

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Instant Ticket Information

Date Completed

8/26/2019

Game #	2122	Confirmed Packs	6,209
Game Name	The Big Ticket	Active Packs	3,626
Quantity Printed	5,987,100	Warehouse Packs	5,176
Price Point	\$10	Returned Packs	74
Start Date	2/18/2019	Printed Payout Percentage	70.01%
Top Prize	\$ 500,000	Percent Sold	86.25%
Number of Top Prizes Remaining	1	Number of Weeks Out	27

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 1,576,246	Actual ticket production costs
Prize payout expense	\$ 34,906,600	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 36,482,846

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 51,638,738	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 51,638,738

Excess of Revenue over Expended \$ 15,155,891

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	\$	696,250
Next week	\$	672,310
Next week	\$	666,030
Avg Weekly Sales Current Game	\$	678,197
Avg Weekly Sales \$10; 6M Qty	\$	2,715,030
Percentage Of Variance In Sales		75%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2122	Printed Payout Percentage	70.01%
Game Name	The Big Ticket	Actual Payout Percentage	67.60%
Percent Sold	86.25%	Number of Weeks Out	27
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			22

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 Boussoch 8/24/19
Instant Product Coordinator Date

R. M. 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

8/26/19

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 SS HOT STEAK	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	11/29/18			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	1/21/19			31	55.90%	24,266	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	\$3,583,700.00	\$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 7S	5/6/19			16	74.69%	17,448	9,718	11,279	20	\$2,687,850.00	\$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	\$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 7S	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	\$2,266,860.00
	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	\$942,540.00
	2135	\$20	6,091,725	MILLION DOLLAR LOTERIA	4/15/19			19	65.80%	24,092	8,972	45,714	22	\$4,363,590.00	\$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	\$913,560.00
	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	142,588	40	\$4,706,000.00	\$4,446,350.00	\$4,362,600.00	\$4,953,600.00
	2104	\$50	4,564,740	WINNING MILLIONS	1/14/18			40	63.80%	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 5S	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	\$29,734.00	\$63,176.00	\$74,592.00	\$94,074.00
	2139	\$2	6,974,375	TRIPLE PLAY	4/15/19	9/6/19	10/23/19	19	92.88%	2,006	1,164	0	413	\$113,718.00	\$139,754.00	\$145,090.00	\$225,746.00
	2078	\$2	35,978,375	WEEKLY GRAND	1/10/18	9/6/19	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	9/6/19	10/23/19	25	70.84%	1,656	1,140	3,137	6,398	\$111,927.00	\$121,275.00	\$124,761.00	\$168,826.00
	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

Liability for 2122 / for Life to Date

Product Status: SmartCash Enabled: Validation Range: 01/31/2019 - 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	\$10.00	136473	\$1,364,730.00	582205	\$5,822,050.00	81.01%	4850182
2	2	N/A	\$20.00	25401	\$508,020.00	114221	\$2,284,420.00	81.81%	4897885
3	3	N/A	\$20.00	33806	\$676,120.00	185683	\$3,713,660.00	84.60%	5064958
4	4	N/A	\$20.00	27669	\$553,380.00	151946	\$3,038,920.00	84.60%	5064810
5	0	N/A	\$50.00	8915	\$445,750.00	40992	\$2,049,600.00	82.14%	4917610
6	0	N/A	\$50.00	8003	\$400,150.00	41861	\$2,093,050.00	83.95%	5026191
7	0	N/A	\$50.00	9167	\$458,350.00	55729	\$2,786,450.00	85.87%	5141381
8	0	N/A	\$50.00	10597	\$529,850.00	64220	\$3,211,000.00	85.84%	5139093
9	0	N/A	\$100.00	892	\$89,200.00	4079	\$407,900.00	82.06%	4912770
10	0	N/A	\$100.00	1085	\$108,500.00	6393	\$639,300.00	85.49%	5118418
11	0	N/A	\$100.00	1294	\$129,400.00	7461	\$746,100.00	85.22%	5102199
12	0	N/A	\$100.00	1775	\$177,500.00	10720	\$1,072,000.00	85.79%	5136591
13	0	N/A	\$100.00	1678	\$167,800.00	9587	\$958,700.00	85.10%	5095279
14	0	N/A	\$100.00	2178	\$217,800.00	12787	\$1,278,700.00	85.45%	5115739
15	0	N/A	\$150.00	366	\$54,900.00	1620	\$243,000.00	81.57%	4883737
16	0	N/A	\$150.00	1058	\$158,700.00	5901	\$885,150.00	84.80%	5076861
17	0	N/A	\$150.00	720	\$108,000.00	4281	\$642,150.00	85.60%	5125129
18	0	N/A	\$150.00	719	\$107,850.00	4246	\$636,900.00	85.52%	5120085
19	0	N/A	\$150.00	730	\$109,500.00	4267	\$640,050.00	85.39%	5112458
20	0	N/A	\$500.00	32	\$16,000.00	115	\$57,500.00	78.23%	4683785
21	0	N/A	\$500.00	36	\$18,000.00	212	\$106,000.00	85.48%	5118004
22	0	N/A	\$500.00	51	\$25,500.00	298	\$149,000.00	85.39%	5112194
23	0	N/A	\$500.00	55	\$27,500.00	299	\$149,500.00	84.46%	5056900
24	0	N/A	\$500.00	56	\$28,000.00	351	\$175,500.00	86.24%	5163322
25	0	N/A	\$10,000.00	2	\$20,000.00	10	\$100,000.00	83.33%	4989249
26	0	N/A	\$10,000.00	1	\$10,000.00	2	\$20,000.00	66.67%	3991400
27	0	N/A	\$500,000.00	1	\$500,000.00	2	\$1,000,000.00	66.67%	3991400
			Totals:	272760	\$7,010,500.00	1,309,488	\$34,906,600.00		

NO. OF TICKETS: 5,987,100
 NO. POOLS: 49 89
 PACK SIZE: 50
 PACKS/POOL: 2,400
 PACKS/GAME: 119,742

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

TEXAS LOTTERY COMMISSION
 "THE BIG TICKET" - GAME NO. 2122
 END OF PRODUCTION PRIZE STRUCTURE
 21-Jan-19

VERSION A

\$10 TICKETS

\$59,871,000 REVENUE

PRIZE FUND

\$41,917,100

PAYOUT % 70.01%

PRIZE LEVEL	PRIZE CODE	TIER CODE	GET.	# OF WAYS TO WIN	WIN.	ODDS OF 1 IN:	WINNERS IN POOLS	WINNERS IN (PER PACK*)	WINNERS IN (Per Pool)	PRIZE COST	PERCENT OF PRIZE FUND**	VALIDATION TIER LEVELS
1	1	L	\$10	1	\$10	8.33	718,678	6,000	14400.00	\$7,186,780	17.15%	
2	2	L	\$20	1	\$20	42.88	139,622	1,167	2800.00	\$2,792,440	6.66%	
3	3	L	\$10 x 2	2	\$20	27.28	219,489	1,833	4400.00	\$4,389,780	10.47%	LOW TIER
4	4	L	\$10*DBL**	1	\$20	33.33	179,615	1,500	3600.00	\$3,592,300	8.57%	42.85%
5	0	M	\$50	1	\$50	119.97	49,907	0.417	1000.00	\$2,495,350	5.95%	
6	0	M	\$10*SN***	1	\$50	120.07	49,864	0.417	1000.00	\$2,493,200	5.95%	
7	0	M	\$10 x 2 + \$10*TRPL****	3	\$50	92.26	64,896	0.542	1300.00	\$3,244,800	7.74%	
8	0	M	\$10 x 5	5	\$50	80.02	74,817	0.625	1500.00	\$3,740,850	8.92%	
9	0	M	\$100	1	\$100	1,204.41	4,971	0.042	100.00	\$497,100	1.19%	
10	0	M	\$10 x 4 + \$20 x 2 - \$10*DBL**	7	\$100	800.63	7,478	0.063	150.00	\$747,800	1.78%	
11	0	M	\$10*SN*** + \$50	2	\$100	683.85	8,755	0.073	175.00	\$875,500	2.09%	
12	0	M	\$40 + \$20*TRPL****	2	\$100	479.16	12,495	0.104	250.00	\$1,249,500	2.98%	
13	0	M	\$10*10X**	1	\$100	531.48	11,265	0.094	225.00	\$1,126,500	2.69%	
14	0	M	\$10 x 10	10	\$100	400.07	14,965	0.125	300.00	\$1,496,500	3.57%	
15	0	M	\$150	1	\$150	3,014.65	1,986	0.017	40.00	\$297,900	0.71%	
16	0	M	\$10*SN*** + \$10*10X**	2	\$150	860.34	6,959	0.058	140.00	\$1,043,850	2.49%	
17	0	M	\$10 x 10 + \$50	11	\$150	1,197.18	5,001	0.042	100.00	\$750,150	1.79%	
18	0	M	\$50 x 3	3	\$150	1,205.86	4,965	0.042	100.00	\$744,750	1.78%	
19	0	M	\$100 + 10 x 5	6	\$150	1,198.14	4,997	0.042	100.00	\$749,550	1.79%	
20	0	M	\$500	1	\$500	40,728.57	147	0.001	3.00	\$73,500	0.18%	
21	0	M	\$100 x 5	5	\$500	24,141.53	248	0.002	5.00	\$124,000	0.30%	
22	0	M	\$50 x 4 + \$100*TRPL****	5	\$500	17,155.01	349	0.003	7.00	\$174,500	0.42%	
23	0	M	\$200 + \$100*TRPL****	2	\$500	16,912.71	354	0.003	7.00	\$177,000	0.42%	
24	0	M	\$50*10X**	1	\$500	14,710.32	407	0.003	8.00	\$203,500	0.49%	MID TIER
25	0	H	\$50 + \$100 + \$150 x 49 + \$500 x 5	56	\$10,000	498,925.00	12	0.000	0.24	\$120,000	0.29%	
26	0	H	\$10,000	1	\$10,000	1,995,700.00	3	0.000	0.06	\$30,000	0.07%	HIGH TIER
27	0	H	\$500,000	1	\$500,000	1,995,700.00	3 ***	0.000	0.06	\$1,500,000	3.58%	

NOTE: "DBL" = win DOUBLE the prize by revealing a "6" Play Symbol in QUICK 6s.
 NOTE: "TRPL" = win TRIPLE the prize by revealing a "7" Play Symbol in WILD 7s.
 NOTE: "SN" = win 5 TIMES the prize by revealing an "8" Play Symbol in FUNKY 8s.
 NOTE: "10X" = win 10 TIMES the prize by revealing a "9" Play Symbol in NEON 9s.

Consolidated odds are 1 in: \$10

\$20	8.33	718,678
\$50	11.11	538,726
\$100	25.00	239,484
\$500	99.90	59,929
\$1,000	250.42	23,908
\$500	3,978.14	1,505
\$10,000	399,140.00	15
\$500,000	1,995,700.00	3
	1,582,248	

* Each of the following GILERS 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

5-987-1000

1-000-

5-987-1000

5-987-11

258-12

1-585-258-2580

1-585-258-2580

25-000-0300

5-000-0300

1-585-258-2580

0-0000

Payment Approval

January 25, 2019

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

Vendor Name: Pollard Banknote Limited

P.O. Number (if applicable): 360-19-9010RL004

Invoice Number: 8510233

Tx Game Name: The Big Ticket #2122

DB

	Quantity	Unit Price	Amount
Ticket size 12x8	5987.1	66.17	\$396,166.41
four colour process	5987.1	24.00	\$143,690.40
fluorescent/neon ink	5987.1	19.15	\$114,652.96
Holographic Scratch FX	5987.1	144.00	\$862,142.40
multiple play area	5987.1	4.80	\$28,738.08
Holographic Scratch FX	1	5000.00	\$5,000.00
ITVM cards	1	25855.79	\$25,855.79

Total Amount

\$1,576,246.04

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

Dale Bowersock
 Dale Bowersock (Instant Product Coordinator)
 Please forward to the next person for approval

DB

1/28/19
Date

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

1/29/19
Date

Ryan Mindell
 Ryan Mindell (Lottery Operations Division Director)

1/29/19
Date

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

February 4, 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	
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					Print Quantities	Price Point				
	\$1	\$2	\$3	\$5			\$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