

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

**Instant Ticket Information**

Date Completed 8/26/2019

Game #	2116	Confirmed Packs	1,961
Game Name	Golden Nugget	Active Packs	1,448
Quantity Printed	7,030,050	Warehouse Packs	8,183
Price Point	\$5	Returned Packs	42
Start Date	2/18/2019	Printed Payout Percentage	68.33%
Top Prize	\$ 100,000	Percent Sold	86.93%
Number of Top Prizes Remaining	1	Number of Weeks Out	27

**Current Game Sales Analysis**

**TANGIBLE COSTS**

**Expenditure Impact:**

Cost to print tickets	\$ 162,394	Actual ticket production costs
Promotion Prize Allocation	\$ 1,087,949	From EOPPS
Prize payout expense	\$ 19,616,015	Data from Instant Ticket Tier Liability screen in ES

**Estimated Direct Costs** \$ 20,866,359

**TANGIBLE BENEFITS**

**Revenue Impact:**

Estimated sales	\$ 30,556,112	Based on # of tkts printed, times % sold from DaVinci report, times the price point
<b>Total Estimated Benefits</b>	<u>\$ 30,556,112</u>	

**Excess of Revenue over Expended** \$ 9,689,754

**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	\$	229,890
Next week	\$	228,165
Next week	\$	247,530
Avg Weekly Sales Current Game	\$	235,195
Avg Weekly Sales \$5; 5M-9.99M Qty	\$	2,105,631
<b>Percentage Of Variance In Sales</b>		<b>89%</b>

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

**Instant Ticket Information**

Game #	2116	Printed Payout Percentage	68.33%
Game Name	Golden Nugget	Actual Payout Percentage	67.76%
Percent Sold	86.93%	Number of Weeks Out	27
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			17

**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):

---



---



---

*Dal Boursoch*                      8/26/19  
Instant Product Coordinator              Date

*[Signature]*                                      9/3/19  
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.  
Over 85% Sell Through.



Play the Games of Texas!

Da Vinci Report  
Week End Date: 8/24/19  
8/28/19

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														8/28/19	8/10/19	8/31/19	
Mature	2116	\$5	7,030,050	GOLDEN NUGGET	2/18/19			27	86.93%	1,961	1,448	8,183	42	\$229,890.00	\$228,166.00	\$247,530.00	\$320,930.00
	2118	\$5	7,338,825	HOT 55 HOT STREAK	3/4/19			25	70.16%	3,070	2,004	23,389	68	\$237,140.00	\$242,990.00	\$252,555.00	\$342,415.00
	2066	\$5	7,334,475	PAC-MAN SLOTS	4/1/19			21	67.95%	5,826	3,126	20,836	623	\$381,090.00	\$379,760.00	\$405,875.00	\$527,540.00
	2082	\$5	22,519,650	SUPER CROSSWORD	1/28/18			39	53.69%	12,917	7,387	116,545	26	\$1,303,405.00	\$1,314,260.00	\$1,330,010.00	\$1,572,595.00
	2074	\$5	40,124,625	SUPER LOTERIA	12/1/19			31	55.90%	24,286	10,748	195,891	14	\$3,613,315.00	\$3,556,565.00	\$3,613,565.00	\$3,939,295.00
	2056	\$10	28,522,850	\$200 MILLION CASH EXPLOSION	9/4/18			51	41.13%	12,312	5,868	314,800	23	\$2,302,120.00	\$2,224,810.00	\$2,195,740.00	\$2,482,640.00
	2166	\$10	12,139,700	\$250,000 50X CASHWORD	4/15/19			19	60.37%	19,426	8,765	64,231	16	\$3,716,940.00	\$3,593,700.00	\$3,715,540.00	\$4,378,340.00
	2084	\$10	26,555,050	MEGA LOTERIA	10/1/18			47	86.98%	24,651	10,278	29,437	18	\$5,022,020.00	\$4,976,690.00	\$4,911,890.00	\$5,472,720.00
	2137	\$10	8,137,300	RUBY 75	5/6/19			16	74.69%	17,448	9,718	11,279	20	\$2,667,850.00	\$2,704,730.00	\$2,755,890.00	\$3,145,700.00
	2122	\$10	5,987,100	THE BIG TICKET	2/18/19			27	86.25%	6,209	3,626	5,176	74	\$666,250.00	\$672,310.00	\$666,030.00	\$838,030.00
	2093	\$20	7,344,000	\$100 OR \$200	10/1/18			47	68.46%	9,276	4,299	77,005	25	\$1,451,520.00	\$1,417,340.00	\$1,462,160.00	\$1,617,080.00
	2107	\$20	8,987,375	200X	12/3/18			38	84.72%	17,496	8,076	25,872	16	\$3,113,160.00	\$3,125,820.00	\$3,117,460.00	\$3,463,940.00
	2138	\$20	7,221,600	DIAMOND 75	5/15/17			119	50.81%	22,851	9,643	105,836	17	\$3,714,020.00	\$3,642,980.00	\$3,739,320.00	\$4,239,000.00
	1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			119	38.45%	11,095	5,696	835,022	27	\$2,077,840.00	\$2,069,800.00	\$2,024,320.00	\$2,266,890.00
	2077	\$20	5,075,275	MILLIONAIRE CLUB	12/17/18			36	51.46%	8,547	4,037	84,608	22	\$806,720.00	\$788,220.00	\$828,940.00	\$942,640.00
	2135	\$20	6,091,725	MILLION DOLLAR LOTERIA	4/15/19			19	65.80%	24,092	8,972	45,714	22	\$4,393,560.00	\$4,300,800.00	\$4,338,120.00	\$4,799,540.00
	2067	\$20	7,123,800	STACKS OF CASH	7/16/18			58	64.61%	5,933	3,145	90,473	13	\$805,640.00	\$811,920.00	\$850,080.00	\$913,580.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			75	25.31%	8,217	4,458	1,003,043	15	\$2,311,770.00	\$2,185,590.00	\$2,127,330.00	\$2,477,100.00
	2114	\$30	5,971,025	300X	1/7/19			33	74.78%	15,649	7,388	34,707	14	\$3,225,450.00	\$3,142,950.00	\$3,101,070.00	\$3,525,360.00
	2141	\$50	4,623,120	MILLION DOLLAR JACKPOT	5/20/19			14	27.94%	13,939	7,279	142,588	40	\$4,706,000.00	\$4,446,350.00	\$4,362,600.00	\$4,953,600.00
2104	\$50	4,564,740	WINNING MILLIONS	11/14/18			40	63.90%	7,215	3,545	70,067	35	\$2,351,100.00	\$2,163,050.00	\$2,241,650.00	\$2,610,550.00	
Out of Wareh	2149	\$1	9,149,850	FIREBALL 55	6/26/19		8	69.95%	10,143	7,381	20	40	\$563,377.00	\$650,861.00	\$752,029.00	\$860,869.00	
Sold/Closing	2111	\$1	29,302,200	10X	12/3/18	9/8/19	10/23/19	38	96.76%	2,239	1,655	0	442	\$123,080.00	\$144,861.00	\$188,652.00	\$256,037.00
	2123	\$1	9,136,600	CASH PAYOUT	4/1/19	9/8/19	10/23/19	21	89.69%	1,392	1,109	0	2,615	\$58,868.00	\$63,738.00	\$76,145.00	\$99,800.00
	2130	\$1	9,177,150	FIND THE 9S	3/4/19	7/14/19	8/28/19	25	94.91%	7	12	0	2,727	-\$518.00	-\$234.00	\$2,511.00	\$5,404.00
	2133	\$2	6,943,625	\$30,000 JACKPOT	2/18/19	8/18/19	10/21/19	27	93.78%	392	372	42	1,788	\$29,736.00	\$64,350.00	\$73,752.00	\$114,674.00
	2151	\$2	6,959,000	777	3/18/19	8/18/19	10/21/19	23	96.66%	198	157	0	1,022	\$16,030.00	\$35,308.00	\$37,476.00	\$64,620.00
	2108	\$2	7,325,375	MONEY MULTIPLIER	1/2/19	8/18/19	10/21/19	31	91.17%	356	425	135	3,395	\$29,734.00	\$63,176.00	\$74,592.00	\$94,074.00
	2139	\$2	6,974,375	TRIPLE PLAY	4/15/19			19	92.88%	2,006	1,164	0	413	\$113,718.00	\$139,754.00	\$145,060.00	\$225,746.00
	2078	\$2	35,978,375	WEEKLY GRAND	1/10/18	9/8/19	10/23/19	84	90.32%	5,429	6,546	7,313	229	\$563,274.00	\$603,192.00	\$633,528.00	\$742,708.00
	2031	\$3	5,931,500	CINCO CONNECT	3/4/19	9/8/19	10/23/19	25	70.84%	1,656	1,140	3,137	6,398	\$111,927.00	\$121,275.00	\$124,761.00	\$168,825.00
	2112	\$5	19,823,025	50X	1/7/19	7/31/19	9/14/19	33	93.41%	1,184	167	20	9,038	\$57,290.00	\$242,465.00	\$660,035.00	\$1,739,570.00

**Liability for 2116 / for Life to Date**

Product Status: SmartCash Enabled: Validation Range: 01/01/2019 - 12/31/2037  
 Active N/A

**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	\$5.00	126395	\$631,975.00	670299	\$3,351,495.00	84.14%	5914737
2	2	N/A	\$10.00	20146	\$201,460.00	120490	\$1,204,900.00	85.68%	6023000
3	3	N/A	\$10.00	27808	\$278,080.00	159594	\$1,595,940.00	85.16%	5986882
4	4	N/A	\$15.00	13158	\$197,370.00	80506	\$1,207,590.00	85.95%	6042462
5	5	N/A	\$15.00	6550	\$98,250.00	40352	\$605,280.00	86.03%	6048283
6	6	N/A	\$15.00	6801	\$102,015.00	40035	\$600,525.00	85.48%	6009224
7	7	N/A	\$20.00	6420	\$128,400.00	40412	\$808,240.00	86.29%	6066330
8	8	N/A	\$20.00	6446	\$128,920.00	40414	\$808,280.00	86.24%	6063005
9	9	N/A	\$20.00	6476	\$129,520.00	40426	\$808,520.00	86.19%	6059374
10	10	N/A	\$20.00	6759	\$135,180.00	40181	\$803,620.00	85.60%	6017776
11	0	N/A	\$25.00	3185	\$79,625.00	20252	\$506,300.00	86.41%	6074692
12	0	N/A	\$25.00	2760	\$69,000.00	17766	\$444,150.00	86.55%	6084764
13	0	N/A	\$25.00	4417	\$110,425.00	27805	\$695,125.00	86.29%	6066368
14	0	N/A	\$25.00	2529	\$63,225.00	15042	\$376,050.00	85.61%	6018212
15	0	N/A	\$50.00	1804	\$90,200.00	11417	\$570,850.00	86.36%	6070802
16	0	N/A	\$50.00	1677	\$83,850.00	11179	\$558,950.00	86.96%	6113015
17	0	N/A	\$50.00	2230	\$111,500.00	14485	\$724,250.00	86.66%	6092149
18	0	N/A	\$50.00	2283	\$114,150.00	14430	\$721,500.00	86.34%	6069743
19	0	N/A	\$50.00	1513	\$75,650.00	9293	\$464,650.00	86.00%	6045738
20	0	N/A	\$100.00	545	\$54,500.00	3590	\$359,000.00	86.82%	6103477
21	0	N/A	\$100.00	562	\$56,200.00	3564	\$356,400.00	86.38%	6072491
22	0	N/A	\$100.00	375	\$37,500.00	2257	\$225,700.00	85.75%	6028428
23	0	N/A	\$100.00	415	\$41,500.00	2525	\$252,500.00	85.88%	6037713
24	0	N/A	\$100.00	407	\$40,700.00	2529	\$252,900.00	86.14%	6055516
25	0	N/A	\$100.00	296	\$29,600.00	1763	\$176,300.00	85.62%	6019416
26	0	N/A	\$500.00	37	\$18,500.00	260	\$130,000.00	87.54%	6154252
27	0	N/A	\$500.00	75	\$37,500.00	519	\$259,500.00	87.37%	6142417
28	0	N/A	\$500.00	84	\$42,000.00	504	\$252,000.00	85.71%	6025757
29	0	N/A	\$500.00	45	\$22,500.00	251	\$125,500.00	84.80%	5961292
30	0	N/A	\$5,000.00	1	\$5,000.00	9	\$45,000.00	90.00%	6327045
31	0	N/A	\$5,000.00	0	\$0.00	5	\$25,000.00	100.00%	7030050
32	0	N/A	\$100,000.00	1	\$100,000.00	3	\$300,000.00	75.00%	5272538
Totals:				252200	\$3,314,295.00	1,432,157	\$19,616,015.00		





# INTEROFFICE MEMO

Gary Grief, Executive Director      Michael P. Farrell, Charitable

0-0000

7-030-0500

1-0000

7-030-0500

7-030-0500

23-1

162-316-1350

0-0000

## Payment Approval

December 28, 2018

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

Vendor Name: Scientific Games, Inc DB  
 Invoice Number: 1034021-2  
 Tx Game name: TX-2116 Golden Nugget  
 PO #: 362-19-9019RV2RL008

Shipment	Quantity	Price	Total
1	3691.43	\$23.10	\$85,271.92
2	3338.63	\$23.10	\$77,122.24

**Total Amount** **\$162,394.16**

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 1/2/19  
 Dale Bowersock (Instant Product Coordinator) Date  
 Please forward to the next person for approval

Kevin McCoy for Robert Tirloni 1/2/19  
 Robert Tirloni (Products Manager) Date  
 Please forward to the next person for approval

Ryan Mindell 1-2-19  
 Ryan Mindell (Lottery Operations Division Director) Date

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

**January 7, 2019**

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

**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	Week 12*	None	None	None	2M	None	None	None	None	None
5M-9.99M	Week 15	Week 18	Week 18	Week 17	None	3M	None	None	None	None	Week 52*
10M-14.99M	Week 20	None	None	Week 16*	None	4M	None	None	None	None	None
15M-19.99M	Week 23	None	Week 32*	Week 48	None	5M	None	Week 42	None	None	None
20M-24.99M	None	None	None	Week 57	Week 22	6M	Week 22	None	None	None	None
25M-29.99M	Week 58*	None	None	None	None	7M	None	Week 49*	None	None	None
30M-34.99M	Week 41*	Week 57*	None	None	Week 25*	8M	Week 25*	None	None	None	None
>35M	None	Week 55*	Week 57	Week 53*	Week 43	>9M	Week 43	Week 49*	None	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	\$714,918	None	None	None	2M	None	None	None	None	None
5M-9.99M	\$543,741	\$753,911	\$1,037,655	\$2,105,631	None	3M	None	None	None	\$2,913,384	None
10M-14.99M	\$527,618	None	None	\$2,919,843	None	4M	None	None	None	None	None
15M-19.99M	\$633,249	None	\$1,302,836	\$1,502,081	None	5M	None	\$2,300,088	None	None	None
20M-24.99M	None	None	None	\$1,710,701	\$2,715,030	6M	\$2,715,030	None	None	None	None
25M-29.99M	\$438,898	None	None	None	None	7M	None	\$2,502,908	None	None	None
30M-34.99M	\$629,856	\$1,039,084	None	None	\$2,822,095	8M	\$2,822,095	None	None	None	None
>35M	None	\$1,243,302	\$1,731,457	\$3,256,460	\$2,847,773	>9M	\$2,847,773	\$3,190,792	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