

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

10/1/2019

Game #	2142	Confirmed Packs	5,140
Game Name	Triple Your Cash	Active Packs	3,837
Quantity Printed	9,163,200	Warehouse Packs	24
Price Point	\$1	Returned Packs	324
Start Date	6/3/2019	Printed Payout Percentage	60.01%
Top Prize	\$ 3,000	Percent Sold	82.20%
Number of Top Prizes Remaining	0	Number of Weeks Out	17

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 130,942	Actual ticket production costs
Prize payout expense	\$ 4,263,529	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 4,394,471

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 7,532,150	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 7,532,150

Excess of Revenue over Expended \$ 3,137,679

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	\$	208,902
Next week	\$	252,213
Next week	\$	277,746
Avg Weekly Sales Current Game	\$	246,287
Avg Weekly Sales \$1; 5M - 9.9M Qty	\$	543,741
Percentage Of Variance In Sales		55%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2142	Printed Payout Percentage	60.01%
Game Name	Triple Your Cash	Actual Payout Percentage	56.60%
Percent Sold	82.20%	Number of Weeks Out	17
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			15

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 Code

**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 Director

**NOT REQUIRED
ZERO TOP PRIZE**

Contract

Ex

Date



Play the Games of Texas!

Da Vinci Report

10/1/19

Week End Date: 9/28/19

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														9/28/19	9/21/19	9/14/19	9/7/19
Baseline	2170	\$1	9,177,900	HIT \$5,000	9/3/19			4	28.06%	19,984	12,718	7,839	17	\$818,442.00	\$791,991.00	\$695,721.00	\$269,112.00
	2124	\$1	853,200	WINNING 7S	8/8/19			7	0.00%	0	0	4,242	0	\$0	\$0	\$0	\$0
	2174	\$2	7,042,625	20X	9/3/19			4	28.47%	16,550	10,666	9,983	12	\$1,219,126.00	\$1,183,864.00	\$1,127,208.00	\$479,528.00
	2162	\$2	40,877,750	BREAK THE BANK	8/5/19			8	9.66%	14,716	9,509	268,464	11	\$1,087,466.00	\$1,064,784.00	\$1,065,846.00	\$1,152,648.00
	2120	\$2	7,211,875	DOUBLE MATCH	7/15/19			11	65.10%	10,056	7,487	137	109	\$668,742.00	\$725,474.00	\$776,922.00	\$933,476.00
	2060	\$2	35,449,750	WEEKLY GRAND	8/19/19			6	5.35%	17,038	11,906	237,262	26	\$865,350.00	\$798,698.00	\$759,184.00	\$660,672.00
	2175	\$5	7,208,550	\$100,000 FRENZY	9/16/19			2	10.70%	26,793	10,240	44,762	8	\$2,406,635.00	\$1,449,265.00	\$375.00	\$0
	2152	\$5	5,625,525	50X FAST CASH	7/15/19			11	59.59%	13,876	7,099	6,928	99	\$942,025.00	\$1,026,115.00	\$1,146,470.00	\$1,359,120.00
	2165	\$5	11,079,000	BINGO TIMES 20	8/5/19			8	30.97%	19,756	9,119	70,075	20	\$1,907,900.00	\$2,019,935.00	\$2,069,060.00	\$2,302,515.00
	2155	\$5	7,239,375	BONUS JACKPOT	8/5/19			8	36.22%	24,444	8,178	25,936	285	\$1,241,125.00	\$1,341,325.00	\$1,302,485.00	\$1,617,210.00
	2158	\$5	9,750,750	COWBOYS	8/19/19			6	18.89%	15,338	10,021	77,610	13	\$1,498,060.00	\$1,499,280.00	\$1,653,455.00	\$1,795,405.00
	2171	\$5	7,335,525	HIT \$250,000	9/3/19			4	36.23%	30,547	11,584	14,611	35	\$3,389,870.00	\$3,777,420.00	\$4,254,580.00	\$1,864,465.00
	2159	\$5	5,626,275	HOUSTON TEXANS	8/19/19			6	18.52%	15,156	8,609	35,248	120	\$850,175.00	\$930,880.00	\$1,001,225.00	\$1,027,450.00
	2172	\$10	6,119,450	HIT \$500,000	9/3/19			4	28.46%	27,982	9,803	44,545	22	\$4,439,550.00	\$4,799,370.00	\$5,380,610.00	\$2,797,610.00
	2167	\$10	26,558,050	MEGA LOTERIA	9/16/19			2	2.21%	25,685	7,557	480,599	6	\$3,937,160.00	\$1,933,160.00	\$500.00	\$0
	2126	\$10	6,117,600	WILD 10S	7/15/19			11	70.34%	22,956	8,254	1,288	41	\$2,550,730.00	\$2,620,280.00	\$2,881,490.00	\$3,813,140.00
	2173	\$30	5,135,150	HIT \$1,000,000	9/3/19			4	10.91%	33,589	9,076	136,652	49	\$4,473,570.00	\$4,672,530.00	\$4,949,850.00	\$2,709,750.00
Mature	1878	\$1	854,700	CASH ON THE SPOT	9/18/17			106	0.00%	0	0	2,415	65	\$0	\$0	\$0	\$0
	2149	\$1	9,149,850	FIREBALL 5S	6/26/19			13	88.08%	3,107	2,521	20	247	\$176,405.00	\$237,232.00	\$315,252.00	\$426,792.00
	1804	\$1	829,650	LUCKY STARS	9/18/17			106	0.00%	0	0	101	765	\$0	\$0	\$0	\$0
	2132	\$1	16,882,800	TOPAZ 7S	5/6/19			21	80.86%	11,272	8,154	221	94	\$391,809.00	\$438,965.00	\$468,388.00	\$503,081.00
	2142	\$1	9,163,200	TRIPLE YOUR CASH	6/3/19			17	82.20%	5,140	3,837	24	324	\$208,902.00	\$252,213.00	\$277,746.00	\$313,113.00
	2068	\$1	30,502,050	WEEKLY HALF GRAND	8/20/18			58	86.66%	8,807	5,945	10,373	21	\$260,707.00	\$265,995.00	\$292,150.00	\$279,359.00
	2146	\$2	7,053,375	AMAZING 8S	6/17/19			15	82.19%	4,537	3,695	120	476	\$316,988.00	\$420,710.00	\$467,504.00	\$553,334.00
	2080	\$2	40,562,000	BREAK THE BANK	6/15/18			67	89.90%	5,963	2,680	19,712	59	\$319,474.00	\$327,380.00	\$405,122.00	\$460,494.00
	2052	\$3	35,669,250	\$50,000 BONUS CASHWORD	2/4/19			34	55.55%	14,339	9,253	99,825	28	\$1,752,465.00	\$1,770,843.00	\$1,730,871.00	\$1,723,611.00
	2089	\$3	5,989,875	BLOCK-O	6/3/19			17	75.46%	4,073	3,959	855	1,096	\$447,573.00	\$530,796.00	\$575,451.00	\$613,197.00
	1828	\$3	41,527,800	TEXAS LOTERIA	9/17/18			54	61.78%	18,507	11,324	177,031	28	\$1,384,437.00	\$1,390,749.00	\$1,365,072.00	\$1,399,215.00
	2134	\$5	7,221,000	\$500 FRENZY	4/15/19			24	86.15%	3,729	2,043	6,349	203	\$336,120.00	\$372,905.00	\$414,980.00	\$492,315.00
	2129	\$5	10,394,625	BONUS BREAK THE BANK	4/2/19			26	60.59%	14,473	7,890	30,031	16	\$1,071,305.00	\$1,049,695.00	\$1,124,500.00	\$1,220,320.00

Liability for 2142 / for Life to DateProduct Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 05/01/2019 - 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	\$1.00	274362	\$274,362.00	774411	\$774,411.00	73.84%	6766080
2	2	N/A	\$2.00	65319	\$130,638.00	209300	\$418,600.00	76.21%	6983703
3	3	N/A	\$3.00	36508	\$109,524.00	116197	\$348,591.00	76.09%	6972504
4	4	N/A	\$3.00	29610	\$88,830.00	102756	\$308,268.00	77.63%	7113411
5	5	N/A	\$5.00	19473	\$97,365.00	72151	\$360,755.00	78.75%	7215729
6	6	N/A	\$6.00	13543	\$81,258.00	47549	\$285,294.00	77.83%	7131883
7	7	N/A	\$10.00	10584	\$105,840.00	40310	\$403,100.00	79.20%	7257605
8	8	N/A	\$20.00	6321	\$126,420.00	24254	\$485,080.00	79.33%	7268822
9	0	N/A	\$30.00	760	\$22,800.00	3075	\$92,250.00	80.18%	7347285
10	0	N/A	\$30.00	830	\$24,900.00	3205	\$96,150.00	79.43%	7278328
11	0	N/A	\$50.00	698	\$34,900.00	2661	\$133,050.00	79.22%	7259087
12	0	N/A	\$60.00	640	\$38,400.00	2512	\$150,720.00	79.70%	7302651
13	0	N/A	\$90.00	522	\$46,980.00	2074	\$186,660.00	79.89%	7320676
14	0	N/A	\$100.00	533	\$53,300.00	1756	\$175,600.00	76.71%	7029523
15	0	N/A	\$3,000.00	0	\$0.00	15	\$45,000.00	100.00%	9163200
Totals:				459703	\$1,235,517.00	1,402,226	\$4,263,529.00		

NO. OF TICKETS: 9,163,200
 NO. POOLS: 25.45
 PACK SIZE: 150
 PACKS/POOL: 2,400
 PACKS/GAME: 61,088

Minimum: 8,820,000
 Maximum: 9,180,000

TEXAS LOTTERY COMMISSION
 "TRIPLE YOUR CASH" - GAME NO. 2142
 END OF PRODUCTION PRIZE STRUCTURE
 17-Apr-19

VERSION A

PRIZE TIER	PRIZE REFERENCE NUMBER	TIER CODE	GET	# OF WAYS TO WIN	WIN	ODDS OF 1 IN	WINNERS IN 25.45 POOLS	WINNERS IN 150 (PER PACK*)	WINNERS IN 360,000 (Per Pool)	PRIZE COST	PERCENT OF PRIZE FUND **	PAYOUT %	60.01%
1	1	L	\$1	1	\$1	8.74	1,048,773	17.17	41,203,759	\$1,048,773	19.07%		
2	2	L	\$2	1	\$2	33.37	274,619	4.50	10,789,117	\$549,238	9.99%		
3	3	L	\$1"3X"	1	\$3	60.01	152,705	2.50	5,999,411	\$458,115	8.33%		
4	4	L	\$3	1	\$3	69.23	132,366	2.17	5,200,340	\$397,098	7.22%		
5	5	L	\$5	1	\$5	100.01	91,624	1.50	3,599,686	\$458,120	8.33%		
6	6	L	\$2"3X"	1	\$6	149.99	61,092	1.00	2,400,157	\$366,552	6.67%		
7	7	L	\$10	1	\$10	180.04	50,894	0.83	1,999,502	\$508,940	9.26%		
8	8	L	\$20	1	\$20	299.70	30,575	0.50	1,201,218	\$611,500	11.12%		79.98% LOW TIER
9	0	M	\$30	1	\$30	2,389.36	3,835	0.06	150,000	\$115,050	2.09%		
10	0	M	\$10"3X"	1	\$30	2,270.93	4,035	0.07	158,000	\$121,050	2.20%		
11	0	M	\$50	1	\$50	2,727.95	3,359	0.05	131,000	\$167,950	3.05%		
12	0	M	\$20"3X"	1	\$60	2,907.11	3,152	0.05	124,000	\$189,120	3.44%		
13	0	M	\$30"3X"	1	\$90	3,529.74	2,596	0.04	102,000	\$233,640	4.25%		
14	0	M	\$100	1	\$100	4,003.15	2,289	0.04	90,000	\$228,900	4.16%		19.20% MID TIER
15	0	H	\$3,000	1	\$3,000	610,880.00	15	-	0.589	\$45,000	0.82%		0.82% HIGH TIER
						4.92	1,861,929	30.48	73,149	\$5,499,046	100.00%		100.00%

NOTE: "3X" = Win TRIPLE the prize by revealing one (1) "3" Play Symbol with two (2) matching prize amounts

Consolidated odds are 1 in:

\$1	1,048,773
\$2	274,619
\$3	285,071
\$5	91,624
\$6	61,092
\$10	50,894
\$20	30,575
\$30	7,870
\$50	3,359
\$60	3,152
\$90	2,596
\$100	2,289
\$3,000	15
	1,861,929

* Each of the following GLEPS will be used in approximately 16.67% of each pack of 150 tickets
 ** Numbers are rounded



INTEROFFICE MEM

Gary Grief, Executive Director Michael P. Farrell, Charitable 1

Payment Approval

May 1, 2019

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

Vendor Name: Pollard Banknote Limited
P.O. Number (if applicable): 360-19-9010RL014
Invoice Number: 8511268
Tx Game Name: Triple Your Cash #2142

	Quantity	Unit Price	Amount
Ticket size 2.4 x 4	9163.2	9.49	\$86,958.77
four colour process	9163.2	2.40	\$21,991.68
integrated overprints	9163.2	2.40	\$21,991.68

Total Amount

\$130,942.13

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

D&S

5/1/19
Date

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

5/3/19
Date

Ryan Mindell
Ryan Mindell (Lottery Operations Division Director)

5-6-19
Date

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

May 11, 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		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