



INTEROFFICE MEMO

Gary Grief, Executive Director Ed Rogers, Acting Charitable Bingo Operations Director

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

From: Kathy Pyka, Controller *KP*

Date: June 6, 2018

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 June 2, 2018 is for your information. Summary sales performance memos and the detailed weekly sales summary for the week ending June 16, 2018 will be provided to you at the June 21, 2018 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 June 3, 2017 and June 2, 2018

"Sales Contribution"

	6/3/2017	6/2/2018
Sales	\$ 3,796,261,175	\$ 4,255,980,028
Less: Prize Expense	(2,499,002,983)	(2,818,908,134)
= Sales Contribution	1,297,258,192	1,437,071,894
	34.17%	33.77%
Less: Retailer Commission (5%)	(189,854,325)	(212,923,161)
Less: Administration (IGT @2.20999%)	(83,893,576)	(94,052,903)
Less: Statutory Administration Appropriation	(133,494,668)	(135,919,543)
= Estimated Net Revenue to the State (FSF)	\$ 890,015,623	\$ 994,176,287
	23.44%	23.36%
Prize Expense as a % of sales	65.8%	66.2%

Total may not sum due to rounding



WEEKLY SALES SUMMARY

Unaudited

Week Ending: 6/02/2018

Texas Lottery Commission
Fiscal Year to Date Sales Comparison
Unaudited

Through the Week Ending 6/02/2018 (40 Weeks)

Sales by Game	FY 2016 *	FY 2017 **	FY 2018	\$ Change		% Change	
				FY 2018 to FY 2016	FY 2018 to FY 2017	FY 2018 to FY 2016	FY 2018 to FY 2017
Scratch Tickets	\$ 2,856,117,806	\$ 3,000,256,810	\$ 3,340,680,090	\$ 484,562,284	\$ 340,423,280	17.0%	11.3%
Lotto Texas	94,285,902	86,367,643	88,716,225	-5,569,677	2,348,582	-5.9%	2.7%
Lotto Extra	16,596,103	16,970,406	19,610,652	3,014,549	2,640,246	18.2%	15.6%
Pick 3	196,338,322	191,265,806	194,259,198	-2,079,125	2,993,392	-1.1%	1.6%
Pick 3 Sum It Up	4,036,773	3,651,655	3,865,981	-170,792	214,327	-4.2%	5.9%
Cash Five	35,531,815	33,434,970	32,176,304	-3,355,511	-1,258,666	-9.4%	-3.8%
Texas Two Step	42,196,113	41,737,129	40,294,002	-1,902,111	-1,443,127	-4.5%	-3.5%
Mega Millions	100,181,341	84,745,501	156,484,738	56,303,397	71,739,237	56.2%	84.7%
Megaplier	25,448,246	23,180,877	25,488,541	40,295	2,307,664	0.2%	10.0%
MM Just the Jackpot	-	-	1,240,233	1,240,233	1,240,233	-	-
Daily 4	69,445,051	72,536,234	81,815,220	12,370,169	9,278,986	17.8%	12.8%
Daily 4 Sum It Up	3,701,504	3,895,294	4,397,185	695,681	501,891	18.8%	12.9%
Powerball	383,415,419	179,434,641	205,090,441	-178,324,978	25,655,800	-46.5%	14.3%
Power Play	43,148,039	25,366,154	30,549,564	-12,598,475	5,183,410	-29.2%	20.4%
All or Nothing	23,741,372	22,096,792	22,098,103	-1,643,269	1,311	-6.9%	0.0%
Texas Triple Chance	19,285,154	11,321,264	9,213,553	-10,071,601	-2,107,711	-52.2%	-18.6%
Total	\$ 3,913,468,960	\$ 3,796,261,175	\$ 4,255,980,028	\$ 342,511,068	\$ 459,718,854	8.8%	12.1%

* 3 extra days

** 1 extra day

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

Through the Week Ending 6/02/2018 (40 Weeks)

Sales by Game	FY 2016	FY 2017	FY 2018
Scratch Tickets	\$ 10,273,805	\$ 10,870,496	\$ 12,147,928
Lotto Texas	339,158	312,926	322,604
Lotto Extra	59,698	61,487	71,311
Pick 3	706,253	692,992	706,397
Pick 3 Sum It Up	14,521	13,231	14,058
Cash Five	127,812	121,141	117,005
Texas Two Step	151,785	151,221	146,524
Mega Millions	360,365	307,049	569,035
Megaplier	91,540	83,989	92,686
MM Just the Jackpot	-	- **	5,689
Daily 4	249,802	262,812	297,510
Daily 4 Sum It Up	13,315	14,113	15,990
Powerball	1,379,192	650,126	745,783
Power Play	155,209	91,906	111,089
All or Nothing	85,401	80,061	80,357
Texas Triple Chance	76,528	41,019	33,504
Total	\$ 14,084,384	\$ 13,754,569	\$ 15,477,470

	thru 6/04/2016	thru 6/03/2017	thru 6/02/2018
	278 days	276 days	275 days
	252 days	**	218 days

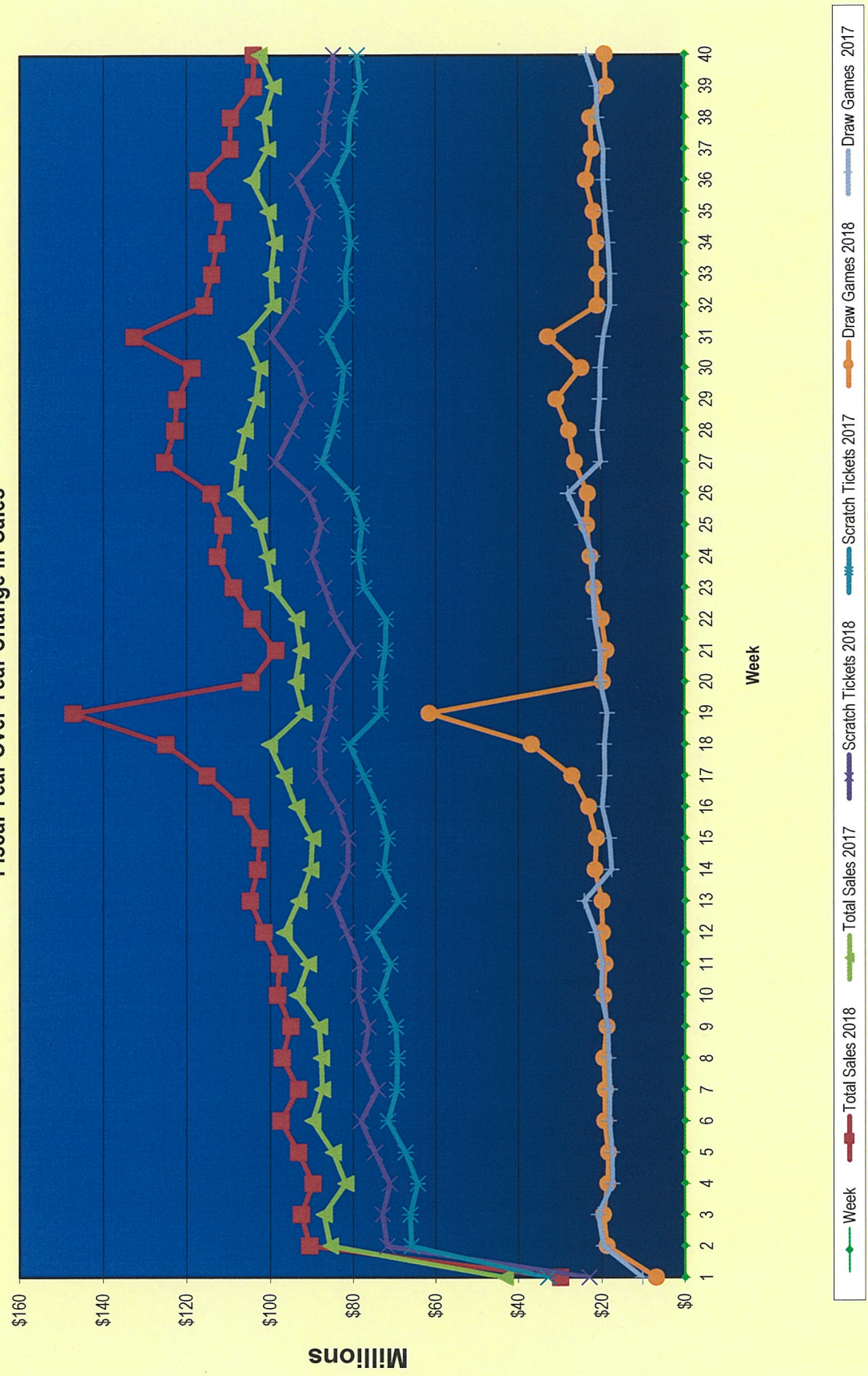
Texas Lottery Commission
Fiscal Year Over Year Change in Sales
 Unaudited
 FY 2018 Compared to FY 2017

Week	Week Ending	SCRATCH TICKETS				DRAW GAMES				TOTAL SALES			
		FY 2018	FY 2017	Difference	% change - Cumulative Sales	FY 2018	FY 2017	Difference	% change - Cumulative Sales	FY 2018	FY 2017	Difference	% change - Cumulative Sales
43	6/23/2018		\$75,379,863				\$18,464,310				\$93,844,173		
44	6/30/2018		\$76,450,854				\$19,685,004				\$96,135,858		
45	7/7/2018		\$75,420,516				\$20,817,697				\$96,238,213		
46	7/14/2018		\$74,068,426				\$21,553,240				\$95,621,666		
47	7/21/2018		\$75,926,884				\$21,909,933				\$97,836,817		
48	7/28/2018		\$68,526,927				\$22,791,762				\$91,318,689		
49	8/4/2018		\$74,104,794				\$27,395,555				\$101,501,349		
50	8/11/2018		\$73,356,820				\$37,340,879				\$110,697,699		
51	8/18/2018		\$74,114,510				\$42,787,014				\$116,901,524		
52	8/25/2018		\$70,061,982				\$55,854,516				\$125,916,498		
	8/31/2018**		\$43,727,573				\$9,679,652				\$53,407,225		
Total thru Current Week		\$3,340,680,090	\$3,000,256,810	\$340,423,280	11.3%	\$915,289,939	\$796,004,365	\$119,295,574	15.0%	\$4,255,980,028	\$3,796,261,175	\$459,718,854	12.1%
Fiscal Year Total		\$3,340,680,090	\$3,935,220,022			\$915,289,939	\$1,142,241,630			\$4,255,980,028	\$5,077,461,652		

* FY 18 includes 2 days; FY 17 includes 3 days

** FY 18 includes 6 days; FY 17 includes 5 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 %
2017	\$1.00	23	114,326,448	3.8%		68,936,954		45,389,494		60.3%	0.1%
Through	\$2.00	29	251,834,070	8.4%		164,097,337		87,736,733		65.2%	0.0%
6/3/2017	\$3.00	12	205,364,052	6.8%		135,418,098		69,945,954		65.9%	0.1%
	\$5.00	55	945,010,940	31.5%		642,210,679		302,800,261		68.0%	0.0%
	\$10.00	20	686,288,580	22.9%		482,716,961		203,571,619		70.3%	0.2%
	\$20.00	14	632,359,920	21.1%		473,841,482		158,518,438		74.9%	0.0%
	\$30.00	0	0	0.0%		0		0		0.0%	0.0%
	\$50.00	5	165,072,800	5.5%		128,519,681		36,553,119		77.9%	0.1%
Total		158	\$3,000,256,810			\$2,095,741,191		\$904,515,619		69.9%	0.4%
2018	\$1.00	22	122,043,251	3.7%		73,534,751		48,508,500		60.3%	0.0%
Through	\$2.00	24	227,423,388	6.8%		147,942,632		79,480,756		65.1%	-0.1%
6/2/2018	\$3.00	13	227,091,816	6.8%		149,832,840		77,258,976		66.0%	0.1%
	\$5.00	56	935,064,175	28.0%		635,868,278		299,195,897		68.0%	0.1%
	\$10.00	20	752,592,730	22.5%		527,566,542		225,026,188		70.1%	-0.3%
	\$20.00	17	742,235,020	22.2%		556,340,820		185,894,200		75.0%	0.0%
	\$30.00	1	65,120,010	1.9%		48,867,895		16,252,115		75.0%	0.0%
	\$50.00	5	269,109,700	8.1%		209,708,948		59,400,752		77.9%	0.0%
Total		158	\$3,340,680,090			\$2,349,662,707		\$991,017,383		70.3%	0.7%
Variance	\$1.00	-1	7,716,803		6.7%	4,597,797	6.7%	3,119,006	6.9%	-0.05%	
2018 to	\$2.00	-5	-24,410,682		-9.7%	-16,154,704	-9.8%	-8,255,978	-9.4%	-0.11%	
2017	\$3.00	1	21,727,764		10.6%	14,414,742	10.6%	7,313,022	10.5%	0.04%	
	\$5.00	1	-9,946,766		-1.1%	-6,342,401	-1.0%	-3,604,364	-1.2%	0.04%	
	\$10.00	0	66,304,150		9.7%	44,849,582	9.3%	21,454,568	10.5%	-0.24%	
	\$20.00	3	109,875,100		17.4%	82,499,338	17.4%	27,375,762	17.3%	0.02%	
	\$30.00	1	65,120,010		100.0%	48,867,895	100.0%	16,252,115	100.0%	75.04%	
	\$50.00	0	104,036,900		63.0%	81,189,268	63.2%	22,847,632	62.5%	0.07%	
Total		0	\$340,423,280		11.3%	\$253,921,515	12.1%	\$86,501,764	9.6%	0.48%	

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 2018	FY 2017	Difference
Sales	\$1,511,622,630	\$1,516,535,510	-\$4,912,881
Prize Exp.	\$1,007,178,501	\$1,010,663,068	-\$3,484,567
Sales Cont.	\$504,444,129	\$505,872,442	-\$1,428,314
Prize Exp. %	66.6%	66.6%	0.0%
FY 2018			
Sales	\$1,829,057,460	\$1,483,721,300	\$345,336,160
Prize Exp.	\$1,342,484,206	\$1,085,078,124	\$257,406,082
Sales Cont.	\$486,573,254	\$398,643,176	\$87,930,078
Prize Exp. %	73.4%	73.1%	0.3%
FY 2018			
Sales	\$3,340,680,090	\$3,000,256,810	\$340,423,280
Prize Exp.	\$2,349,662,707	\$2,095,741,191	\$253,921,515
Sales Cont.	\$991,017,383	\$904,515,619	\$86,501,764
Prize Exp. %	70.3%	69.9%	0.5%

	FY 2018	FY 2017	Difference
Sales	\$2,264,215,360	\$2,202,824,090	\$61,391,270
Prize Exp.	\$1,534,745,043	\$1,493,380,028	\$41,365,015
Sales Cont.	\$729,470,316	\$709,444,062	\$20,026,255
Prize Exp. %	67.8%	67.8%	0.0%
FY 2018			
Sales	\$1,076,464,730	\$797,432,720	\$279,032,010
Prize Exp.	\$814,917,663	\$602,361,163	\$212,556,500
Sales Cont.	\$261,547,067	\$195,071,557	\$66,475,510
Prize Exp. %	75.7%	75.5%	0.2%
FY 2018			
Sales	\$3,340,680,090	\$3,000,256,810	\$340,423,280
Prize Exp.	\$2,349,662,707	\$2,095,741,191	\$253,921,515
Sales Cont.	\$991,017,383	\$904,515,619	\$86,501,764
Prize Exp. %	70.3%	69.9%	0.5%

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

	Week Ending 6/02/2018	Week Ending 5/26/2018	% of Sales	% of Sales	\$ change	% change
	THIS WEEK	LAST WEEK				
Total Sales	\$103,915,361	\$103,945,949			-\$30,588	-0.03%
Scratch Tickets	\$84,732,710	\$85,062,654	81.5%	81.8%	-\$329,944	-0.39%
Lotto	\$1,969,900	\$1,930,445	1.9%	1.9%	\$39,455	2.04%
Lotto Extra	\$451,535	\$441,909	0.4%	0.4%	\$9,626	2.18%
Pick 3	\$4,885,956	\$4,807,105	4.7%	4.6%	\$78,851	1.64%
Pick 3 Sum It Up	\$93,724	\$94,790	0.1%	0.1%	-\$1,066	-1.12%
Cash Five	\$806,461	\$798,099	0.8%	0.8%	\$8,362	1.05%
Texas Two Step	\$838,983	\$1,057,589	0.8%	1.0%	-\$218,606	-20.67%
Mega Millions	\$2,999,419	\$2,772,918	2.9%	2.7%	\$226,501	8.17%
Megaplier	\$490,900	\$459,841	0.5%	0.4%	\$31,059	6.75%
MM Just the Jackpot	\$19,005	\$18,138	0.0%	0.0%	\$867	4.78%
Daily 4	\$2,054,309	\$2,069,801	2.0%	2.0%	-\$15,492	-0.75%
Daily 4 Sum It Up	\$105,729	\$103,932	0.1%	0.1%	\$1,797	1.73%
Powerball	\$3,167,900	\$3,050,347	3.0%	2.9%	\$117,553	3.85%
Power Play	\$533,447	\$515,308	0.5%	0.5%	\$18,139	3.52%
All or Nothing	\$571,676	\$568,008	0.6%	0.5%	\$3,668	0.65%
Texas Triple Chance	\$193,708	\$195,066	0.2%	0.2%	-\$1,358	-0.70%
Total Draw Game Sales	\$19,182,651	\$18,883,295			\$299,356	1.59%

* Totals may not sum due to rounding.

Texas Lottery Commission
Weekly Sales Summary
 Unaudited

SCRATCH TICKETS
 TOP TEN SELLING GAMES

For the week ending: 6/02/2018

Rank	Price Point	Game	Sales (Millions)
1	\$ 30	\$750 MILLION WINNER'S CIRCLE	\$ 4.758
2	\$ 10	MEGA LOTERIA	\$ 4.630
3	\$ 20	100X THE CASH	\$ 4.418
4	\$ 50	ULTIMATE 7'S	\$ 4.290
5	\$ 10	50X THE CASH	\$ 3.845
6	\$ 5	SUPER LOTERIA	\$ 3.629
7	\$ 5	20X THE CASH	\$ 3.117
8	\$ 20	MEGA 7'S	\$ 2.876
9	\$ 10	SUPER 7'S	\$ 2.638
10	\$ 5	PHARAOH'S GOLD	\$ 2.467

Texas Lottery Commission
Prize Payout Tracking Report
 Unaudited

Through the week ending: 6/02/2018

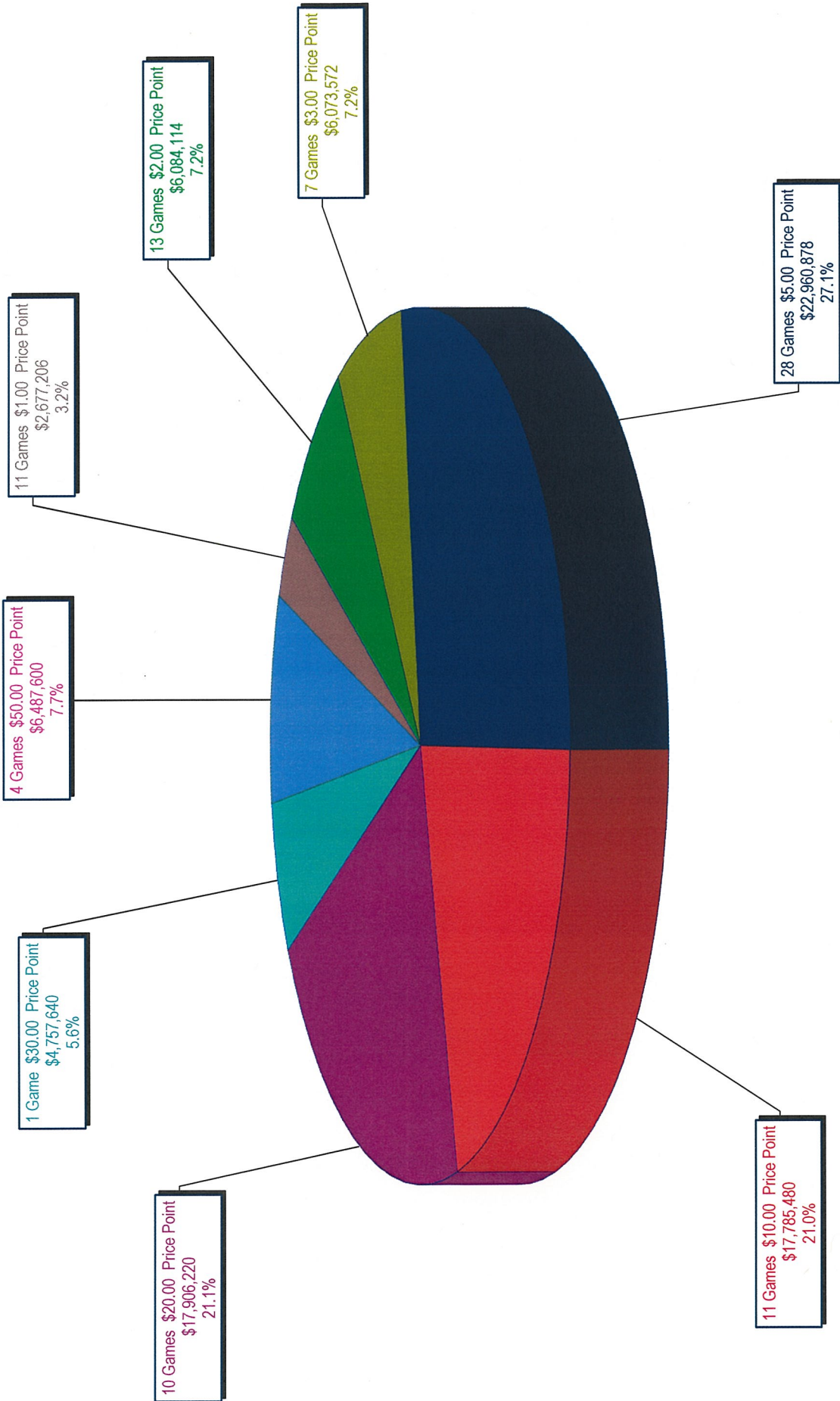
Draw Game Sales

	FY Sales Through Week Ending 6/2/2018	FY Prize Expense Through Week Ending 6/2/2018	Actual* Prize Payout	Base Payout (Prize Pool)
Lotto	\$ 88,716,225	\$ 50,040,892	56.41%	50.00%
Lotto Extra	19,610,652	10,866,426	55.41%	53.70%
Pick 3	194,259,198	96,059,740	49.45%	50.00%
Pick 3 Sum It Up	3,865,981	1,745,877	45.16%	50.00%
Cash Five	32,176,304	16,088,168	50.00%	50.00%
Texas Two Step	40,294,002	20,056,872	49.78%	50.00%
Mega Millions	156,484,738	81,952,995	52.37%	50.00%**
Megaplier	25,488,541	12,907,240	50.64%	N/A
MM Just the Jackpot	1,240,233	619,612	49.96%	50.00%**
Daily 4	81,815,220	41,622,150	50.87%	50.00%
Daily 4 Sum It Up	4,397,185	1,756,667	39.95%	50.00%**
Powerball	205,090,441	102,715,526	50.08%	50.00%**
Power Play	30,549,564	15,304,194	50.10%	N/A
All or Nothing	22,098,103	12,919,300	58.46%	55.98%
Texas Triple Chance	9,213,553	4,589,770	49.82%	54.42%
Totals	\$ 915,299,939	\$ 469,245,427	51.27%	

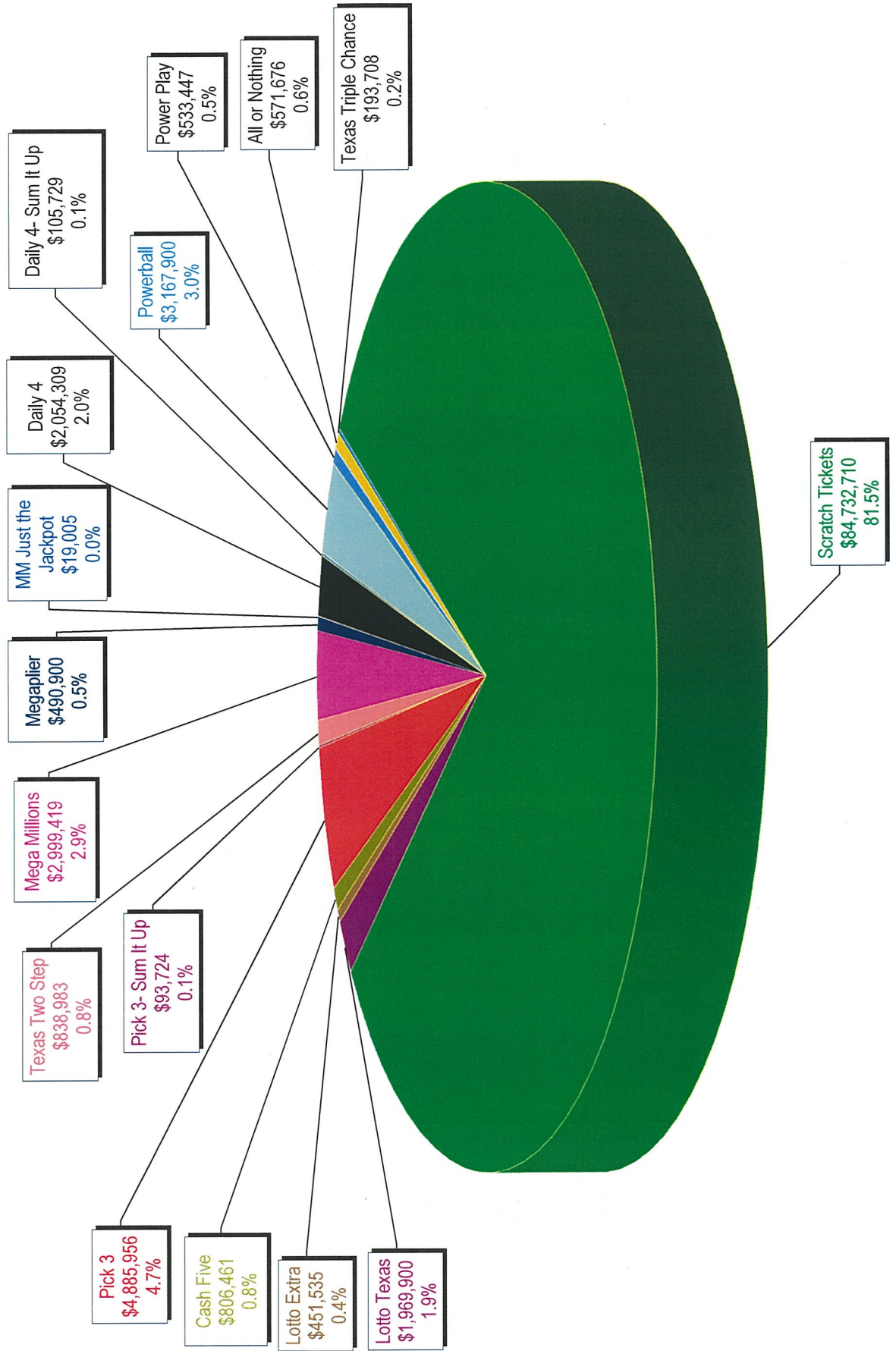
* Before Unclaimed Prizes

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

Texas Lottery Commission
 Scratch Ticket Sales
 For the week ending 6/02/2018
 (Unaudited)



**Texas Lottery Commission
All Game Sales
For the week ending 6/02/2018
(Unaudited)**



Texas Lottery Commission - Weekly Sales Summary for FY 2018 (Unaudited)

Week Ended	Scratch Tickets	New Games & Dates	Lottery Sales	Jasper W - S	Logo Exp.	Prize 11	Prize 10	Cash Prize	Texas Two-Step	Jasper W - S	Meq. Millions	Jasper W - S	Magazine	Mail In the Scratch	Draw	Draw \$Mill. In	Powerball	Jasper W - S	Power Play	All or Nothing	Triple Chance	Total	Per Cap. Cap.	
2/26/2018	97,755,933	2026 (\$2.00) - 02/25/18; 2026 (\$5.00) - 02/18/18	2,147,682	12-25	13	483,624	5,191,795	105,127	816,514	933,192	205	300	599,464	29,316	2,092,759	117,471	5,417,554	246	269	812,603	567,576	234,680	114,213,183	4.10
3/02/2018	98,624,633	0	2,307,102	13-75	14-5	523,709	5,663,295	118,728	859,761	911,212	200	225	697,471	30,489	2,322,605	124,092	6,489,211	293	321	956,418	606,052	293,407	125,351,321	4.50
3/16/2018	94,905,657	2024 (\$1.00) - 03/15/18; 2026 (\$1.00) - 03/02/18	2,333,008	15	15-75	529,282	5,407,567	109,792	846,315	1,119,036	325	475	752,000	32,594	2,211,665	122,015	7,510,400	348	385	1,074,692	597,680	247,282	122,897,628	4.41
3/17/2018	91,348,015	2081 (\$3.00) - 03/15/18	2,388,123	16-5	17-25	547,944	5,121,425	103,655	822,331	865,079	200	225	897,270	35,897	2,079,690	110,881	9,669,522	420	465	1,349,420	572,372	237,808	122,274,741	4.29
3/23/2018	93,810,093	1893 (\$2.00) - 03/15/18; 1847 (\$1.00) - 03/15/18	2,326,950	17-75	18-75	528,957	5,073,987	101,683	831,240	1,109,203	300	450	1,017,710	42,654	2,060,642	108,556	3,268,651	40	54	546,955	569,704	251,612	118,734,692	4.26
3/31/2018	99,679,938	0	2,472,349	19-25	19-75	565,392	5,112,207	101,418	819,065	1,577,706	600	775	1,801,269	66,543	2,085,613	107,238	3,594,448	40	50	590,385	566,564	232,256	132,607,672	4.76
4/07/2018	94,700,487	2027 (\$1.00) - 03/15/18; 2047 (\$5.00) - 04/02/18	2,551,649	20-5	21-5	572,972	5,314,222	105,741	845,930	1,354,381	1,025	200	489,021	20,670	2,151,945	114,547	3,260,710	60	74	540,670	563,658	240,820	115,739,446	4.15
4/14/2018	95,913,654	0	2,554,459	22-25	23	576,662	5,171,368	103,450	827,885	990,156	225	325	498,501	21,201	2,119,256	109,968	3,670,466	89	106	597,000	570,640	232,776	113,939,416	4.09
4/21/2018	91,480,206	2064 (\$2.00) - 04/15/18; 04/15/18	2,544,287	24	24-75	576,593	5,042,721	100,612	809,462	896,361	200	225	488,419	21,634	2,112,469	108,642	4,061,812	122	142	643,197	562,824	264,200	117,656,242	4.04
4/28/2018	89,436,952	0	2,527,300	25-75	26-75	571,217	5,065,622	97,731	796,149	1,154,001	325	450	527,004	22,452	2,093,575	107,072	4,252,487	158	177	681,692	542,776	260,746	111,313,001	4.00
5/05/2018	93,435,383	0	2,617,633	27-25	28	596,092	5,392,077	106,361	833,695	1,471,176	625	825	572,931	24,072	2,207,095	119,597	4,727,648	195	215	729,786	567,796	207,382	117,146,470	4.20
5/12/2018	87,382,034	2043 (\$1.00) - 04/15/18; 2046 (\$5.00) - 05/07/18	2,617,719	28-75	29-75	597,310	5,015,449	89,664	804,584	652,696	200	225	454,009	19,821	2,156,090	116,411	5,317,192	233	267	688,725	568,458	200,044	109,543,386	3.93
5/19/2018	95,605,390	0	2,569,800	30-25	5	573,370	4,958,208	93,439	811,789	667,103	200	225	467,037	18,171	2,105,150	107,746	6,043,654	289	305	693,206	563,630	196,406	108,471,969	3.93
5/26/2018	85,067,654	2028 (\$2.00) - 04/15/18; 2031 (\$5.00) - 05/21/18	1,939,445	5-25	5-5	441,908	4,807,105	64,790	798,099	1,057,589	300	450	459,841	18,138	2,069,801	103,032	3,050,347	40	50	515,308	568,008	195,066	103,845,819	3.73
6/02/2018	84,732,710	0	1,969,000	5-75	6	461,535	4,865,626	93,724	806,461	838,963	200	225	499,900	19,005	2,054,209	106,779	3,167,000	60	74	533,447	571,676	193,708	103,915,361	3.73
weekly change	-0.4%		2.0%			2.2%	1.0%	-1.1%	1.0%	-20.7%			6.8%	4.8%	-0.7%	1.7%	3.9%		3.5%	0.6%	-0.7%	0.0%		
Calendar Year to Date 2018	1,533,549,811		59,477,093			11,408,471	114,428,822	2,242,446	18,027,600	24,181,025			15,233,278	692,450	49,649,307	2,492,205	124,549,770			18,411,596	12,432,297	4,272,697	2,598,816,929	100.0%
fiscal Year to Date 2018	3,349,680,090		68,716,225			19,616,652	184,229,195	3,665,981	31,133,304	49,234,022			25,488,541	1,240,231	81,815,200	4,197,185	205,990,441			30,548,644	22,988,103	9,213,633	4,255,960,029	100.0%
Full week includes 5 days from FY17																								