



INTEROFFICE MEMO

Gary Grief, Executive Director Michael P. Farrell, 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: November 29, 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 November 24, 2018 is for your information. Summary sales performance memos and the detailed weekly sales summary for the week ending December 8, 2018 will be provided to you at the December 13, 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 November 25, 2017 and November 24, 2018

"Sales Contribution"			
	11/25/2017	11/24/2018	
Sales			
Less: <u>Prize Expense</u>	\$ 1,181,815,562	\$ 1,490,535,278	
= Sales Contribution	(783,899,905) 397,915,656	(957,663,724) 532,871,553	33.67% 35.75%
Less: Retailer Commission (5%)	(59,120,206)	(74,604,023)	
Less: Administration (IGT @2.2099%)	(26,116,942)	(32,939,339)	
Less: Statutory Administration Appropriation	(56,610,147)	(71,398,130)	
= Estimated Net Revenue to the State (FSF)	\$ 256,068,361	\$ 353,930,061	21.67% 23.75%
Prize Expense as a % of sales	66.3%	64.2%	

Total may not sum due to rounding



WEEKLY SALES SUMMARY

Unaudited

Week Ending: 11/24/2018

Texas Lottery Commission
Fiscal Year to Date Sales Comparison
Unaudited

Through the Week Ending 11/24/2018 (13 Weeks)

Sales by Game	FY 2017 *	FY 2018 **	FY 2019	\$ Change		% Change	
				FY 2019 to FY 2017	FY 2019 to FY 2018	FY 2019 to FY 2017	FY 2019 to FY 2018
Scratch Tickets	\$ 865,650,402	\$ 943,782,521	\$ 1,033,693,893	\$ 168,043,491	\$ 89,911,373	19.4%	9.5%
Lotto Texas	26,512,046	27,317,254	26,240,830	-271,216	-1,076,424	-1.0%	-3.9%
Lotto Extra	5,063,081	5,823,395	6,246,958	1,183,877	423,563	23.4%	7.3%
Pick 3	58,045,841	58,701,802	56,702,419	-1,343,422	-1,999,383	-2.3%	-3.4%
Pick 3 Sum It Up	1,110,154	1,154,852	1,128,908	18,754	-25,945	1.7%	-2.2%
Cash Five	10,416,217	9,995,096	10,976,115	559,898	981,020	5.4%	9.8%
Texas Two Step	12,100,243	11,284,000	12,885,430	785,187	1,601,430	6.5%	14.2%
Mega Millions	24,770,271	27,730,454	180,689,505	155,919,234	152,959,051	629.5%	551.6%
Megaplier	6,825,095	6,536,595	24,245,188	17,420,093	17,708,593	255.2%	270.9%
MM Just the Jackpot	-	297,141	805,086	805,086	507,945	-	170.9%
Daily 4	21,490,853	25,277,280	25,419,992	3,929,139	142,712	18.3%	0.6%
Daily 4 Sum It Up	1,125,938	1,360,552	1,356,662	230,724	-3,890	20.5%	-0.3%
Powerball	58,396,505	45,463,561	89,914,040	31,517,535	44,450,479	54.0%	97.8%
Power Play	8,074,946	7,182,714	13,246,658	5,171,712	6,063,944	64.0%	84.4%
All or Nothing	6,928,716	6,876,724	6,983,595	54,879	106,871	0.8%	1.6%
Texas Triple Chance	3,849,752	3,031,622	-	-3,849,752	-3,031,622	-100.0%	-100.0%
Total	\$ 1,110,360,059	\$ 1,181,815,562	\$ 1,490,535,278	\$ 380,175,219	\$ 308,719,716	34.2%	26.1%

* 2 extra days

** 1 extra day

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

Through the Week Ending 11/24/2018 (13 Weeks)

Sales by Game	FY 2017	FY 2018	FY 2019
Scratch Tickets	\$ 9,950,005	\$ 10,974,215	\$ 12,161,105
Lotto Texas	304,736	317,642	308,716
Lotto Extra	58,196	67,714	73,494
Pick 3	667,194	682,579	667,087
Pick 3 Sum It Up	12,760	13,429	13,281
Cash Five	119,727	116,222	129,131
Texas Two Step	139,083	131,209	151,593
Mega Millions	284,716	322,447	2,125,759
Megaplier	78,449	76,007	285,238
MM Just the Jackpot	-	10,246	9,472
Daily 4	247,021	293,922	299,059
Daily 4 Sum It Up	12,942	15,820	15,961
Powerball	671,224	528,646	1,057,812
Power Play	92,815	83,520	155,843
All or Nothing	79,640	79,962	82,160
Texas Triple Chance	44,250	35,251	-
Total	\$ 12,762,759	\$ 13,748,833	\$ 17,535,709

thru 11/26/2016	thru 11/25/2017	thru 11/24/2018
87 days	86 days	85 days
	*	
	29 days	

Texas Lottery Commission
Fiscal Year Over Year Change in Sales
Unaudited
FY 2019 Compared to FY 2018

Week	FY 2019 Week Ending	SCRATCH TICKETS				DRAW GAMES				TOTAL SALES			
		FY 2019	FY 2018	Difference	% change - Cumulative Sales	FY 2019	FY 2018	Difference	% change - Cumulative Sales	FY 2019	FY 2018	Difference	% change - Cumulative Sales
1	9/1/2018 *	\$12,925,096	\$23,058,926	(\$10,132,830)	-43.9%	\$3,821,956	\$6,902,847	(\$3,080,892)	-44.6%	\$16,748,052	\$29,961,773	(\$13,213,722)	-44.1%
2	9/8/2018	\$81,772,743	\$71,784,232	\$9,988,511	13.9%	\$20,825,823	\$18,779,001	\$2,046,822	10.9%	\$102,598,566	\$90,563,233	\$12,035,333	13.3%
3	9/15/2018	\$81,586,926	\$72,828,393	\$8,758,533	12.0%	\$21,802,221	\$19,679,292	\$2,122,929	10.8%	\$103,389,147	\$92,507,685	\$10,881,462	11.8%
4	9/22/2018	\$79,325,951	\$71,147,147	\$8,178,804	11.5%	\$21,902,455	\$18,601,742	\$3,300,713	17.7%	\$101,228,406	\$89,748,889	\$11,479,517	12.8%
5	9/29/2018	\$82,536,917	\$74,749,619	\$7,787,298	10.4%	\$23,605,402	\$18,436,682	\$5,168,721	28.0%	\$106,142,319	\$93,186,301	\$12,956,019	13.9%
6	10/6/2018	\$88,151,179	\$78,134,381	\$10,016,798	12.8%	\$26,948,231	\$19,297,281	\$7,650,950	39.6%	\$115,099,410	\$97,431,662	\$17,667,748	18.1%
7	10/13/2018	\$84,105,273	\$74,084,207	\$10,021,066	13.5%	\$37,244,326	\$19,185,335	\$18,058,991	94.1%	\$121,349,599	\$93,269,542	\$28,080,057	30.1%
8	10/20/2018	\$85,273,556	\$77,631,892	\$7,641,664	9.8%	\$108,923,671	\$19,573,636	\$89,350,036	456.5%	\$194,197,227	\$97,205,528	\$96,991,700	99.8%
9	10/27/2018	\$85,880,357	\$76,385,130	\$9,495,227	12.4%	\$110,213,688	\$18,788,634	\$91,425,054	486.6%	\$196,094,045	\$95,173,764	\$100,920,281	106.0%
10	11/3/2018	\$86,192,898	\$78,814,323	\$7,378,575	9.4%	\$20,631,386	\$19,564,629	\$1,066,757	5.5%	\$106,824,284	\$98,378,952	\$8,445,332	8.6%
11	11/10/2018	\$86,588,097	\$78,572,697	\$8,015,400	10.2%	\$20,208,471	\$19,317,440	\$891,031	4.6%	\$106,796,568	\$97,890,137	\$8,906,431	9.1%
12	11/17/2018	\$86,350,350	\$81,674,704	\$4,675,646	5.7%	\$20,150,107	\$19,938,001	\$212,107	1.1%	\$106,500,457	\$101,612,705	\$4,887,753	4.8%
13	11/24/2018	\$93,003,550	\$84,916,870	\$8,086,681	9.5%	\$20,563,650	\$19,968,524	\$595,127	3.0%	\$113,567,200	\$104,885,393	\$8,681,807	8.3%
14	12/1/2018		\$81,453,005				\$21,685,175				\$103,138,180		
15	12/8/2018		\$81,251,421				\$21,277,106				\$102,528,526		
16	12/15/2018		\$83,850,250				\$23,199,797				\$107,050,047		
17	12/22/2018		\$87,941,872				\$27,161,624				\$115,103,496		
18	12/29/2018		\$88,089,746				\$36,811,359				\$124,901,105		
19	1/5/2019		\$85,627,935				\$61,522,424				\$147,150,359		
20	1/12/2019		\$84,788,310				\$19,797,694				\$104,586,004		
21	1/19/2019		\$79,736,335				\$18,928,359				\$98,664,694		
22	1/26/2019		\$84,274,095				\$20,031,471				\$104,305,566		
23	2/2/2019		\$86,988,911				\$21,857,656				\$108,846,566		
24	2/9/2019		\$89,937,200				\$22,787,411				\$112,724,611		
25	2/16/2019		\$87,786,021				\$23,638,676				\$111,424,697		
26	2/23/2019		\$90,755,793				\$23,457,390				\$114,213,183		
27	3/2/2019		\$98,824,533				\$26,526,688				\$125,351,321		
28	3/9/2019		\$94,905,657				\$27,981,971				\$122,887,628		
29	3/16/2019		\$91,348,015				\$30,926,726				\$122,274,741		
30	3/23/2019		\$93,810,063				\$24,924,629				\$118,734,692		
31	3/30/2019		\$99,679,358				\$32,928,515				\$132,607,872		
32	4/6/2019		\$94,700,487				\$21,038,959				\$115,739,446		
33	4/13/2019		\$92,913,454				\$21,025,962				\$113,939,416		
34	4/20/2019		\$91,480,306				\$21,175,937				\$112,656,242		
35	4/27/2019		\$89,436,552				\$21,876,449				\$111,313,001		
36	5/4/2019		\$93,435,363				\$23,711,107				\$117,146,470		
37	5/11/2019		\$87,282,034				\$22,261,352				\$109,543,386		
38	5/18/2019		\$86,805,390				\$22,666,519				\$109,471,909		
39	5/25/2019		\$85,062,654				\$18,883,295				\$103,945,949		
40	6/1/2019		\$84,732,710				\$19,182,651				\$103,915,361		
41	6/8/2019		\$85,662,934				\$20,379,312				\$106,042,245		
42	6/15/2019		\$83,721,250				\$21,204,086				\$104,925,335		

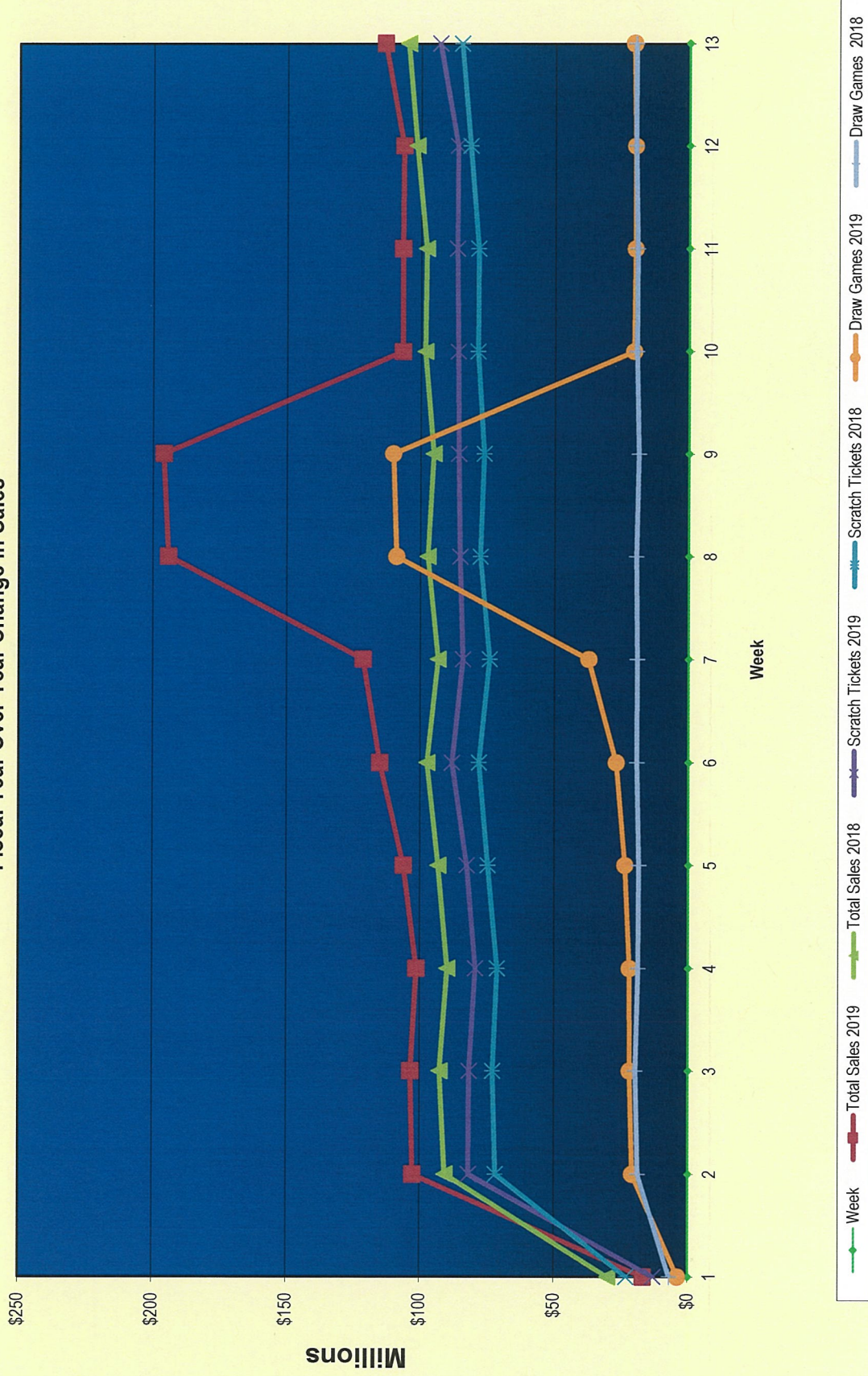
Texas Lottery Commission
Fiscal Year Over Year Change in Sales
Unaudited
FY 2019 Compared to FY 2018

		SCRATCH TICKETS				DRAW GAMES				TOTAL SALES			
Week	FY 2019 Week Ending	FY 2019	FY 2018	Difference	% change - Cumulative Sales	FY 2019	FY 2018	Difference	% change - Cumulative Sales	FY 2019	FY 2018	Difference	% change - Cumulative Sales
43	6/22/2019		\$84,912,445				\$20,488,855				\$105,401,300		
44	6/29/2019		\$84,220,135				\$20,990,942				\$105,211,077		
45	7/6/2019		\$86,569,321				\$21,928,841				\$108,498,162		
46	7/13/2019		\$83,806,881				\$24,814,159				\$108,621,039		
47	7/20/2019		\$82,343,351				\$30,632,730				\$112,976,081		
48	7/27/2019		\$84,241,509				\$32,856,529				\$117,098,038		
49	8/3/2019		\$90,698,716				\$21,446,642				\$112,145,358		
50	8/10/2019		\$82,465,760				\$22,149,188				\$104,614,948		
51	8/17/2019		\$80,927,256				\$19,278,743				\$100,205,999		
52	8/24/2019		\$79,298,556				\$20,681,392				\$99,979,948		
	8/31/2018**		\$68,776,344				\$16,370,986				\$85,147,330		
Total thru Current Week		\$1,033,693,893	\$943,782,521	\$89,911,373	9.5%	\$456,841,385	\$238,033,041	\$218,808,344	91.9%	\$1,490,535,278	\$1,181,815,562	\$308,719,716	26.1%
Fiscal Year Total		\$1,033,693,893	\$4,418,324,547			\$456,841,385	\$1,208,522,340			\$1,490,535,278	\$5,626,846,887		

* FY 19 includes 1 day; FY 18 includes 2 days

** FY 19 includes 7 days; FY 18 includes 6 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 %
2018	\$1.00	16	34,266,507	3.6%		20,769,852		13,496,655		60.6%	0.6%
Through	\$2.00	17	66,652,488	7.1%		43,379,349		23,273,139		65.1%	-0.1%
11/25/2017	\$3.00	10	67,710,753	7.2%		44,652,768		23,057,985		65.9%	0.1%
	\$5.00	42	271,015,433	28.7%		184,244,126		86,771,306		68.0%	0.0%
	\$10.00	16	230,097,390	24.4%		161,203,244		68,894,146		70.1%	-0.3%
	\$20.00	13	201,484,900	21.3%		151,017,550		50,467,350		75.0%	0.0%
	\$30.00	0	0	0.0%		0		0		0.0%	0.0%
	\$50.00	4	72,555,050	7.7%		56,574,816		15,980,234		78.0%	0.1%
Total		118	\$943,782,521			\$661,841,706		\$281,940,815		70.1%	0.4%
2019	\$1.00	16	36,598,010	3.5%		22,162,969		14,435,041		60.6%	0.6%
Through	\$2.00	19	68,967,740	6.7%		44,827,044		24,140,696		65.0%	-0.1%
11/24/2018	\$3.00	7	55,538,718	5.4%		36,641,684		18,897,034		66.0%	0.0%
	\$5.00	38	278,186,355	26.9%		189,125,169		89,061,186		68.0%	0.0%
	\$10.00	18	265,749,400	25.7%		187,148,205		78,601,195		70.4%	0.4%
	\$20.00	13	195,830,120	18.9%		146,798,390		49,031,731		75.0%	0.0%
	\$30.00	1	45,436,500	4.4%		34,083,429		11,353,071		75.0%	0.0%
	\$50.00	6	87,387,050	8.5%		68,087,297		19,299,753		77.9%	0.0%
Total		118	\$1,033,693,893			\$728,874,186		\$304,819,707		70.5%	0.2%
Variance	\$1.00	0	2,331,503		6.8%	1,393,117	6.7%	938,386	7.0%	-0.05%	
2019 to	\$2.00	2	2,315,252		3.5%	1,447,695	3.3%	867,557	3.7%	-0.09%	
2018	\$3.00	-3	-12,172,035		-18.0%	-8,011,084	-17.9%	-4,160,951	-18.0%	0.03%	
	\$5.00	-4	7,170,923		2.6%	4,881,043	2.6%	2,289,879	2.6%	0.00%	
	\$10.00	2	35,652,010		15.5%	25,944,961	16.1%	9,707,049	14.1%	0.36%	
	\$20.00	0	-5,654,780		-2.8%	-4,219,161	-2.8%	-1,435,619	-2.8%	0.01%	
	\$30.00	1	45,436,500		100.0%	34,083,429	100.0%	11,353,071	100.0%	75.01%	
	\$50.00	2	14,832,000		20.4%	11,512,480	20.3%	3,319,520	20.8%	-0.06%	
Total		0	\$89,911,373		9.5%	\$67,032,481	10.1%	\$22,878,892	8.1%	0.39%	

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 2019	FY 2018	Difference
Sales	\$439,290,823	\$439,645,181	-\$354,358
Prize Exp.	\$292,796,866	\$293,046,095	-\$289,229
Sales Cont.	\$146,533,957	\$146,599,086	-\$65,128
Prize Exp. %	66.6%	66.7%	0.0%
Sales	\$594,403,070	\$504,137,340	\$90,265,730
Prize Exp.	\$436,117,321	\$368,795,611	\$67,321,710
Sales Cont.	\$158,285,749	\$135,341,729	\$22,944,020
Prize Exp. %	73.4%	73.2%	0.2%
Sales	\$1,033,693,893	\$943,782,521	\$89,911,373
Prize Exp.	\$728,874,186	\$661,841,706	\$67,032,481
Sales Cont.	\$304,819,707	\$281,940,815	\$22,878,892
Prize Exp. %	70.5%	70.1%	0.4%

	FY 2019	FY 2018	Difference
Sales	\$705,040,223	\$669,742,571	\$35,297,653
Prize Exp.	\$479,905,071	\$454,249,339	\$25,655,732
Sales Cont.	\$225,135,152	\$215,493,231	\$9,641,921
Prize Exp. %	68.1%	67.8%	0.2%
Sales	\$328,653,670	\$274,039,950	\$54,613,720
Prize Exp.	\$248,969,115	\$207,592,366	\$41,376,749
Sales Cont.	\$79,684,555	\$66,447,584	\$13,236,971
Prize Exp. %	75.8%	75.8%	0.0%
Sales	\$1,033,693,893	\$943,782,521	\$89,911,373
Prize Exp.	\$728,874,186	\$661,841,706	\$67,032,481
Sales Cont.	\$304,819,707	\$281,940,815	\$22,878,892
Prize Exp. %	70.5%	70.1%	0.4%

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

	Week Ending 11/24/2018	% of Sales	Week Ending 11/17/2018	% of Sales	\$ change	% change
	THIS WEEK		LAST WEEK			
Total Sales	\$113,567,200		\$106,500,457		\$7,066,743	6.64%
Scratch Tickets	\$93,003,550	81.9%	\$86,350,350	81.1%	\$6,653,200	7.70%
Lotto	\$1,877,935	1.7%	\$1,885,643	1.8%	-\$7,708	-0.41%
Lotto Extra	\$460,370	0.4%	\$456,415	0.4%	\$3,955	0.87%
Pick 3	\$4,555,959	4.0%	\$4,456,919	4.2%	\$99,040	2.22%
Pick 3 Sum It Up	\$87,386	0.1%	\$87,767	0.1%	-\$381	-0.43%
Cash Five	\$904,748	0.8%	\$942,898	0.9%	-\$38,150	-4.05%
Texas Two Step	\$987,656	0.9%	\$855,946	0.8%	\$131,710	15.39%
Mega Millions	\$3,825,033	3.4%	\$3,743,377	3.5%	\$81,656	2.18%
Megaplier	\$639,529	0.6%	\$628,400	0.6%	\$11,129	1.77%
MM Just the Jackpot	\$18,627	0.0%	\$18,060	0.0%	\$567	3.14%
Daily 4	\$2,060,973	1.8%	\$2,032,354	1.9%	\$28,620	1.41%
Daily 4 Sum It Up	\$114,073	0.1%	\$111,205	0.1%	\$2,869	2.58%
Powerball	\$3,849,777	3.4%	\$3,734,164	3.5%	\$115,613	3.10%
Power Play	\$641,166	0.6%	\$624,416	0.6%	\$16,750	2.68%
All or Nothing	\$540,418	0.5%	\$572,544	0.5%	-\$32,126	-5.61%
Total Draw Game Sales	\$20,563,650		\$20,150,107		\$413,543	2.05%

* Totals may not sum due to rounding.

Texas Lottery Commission
Weekly Sales Summary
 Unaudited

SCRATCH TICKETS
 TOP TEN SELLING GAMES

For the week ending: 11/24/2018

Rank	Price Point	Game	Sales (Millions)
1	\$ 20	MILLION DOLLAR LOTERIA	\$ 4.852
2	\$ 10	MEGA LOTERIA	\$ 4.790
3	\$ 50	WINNING MILLIONS	\$ 4.755
4	\$ 10	\$250,000 50X CASHWORD	\$ 3.823
5	\$ 5	SUPER LOTERIA	\$ 3.449
6	\$ 5	HOLIDAY GREETINGS	\$ 3.362
7	\$ 10	SEASON'S GREETINGS	\$ 3.337
8	\$ 30	\$750 MILLION WINNER'S CIRCLE	\$ 3.229
9	\$ 20	\$100 or \$200	\$ 3.216
10	\$ 10	CASH BLAST	\$ 2.949

Texas Lottery Commission
Prize Payout Tracking Report
Unaudited

Through the week ending 11/24/2018

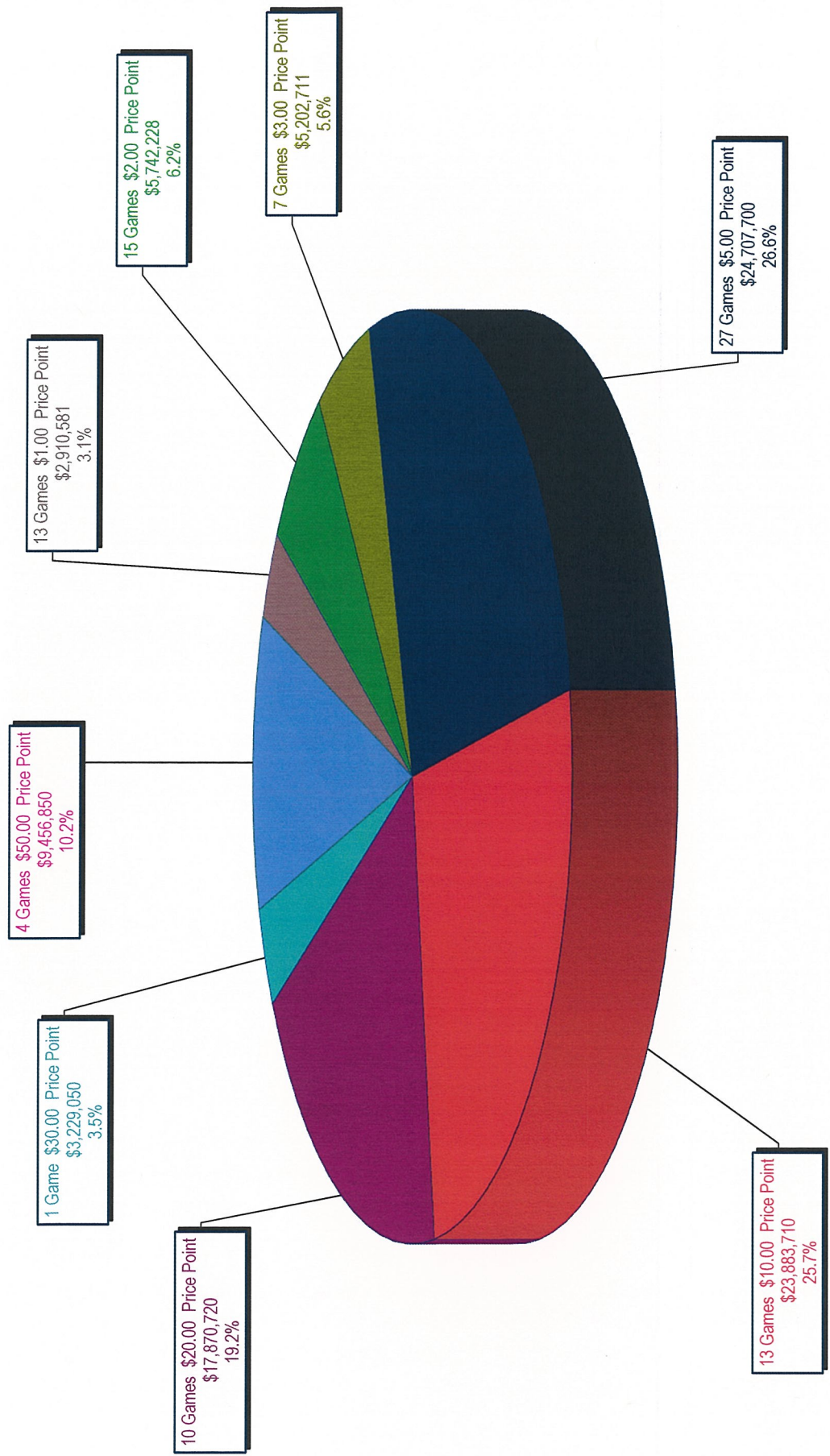
Draw Game Sales

	FY Sales Through Week Ending 11/24/2018	FY Prize Expense Through Week Ending 11/24/2018	Actual* Prize Payout	Base Payout (Prize Pool)
Lotto	\$ 26,240,830	\$ 11,030,103	42.03%	50.00%
Lotto Extra	6,246,958	3,293,644	52.72%	53.70%
Pick 3	56,702,419	26,125,470	46.07%	50.00%
Pick 3 Sum It Up	1,128,908	510,832	45.25%	50.00%
Cash Five	10,976,115	5,484,862	49.97%	50.97%
Texas Two Step	12,885,430	6,702,642	52.02%	50.00%
Mega Millions	180,689,505	94,329,199	52.21%	50.00%**
Megaplier	24,245,188	12,104,354	49.92%	N/A
MM Just the Jackpot	805,086	403,710	50.14%	50.00%**
Daily 4	25,419,992	12,785,000	50.30%	50.00%
Daily 4 Sum It Up	1,356,662	459,334	33.86%	50.00%
Powerball	89,914,040	45,308,744	50.39%	50.00%**
Power Play	13,246,658	6,679,715	50.43%	N/A
All or Nothing	6,983,595	3,571,930	51.15%	55.98%
Totals	\$ 456,841,385	\$ 228,789,538	50.08%	

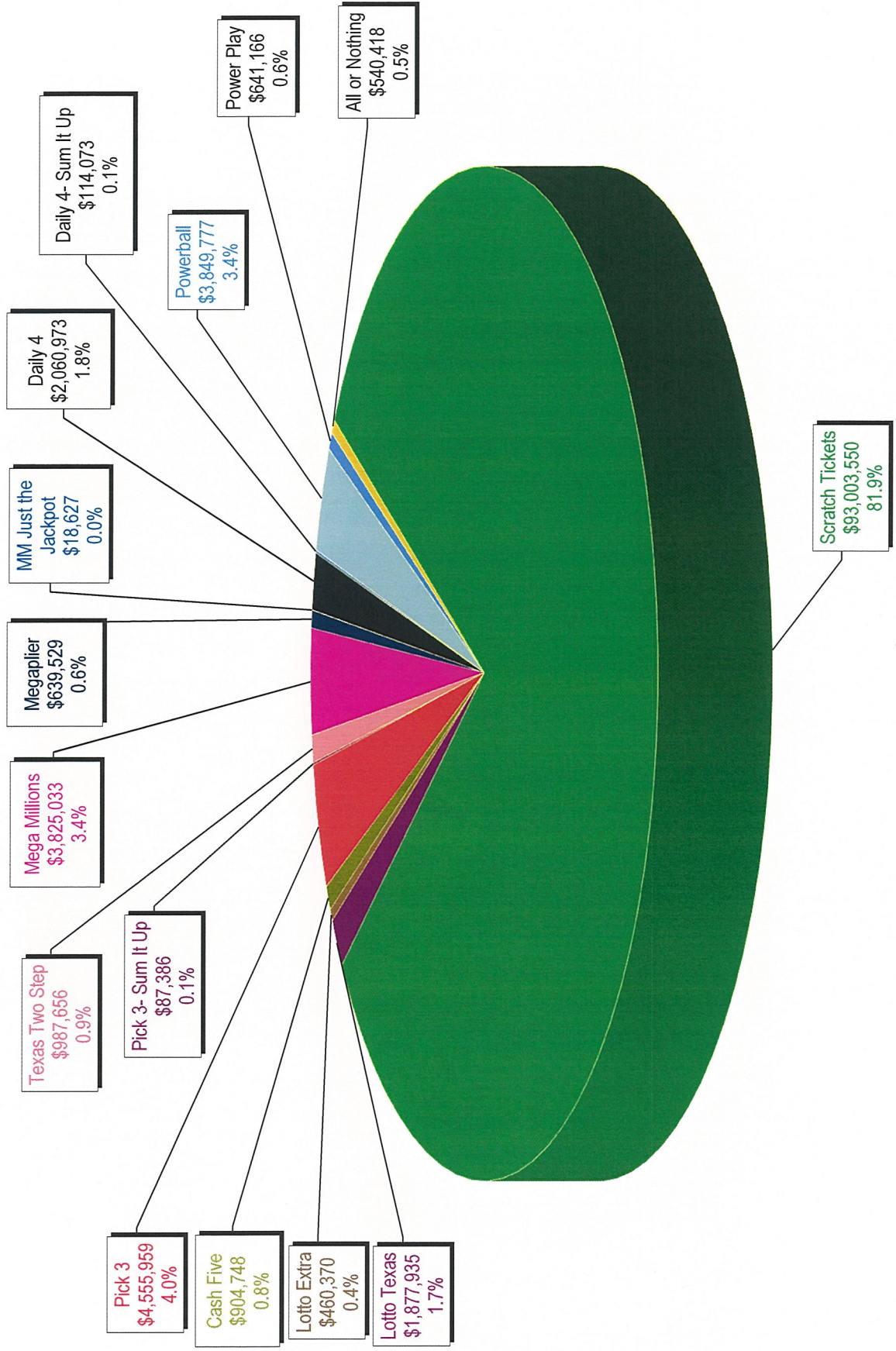
* Before Unclaimed Prizes

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

Texas Lottery Commission
 Scratch Ticket Sales
 For the week ending 11/24/2018
 (Unaudited)



Texas Lottery Commission
All Game Sales
For the week ending 11/24/2018
(Unaudited)



Week Ended	Scratch Tickets	Hour Games & Dishes	Lotto Texas	Jackpot W	Letter Extra	Pick 4	Pick 3 Sum & Up	Cash Five	Texas Two Step	Jackpot M	TH	Mega Millions	Jackpot T	Multiplier	Mill Just the Jackpot	Daily 4	Powerball	Jackpot W	Power Play	All or Nothing	Total	Pr. Can.					
9/1/18*	81,702,440	0	1,978,880	6	6.25	461,673	5,030,726	97,053	801,739	957,669	200	225	3,766,004	134	152	595,362	21,195	2,238,502	121,090	3,031,843	80	90	510,528	960,740	0	101,895,382	3.60
9/8/2018	81,772,743	2086 (\$1N); 2087 (\$5N); 2056 (\$10N) - 09/04/18	1,960,937	6.5	6.75	460,936	5,005,273	93,738	791,663	1,201,375	325	450	3,905,364	167	187	607,291	21,846	2,188,776	112,629	3,370,728	100	114	552,571	571,498	0	102,598,566	3.62
9/15/2018	81,586,926	0	1,975,040	7	7.25	463,234	4,720,274	93,227	864,014	1,642,208	650	850	4,416,792	207	227	668,606	25,002	2,128,235	110,965	3,603,702	132	147	578,862	577,060	0	103,369,147	3.65
9/22/2018	79,325,651	2022 (\$2N); 1828 (\$3N); 2050 (\$1N); 2085 (\$10N) - 08/17/18	1,935,825	7.5	7.75	464,463	4,646,341	91,000	770,065	1,317,933	1,100	200	4,395,108	252	275	710,262	27,821	2,099,267	108,078	3,768,214	163	178	602,829	565,151	0	101,228,406	3.58
9/29/2018	82,536,917	0	1,987,716	8	8.25	470,488	4,641,335	90,230	908,866	894,351	225	200	5,908,974	303	336	863,943	33,690	2,092,401	108,266	4,339,138	193	213	681,183	571,802	0	105,142,319	3.75
10/6/2018	88,151,179	2091 (\$1N); 2022 (\$5N); 2054 (\$10N); 2020 (\$20N) - 10/01/18	2,102,798	9	9.75	493,723	4,829,028	96,045	910,726	1,025,160	225	325	7,996,061	367	420	1,082,263	42,287	2,124,603	116,166	5,165,468	229	263	789,273	584,644	0	115,099,410	4.07
10/13/2018	84,105,273	0	2,240,079	10.5	11.25	525,689	4,610,039	90,450	903,514	1,267,968	450	625	14,272,987	470	548	1,895,658	73,260	2,011,414	111,656	7,586,254	282	314	1,088,034	568,324	0	121,349,569	4.29
10/20/2018	85,273,556	2094 (\$2N); 2095 (\$5N); 2017 (\$5N); 2103 (\$10N) - 10/15/18	2,804,005	11.75	12.75	659,548	4,514,116	95,199	910,416	905,083	200	225	65,370,536	667	1,000	8,296,363	259,817	2,032,722	110,974	18,715,928	345	470	2,668,274	579,610	0	184,197,227	6.86
10/27/2018	85,880,357	0	2,103,375	13.5	14.5	654,648	4,487,526	95,650	927,562	871,287	200	200	59,559,636	1,600	40	7,603,859	244,974	2,007,615	105,949	26,718,502	620	760	3,641,583	591,542	0	186,094,045	6.93
11/3/2018	86,192,898	2042 (\$5N) - 10/29/18	2,142,000	15.25	5	516,874	4,778,895	96,329	1,017,338	911,062	200	225	3,504,888	45	52	605,885	18,450	2,153,938	114,517	3,567,512	40	53	611,454	594,244	0	106,824,284	3.77
11/10/2018	86,586,097	2097 (\$1N); 2098 (\$3N); 2099 (\$5N); 2100 (\$20N) - 11/05/18	1,924,852	5.25	5.5	483,180	4,665,742	94,653	1,051,556	944,441	325	200	3,980,141	70	90	606,912	18,999	2,134,420	112,746	3,526,157	71	92	597,769	597,204	0	106,796,588	3.77
11/17/2018	86,350,350	2101 (\$2N); 2102 (\$5N); 2096 (\$10N); 2104 (\$50N) - 11/14/18	1,885,643	5.75	6	466,415	4,456,919	87,767	942,888	895,846	200	225	3,343,377	106	122	628,400	18,060	2,032,364	111,205	3,734,164	107	124	624,416	572,544	0	106,500,457	3.76
11/24/2018	93,003,550	0	1,877,935	9.25	6.5	469,370	4,555,959	87,386	904,748	987,656	300	425	3,935,033	139	155	639,529	18,627	2,069,973	114,073	3,849,777	139	165	641,166	540,418	0	113,567,200	4.01
weekly change			-0.4%		0.9%		2.2%	-0.2%	-4.0%	15.4%		2.2%			3.1%	1.4%	28%	3.1%						0.3%	6.8%		
Sales for Year to date 2018	4,074,888,161		103,171,264	31,749,889	299,513,097	4,603,276	4,603,276	39,341,685	65,895,139	35,841,665		36,939,717	49,566,317	49,566,317	1,693,511	39,658,697	5,216,261	269,691,106	39,178,130	28,778,625	6,479,631				5,370,714,727	100.0%	
Real Year to date 2019	1,031,623,863		26,240,683	5,245,926	59,102,419	1,129,809	1,129,809	10,076,115	17,865,450	10,062,419		16,693,505	24,246,198	24,246,198	805,086	25,419,992	1,356,662	89,914,040	13,246,058	6,983,595	0				1,466,535,778	100.0%	
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