

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

**Scratch Ticket Information**

Date Completed

8/2/2016

|                                |                     |                           |        |
|--------------------------------|---------------------|---------------------------|--------|
| Game #                         | 1692                | Confirmed Packs           | 5,902  |
| Game Name                      | \$2 Set for Life    | Active Packs              | 3,102  |
| Quantity Printed               | 30,589,250          | Warehouse Packs           | 79,286 |
| Price Point                    | \$2                 | Returned Packs            | 6      |
| Start Date                     | 8/3/2015            | Printed Payout Percentage | 64.89% |
| Top Prize                      | \$1,000/wk - 20 yrs | Percent Sold              | 63.36% |
| Number of Top Prizes Remaining | 1                   | Number of Weeks Out       | 52     |

**Current Game Sales Analysis**

**TANGIBLE COSTS**

**Expenditure Impact:**

|                       |               |                                                      |
|-----------------------|---------------|------------------------------------------------------|
| Cost to print tickets | \$ 389,707    | Actual ticket production costs                       |
| Prize payout expense  | \$ 24,634,883 | Data from Instant Ticket Tier Liability screen in ES |

**Estimated Direct Costs**      **\$ 25,024,590**

**TANGIBLE BENEFITS**

**Revenue Impact:**

|                 |               |                                                                                     |
|-----------------|---------------|-------------------------------------------------------------------------------------|
| Estimated sales | \$ 38,762,698 | Based on # of tkts printed, times % sold from DaVinci report, times the price point |
|-----------------|---------------|-------------------------------------------------------------------------------------|

**Total Estimated Benefits**      **\$ 38,762,698**

**Excess of Revenue over Expended**      **\$ 13,738,108**

**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**

Previous 3 Weeks Sales from DaVinci

|                                        |    |            |
|----------------------------------------|----|------------|
| Most recent week sales                 | \$ | 264,550    |
| Next week                              | \$ | 305,324    |
| Next week                              | \$ | 306,922    |
| Avg Weekly Sales Current Game          | \$ | 292,265    |
| Avg Weekly Sales \$2; 30M-34.99M Qty   | \$ | 790,002    |
| <b>Percentage Of Variance In Sales</b> |    | <b>63%</b> |

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

**Instant Ticket Information**

|                                                                                           |                         |                           |               |
|-------------------------------------------------------------------------------------------|-------------------------|---------------------------|---------------|
| Game #                                                                                    | <u>1692</u>             | Printed Payout Percentage | <u>64.89%</u> |
| Game Name                                                                                 | <u>\$2 Set for Life</u> | Actual Payout Percentage  | <u>63.55%</u> |
| Percent Sold                                                                              | <u>63.36%</u>           | Number of Weeks Out       | <u>52</u>     |
| Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run. |                         |                           | <u>66*</u>    |

\* Only one game at this level with 85% sell through

**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):

This game is currently performing at less than optimal sales levels. The Set for Life brand will no longer be used

at the \$2 price point. Staff recommends pre-calling this game & introducing Weekly Grand on 9/19/16.

The Weekly Grand brand/games have a proven sales history and should yield higher weekly sales.

out of office - RFP  
Scratch Product Coordinator      Date

RFP      8/2/16  
Products Manager      Date

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

Ed Page for Michael Cramer 8-3-16  
Lottery Operations Division Director      Date

Donna Drake      8/4/16  
Controller      Date  
mg for KJS 8/4/16

Michael R. Cramer  
for Gay Griffin      8/4/16  
Executive Director      Date



## Play the Games of Texas!®

Da Vinci Report
8/2/16

Week End Date: 7/30/16

| Product Line | Game | \$   | Tix Run    | Name                          | Start    | Call | Close | Wks | % Sold | Confirmed | Active | Ware    | Return | Net Sales      |                |                |                |
|--------------|------|------|------------|-------------------------------|----------|------|-------|-----|--------|-----------|--------|---------|--------|----------------|----------------|----------------|----------------|
|              |      |      |            |                               |          |      |       |     |        |           |        |         |        | 7/30/16        | 7/23/16        | 7/16/16        | 7/9/16         |
| Baseline     | 1757 | \$1  | 12,237,450 | \$7 MILLION PAYOUT            | 8/1/16   |      |       | 0   | 0.37%  | 16,805    | 2,452  | 48,391  | 0      | \$0            | \$0            | \$0            | \$0            |
|              | 1689 | \$1  | 11,210,100 | LUCKY BUCKS                   | 5/2/16   |      |       | 13  | 65.02% | 9,650     | 6,995  | 7,655   | 90     | \$391,475.00   | \$428,605.00   | \$434,891.00   | \$478,101.00   |
|              | 1762 | \$1  | 11,104,650 | SPICY 9'S                     | 6/6/16   |      |       | 8   | 55.29% | 14,477    | 9,020  | 7,586   | 5      | \$755,274.00   | \$763,425.00   | \$739,857.00   | \$744,431.00   |
|              | 1800 | \$1  | 30,135,750 | WEEKLY BONUS                  | 6/20/16  |      |       | 6   | 11.23% | 15,868    | 11,203 | 149,559 | 3      | \$597,963.00   | \$612,304.00   | \$614,290.00   | \$605,972.00   |
|              | 1749 | \$2  | 7,029,250  | MONEY BAGS                    | 7/5/16   |      |       | 4   | 31.19% | 18,365    | 8,101  | 10,771  | 1      | \$1,139,600.00 | \$1,310,474.00 | \$1,178,930.00 | \$433,904.00   |
|              | 1805 | \$2  | 6,028,375  | PITBULL                       | 7/18/16  |      |       | 2   | 10.34% | 17,007    | 9,589  | 14,972  | 2      | \$582,304.00   | \$456,502.00   | \$0            | \$0            |
|              | 1708 | \$2  | 7,032,375  | QUEEN OF SPADES               | 5/16/16  |      |       | 11  | 58.58% | 12,115    | 5,558  | 3,542   | 439    | \$481,746.00   | \$580,856.00   | \$637,630.00   | \$751,510.00   |
|              | 1788 | \$2  | 9,237,375  | TRIPLE THE MONEY              | 5/9/16   |      |       | 12  | 47.05% | 17,842    | 7,267  | 12,690  | 7      | \$698,756.00   | \$751,866.00   | \$827,478.00   | \$903,692.00   |
|              | 1785 | \$3  | 8,088,250  | BACK TO SCHOOL CROSSWORD      | 7/5/16   |      |       | 4   | 18.08% | 18,392    | 8,178  | 25,029  | 2      | \$1,309,278.00 | \$1,310,940.00 | \$994,425.00   | \$379,962.00   |
|              | 1801 | \$3  | 20,504,625 | TEXAS LOTERIA                 | 6/27/16  |      |       | 5   | 5.00%  | 19,321    | 6,836  | 231,462 | 0      | \$1,016,187.00 | \$882,057.00   | \$557,553.00   | \$255,378.00   |
|              | 1799 | \$5  | 20,213,625 | \$100,000 SUPER CASHWORD      | 7/18/16  |      |       | 2   | 4.00%  | 22,762    | 9,024  | 224,833 | 1      | \$2,086,070.00 | \$1,340,305.00 | \$0            | \$0            |
|              | 1766 | \$5  | 5,626,350  | 50X FAST CASH                 | 6/20/16  |      |       | 6   | 46.37% | 19,071    | 8,818  | 10,793  | 3      | \$1,556,425.00 | \$1,718,390.00 | \$1,907,410.00 | \$2,399,270.00 |
|              | 1776 | \$5  | 9,894,750  | COWBOYS                       | 8/1/16   |      |       | 0   | 0.25%  | 15,545    | 2,670  | 100,968 | 0      | \$0            | \$0            | \$0            | \$0            |
|              | 1777 | \$5  | 5,529,750  | HOUSTON TEXANS                | 8/1/16   |      |       | 0   | 0.36%  | 15,236    | 2,110  | 44,478  | 0      | \$0            | \$0            | \$0            | \$0            |
|              | 1597 | \$5  | 8,199,000  | LUCKY NUMBERS                 | 7/5/16   |      |       | 4   | 21.48% | 21,612    | 9,088  | 53,746  | 3      | \$1,985,280.00 | \$2,381,125.00 | \$2,630,670.00 | \$1,270,595.00 |
|              | 1763 | \$5  | 7,329,450  | WILD CASH                     | 6/6/16   |      |       | 8   | 46.33% | 15,584    | 7,704  | 27,885  | 2      | \$1,539,945.00 | \$1,593,135.00 | \$1,599,595.00 | \$1,864,865.00 |
|              | 1759 | \$10 | 28,632,550 | \$200 MILLION PAYOUT          | 8/1/16   |      |       | 0   | 0.09%  | 30,500    | 3,846  | 517,537 | 0      | \$0            | \$0            | \$0            | \$0            |
|              | 1769 | \$10 | 5,500,500  | \$250,000 EXTREME GREEN       | 7/5/16   |      |       | 4   | 23.30% | 20,306    | 10,536 | 51,221  | 3      | \$3,315,210.00 | \$3,583,150.00 | \$3,495,830.00 | \$1,543,480.00 |
|              | 1734 | \$20 | 5,908,875  | MILLIONAIRE'S CLUB            | 6/6/16   |      |       | 8   | 27.45% | 22,008    | 8,043  | 138,885 | 5      | \$3,562,120.00 | \$3,733,480.00 | \$3,631,640.00 | \$3,751,220.00 |
| Mature       | 1626 | \$1  | 1,091,250  | DID I WIN?                    | 9/12/14  |      |       | 98  | 0.00%  | 0         | 0      | 3,255   | 708    | \$0            | \$0            | \$0            | \$0            |
|              | 1738 | \$1  | 25,696,500 | HIT \$5,000                   | 1/4/16   |      |       | 30  | 82.23% | 9,480     | 5,920  | 13,282  | 4      | \$349,708.00   | \$356,444.00   | \$343,102.00   | \$376,127.00   |
|              | 1746 | \$1  | 11,133,600 | LUCKYTICKET                   | 3/7/16   |      |       | 21  | 75.28% | 5,178     | 3,532  | 7,527   | 765    | \$158,404.00   | \$198,167.00   | \$210,398.00   | \$239,388.00   |
|              | 1447 | \$1  | 860,400    | MONEY CRAZE                   | 9/17/12  |      |       | 202 | 0.00%  | 0         | 0      | 0       | 283    | \$0            | \$0            | \$0            | \$0            |
|              | 1697 | \$1  | 11,256,750 | TRIPLE PAYOUT!                | 4/4/16   |      |       | 17  | 84.74% | 5,623     | 4,231  | 0       | 316    | \$270,788.00   | \$307,183.00   | \$340,313.00   | \$383,398.00   |
|              | 1692 | \$2  | 30,589,250 | \$2 SET FOR LIFE              | 8/3/15   |      |       | 52  | 63.36% | 5,902     | 3,102  | 79,286  | 6      | \$264,550.00   | \$305,324.00   | \$306,922.00   | \$307,332.00   |
|              | 1778 | \$2  | 25,266,625 | BREAK THE BANK                | 11/18/15 |      |       | 36  | 88.02% | 13,798    | 8,000  | 395     | 5      | \$1,024,760.00 | \$1,070,444.00 | \$1,078,628.00 | \$1,181,308.00 |
|              | 1754 | \$2  | 7,037,250  | CATS VS. DOGS - DOGS VS. CATS | 4/18/16  |      |       | 15  | 63.69% | 6,348     | 3,212  | 5,941   | 3,284  | \$259,972.00   | \$324,650.00   | \$340,506.00   | \$349,446.00   |
|              | 1765 | \$2  | 7,326,375  | GAS MONKEY GARAGE             | 3/21/16  |      |       | 19  | 71.55% | 3,612     | 2,207  | 7,160   | 2,529  | \$183,824.00   | \$226,946.00   | \$218,994.00   | \$229,950.00   |
|              | 1735 | \$2  | 22,518,500 | HIT \$50,000                  | 1/4/16   |      |       | 30  | 67.09% | 10,365    | 4,342  | 41,157  | 10     | \$425,194.00   | \$480,710.00   | \$488,464.00   | \$524,642.00   |
|              | 1795 | \$2  | 35,193,500 | INSTANT BINGO                 | 3/7/16   |      |       | 21  | 30.85% | 17,290    | 8,605  | 167,146 | 4      | \$913,934.00   | \$937,220.00   | \$971,370.00   | \$1,027,236.00 |

NO. OF TICKETS 30,589,250  
 NO. POOLS: 127.46  
 PACK SIZE: 125.00  
 PACKS/POOL: 1920.00  
 PACKS/GAME: 244,714

MIN: 29,400,000  
 MAX: 30,600,000

30,589,250

\$2 TICKETS

\$61,178,500 - REVENUE

TEXAS LOTTERY COMMISSION

"\$2 SET FOR LIFE" (\$1,000 A WEEK FOR 20 YEARS) - INSTANT GAME NO. 1692

END OF PRODUCTION PRIZE STRUCTURE

PRIZE FUNI - \$39,700,966

PAYOUT % - 64.8936570%

April 13, 2015 - VERSION 8

| PRIZE<br>LEVEL | # OF<br>WINS | TIER<br>CODE | GET:                                                | WIN: | ODDS OF<br>1 IN:          | WINNERS IN<br>127.46<br>POOLS | WINNERS IN<br>125<br>(PER PACK*) | WINNERS IN<br>240,000<br>(PER POOL) | PRIZE<br>COST | PERCENT<br>OF PRIZE<br>FUND** | VALIDATION<br>TIER<br>LEVELS** |
|----------------|--------------|--------------|-----------------------------------------------------|------|---------------------------|-------------------------------|----------------------------------|-------------------------------------|---------------|-------------------------------|--------------------------------|
| 1              | 1            | L            | \$2                                                 |      | \$2 8.33                  | 3,670,571                     | 15.00                            | 28,800                              | \$ 7,341,142  | 18.49%                        |                                |
| 2              | 1            | L            | \$2 (2X)                                            |      | \$4 20.83                 | 1,468,562                     | 6.00                             | 11,520                              | \$ 5,874,248  | 14.80%                        |                                |
| 3              | 1            | L            | \$4                                                 |      | \$4 62.48                 | 489,567                       | 2.00                             | 3,840                               | \$ 1,958,268  | 4.93%                         |                                |
| 4              | 1            | L            | \$5                                                 |      | \$5 41.68                 | 733,966                       | 3.00                             | 5,760                               | \$ 3,669,830  | 9.24%                         |                                |
| 5              | 2            | L            | \$5 x 2                                             |      | \$10 500.39               | 61,131                        | 0.25                             | 480                                 | \$ 611,310    | 1.54%                         |                                |
| 6              | 3            | L            | (\$2 (2X) x 2) + \$2                                |      | \$10 249.82               | 122,447                       | 0.50                             | 960                                 | \$ 1,224,470  | 3.08%                         |                                |
| 7              | 1            | L            | \$10                                                |      | \$10 500.77               | 61,085                        | 0.25                             | 480                                 | \$ 610,850    | 1.54%                         |                                |
| 8              | 4            | L            | \$2 (2X) + \$5 (2X) + \$4 + \$2                     |      | \$20 166.62               | 183,583                       | 0.75                             | 1,440                               | \$ 3,671,660  | 9.25%                         | LOW                            |
| 9              | 1            | L            | \$20                                                |      | \$20 500.39               | 61,131                        | 0.25                             | 480                                 | \$ 1,222,620  | 3.08%                         | 65.95%                         |
| 10             | 10           | M            | \$10 (2X) + (\$5 x 4) + (\$2 x 5)                   |      | \$50 799.38               | 38,266                        | -                                | 300                                 | \$ 1,913,300  | 4.82%                         |                                |
| 11             | 5            | M            | \$10 x 5                                            |      | \$50 1,598.60             | 19,135                        | -                                | 150                                 | \$ 956,750    | 2.41%                         |                                |
| 12             | 3            | M            | \$10 (2X) + \$20 + \$5 (2X)                         |      | \$50 1,597.68             | 19,146                        | -                                | 150                                 | \$ 957,300    | 2.41%                         |                                |
| 13             | 9            | M            | (\$2 x 5) + (\$5 x 2) + \$10 (2X) + \$5 (2X)        |      | \$50 705.00               | 43,389                        | -                                | 340                                 | \$ 2,169,450  | 5.46%                         |                                |
| 14             | 1            | M            | \$50                                                |      | \$50 11,907.07            | 2,569                         | -                                | 20                                  | \$ 128,450    | 0.32%                         |                                |
| 15             | 1            | M            | \$100                                               |      | \$100 39,726.30           | 770                           | -                                | 6                                   | \$ 77,000     | 0.19%                         |                                |
| 16             | 10           | M            | \$5 (2X) x 10                                       |      | \$100 1,847.73            | 16,555                        | -                                | 130                                 | \$ 1,655,500  | 4.17%                         |                                |
| 17             | 5            | M            | \$10 (2X) x 5                                       |      | \$100 4,012.23            | 7,624                         | -                                | 60                                  | \$ 762,400    | 1.92%                         |                                |
| 18             | 9            | M            | (\$10 x 5) + (\$20 x 2) + (\$5 x 2)                 |      | \$100 3,005.43            | 10,178                        | -                                | 80                                  | \$ 1,017,800  | 2.56%                         |                                |
| 19             | 1            | M            | \$200                                               |      | \$200 242,771.83          | 126                           | -                                | 1                                   | \$ 25,200     | 0.06%                         |                                |
| 20             | 10           | M            | \$20 x 10                                           |      | \$200 48,020.80           | 637                           | -                                | 5                                   | \$ 127,400    | 0.32%                         |                                |
| 21             | 10           | M            | \$20 (2X) + (\$20 x 6) + (\$5 (2X) x 2) + \$10 (2X) |      | \$200 33,577.66           | 911                           | -                                | 7                                   | \$ 182,200    | 0.46%                         |                                |
| 22             | 10           | M            | \$50 (2X) + \$10 (2X) + (\$10 x 3) + (\$5 (2X) x 5) |      | \$200 34,721.06           | 881                           | -                                | 7                                   | \$ 176,200    | 0.44%                         |                                |
| 23             | 1            | M            | \$500                                               |      | \$500 246,687.50          | 124                           | -                                | 1                                   | \$ 62,000     | 0.16%                         | MID                            |
| 24             | 8            | M            | \$100 (2X) + \$50 (2X) + (\$10 (2X) x 5) + \$100    |      | \$500 242,771.83          | 126                           | -                                | 1                                   | \$ 63,000     | 0.16%                         | 25.88%                         |
| 25             | 1            | H            | \$5,000                                             |      | \$5,000 6,117,850.00      | 5                             | -                                | -                                   | \$ 25,000     | 0.06%                         |                                |
| 26             | 8            | H            | (\$500 (2X) x 3) + (\$200 (2X) x 5)                 |      | \$5,000 2,039,283.33      | 15                            | -                                | -                                   | \$ 75,000     | 0.19%                         | HIGH                           |
| 27             | 1            | H            | Annuity \$1,000/week/20 years                       |      | \$785,654.48 7,647,312.50 | 4 *****                       | -                                | -                                   | \$ 3,142,618  | 7.92%                         | 8.17%                          |
|                |              |              |                                                     |      | 4 decimals 4.3621         | 7,012,504                     | 28.00                            | 55,018                              | \$ 39,700,966 | 100.00%                       | 100.00% ***                    |

"2X" symbol = Win Double the Prize Amount

"Money Bag" symbol = Auto Win

NOTE: Annuity amount estimated at \$785,654.48

## Liability for 1692 / for Life to Date

Product Status: SmartCash Enabled:  
Active N/A

Validation Range: 06/29/2015 - 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       | \$2.00       | 1521290 | \$3,042,580.00  | 2149281                   | \$4,298,562.00           | 58.55% | 17911353          |
| 2       | 2   | N/A       | \$4.00       | 598998  | \$2,395,992.00  | 869564                    | \$3,478,256.00           | 59.21% | 18112487          |
| 3       | 3   | N/A       | \$4.00       | 196965  | \$787,860.00    | 292602                    | \$1,170,408.00           | 59.77% | 18282432          |
| 4       | 4   | N/A       | \$5.00       | 291943  | \$1,459,715.00  | 442023                    | \$2,210,115.00           | 60.22% | 18422041          |
| 5       | 5   | N/A       | \$10.00      | 22860   | \$228,600.00    | 38271                     | \$382,710.00             | 62.60% | 19150368          |
| 6       | 6   | N/A       | \$10.00      | 46181   | \$461,810.00    | 76266                     | \$762,660.00             | 62.28% | 19052485          |
| 7       | 7   | N/A       | \$10.00      | 23757   | \$237,570.00    | 37328                     | \$373,280.00             | 61.11% | 18692568          |
| 8       | 8   | N/A       | \$20.00      | 68082   | \$1,361,640.00  | 115501                    | \$2,310,020.00           | 62.91% | 19245185          |
| 9       | 9   | N/A       | \$20.00      | 23563   | \$471,260.00    | 37568                     | \$751,360.00             | 61.45% | 18798595          |
| 10      | 0   | N/A       | \$50.00      | 13955   | \$697,750.00    | 24311                     | \$1,215,550.00           | 63.53% | 19433838          |
| 11      | 0   | N/A       | \$50.00      | 6977    | \$348,850.00    | 12158                     | \$607,900.00             | 63.54% | 19435803          |
| 12      | 0   | N/A       | \$50.00      | 7019    | \$350,950.00    | 12127                     | \$606,350.00             | 63.34% | 19375108          |
| 13      | 0   | N/A       | \$50.00      | 15900   | \$795,000.00    | 27489                     | \$1,374,450.00           | 63.35% | 19379748          |
| 14      | 0   | N/A       | \$50.00      | 977     | \$48,850.00     | 1592                      | \$79,600.00              | 61.97% | 18956047          |
| 15      | 0   | N/A       | \$100.00     | 287     | \$28,700.00     | 483                       | \$48,300.00              | 62.73% | 19187802          |
| 16      | 0   | N/A       | \$100.00     | 6205    | \$620,500.00    | 10350                     | \$1,035,000.00           | 62.52% | 19124055          |
| 17      | 0   | N/A       | \$100.00     | 2895    | \$289,500.00    | 4729                      | \$472,900.00             | 62.03% | 18973840          |
| 18      | 0   | N/A       | \$100.00     | 3767    | \$376,700.00    | 6411                      | \$641,100.00             | 62.99% | 19267801          |
| 19      | 0   | N/A       | \$200.00     | 48      | \$9,600.00      | 78                        | \$15,600.00              | 61.90% | 18936202          |
| 20      | 0   | N/A       | \$200.00     | 237     | \$47,400.00     | 400                       | \$80,000.00              | 62.79% | 19208320          |
| 21      | 0   | N/A       | \$200.00     | 331     | \$66,200.00     | 580                       | \$116,000.00             | 63.67% | 19475043          |
| 22      | 0   | N/A       | \$200.00     | 317     | \$63,400.00     | 564                       | \$112,800.00             | 64.02% | 19582675          |
| 23      | 0   | N/A       | \$500.00     | 55      | \$27,500.00     | 69                        | \$34,500.00              | 55.65% | 17021437          |
| 24      | 0   | N/A       | \$500.00     | 45      | \$22,500.00     | 81                        | \$40,500.00              | 64.29% | 19664517          |
| 25      | 0   | N/A       | \$5,000.00   | 2       | \$10,000.00     | 3                         | \$15,000.00              | 60.00% | 18353551          |
| 26      | 0   | N/A       | \$5,000.00   | 6       | \$30,000.00     | 9                         | \$45,000.00              | 60.00% | 18353551          |
| 27      | 0   | N/A       | \$785,654.00 | 1       | \$785,654.00    | 3                         | \$2,356,962.00           | 75.00% | 22941936          |
| Totals: |     |           |              | 2852663 | \$15,066,081.00 | 4,159,841                 | \$24,634,883.00          |        |                   |

08/02/16

| Game Name        | Game # | Invoice  | Vendor | TLC PO #          |
|------------------|--------|----------|--------|-------------------|
| \$2 Set For Life | 1692   | 90082483 | GTECH  | 362-15-9203 RL020 |

| Truck # | Description/Tickets<br>Delivered |         | Unit Price<br>Per 1000 | Amount     |
|---------|----------------------------------|---------|------------------------|------------|
| 1       | 7,302,250                        | tickets | \$0.01146              | 83,683.79  |
|         | 7,302,250                        | full uv | \$0.00128              | 9,346.88   |
|         |                                  |         |                        | 93,030.67  |
| 2       | 7,510,875                        | tickets | \$0.01146              | 86,074.63  |
|         | 7,510,875                        | full uv | \$0.00128              | 9,613.92   |
|         |                                  |         |                        | 95,688.55  |
| 3       | 7,901,125                        | tickets | \$0.01146              | 90,546.89  |
|         | 7,901,125                        | full uv | \$0.00128              | 10,113.44  |
|         |                                  |         |                        | 100,660.33 |
| 4       | 7,875,000                        | tickets | \$0.01146              | 90,247.50  |
|         | 7,875,000                        | full uv | \$0.00128              | 10,080.00  |
|         |                                  |         |                        | 100,327.50 |

|           |            |
|-----------|------------|
| Delivered | 30,589,250 |
| Ordered   | 30,000,000 |

|          |            |
|----------|------------|
| 2% under | 29,400,000 |
| 2% over  | 30,600,000 |

|                    |   |
|--------------------|---|
| Accetable<br>Range | 0 |
|--------------------|---|

Total

389,707.05

**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

Unaudited - For Internal Use Only

## Schuhmann, Stacy

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**From:** Pyka, Kathy  
**Sent:** Saturday, July 30, 2016 12:50 PM  
**To:** Directors; Office Of The Controller  
**Cc:** Sanchez, Sheila; Simpson, MaryBeth  
**Subject:** August 1st - 5th

I will be out of the office from August 1<sup>st</sup> through 5<sup>th</sup> on travel. While away from the office, Stacy Schuhmann will have delegated signature authority for the Office of the Controller, including jackpot estimation.

Thanks, Kathy

*Kathy Pyka, CPA  
Controller  
Texas Lottery Commission  
[kathy.pyka@lottery.state.tx.us](mailto:kathy.pyka@lottery.state.tx.us)  
512-344-5410*

## **Burrola, Jessica**

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**From:** Adams, Merry  
**Sent:** Monday, August 01, 2016 8:52 AM  
**To:** Anger, Michael; Biard, Bob; Cripe, Kelly; Fernandez, Mike; Grief, Gary; Pyka, Kathy; Rogers, Ed; Trevino, Nelda; Schuhmann, Stacy; Stuckey, Kelly; Terrell, Julie; McCoy, Rene; Bowersock, Dale; Bland, Angie; Page, Ray; Tirloni, Robert; Sanchez, Sheila; Leeper, Andrew; Austin, Casey; Veselka, David; Glasgow, Rashelle; Kidd, Clay; Leeper, Andrew; Ross, Dana; Simpson, MaryBeth; Pogue, Susan; Briones, Angela; Hendrix, Andrea; Daniel, Conchita; Ortega, Eliza; Elyabouri, Fattah; Carney, James; Vela, Carol; Young, Michelle; Byrd, Michelle; Moreno, Heidi; Pimentel, Tami; Perez, Liesa; Bertolacini, Joyce; Perez, Maria; Medina, Iris; Burrola, Jessica; Briones, Angela; Edwards, Teresa  
**Subject:** Michael Anger Out; Ed Rogers in charge

Michael Anger will be out of the office August 1-5, 2016, 2016. In his absence Ed Rogers will be in charge of Lottery Operations and will have full signature authority, including jackpot estimation and e-req & ISR approval. Please give the necessary access to approve in the e-req and ISR systems.

**\*\*\*Please continue to route signature items in the normal fashion**

## **Burrola, Jessica**

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**From:** Sanchez, Sheila  
**Sent:** Tuesday, July 26, 2016 10:09 AM  
**To:** Adams, Merry; Anger, Michael; Austin, Casey; Biard, Bob; Cripe, Kelly; Fernandez, Mike; Grief, Gary; Harris, Felicia; Minnard, Lillian; Neal, Worlanda; Pyka, Kathy; Ramirez, Viola; Royal, Alfonso; Simpson, MaryBeth; Thomas, Jan; Trevino, Nelda; Valdez, Mario; Zamora, Myra  
**Cc:** Tirloni, Robert; Burrola, Jessica; Leeper, Andrew; Zgarba, Angela; Heath, Debbie; Terrell, Julie; Smith, Joseph; Rogers, Ed; Kotal, Joan; Pina, Debbie; Briones, Angela; Bebley, Sonya; Stuckey, Kelly; Andrade, Aura  
**Subject:** Gary Grief - Out of Office

Gary will be out of the office next week, August 1-5. The following Directors will be in charge.

August 1-4: Mike Fernandez

August 5: Nelda Trevino

### Jackpot Estimation Team

Gary should be contacted via email to both his lottery email address ([gary.grief@lottery.state.tx.us](mailto:gary.grief@lottery.state.tx.us)) AND his iPhone text address ([5129137308@vtext.com](mailto:5129137308@vtext.com)) for approval of the jackpot estimates.