# TEXAS LOTTERY COMMISSION Scratch Ticket Game Closing Analysis SUMMARY REPORT

<b>Scratch Ticket Information</b>		Date Completed	4/12/2017
Game #	1863	Confirmed Packs	4,679
Game Name	Dallas Mavericks	Active Packs	1,725
Quantity Printed	2,967,075	Warehouse Packs	18,611
Price Point [	\$5	Returned Packs	622
Start Date [	1/16/2017	Printed Payout Percentage	68 10%
Top Prize	\$ 100,000	Percent Sold	30 88%

Number of Weeks Out

12

	<b>Current Game</b>	Sales Analysis
TANGIBLE COSTS		
Expenditure Impact:		
Cost to print tickets		No print cost / licensed property game
Licensing fee	\$ 375,000 ′	
2nd chance draw prizes	\$ 575,960	Merchandise Prize Packs
Experiential Prize Fee	\$ 35,033 ′	Trip Prizes
Prize payout expense	\$ 2,697,315	Data from Instant Ticket Tier Liability screen in ES
Estimated Direct Costs	\$ 3,683,308	
TANGIBLE BENEFITS		
Revenue Impact:		
Estimated sales	\$ 4,581,164	Based on # of tkts printed, times % sold from DaVinci report, times the price point
<b>Total Estimated Benefits</b>	\$ 4,581,164	occuminatorum transferração de Americano de minoral gayes.
Excess of Revenue over Expended	\$ 897,855	

# INTANGIBLE POSITIVE BENEFITS.

Number of Top Prizes Remaining

- --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.

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 C	omparison Inform	nation	
Previous 3 We	eks Sales from DaVi	ncı	
Most recent week sales	\$	207,810 <sup>′</sup>	
Next week	\$	232,100′	
Next week	\$	280,920 <sup>′</sup>	NAME OF THE PARTY.
Avg Weekly Sales Current Game	\$	240,277	
Avg Weekly Sales \$5, 5M-9.99M Qty*	\$	1,964,653	
Percentage Of Variance In Sales	Page 1	88%	

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

instant licket information			
Game #	1863	Printed Payout Percentage	68.10%
Game Name	Dallas Mavericks	Actual Payout Percentage	72.22%
Percent Sold	30.88%	Number of Weeks Out	12
Average # of Weeks for 85% Sell-th	nrough for Same Price Poil	nt Game With Similar Print Run *	18
* 5-9 99M range was used due to no data at	the <5M range		
Recommendation			
_	D 12	mmending closing the above game	
I am recommending closing the			ontial
The NBA regular season has conclu-	uded and other \$5 games of	offer greater sales and revenue poli	ential
Instant Product Coordinator  Products Manager	4/12/17 Date  4/12/17 Date		
By signing below, I agree with the re	ecommendation of the Pro	ducts Department Staff to close the	above game

Lottery Operations Division Director Date



															Net S	ales	
roduct Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold Co	onfirmed	Active	Ware	Return	4/8/17	4/1/17	3/25/17	3/18/17
Baseline	1836	\$1	10,277 100	FIESTA DE GANANCIAS	3/20/17			3	11 26%	22,060	10 709	25 134	18	\$486,224 00	\$424 246.00	\$246,787 00	\$0
	1876	\$1	9,019,200	MAD MONEY	2/20/17			7	46.50%	18 479	9,913	693	65	\$652,637 00	\$586,982.00	\$571 226.00	\$677 251 00
	1767	\$1	11 189,400	WIN IT ALL	2/10/17			8	50.51%	17,535	7 804	8,069	49	\$610,742.00	\$685,925.00	\$716,742.00	\$805,726.00
	1699	\$2	7 306,500	BIG CASH MONEY	3/6/17			5	38.37%	18 763	8,930	5,332	14	\$1,028,872.00	\$1 254,720.00	\$1 274,034 00	\$1 307 424 00
	1695	\$2	7 123,625	CARD SUITS	4/3/17			1	3.39%	24 614	8,714	18,376	8	\$483 404 00	\$0	\$0	\$0
	1775	\$2	7 311 375	ROYAL RICHES	1/16/17			12	57 85%	13,832	6,713	1 605	90	\$577 080.00	\$693,372.00	\$686,458.00	\$792,730.00
	1868	\$3	35,655,625	BONUS CASHWORD	3/6/17			5	9.57%	19,308	9,827	223,362	15	\$2,372,205.00	\$2,434 104.00	\$2,254,551 00	\$2,095,986.00
	1850	\$3	7 215,750	COMBO PLAY	4/3/17			1	3.39%	20 362	9 117	23,105	9	\$733,518.00	\$0	\$0	\$0
	1806	\$3	41,524,725	TEXAS LOTERIA	3/14/17			4	1 80%	24 200	7 807	507 128	6	\$1 165,818.00	\$828 741 00	\$234,249.00	\$17 325.00
	1835	\$5	8,420,025	CASH FORTUNE	3/20/17			3	18.34%	25,153	9,913	52,372	8	\$2,363,530.00	\$3 196,040.00	\$2,161,825.00	\$0
	1752	\$5	7,339,425	CASH MULTIPLIER	2/6/17			9	56 40%	19,147	7 400	13,364	91	\$1,209,970.00	\$1 476 495.00	\$1,518,460.00	\$1 760,245.00
	1821	\$5	8,302,125	CLASSY CASH	4/3/17			1	4.36%	27 151	10,243	63,177	10	\$1,811,285.00	\$0	\$0	\$0
10005	1863	\$5	2,967,075	DALLAS MAVERICKS	1/16/17			12	30.88%	4,679	1,725	18,611	622	\$207,810.00	\$232,100.00	\$280,920.00	\$335,235.00
-	1755	\$5	7,217 775	EASY MONEY	3/8/17	-	Colonia de la co	4	22.28%	23,822	9,331	38,912	12	\$1 411 480.00	\$1 722,130.00	\$1 886,075.00	\$2,218,735.00
	1864	\$5	2,289,825	HOUSTON ROCKETS	1/16/17			12	32 77%	2,659	1,435	15,205	548	\$178,530.00	\$213,145.00	\$220,270.00	\$270,275.00
	1831	\$5	8,442 750	LUCKY 7 FLIP MULTIPLIER	2/20/17			7	51 70%	24,683	8 743	17 469	16	\$1 820,170 00	\$2,130,370.00	\$2,285,665 00	\$2,796,035 00
	1833	\$5	8 165 775	LUCKY NO 7	3/6/17			5	39.32%	22 124	8,783	30 717	13	\$2 436,660 00	\$2,880,150 00	\$3 168,945 00	\$4 216,390 00
	1865	\$5	2,999,250	SAN ANTONIO SPURS	1/16/17			12	35.30%	4,265	1 758	19,000	30	\$241 045.00	\$274,250 00	\$294 410 00	\$343,035 00
	1867	\$10	15,298 150	MEGA LOTERIA	2/6/17			9	29 52%	30,669	10,377	166,630	14	\$4,600,860.00	\$4,942,820 00	\$4,770,610.00	\$5 106,130.00
	1834	\$10	9 676,300	WILLY WONKA GOLDEN TICKET	3/20/17			3	19.65%	32,893	11 891	98,890	32	\$6,740,880.00	\$7 076,080.00	\$5 197 010.00	\$0
	1829	\$20	9 107 450	100X THE CASH	1/16/17			12	34 87%	32,570	11 394	185,610	15	\$4,889,460.00	\$5 155,000.00	\$4,847 060.00	\$4,968,440.00
	1853	\$20	7,203 050	MONEY	3/8/17			4	15.49%	25 797	8,766	201 699	19	\$4,358,980.00	\$4 754,380.00	\$4,925,080.00	\$5,830,220.00
	#8 # FA			DAVIDADO E DE LA COMP	200 E							10.10					
Mature	1825	\$1	30,598,200	5X THE CASH	1/3/17			14	45.86%	24,317	10,516	70,699	13	\$804,597 00	\$844,958.00	\$832,993.00	\$890,620.00
	1626	\$1	1 091,250	DID I WIN?	9/12/14			134	0.00%	0	0	1,292	4	so	\$0	\$0	\$0
	1447	\$1	860 400	MONEY CRAZE	9/17/12			238	0.00%	0	0	0	172	\$0	\$0	\$0	\$0
	1800	\$1	30,135,750	WEEKLY BONUS	6/20/16			42	64 49%	14,809	6 127	46,396	275	\$327,516.00	\$398 103.00	\$398,952.00	\$430 766.0
	1823	\$2	21 536,125	10X THE CASH	12/19/16			16	57 53%	23,891	9,590	35,417	8	\$1 187,214.00	\$1,275 128.00	\$1,278,552.00	\$1,370,630.0
	1802	\$2	29,893,250	BREAK THE BANK	8/1/16			36	79 11%	19 862	9,625	15,217	17	\$1,336,574.00	\$1 427,974.00	\$1,372,394.00	\$1 418,214.0
	1795	\$2	35,193,500	INSTANT BINGO	3/7/16			57	85.07%	17 897	9 101	10,576	9	\$1 086,392.00	\$1 179,610.00	\$1 100,974.00	\$1 131,838.0
	1793	\$2	38,037,250	WEEKLY GRAND	9/19/16			29	42.06%	18,189	9,824	144,776	15	\$998,442.00	\$1 108,938.00	\$1 046,340.00	\$1 060,696.0

ESIPS Page 1 of 1

# Liability for 1863 / for Life to Date

Prod		Status <sup>*</sup>	SmartCash E N/A	Enabled	Validation Range	. 12/20/2	2016 - 12/31/2037		
			Outstan	ding Prizes					
						Tickets			
Tier	Ref	SmartCash	Tier Value	Count	Amount	Paid Life to Date	Amount Paid Life to Date	% paid	Est Tickets Sold
1	1	N/A	\$5 00	243960	\$1,219,800 00	92315	\$461,575 00	27 45%	814528
	2	N/A	\$10 00	92841	\$928,410 00	35740	\$357,400 00	27 80%	824719
2	3	N/A	\$10 00	99365	\$993,650 00	39143	\$391,430 00	28 26%	838509
4	4	N/A	\$15 00	28499	\$427,485 00	11040	\$165,600 00	27 92%	828460
5	5	N/A	\$15 00	28293	\$424,395 00	11268	\$169,020 00	28 48%	845100
5 6	6	N/A	\$15 00	14132	\$211,980 00	5626	\$84,390 00	28 47%	844861
7	0	N/A	\$25 00	7068	\$176,700 00	2813	\$70,325 00	28 47%	844690
8	0	N/A	\$25 00	6989	\$174,725 00	2864	\$71,600 00	29 07%	862448
9	0	N/A	\$25 00	28250	\$706,250 00	11311	\$282,775 00	28 59%	848325
10	0	N/A	\$50 00	1800	\$90,000 00	687	\$34,350 00	27 62%	819614
11	0	N/A	\$50 00	1775	\$88,750 00	696	\$34,800 00	28 17%	835728
12	0	N/A	\$50 00	1774	\$88,700 00	705	\$35,250 00	28 44%	843803
13	0	N/A	\$50 00	5703	\$285,150 00	2308	\$115,400 00	28 81%	854825
14	0	N/A	\$50 00	5726	\$286,300 00	2320	\$116,000 00	28 83%	855532
15	0	N/A	\$100 00	452	\$45,200 00	179	\$17,900 00	28 37%	841690
16	0	N/A	\$100 00	437	\$43,700 00	177	\$17,700 00	28 83%	855329
17	0	N/A	\$100 00	454	\$45,400 00	159	\$15,900 00	25 94%	769600
18	0	N/A	\$100 00	871	\$87,100 00	358	\$35,800 00	29 13%	864290
19	0	N/A	\$100 00	888	\$88,800 00	341	\$34,100 00	27 75%	823248
20	0	N/A	\$500 00	56	\$28,000 00	19	\$9,500 00	25 33%	751659
21	0	N/A	\$500.00	49	\$24,500 00	26	\$13,000 00	34 67%	1028586
22	0	N/A	\$500 00	37	\$18,500 00	12	\$6,000 00	24 49%	726630
23	0	N/A	\$500 00	89	\$44,500 00	36	\$18,000 00	28 80%	854517
24	0	N/A	\$500 00	84	\$42,000 00	41	\$20,500 00	32 80%	973200
25	0	N/A	\$1,000 00	7	\$7,000 00	3	\$3,000 00	30 00%	890122
26	0	N/A	\$1,000 00	6	\$6,000 00	4	\$4,000 00	40 00%	1186830
27	0	N/A	\$1,000 00	12 /	\$12,000 00	12	\$12,000 00	50 00%	1483537
28	0	N/A	\$100,000 00	2	\$200,000 00	1	\$100,000 00	33 33%	989025
			Totals	569619	\$6,794,995 00	220,204	\$2,697,315.00	P	

# Prize Structure TEXAS LOTTERY GAME NO 1863 "DALLAS MAVERICKS" November 17 2016 VERSION D

Instant Payout Total Payout Order Quantity 2,967,075 Pool Size 120,000 Winners: 789,823 \$9,492,310.00 \$10,103,303.32 Price Point: \$5.00 Packs/Game 39,561 Number of Pools 24.73 Non-winners: 2,177,252 Payout: 63,98% Revenue: \$14,835,375,00 Overall Odds: 3.7566

		S. E. L.	Winners	CONSTRUCTION OF THE PERSONS ASSESSMENT			生 出 活 制 计			
% Przy Fun	Total Prize Cost	Total	Padl	Pask	Cdds (1 m)	Value	Win	Cet	Wins	Kind
16,649	\$1,681,375.00	336,275	13,600.00	8.50	8.8234	\$5.00	\$5	tel supplementage entre unit a partir de la serie de l	1	01
12.739	\$1,285,810.00	128,581		3.25	23.0755	\$10.00	\$10	\$10	1	02
13,719	\$1,385,080.00	138,508		3.50	21.4217	\$10.00	\$10	\$5×2	2	03
26,449	\$2,670,890.00	267,089	CHARLES CAMER	6.75	11.1089	otal (\$10.00):	and the same of the same	THE STATE STATES SHOULD BE SEEN THE STATES OF STATES AND ASSOCIATION O	THE PROPERTY OF STREET	C16568
5.879	\$593,085.00	39,539	1,600.00	1.00	75.0417	\$15.00	\$15	\$15	1	04
5.879	\$593,415.00	39,561	1,600.00	1.00	75,0000	\$15.00	\$15	\$10 \$5	2	05
2.939	\$296,370.00	19,758	800.00	0.50	150,1708	\$15.00	\$15	\$5 x 3	3	06
14.689	\$1,482,870.00	98.858	4,000.00	2.50	30.0135	otal (\$15.00):	-	HILL STORY SHOW THE WASHINGTON TO A STORY OF THE STORY OF	NO. CHARLESTON	BENEFIT OF
57.75	55 625 135 00	707 636	78.400.00	17.75	4 2263	(ilor Tiers)		THE RESIDENCE OF THE PARTY OF T		
			The second			(mr.)				
2.459	\$247,025.00	9,881	400.00	0.25	300.2808	\$25.00	\$25	\$25	1	07
2.449	\$246,325.00	9,853	400.00	0.25	301.1342	\$25.00	\$25	(\$10 x 2) + \$5	3	08
9.799	\$989,025.00	39,561	1,600.00	1.00	75,0000	\$25.00	\$25	\$5 (HOOP)	1	09
14,679	\$1,482,375.00	59,295	2,400.00	1.50	50.0392	otal (\$25.00):	EVEROLENIES Y			ăSUN
1.239	\$124,350.00	2,487	100.00	0.06	1193.0338	\$50.00	\$50	\$50	1	10
1,229	\$123,550.00	2,471	100,00	0.06	1200,7588	\$50.00	\$50	\$25 + (\$10 × 2) + \$5	4	11
1.239	\$123,950.00	2,479	100,00	0.06	1196,8838	\$50.00	\$50	\$20 (\$15 x 2)	3	12
3.969	\$400,550.00	8,011	323.00	0.20	370,3751	\$50,00	\$50	(\$10 x 2) + \$5 + \$5 (HOOP)	4	13
3,989	\$402,300.00	8,046	323.00	0.20	368,7640	\$50.00	\$50	\$10 (HOOP)	1	14
11,639	\$1,174,700.00	23,494	946.00	0.59	126.2908	otal (\$50.00):	SOURCE ST	S RESERVOIR TRANSPORT SOCIETA NO	or Francisco	SIL
0.629	\$63,100.00	631	25.00	0.02	4702.1791	\$100.00	\$100	\$100	1	15
0.619	\$61,400.00	614	25.00	0.02	4832.3697	\$100.00	\$100	\$50 + \$25 (\$10 x 2) + \$5	5	16
0.615	\$61,300.00	613	25.00	0.02	4840,2529	\$100.00	\$100	(\$20 x 2) + (\$15 x 4)	6	17
1.225	\$122,900,00	1,229	50.00	0.03	2414,2189	\$100.00	\$100	\$25 + \$10 (HOOP) + (\$5 x 5)	7	18
1.225	\$122,900.00	1,229	50.00	0.03	2414,2189	\$100.00	\$100	\$20 (HOOP)	1	19
4.279	\$431,600.00	4,316	175.00	0.11	687.4595	tal (\$100.00):	AU I SUSTINI			
0.37	\$37,500.00	75	3.00	0.00	39561,0000	\$500.00	\$500	\$500	1	20
0.379	\$37,500,00	75	3.00	0.00	39561,0000	\$500.00	\$500	\$100 (\$50 x 3) + (\$25 x 7) (\$10 x 6) + (\$5 x 3)	20	21
0.249	\$24,500.00	49	2.00	0.00	60552.5510	\$500.00	\$500	\$250 + \$100 + \$50 + (\$25 x 4)	7	22
0.629	\$62,500.00	125	5.00	0.00	23736.6000	\$500.00	\$500	(\$100 x 2) + \$50 (HOOP) + (\$25 x 2)	5	23
0.624	\$62,500.00	125	5.00	0.00	23736.6000	\$500.00	\$500	\$100 (HOOP)	1	24
2 22	\$224,500.00	449	18,00	0,01	6608.1849	tal (\$500.00):	To		WASSEL TO S	WE ST
32.78	53,313,176.00	87.554	3,500-00	2.21	33,9505	el (lubul Team).	Tot		CHE TO SERVE	
				PASSE		Tiers	High			
0.10	\$10,000.00	10	0.40	0.00	296707,5000	\$1,000.00	\$1,000	\$1,000	_1	25
0.10	\$10,000.00	10	0.40	0.00	296707.5000	\$1,000.00	\$1,000	(\$100 x 3) + (\$50 x 11) + (\$25 x 6)	20	26
0.24	\$24,000.00	24	0.96	0.00	123628,1250	\$1,000.00	\$1,000	\$100 (HOOP) x 2	2	27
0,44	\$44,000,00	44	1,76	0.00	67433.5227	d (\$1,000.00):	THE RESERVE THE PERSON			
2.97	\$300,000.00	3	0.12	0.00	989025,0000	\$100,000.00	\$100,000	\$100,000	1	28
941	\$344,000.05	4	Alter 188	0.00	\$312E2563	e (High Tiers)				
93.95	\$9,492,310.00	789,823	31,940.88	19.96	3,7586	+ High Tiers):	ow Tiers + Mid Tiers	Total (I		
5.70	\$575,960.00	968	10000000	NAME OF THE OWNER, OWNER, OWNER, OWNER, OWNER, OWNER,		\$595.00	STATE OF THE PARTY.	PRIZE PACKS		10000
0.26	\$26,280.00	4				\$6,570.00		NBA ALL-STAR 2018 TRIPS		-
0.09	\$8,753.32	4				\$2,188.33		NBA ALL-STAR 2018 TRIPS Federal Withholding	-	-
- 302	9510000000	(40 d d)	SERVICE SERVIC	HS DAVE		7c. (0)	STATE OF STREET			120453
100.00	\$10,100,303.02	769 000	31,940.88	19.96	3,7566	Total:	AND AND DESCRIPTION OF	CANADA APRICADIDA CADA A CAMBRIONICA	CONTRACTOR	Maria Con

ORIGINAL ORDER

HIPMENT	
OMPLETE OOLS # 1-	
0013#1-	-27
	2967075
	336275
	128581
	138508
	39539
	39561
	19758
	9881
	9853
	39561
	2487
	2471
	2479
	8011
	8046
	631
	614
	613 1229
	1229
	75
	75
	49
	125
	125
	10
	10
	24
	3

STAR = WIN HOOP = WINXS There will be no more than 22 winners per pack.

# PER THOUSAND PRICING

Description	Quantity	Unit Price	Unit Price Adj.	Total Price
1 Base Ticket Price [per 1000 order qty (matrix-interpolated)]	3,000,000.00	\$29 87	(\$29 87)	\$0.00
2 Full UV Coating (display) Ticket front [\$0.08 per 1000/sq inch]	3,000,000 00	\$2.56	(\$2 56)	\$0 00
- 3.000	Subtotal Per 1000.	\$0.00		\$0.00
		TOTAL OF	RDER PRICE.	\$0.00

# All prices in USD

The Total Order Price above is an estimate for the full order quantity, and may differ from the invoice based on actual tickets delivered

All print costs for this Game are included in the Goods and Services Fee

If the Spalding Ball and/or name is used, please include:

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- c) The TLC shall indicate that rights to use the Property have been obtained from Company in any press releases issued by the TLC relating to any lottery games, including associated promotional events, using the Property
- d) The TLC agrees to place any applicable patent markings on the ticket back as appropriate as may be required by Licensor or Company
- e) The TLC shall provide Licensor with samples of point of sale, advertising, marketing and other promotional materials if Licensor so requests
- f) The TLC shall provide SGI with the following samples for the Game, as appropriate:
  - Five (5) packs of voided lottery tickets,
  - 11 Ten (10) samples of all point-of-sale and printed advertising pieces,
  - III Six (6) samples of retailer sell-in and related communications materials, and
  - iv. Two (2) dubs of all TV and/or radio advertising.

#### PRICING

- a) The TLC shall pay SGI a licensing and sponsorship marketing support fee (the "Fee") for the Game equal to two and one-half percent (2.5%) of actual sales provided that the total Fee will not exceed three hundred seventy-five thousand dollars (\$375,000).
- b) The TLC shall allocate five hundred seventy-five thousand nine hundred sixty dollars (\$575,960) (hereinafter, the "Goods and Services Fee") for nine hundred sixty-eight (968) merchandise prize packs, as such prize packs are more fully described in "Merchandise Prize Packs and Experiential Prize Specifications" below (hereinafter, the "Merchandise Prize Packs") Each Merchandise Prize Pack is valued at five hundred ninety-five dollars (\$595) For clarity, the TLC shall only pay for Merchandise Prize Packs that are actually fulfilled and the maximum Goods and Services Fee is five hundred seventy-five thousand nine hundred sixty dollars (\$575,960) In the event more than nine hundred sixty-eight (968) Merchandise Prize Packs are claimed, or a Merchandise Prize Pack is not claimed, the TLC shall have no obligation to pay for any such excess or any unclaimed prize
- c) The TLC shall allocate thirty-five thousand thirty-three dollars and thirty-two cents (\$35,033.32) for the four (4) 2018 All-Star Game Experiential Prizes (the "Experiential Prize") described in "Merchandise Prize Packs and Experiential Prize Specifications" below at six thousand five hundred seventy dollars (\$6,570) each, plus tax withholdings of two thousand one hundred eighty-eight dollars and thirty-three cents (\$2,188 33) for each Experiential Prize to be withheld and paid by the TLC

#### Instant Ticket Game Analysis 8/31/14-8/27/16

# Average Number of Weeks for 85% Average Sell Through

		Price	Point	
Landon Control Control Control	\$1	\$2	\$3	\$5
< 5M	None	None	None	None
5M-9.99M	Week 11*	Week 20	Week 18*	Week 18
10M-14.99M	Week 18	None	Week 26	Week 26
15M-19 99M	None	Week 21*	None	Week 26
20M-24.99M	Week 35*	None	Week 25	Week 40
25M-29 99M	Week 29	Week 38	Week 33	None
30M-34.99M	None	None	None	None
>35M	None	None	None	None

		Price F	Point	
Print Quantities	\$10	\$20	\$25	\$50
2M	None	None	None	None
3M	None	Week 12*	None	None
4M	None	None	None	None
5M	Week 17	Week 47*	None	None
6M	Week 27	None	None	None
7M	None	None	None	None
8M	Week 19	None	None	None
>9M	Week 30	Week 39*	None	None

# Average Weekly Dollar Sales at 85% Average Sell Through

		Price	Point	
Print Quantities	\$1	\$2	\$3	\$5
< 5M	None	None	None	None
5M-9 99M	\$578,969	\$671,321	\$861,712	\$1,964,653
10M-14 99M	\$557,959	None	\$1 236 839	\$2 142 670
15M-19 99M	None	\$1,273 552	None	\$2 531 546
20M-24 99M	\$551,431	None	\$2,124,488	\$2,208,168
25M-29 99M	\$786,366	\$1,169 247	\$2,004,832	None
30M-34 99M	None	None	None	None
>35M	None	None	None	None

Print Quantities	Price Point			
	\$10	\$20	\$25	\$50
2M	None	None	None	None
3M	None	\$5 141 903	None	None
4M	None	None	None	None
5M	\$2,712,692	\$2 150,202	None .	None
6M	\$1 986 191	None	None	None
7M	None	None	None	None
8M	\$4 563 190	None	None	None
>9M	\$3 124 159	\$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

# Rogers, Ed

From:

Mendoza, Merry

Sent:

Wednesday, April 12, 2017 115 PM

432 - 8

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; Austin, Casey; Veselka, David, 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, Williams, Eric, Perez, Maria, Medina, Iris, Burrola, Jessica, Briones, Angela, Edwards, Teresa, Guarnero-Williams, Annika, Rogers, Ed, Anderson, Lisa,

Briones, Angela, Thomas, Lyndi, Pogue, Susan

Subject<sup>\*</sup>

Michael Anger out, Ed Rogers in charge

Michael Anger will be out of the office traveling on lottery business the afternoon of April 12 and all day April 13, 2017. In his absence Ed Rogers will be in charge of Lottery Operations and will have full signature authority, including jackpot estimation

<sup>\*\*\*</sup>Please continue to route signature items in the normal fashion