

TEXAS LOTTERY COMMISSION
Instant Ticket Game Closing Analysis
SUMMARY REPORT

Instant Ticket Information

Date Completed

1/8/2016

Game #	1628	Confirmed Packs	751
Game Name	Weekly Grand	Active Packs	815
Quantity Printed	30,595,750	Warehouse Packs	-
Price Point	\$2	Returned Packs	618
Start Date	6/2/2014	Printed Payout Percentage	64.16%
Top Prize	\$ 825,000	Percent Sold	98.35%
Number of Top Prizes Remaining	0	Number of Weeks Out	83

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 487,084	Actual ticket production costs
Prize payout expense	\$ 36,870,266	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 37,357,350

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 60,181,840	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 60,181,840

Excess of Revenue over Expended \$ 22,824,490

INTANGIBLE POSITIVE BENEFITS:

- Allows for open bin space for new games at same price point with higher average weekly sales.
- Allows retailers to return inventory to TLC that is not selling thus releasing their financial burden

INTANGIBLE NEGATIVE BENEFITS:

- There are still valuable prizes remaining in this game.

Assumptions:

- Estimated sales revenue is calculated based on the number of tickets printed times the percent sold from the DaVinci report. The percent sold amount is based on pack settlements. Some partial packs could be returned thus slightly reducing the sales revenue amount reported above.

Weekly Sales Comparison Information

<u>Previous 3 Weeks Sales from DaVinci</u>		
Most recent week sales	\$	112,312
Next week	\$	129,670
Next week	\$	167,872
Avg Weekly Sales Current Game	\$	136,618
Avg Weekly Sales \$2; 30M-34.99M Qty	\$	1,371,324
Percentage Of Variance In Sales		90%

Instant Ticket Information

*only one game at this level with 85% sell through

Recommendation

☐ I am recommending closing the above game based on the below business reason(s):

Not Required. Zero Top Prize.

Product Manager	Date
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By signing below, I agree with the recommendation of the Products Department Staff to close the above game.

Lottery Operations Division 7

Co _____ Date _____

Executive Director _____ Date _____



Play the Games of Texas!

Da Vinci Report

Week End Date: 1/2/16

1/8/16

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	1/2/16	12/28/15	12/19/15	12/12/15
Mature	1714	\$3	25,338,875	BONUS CASHWORD	7/21/15			24	61.32%	22,869	10,634	41,538	3	\$2,314,821.00	\$2,322,924.00	\$2,282,298.00	\$2,235,132.00
	1715	\$5	20,354,025	\$100,000 CASHWORD-O-RAMA	9/21/15			15	29.37%	20,086	7,515	160,980	8	\$2,027,900.00	\$2,031,745.00	\$2,013,050.00	\$1,963,295.00
	1704	\$5	10,298,475	\$100,000 MEGA BINGO	5/18/15			33	79.56%	13,601	7,028	5,339	10	\$1,195,360.00	\$1,162,600.00	\$1,107,210.00	\$1,120,775.00
	1693	\$5	15,296,025	\$5 SET FOR LIFE	8/3/15			22	73.38%	16,491	7,718	27,777	8	\$1,643,210.00	\$1,592,550.00	\$1,705,940.00	\$1,759,275.00
	1687	\$5	10,273,275	20X THE CASH	7/20/15			24	79.81%	8,832	4,222	13,300	6	\$1,044,875.00	\$1,116,820.00	\$1,158,155.00	\$1,239,185.00
	1721	\$5	7,958,700	777 SEVENS	9/21/15			15	85.29%	9,105	5,422	39	21	\$1,375,570.00	\$1,490,095.00	\$1,556,300.00	\$1,613,285.00
	1709	\$5	8,197,125	BONUS BREAK THE BANK	6/1/15			31	87.91%	5,882	2,888	2,886	180	\$726,115.00	\$940,125.00	\$1,087,440.00	\$1,105,760.00
	1678	\$5	9,888,975	COWBOYS	8/17/15			20	38.51%	7,451	3,822	67,811	692	\$504,780.00	\$524,665.00	\$581,200.00	\$597,435.00
	1679	\$5	5,528,175	HOUSTON TEXANS	8/17/15			20	51.10%	7,739	3,054	21,973	1,967	\$358,750.00	\$354,690.00	\$409,815.00	\$395,420.00
	1718	\$5	8,422,800	INSTANT JACKPOT!	9/8/15			17	52.09%	5,369	3,259	43,592	22	\$572,455.00	\$655,475.00	\$726,965.00	\$743,765.00
	1673	\$5	5,534,925	RACEWAY RICHES	6/15/15			29	72.41%	1,713	829	11,259	5,690	\$110,045.00	\$114,550.00	\$142,150.00	\$143,095.00
	1668	\$5	8,416,650	WIN IT ALL	7/6/15			26	81.34%	1,922	1,173	15,753	1,437	\$215,370.00	\$241,145.00	\$304,595.00	\$321,840.00
	1694	\$10	10,399,900	\$10 SET FOR LIFE	8/3/15			22	63.83%	17,821	7,347	47,762	17	\$2,009,060.00	\$2,060,600.00	\$2,164,070.00	\$2,162,740.00
	1644	\$10	28,500,450	\$200,000,000 CASH BLOWOUT	7/21/14			76	58.87%	5,948	2,637	224,289	6	\$780,070.00	\$745,310.00	\$812,530.00	\$752,150.00
	1748	\$10	5,040,600	\$250,000 CASH	9/8/15			17	76.99%	15,339	6,525	145	10	\$1,893,340.00	\$1,921,430.00	\$1,905,590.00	\$1,875,990.00
	1716	\$10	8,316,800	CASHWORD MULTIPLIER	8/17/15			20	65.34%	19,899	7,058	27,753	8	\$2,797,110.00	\$2,863,840.00	\$2,873,260.00	\$2,774,270.00
	1630	\$10	12,236,550	SUPER WEEKLY GRAND	7/1/14			79	78.28%	7,208	3,336	41,327	11	\$780,040.00	\$757,500.00	\$765,480.00	\$725,760.00
	1713	\$20	6,107,975	\$1,000,000 INSTANT CASHOUT	8/17/15			20	48.46%	22,211	7,590	93,350	8	\$2,529,020.00	\$2,812,980.00	\$3,158,540.00	\$2,939,580.00
	1671	\$20	34,144,650	\$500,000,000 CASH	5/18/15			33	16.53%	20,295	6,870	1,110,160	22	\$2,369,960.00	\$2,621,200.00	\$2,858,680.00	\$2,676,820.00
	1387	\$20	34,320,175	\$500M EXTREME CASH BLAST	8/13/12			177	49.97%	8,322	3,031	673,089	69	\$1,138,340.00	\$1,200,600.00	\$1,273,560.00	\$1,185,080.00
	1617	\$20	5,925,875	MONEY MONEY MILLIONAIRE	3/16/15			42	81.06%	11,010	4,327	27,963	18	\$1,313,480.00	\$1,394,160.00	\$1,625,200.00	\$1,532,400.00
	1593	\$50	3,669,860	DIAMOND DOLLARS	5/4/15			35	52.29%	14,417	5,915	65,328	40	\$2,750,450.00	\$2,904,400.00	\$2,870,700.00	\$2,670,750.00
Out of Wareh	1751	\$1	7,335,750	FAST CASH	12/7/15			4	48.57%	12,859	11,964	14	38	\$900,391.00	\$911,757.00	\$734,506.00	\$331,075.00
	1722	\$1	12,922,050	SEASON'S GREETINGS	10/5/15			13	69.20%	9,100	16,182	22	61	\$654,040.00	\$800,424.00	\$741,878.00	\$733,945.00
Sold/Closing	1712	\$1	10,175,550	SCOOP THE CASH BLACKJACK	7/20/15		1/10/16	24	92.17%	916	728	0	2,636	\$48,902.00	\$53,700.00	\$69,741.00	\$90,369.00
	1612	\$2	25,691,375	BREAK THE BANK	2/16/15			46	95.41%	4,170	1,632	1,324	836	\$262,392.00	\$332,250.00	\$435,660.00	\$607,838.00
	1705	\$2	7,019,875	CANDY BLAST!	6/15/15		1/10/16	29	90.09%	554	519	504	3,045	\$59,278.00	\$53,676.00	\$64,318.00	\$69,902.00
	1674	\$2	9,287,000	MONEY! MONEY! MONEY!	4/6/15		1/10/16	39	88.33%	657	375	1,738	4,811	\$42,294.00	\$43,442.00	\$48,544.00	\$55,674.00
	1628	\$2	30,595,750	WEEKLY GRAND	6/2/14		1/10/16	83	98.35%	751	815	0	618	\$112,312.00	\$129,670.00	\$167,872.00	\$201,804.00
	1698	\$3	10,058,125	BINGO MANIA	6/1/15			31	93.85%	2,088	2,286	0	59	\$317,025.00	\$363,906.00	\$428,463.00	\$528,720.00
	1696	\$3	20,466,300	TEXAS LOTERIA	9/8/15		12/8/15	17	45.59%	3	18	109,603	18,048	\$3,105.00	\$25,560.00	\$858,462.00	\$2,142,495.00
	1649	\$5	20,005,875	\$100,000 CASHWORD-O-RAMA	11/13/14		1/10/16	59	94.37%	920	330	9,307	2,995	\$86,510.00	\$121,860.00	\$133,550.00	\$172,745.00

Liability for 1628 / for Life to Date

Product Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 01/07/2014 - 08/21/2016

Outstanding Prizes

Tier	Ref	SmartCash	Tier Value	Count	Amount	Tickets Paid Life to Date	Amount Paid Life to Date	% paid	Est. Tickets Sold
1	1	N/A	\$2.00	166249	\$332,498.00	1751292	\$3,502,584.00	91.33%	27943127
2	2	N/A	\$2.00	203924	\$407,848.00	1672735	\$3,345,470.00	89.13%	27271114
3	3	N/A	\$4.00	124341	\$497,364.00	1915490	\$7,661,960.00	93.90%	28730739
4	4	N/A	\$4.00	27898	\$111,592.00	380162	\$1,520,648.00	93.16%	28503998
5	5	N/A	\$4.00	23964	\$95,856.00	261531	\$1,046,124.00	91.61%	28027591
6	6	N/A	\$5.00	11846	\$59,230.00	192041	\$960,205.00	94.19%	28818112
7	7	N/A	\$5.00	21480	\$107,400.00	264187	\$1,320,935.00	92.48%	28295180
8	8	N/A	\$10.00	4697	\$46,970.00	117704	\$1,177,040.00	96.16%	29421672
9	9	N/A	\$10.00	4928	\$49,280.00	117338	\$1,173,380.00	95.97%	29362571
10	10	N/A	\$10.00	6171	\$61,710.00	116121	\$1,161,210.00	94.95%	29051852
11	11	N/A	\$10.00	4857	\$48,570.00	76815	\$768,150.00	94.05%	28776233
12	12	N/A	\$20.00	12214	\$244,280.00	110151	\$2,203,020.00	90.02%	27541800
13	0	N/A	\$40.00	1121	\$44,840.00	44780	\$1,791,200.00	97.56%	29848536
14	0	N/A	\$40.00	2499	\$99,960.00	43399	\$1,735,960.00	94.56%	28929908
15	0	N/A	\$40.00	2154	\$86,160.00	42487	\$1,699,480.00	95.17%	29119455
16	0	N/A	\$300.00	133	\$39,900.00	4956	\$1,486,800.00	97.39%	29796136
17	0	N/A	\$300.00	106	\$31,800.00	1926	\$577,800.00	94.78%	28999711
18	0	N/A	\$300.00	73	\$21,900.00	1461	\$438,300.00	95.24%	29139759
19	0	N/A	\$825,000.00	0	\$0.00	3	\$2,475,000.00	100.00%	30595760
20	0	N/A	\$825,000.00	0	\$0.00	1	\$825,000.00	100.00%	30595729
Totals:				618655	\$2,387,158.00	7,114,580	\$36,870,266.00		

NO. OF TICKETS: 30,595,750
 NO. POOLS: 254,96
 PACK SIZE: 125
 PACKS/POOL: 960
 PACKS/GAME: 244,766

30,595,750
 30,595,750
 30,595,750

PRIZE TIER	PRIZE LEVEL REFERENCE NUMBER	TIER CODE	GET	# OF WAYS TO WIN	WIN	ODDS OF 1 IN	WINNERS IN POOLS	254.96	WINNERS IN (PER PACK*)	125	WINNERS IN (Per Pool)	120,000	PRIZE COST	PERCENT OF PRIZE FUND **	VALIDATION TIER LEVELS
1	1	L	G1 \$2	1	\$2	15.96	1,917,541	7.83	7520.813	\$3,835,082	9.77%				
2	2	L	G3 \$2	1	\$2	16.30	1,876,659	7.67	7360.469	\$3,753,318	9.56%				
3	3	L	G1 \$2+G3 \$2	2	\$4	15.00	2,039,831	8.33	8000.448	\$8,159,324	20.78%				
4	4	L	G1 \$4	1	\$4	74.98	408,060	1.67	1600.458	\$1,632,240	4.16%				
5	5	L	G3 \$4	1	\$4	107.17	285,495	1.17	1119.744	\$1,141,980	2.91%				
6	6	L	G1 \$5	1	\$5	150.06	203,887	0.83	799.668	\$1,019,435	2.60%				
7	7	L	G3 \$5	1	\$5	107.10	285,667	1.17	1120.418	\$1,428,335	3.64%				
8	8	L	G1 \$5+G3 \$5	2	\$10	249.96	122,401	0.50	480.071	\$1,224,010	3.12%				
9	9	L	G1 \$2+G3 (\$4+\$4)	3	\$10	122.266	122,266	0.50	479.541	\$1,222,660	3.11%				
10	10	L	G1 \$10	1	\$10	250.19	122,292	0.50	479.643	\$1,222,920	3.12%				
11	11	L	G3 \$10	1	\$10	374.62	81,672	0.33	320.327	\$816,720	2.08%				
12	12	L	G2 \$20	1	\$20	250.04	122,365	0.50	479.929	\$2,447,300	6.23%				
13	0	M	G1 \$10+G2 \$20+G3 \$5x2	4	\$40	666.56	45,901	0.19	180.029	\$1,836,040	4.68%				
14	0	M	G1 \$40	1	\$40	685.37	44,641	0.18	175.087	\$1,785,640	4.55%				
15	0	M	G3 \$40	1	\$40	6012.13	5,089	0.02	19.960	\$1,526,700	3.89%				
16	0	M	G1 \$100+G3 (\$100+\$100)	3	\$300	15,056.96	2,032	0.01	7.970	\$609,600	1.55%				
17	0	M	G1 \$300	1	\$300	19,945.08	1,534	0.01	6.017	\$460,200	1.17%				
18	0	M	G3 \$300	1	\$300	10,198,583.33	3	***	0.012	\$2,475,000	6.30%				
19	0	H	G1 \$1,000/week for 20 years	1	\$825,000	30,595,750.00	1	***	0.004	\$825,000	2.10%				
20	0	H	G3 \$1,000/week for 20 years	1	\$825,000	3.96	7,733,235	31.59	30.331	\$	39,257,424	100.00%			

NOTE: G1 = Wins in Game 1, G2 = Wins in Game 2, G3 = Wins in Game 3
 NOTE: \$825,000 is the annuity amount.

Consolidated odds are 1 in:
 \$2 3,794,200
 \$4 2,733,386
 \$5 489,554
 \$10 448,631
 \$20 122,365
 \$40 136,440
 \$300 8,655
 \$1,000/week 7,733,235

* Each of the following GLEPS will be used in approximately 16.7% of each pack of 125 tickets.
 ** Numbers are rounded.
 *** This number of prizes is guaranteed delivery to the Lottery
 **** Low Tier = \$1 - \$24.99, Mid-Tier = \$25 - \$599, High Tier = \$600+ (Used for Validation Purposes)

APPROVED:

TEXAS LOTTERY COMMISSION

DATE

TEXAS LOTTERY COMMISSION
 "WEEKLY GRAND" - INSTANT GAME NO. 1628
 PRIZE STRUCTURE
 31-Dec-13

VERSION A

Each of the following GLEPS will be used in approximately 16.7% of each pack of 125 tickets

PRIZE	GET	A	B	C	D	E	F
\$2	G1 \$2	8 = \$ 16	7 = \$ 14	7 =	6 = \$ 12	9 = \$ 18	10 = \$ 20
\$2	G3 \$2	4 = \$ 8	10 = \$ 20	7 =	9 = \$ 18	10 = \$ 20	6 = \$ 12
\$4	G1 \$2+G3 \$2	9 = \$ 36	7 = \$ 28	6 =	8 = \$ 32	9 = \$ 36	11 = \$ 44
\$4	G1 \$4	0 = \$ -	3 = \$ 12	1 =	2 = \$ 8	3 = \$ 12	1 = \$ 4
\$4	G3 \$4	1 = \$ 4	0 = \$ -	2 =	1 = \$ 4	2 = \$ 8	1 = \$ 4
\$5	G1 \$5	1 = \$ 5	0 = \$ -	3 =	0 = \$ -	1 = \$ 5	0 = \$ -
\$5	G3 \$5	3 = \$ 15	2 = \$ 10	1 =	0 = \$ -	1 = \$ 5	0 = \$ -
\$10	G1 \$5+G3 \$5	0 = \$ -	0 = \$ -	1 =	0 = \$ -	1 = \$ 10	1 = \$ 10
\$10	G1 \$2+G3 (\$4+\$4)	1 = \$ 10	0 = \$ -	1 =	1 = \$ 10	0 = \$ -	0 = \$ -
\$10	G1 \$10	0 = \$ -	0 = \$ -	1 =	1 = \$ 10	0 = \$ -	1 = \$ 10
\$10	G3 \$10	0 = \$ -	1 = \$ 10	0 =	0 = \$ -	0 = \$ -	1 = \$ 10
\$20	G2 \$20	1 = \$ 20	1 = \$ 20	0 =	1 = \$ 20	0 = \$ -	0 = \$ -
		28 = \$ 114	31 = \$ 114	30 = \$ 114	29 = \$ 114	36 = \$ 114	32 = \$ 114

Note: There will not be more than 37 winners per pack.

APPROVED:

TEXAS LOTTERY COMMISSION

DATE

No.	01/08/16	Game Name	Game No	Inv No.	Vendor	TLC PO #
		Weekly Grand	1628	21630	PBL	362-14-9202 RL017

Truck #	Description/Tickets Delivered Qty	Units per 1000	Unit Price	Amount
1	6,136,000	6,136.00	\$15.92	\$97,685.12
2	6,277,875	6,277.88	\$15.92	\$99,943.77
3	6,277,875	6,277.88	\$15.92	\$99,943.77
4	5,962,875	5,962.88	\$15.92	\$94,928.97
5	5,941,125	5,941.13	\$15.92	\$94,582.71
				<u>\$487,084.34</u>

Delivered	30,595,750
Ordered	30,000,000
2% under	29,400,000
2% over	30,600,000
Acceptable Range	0

Total \$487,084.34

Instant Ticket Game Analysis
8/25/13-8/29/15

Average Number of Weeks for 85% Average Sell Through

Print Quantities	Price Point					Print Quantities	Price Point			
	\$1	\$2	\$3	\$5			\$10	\$20	\$25	\$50
< 5M	None	None	None	None		2M	None	Week 17*	None	None
5M-9.99M	Week 21*	Week 20	Week 21*	Week 23		3M	None	Week 12*	None	None
10M-14.99M	Week 18	None	Week 32	Week 28*		4M	Week 15*	Week 28*	None	None
15M-19.99M	None	Week 14*	Week 40*	Week 44		5M	Week 17	Week 53*	None	None
20M-24.99M	Week 29	None	Week 25	Week 40		6M	Week 27	None	None	None
25M-29.99M	Week 24*	None	Week 32*	None		7M	None	None	None	None
30M-34.99M	Week 41	Week 38*	Week 42*	None		8M	Week 11*	None	None	None
>35M	None	None	None	None		>9M	Week 46*	None	None	None

Average Weekly Dollar Sales at 85% Average Sell Through

Print Quantities	Price Point					Print Quantities	Price Point			
	\$1	\$2	\$3	\$5			\$10	\$20	\$25	\$50
< 5M	None	None	None	None		2M	None	\$2,594,609	None	None
5M-9.99M	\$374,525	\$672,785	\$888,939	\$1,662,696		3M	None	\$5,141,903	None	None
10M-14.99M	\$563,510	None	\$1,254,287	\$1,577,681		4M	\$2,420,727	\$2,572,436	None	None
15M-19.99M	None	\$1,868,863	\$1,056,146	\$1,903,474		5M	\$2,791,527	\$1,645,408	None	None
20M-24.99M	\$670,685	None	\$2,099,544	\$2,268,456		6M	\$1,935,874	None	None	None
25M-29.99M	\$906,926	None	\$1,998,723	None		7M	None	None	None	None
30M-34.99M	\$679,082	\$1,371,324	\$1,878,107	None		8M	\$6,420,059	None	None	None
>35M	None	None	None	None		>9M	\$2,249,003	None	None	None

None = no games at this level with 85% sell through
* only one game at this level with 85% sell through

Excludes Promotional Tickets
Unaudited - For Internal Use Only