

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

8/1/2019

Game #	2078	Confirmed Packs	11,760
Game Name	Weekly Grand	Active Packs	8,796
Quantity Printed	35,978,375	Warehouse Packs	10,233
Price Point	\$2	Returned Packs	11
Start Date	1/10/2018	Printed Payout Percentage	64.84%
Top Prize	\$ 870,000	Percent Sold	86.79%
Number of Top Prizes Remaining	1	Number of Weeks Out	80

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 508,374	Actual ticket production costs
Prize payout expense	\$ 38,876,337	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 39,384,711

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 62,451,263	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 62,451,263

Excess of Revenue over Expended \$ 23,066,552

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	\$	681,708
Next week	\$	678,838
Next week	\$	719,442
Avg Weekly Sales Current Game	\$	693,329
Avg Weekly Sales \$2; >35M Qty*	\$	1,243,302
Percentage Of Variance In Sales		44%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	<u>2078</u>	Printed Payout Percentage	<u>64.84%</u>
Game Name	<u>Weekly Grand</u>	Actual Payout Percentage	<u>62.25%</u>
Percent Sold	<u>86.79%</u>	Number of Weeks Out	<u>80</u>
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			<u>55*</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):

Dale Boussock 8/1/19
Instant Product Coordinator Date

[Signature] 8/2/19
Products Manager Date

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

Lottery Operations Division Director Date

Controller Date

Executive Director Date

**Not Required.
85% Sell Through**



Play the Games of Texas!

Da Vinci Report

8/1/19

Week End Date: 7/27/19

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														7/27/19	7/20/19	7/13/19	7/6/19
Baseline	2149	\$1	9,149,850	FIREBALL 5S	6/26/19			4	39.05%	16,963	10,779	5,070	10	\$855,452.00	\$887,293.00	\$893,214.00	\$746,747.00
	2132	\$1	16,882,800	TOPAZ 7S	5/6/19			12	53.95%	15,649	10,174	22,026	25	\$567,216.00	\$590,456.00	\$642,008.00	\$688,944.00
	2142	\$1	9,163,200	TRIPLE YOUR CASH	6/3/19			8	48.47%	12,457	8,243	7,430	30	\$533,656.00	\$563,525.00	\$527,601.00	\$611,993.00
	2146	\$2	7,053,375	AMAZING 8S	6/17/19			6	41.31%	18,488	9,950	1,463	15	\$896,750.00	\$975,876.00	\$1,155,704.00	\$1,193,836.00
	2120	\$2	7,211,875	DOUBLE MATCH	7/15/19			2	9.32%	19,343	10,479	18,530	11	\$855,352.00	\$489,436.00	\$0	\$0
	2089	\$3	5,989,875	BLOCK-O	6/3/19			8	42.62%	12,859	7,149	4,236	29	\$1,052,490.00	\$1,194,939.00	\$913,908.00	\$1,023,303.00
	2152	\$5	5,625,525	50X FAST CASH	7/15/19			2	12.71%	18,126	10,621	30,904	13	\$2,275,030.00	\$1,299,870.00	\$0	\$0
	2140	\$5	7,320,300	CASH GAME	5/20/19			10	41.14%	16,149	6,977	31,263	264	\$894,220.00	\$976,840.00	\$1,215,315.00	\$1,338,755.00
	2039	\$5	7,332,075	CASH KING	6/3/19			8	55.08%	15,428	6,563	17,982	98	\$1,742,650.00	\$1,882,230.00	\$2,105,025.00	\$2,325,160.00
	2136	\$5	10,630,050	EMERALD 7S	5/6/19			12	59.23%	18,633	9,136	25,667	15	\$1,692,095.00	\$1,887,310.00	\$1,896,370.00	\$2,034,575.00
	2150	\$5	7,214,550	RED HOT SLOTS	6/26/19			4	25.14%	26,396	10,725	31,170	4	\$1,554,340.00	\$1,843,265.00	\$2,260,465.00	\$2,550,115.00
	2143	\$5	7,320,825	TEXAS ROAD TRIP	6/17/19			6	30.87%	19,056	10,465	35,249	10	\$1,359,465.00	\$1,544,635.00	\$1,878,440.00	\$2,238,460.00
	2137	\$10	8,137,300	RUBY 7S	5/6/19			12	60.84%	20,767	10,239	27,063	19	\$2,942,150.00	\$3,226,730.00	\$3,642,720.00	\$3,642,910.00
	2148	\$10	6,118,550	SUPER 10S SUPER TICKET	6/17/19			6	33.15%	23,758	8,261	44,871	11	\$2,752,750.00	\$2,945,920.00	\$3,469,800.00	\$3,955,210.00
Mature	2126	\$10	6,117,600	WILD 10S	7/15/19			2	14.00%	26,302	9,961	60,015	9	\$5,215,870.00	\$3,351,050.00	\$0	\$0
	2138	\$20	7,221,600	DIAMOND 7S	5/6/19			12	40.19%	23,833	9,692	131,882	13	\$3,865,200.00	\$4,020,000.00	\$4,226,500.00	\$4,402,380.00
	2141	\$50	4,623,120	MILLION DOLLAR JACKPOT	5/20/19			10	19.95%	15,773	7,159	157,124	32	\$4,662,350.00	\$4,600,700.00	\$4,724,800.00	\$5,004,100.00
	1878	\$1	854,700	CASH ON THE SPOT	9/18/17			97	0.00%	0	0	3,072	103	\$0	\$0	\$0	\$0
	2123	\$1	9,135,600	CASH PAYOUT	4/1/19			17	86.43%	3,104	1,966	0	2,055	\$102,901.00	\$133,492.00	\$177,150.00	\$204,961.00
	1804	\$1	829,650	LUCKY STARS	9/18/17			97	0.00%	0	0	159	774	\$0	\$0	\$0	\$0
	2068	\$1	30,502,050	WEEKLY HALF GRAND	8/20/18			49	78.25%	9,811	6,464	25,240	26	\$273,414.00	\$310,734.00	\$318,647.00	\$315,195.00
	2079	\$2	35,539,375	BLACKOUT BINGO	7/3/18			56	81.70%	13,308	8,417	26,114	12	\$932,734.00	\$970,278.00	\$1,027,934.00	\$1,089,924.00
	2080	\$2	40,562,000	BREAK THE BANK	6/15/18			58	82.98%	12,802	9,011	27,222	21	\$1,146,314.00	\$1,158,742.00	\$1,197,502.00	\$1,255,992.00
	2139	\$2	6,974,375	TRIPLE PLAY	4/15/19			15	88.40%	3,059	2,205	0	200	\$285,360.00	\$358,632.00	\$469,270.00	\$564,996.00
	2078	\$2	35,978,375	WEEKLY GRAND	1/10/18			80	86.79%	11,760	8,796	10,233	11	\$681,708.00	\$678,838.00	\$719,442.00	\$734,088.00
	2052	\$3	35,669,250	\$50,000 BONUS CASHWORD	2/4/19			25	41.28%	15,571	8,348	138,930	23	\$1,640,442.00	\$1,660,809.00	\$1,702,455.00	\$1,806,084.00
	2109	\$3	16,346,375	30X	12/17/18			32	82.17%	8,590	5,648	6,723	15	\$674,925.00	\$733,659.00	\$747,066.00	\$790,839.00
	2031	\$3	5,931,500	CINCO CONNECT	3/4/19			21	67.87%	3,602	1,619	3,137	5,649	\$160,566.00	\$223,815.00	\$271,923.00	\$310,677.00
	1828	\$3	41,527,800	TEXAS LOTERIA	9/17/18			45	51.93%	19,814	10,375	229,619	17	\$1,343,106.00	\$1,348,599.00	\$1,339,962.00	\$1,417,581.00
	2134	\$5	7,221,000	\$500 FRENZY	4/15/19			15	72.45%	7,889	4,098	11,996	268	\$779,260.00	\$842,225.00	\$922,740.00	\$985,780.00

Liability for 2078 / for Life to Date

Product Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 01/05/2018 - 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	\$2.00	489820	\$979,640.00	2100600	\$4,201,200.00	81.09%	29175259
2	2	N/A	\$2.00	475447	\$950,894.00	1827192	\$3,654,384.00	79.35%	28549589
3	3	N/A	\$4.00	233577	\$934,308.00	1205559	\$4,822,236.00	83.77%	30138954
4	4	N/A	\$4.00	154962	\$619,848.00	708518	\$2,834,072.00	82.05%	29521617
5	5	N/A	\$4.00	52832	\$211,328.00	234996	\$939,984.00	81.64%	29374397
6	6	N/A	\$4.00	48227	\$192,908.00	239599	\$958,396.00	83.24%	29949979
7	7	N/A	\$5.00	46540	\$232,700.00	241252	\$1,206,260.00	83.83%	30160167
8	8	N/A	\$5.00	50700	\$253,500.00	237115	\$1,185,575.00	82.38%	29640610
9	9	N/A	\$10.00	11288	\$112,880.00	60640	\$606,400.00	84.31%	30332119
10	10	N/A	\$10.00	11438	\$114,380.00	60536	\$605,360.00	84.11%	30260745
11	11	N/A	\$10.00	19877	\$198,770.00	124013	\$1,240,130.00	86.19%	31008313
12	12	N/A	\$10.00	22239	\$222,390.00	121686	\$1,216,860.00	84.55%	30419069
13	13	N/A	\$20.00	14453	\$289,060.00	57521	\$1,150,420.00	79.92%	28753606
14	14	N/A	\$20.00	9226	\$184,520.00	62737	\$1,254,740.00	87.18%	31365775
15	0	N/A	\$40.00	6516	\$260,640.00	47387	\$1,895,480.00	87.91%	31629171
16	0	N/A	\$40.00	6536	\$261,440.00	47381	\$1,895,240.00	87.88%	31616955
17	0	N/A	\$40.00	3850	\$154,000.00	23111	\$924,440.00	85.72%	30840704
18	0	N/A	\$40.00	3850	\$154,000.00	23119	\$924,760.00	85.72%	30842228
19	0	N/A	\$100.00	751	\$75,100.00	5412	\$541,200.00	87.81%	31594185
20	0	N/A	\$100.00	463	\$46,300.00	3246	\$324,600.00	87.52%	31487140
21	0	N/A	\$100.00	460	\$46,000.00	3284	\$328,400.00	87.71%	31557954
22	0	N/A	\$100.00	246	\$24,600.00	1274	\$127,400.00	83.82%	30155559
23	0	N/A	\$100.00	221	\$22,100.00	1282	\$128,200.00	85.30%	30688141
24	0	N/A	\$300.00	723	\$216,900.00	5299	\$1,589,700.00	87.99%	31658819
25	0	N/A	\$300.00	298	\$89,400.00	1512	\$453,600.00	83.54%	30054863
26	0	N/A	\$300.00	208	\$62,400.00	1291	\$387,300.00	86.12%	30986045
27	0	N/A	\$870,000.00	1	\$870,000.00	2	\$1,740,000.00	66.67%	23985589
28	0	N/A	\$870,000.00	0	\$0.00	2	\$1,740,000.00	100.00%	35978405
Totals:				1664749	\$7,780,006.00	7,445,566	\$38,876,337.00		

35,978,375	MIN:	34,574,400
150	MAX:	35,985,600

TEXAS LOTTERY COMMISSION
"WEEKLY GRAND" - GAME NUMBER 2078
END OF PRODUCTION PRIZE STRUCTURE
September 6, 2017 - VERSION 2
PRIZE FUND \$46,656,343

PAYOUT% 64.8394251%

PRIZE TIER	# OF WINS	TIER CODE	Game 1	Game 2	Game 3	WIN:	ODDS OF 1 IN:	WINNERS IN 149.91 POOLS	WINNERS IN 125 (PER POOL*)	WINNERS IN 240 POOL (PER POOL)	PRIZE COST	PERCENT OF PRIZE FUND**	VALIDATION TIER LEVELS**
1	1	L	\$2		\$2	\$2	13.89	2,590,420	9.00	17,280	\$ 5,180,840	11.10%	
2	1	L		\$2	\$2	\$2	15.62	2,302,639	8.00	15,360	\$ 4,605,278	9.87%	
3	2	L	\$2		\$2	\$4	25.00	1,439,136	5.00	9,600	\$ 5,756,544	12.34%	
4	2	L	\$2 x 2		\$2 x 2	\$4	41.67	863,480	3.00	5,760	\$ 3,453,920	7.40%	
5	1	L		\$4	\$4	\$4	125.00	287,828	1.00	1,920	\$ 1,151,312	2.47%	
6	1	L	\$4		\$4	\$4	125.00	287,826	1.00	1,920	\$ 1,151,304	2.47%	
7	1	L	\$5		\$5	\$5	125.02	287,792	1.00	1,920	\$ 1,438,960	3.08%	
8	1	L		\$5	\$5	\$5	125.01	287,815	1.00	1,920	\$ 1,439,075	3.08%	
9	1	L	\$10			\$10	500.20	71,928	0.25	480	\$ 719,280	1.54%	
10	1	L		\$10	\$10	\$10	499.88	71,974	0.25	480	\$ 719,740	1.54%	
11	1	L	\$5		\$5	\$10	250.04	143,890	0.50	960	\$ 1,438,900	3.08%	
12	2	L		\$5 x 2	\$5 x 2	\$10	249.98	143,925	0.50	960	\$ 1,439,250	3.08%	
13	1	L		\$20		\$20	499.88	71,974	0.25	480	\$ 1,439,480	3.09%	LOW
14	3	L	\$10		\$5 x 2	\$20	499.96	71,963	0.25	480	\$ 1,439,260	3.08%	
15	4	M	\$10	\$20	\$5 x 2	\$40	667.47	53,903	-	360	\$ 2,156,120	4.62%	
16	3	M	\$10	\$20	\$10	\$40	667.29	53,917	-	360	\$ 2,156,680	4.62%	
17	1	M	\$40			\$40	1,334.46	26,961	-	180	\$ 1,078,440	2.31%	
18	1	M		\$40	\$40	\$40	1,334.06	26,969	-	180	\$ 1,078,760	2.31%	
19	4	M	\$40	\$20	\$20 x 2	\$100	5,837.80	6,163	-	41	\$ 616,300	1.32%	
20	3	M	\$40	\$20	\$40	\$100	9,700.29	3,709	-	25	\$ 370,900	0.79%	
21	3	M	\$40 x 2	\$20	\$40 x 2	\$100	9,609.61	3,744	-	25	\$ 374,400	0.80%	
22	1	M	\$100			\$100	23,669.98	1,520	-	10	\$ 152,000	0.33%	
23	1	M	\$100	\$100	\$100	\$100	23,937.71	1,503	-	10	\$ 150,300	0.32%	
24	3	M	\$100 x 2		\$100 x 2	\$300	5,974.49	6,022	-	40	\$ 1,806,600	3.87%	MID
25	1	M	\$300			\$300	19,877.56	1,810	-	12	\$ 543,000	1.16%	23.43%
26	1	M		\$300	\$300	\$300	24,001.58	1,499	-	10	\$ 449,700	0.96%	HIGH
27	1	H	\$1K/WK/20YRS		\$1K/WK/20YRS	\$870,000	11,992,791.67	3 ***	-	-	\$ 2,610,000	5.59%	9.32%
28	1	H			\$1K/WK/20 YRS	\$870,000	17,989,187.50	2 ***	-	-	\$ 1,740,000	3.73%	100.00%
							4 decimals:	9,110,315	31.00	60,773	\$ 46,656,343	100.00%	**
							3.9492						

Annuitant Amount set at \$870,000 for each top prize of \$1,000/week for 20 years

TEXAS LOTTERY COMMISSION
"WEEKLY GRAND" - GAME NUMBER 2078
END OF PRODUCTION PRIZE STRUCTURE
September 6, 2017 - VERSION 2

\$2	7.35	4,893,059
\$4	12.50	2,878,270
\$5	62.51	575,607
\$10	83.34	431,717
\$20	249.96	143,937
\$40	222.43	161,750
\$100	2,162.29	16,639
\$300	3,855.79	9,331
\$1K/WK/20 YRS	7,195,675.00	5
		9,110,315

Consolidated odds are 1 in:

[illegible]

- * Each of the following GLEPS 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 34 winners per pack.

No.

08/01/19

Game Name
Weekly Grand

Game No
2078

Inv No.
90099113

Vendor
IGT

TLC PO #
362-18-9009 RL010

Units per 1000	Unit Price	Amount
35,978.38	\$14.13	\$508,374.44
		<u>\$508,374.44</u>

Description/Tickets Delivered Qty

35,978,375

Delivered
Ordered

35,978,375
35,280,000

2% under
2% over

34,574,400
35,985,600

Acceptable
Range

0

Sub Total	\$508,374.44
Total	<u>\$508,374.44</u>

Instant Ticket Game Analysis
2/26/17-2/23/19

Average Number of Weeks for 85% Average Sell Through

Print Quantities	Price Point					Price Point				
	\$1	\$2	\$3	\$5	Print Quantities	\$10	\$20	\$30	\$50	
< 5M	None	Week 12*	None	None	2M	None	None	None	None	
5M-9.99M	Week 15	Week 18	Week 18	Week 17	3M	None	None	None	Week 52*	
10M-14.99M	Week 20	None	None	Week 16*	4M	None	None	None	None	
15M-19.99M	Week 23	None	Week 32*	Week 48	5M	None	Week 42	None	None	
20M-24.99M	None	None	None	Week 57	6M	Week 22	None	None	None	
25M-29.99M	Week 58*	None	None	None	7M	None	Week 49*	None	None	
30M-34.99M	Week 41*	Week 57*	None	None	8M	Week 25*	None	None	None	
>35M	None	Week 55*	Week 57	Week 53*	>9M	Week 43	Week 49*	None	None	

Average Weekly Dollar Sales at 85% Average Sell Through

Print Quantities	Price Point					Price Point				
	\$1	\$2	\$3	\$5	Print Quantities	\$10	\$20	\$30	\$50	
< 5M	None	\$714,918	None	None	2M	None	None	None	None	
5M-9.99M	\$543,741	\$753,911	\$1,037,655	\$2,105,631	3M	None	None	None	\$2,913,384	
10M-14.99M	\$527,618	None	None	\$2,919,843	4M	None	None	None	None	
15M-19.99M	\$633,249	None	\$1,302,836	\$1,502,081	5M	None	\$2,300,088	None	None	
20M-24.99M	None	None	None	\$1,710,701	6M	\$2,715,030	None	None	None	
25M-29.99M	\$438,898	None	None	None	7M	None	\$2,502,908	None	None	
30M-34.99M	\$629,856	\$1,039,084	None	None	8M	\$2,822,095	None	None	None	
>35M	None	\$1,243,302	\$1,731,457	\$3,256,460	>9M	\$2,847,773	\$3,190,792	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