

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Instant Ticket Information

Date Completed

8/26/2019

Game #	2118	Confirmed Packs	3,070
Game Name	Hot 5s Hot Streak	Active Packs	2,004
Quantity Printed	7,338,825	Warehouse Packs	23,389
Price Point	\$5	Returned Packs	68
Start Date	3/4/2019	Printed Payout Percentage	67.98%
Top Prize	\$ 100,000	Percent Sold	70.16%
Number of Top Prizes Remaining	3	Number of Weeks Out	25

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 419,806	Actual ticket production costs
Prize payout expense	\$ 16,836,165	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 17,255,971

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 25,744,598	Based on # of tkts printed, times % sold from DaVinci report, times the price point
-----------------	---------------	---

Total Estimated Benefits \$ 25,744,598

Excess of Revenue over Expended \$ 8,488,627

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	\$	237,140
Next week	\$	242,990
Next week	\$	252,555
Avg Weekly Sales Current Game	\$	244,228
Avg Weekly Sales \$5; 5M-9.99M Qty	\$	2,105,631
Percentage Of Variance In Sales		88%

Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS


Instant Ticket Information


Game #	<u>2118</u>	Printed Payout Percentage	<u>67.98%</u>
Game Name	<u>Hot 5s Hot Streak</u>	Actual Payout Percentage	<u>65.40%</u>
Percent Sold	<u>70.16%</u>	Number of Weeks Out	<u>25</u>
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			<u>17</u>

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):

 8/26/19
Instant Product Coordinator Date

 9/3/19
Products Manager Date

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

 9-3-19
Lottery Operations Division Director Date

 9/3/2019
Controller Date

 9/4/19
Executive Director Date



Play the Games of Texas!

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

8/26/19

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														8/24/19	8/17/19	8/10/19	8/3/19
Mature	2116	\$5	7,030,050	GOLDEN NUGGET	2/18/19			27	86.93%	1,961	1,448	8,183	42	\$229,890.00	\$228,165.00	\$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
	2086	\$5	7,334,475	PAC-MAN SLOTS	4/1/19			21	67.95%	5,826	3,126	20,836	623	\$381,080.00	\$379,760.00	\$405,875.00	\$527,540.00
	2082	\$5	22,519,650	SUPER CROSSWORD	1/26/18			39	53.69%	12,917	7,387	116,545	26	\$1,303,405.00	\$1,314,280.00	\$1,330,010.00	\$1,572,595.00
	2074	\$5	40,124,625	SUPER LOTERIA	1/21/19			31	55.90%	24,286	10,748	195,891	14	\$3,613,315.00	\$3,565,565.00	\$3,613,665.00	\$3,939,295.00
	2066	\$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	12,138,700	\$250,000 50X CASHWORD	4/15/19			19	60.37%	19,426	8,765	64,231	16	\$3,716,940.00	\$3,583,700.00	\$3,715,540.00	\$4,378,340.00
	2084	\$10	26,555,050	MEGA LOTERIA	10/1/18			47	86.88%	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	\$696,250.00	\$672,310.00	\$666,030.00	\$638,030.00
	2083	\$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	\$1,617,090.00
	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	5/6/19			16	50.81%	22,851	9,643	105,836	14	\$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	5,596	835,022	27	\$2,077,840.00	\$2,069,800.00	\$2,024,320.00	\$2,266,880.00
	2077	\$20	5,075,275	MILLIONAIRE CLUB	12/17/18			36	51.46%	8,547	4,037	84,608	22	\$808,720.00	\$788,220.00	\$788,940.00	\$942,640.00
	2135	\$20	6,091,725	MILLION DOLLAR LOTERIA	4/15/19			19	65.80%	24,092	8,972	45,714	22	\$4,363,560.00	\$4,300,800.00	\$4,338,120.00	\$4,799,580.00
	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 WINNERS CIRCLE	3/19/18			75	25.31%	8,217	4,458	1,003,043	15	\$2,311,770.00	\$2,185,530.00	\$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	142,598	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	9,148,850	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	9/6/19	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	9,135,600	CASH PAYOUT	4/1/19	9/6/19	10/23/19	21	89.69%	1,392	1,109	0	2,615	\$58,868.00	\$63,758.00	\$75,145.00	\$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	\$2,571.00	\$5,404.00
	2133	\$2	6,943,625	\$30,000 JACKPOT	2/18/19	8/18/19	10/2/19	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	10/2/19	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	1/21/19	8/18/19	10/2/19	31	91.17%	356	425	135	3,395	\$28,734.00	\$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	\$593,274.00	\$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	\$1,738,570.00

Da Vinci

213

Liability for 2118 / for Life to Date

Product Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 01/06/2019 - 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	\$5.00	298229	\$1,491,145.00	582524	\$2,912,620.00	66.14%	4853848
2	2	N/A	\$10.00	194730	\$1,947,300.00	392329	\$3,923,290.00	66.83%	4904505
3	3	N/A	\$15.00	31993	\$479,895.00	65838	\$987,570.00	67.30%	4938859
4	4	N/A	\$15.00	30342	\$455,130.00	67529	\$1,012,935.00	69.00%	5063640
5	5	N/A	\$20.00	32091	\$641,820.00	65796	\$1,315,920.00	67.22%	4932885
6	6	N/A	\$20.00	29747	\$594,940.00	68068	\$1,361,360.00	69.59%	5106978
7	0	N/A	\$40.00	1995	\$79,800.00	4114	\$164,560.00	67.34%	4942204
8	0	N/A	\$40.00	5530	\$221,200.00	12727	\$509,080.00	69.71%	5115913
9	0	N/A	\$40.00	5570	\$222,800.00	12815	\$512,600.00	69.70%	5115422
10	0	N/A	\$40.00	1856	\$74,240.00	4262	\$170,480.00	69.66%	5112466
11	0	N/A	\$50.00	3940	\$197,000.00	8284	\$414,200.00	67.77%	4973398
12	0	N/A	\$50.00	5511	\$275,550.00	12791	\$639,550.00	69.89%	5128997
13	0	N/A	\$50.00	5514	\$275,700.00	12879	\$643,950.00	70.02%	5138733
14	0	N/A	\$50.00	3691	\$184,550.00	8571	\$428,550.00	69.90%	5129756
15	0	N/A	\$100.00	204	\$20,400.00	407	\$40,700.00	66.61%	4888546
16	0	N/A	\$100.00	1119	\$111,900.00	2541	\$254,100.00	69.43%	5095069
17	0	N/A	\$100.00	755	\$75,500.00	1712	\$171,200.00	69.40%	5092853
18	0	N/A	\$100.00	910	\$91,000.00	2136	\$213,600.00	70.12%	5146332
19	0	N/A	\$100.00	559	\$55,900.00	1292	\$129,200.00	69.80%	5122507
20	0	N/A	\$100.00	914	\$91,400.00	2163	\$216,300.00	70.30%	5158881
21	0	N/A	\$100.00	553	\$55,300.00	1302	\$130,200.00	70.19%	5151024
22	0	N/A	\$100.00	551	\$55,100.00	1267	\$126,700.00	69.69%	5114571
23	0	N/A	\$500.00	17	\$8,500.00	46	\$23,000.00	73.02%	5358507
24	0	N/A	\$500.00	17	\$8,500.00	45	\$22,500.00	72.58%	5326566
25	0	N/A	\$500.00	19	\$9,500.00	45	\$22,500.00	70.31%	5160111
26	0	N/A	\$500.00	20	\$10,000.00	42	\$21,000.00	67.74%	4971462
27	0	N/A	\$500.00	19	\$9,500.00	36	\$18,000.00	65.45%	4803594
28	0	N/A	\$500.00	17	\$8,500.00	43	\$21,500.00	71.67%	5259491
29	0	N/A	\$500.00	19	\$9,500.00	46	\$23,000.00	70.77%	5193629
30	0	N/A	\$500.00	15	\$7,500.00	48	\$24,000.00	76.19%	5591485
31	0	N/A	\$2,000.00	1	\$2,000.00	1	\$2,000.00	50.00%	3669412
32	0	N/A	\$2,000.00	6	\$12,000.00	12	\$24,000.00	66.67%	4892550
33	0	N/A	\$2,000.00	7	\$14,000.00	13	\$26,000.00	65.00%	4770236
34	0	N/A	\$2,000.00	5	\$10,000.00	15	\$30,000.00	75.00%	5504118
35	0	N/A	\$100,000.00	3	\$300,000.00	3	\$300,000.00	50.00%	3669412
Totals:				656469	\$8,107,070.00	1,331,742	\$16,836,165.00		

NO. OF TICKETS: 7,338,825 MIN: 7,056,000
NO. POOLS: 61,16 MAX: 7,344,000
PACK SIZE: 75
PACKS/POOL: 1,600
PACKS/GAME: 97,851

TEXAS LOTTERY COMMISSION
"HOT 5s HOT STREAK" GAME NUMBER 2118
END OF PRODUCTION PRIZE STRUCTURE
JULY 31, 2018 - VERSION 2

PRIZE TIER		WINNERS IN		WINNERS IN		WINNERS IN		PRIZE		PERCENT		VALIDATION	
TIER		#		75		120,000		COST		OF PRIZE		TIER	
TIER		WINS		(PER PACK*)		(PER POOL)		FUND**		LEVELS			
TIER		GET.		ODDS OF		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235		- 67.98%			
TIER		GET.		1 IN:		POOLS		- \$24,943,235					



INTEROFFICE MEMO

Gary Grief, Executive Director Michael P. Farrell, Charitable Bingo Operator

Payment Approval

January 7, 2019

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

Vendor Name: IGT Global Solutions Corporation
Invoice Number: 90105076
Tx Game name: Game #2118 Hot 5s Hot Streak
PO #:

	Quantity:	Unit Price:	Amount:
Truck 4	2346.600	\$55.81	\$130,963.75
Truck 5	2429.700	\$55.81	\$135,601.56
Truck 6	2562.525	\$55.81	\$143,014.52
	Rounding adjustment		(\$0.01)
Foil Inserts	1.000	\$10,225.92	\$10,225.92

Total Amount Due

\$419,805.74

The above referenced invoice(s) have 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

DB

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

Ryan Mindell (Lottery Operations Division Director)

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

1/8/19
Date

1/9/19
Date

1-10-19
Date

January 17, 2019

7,338,825 ÷
1,000 =
7,338.8250

7,338.825 ×
55.81 =
409,579.8233

409,579.8233 +
10,225.9200 +
419,805.7433 *

DB

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

Average Number of Weeks for 85% Average Sell Through

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

Average Weekly Dollar Sales at 85% Average Sell Through

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

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