

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed 11/22/2019

Game #	2154	Confirmed Packs	3,265
Game Name	BLACKJACK	Active Packs	3,084
Quantity Printed	9,281,550	Warehouse Packs	-
Price Point	\$1	Returned Packs	79
Start Date	8/5/2019	Printed Payout Percentage	59.98%
Top Prize	\$ 2,100	Percent Sold	86.25%
Number of Top Prizes Remaining	1	Number of Weeks Out	15

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 109,986	Actual ticket production costs
Prize payout expense	\$ 4,517,395	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 4,627,381

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 8,005,337	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 8,005,337

Excess of Revenue over Expended \$ 3,377,956

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	\$	225,077
Next week	\$	310,940
Next week	\$	336,464
Avg Weekly Sales Current Game	\$	290,827
Avg Weekly Sales \$1; 5M - 9.99M Qty	\$	643,343
Percentage Of Variance In Sales		55%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2154	Printed Payout Percentage	59.98%
Game Name	BLACKJACK	Actual Payout Percentage	56.43%
Percent Sold	86.25%	Number of Weeks Out	15
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			13

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 Bousch 11/22/19
Instant Product Coordinator Date

[Signature] 11/25/19
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

Contractor

Executive Director Date

**Not Required
>85% Sold**



Play the Games of Texas!

Da Vinci Report

Week End Date: 11/16/19

11/22/19

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														11/16/19	11/19/19	11/2/19	10/26/19
Baseline	2182	\$1	9,029,700	FROSTY FUN	11/4/19			2	14.64%	24,723	15,146	2,643	18	\$853,941.00	\$466,688.00	\$0	\$0
	2161	\$2	34,822,125	BINGO EXTRA	10/7/19			6	10.34%	19,670	11,285	212,229	13	\$1,337,708.00	\$1,444,134.00	\$1,375,818.00	\$1,276,816.00
	2185	\$2	7,319,875	HOLIDAY CHEER	11/18/19			0	0.00%	20,466	9,325	22,756	23	\$0	\$0	\$0	\$0
	2179	\$2	5,454,125	VETERANS CASH	10/21/19			4	17.32%	19,646	12,521	1,168	4	\$644,462.00	\$515,982.00	\$330,778.00	\$397,762.00
	2060	\$2	35,449,750	WEEKLY GRAND	8/9/19			13	15.23%	16,890	10,855	206,282	16	\$954,914.00	\$1,013,238.00	\$963,438.00	\$929,386.00
	2183	\$3	5,016,825	GLIMMERING GIFTS	11/4/19			2	16.56%	19,661	11,095	15,611	12	\$1,585,449.00	\$907,527.00	\$0	\$0
	2175	\$5	7,208,550	\$100,000 FRENZY	9/16/19			9	44.87%	15,505	7,642	26,374	5	\$1,237,275.00	\$1,426,370.00	\$1,554,020.00	\$1,564,435.00
	2157	\$5	7,339,200	5X EL DINERO	10/7/19			6	33.09%	21,194	9,305	30,481	3	\$1,738,730.00	\$1,937,375.00	\$2,105,940.00	\$2,288,380.00
	2180	\$5	10,212,525	BONUS 7	10/21/19			4	29.92%	25,448	9,142	53,021	14	\$3,235,670.00	\$3,979,425.00	\$4,812,345.00	\$3,252,920.00
	2177	\$5	18,315,600	BONUS BREAK THE BANK	11/18/19			0	0.00%	28,867	5,963	205,268	18	\$0	\$0	\$0	\$0
	2158	\$5	9,750,750	COWBOYS	8/19/19			13	37.42%	10,887	7,057	60,096	9	\$1,067,730.00	\$1,091,545.00	\$1,093,225.00	\$1,187,695.00
	2159	\$5	5,626,275	HOUSTON TEXANS	8/19/19			13	39.16%	9,315	5,166	28,657	21	\$599,565.00	\$611,350.00	\$690,130.00	\$686,455.00
	2088	\$5	7,343,025	MERRY MONEY	11/4/19			2	18.42%	28,219	11,999	27,779	18	\$3,973,915.00	\$2,787,840.00	\$0	\$0
	2186	\$5	7,113,225	POWER 55	11/18/19			0	0.00%	34,460	8,880	44,275	26	\$25.00	\$0	\$0	\$0
	2224	\$10	12,075,500	\$250,000 50X CASHWORD	11/4/19			2	4.48%	32,382	10,253	179,680	7	\$3,501,410.00	\$1,903,190.00	\$0	\$0
	2187	\$10	7,259,850	DIAMOND DOLLARS	11/18/19			0	0.00%	35,201	10,243	90,186	19	\$0	\$0	\$0	\$0
	2167	\$10	26,558,050	MEGA LOTERIA	9/16/19			9	15.68%	30,826	10,989	393,507	18	\$5,457,620.00	\$5,513,010.00	\$5,432,660.00	\$5,087,350.00
	2181	\$10	4,473,300	WINTER WINNINGS	10/21/19			4	27.66%	29,542	10,526	16,979	6	\$3,248,330.00	\$3,510,220.00	\$3,559,840.00	\$2,052,640.00
	2144	\$20	6,114,200	MILLION DOLLAR LOTERIA	10/7/19			6	21.38%	30,374	10,471	140,447	19	\$4,755,480.00	\$4,829,920.00	\$4,703,860.00	\$4,609,100.00
	2178	\$20	7,183,550	MONEY	10/21/19			4	18.12%	37,931	12,715	170,314	9	\$6,321,060.00	\$6,493,080.00	\$7,252,700.00	\$5,969,460.00
	2173	\$30	5,135,150	HIT \$1,000,000	9/3/19			11	30.13%	22,649	9,202	105,219	15	\$3,960,930.00	\$4,154,700.00	\$3,964,770.00	\$4,052,700.00
Mature	2154	\$1	9,281,550	BLACKJACK	8/5/19			15	86.25%	3,265	3,084	0	79	\$225,077.00	\$310,940.00	\$336,464.00	\$365,114.00
	1878	\$1	854,700	CASH ON THE SPOT	9/18/17			113	0.00%	0	0	2,410	14	\$0	\$0	\$0	\$0
	1804	\$1	829,650	LUCKY STARS	9/18/17			113	0.00%	0	0	78	765	\$0	\$0	\$0	\$0
	2124	\$1	853,200	WINNING 75	8/8/19			14	0.00%	0	0	4,196	576	\$0	\$0	\$0	\$0
	2162	\$2	40,877,750	BREAK THE BANK	8/5/19			15	19.86%	18,247	10,607	226,964	19	\$1,264,552.00	\$1,278,246.00	\$1,184,680.00	\$1,090,384.00
	2120	\$2	7,211,875	DOUBLE MATCH	7/15/19			18	88.75%	2,459	2,308	0	64	\$300,488.00	\$368,482.00	\$398,180.00	\$426,948.00
	2052	\$3	35,669,250	\$50,000 BONUS CASHWORD	2/4/19			41	67.75%	17,043	9,495	59,330	19	\$1,830,225.00	\$1,883,616.00	\$1,914,585.00	\$1,814,886.00
	1828	\$3	41,527,800	TEXAS LOTERIA	9/17/18			61	70.15%	23,034	11,344	122,779	27	\$1,444,740.00	\$1,537,632.00	\$1,492,830.00	\$1,451,325.00
	2152	\$5	5,625,525	50X FAST CASH	7/15/19			18	80.18%	6,432	5,427	194	368	\$714,900.00	\$764,025.00	\$782,375.00	\$793,935.00

Liability for 2154 / for Life to Date

Product Status: Active
SmartCash Enabled: N/A
Validation Range: 06/23/2019 - 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	N/A	\$1.00	258455	\$258,455.00	855325	\$855,325.00	76.79%	7127746
2	N/A	\$2.00	25820	\$51,640.00	97934	\$195,868.00	79.14%	7345050
3	N/A	\$2.00	112900	\$225,800.00	443996	\$887,992.00	79.73%	7399893
4	N/A	\$5.00	2820	\$14,100.00	12683	\$63,415.00	81.81%	7593233
5	N/A	\$5.00	5454	\$27,270.00	25534	\$127,670.00	82.40%	7647963
6	N/A	\$5.00	14347	\$71,735.00	63018	\$315,090.00	81.46%	7560327
7	N/A	\$10.00	2628	\$26,280.00	12824	\$128,240.00	82.99%	7702989
8	N/A	\$10.00	2512	\$25,120.00	12925	\$129,250.00	83.73%	7771201
9	N/A	\$10.00	5387	\$53,870.00	25553	\$255,530.00	82.59%	7665528
10	N/A	\$20.00	2538	\$50,760.00	12914	\$258,280.00	83.57%	7757050
11	N/A	\$20.00	2350	\$47,000.00	13135	\$262,700.00	84.82%	7872984
12	N/A	\$25.00	3074	\$76,850.00	12407	\$310,175.00	80.14%	7438549
13	N/A	\$40.00	58	\$2,320.00	322	\$12,880.00	84.74%	7864892
14	N/A	\$40.00	363	\$14,520.00	2345	\$93,800.00	86.60%	8037383
15	N/A	\$40.00	460	\$18,400.00	2487	\$99,480.00	84.39%	7832784
16	N/A	\$40.00	1038	\$41,520.00	6695	\$267,800.00	86.58%	8035688
17	N/A	\$100.00	34	\$3,400.00	170	\$17,000.00	83.33%	7734625
18	N/A	\$100.00	86	\$8,600.00	477	\$47,700.00	84.72%	7863764
19	N/A	\$100.00	123	\$12,300.00	839	\$83,900.00	87.21%	8094823
20	N/A	\$100.00	91	\$9,100.00	480	\$48,000.00	84.06%	7802353
21	N/A	\$400.00	7	\$2,800.00	32	\$12,800.00	82.05%	7615630
22	N/A	\$400.00	15	\$6,000.00	64	\$25,600.00	81.01%	7519230
23	N/A	\$2,100.00	1	\$2,100.00	9	\$18,900.00	90.00%	8353394
Totals:								
			440561	\$1,049,940.00	1,602,168	\$4,517,395.00		

NO. OF TICKETS: 9,281,550
 NO. POOLS: 38.67
 PACK SIZE: 150
 PACKS/POOL: 1,600
 PACKS/GAME: 61,877

MIN: 8,937,600
 MAX: 9,302,400
 TEXAS LOTTERY COMMISSION
 "BLACKJACK" GAME NUMBER 2154
 END OF PRODUCTION PRIZE STRUCTURE
 April 3, 2019 - VERSION 3

\$1 TICKETS 9,281,550 - REVENUE \$9,281,550
 PRIZE FUND - \$5,567,335
 PAYOUT % - 59.9828154%

PRIZE TIER	# WINS	TIER CODE	GET:	WIN:	ODDS OF 1 IN:	WINNERS IN 38.67 POOLS	WINNERS IN 150 (PER PACK*)	WINNERS IN 240,000 (PER POOL)	PRIZE COST	PERCENT OF PRIZE FUND**	VALIDATION TIER LEVELS
1	1	L	\$1	\$1	8.33	1,113,780	18.00	28,800	\$ 1,113,780	20.01%	
2	1	L	\$2	\$2	75.00	123,754	2.00	3,200	\$ 247,508	4.45%	
3	2	L	\$1 x 2	\$2	16.67	556,896	9.00	14,400	\$ 1,113,792	20.01%	
4	1	L	\$5	\$5	598.69	15,503	0.25	400	\$ 77,515	1.39%	
5	3	L	(\$2 x 2) + \$1	\$5	299.52	30,988	0.50	800	\$ 154,940	2.78%	
6	1	L	(\$1 x 3) + \$2 (WIN ALL)	\$5	119.97	77,365	1.25	2,000	\$ 386,825	6.95%	
7	1	L	\$10	\$10	600.67	15,452	0.25	400	\$ 154,520	2.78%	
8	2	L	\$5 x 2	\$10	601.25	15,437	0.25	400	\$ 154,370	2.77%	
9	1	L	(\$2 x 2) + \$1 + \$5 (WIN ALL)	\$10	299.99	30,940	0.50	800	\$ 309,400	5.56%	
10	1	L	\$20	\$20	600.67	15,452	0.25	400	\$ 309,040	5.55%	
11	4	L	\$5 x 4	\$20	599.39	15,485	0.25	400	\$ 309,700	5.56%	
12	1	M	\$25 (BONUS)	\$25	599.54	15,481	-	400	\$ 387,025	6.95%	
13	1	M	\$40	\$40	24,425.13	380	-	10	\$ 15,200	0.27%	
14	1	M	\$10 x 4 (WIN ALL)	\$40	3,427.46	2,708	-	70	\$ 108,320	1.95%	
15	4	M	\$20 + \$10 + (\$5 x 2)	\$40	3,149.49	2,947	-	76	\$ 117,880	2.12%	
16	4	M	\$25 (BONUS) + (\$5 x 3)	\$40	1,200.25	7,733	-	200	\$ 309,320	5.56%	
17	1	M	\$100	\$100	45,497.79	204	-	5	\$ 20,400	0.37%	
18	1	M	(\$20 x 3) + \$40 (WIN ALL)	\$100	16,485.88	563	-	15	\$ 56,300	1.01%	
19	5	M	\$25 (BONUS) + \$40 + \$20 + \$10 + \$5	\$100	9,648.18	962	-	25	\$ 96,200	1.73%	
20	4	M	(\$40 x 2) + (\$10 x 2)	\$100	16,254.90	571	-	15	\$ 57,100	1.03%	
21	1	M	\$400	\$400	237,988.46	39	-	1	\$ 15,600	0.28%	
22	1	M	\$100 x 4 (WIN ALL)	\$400	117,487.97	79	-	2	\$ 31,600	0.57%	
23	1	H	\$2,100	\$2,100	928,155.00	10	-	-	\$ 21,000	0.38%	
2 Decimals:						2,042,729	32.50	52,819	\$ 5,567,335	100.00%	
4 Decimals:						4.5437					

BONUS = win \$25
 WIN ALL = win all four prizes

TEXAS LOTTERY COMMISSION
 "BLACKJACK" GAME NUMBER 2154
 April 3, 2019 - VERSION 3

Consolidated odds are 1 in:

\$1	8.33	1,113,780
\$2	13.64	680,650
\$5	74.94	123,856
\$10	150.12	61,829
\$20	300.01	30,937
\$25	599.54	15,481
\$40	674.14	13,768
\$100	4,035.46	2,300
\$400	78,657.20	118
\$2,100	928,155.00	10
		2,042,729



INTEROFFICE MEMO

Gary Crief, Executive Director
Michael P. Farrell, Charitable Bingo Op

June 28, 2019

Payment Approval

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

Vendor Name:
Invoice Number:
Tx Game name:
PO #:

IGT Global Solutions Corporation	90107959	Game #2154 Blackjack	362-19-9009RL017
Quantity:	9281.550	Unit Price:	\$11.85
Amount:	\$109,986.37		

Total Amount Due

\$109,986.37

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

Dale Bowersock (Scratch Ticket Strategy Coordinator)
Please forward to the next person for approval

Robert Tirtoni (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

7/1/19

Date

7-1-19

Date

July 8, 2019



IGT Global Solutions Corporation
d/b/a IGT Solutions Corp. in the State of Texas
10 Memorial Boulevard
Providence, RI 02903
USA

BILL TO: 20318
Texas Lottery Commission
Gary Grief, Executive Director
611 East 6th Street
Austin TX 78701

Telephone 401 392-1000
Fax 401 392-1234
FED ID No. 05-0389840

INVOICE

INVOICE NUMBER: 90107959
DATE: June 27, 2019

2019 JUN 28 PM 2:19

OFFICE OF
CONTROL

INV ITEM NO.	CUSTOMER PO NO.	SALES ORD.	SO ITEM NO.	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
001		85508					
Game# 2159, 2124, 21040				"BLACKJACK" 2154 - Truck# 3 2.4" x 4.00" Tickets \$ 9.46/M Full UV (\$0.08 per sq inch per thousand) \$.76/M Process Printing on overprint integrated with Graphics (\$0.17 per sq inch per thousand) \$ 1.61/M TOTAL \$ 11.85/M	9,281,550	PC 0.01185	109,986.37

REMARKS:

Unrounded Invoice Total \$ 109,986.3675

PAYMENT TERMS:

Due within 30 days

REMITTANCE:

Please remit payment in USD:

For wire transfer payments:

Wells Fargo Bank, N.A.
420 Montgomery Street
San Francisco CA 94104
SWIFT: WFBUS6S

ABA No. 121000248

Account No. 441707848

Account Name: IGT Global Solutions Corp

For ACH payments:

Wells Fargo Bank, N.A.
420 Montgomery Street
San Francisco CA 94104

ABA No. 121000248

Account No. 441707848

Account Name: IGT Global Solutions Corporation

TOTAL AMOUNT DUE

USD

109,986.37

For each invoice being paid, please include entire invoice number(s) (8-digit and/or alpha-numeric) in reference field of the remittance transmission.

END OF DOCUMENT 90107959

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