

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed 10/13/2019

Game #	2132	Confirmed Packs	7,743
Game Name	Topaz 7s	Active Packs	7,258
Quantity Printed	16,882,800	Warehouse Packs	23
Price Point	\$1	Returned Packs	88
Start Date	5/6/2019	Printed Payout Percentage	59.84%
Top Prize	\$ 777	Percent Sold	85.78%
Number of Top Prizes Remaining	5	Number of Weeks Out	23

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 197,764	Actual ticket production costs
2nd chance draw prizes	\$ 362,809	Includes 2nd chance draw prizes + fed withholding taxes
Prize payout expense	\$ 7,858,196	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs **\$ 8,418,769**

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 14,482,066	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits **\$ 14,482,066**

Excess of Revenue over Expended **\$ 6,063,296**

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	\$		386,492
Next week	\$		444,410
Next week	\$		391,809
Avg Weekly Sales Current Game	\$		407,570
Avg Weekly Sales \$1; 15M-19.99M Qty	\$		633,249
Percentage Of Variance In Sales			36%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2132	Printed Payout Percentage	59.84%
Game Name	Topaz 7s	Actual Payout Percentage	56.77%
Percent Sold	85.78%	Number of Weeks Out	23
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			23

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):

The Topaz 7s game needs to be pre-called on 10/18/19 to permit the game to be closed and the final drawings
conducted early enough to ensure that all Big Cedar Lodge trip prizes get claimed and the winners' trips get scheduled
prior to the event.

Dale Boussock 10/13/19
Scratch Ticket Strategy Coordinator Date

PLM 10/15/19
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

Controller

Executive Date

**Not Required
>85% Sold**



Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Wares	Return	Net Sales			
														10/12/19	10/5/19	9/28/19	9/21/19
Baseline	2176	\$1	9,127,800	BOOT SCOOTIN' BUCKS	10/7/19			1	3.94%	24,411	8,321	23,039	0	\$359,405.00	\$150.00	\$0	\$0
	2124	\$1	853,200	WINNING 75	8/8/19			9	0.00%	0	0	4,242	0	\$0	\$0	\$0	\$0
	2174	\$2	7,042,625	20X	9/3/19			6	45.43%	15,391	10,762	2,944	3	\$1,125,078.00	\$1,263,756.00	\$1,219,126.00	\$1,183,864.00
	2161	\$2	34,822,125	BINGO EXTRA	10/7/19			1	0.87%	21,891	7,988	243,650	2	\$608,032.00	\$250.00	\$0	\$0
	2162	\$2	40,877,750	BREAK THE BANK	8/5/19			10	12.53%	14,582	9,441	259,473	5	\$1,151,220.00	\$1,193,468.00	\$1,087,468.00	\$1,064,784.00
	2060	\$2	35,449,750	WEEKLY GRAND	8/19/19			8	8.34%	16,190	11,314	230,260	13	\$1,017,568.00	\$1,104,044.00	\$865,350.00	\$798,698.00
	2175	\$5	7,208,550	\$100,000 FRENZY	9/16/19			4	23.50%	24,540	9,983	37,272	18	\$2,125,240.00	\$2,487,925.00	\$2,406,635.00	\$1,449,265.00
	2152	\$5	5,625,525	50X FAST CASH	7/15/19			13	66.08%	12,298	6,797	4,337	86	\$852,975.00	\$971,710.00	\$942,025.00	\$1,026,115.00
	2157	\$5	7,339,200	5X EL DINERO	10/7/19			1	3.95%	36,116	9,917	44,601	0	\$1,449,675.00	\$375.00	\$0	\$0
	2165	\$5	11,079,000	BINGO TIMES 20	8/5/19			10	37.73%	18,250	8,991	62,304	29	\$1,769,140.00	\$1,976,445.00	\$1,907,900.00	\$2,019,935.00
	2155	\$5	7,239,375	BONUS JACKPOT	8/5/19			10	42.31%	20,387	7,380	24,973	720	\$986,490.00	\$1,217,085.00	\$1,241,125.00	\$1,341,325.00
	2158	\$5	9,750,750	COMBOYS	8/19/19			8	25.89%	14,110	8,552	72,219	18	\$1,496,615.00	\$1,772,610.00	\$1,498,080.00	\$1,499,280.00
	2171	\$5	7,335,525	HIT \$250,000	9/3/19			6	54.29%	28,647	11,497	906	27	\$3,115,300.00	\$3,509,340.00	\$3,389,870.00	\$3,777,420.00
	2159	\$5	5,626,275	HOUSTON TEXANS	8/19/19			8	26.92%	13,259	6,477	33,499	34	\$1,035,785.00	\$1,325,525.00	\$850,175.00	\$930,880.00
	2172	\$10	6,119,450	HIT \$500,000	9/3/19			6	42.80%	25,630	10,509	29,696	13	\$4,261,300.00	\$4,515,040.00	\$4,439,550.00	\$4,799,370.00
	2167	\$10	26,558,050	MEGA LOTERIA	9/16/19			4	5.66%	26,682	8,911	460,107	12	\$4,719,680.00	\$4,448,150.00	\$3,937,160.00	\$1,933,160.00
	2144	\$20	6,114,200	MILLION DOLLAR LOTERIA	10/7/19			1	2.05%	32,642	7,854	195,167	0	\$2,509,160.00	\$0	\$0	\$0
2173	\$30	5,135,150	HIT \$1,000,000	9/3/19			6	16.68%	29,250	9,380	129,662	53	\$4,289,250.00	\$4,608,240.00	\$4,473,570.00	\$4,672,530.00	
Mature	1878	\$1	854,700	CASH ON THE SPOT	9/18/17			108	0.00%	0	0	2,415	61	\$0	\$0	\$0	\$0
	1804	\$1	829,650	LUCKY STARS	9/18/17			108	0.00%	0	0	101	765	\$0	\$0	\$0	\$0
	2132	\$1	16,882,800	TOPAZ 75	5/6/19			23	85.78%	7,743	7,258	23	88	\$386,492.00	\$444,410.00	\$391,809.00	\$438,965.00
	2146	\$2	7,053,375	AMAZING 8S	6/7/19			17	86.34%	3,609	2,726	120	512	\$263,092.00	\$322,014.00	\$316,988.00	\$420,710.00
	2052	\$3	35,669,250	\$50,000 BONUS CASHWORD	2/4/19			36	59.09%	14,621	9,607	89,383	20	\$1,869,786.00	\$1,916,148.00	\$1,752,465.00	\$1,770,843.00
	2089	\$3	5,989,875	BLOCK-O	6/3/19			19	80.10%	3,145	3,263	855	1,140	\$381,195.00	\$462,454.00	\$447,573.00	\$530,786.00
	1828	\$3	41,527,800	TEXAS LOTERIA	9/17/18			56	64.20%	19,030	11,578	163,535	25	\$1,513,428.00	\$1,497,760.00	\$1,384,437.00	\$1,390,749.00
	2129	\$5	10,394,625	BONUS BREAK THE BANK	4/21/19			28	64.88%	13,992	8,056	24,685	9	\$1,067,360.00	\$1,161,650.00	\$1,071,305.00	\$1,049,695.00
	2140	\$5	7,320,300	CASH GAME	5/20/19			21	57.28%	5,216	2,570	30,846	1,738	\$278,100.00	\$348,775.00	\$330,760.00	\$412,245.00
	2136	\$5	10,630,050	EMERALD 75	5/6/19			23	86.62%	10,503	6,690	267	292	\$955,885.00	\$1,085,010.00	\$986,780.00	\$1,098,205.00
2150	\$5	7,214,550	RED HOT SLOTS	6/26/19			15	55.33%	9,573	4,522	26,382	1,312	\$546,180.00	\$651,770.00	\$647,610.00	\$778,090.00	
2082	\$5	22,519,650	SUPER CROSSWORD	11/28/18			46	62.15%	13,171	6,943	91,069	28	\$1,342,320.00	\$1,418,750.00	\$1,294,735.00	\$1,347,820.00	



TEXAS LOTTERY

Welcome dbowersock - Last Accessed Time is : Sun Oct 13 2019 10:49:34 AM CDT

Account Preference | Online Help | Label Center | Logout

Home > Instant Services > Validation Activities > New Game Liability Inquiry > go

Product: 2132-TOPAZ 7S

Range: Today

Life to Date

From to

Liability for 2132 / for Life to Date

Product Status: Active SmartCash Enabled: N/A Outstanding Prizes Validation Range: 04/02/2019 - 12/31/2037 Printer-friendly view

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	331819	\$331,819.00	1018764	\$1,018,764.00	75.43%	12734936
2	2	N/A	\$2.00	232476	\$464,952.00	836662	\$1,673,324.00	78.26%	13211762
3	3	N/A	\$3.00	26610	\$79,830.00	104725	\$314,175.00	79.74%	13462148
4	4	N/A	\$3.00	45078	\$135,234.00	198768	\$596,304.00	81.51%	13761802
5	5	N/A	\$4.00	16616	\$66,464.00	77185	\$308,740.00	82.29%	13892164
6	6	N/A	\$4.00	14747	\$58,988.00	60315	\$241,260.00	80.35%	13565933
7	7	N/A	\$5.00	38607	\$193,035.00	167724	\$838,620.00	81.29%	13723826
8	8	N/A	\$5.00	41986	\$209,930.00	201853	\$1,009,265.00	82.78%	13975794
9	9	N/A	\$10.00	3278	\$32,780.00	15477	\$154,770.00	82.52%	13932023
10	10	N/A	\$10.00	11453	\$114,530.00	63592	\$635,920.00	84.74%	14306229
11	11	N/A	\$20.00	3211	\$64,220.00	15566	\$311,320.00	82.90%	13995721
12	12	N/A	\$20.00	2671	\$53,420.00	16080	\$321,600.00	85.76%	14477917
13	0	N/A	\$40.00	288	\$11,520.00	1582	\$63,280.00	84.60%	14282668
14	0	N/A	\$40.00	615	\$24,600.00	3713	\$148,520.00	85.79%	14483788
15	0	N/A	\$100.00	196	\$19,600.00	932	\$93,200.00	82.62%	13949263
16	0	N/A	\$100.00	169	\$16,900.00	965	\$96,500.00	85.10%	14366756
17	0	N/A	\$77.00	5	\$3,885.00	42	\$32,634.00	89.36%	15086757
Totals:				769825	\$1,881,707.00	2,783,945	\$7,858,196.00		



NO. OF TICKETS: 16,882,800 Minimum: 16,228,800
 NO. POOLS: 46,90 Maximum: 16,891,200
 PACK SIZE: 150
 PACKS/POOL: 2,400
 PACKS/GAME: 112,552

TEXAS LOTTERY COMMISSION
 TOPAZ 7s - GAME NO. 2132
 END OF PRODUCTION PRIZE STRUCTURE
 22-Mar-19

VERSION A

PRIZE TIER	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	\$1	1	\$1	12.50	1,350,583	12,000	28,800.00	\$1,350,583	13.77%	LOW TIER
2	2	L	\$2	1	\$2	15.79	1,069,138	9,500	22,800.00	\$2,138,276	21.17%	
3	3	L	\$3	1	\$3	128.55	131,335	1,167	2,800.00	\$94,005	3.90%	
4	4	L	\$1 x 3	3	\$3	69.24	243,846	2,167	5,200.00	\$731,538	7.24%	
5	5	L	\$1 x 2 + \$2	3	\$4	179.99	93,801	0,833	2,000.00	\$375,204	3.71%	
6	6	L	\$4	1	\$4	224.92	75,062	0,667	1,600.00	\$300,248	2.97%	
7	7	L	\$5	1	\$5	81.82	206,331	1,833	4,400.00	\$1,031,655	10.21%	
8	8	L	\$2 + \$3	2	\$5	69.24	243,839	2,167	5,200.00	\$1,219,195	12.07%	
9	9	L	\$10	1	\$10	900.18	18,755	0,167	400.00	\$187,550	1.86%	
10	10	L	\$3 x 2 + \$2 + \$1 x 2	5	\$10	224.97	75,045	0,667	1,600.00	\$750,450	7.43%	
11	11	L	\$20	1	\$20	899.12	18,777	0,167	400.00	\$375,540	3.72%	
12	12	L	\$1 + \$3 x 3 + \$10	5	\$20	900.37	18,751	0,167	400.00	\$375,020	3.71%	
13	0	M	\$40	1	\$40	9,028.24	1,870	0,017	40.00	\$74,800	0.74%	
14	0	M	\$10 x 4	4	\$40	3,900.83	4,328	0,038	92.00	\$173,120	1.71%	
15	0	M	\$100	1	\$100	14,967.02	1,128	0,010	24.00	\$112,800	1.12%	
16	0	M	\$50 x 2	2	\$100	14,887.83	1,134	0,010	24.00	\$113,400	1.12%	
17	0	H	\$777	1	\$777	359,208.51	47	0,000	1.00	\$36,519	0.36%	
							4.75	3,553,770	75,781.00	\$9,739,903	96.41%	
							4.7507					

DRAWINGS		Tier 1 Standard Room	Tier 2 Premium Room	Tier 3 Cabin	Subtotal: Drawings
Tier 1 Standard Room	Federal Withholding	\$13,637.00	\$4,306.10	\$4,353.47	\$13,937.00
Tier 2 Premium Room	Federal Withholding	\$13,787.00	\$4,353.47	\$13,937.00	\$4,400.84
Tier 3 Cabin	Federal Withholding	\$4,400.84			
Subtotal: Drawings		40			

TOTAL: 3,553,810 \$ 10,102,712 100.00%



INTEROFFICE MEMO

Gary Grief, Executive Director Michael P. Farrell, Charitable

Payment Approval

April 3, 2019

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

Vendor Name: Pollard Banknote Limited
 P.O. Number (if applicable): 360-19-9010RL006
 Invoice Number: 8510955
 Tx Game Name: TOPAZ 7s #2132

	Quantity	Unit Price	
Ticket size 2.4 x 4	16882.8	8.5	
four colour process	16882.8	2.40	
ITVM cards	1	15941.56	DB
			\$15,941.56
Less Sanctions letter dated 3/18/19			-\$2,200.00

Total Amount \$197,764.08

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 4/4/19
 Dale Bowersock (Instant Product Coordinator) Date
 Please forward to the next person for approval

[Signature] 4/4/19
 Robert Triloni (Products Manager) Date
 Please forward to the next person for approval

[Signature] 4-7-19
 Ryan Mindell (Lottery Operations Division Director) Date

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

April 13, 2019

POLLARD

banknote limited

140 Otter Street
 Winnipeg, Manitoba
 Canada R3T 0M8
 Phone: (204) 474-2323
 Fax: (204) 453-1375

INVOICE NO.: 8510955

Sold To: Texas Lottery Commission P.O. Box 16630 Austin, TX 78761-6630 United States	Ship To: Texas Lottery Commission P.O. Box 16630 Austin, TX 78761-6630 United States
Terms: Net 30 days after date of invoice	

Invoice Date	Order No.	Your Order	Customer No.
March 29, 2019	1028627		5008

Order name: TOPAZ 7s #2132
PO Number:

Product Description	Quantity	Unit Price	Amount
Ticket Size 2.4 x 4	16,882,800	8.50 /M	143,503.80
Four colour process / Spectrum base graphics	16,882,800	2.40 /M	40,518.72
ITVM cards	1	15,941.56 Ea	15,941.56

Under unit price '/M' = price per thousand.

Before Taxes:	199,964.08 USD
Freight:	0.00
Deposit:	0.00
Amount Due:	199,964.08 USD

Banking Instructions:

TD New York
 31 W. 52nd Street
 New York, NY, 10019
 ABA# 026003243
 Bank Account # 3248176206

Delivery: Prepaid
Tax ID/Contract Number: NA
GST Registration Number: 819251463

RECEIVED
 2019 APR -3 PM 4: 38
 OFFICE OF THE
 CONTROLLER

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