

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

**Scratch Ticket Information**

Date Completed

6/5/2020

Game #	2073	Confirmed Packs	218
Game Name	777	Active Packs	170
Quantity Printed	6,117,950	Warehouse Packs	1
Price Point	\$10	Returned Packs	287
Start Date	12/16/2019	Printed Payout Percentage	70.00%
Top Prize	\$ 250,000	Percent Sold	99.14%
Number of Top Prizes Remaining	0	Number of Weeks Out	24

**Current Game Sales Analysis**

**TANGIBLE COSTS**

**Expenditure Impact:**

Cost to print tickets	\$ 695,004	Actual ticket production costs
Prize payout expense	\$ 41,618,520	Data from Instant Ticket Tier Liability screen in ES

**Estimated Direct Costs** \$ 42,313,524

**TANGIBLE BENEFITS**

**Revenue Impact:**

Estimated sales	\$ 60,653,356	Based on # of tkts printed, times % sold from DaVinci report, times the price point
-----------------	---------------	---

**Total Estimated Benefits** \$ 60,653,356

**Excess of Revenue over Expended** \$ 18,339,832

**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	\$	87,300
Next week	\$	110,000
Next week	\$	171,990
Avg Weekly Sales Current Game	\$	123,097
Avg Weekly Sales \$10; 6M Qty	\$	3,291,377
<b>Percentage Of Variance In Sales</b>		<b>96%</b>



## Bowersock, Dale

---

**From:** WebsiteSupport@lottery.state.tx.us  
**Sent:** Friday, June 5, 2020 5:21 AM  
**To:** WEBSITE\_SCRATCH\_ZTP  
**Subject:** ZTP Occurrence: Date 06/04/2020

**CAUTION: This email originated outside the Texas Lottery's email system. DO NOT click links or open attachments unless you expect them from the sender and know the content is safe.**

All top prizes for the following game(s) have been claimed as of 06/04/2020.

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
2073	777	\$10	\$250,000	5	5		0	0	12/16/2019	5/8/2020	06/07/2020	07/22/2020

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.



**Play the Games of Texas!**

**Da Vinci Report** **6/5/20**

**Week End Date:5/30/20**

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														5/30/20	5/23/20	5/16/20	5/9/20
Sold/Closing	2074	\$5	40,124,625	SUPER LOTERIA	1/21/19			71	99.63%	584	250	19	270	\$84,925.00	\$112,005.00	\$167,635.00	\$236,760.00
	2224	\$10	12,075,500	\$250,000 50X CASHWORD	11/4/19			30	97.67%	2,510	1,452	138	193	\$890,140.00	\$1,469,540.00	\$2,656,150.00	\$4,224,110.00
	2073	\$10	6,117,950	777	12/16/19	6/7/20	7/22/20	24	99.14%	218	170	1	287	\$87,300.00	\$110,000.00	\$171,990.00	\$293,180.00
	2187	\$10	7,259,850	DIAMOND DOLLARS	11/18/19	6/3/20	7/18/20	28	99.13%	301	279	3	192	\$159,500.00	\$226,240.00	\$385,150.00	\$611,160.00
	2202	\$10	6,074,650	JUMBO BUCKS 300X	2/3/20			17	91.86%	5,001	2,794	15	299	\$1,135,030.00	\$1,480,840.00	\$2,085,640.00	\$2,704,570.00
	2093	\$20	7,344,000	\$100 OR \$200	10/1/18	6/7/20	7/22/20	87	99.43%	216	275	17	214	\$142,000.00	\$197,900.00	\$304,200.00	\$440,320.00
	2144	\$20	6,114,200	MILLION DOLLAR LOTERIA	10/7/19			34	98.29%	1,956	665	66	540	\$397,560.00	\$548,540.00	\$791,360.00	\$1,177,440.00
	2104	\$50	4,564,740	WINNING MILLIONS	11/14/18	6/1/20	7/16/20	80	98.90%	694	517	8	172	\$538,950.00	\$744,700.00	\$979,000.00	\$1,254,800.00

**Liability for 2073 / for Life to Date**Product Status:  
ActiveSmartCash Enabled:  
N/A

Validation Range: 07/19/2019 - 01/19/2021

**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	21131	\$211,310.00	407054	\$4,070,540.00	95.06%	5816028
2	2	N/A	\$10.00	17659	\$176,590.00	655376	\$6,553,760.00	97.38%	5957428
3	3	N/A	\$20.00	5208	\$104,160.00	239476	\$4,789,520.00	97.87%	5987731
4	4	N/A	\$20.00	8136	\$162,720.00	175442	\$3,508,840.00	95.57%	5846808
5	0	N/A	\$30.00	1180	\$35,400.00	60035	\$1,801,050.00	98.07%	6000018
6	0	N/A	\$30.00	1773	\$53,190.00	38969	\$1,169,070.00	95.65%	5851710
7	0	N/A	\$40.00	1531	\$61,240.00	36639	\$1,465,560.00	95.99%	5872558
8	0	N/A	\$40.00	464	\$18,560.00	32732	\$1,309,280.00	98.60%	6032435
9	0	N/A	\$50.00	244	\$12,200.00	17636	\$881,800.00	98.64%	6034461
10	0	N/A	\$50.00	222	\$11,100.00	17633	\$881,650.00	98.76%	6041882
11	0	N/A	\$50.00	694	\$34,700.00	17102	\$855,100.00	96.10%	5879365
12	0	N/A	\$50.00	901	\$45,050.00	65413	\$3,270,650.00	98.64%	6034826
13	0	N/A	\$100.00	134	\$13,400.00	10067	\$1,006,700.00	98.69%	6037584
14	0	N/A	\$100.00	147	\$14,700.00	10043	\$1,004,300.00	98.56%	6029693
15	0	N/A	\$100.00	80	\$8,000.00	5274	\$527,400.00	98.51%	6026534
16	0	N/A	\$100.00	230	\$23,000.00	4857	\$485,700.00	95.48%	5841337
17	0	N/A	\$100.00	182	\$18,200.00	10011	\$1,001,100.00	98.21%	6008711
18	0	N/A	\$200.00	61	\$12,200.00	4013	\$802,600.00	98.50%	6026345
19	0	N/A	\$200.00	44	\$8,800.00	3010	\$602,000.00	98.56%	6029806
20	0	N/A	\$200.00	49	\$9,800.00	2769	\$553,800.00	98.26%	6011569
21	0	N/A	\$200.00	99	\$19,800.00	2703	\$540,600.00	96.47%	5901791
22	0	N/A	\$500.00	52	\$26,000.00	3498	\$1,749,000.00	98.54%	6028334
23	0	N/A	\$500.00	13	\$6,500.00	295	\$147,500.00	95.78%	5859724
24	0	N/A	\$500.00	4	\$2,000.00	202	\$101,000.00	98.06%	5999154
25	0	N/A	\$500.00	4	\$2,000.00	152	\$76,000.00	97.44%	5961079
26	0	N/A	\$1,000.00	13	\$13,000.00	90	\$90,000.00	87.38%	5345781
27	0	N/A	\$1,000.00	10	\$10,000.00	192	\$192,000.00	95.05%	5815081
28	0	N/A	\$1,000.00	35	\$35,000.00	272	\$272,000.00	88.60%	5420463
29	0	N/A	\$10,000.00	0	\$0.00	52	\$520,000.00	100.00%	6117950
30	0	N/A	\$10,000.00	6	\$60,000.00	14	\$140,000.00	70.00%	4282564
31	0	N/A	\$250,000.00	0	\$0.00	2	\$500,000.00	100.00%	6117949
32	0	N/A	\$250,000.00	0	\$0.00	3	\$750,000.00	100.00%	6117950
<b>Totals:</b>				<b>60306</b>	<b>\$1,208,620.00</b>	<b>1,821,026</b>	<b>\$41,618,520.00</b>		

NO. OF TICKETS: 6,117,950  
 NO. POOLS: 50,98  
 PACK SIZE: 50  
 PACKS/POOL: 2,400  
 PACKS/GAME: 122,359

TEXAS LOTTERY COMMISSION  
 \*\*\*\*\* GAME NO. 2073  
 END OF PRODUCTION PRIZE STRUCTURE  
 9-Jul-19

Minimum: 5,880,000  
 Maximum: 6,120,000

VERSION A

70.00%

PRIZE LEVEL	PRIZE CODE	TIER CODE	GEEL	# OF WAYS TO WIN	ODDS OF 1 IN:	WINNERS IN 50-98 POOLS	WINNERS IN 50 (PER PACK*)	PRIZE FUND	WINNERS IN 120,000 (Per Pool)	PRIZE COST	PERCENT OF PRIZE FUND **	VALIDATION TIER LEVELS
1	1	L	\$10	14,29	1:14,29	428,185	3,500	\$42,827,140	84,000	\$4,281,850	10.00%	
2	2	L	3x****	1	9:09	673,035	5,500		132,000	\$6,730,350	15.72%	
3	3	L	\$10 x 2	2	25:00	244,684	2,000		4800,00	\$4,893,680	11.43%	
4	4	L	\$20	1	33:33	183,578	1,500		3600,00	\$3,671,560	8.57%	LOW TIER
5	0	M	\$10 + \$20	2	99:94	61,215	0,500		1200,00	\$1,836,450	4.29%	46.71%
6	0	M	\$30	1	150:16	40,742	0,333		800,00	\$1,222,260	2.85%	
7	0	M	\$40	1	160:28	38,170	0,313		750,00	\$1,526,800	3.57%	
8	0	M	\$10 x 4	4	184:30	33,196	0,271		650,00	\$1,327,840	3.10%	
9	0	M	\$10 x 3 + \$20	4	342:17	17,880	0,146		350,00	\$894,000	2.09%	
10	0	M	\$10 x 5	5	342:65	17,855	0,146		350,00	\$892,750	2.08%	
11	0	M	\$50	1	343:78	17,796	0,146		350,00	\$889,800	2.08%	
12	0	M	4x*****	1	92:26	66,314	0,542		1300,00	\$3,315,700	7.74%	
13	0	M	\$10 x 10	10	599:74	10,201	0,083		200,00	\$1,020,100	2.38%	
14	0	M	\$10 x 5 + \$50	6	600:39	10,190	0,083		200,00	\$1,019,000	2.38%	
15	0	M	\$10 x 4 + \$20 x 2 + \$20	7	1,142:69	5,354	0,044		105,00	\$535,400	1.25%	
16	0	M	\$100	1	1,202:66	5,087	0,042		100,00	\$508,700	1.19%	
17	0	M	5x*****	1	600:21	10,193	0,083		200,00	\$1,019,300	2.38%	
18	0	M	\$20 x 10	10	1,501:71	4,074	0,033		80,00	\$814,800	1.90%	
19	0	M	\$40 x 5	5	2,003:26	3,054	0,025		60,00	\$610,800	1.43%	
20	0	M	\$10 x 5 + \$20 x 3 + \$40 + \$50	10	2,171:03	2,818	0,023		55,00	\$563,600	1.32%	
21	0	M	\$200	1	2,183:42	2,802	0,023		55,00	\$560,400	1.31%	
22	0	M	6x*****	1	1,723:37	3,550	0,029		69,00	\$1,775,000	4.14%	
23	0	M	\$500	1	19,863:47	308	0,003		6,00	\$154,000	0.36%	MID TIER
24	0	M	\$10 x 14 + \$20 + \$40 + \$50 x 4 + \$100	21	29,698:79	206	0,002		4,00	\$103,000	0.24%	
25	0	M	\$10 x 5 + \$20 x 10 + \$50 x 5	20	39,217:63	156	0,001		3,00	\$78,000	0.18%	
26	0	H	\$1,000	1	59,397:57	103	0,001		2,02	\$103,000	0.24%	
27	0	H	\$100 + \$200 x 2 + \$500	4	30,286:88	202	0,002		3,96	\$202,000	0.47%	
28	0	H	7x*****	1	19,928:18	307	0,003		6,02	\$307,000	0.72%	
29	0	H	\$50 x 8 + \$100 x 6 + \$500 x 14 + \$1,000 x 2	30	117,652:88	52	0,000		1,02	\$520,000	1.21%	
30	0	H	\$10,000	1	305,897:50	20	0,000		0,39	\$200,000	0.47%	
31	0	H	\$250,000	1	3,058,975:00	2 *****	0,000		0,04	\$500,000	1.17%	HIGH TIER
32	0	H	\$10,000 x 25	25	2,039,316:67	3 *****	0,000		0,06	\$750,000	1.75%	6.03%
					3:25	1,881,332	15:38		36,900:514	42,827,140	100.00%	100.00%
					3:2519							

NOTE: \*\*\*\*\* = Win the corresponding PRIZE in the PRIZE LEGEND by revealing three (3) or more \*\*\*\*\* Play Symbols.

Consolidated odds are 1 in: \$10 5:56  
 \$20 14:29  
 \$30 60:01  
 \$40 85:73  
 \$50 119:845  
 \$100 149:13  
 \$200 479:91  
 \$500 1,449:75  
 \$1,000 9,996:65  
 \$10,000 84,971:53  
 \$250,000 1,223,590:00  
 1,881,332

\* 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.



# INTEROFFICE MEMO

Gary Grief, Executive Director Michael P. Farrell, Charitable

0.0000 \*

6.117.950 +

1.000 =

6.117.9500

6.117.95 \*

110.1 =

673.586.2950

673.586.2950 +

16.717.7200 +

5.000.0000 +

300.0000 +

695.004.0150 \*

0.0000 \*

## Payment Approval

July 30, 2019

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

Vendor Name: Pollard Banknote Limited  
 P.O. Number (if applicable): 360-19-9010RL026  
 Invoice Number: 8512111  
 Tx Game Name: 777 #2073

	Quantity	Unit Price		
Ticket size 10 x 4	6117.95	30.10	DB \$428,256.50	
intergrated overprints	6117.95	10.00		
spectrum processing	6117.95	70.00		
spectrum processing	1	5000.00		\$5,000.00
ITVM cards	1	16717.72		\$16,717.72
Less Sanctions letter dated 6/17/19			-\$300.00	

Total Amount

**\$695,004.02**

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

Dale Bowersock DB  
 Dale Bowersock (Scratch Ticket Strategy Coordinator)  
 Please forward to the next person for approval

8/1/19  
 Date

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

8/12/19  
 Date

Ryan Mindell  
 Ryan Mindell (Lottery Operations Division Director)

8-12-19  
 Date

Please return to Maria Perez in the Office of the Controller by

August 9, 2019

**INVOICE NO.: 8512111**

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

Invoice Date	Order No.	Your Order	Customer No.
July 25, 2019	1058735		5008

**Order name:** 777 #2073  
**PO Number:**

Product Description	Quantity	Unit Price	Amount
Ticket Size 10 x 4	6,117,950	30.10 /M	184,150.30
Integrated Overprints / Continuous Image	6,117,950	10.00 /M	61,179.50
Spectrum process applied to Scratch FX®	6,117,950	70.00 /M	428,256.50
Spectrum process applied to Scratch FX®	1	5,000.00 Ea	5,000.00
ITVM cards	1	16,717.72 Ea	16,717.72

Under unit price '/M' = price per thousand.

<b>Before Taxes:</b>	695,304.02 USD
<b>Freight:</b>	0.00
<b>Deposit:</b>	0.00
<b>Amount Due:</b>	695,304.02 USD

**Banking Instructions:**

TD New York  
 31 W. 52nd Street  
 New York, NY, 10019  
 ABA# 026003243  
 Bank Account # 3248176206

**Delivery:** Prepaid  
**Tax ID/Contract Number:** NA  
**GST Registration Number:** 819251463

RECEIVED  
 2019 JUL 29 AM 9:35  
 OFFICE OF THE  
 CONTROLLER

**Instant Ticket Game Analysis  
2/25/18-2/29/20**

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

Print Quantities	Price Point				Print Quantities	Price Point			
	\$1	\$2	\$3	\$5		\$10	\$20	\$30	\$50
< 5M	None	None	None	None	2M	None	None	None	None
5M-9.99M	Week 13	Week 18	Week 16	Week 19	3M	None	None	None	Week 56*
10M-14.99M	None	None	None	Week 27	4M	Week 16*	None	None	Week 61*
15M-19.99M	Week 23	None	Week 34*	Week 26*	5M	Week 26*	Week 25*	Week 40*	None
20M-24.99M	None	None	None	None	6M	Week 20	Week 25*	None	None
25M-29.99M	Week 28*	None	None	None	7M	Week 25*	Week 64*	None	None
30M-34.99M	Week 56*	None	None	None	8M	Week 23	Week 38*	None	None
>35M	None	Week 60	Week 56	Week 47*	>9M	Week 27	Week 49*	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	\$30	\$50
< 5M	None	None	None	None	2M	None	None	None	None
5M-9.99M	\$616,770	\$761,968	\$962,270	\$1,810,073	3M	None	None	None	\$2,732,470
10M-14.99M	None	None	None	\$1,848,221	4M	\$2,364,236	None	None	\$3,177,965
15M-19.99M	\$631,464	None	\$1,225,446	\$3,225,872	5M	\$1,959,320	\$4,111,875	\$3,795,213	None
20M-24.99M	None	None	None	None	6M	\$3,291,377	\$4,223,614	None	None
25M-29.99M	\$900,100	None	None	None	7M	\$2,488,242	\$1,950,276	None	None
30M-34.99M	\$462,626	None	None	None	8M	\$3,151,041	\$4,005,888	None	None
>35M	None	\$1,085,176	\$1,761,946	\$3,641,275	>9M	\$4,077,657	\$3,200,387	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