

**TEXAS LOTTERY COMMISSION**  
**Scratch Ticket Game Closing Analysis**  
**SUMMARY REPORT**

Date Completed 7/11/2016

**Scratch Ticket Information**

Game #	1630	Confirmed Packs	5,480
Game Name	Super Weekly Grand	Active Packs	3,568
Quantity Printed	12,236,550	Warehouse Packs	1,339
Price Point	\$10	Returned Packs	23
Start Date	7/1/2014	Printed Payout Percentage	69.36%
Top Prize	\$5,000/wk - 20 yrs	Percent Sold	95.29%
Number of Top Prizes Remaining	1	Number of Weeks Out	106

**Current Game Sales Analysis**

**TANGIBLE COSTS**

<b>Expenditure Impact:</b>		
Cost to print tickets	\$ 482,365	Actual ticket production costs
Prize payout expense	\$ 76,206,060	Data from Instant Ticket Tier Liability screen in ES
<b>Estimated Direct Costs</b>	<b>\$ 76,688,425</b>	

**TANGIBLE BENEFITS**

<b>Revenue Impact:</b>		
Estimated sales	\$ 116,602,085	Based on # of tkts printed, times % sold from DaVinci report, times the price point
<b>Total Estimated Benefits</b>	<b>\$ 116,602,085</b>	
<b>Excess of Revenue over Expended</b>	<b>\$ 39,913,660</b>	

**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	\$	690,080
Next week	\$	756,930
Next week	\$	684,600
<b>Avg Weekly Sales Current Game</b>	<b>\$</b>	<b>710,537</b>
<b>Avg Weekly Sales \$10; &gt;9M Qty*</b>	<b>\$</b>	<b>4,563,190</b>
<b>Percentage Of Variance In Sales</b>		<b>84%</b>

**TEXAS LOTTERY COMMISSION**  
**Scratch Ticket Game Closing Analysis**  
**RECOMMENDATION AND APPROVALS**

**Instant Ticket Information**

Game #	<u>1630</u>	Printed Payout Percentage	<u>69.36%</u>
Game Name	<u>Super Weekly Grand</u>	Actual Payout Percentage	<u>65.36%</u>
Percent Sold	<u>95.29%</u>	Number of Weeks Out	<u>106</u>
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			<u>19*</u>

\* There were no games at the >9M level, so the 8M level was used for this analysis.

**Recommendation**

☒ Based on the findings in this Summary Report, I am recommending closing the above game.

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

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Dale Bourisock 7/11/16  
Instant Product Coordinator Date

[Signature] 7/11/16  
Products Manager Date

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

\_\_\_\_\_  
Lottery Operations Division Dir

**Not Required  
> 85% Sell-through**

\_\_\_\_\_  
Exec Director Date





Play the Games of Texas!

Da Vinci Report

7/11/16

Week End Date: 7/9/16

														Net Sales			
Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	7/3/16	7/2/16	6/25/16	6/18/16
Mature	1798	\$3	35,460,375	BONUS CASHWORD	2/29/16			19	36.95%	19,565	8,164	149,521	17	\$2,061,390.00	\$2,230,404.00	\$2,218,071.00	\$2,181,372.00
	1789	\$3	20,804,850	TEXAS LOTERIA	12/22/15			29	88.48%	20,353	9,383	1,073	70	\$1,526,280.00	\$1,848,830.00	\$1,847,744.00	\$1,843,532.00
	1715	\$5	20,354,025	\$100,000 CASHWORD-O-RAMA	9/21/15			42	86.52%	18,209	8,816	11,531	35	\$1,850,910.00	\$1,950,610.00	\$1,911,260.00	\$1,934,735.00
	1794	\$5	25,318,700	\$5 SET FOR LIFE	3/21/16			16	19.08%	13,307	5,878	252,667	30	\$1,217,150.00	\$1,308,805.00	\$1,308,555.00	\$1,346,045.00
	1790	\$5	20,391,825	100000 MEGA BINGO	1/18/16			25	35.02%	13,431	7,007	154,779	26	\$1,153,400.00	\$1,171,275.00	\$1,186,390.00	\$1,196,340.00
	1784	\$5	15,224,825	BONUS BREAK THE BANK	12/7/15			31	63.80%	13,660	7,004	51,305	21	\$1,334,405.00	\$1,399,995.00	\$1,362,380.00	\$1,361,870.00
	1702	\$5	8,440,200	FUNKY 5'S	2/1/16			23	73.97%	3,431	2,247	21,741	909	\$308,285.00	\$358,695.00	\$396,295.00	\$455,850.00
	1792	\$5	3,050,250	HOUSTON ASTROS	4/4/16			14	40.21%	4,804	2,170	16,386	386	\$248,190.00	\$308,600.00	\$321,430.00	\$333,680.00
	1625	\$5	8,423,775	MEGA SLOTS	2/15/16			21	55.21%	4,489	2,805	40,513	1,587	\$314,470.00	\$379,385.00	\$387,385.00	\$466,095.00
	1796	\$5	30,592,725	SUPER LOTERIA	2/29/16			19	42.01%	26,088	9,659	197,578	31	\$3,317,335.00	\$3,466,165.00	\$3,459,380.00	\$3,423,020.00
	1739	\$5	7,338,075	TEXAS CASH BLOWOUT	3/21/16			16	79.15%	8,193	4,517	4,936	220	\$853,200.00	\$933,535.00	\$1,014,015.00	\$1,101,180.00
	1744	\$5	7,333,050	TEXAS LOTTERY LIVE!	3/7/16			18	57.15%	7,662	3,421	29,258	485	\$408,455.00	\$486,250.00	\$501,020.00	\$572,230.00
	1791	\$5	5,088,875	TEXAS RANGERS	4/4/16			14	50.84%	9,123	4,141	18,967	145	\$491,410.00	\$571,385.00	\$604,735.00	\$653,910.00
	1644	\$10	28,500,450	\$200,000 CASH BLOWOUT	7/21/14			103	67.15%	4,755	2,947	178,052	30	\$739,840.00	\$795,210.00	\$728,270.00	\$739,820.00
	1797	\$10	12,140,000	CASHWORD MULTIPLIER	3/9/16			17	45.96%	18,766	8,171	101,779	25	\$3,087,630.00	\$3,298,110.00	\$3,090,330.00	\$3,158,630.00
	1719	\$10	12,204,850	THE BIG MONEY SUPER TICKET	3/7/16			18	70.08%	21,209	8,654	40,930	65	\$2,683,820.00	\$2,963,090.00	\$2,897,000.00	\$2,950,530.00
	1671	\$20	34,144,650	\$500,000 CASH	5/18/15			60	23.58%	10,787	4,142	1,026,375	250	\$1,276,680.00	\$1,409,840.00	\$1,337,100.00	\$1,384,720.00
	1745	\$20	8,102,825	\$500,000 MONEY MANIA	2/1/16			23	47.40%	11,389	5,245	109,490	304	\$1,036,060.00	\$1,088,200.00	\$1,158,520.00	\$1,238,180.00
	1387	\$20	34,320,175	\$500M EXTREME CASH BLAST	8/13/12			204	54.33%	23,073	6,956	593,174	111	\$2,033,840.00	\$1,827,280.00	\$1,201,520.00	\$900,160.00
	1753	\$20	8,191,950	100X THE CASH	4/4/16			14	39.82%	24,847	6,655	162,894	41	\$3,883,480.00	\$4,255,080.00	\$3,951,700.00	\$3,860,880.00
	1740	\$20	10,279,550	HIT \$1,000,000	12/21/15			29	60.45%	21,577	6,644	132,192	49	\$2,571,740.00	\$2,723,660.00	\$2,724,740.00	\$2,603,820.00
Out of Wareh	1743	\$10	5,033,500	\$250,000 CASH CRAZE	5/2/16			10	70.14%	20,488	8,629	39	68	\$2,836,100.00	\$3,234,200.00	\$3,075,310.00	\$3,145,600.00
Sold/Closing	1691	\$1	32,555,550	\$1 SET FOR LIFE	8/3/15	7/17/16	8/31/16	48	80.27%	2,623	2,510	31,783	1,715	\$185,381.00	\$206,422.00	\$213,144.00	\$242,381.00
	1700	\$1	11,135,250	WILD 1'S	2/1/16	7/17/16	8/31/16	23	91.53%	1,062	843	0	3,041	\$63,550.00	\$78,645.00	\$83,708.00	\$111,238.00
	1677	\$2	7,159,250	FIND THE 9'S	2/15/16	7/8/16	8/22/16	21	95.57%	209	255	0	1,570	\$32,338.00	\$39,348.00	\$63,870.00	\$74,550.00
	1783	\$2	7,137,375	WWE	11/16/15	7/17/16	8/31/16	34	54.94%	370	210	17,180	7,365	\$12,862.00	\$13,418.00	\$26,604.00	\$21,134.00
	1786	\$3	8,093,375	LUCKY MULTIPLIER	1/18/16	6/17/16	8/1/16	25	89.23%	298	214	0	2,912	\$5,679.00	-\$1,095.00	\$52,581.00	\$132,384.00
	1736	\$5	15,295,350	HIT \$200,000	12/21/15	6/21/16	8/5/16	29	87.28%	1,192	364	10,958	9,313	\$103,105.00	\$168,890.00	\$321,390.00	\$358,815.00
	1694	\$10	10,399,900	\$10 SET FOR LIFE	8/3/15	6/9/16	7/24/16	49	97.93%	178	153	0	1,870	\$53,420.00	\$84,850.00	\$184,090.00	\$312,650.00
	1737	\$10	10,279,300	HIT \$500,000	1/4/16	8/29/16	8/13/16	27	92.01%	4,957	3,657	13	734	\$1,444,670.00	\$2,087,620.00	\$2,162,520.00	\$2,172,300.00
	1630	\$10	12,236,550	SUPER WEEKLY GRAND	7/1/14			106	95.29%	5,480	3,588	1,339	23	\$890,080.00	\$756,930.00	\$884,600.00	\$886,580.00
	1713	\$20	8,107,975	\$1,000,000 INSTANT CASHOUT	8/17/15	6/13/16	7/28/16	47	83.19%	852	555	27,897	8,562	\$185,880.00	\$365,900.00	\$707,100.00	\$1,000,580.00

2/3

Da Vinci

NO. OF TICKETS (+/-%):  
NO. POOLS:  
PACK SIZE:  
PACKS/POOL:  
PACKS/GAME:

12,236,550  
102  
50  
2,400  
244,731

Minimum Quantity: 11,760,000  
Maximum Quantity: 12,240,000

TEXAS LOTTERY COMMISSION  
"SUPER WEEKLY GRAND" - INSTANT GAME NO. 1630  
END OF PRODUCTION PRIZE STRUCTURE  
10-Dec-13

VERSION A

12,236,550

\$10 TICKETS \$ 122,365,500

REVENUE PRIZE FUND \$ 84,868,060

PAYOUT % - 69.36%

PRIZE TIER	PRIZE CODE	TIER CODE	GET:	# OF WAYS TO WIN	WIN:	ODDS OF 1 IN	WINNERS IN 102 POOLS	WINNERS IN 50 (PER PACK*)	WINNERS IN 120,000 (Per Pool)	PRIZE COST	PERCENT OF PRIZE FUND **	VALIDATION TIER LEVELS
1	L	L	\$10	1	\$10	8.33	1,468,488.000	6.000	14401.000	\$14,684,880	17.30%	
2	L	L	\$10x2	2	\$20	17.65	693,235.000	2.833	6798.338	\$13,864,700	16.34%	
3	L	L	\$20	1	\$20	23.07	530,369.000	2.167	5201.162	\$10,607,180	12.59%	LOW TIER
4	M	M	\$10x3+\$20	4	\$50	272.67	44,877.000	0.183	440.995	\$2,243,850	2.64%	46.14%
5	M	M	\$20+\$10 "3N"	2	\$50	273.00	44,822.000	0.183	439.855	\$2,241,100	2.64%	
6	M	M	\$20+\$10 "COIN"	2	\$50	272.78	44,859.000	0.183	439.918	\$2,242,950	2.64%	
7	M	M	\$50	1	\$50	176.31	69,404.000	0.284	680.623	\$3,470,200	4.09%	
8	M	M	\$100	1	\$100	600.66	20,372.000	0.083	199.782	\$2,037,200	2.40%	
9	M	M	\$20x5	5	\$100	400.31	36,568.000	0.125	299.771	\$3,056,800	3.60%	
10	M	M	\$10x10	10	\$100	333.40	36,702.000	0.150	350.925	\$3,670,200	4.32%	
11	M	M	\$10-\$10 "COIN" + \$20 "3N"	3	\$100	334.07	36,629.000	0.150	359.209	\$3,662,900	4.32%	
12	M	M	\$10x3+\$50	6	\$100	147.54	16,369.000	0.067	160.526	\$1,636,900	1.93%	
13	M	M	\$50x2	2	\$100	599.01	20,428.000	0.083	200.331	\$2,042,800	2.41%	
14	M	M	\$20 "COIN" + \$10x14	15	\$200	790.17	15,485.000	0.063	151.866	\$3,097,200	3.65%	
15	M	M	\$200	1	\$200	1,198.49	10,210.000	0.042	100.126	\$2,042,000	2.41%	
16	M	M	\$50x10	10	\$500	17,066.32	717.000	0.003	7.031	\$358,500	0.42%	
17	M	M	\$10x10+\$200x2	12	\$500	58,548.09	209.000	0.001	2.050	\$104,500	0.12%	
18	M	M	\$100x5	5	\$500	23,993.24	510.000	0.002	5.001	\$255,000	0.30%	
19	M	M	\$50x6+\$100x2	8	\$500	29,700.36	412.000	0.002	4.040	\$206,500	0.24%	
20	M	M	\$50x4+\$100 "3N"	5	\$500	29,628.45	413.000	0.002	3.982	\$203,000	0.24%	MID TIER
21	M	M	\$50x4+\$100 + \$200	6	\$500	30,139.29	406.000	0.001	2.050	\$104,500	0.12%	
22	M	M	\$100+\$200x2	3	\$500	58,548.09	209.000	0.001	2.020	\$103,000	0.12%	38.87%
23	M	M	\$10x3+\$20x11+\$50 "COIN" + \$100	16	\$500	59,460.73	206.000	0.001	2.020	\$102,000	0.12%	
24	H	H	\$1,000	1	\$1,000	119,966.18	102.000	0.000	1.000	\$204,000	0.24%	
25	H	H	\$100x10	10	\$1,000	59,983.09	204.000	0.001	2.001	\$204,000	0.24%	
26	H	H	\$5,000/week for 20 years (Game 1 only)	1	\$4,140,000	6,118,275.00	2.000 ***	0.000	0.020	\$8,280,000	9.76%	HIGH TIER
27	H	H	\$5,000/week for 20 years (Game 3 only)	1	\$4,140,000	12,236,550.00	1.000 ***	0.000	0.010	\$4,140,000	4.88%	15.00% ****
						3.96	3,086,209	12.61	30,265.48	\$ 84,868,060	100.00%	

Consolidated odds are 1 in:

\$10	8.33	1,468,488
\$20	10.00	1,223,604
\$50	59.99	203,962
\$100	75.97	161,068
\$200	476.20	25,696
\$500	3,970.33	3,082
\$1,000	39,988.73	306
\$5,000/week	4,078,850.00	3
		3,086,209

NOTE: "COIN" wins triple the prize shown using COIN symbol with two matching symbols and appears in GAME 1 only  
NOTE: A YOUR NUMBER OF "3N" wins triple the prize shown for that row, in GAME 3 only  
NOTE: \$4,140,000 is the annuity amount.

\* Each of the following GLEPS will be used in approximately 16.67% of each pack of 50 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



## Liability for 1630 / for Life to Date

Product Status:  
ActiveSmartCash Enabled:  
N/A

Validation Range: 12/19/2013 - 12/31/2037

## 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	\$10.00	112087	\$1,120,870.00	1356401	\$13,564,010.00	92.37%	11302556
2	2	N/A	\$20.00	39045	\$780,900.00	654190	\$13,083,800.00	94.37%	11547352
3	3	N/A	\$20.00	37329	\$746,580.00	493040	\$9,860,800.00	92.96%	11375304
4	0	N/A	\$50.00	2261	\$113,050.00	42616	\$2,130,800.00	94.96%	11620046
5	0	N/A	\$50.00	2147	\$107,350.00	42675	\$2,133,750.00	95.21%	11650412
6	0	N/A	\$50.00	2200	\$110,000.00	42659	\$2,132,950.00	95.10%	11636438
7	0	N/A	\$50.00	4641	\$232,050.00	64763	\$3,238,150.00	93.31%	11418299
8	0	N/A	\$100.00	1595	\$159,500.00	18777	\$1,877,700.00	92.17%	11278504
9	0	N/A	\$100.00	1700	\$170,000.00	28868	\$2,886,800.00	94.44%	11556030
10	0	N/A	\$100.00	1979	\$197,900.00	34723	\$3,472,300.00	94.61%	11576745
11	0	N/A	\$100.00	1948	\$194,800.00	34681	\$3,468,100.00	94.68%	11585786
12	0	N/A	\$100.00	882	\$88,200.00	15487	\$1,548,700.00	94.61%	11577216
13	0	N/A	\$100.00	1087	\$108,700.00	19341	\$1,934,100.00	94.68%	11585427
14	0	N/A	\$200.00	795	\$159,000.00	14691	\$2,938,200.00	94.87%	11608366
15	0	N/A	\$200.00	693	\$138,600.00	9517	\$1,903,400.00	93.21%	11405998
16	0	N/A	\$500.00	37	\$18,500.00	680	\$340,000.00	94.84%	11605096
17	0	N/A	\$500.00	10	\$5,000.00	199	\$99,500.00	95.22%	11651069
18	0	N/A	\$500.00	30	\$15,000.00	480	\$240,000.00	94.12%	11516752
19	0	N/A	\$500.00	21	\$10,500.00	391	\$195,500.00	94.90%	11612842
20	0	N/A	\$500.00	17	\$8,500.00	396	\$198,000.00	95.88%	11732866
21	0	N/A	\$500.00	19	\$9,500.00	387	\$193,500.00	95.32%	11663903
22	0	N/A	\$500.00	9	\$4,500.00	200	\$100,000.00	95.69%	11709617
23	0	N/A	\$500.00	8	\$4,000.00	198	\$99,000.00	96.12%	11761344
24	0	N/A	\$1,000.00	7	\$7,000.00	95	\$95,000.00	93.14%	11396786
25	0	N/A	\$1,000.00	12	\$12,000.00	192	\$192,000.00	94.12%	11516752
26	0	N/A	\$4,140,000.00	1	\$4,140,000.00	1	\$4,140,000.00	50.00%	6118273
27	0	N/A	\$4,140,000.00	0	\$0.00	1	\$4,140,000.00	100.00%	12236547
Totals:				210560	\$8,662,000.00	2,875,649	\$76,206,060.00		

Game Name	Game No	Inv No.	Vendor	TLC PO #
Super Weekly Grand	1630			362-13-900

Truck #	Description/Tickets Delivered Qty	Units per 1000	Unit Price	Amount
1	3,064,050	3,064.05	\$39.42	\$120,784.85
2	3,141,600	3,141.60	\$39.42	\$123,841.87
3	3,016,900	3,016.90	\$39.42	\$118,926.20
4	3,014,000	3,014.00	\$39.42	\$118,811.88
				<u>\$482,364.80</u>

Delivered	12,236,550
Ordered	12,000,000

2% under	11,760,000
2% over	12,240,000

Accetabale Range	0
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Total \$482,364.80

**Instant Ticket Game Analysis**  
2/23/14-2/27/16

**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	None	None	None
5M-9.99M	Week 16	Week 21	Week 21*	Week 22	3M	None	Week 12*	None	Week 71*
10M-14.99M	Week 17	None	Week 26	Week 31	4M	Week 15*	Week 28*	None	None
15M-19.99M	None	None	Week 40*	Week 51	5M	Week 18	Week 47*	None	None
20M-24.99M	Week 36	None	Week 25	Week 39	6M	Week 26	None	None	None
25M-29.99M	Week 24*	Week 39*	Week 32*	None	7M	None	None	None	None
30M-34.99M	Week 51*	Week 66*	None	None	8M	Week 19	None	None	None
>35M	None	None	None	None	>9M	None	Week 39*	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	None	None	None
5M-9.99M	\$476,747	\$641,811	\$888,939	\$1,723,223	3M	None	\$5,141,903	None	\$2,195,114
10M-14.99M	\$577,433	None	\$1,236,839	\$1,456,631	4M	\$2,420,727	\$2,572,436	None	None
15M-19.99M	None	None	\$1,056,146	\$1,448,693	5M	\$2,609,962	\$2,150,202	None	None
20M-24.99M	\$523,049	None	\$2,123,051	\$2,266,672	6M	\$2,024,322	None	None	None
25M-29.99M	\$906,926	\$1,139,763	\$1,998,723	None	7M	None	None	None	None
30M-34.99M	\$521,486	\$790,002	None	None	8M	\$4,563,190	None	None	None
>35M	None	None	None	None	>9M	None	\$4,464,715	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  
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