

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

1/3/2019

Game #	2086	Confirmed Packs	1,950
Game Name	10 Grand	Active Packs	2,899
Quantity Printed	9,298,800	Warehouse Packs	-
Price Point	\$1	Returned Packs	58
Start Date	9/4/2018	Printed Payout Percentage	60.02%
Top Prize	\$ 10,000	Percent Sold	91.08%
Number of Top Prizes Remaining	0	Number of Weeks Out	17

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 116,514	Actual ticket production costs
Prize payout expense	\$ 4,836,498	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 4,953,012

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 8,469,347	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 8,469,347

Excess of Revenue over Expended \$ 3,516,335

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	\$ 149,973
Next week	\$ 186,598
Next week	\$ 231,073

Avg Weekly Sales Current Game \$ 189,215

Avg Weekly Sales \$1; 5M - 9.9M Qty \$ 515,035

Percentage Of Variance In Sales 63%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2086	Printed Payout Percentage	60.02%
Game Name	10 Grand	Actual Payout Percentage	57.11%
Percent Sold	91.08%	Number of Weeks Out	17
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			16

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):

Instant Product

**NOT REQUIRED
ZERO TOP PRIZE**

Product

Date

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

Lottery Operations Division

**NOT REQUIRED
ZERO TOP PRIZE**

C

Executive Director

Date



Play the Games of Texas!

Da Vinci Report

Week End Date: 12/29/18

1/3/19

Product Line	Game	\$	Trx Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	12/29/18	12/22/18	12/15/18	12/8/18
Mature	2087	\$5	7,708,125	\$25,000,000 PAYOUT	9/4/18			17	67.85%	5,981	4,131	21,397	8	\$731,950.00	\$711,145.00	\$783,260.00	\$806,395.00
	2089	\$5	9,910,350	COWBOYS	8/20/18			19	41.82%	5,950	4,770	64,622	14	\$736,705.00	\$616,935.00	\$729,430.00	\$748,625.00
	2090	\$5	7,087,800	DIAMOND MINE 9X	9/17/18			15	73.90%	6,508	4,641	11,643	4	\$986,095.00	\$967,935.00	\$1,065,955.00	\$1,088,415.00
	2049	\$5	7,334,250	FROGGER	8/27/18			26	76.41%	4,663	3,508	12,620	578	\$356,745.00	\$341,105.00	\$382,830.00	\$397,235.00
	2070	\$5	5,581,950	HOUSTON TEXANS	8/20/18			19	44.65%	4,868	2,939	32,189	146	\$334,190.00	\$388,110.00	\$414,545.00	\$407,480.00
	1877	\$5	40,544,550	SUPER LOTERIA	12/11/17			55	89.55%	19,058	10,788	20,198	22	\$3,571,580.00	\$3,392,500.00	\$3,348,750.00	\$3,274,640.00
	2056	\$10	28,522,850	\$200 MILLION CASH EXPLOSION	9/4/18			17	19.32%	12,577	5,937	438,679	18	\$2,524,460.00	\$2,491,260.00	\$2,407,620.00	\$2,397,610.00
	1759	\$10	28,632,550	\$200 MILLION PAYOUT	8/1/16			126	81.04%	5,408	3,934	96,615	12	\$1,226,530.00	\$1,140,810.00	\$1,094,460.00	\$1,030,150.00
	2083	\$10	12,068,050	\$250,000 50X CASHWORD	9/17/18			15	48.16%	16,869	8,801	94,709	8	\$3,788,300.00	\$3,784,490.00	\$3,661,420.00	\$3,700,900.00
	2076	\$10	9,170,500	CASINO ACTION SUPER TICKET	6/27/18			26	52.76%	8,972	5,540	69,351	14	\$1,443,860.00	\$1,260,020.00	\$1,238,880.00	\$1,334,640.00
	2075	\$10	6,076,350	THE GLITTER IS GOLD	7/16/18			24	78.60%	4,813	3,637	16,066	11	\$1,014,010.00	\$993,570.00	\$999,020.00	\$993,530.00
	1884	\$20	7,155,300	\$100 MILLION TEXAS RICHES	2/5/18			47	75.01%	5,527	2,453	61,997	10	\$815,060.00	\$817,180.00	\$847,180.00	\$900,700.00
	1671	\$20	34,144,650	\$500,000,000 CASH	5/18/15			189	42.31%	5,874	2,603	777,070	27	\$938,500.00	\$946,140.00	\$869,500.00	\$962,000.00
	2047	\$20	9,177,950	100X THE CASH	4/2/18			39	75.41%	15,750	6,321	64,803	16	\$2,238,100.00	\$2,217,560.00	\$2,107,480.00	\$2,223,340.00
	1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			85	29.97%	8,417	4,632	956,627	21	\$1,462,900.00	\$1,413,080.00	\$1,362,480.00	\$1,333,960.00
	2067	\$20	7,123,800	STACKS OF CASH	7/16/18			24	43.72%	9,275	4,297	145,048	7	\$1,181,940.00	\$1,217,700.00	\$1,319,600.00	\$1,414,340.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			41	18.03%	11,391	6,865	1,096,575	17	\$3,241,500.00	\$3,315,120.00	\$3,177,690.00	\$3,159,060.00
	2057	\$50	3,611,100	200X THE CASH	6/18/18			28	54.66%	9,917	3,845	66,197	16	\$2,365,400.00	\$2,432,100.00	\$2,401,950.00	\$2,475,450.00
	2030	\$50	3,670,680	ULTIMATE 7S	2/19/18			45	75.25%	6,718	2,730	34,548	18	\$1,615,150.00	\$1,667,150.00	\$1,661,950.00	\$1,693,900.00
Out of Wareh	2091	\$1	9,173,550	LUCKY 8S DOUBLER	10/1/18			13	87.92%	2,578	4,217	0	56	\$249,332.00	\$307,677.00	\$359,138.00	\$474,393.00
	2097	\$1	9,175,500	WINTER CASH	11/5/18			8	73.60%	3,607	12,133	0	54	\$679,174.00	\$763,200.00	\$837,622.00	\$960,028.00
	2101	\$2	7,308,625	HOLIDAY CASH DROP	11/14/18			6	63.38%	8,146	12,616	9	70	\$1,451,288.00	\$1,399,054.00	\$1,472,008.00	\$1,503,372.00
	2098	\$3	6,095,000	HOLIDAY WORD BLAST	11/5/18			8	65.23%	7,812	8,439	0	108	\$1,465,092.00	\$1,682,658.00	\$1,556,364.00	\$1,615,635.00
	2099	\$5	7,332,825	HOLIDAY GREETINGS	11/5/18			8	73.00%	12,215	13,310	14	85	\$3,393,325.00	\$3,294,365.00	\$3,147,680.00	\$3,059,350.00
Sold/Closing	2086	\$1	9,298,800	10 GRAND	9/4/18			17	91.08%	1,950	2,899	0	58	\$149,873.00	\$186,598.00	\$231,073.00	\$283,633.00
	2043	\$1	17,131,950	5X THE CASH	5/7/18	12/16/18	1/30/19	34	96.22%	251	275	0	2,740	\$24,150.00	\$45,177.00	\$71,706.00	\$103,516.00
	2064	\$1	8,937,750	DOUBLE DOUBLER	8/6/18	11/13/19	2/27/19	21	93.96%	698	1,022	0	1,185	\$54,190.00	\$64,014.00	\$73,400.00	\$86,175.00
	2015	\$2	7,274,625	2X CASH	6/18/18	12/16/18	1/30/19	28	79.55%	288	288	7,338	2,855	\$50,312.00	\$74,466.00	\$121,184.00	\$137,708.00
	2028	\$2	7,235,875	CINCO 5 SPOT	5/21/18	12/16/18	1/30/19	32	74.77%	180	107	10,659	2,873	\$4,610.00	\$1,644.00	\$38,514.00	\$50,062.00
	2048	\$2	7,212,875	DOUBLE MATCH	7/16/18	11/13/19	2/27/19	24	91.56%	968	1,100	84	1,726	\$108,172.00	\$131,758.00	\$153,012.00	\$176,886.00
	1806	\$3	41,524,725	TEXAS LOTERIA	3/14/17	12/16/18	1/30/19	94	94.80%	548	234	19,634	5,671	\$54,450.00	\$113,358.00	\$185,187.00	\$257,595.00
	1871	\$5	15,075,300	\$100,000 BING-O-RAMA	10/2/17	12/18/18	2/1/19	65	95.81%	1,401	388	156	1,919	\$93,020.00	\$242,905.00	\$400,210.00	\$483,775.00

NO. OF TICKETS:	9,298,800	MIN:	8,937,600
NO. POOLS:	38.75	MAX:	9,302,400
PACK SIZE:	150		
PACKS/POOL:	1,600		
PACKS/GAME:	61,992		

TEXAS LOTTERY COMMISSION
 "10 GRAND" GAME NUMBER 2086
 PRIZE STRUCTURE
 June 8, 2018 - VERSION 3

\$1 TICKETS \$9,298,800 - REVENUE 9,298,800 PRIZE FUND - \$5,580,724 PAYOUT % - 60.02%

PRIZE TIER	# WINS	TIER CODE	GET:	WIN:	ODDS OF 1 IN:	WINNERS IN POOLS	38.75	WINNERS IN 150 (PER PACK*)	240,000	PRIZE COST	PERCENT OF PRIZE FUND**	VALIDATION TIER LEVELS
1	1	L	\$1	\$1	8.82	1,053,826	17.00	27,200	\$ 1,053,826	18.88%		
2	1	L	\$2	\$2	74.94	124,088	2.00	3,200	\$ 248,176	4.45%		
3	2	L	\$1 x 2	\$2	18.75	495,851	8.00	12,800	\$ 991,702	17.77%		
4	1	L	\$5	\$5	598.34	15,541	0.25	400	\$ 77,705	1.39%		
5	3	L	(\$2 x 2) + \$1	\$5	599.65	15,507	0.25	400	\$ 77,535	1.39%		
6	4	L	(\$1 x 3) + \$2	\$5	150.13	61,939	1.00	1,600	\$ 309,695	5.55%		
7	5	L	\$1 x 5	\$5	299.99	30,997	0.50	800	\$ 154,985	2.78%		
8	1	L	\$10	\$10	598.34	15,541	0.25	400	\$ 155,410	2.78%		
9	1	L	\$1 (10X)	\$10	300.50	30,944	0.50	800	\$ 309,440	5.54%		
10	6	L	(\$2 x 4) + (\$1 x 2)	\$10	599.65	15,507	0.25	400	\$ 155,070	2.78%		
11	1	L	\$20	\$20	598.34	15,541	0.25	400	\$ 310,820	5.57%		
12	6	L	\$1 (10X) + (\$2 x 5)	\$20	200.19	46,451	0.75	1,200	\$ 929,020	16.65%		
13	1	M	\$40	\$40	11,982.99	776	-	20	\$ 31,040	0.56%		
14	4	M	\$2 (10X) + \$1 (10X) + (\$5 x 2)	\$40	917.13	10,139	-	261	\$ 405,560	7.27%		
15	6	M	(\$5 x 4) + (\$10 x 2)	\$40	2,399.07	3,876	-	100	\$ 155,040	2.78%		
16	1	M	\$100	\$100	46,727.64	199	-	5	\$ 19,900	0.36%		
17	6	M	\$5 (10X) + (\$10 x 5)	\$100	9,556.83	973	-	25	\$ 97,300	1.74%		
18	1	M	\$10 (10X)	\$100	24,152.73	385	-	10	\$ 38,500	0.69%		
19	1	H	\$10,000	\$10,000	1,549,800.00	6 ***	31.00	50,021	\$ 5,580,724	100.00%		
				2 Decimals:	4.80	1,938,087						
				4 Decimals:	4.7979							

10X symbol = win 10 TIMES the prize (10X)

TEXAS LOTTERY COMMISSION
 "10 GRAND" GAME NUMBER 2086
 PRIZE STRUCTURE
 June 8, 2018 - VERSION 3

Consolidated odds are 1 in:

\$1	8.82	1,053,826
\$2	15.00	619,939
\$5	75.00	123,984
\$10	150.00	61,992
\$20	150.00	61,992
\$40	628.68	14,791
\$100	5,972.25	1,557
\$10,000	1,549,800.00	6
		1,938,087

PRIZE	GET:	A	B	C	D
\$1	\$1	17 = \$ 17	19 = \$ 19	17 = \$ 17	15 = \$ 15
\$2	\$2	3 = \$ 6	1 = \$ 2	1 = \$ 2	3 = \$ 6
\$2	\$1 x 2	7 = \$ 14	8 = \$ 16	9 = \$ 18	8 = \$ 16
\$5	\$5	1 = \$ 5	0 = \$ 0	0 = \$ 0	0 = \$ 0
\$5	(\$2 x 2) + \$1	0 = \$ 0	0 = \$ 0	0 = \$ 0	0 = \$ 0
\$5	(\$1 x 3) + \$2	0 = \$ 0	2 = \$ 10	1 = \$ 5	1 = \$ 5
\$5	\$1 x 5	1 = \$ 5	0 = \$ 0	1 = \$ 5	0 = \$ 0
\$10	\$10	1 = \$ 10	0 = \$ 0	0 = \$ 0	0 = \$ 0
\$10	\$1 (10X)	0 = \$ 0	1 = \$ 10	1 = \$ 10	0 = \$ 0
\$10	(\$2 x 4) + (\$1 x 2)	0 = \$ 0	0 = \$ 0	0 = \$ 0	1 = \$ 10
\$20	\$20	1 = \$ 20	0 = \$ 0	0 = \$ 0	0 = \$ 0
\$20	\$1 (10X) + (\$2 x 5)	0 = \$ 0	1 = \$ 20	1 = \$ 20	1 = \$ 20
		31 = \$ 77	32 = \$ 77	31 = \$ 77	30 = \$ 77

* Each of the four GLEPS types will be used in approximately 25% of the packs in the game.

** Numbers are rounded.

*** Exact number of prizes is guaranteed delivery to the TLC.

Note: There will be no more than 34 winners per pack.

No.

01/03/19

Game Name

10 Grand

Game No

2086

Inv No.

90102692

Vendor

IGT

TLC PO #

362-18-9009 RL026

Description/Tickets Delivered Qty		Units per 1000	Unit Price	Amount
		9,298.80	\$12.53	\$116,513.96
				\$116,513.96
Delivered	9,298,800			
Ordered	9,120,000			
2% under	8,937,600			
2% over	9,302,400			
Acceptable Range	0			
Total				\$116,513.96

Liability for 2086 / for Life to Date

Product Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 08/14/2018 - 08/17/2019

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	\$1.00	201979	\$201,979.00	851847	\$851,847.00	80.83%	7516568
2	2	N/A	\$2.00	20340	\$40,680.00	103748	\$207,496.00	83.61%	7774578
3	3	N/A	\$2.00	75376	\$150,752.00	420475	\$840,950.00	84.80%	7885257
4	4	N/A	\$5.00	2117	\$10,585.00	13424	\$67,120.00	86.38%	8032114
5	5	N/A	\$5.00	1875	\$9,375.00	13632	\$68,160.00	87.91%	8174452
6	6	N/A	\$5.00	7274	\$36,370.00	54665	\$273,325.00	88.26%	8206766
7	7	N/A	\$5.00	3657	\$18,285.00	27340	\$136,700.00	88.20%	8201735
8	8	N/A	\$10.00	1755	\$17,550.00	13786	\$137,860.00	88.71%	8248713
9	9	N/A	\$10.00	5567	\$55,670.00	25377	\$253,770.00	82.01%	7625893
10	10	N/A	\$10.00	1594	\$15,940.00	13913	\$139,130.00	89.72%	8342955
11	11	N/A	\$20.00	1639	\$32,780.00	13902	\$278,040.00	89.45%	8318120
12	12	N/A	\$20.00	4286	\$85,720.00	42165	\$843,300.00	90.77%	8440806
13	0	N/A	\$40.00	71	\$2,840.00	705	\$28,200.00	90.85%	8448007
14	0	N/A	\$40.00	919	\$36,760.00	9220	\$368,800.00	90.94%	8455955
15	0	N/A	\$40.00	331	\$13,240.00	3545	\$141,800.00	91.46%	8504707
16	0	N/A	\$100.00	24	\$2,400.00	175	\$17,500.00	87.94%	8177336
17	0	N/A	\$100.00	73	\$7,300.00	900	\$90,000.00	92.50%	8601151
18	0	N/A	\$100.00	60	\$6,000.00	325	\$32,500.00	84.42%	7849636
19	0	N/A	\$10,000.00	0	\$0.00	6	\$60,000.00	100.00%	9298800
Totals:				328937	\$744,226.00	1,609,150	\$4,836,498.00		

Instant Ticket Game Analysis
8/28/16-8/25/18

Average Number of Weeks for 85% Average Sell Through

Print Quantities	Price Point						Price Point					
	\$1	\$2	\$3	\$5	\$7	Print Quantities	\$10	\$20	\$25	\$30	\$50	
< 5M	None	Week 12*	None	None	None	2M	None	None	None	None	None	
5M-9.99M	Week 16	Week 18	Week 17	Week 19	None	3M	None	None	None	None	None	Week 52*
10M-14.99M	Week 21	None	None	Week 16*	None	4M	None	None	None	None	None	
15M-19.99M	None	None	Week 32*	Week 52*	None	5M	None	Week 33*	None	None	None	
20M-24.99M	None	Week 34*	None	None	None	6M	Week 15	None	None	None	None	
25M-29.99M	None	None	None	None	None	7M	None	Week 49*	None	None	None	
30M-34.99M	Week 41	Week 57*	None	None	None	8M	None	None	None	None	None	
>35M	None	Week 60	Week 64	Week 52*	None	>9M	Week 33	Week 41*	None	None	None	

Average Weekly Dollar Sales at 85% Average Sell Through

Print Quantities	Price Point						Price Point					
	\$1	\$2	\$3	\$5	\$7	Print Quantities	\$10	\$20	\$25	\$30	\$50	
< 5M	None	\$714,918	None	None	None	2M	None	None	None	None	None	
5M-9.99M	\$515,035	\$758,306	\$1,248,375	\$1,874,253	None	3M	None	None	None	None	\$2,913,384	
10M-14.99M	\$466,349	None	None	\$2,919,843	None	4M	None	None	None	None	None	
15M-19.99M	None	None	\$1,302,836	\$1,508,375	None	5M	None	\$2,578,733	None	None	None	
20M-24.99M	None	\$1,078,385	None	None	None	6M	\$3,483,559	None	None	None	None	
25M-29.99M	None	None	None	None	None	7M	None	\$2,502,908	None	None	None	
30M-34.99M	\$632,952	\$1,039,084	None	None	None	8M	None	None	None	None	None	
>35M	None	\$1,119,742	\$1,583,593	\$3,361,809	None	>9M	\$3,182,478	\$3,781,160	None	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