

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

**Scratch Ticket Information**

Date Completed 11/22/2019

Game #	2143	Confirmed Packs	4,354
Game Name	Texas Road Trip	Active Packs	2,478
Quantity Printed	7,320,825	Warehouse Packs	30,020
Price Point	\$5	Returned Packs	23
Start Date	6/17/2019	Printed Payout Percentage	67.97%
Top Prize	\$ 100,000	Percent Sold	60.54%
Number of Top Prizes Remaining	1	Number of Weeks Out	22

**Current Game Sales Analysis**

**TANGIBLE COSTS**

**Expenditure Impact:**

Cost to print tickets	\$ 664,864	Actual ticket production costs
Prize payout expense	\$ 13,858,405	Data from Instant Ticket Tier Liability screen in ES
Trip prize expense	\$ 1,000,000	

**Estimated Direct Costs** **\$ 15,523,269**

**TANGIBLE BENEFITS**

**Revenue Impact:**

Estimated sales	\$ 22,160,137	Based on # of tkts printed, times % sold from DaVinci report, times the price point
<b>Total Estimated Benefits</b>	<b>\$ 22,160,137</b>	

**Excess of Revenue over Expended** **\$ 6,636,868**

**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	\$	298,525
Next week	\$	264,580
Next week	\$	332,680
<b>Avg Weekly Sales Current Game</b>	<b>\$</b>	<b>298,595</b>
<b>Avg Weekly Sales \$5; 5M - 9.99M Qty</b>	<b>\$</b>	<b>2,013,538</b>
<b>Percentage Of Variance In Sales</b>		<b>85%</b>

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

**Instant Ticket Information**

Game #	2143	Printed Payout Percentage	67.97%
Game Name	Texas Road Trip	Actual Payout Percentage	67.05%
Percent Sold	60.54%	Number of Weeks Out	22
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			18

**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):

---

---

---

*Dan Bousack* 11/22/19  
Instant Product Coordinator Date

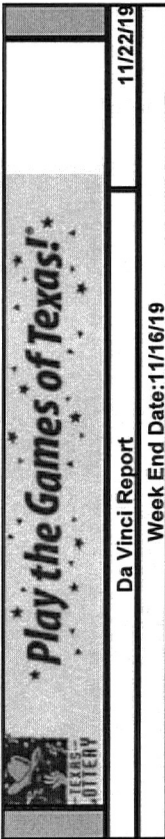
*R. Lee* 11/25/19  
Products Manager Date

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

*[Signature]* 11-25-19  
Lottery Operations Division Director Date

*Carolyn Reyna* 12/2/19  
Controller Date

*[Signature]* 12/2/19  
Executive Director Date



**Da Vinci Report**  
**Week End Date: 11/16/19**

Product Line	Game	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales				
													11/16/19	11/9/19	11/2/19	10/26/19	11/22/19
Mature	2165	\$5	BINGO TIMES 20	9/5/19			15	52.38%	17,095	8,984	39,291	28	\$1,501,065.00	\$1,612,240.00	\$1,695,030.00	\$1,592,955.00	
	2129	\$5	BONUS BREAK THE BANK	4/27/19			33	75.58%	11,364	7,319	11,376	15	\$1,142,285.00	\$1,125,455.00	\$1,127,860.00	\$1,054,100.00	
	2155	\$5	BONUS JACKPOT	6/8/19			15	53.57%	12,421	5,512	23,023	60	\$745,875.00	\$776,410.00	\$787,510.00	\$825,100.00	
	2150	\$5	RED HOT SLOTS	6/26/19			20	61.07%	5,174	2,925	25,382	1,786	\$367,000.00	\$363,020.00	\$395,830.00	\$418,845.00	
	2082	\$5	SUPER CROSSWORD	11/26/18			51	68.07%	14,105	7,361	69,658	23	\$1,330,835.00	\$1,342,230.00	\$1,393,020.00	\$1,251,215.00	
	2074	\$5	SUPER LOTERIA	1/21/19			43	77.79%	28,525	11,084	67,849	22	\$3,565,785.00	\$3,759,175.00	\$3,741,970.00	\$3,583,990.00	
	2143	\$5	TEXAS ROAD TRIP	6/17/19			22	60.54%	4,354	2,478	30,020	23	\$298,525.00	\$264,580.00	\$332,680.00	\$340,945.00	
	2056	\$10	\$200 MILLION CASH EXPLOSION	9/4/18			63	51.02%	15,622	6,487	250,391	34	\$2,557,360.00	\$2,490,880.00	\$2,376,010.00	\$2,217,690.00	
	2148	\$10	SUPER 10S SUPER TICKET	6/17/19			22	80.94%	10,299	4,889	4,485	34	\$1,161,860.00	\$1,230,830.00	\$1,392,180.00	\$1,387,140.00	
	2093	\$20	\$100 OR \$200	10/1/18			59	79.97%	8,817	4,002	41,976	24	\$1,379,840.00	\$1,428,120.00	\$1,373,360.00	\$1,319,940.00	
	1838	\$20	INSTANT MILLIONAIRE	5/15/17			131	42.16%	13,493	6,455	776,491	18	\$2,367,800.00	\$2,368,860.00	\$2,145,660.00	\$2,187,120.00	
	2067	\$20	STACKS OF CASH	7/16/18			70	71.25%	6,956	3,321	69,005	9	\$782,180.00	\$825,560.00	\$759,400.00	\$726,380.00	
	2053	\$30	\$750 MILLION WINNER'S CIRCLE	3/19/18			87	28.02%	12,328	5,437	958,048	24	\$2,496,120.00	\$2,548,890.00	\$2,372,010.00	\$2,142,270.00	
	2141	\$50	MILLION DOLLAR JACKPOT	5/20/19			26	53.18%	16,045	7,362	76,826	26	\$4,906,000.00	\$4,891,750.00	\$4,838,250.00	\$4,622,100.00	
	2104	\$50	WINNING MILLIONS	11/14/18			52	77.12%	9,555	3,653	35,459	23	\$2,588,950.00	\$2,639,200.00	\$2,516,500.00	\$2,332,000.00	
Out of Wareh	2176	\$1	BOOT SCOOTIN' BUCKS	10/7/19			6	45.22%	17,150	12,294	27	27	\$687,151.00	\$794,175.00	\$835,639.00	\$762,799.00	
	2170	\$1	HIT \$5,000	9/3/19			11	80.55%	4,902	4,843	2	58	\$404,661.00	\$533,120.00	\$637,216.00	\$714,134.00	
Sold/Closing	2149	\$1	FIREBALL 55	6/26/19	11/10/19	12/25/19	20	95.05%	151	227	20	1,657	\$35,219.00	\$58,436.00	\$75,908.00	\$77,259.00	
	2132	\$1	TOPAZ 75	5/6/19	11/17/19	1/1/20	28	93.51%	941	1,416	7	1,791	\$171,558.00	\$217,739.00	\$258,085.00	\$290,387.00	
	2068	\$1	WEEKLY HALF GRAND	9/20/18	11/10/19	12/25/19	65	92.52%	676	1,529	5,984	2,887	\$192,866.00	\$233,147.00	\$236,962.00	\$255,151.00	
	2174	\$2	20X	9/3/19	11/4/19	12/19/19	11	76.05%	1,285	584	23	284	\$351,582.00	\$799,706.00	\$965,332.00	\$1,011,830.00	
	2146	\$2	AMAZING 8S	6/17/19	12/8/19	1/22/20	22	91.99%	1,257	1,226	120	387	\$127,678.00	\$135,288.00	\$160,076.00	\$158,330.00	
	2079	\$2	BLACKOUT BINGO	7/3/18	11/8/19	12/23/19	72	97.78%	287	248	4	2,471	\$120,656.00	\$254,406.00	\$310,364.00	\$391,420.00	
	2080	\$2	BREAK THE BANK	6/15/18	11/10/19	12/25/19	74	91.94%	436	350	18,324	2,392	\$111,160.00	\$168,426.00	\$216,904.00	\$225,186.00	
	2139	\$2	TRIPLE PLAY	4/15/19	10/6/19	11/20/19	31	95.59%	0	0	0	1,889	-\$62.00	-\$2,152.00	\$1,554.00	-\$1,348.00	
	2109	\$3	30X	12/17/18	10/6/19	11/20/19	48	95.38%	0	0	341	3,983	-\$4,692.00	\$8,685.00	\$22,521.00	\$48,681.00	
	2089	\$3	BLOCK-O	6/3/19	11/17/19	1/1/20	24	87.12%	498	816	855	2,115	\$177,708.00	\$205,464.00	\$247,572.00	\$285,705.00	
	2134	\$5	\$500 FRENZY	4/15/19	11/10/19	12/25/19	31	90.76%	218	300	5,625	1,285	\$129,805.00	\$161,465.00	\$211,555.00	\$227,845.00	
	2140	\$5	CASH GAME	5/20/19	12/8/19	1/22/20	26	60.30%	2,023	1,565	30,846	2,087	\$198,535.00	\$198,105.00	\$207,750.00	\$223,765.00	
	2125	\$5	CRAZY CASH BLOWOUT	3/18/19	10/6/19	11/20/19	35	71.14%	0	0	24,887	2,578	\$1,420.00	\$3,945.00	\$4,600.00	\$6,430.00	
	2136	\$5	EMERALD 75	5/6/19	11/17/19	1/1/20	28	93.31%	896	1,444	135	2,838	\$454,745.00	\$593,965.00	\$716,420.00	\$790,230.00	
	2116	\$5	GOLDEN NUGGET	2/18/19	10/6/19	11/20/19	39	89.69%	0	0	7,787	1,391	\$95.00	\$2,975.00	\$6,185.00	\$11,255.00	

**Liability for 2143 / for Life to Date**

Product Status: SmartCash Enabled: Validation Range: 05/21/2019 - 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	379327	\$1,896,635.00	482839	\$2,414,195.00	56.00%	4099883
2	2	N/A	\$10.00	115748	\$1,157,480.00	144510	\$1,445,100.00	55.53%	4064937
3	3	N/A	\$10.00	94805	\$948,050.00	132985	\$1,329,850.00	58.38%	4273936
4	4	N/A	\$15.00	28018	\$420,270.00	37064	\$555,960.00	56.95%	4169187
5	5	N/A	\$15.00	33377	\$500,655.00	48012	\$720,180.00	58.99%	4318611
6	6	N/A	\$15.00	40288	\$604,320.00	57336	\$860,040.00	58.73%	4299627
7	7	N/A	\$20.00	19915	\$398,300.00	28894	\$577,880.00	59.20%	4333789
8	8	N/A	\$20.00	20053	\$401,060.00	28761	\$575,220.00	58.92%	4313398
9	9	N/A	\$20.00	27827	\$556,540.00	37204	\$744,080.00	57.21%	4188217
10	0	N/A	\$50.00	8196	\$409,800.00	12145	\$607,250.00	59.71%	4371044
11	0	N/A	\$50.00	7805	\$390,250.00	11541	\$577,050.00	59.66%	4367292
12	0	N/A	\$50.00	8246	\$412,300.00	12101	\$605,050.00	59.47%	4353924
13	0	N/A	\$50.00	6500	\$325,000.00	8703	\$435,150.00	57.25%	4190826
14	0	N/A	\$100.00	5561	\$556,100.00	7132	\$713,200.00	56.19%	4113458
15	0	N/A	\$100.00	3481	\$348,100.00	5161	\$516,100.00	59.72%	4371994
16	0	N/A	\$100.00	3689	\$368,900.00	5491	\$549,100.00	59.81%	4378937
17	0	N/A	\$500.00	241	\$120,500.00	375	\$187,500.00	60.88%	4456671
18	0	N/A	\$500.00	177	\$88,500.00	243	\$121,500.00	57.86%	4235620
19	0	N/A	\$1,000.00	9	\$9,000.00	12	\$12,000.00	57.14%	4183328
20	0	N/A	\$1,000.00	8	\$8,000.00	12	\$12,000.00	60.00%	4392495
21	0	N/A	\$100,000.00	1	\$100,000.00	3	\$300,000.00	75.00%	5490618
			<b>Totals:</b>	803272	\$10,019,760.00	1,060,524	\$13,858,405.00		

NO. OF TICKETS (+/-2%): 7,320,825  
 NO. POOLS: 20  
 PACK SIZE: 75  
 PACKS/POOL: 4,800  
 PACKS/GAME: 97,611

TEXAS LOTTERY COMMISSION  
 "TEXAS ROAD TRIP" - GAME NO. 2143  
 END OF PRODUCTION PRIZE STRUCTURE  
 14-May-19  
 VERSION A

7,320,825

PRIZE LEVEL	PRIZE CODE	TIER CODE	GET	# OF WAYS TO WIN:	WIN:	ODDS OF 1 IN:	WINNERS IN 20 POOLS	WINNERS IN 75 (PER PACK*)	WINNERS IN 360,000 (Per Pool)	PRIZE COST	INSTANT PAYOUT %	VALIDATION TIER LEVELS
1	1	L	\$5	1	\$5	8.49	862,166	8.83	42,396.83	\$4,310,830	17.33%	65.23%
2	2	L	\$10	1	\$10	28.13	260,258	2.67	12,798.13	\$2,602,580	10.46%	67.97%
3	3	L	\$5 + \$5	2	\$10	32.14	227,790	2.33	11,201.52	\$2,277,900	9.16%	
4	4	L	\$15	1	\$15	112.49	65,082	0.67	3,200.39	\$976,230	3.92%	
5	5	L	\$5 x 3	3	\$15	89.95	81,389	0.83	4,002.29	\$1,220,835	4.91%	
6	6	L	\$5 + \$10	2	\$15	74.99	97,624	1.00	4,800.64	\$1,464,360	5.89%	
7	7	L	\$5 x 4	4	\$20	149.99	48,809	0.50	2,400.17	\$976,180	3.92%	
8	8	L	\$10 x 2	2	\$20	149.97	48,814	0.50	2,400.42	\$976,280	3.92%	
9	9	L	\$20	1	\$20	112.57	65,031	0.67	3,197.89	\$1,300,620	5.23%	LOW TIER
10	0	M	\$5 x 6 + \$10 x 2	8	\$50	359.90	20,341	0.21	1,000.00	\$1,017,050	4.09%	64.74%
11	0	M	\$10 x 5	5	\$50	378.42	19,346	0.20	950.00	\$967,300	3.89%	
12	0	M	\$5 x 2 + \$10 x 4	6	\$50	359.80	20,347	0.21	1,000.00	\$1,017,350	4.09%	
13	0	M	\$50	1	\$50	481.54	15,203	0.16	750.00	\$760,150	3.06%	
14	0	M	\$100	1	\$100	576.76	12,693	0.13	625.00	\$1,269,300	5.10%	
15	0	M	\$10 x 10	10	\$100	847.12	8,642	0.09	425.00	\$864,200	3.47%	
16	0	M	\$10 x 8 + \$20	9	\$100	797.48	9,180	0.09	450.00	\$918,000	3.69%	
17	0	M	\$5 x 2 + \$10 + \$20 x 9 + \$100 x 3	15	\$500	11,884.46	616	0.01	30.00	\$308,000	1.24%	MID TIER
18	0	M	\$500	1	\$500	17,430.54	420	0.00	20.00	\$210,000	0.84%	29.47%
19	0	H	\$100 x 10	10	\$1,000	348,610.71	21	0.00	1.03	\$21,000	0.08%	
20	0	H	\$1,000	1	\$1,000	366,041.25	20	0.00	0.98	\$20,000	0.08%	
21	0	H	\$100,000	1	\$100,000	1,830,206.25	4 ****	0.00	0.20	\$400,000	1.61%	HIGH TIER
							1,863,796	19.09	91,650.49	\$ 23,878,165	95.98%	95.98%
							3.9279	200		\$ 1,000,000	4.02%	
<b>TOTAL:</b>							<b>1,863,996</b>			<b>\$ 24,878,165</b>	<b>100.00%</b>	

Consolidated odds are 1 in: \$5  
 \$10  
 \$15  
 \$20  
 \$50  
 \$100  
 \$500  
 \$1,000  
 \$100,000

\* Each of the following GLEPS will be used in approximately 16.67% of each pack of 75 tickets.  
 \*\* Numbers are rounded.  
 \*\*\* This Number of prizes is guaranteed delivery to the Lottery.

TEXAS ROAD TRIPS  
 DRAWINGS  
 \$5,000  
 \$1,000,000



# POLLARD banknote limited

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

**INVOICE NO.: 8511526**

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

Invoice Date	May 30, 2019
Order No.	1046807
Your Order	Customer No. 5008

Order name: Texas Road Trip #2143  
 PO Number:

Product Description	Quantity	Unit Price	Amount
Ticket Size 4 x 8	1	7,320.825	7,320.825
Four colour process / Spectrum base graphics		8.00	8.00
Spectrum process applied to Scratch FX®		56.00	56.00
Multiple Play Area		1.60	1.60
Spectrum process applied to Scratch FX®		5,000.00	5,000.00
ITVM cards	1	14,752.88	14,752.88

Before Taxes:	664,863.98 USD
Freight:	0.00
Deposit:	0.00
Amount Due:	664,863.98 USD

Under unit price 'M' = price per thousand.

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 MAY 30 PM 1:04  
 OFFICE OF THE  
 CONTROLLER

**Instant Ticket Game Analysis**  
8/27/17-8/31/19

**Average Number of Weeks for 85% Average Sell Through**

Print Quantities	\$1	\$2	\$3	\$5	Print Quantities	\$10	\$20	\$30
< 5M	None	Week 12*	None	None	2M	None	None	None
5M-9.99M	Week 13	Week 18	Week 15*	Week 18	3M	None	None	None
10M-14.99M	None	None	None	Week 28	4M	None	None	None
15M-19.99M	Week 23*	None	Week 33	Week 40	5M	Week 26*	Week 36	None
20M-24.99M	None	None	None	Week 45*	6M	Week 18	None	None
25M-29.99M	Week 43	None	None	None	7M	Week 25*	None	None
30M-34.99M	Week 41*	None	None	None	8M	Week 25*	Week 38*	None
>35M	None	Week 66	Week 45*	Week 53*	>9M	Week 38	Week 49	None

**Average Weekly Dollar Sales at 85% Average Sell Through**

Print Quantities	\$1	\$2	\$3	\$5	Print Quantities	\$10	\$20	\$30
< 5M	None	\$714,918	None	None	2M	None	None	None
5M-9.99M	\$643,343	\$727,322	\$1,030,894	\$2,013,538	3M	None	None	None
10M-14.99M	None	None	None	\$1,919,318	4M	None	None	None
15M-19.99M	\$633,249	None	\$1,264,141	\$2,076,678	5M	\$1,959,320	\$2,904,017	None
20M-24.99M	None	None	None	\$2,010,891	6M	\$3,723,656	None	None
25M-29.99M	\$669,499	None	None	None	7M	\$2,488,242	None	None
30M-34.99M	\$629,856	None	None	None	8M	\$2,822,095	\$4,005,888	None
>35M	None	\$981,218	\$2,027,184	\$3,256,460	>9M	\$3,796,966	\$3,195,590	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