

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

**Scratch Ticket Information**

Date Completed 11/27/2017

Game #	1847	Confirmed Packs	12,240
Game Name	\$250,000 Cash Winfall	Active Packs	6,377
Quantity Printed	6,118,800	Warehouse Packs	17,026
Price Point	\$10	Returned Packs	11
Start Date	3/19/2018	Printed Payout Percentage	69.98%
Top Prize	\$ 250,000	Percent Sold	67.17%
Number of Top Prizes Remaining	0	Number of Weeks Out	17

**Current Game Sales Analysis**

**TANGIBLE COSTS**

**Expenditure Impact:**

Cost to print tickets	\$ 178,756	Actual ticket production costs
Prize payout expense	\$ 29,106,555	Data from Instant Ticket Tier Liability screen in ES

**Estimated Direct Costs** \$ 29,285,311

**TANGIBLE BENEFITS**

**Revenue Impact:**

Estimated sales	\$ 41,099,980	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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**Total Estimated Benefits** \$ 41,099,980

**Excess of Revenue over Expended** \$ 11,814,669

**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	\$	1,550,300
Next week	\$	1,616,880
Next week	\$	1,692,300
<b>Avg Weekly Sales Current Game</b>	<b>\$</b>	<b>1,619,827</b>
<b>Avg Weekly Sales \$10; 6 M Qty</b>	<b>\$</b>	<b>3,483,559</b>
<b>Percentage Of Variance In Sales</b>		<b>54%</b>

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

**Instant Ticket Information**

Game #	1847	Printed Payout Percentage	69.98%
Game Name	\$250,000 Cash Winfall	Actual Payout Percentage	70.82%
Percent Sold	93.40%	Number of Weeks Out	17
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			15

**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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Instant \_\_\_\_\_  
 Pr \_\_\_\_\_  
 Date \_\_\_\_\_

**Not Required**  
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**All Top Prizes Claimed**

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

Lottery Operations Division Director \_\_\_\_\_  
 Execut \_\_\_\_\_ Director \_\_\_\_\_  
 Date \_\_\_\_\_

**Not Required**  
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**All Top Prizes Claimed**



**Da Vinci Report**  
**Week End Date: 7/14/18**  
**7/19/18**

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	7/14/18	7/7/18	6/30/18	6/23/18
Mature	2009	\$2	7,076,375	BLING	2/19/18			21	73.71%	3,590	1,743	5,030	2,482	\$128,050.00	\$179,240.00	\$201,536.00	\$243,550.00
	2078	\$2	35,978,375	WEEKLY GRAND	1/10/18			26	29.85%	14,991	8,926	172,482	27	\$781,412.00	\$805,696.00	\$797,708.00	\$800,180.00
	2081	\$3	35,675,375	DOUBLE BONUS CROSSWORD	3/15/18			17	32.94%	17,845	9,229	158,335	19	\$2,088,396.00	\$2,202,732.00	\$2,116,383.00	\$2,145,327.00
	1806	\$3	41,524,725	TEXAS LOTERIA	3/14/17			70	76.66%	20,843	10,439	79,678	22	\$1,317,258.00	\$1,337,928.00	\$1,306,950.00	\$1,336,740.00
	2016	\$3	16,392,375	WILD 7'S	1/2/18			28	79.92%	6,802	4,814	11,826	107	\$677,331.00	\$736,999.00	\$786,045.00	\$854,724.00
	1871	\$5	15,075,300	\$100,000 BINGO-RAMA	10/2/17			41	71.39%	12,349	6,905	34,822	9	\$948,095.00	\$986,470.00	\$940,695.00	\$965,000.00
	1862	\$5	18,021,075	BONUS BREAK THE BANK	11/29/17			32	67.58%	15,180	8,123	49,694	13	\$1,616,655.00	\$1,632,655.00	\$1,581,300.00	\$1,621,320.00
	2038	\$5	7,339,500	CINCO	4/2/18			15	51.72%	8,854	4,439	30,178	503	\$501,375.00	\$573,160.00	\$638,205.00	\$736,930.00
	1859	\$5	22,450,575	CROSSWORD CONNECT	6/28/17			54	71.03%	12,201	6,314	64,158	18	\$1,281,470.00	\$1,344,715.00	\$1,245,250.00	\$1,299,545.00
	2033	\$5	7,331,100	HIGH ROLLER	3/5/18			19	66.36%	5,842	3,272	20,231	1,183	\$399,485.00	\$471,195.00	\$498,620.00	\$607,530.00
	2013	\$5	21,411,450	LUCKY 7S	12/18/17			30	70.51%	11,105	4,776	64,401	18	\$1,319,905.00	\$1,327,615.00	\$1,352,400.00	\$1,431,075.00
	2036	\$5	8,435,400	POWER 5'S	3/19/18			17	79.05%	8,069	4,342	8,009	119	\$786,300.00	\$895,545.00	\$919,320.00	\$1,053,875.00
	1877	\$5	40,544,550	SUPER LOTERIA	12/11/17			31	49.05%	25,657	10,480	229,783	28	\$3,365,535.00	\$3,454,685.00	\$3,408,160.00	\$3,490,060.00
	1759	\$10	28,632,550	\$200 MILLION PAYOUT	8/1/16			102	71.08%	10,325	4,576	146,352	14	\$1,634,480.00	\$1,562,230.00	\$1,540,570.00	\$1,566,700.00
	1847	\$10	6,118,800	\$250,000 CASH WINFALL	3/19/18			17	67.17%	12,240	6,377	17,026	11	\$1,550,300.00	\$1,616,880.00	\$1,662,300.00	\$1,808,200.00
	1860	\$10	13,338,450	BIG PLAY CASHWORD	7/17/17			52	72.18%	12,328	6,325	51,388	13	\$1,532,860.00	\$1,563,810.00	\$1,523,920.00	\$1,554,240.00
	1885	\$10	26,550,900	MEGA LOTERIA	9/18/17			43	69.27%	26,772	9,540	117,138	18	\$4,790,120.00	\$4,769,220.00	\$4,697,810.00	\$4,820,470.00
	2018	\$10	14,595,550	SUPER 7S	1/2/18			28	65.71%	13,040	5,340	76,945	23	\$2,252,370.00	\$2,360,590.00	\$2,348,040.00	\$2,470,020.00
	2026	\$10	7,335,800	SUPER HIT SUPER TICKET	3/5/18			19	49.78%	12,999	4,381	51,891	78	\$1,015,740.00	\$1,152,310.00	\$1,275,530.00	\$1,415,690.00
	2021	\$20	9,179,100	\$1,000,000 BIG MONEY	1/2/18			28	36.85%	11,396	5,116	211,764	51	\$1,209,500.00	\$1,224,080.00	\$1,201,400.00	\$1,357,200.00
	1845	\$20	7,210,600	100 MILLION GOLDEN TREASURES	8/7/17			49	62.73%	5,969	3,142	95,924	19	\$800,300.00	\$797,900.00	\$813,860.00	\$806,960.00
	1884	\$20	7,165,300	\$100 MILLION TEXAS RICHES	2/5/18			23	52.49%	14,689	6,384	109,466	14	\$2,346,800.00	\$2,261,040.00	\$2,294,240.00	\$2,373,500.00
	1671	\$20	34,144,650	\$500,000,000 CASH	5/18/15			165	38.64%	8,481	3,162	822,923	32	\$1,382,340.00	\$1,287,200.00	\$1,309,600.00	\$1,254,420.00
	2047	\$20	9,177,950	100X THE CASH	4/2/18			15	38.07%	26,695	8,703	184,054	33	\$4,122,060.00	\$4,179,380.00	\$4,266,620.00	\$4,289,000.00
	1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			61	24.50%	13,004	5,722	1,024,794	32	\$1,940,580.00	\$1,877,440.00	\$1,914,060.00	\$1,896,180.00
	2014	\$20	9,178,150	MEGA 7S	12/4/17			32	66.96%	15,068	5,316	95,408	48	\$2,766,640.00	\$2,757,780.00	\$2,811,700.00	\$2,842,460.00
	2002	\$20	5,958,050	ULTIMATE CROSSWORD/BINGO	10/2/17			41	73.72%	11,175	3,990	43,225	26	\$1,505,840.00	\$1,615,720.00	\$1,619,460.00	\$1,656,300.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			17	8.99%	21,695	8,170	1,204,770	17	\$4,253,550.00	\$4,165,020.00	\$4,305,960.00	\$4,428,570.00
	1899	\$50	3,634,340	TEXAS LOTTERY PLATINUM	10/16/17			39	59.36%	7,538	2,829	60,843	82	\$1,519,400.00	\$1,658,750.00	\$1,636,400.00	\$1,843,000.00
	2030	\$50	3,670,680	ULTIMATE 7S	2/19/18			21	45.93%	13,704	4,546	76,990	10	\$2,929,750.00	\$3,074,600.00	\$2,969,050.00	\$3,672,000.00
Sold/Closing	1622	\$1	11,141,400	PICK 3	2/5/18	8/12/18	9/26/18	23	79.35%	4,428	2,843	3,937	1,101	\$145,311.00	\$158,304.00	\$161,664.00	\$207,887.00
	2024	\$1	9,211,950	WILD 9'S	3/5/18	7/8/18	8/22/18	19	94.47%	187	167	0	2,017	\$27,256.00	\$38,975.00	\$56,101.00	\$74,811.00

## Bowersock, Dale

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**From:** WebsiteSupport@lottery.state.tx.us  
**Sent:** Thursday, July 19, 2018 5:42 AM  
**To:** WEBSITE\_SCRATCH\_ZTP  
**Subject:** ZTP Occurrence: Date 07/18/2018

All top prizes for the following game(s) have been claimed as of 07/18/2018.

Game Number	Game Name	Price	Prize Amount	Prizes Printed	Prizes Claimed	Pending Top Claims	Pending Top Claims Count	Prizes Remaining	Sales Begin Date	Pre-Call Date	Call Date	Sales End Date	Last Top Prize Claimed Date
1847	\$250,000 Cash Winfall	\$10	\$250,000	4	4		0	0	3/19/2018				07/18/2018

The Last Top Prize Claimed Date only reflects prizes claimed at a Texas Lottery® claim center. If the final top prize was validated at a retail location that validation date will not be reflected on this report.

**Liability for 1847 / for Life to Date**Product Status:  
ActiveSmartCash Enabled:  
N/A

Validation Range: 05/04/2017 - 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	209941	\$2,099,410.00	401965	\$4,019,650.00	65.69%	4019479
2	2	N/A	\$20.00	83017	\$1,660,340.00	161709	\$3,234,180.00	66.08%	4043154
3	3	N/A	\$20.00	118811	\$2,376,220.00	248330	\$4,966,600.00	67.64%	4138686
4	0	N/A	\$25.00	40642	\$1,016,050.00	81893	\$2,047,325.00	66.83%	4089336
5	0	N/A	\$25.00	39053	\$976,325.00	83164	\$2,079,100.00	68.05%	4163609
6	0	N/A	\$50.00	20147	\$1,007,350.00	40989	\$2,049,450.00	67.05%	4102386
7	0	N/A	\$50.00	19441	\$972,050.00	41799	\$2,089,950.00	68.25%	4176350
8	0	N/A	\$100.00	1696	\$169,600.00	3410	\$341,000.00	66.78%	4086390
9	0	N/A	\$100.00	4931	\$493,100.00	10380	\$1,038,000.00	67.79%	4148203
10	0	N/A	\$100.00	8207	\$820,700.00	17303	\$1,730,300.00	67.83%	4150278
11	0	N/A	\$100.00	4872	\$487,200.00	10390	\$1,039,000.00	68.08%	4165530
12	0	N/A	\$500.00	102	\$51,000.00	207	\$103,500.00	66.99%	4099001
13	0	N/A	\$500.00	159	\$79,500.00	347	\$173,500.00	68.58%	4196094
14	0	N/A	\$500.00	1152	\$576,000.00	2435	\$1,217,500.00	67.88%	4153687
15	0	N/A	\$500.00	320	\$160,000.00	701	\$350,500.00	68.66%	4201056
16	0	N/A	\$500.00	313	\$156,500.00	708	\$354,000.00	69.34%	4243007
17	0	N/A	\$500.00	259	\$129,500.00	505	\$252,500.00	66.10%	4044494
18	0	N/A	\$500.00	323	\$161,500.00	700	\$350,000.00	68.43%	4186862
19	0	N/A	\$500.00	343	\$171,500.00	675	\$337,500.00	66.31%	4057161
20	0	N/A	\$500.00	169	\$84,500.00	334	\$167,000.00	66.40%	4062980
21	0	N/A	\$1,000.00	33	\$33,000.00	68	\$68,000.00	67.33%	4119588
22	0	N/A	\$1,000.00	24	\$24,000.00	28	\$28,000.00	53.85%	3294738
23	0	N/A	\$10,000.00	0	\$0.00	2	\$20,000.00	100.00%	6118799
24	0	N/A	\$10,000.00	1	\$10,000.00	5	\$50,000.00	83.33%	5099000
25	0	N/A	\$250,000.00	0	\$0.00	4	\$1,000,000.00	100.00%	6118799
Totals:				553956	\$13,715,345.00	1,108,051	\$29,106,555.00		

NO. OF TICKETS 6,118,800  
 MIN: 5,880,000  
 MAX: 6,120,000  
 PACK SIZE: 50.00  
 PACKS/POOL: 2,400.00  
 PACKS/GAME: 122,376

TEXAS LOTTERY COMMISSION  
 \*\$250,000 CASH WINFALL\* - GAME NUMBER 1847  
 END OF PRODUCTION PRIZE STRUCTURE  
 PRIZE FUND - \$42,821,900  
 PAYOUT % - 69.9841472%

REVENUE \$61,188,000  
 \$10 TICKETS \$61,188,000

PRIZE TIER	# OF WINS	TIER CODE	Key Number Match GET	Match 2 and Win Bonus Games	WIN	ODDS OF 1 IN	WINNERS IN 50 (PER PACK*)	WINNERS IN 120,000 (PER POOL)	PRIZE COST	PERCENT OF PRIZE FUND**	VALIDATION TIER LEVELS
1	1	L	\$10		\$10	10.00	611,906	12,000	\$ 6,119,060	14.29%	
2	1	L	\$20		\$20	25.00	244,726	4,800	\$ 4,894,520	11.43%	LOW TIER
3	2	L	\$10 x 2		\$20	16.67	367,141	7,200	\$ 7,342,820	17.15%	42.87%
4	1	M	\$25 or (\$10 x 2) + \$5	\$25	\$25	49.94	122,535	2,400	\$ 3,063,375	7.15%	
5	3	M	\$50 or (\$10 x 2) + \$5	\$50	\$50	100.00	122,217	1,200	\$ 3,055,425	7.14%	
6	1	M	\$100 or (\$10 x 5)	\$100	\$100	99.92	61,240	1,200	\$ 3,062,000	7.15%	
7	5	M	\$100 or (\$10 x 5)	\$100	\$100	1,198.35	5,106	100	\$ 510,600	1.19%	
8	1	M	\$5 (20X)	\$25 + \$50	\$100	399.63	15,311	300	\$ 1,531,100	3.58%	
9	1	M	(\$10 x 2) + \$5	\$50	\$100	239.86	25,510	500	\$ 2,551,000	5.96%	
10	5	M	(\$5 x 4) + (\$10 x 3)	\$50	\$100	400.92	15,262	300	\$ 1,526,200	3.56%	
11	8	M	\$500	\$200	\$500	19,801.94	309	6	\$ 154,500	0.36%	
12	1	M	\$10 (20X) + (\$50 x 2)	\$25 + \$50 + \$100 + \$200	\$500	12,092.49	506	10	\$ 253,000	0.59%	
13	4	M	(\$10 x 3) + (\$5 x 15)	\$25 + \$50 + \$100 + \$200	\$500	1,705.83	3,587	70	\$ 1,793,500	4.19%	
14	24	M	\$5 (20X) + \$10 (20X) + (\$10 x 5)	\$25 + \$50 + \$100 + \$200	\$500	5,992.95	1,021	20	\$ 510,500	1.19%	
15	9	M	\$100 + (\$20 x 10) + \$5 (20X) + \$25	\$25 + \$50	\$500	5,992.95	1,021	20	\$ 510,500	1.19%	
16	15	M	(\$50 x 4) + (\$20 x 3) + \$10 + \$5	\$25 + \$200	\$500	8,008.90	764	15	\$ 382,000	0.89%	
17	11	M	(\$20 x 5) + (\$50 x 2) + (\$5 x 10)	\$50 + \$200	\$500	5,981.23	1,023	20	\$ 511,500	1.19%	
18	19	M	\$10 x 15	\$50 + \$100 + \$200	\$500	6,010.61	1,018	20	\$ 509,000	1.19%	MID TIER
19	18	M	\$20 (20X) + (\$10 x 5) + (\$5 x 10)	\$100 + \$200	\$500	12,164.61	503	10	\$ 251,500	0.59%	54.25%
20	16	M	(\$20 x 15) + \$20 (20X)	\$100 + \$200	\$1,000	60,382.18	101	2	\$ 101,000	0.24%	
21	18	H	\$10,000		\$1,000	117,669.23	52	1	\$ 52,000	0.12%	
22	1	H	\$10,000		\$10,000	3,059,400.00	2	-	\$ 20,000	0.05%	
23	1	H	(\$100 (20X) x 4) + (\$20 (20X) x 4) + \$25	\$25 + \$50 + \$100 + \$200	\$10,000	1,019,800.00	6	-	\$ 60,000	0.14%	HIGH TIER
24	13	H			\$250,000	1,529,700.00	4	-	\$ 1,000,000	2.34%	2.88%
25	1	H			\$250,000	3.68	1,662,007	32,594	\$ 42,821,900	100.00%	100.00%

20X Symbol = win 20 TIMES the prize (20X)

TEXAS LOTTERY COMMISSION  
 \*\$250,000 CASH WINFALL\* - GAME NUMBER 1847  
 END OF PRODUCTION PRIZE STRUCTURE  
 February 9, 2017 - VERSION 2

Consolidated odds are 1 in:

\$10	10.00	611,906
\$20	10.00	611,867
\$25	25.00	244,752
\$50	50.00	122,376
\$100	100.00	61,189
\$500	627.44	9,752
\$1,000	39,992.16	153
\$10,000	764,850.00	8
\$250,000	1,529,700.00	4
	1,662,007	

PRIZE:	GET	Bonus
\$10	\$10	
\$20	\$20	
\$25	\$10 x 2	
\$50	\$25 or \$10 x 2 + \$5	
\$100	\$100	
\$500	\$25 + \$50 + \$100 + \$200	
\$1,000	\$100 + \$200	
\$10,000	\$10,000	
\$250,000	\$250,000	

	A	B	C	D
7	\$ 70	3 = \$ 30	5 = \$ 50	5 = \$ 50
0	\$ 0	4 = \$ 80	2 = \$ 40	2 = \$ 40
4	\$ 80	2 = \$ 40	3 = \$ 60	3 = \$ 60
1	\$ 25	1 = \$ 25	0 = \$ 0	2 = \$ 50
1	\$ 25	1 = \$ 25	2 = \$ 50	0 = \$ 0
13	\$ 200	11 = \$ 200	12 = \$ 200	12 = \$ 200

\* Each of the four GLEPS types will be used in approximately 25% of the packs in the game.  
 \*\* Numbers are rounded.  
 \*\*\* This exact number of prizes is guaranteed delivery to the TLC.  
 Note: There will be no more than 16 winners per pack.  
 Programming Note: The \$25 prize is listed in the GLEPS but should be programmed as a mid-tier prize

No.

05/10/17

Game Name  
\$250,000 Cash Winfall

Game No  
1847

Inv No.  
90094770

Vendor  
IGT

TLC PO #  
362-17-9009 RL018

Amount  
\$203,756.05  
\$203,756.05

Unit Price  
\$33.30

Units per 1000  
6,118.80

Description/Tickets Delivered Qty  
6,118,800

Delivered  
6,118,800  
Ordered  
6,000,000

2% under  
5,880,000  
2% over  
6,120,000

Acceptable  
Range  
0

Rounding Adjustment  
\$0.01  
Less Sanctions  
\$25,000.00  
Total  
\$178,756.04

**Instant Ticket Game Analysis  
2/28/16-2/24/18**

**Average Number of Weeks for 85% Average Sell Through**

Print Quantities	Price Point					Print Quantities	Price Point		
	\$1	\$2	\$3	\$5	\$10		\$20	\$50	
< 5M	None	Week 12*	None	None	None	2M	None	None	None
5M-9.99M	Week 16	Week 19	Week 17	Week 18	None	3M	None	None	None
10M-14.99M	Week 19	None	None	None	None	4M	None	None	None
15M-19.99M	None	None	None	Week 52*	Week 19	5M	Week 19	Week 43*	None
20M-24.99M	None	Week 34*	Week 38*	Week 59*	Week 15	6M	Week 15	None	None
25M-29.99M	None	Week 39*	None	None	None	7M	None	Week 49*	None
30M-34.99M	Week 41*	None	None	Week 39*	None	8M	None	Week 35*	None
>35M	None	Week 61	Week 50	Week 52*	Week 31	>9M	Week 31	Week 41*	None

**Average Weekly Dollar Sales at 85% Average Sell Through**

Print Quantities	Price Point					Print Quantities	Price Point		
	\$1	\$2	\$3	\$5	\$10		\$20	\$50	
< 5M	None	\$714,918	None	None	None	2M	None	None	None
5M-9.99M	\$512,110	\$743,055	\$1,109,054	\$1,865,496	None	3M	None	None	None
10M-14.99M	\$511,766	None	None	None	None	4M	None	None	None
15M-19.99M	None	None	None	\$1,508,375	\$2,537,188	5M	\$2,537,188	\$2,329,740	None
20M-24.99M	None	\$1,078,385	\$1,398,153	\$1,450,990	\$3,483,559	6M	\$3,483,559	None	None
25M-29.99M	None	\$1,309,641	None	None	None	7M	None	\$2,502,908	None
30M-34.99M	\$636,048	None	None	\$3,329,657	None	8M	None	\$3,985,513	None
>35M	None	\$1,023,347	\$1,825,122	\$3,361,809	\$3,614,099	>9M	\$3,614,099	\$3,781,160	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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