

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed 11/22/2019

Game #	2067	Confirmed Packs	6,956
Game Name	Stacks of Cash	Active Packs	3,321
Quantity Printed	7,123,800	Warehouse Packs	69,005
Price Point	\$20	Returned Packs	9
Start Date	7/16/2018	Printed Payout Percentage	74.96%
Top Prize	\$ 1,000,000	Percent Sold	71.25%
Number of Top Prizes Remaining	4	Number of Weeks Out	70

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 392,379	Actual ticket production costs
Prize payout expense	\$ 76,028,130	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 76,420,509

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 101,514,150	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 101,514,150

Excess of Revenue over Expended \$ 25,093,641

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	\$	782,180
Next week	\$	825,560
Next week	\$	759,400
Avg Weekly Sales Current Game	\$	789,047
Avg Weekly Sales \$20; 8M Qty*	\$	4,005,888
Percentage Of Variance In Sales		80%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2067	Printed Payout Percentage	74.96%
Game Name	Stacks of Cash	Actual Payout Percentage	74.89%
Percent Sold	71.25%	Number of Weeks Out	70
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.*			38

*There was no data available at the 7M qty so 8M was used. There is 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):

Dee Boussock 11/22/19
Instant Product Coordinator Date

R. Hu 11/25/19
Products Manager Date

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

Rm 11-25-19
Lottery Operations Division Director Date

Kathy Pryor 12/2/19
Controller Date

Ray Guy 12/2/19
Executive Director Date



Play the Games of Texas!

Da Vinci Report

Week End Date: 11/16/19

11/22/19

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	11/16/19	11/19/19	11/22/19	10/26/19
Mature	2165	\$5	11,079,000	BINGO TIMES 20	8/5/19			15	52.38%	17,095	8,984	39,291	28	\$1,501,065.00	\$1,612,240.00	\$1,695,030.00	\$1,592,955.00
	2129	\$5	10,394,625	BONUS BREAK THE BANK	4/2/19			33	75.58%	11,364	7,319	11,376	15	\$1,142,285.00	\$1,125,455.00	\$1,127,850.00	\$1,054,100.00
	2165	\$5	7,239,375	BONUS JACKPOT	8/6/19			15	53.67%	12,421	5,512	23,023	60	\$745,875.00	\$776,410.00	\$787,510.00	\$825,100.00
	2160	\$5	7,214,550	RED HOT SLOTS	6/26/19			20	61.07%	5,174	2,925	25,382	1,786	\$367,000.00	\$363,020.00	\$395,830.00	\$418,845.00
	2082	\$5	22,519,650	SUPER CROSSWORD	11/26/18			51	66.07%	14,105	7,361	69,658	23	\$1,330,835.00	\$1,342,230.00	\$1,393,020.00	\$1,251,215.00
	2074	\$5	40,124,625	SUPER LOTERIA	1/21/19			43	77.79%	28,525	11,084	67,849	22	\$3,565,785.00	\$3,759,175.00	\$3,741,970.00	\$3,583,990.00
	2143	\$5	7,320,825	TEXAS ROAD TRIP	6/17/19			22	60.54%	4,354	2,478	30,020	23	\$298,525.00	\$264,580.00	\$332,680.00	\$340,945.00
	2056	\$10	28,522,850	\$200 MILLION CASH EXPLOSION	9/4/18			63	51.02%	15,622	6,487	250,391	34	\$2,557,360.00	\$2,490,880.00	\$2,376,010.00	\$2,217,990.00
	2148	\$10	6,118,550	SUPER 10S SUPER TICKET	6/17/19			22	80.94%	10,299	4,889	4,485	34	\$1,161,860.00	\$1,230,830.00	\$1,392,180.00	\$1,387,140.00
	2093	\$20	7,344,000	\$100 OR \$200	10/1/18			59	79.97%	8,817	4,002	41,976	24	\$1,379,840.00	\$1,428,120.00	\$1,373,360.00	\$1,319,940.00
	1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			131	42.16%	13,493	6,455	776,491	18	\$2,367,800.00	\$2,369,860.00	\$2,145,660.00	\$2,187,120.00
	2067	\$20	7,123,800	STACKS OF CASH	7/16/18			70	71.25%	6,956	3,321	69,005	9	\$782,180.00	\$825,560.00	\$759,400.00	\$726,380.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			87	28.02%	12,328	5,437	958,048	24	\$2,496,120.00	\$2,548,890.00	\$2,372,010.00	\$2,142,270.00
	2141	\$50	4,623,120	MILLION DOLLAR JACKPOT	5/20/19			26	53.18%	16,045	7,362	78,826	26	\$4,906,000.00	\$4,891,750.00	\$4,838,250.00	\$4,622,100.00
	2104	\$50	4,564,740	WINNING MILLIONS	11/14/18			52	77.12%	9,555	3,653	35,459	23	\$2,588,950.00	\$2,639,200.00	\$2,516,500.00	\$2,332,000.00
	2176	\$1	9,127,800	BOOT SCOOTIN' BUCKS	10/7/19			6	45.22%	17,150	12,294	27	27	\$687,151.00	\$794,175.00	\$835,639.00	\$762,799.00
	2170	\$1	9,177,900	HIT \$5,000	9/3/19			11	80.55%	4,902	4,843	2	58	\$404,661.00	\$533,120.00	\$637,216.00	\$714,134.00
	2149	\$1	9,149,850	FIREBALL 5S	6/26/19	11/10/19	12/25/19	20	95.05%	151	227	20	1,657	\$35,219.00	\$58,436.00	\$75,908.00	\$77,259.00
	2132	\$1	16,882,800	TOPAZ 7S	5/6/19	11/17/19	1/1/20	28	93.51%	941	1,416	7	1,791	\$171,558.00	\$217,739.00	\$258,085.00	\$290,387.00
	2068	\$1	30,502,050	WEEKLY HALF GRAND	8/20/18	11/10/19	12/25/19	65	92.52%	676	1,529	5,984	2,887	\$192,866.00	\$233,147.00	\$236,962.00	\$255,151.00
Sold/Closing	2174	\$2	7,042,625	20X	9/3/19	11/4/19	12/19/19	11	76.05%	1,295	584	23	284	\$351,582.00	\$799,706.00	\$965,332.00	\$1,011,830.00
	2146	\$2	7,063,375	AMAZING 8S	6/17/19	12/8/19	12/22/20	22	91.99%	1,257	1,226	120	387	\$127,678.00	\$135,288.00	\$160,076.00	\$158,330.00
	2079	\$2	35,539,375	BLACKOUT BINGO	7/3/18	11/8/19	12/23/19	72	97.78%	287	248	4	2,471	\$120,656.00	\$254,406.00	\$310,364.00	\$391,420.00
	2080	\$2	40,562,000	BREAK THE BANK	6/15/18	11/10/19	12/25/19	74	91.94%	436	350	18,324	2,392	\$111,160.00	\$168,426.00	\$216,904.00	\$225,186.00
	2139	\$2	6,974,375	TRIPLE PLAY	4/15/19	10/6/19	11/20/19	31	95.59%	0	0	0	1,889	-\$62.00	-\$2,152.00	\$1,554.00	-\$1,348.00
	2109	\$3	16,346,375	30X	12/17/18	10/6/19	11/20/19	48	95.38%	0	0	341	3,983	-\$4,692.00	\$8,685.00	\$22,521.00	\$48,681.00
	2089	\$3	5,989,875	BLOCK-O	6/3/19	11/17/19	1/1/20	24	87.12%	498	816	855	2,115	\$177,708.00	\$205,464.00	\$247,572.00	\$285,705.00
	2134	\$5	7,221,000	\$500 FRENZY	4/15/19	11/10/19	12/25/19	31	90.76%	218	300	5,625	1,285	\$129,805.00	\$161,465.00	\$211,555.00	\$227,845.00
	2140	\$5	7,320,300	CASH GAME	5/20/19	12/8/19	12/22/20	26	60.30%	2,023	1,565	30,846	2,087	\$196,535.00	\$198,105.00	\$207,750.00	\$223,765.00
	2125	\$5	7,338,750	CRAZY CASH BLOWOUT	3/18/19	10/6/19	11/20/19	35	71.14%	0	0	24,887	2,578	\$1,420.00	\$3,945.00	\$4,600.00	\$6,430.00
	2136	\$5	10,630,050	EMERALD 7S	5/6/19	11/17/19	1/1/20	28	93.31%	896	1,444	135	2,838	\$454,745.00	\$593,965.00	\$716,420.00	\$790,230.00
	2116	\$5	7,030,050	GOLDEN NUGGET	2/18/19	10/6/19	11/20/19	39	89.69%	0	0	7,787	1,391	\$95.00	\$2,975.00	\$6,185.00	\$11,255.00

Liability for 2067 / for Life to Date

Product Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 02/13/2018 - 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	\$20.00	256070	\$5,121,400.00	598789	\$11,975,780.00	70.05%	4989890
2	2	N/A	\$25.00	170356	\$4,258,900.00	399544	\$9,988,600.00	70.11%	4994335
3	3	N/A	\$50.00	50401	\$2,520,050.00	120578	\$6,028,900.00	70.52%	5023854
4	4	N/A	\$50.00	32451	\$1,622,550.00	81554	\$4,077,700.00	71.54%	5096043
5	5	N/A	\$75.00	16604	\$1,245,300.00	40374	\$3,028,050.00	70.86%	5047848
6	6	N/A	\$75.00	16146	\$1,210,950.00	40836	\$3,062,700.00	71.66%	5105252
7	0	N/A	\$100.00	13261	\$1,326,100.00	31236	\$3,123,600.00	70.20%	5000764
8	0	N/A	\$100.00	24276	\$2,427,600.00	60101	\$6,010,100.00	71.23%	5074220
9	0	N/A	\$100.00	24285	\$2,428,500.00	60186	\$6,018,600.00	71.25%	5075742
10	0	N/A	\$200.00	368	\$73,600.00	822	\$164,400.00	69.08%	4920809
11	0	N/A	\$200.00	1725	\$345,000.00	4222	\$844,400.00	70.99%	5057454
12	0	N/A	\$200.00	17014	\$3,402,800.00	42391	\$8,478,200.00	71.36%	5083494
13	0	N/A	\$200.00	1710	\$342,000.00	4208	\$841,600.00	71.11%	5065385
14	0	N/A	\$500.00	25	\$12,500.00	53	\$26,500.00	67.95%	4840530
15	0	N/A	\$500.00	290	\$145,000.00	717	\$358,500.00	71.20%	5072258
16	0	N/A	\$500.00	54	\$27,000.00	144	\$72,000.00	72.73%	5180945
17	0	N/A	\$500.00	142	\$71,000.00	359	\$179,500.00	71.66%	5104679
18	0	N/A	\$1,000.00	4	\$4,000.00	2	\$2,000.00	33.33%	2374600
19	0	N/A	\$1,000.00	25	\$25,000.00	51	\$51,000.00	67.11%	4780444
20	0	N/A	\$1,000.00	22	\$22,000.00	54	\$54,000.00	71.05%	5061647
21	0	N/A	\$1,000.00	4	\$4,000.00	12	\$12,000.00	75.00%	5342850
22	0	N/A	\$10,000.00	1	\$10,000.00	4	\$40,000.00	80.00%	5699039
23	0	N/A	\$10,000.00	3	\$30,000.00	16	\$160,000.00	84.21%	5998989
24	0	N/A	\$10,000.00	9	\$90,000.00	13	\$130,000.00	59.09%	4209518
25	0	N/A	\$100,000.00	0	\$0.00	3	\$300,000.00	100.00%	7123799
26	0	N/A	\$1,000,000.00	4	\$4,000,000.00	11	\$11,000,000.00	73.33%	5224119
Totals:				625250	\$30,765,250.00	1,486,280	\$76,028,130.00		

NO. OF TICKETS: 7,123,800
 NO. POOLS: 59.37
 PACK SIZE: 25
 PACKS/POOL: 4,800
 PACKS/GAME: 284,952

Minimum: 6,938,400
 Maximum: 7,221,600

TEXAS LOTTERY COMMISSION
 "STACKS of CASH" - GAME NO. 2067
 END OF PRODUCTION PRIZE STRUCTURE
 26-Jan-18

VERSION A

PRIZE LEVEL	PRIZE CODE	TIER	GT:	# OF WAYS TO WIN:	WIN:	ODDS OF 1 IN:	WINNERS IN 59.37 POOLS	WINNERS IN 25 (PER PACK*)	WINNERS IN 120,000 (Per Pool)	PRIZE COST	PERCENT OF PRIZE FUND **	VALIDATION TIER LEVELS
1	L	\$20	\$20	1	\$20	8.33	854,859	3,000	14,400,051	\$17,097,180	16.01%	
2	G	\$25	\$25	1	\$25	12.50	569,900	2,000	9,599,933	\$14,247,500	13.34%	
3	G	\$50	\$50	1	\$50	41.66	170,979	0.600	2,880,131	\$8,548,950	8.01%	
4	G	\$25 "MB"	\$25	1	\$50	62.49	114,005	0.400	1,920,408	\$5,700,250	5.34%	
5	G	\$75	\$75	1	\$75	125.03	56,978	0.200	959,791	\$4,273,350	4.00%	LOW TIER
6	G	\$50 + \$25	\$75	2	\$75	125.02	56,982	0.200	959,859	\$4,273,650	4.00%	50.70%
7	M	\$100	\$100	1	\$100	160.10	44,497	0.156	750,000	\$4,449,700	4.17%	
8	M	\$20 "SN"	\$20	1	\$100	84.43	84,377	0.296	1,421,000	\$8,437,700	7.90%	
9	M	\$50 "MB"	\$50	1	\$100	84.33	84,471	0.296	1,421,000	\$8,447,100	7.91%	
10	M	\$200	\$200	1	\$200	598.39	1,190	0.004	20,000	\$238,000	0.22%	
11	M	\$20 x 5 + \$25 + \$75	\$20	7	\$200	1,197.88	5,947	0.021	100,000	\$1,189,400	1.11%	
12	M	\$20 "SN" + \$50 "MB"	\$20	2	\$200	119.92	59,405	0.208	1,000,000	\$11,881,000	11.13%	
13	M	\$25 "MB" + \$50 + \$100	\$25	3	\$200	1,203.75	5,918	0.021	100,000	\$1,183,600	1.11%	
14	M	\$500	\$500	1	\$500	91,330.77	78	0.000	1,3139	\$39,000	0.04%	
15	M	\$100 "SN"	\$100	1	\$500	7,074.28	1,007	0.004	16,9629	\$503,500	0.47%	
16	M	\$20 x 25	\$20	25	\$500	35,978.79	198	0.001	3,3353	\$99,000	0.09%	
17	M	\$200 "MB" + \$100	\$200	2	\$500	14,219.16	501	0.002	8,4393	\$250,500	0.23%	MID TIER
18	H	\$1,000	\$1,000	1	\$1,000	1,187,300.00	6	0.000	0.1011	\$6,000	0.01%	34.38%
19	H	\$200 "SN"	\$200	1	\$1,000	93,734.21	76	0.000	1,2802	\$76,000	0.07%	
20	H	\$25 x 21 + \$75 x 3 + \$50 x 3 + \$100	\$25	28	\$1,000	93,734.21	76	0.000	1,2802	\$76,000	0.07%	
21	H	\$500 "MB"	\$500	1	\$1,000	445,237.50	16	0.000	0.2695	\$16,000	0.01%	
22	H	\$10,000	\$10,000	1	\$10,000	1,424,760.00	5	0.000	0.0842	\$50,000	0.05%	
23	H	\$1,000 "SN" + \$200 x 10 + \$500 x 6	\$1,000	17	\$10,000	374,936.84	19	0.000	0.3201	\$190,000	0.18%	
24	H	\$100 x 10 + \$200 "SN" + \$500 x 6 + \$1000 x 5	\$100	22	\$10,000	323,809.09	22	0.000	0.3706	\$220,000	0.21%	
25	H	\$100,000	\$100,000	1	\$100,000	2,374,600.00	3	0.000	0.0505	\$300,000	0.28%	HIGH TIER
26	H	\$1,000,000	\$1,000,000	1	\$1,000,000	474,920.00	15	0.000	0.2527	\$15,000,000	14.05%	14.92%
							2,111,530	7,410	35,566,232	\$ 106,793,380	100.00%	100.00%
							3.37					****
							3.3738					

Note: "MB" = win DOUBLE the prize by revealing one (1) "Money Bag" Play Symbol.
 Note: "SN" = win 5 TIMES the prize by revealing one (1) "5X" Play Symbol.

Consolidated odds are 1 in:

\$20	8.33	854,859
\$25	12.50	569,900
\$50	25.00	284,984
\$75	62.51	113,960
\$100	33.39	213,345
\$200	98.31	72,460
\$500	3,993.16	1,784
\$1,000	40,941.38	174
\$10,000	154,865.22	46
\$100,000	2,374,600.00	3
\$1,000,000	474,920.00	15
		2,111,530

* Each of the following GLEPS will be used in approximately 20% of each pack of 25 tickets.
 ** Numbers are rounded.
 *** This Number of prizes is guaranteed delivery to the Lottery.
 **** Low Tier = \$20, G-Tier = \$25 - \$75, Mid-Tier = \$100 - \$599, High Tier = \$600+ (Used for Validation P



INTEROFFICE MEMO

Alfonso D. Royal III, Controller

0.0000
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Payment Approval

February 23, 2018

The attached invoice(s) for service is being submitted for approval.

Vendor Name:
P.O. Number (if applicable):
Invoice Number:
Tx Game Name:

Pollard Banknote Limited
362-18-9010RL007
8506923
Game #2067 Stacks of Cash

Quantity	Unit Price	Amount
7123.8	33.08	\$235,655.30
7123.8	10.00	\$71,238.00
7123.8	10.00	\$71,238.00
7123.8	2.00	\$14,247.60
		\$0.00

Total due

\$392,378.90

The above referenced invoice has been reviewed and certified as proper, accurate and should be paid by the Texas Lottery Commission.

Dale Bowersock (Instant Product Coordinator)
Please forward to the next person for approval

Robert Tirioni (Products Manager)
Please forward to the next person for approval

Michael Anger (Lottery Operations Division Director)

March 5, 2018

POLLARD banknote limited

140 Otter Street
Winnipeg, Manitoba
Canada R3T 0M8
Phone: (204) 474-2323
Fax: (204) 453-1375

INVOICE NO.: 8506923

Sold To: Texas Lottery Commission P.O. Box 16630 Austin, Texas 78761-6630 United States	Ship To: Texas Lottery Commission P.O. Box 16630 Austin, Texas 78761-6630 United States
Terms: Net 30 days after date of invoice	

Invoice Date February 23, 2018	Order No. 1007557	Your Order 101709670	Customer No. 5008
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Order name: Stacks of Cash #2067
PO Number:

Product Description	Quantity	Unit Price	Amount
Ticket Size 10 x 4 Four colour process / Spectrum base graphics Integrated overprints Multiple Play Area	7,123,800	33.08 /M	235,655.30
	7,123,800	10.00 /M	71,238.00
	7,123,800	10.00 /M	71,238.00
	7,123,800	2.00 /M	14,247.60

Before Taxes:	392,378.90 USD
Freight:	0.00
Deposit:	0.00
Amount Due:	392,378.90 USD

Under unit price /M' = price per thousand.
Banking Instructions:
TD New York
31 W. 52nd Street
New York, NY, 10019
ABA# 026003243
Bank Account # 3248176206
Delivery:
Tax ID/Contract Number:
GST Registration Number:
Prepaid
NA
819251463

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Instant Ticket Game Analysis
8/27/17-8/31/19

Average Number of Weeks for 85% Average Sell Through

Print Quantities	\$1	\$2	\$3	\$5	Print Quantities	\$10	\$20	\$30
< 5M	None	Week 12*	None	None	2M	None	None	None
5M-9.99M	Week 13	Week 18	Week 15*	Week 18	3M	None	None	None
10M-14.99M	None	None	None	Week 28	4M	None	None	None
15M-19.99M	Week 23*	None	Week 33	Week 40	5M	Week 26*	Week 36	None
20M-24.99M	None	None	None	Week 45*	6M	Week 18	None	None
25M-29.99M	Week 43	None	None	None	7M	Week 25*	None	None
30M-34.99M	Week 41*	None	None	None	8M	Week 25*	Week 38*	None
>35M	None	Week 66	Week 45*	Week 53*	>9M	Week 38	Week 49	None

Average Weekly Dollar Sales at 85% Average Sell Through

Print Quantities	\$1	\$2	\$3	\$5	Print Quantities	\$10	\$20	\$30
< 5M	None	\$714,918	None	None	2M	None	None	None
5M-9.99M	\$643,343	\$727,322	\$1,030,894	\$2,013,538	3M	None	None	None
10M-14.99M	None	None	None	\$1,919,318	4M	None	None	None
15M-19.99M	\$633,249	None	\$1,264,141	\$2,076,678	5M	\$1,959,320	\$2,904,017	None
20M-24.99M	None	None	None	\$2,010,891	6M	\$3,723,656	None	None
25M-29.99M	\$669,499	None	None	None	7M	\$2,488,242	None	None
30M-34.99M	\$629,856	None	None	None	8M	\$2,822,095	\$4,005,888	None
>35M	None	\$981,218	\$2,027,184	\$3,256,460	>9M	\$3,796,966	\$3,195,590	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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