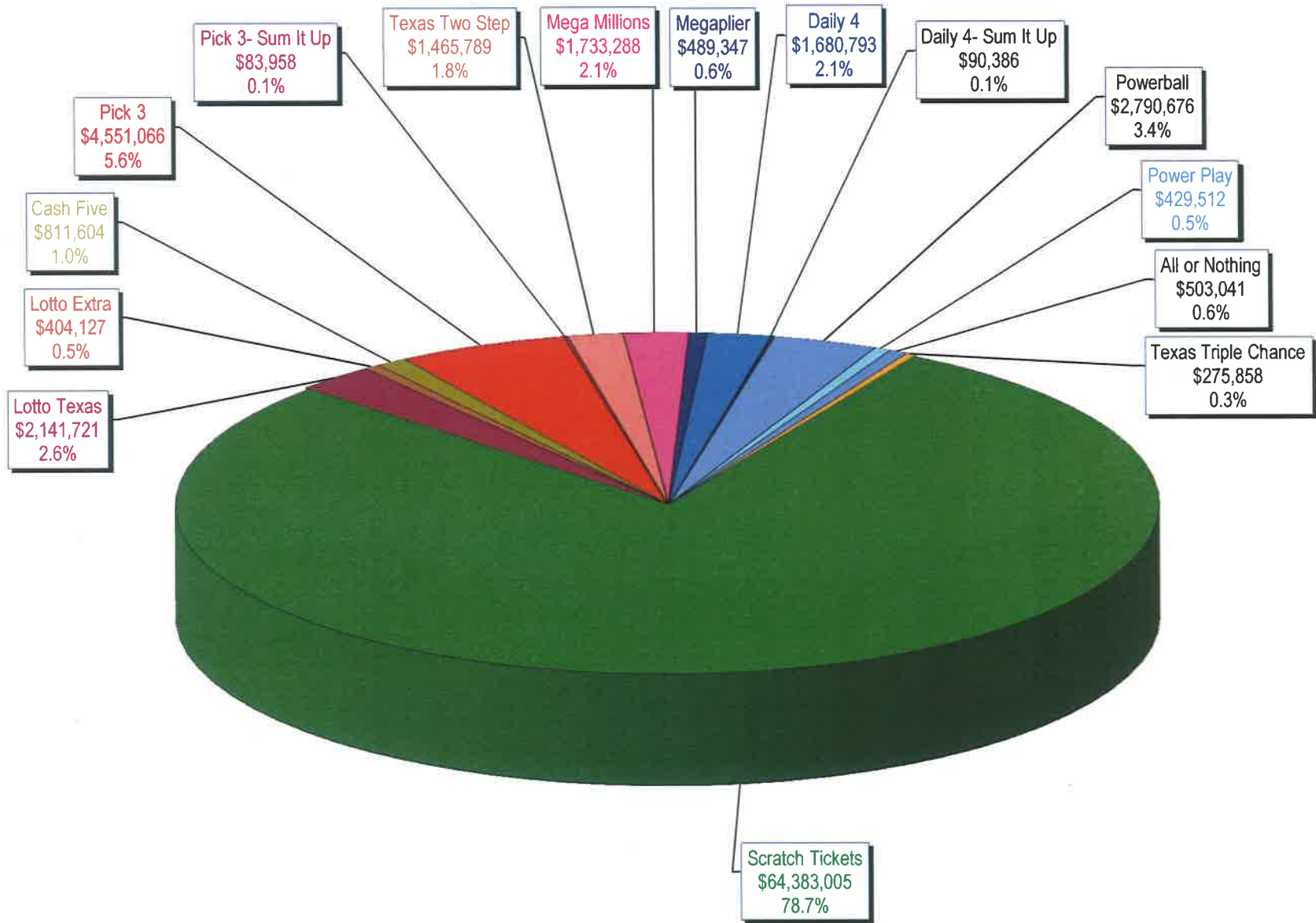
* Before Unclaimed Prizes

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

Texas Lottery Commission
Scratch Ticket Sales
For the week ending 9/24/16
(Unaudited)



**Texas Lottery Commission
All Game Sales
For the week ending 9/24/16
(Unaudited)**



Texas Lottery Commission - Weekly Sales Summary for FY 2017 (Unaudited)

Week Ended	Scratch Tickets	New Games & Dates	Lotto Texas	Jackpot W 2	Lotto Extra	Pick 3	Pick 3 Sum & Up	Cash Five	Texas Two Step	Jackpot M 7W	Mega Millions	Jackpot T #	MegaMill	Daily 4	Daily 4 Sum & Up	Powerball	Jackpot W 8	Power Play	All or Nothing	Texas Triple Chance	Total	Per Cap.
9/3/2016	69,589,806	0	2,106,552	8.75 9.25	402,665	4,798,985	92,214	543,135	810,947	200 200	2,331,141	84 92	631,299	1,788,614	96,398	4,189,234	154 170	603,430	528,102	306,194	89,118,717	3.24
9/10/2016	65,952,418	1810 (\$1.N), 1809 (\$1.N), 1811 (\$5.N) - 9/05/16	2,095,828	9.75 10.25	399,944	4,590,651	86,697	818,614	862,148	225 275	2,480,552	101 111	655,068	1,647,119	87,455	4,473,836	166 205	628,810	508,718	291,940	85,587,795	3.12
9/17/2016	66,196,270	0	2,127,440	11 11.75	405,936	4,553,039	89,110	822,240	1,180,444	400 550	2,661,252	122 133	892,583	1,705,609	91,610	5,096,928	222 244	696,628	503,466	291,968	87,111,560	3.17
9/24/2016	64,383,005	1793 (\$2.N), 1782 (\$5.N), 1781 (\$10.N) - 9/19/16	2,141,721	12.25 13	404,127	4,551,066	83,958	811,604	1,465,789	700 900	1,733,288	15 20	489,347	1,680,793	90,386	2,790,676	40 50	429,512	503,041	275,858	81,834,170	2.98
weekly change	-2.1%		0.7%		-0.4%	0.0%	-2.5%	-1.3%	24.2%		-34.9%		-29.2%	-1.5%	-1.3%	-45.2%		-36.3%	-0.1%	-5.5%	-6.1%	
SALES	SALES	SALES	SALES	SALES	SALES	SALES	SALES	SALES	SALES	SALES	SALES	SALES	SALES	SALES	SALES	SALES	SALES	SALES	SALES	SALES	SALES	% of Sales
Calendar Year to date	2,777,739,603		26,741,434		16,864,388	186,901,954	3,829,529	33,342,181	40,852,791		121,861,394		20,959,896	67,088,825	3,652,505	284,101,315		45,344,770	21,710,845	14,997,791	2,842,909,319	100.0%
Fiscal Year to date 2017	229,511,958		7,485,954		1,418,178	16,279,206	306,345	2,865,203	3,887,276		8,068,164		2,159,400	5,974,711	320,821	14,588,176		2,072,178	1,780,888	1,013,538	297,732,447	100.0%

*Full week includes 4 days from FY16