

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

1/27/2020

Game #	2182	Confirmed Packs	2,044
Game Name	Frosty Fun	Active Packs	4,201
Quantity Printed	9,020,700	Warehouse Packs	-
Price Point	\$1	Returned Packs	669
Start Date	11/4/2019	Printed Payout Percentage	60.03%
Top Prize	\$ 1,000	Percent Sold	86.96%
Number of Top Prizes Remaining	5	Number of Weeks Out	12

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 130,169	Actual ticket production costs
Prize payout expense	\$ 4,434,733	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 4,564,902

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 7,844,401	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 7,844,401

Excess of Revenue over Expended \$ 3,279,499

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	\$	249,713
Next week	\$	271,104
Next week	\$	353,470
Avg Weekly Sales Current Game	\$	291,429
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 #	2182	Printed Payout Percentage	60.03%
Game Name	Frosty Fun	Actual Payout Percentage	56.53%
Percent Sold	86.96%	Number of Weeks Out	12
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 B... 1/27/2020
Scratch Ticket Strategy Coordinator Date

[Signature] 1/30/2020
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

**Not Required
>85% Sold**

Executive Director

Date



Play the Games of Texas!

Da Vinci Report

Week End Date: 1/25/20

1/27/20

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														1/25/20	1/18/20	1/11/20	1/4/20
Mature	2180	\$5	10,212,525	BONUS 7	10/21/19			14	71.79%	12,919	6,315	17,347	9	\$1,473,595.00	\$1,615,775.00	\$1,820,195.00	\$2,255,200.00
	2129	\$5	10,394,625	BONUS BREAK THE BANK	4/2/19			43	88.07%	6,437	3,240	5,348	39	\$401,635.00	\$442,575.00	\$452,480.00	\$590,905.00
	2155	\$5	7,239,375	BONUS JACKPOT	8/5/19			25	68.37%	5,075	3,316	20,578	504	\$373,120.00	\$423,090.00	\$445,965.00	\$535,600.00
	2158	\$5	9,750,750	COWBOYS	8/19/19			23	53.89%	6,127	4,411	48,125	86	\$525,250.00	\$600,280.00	\$669,640.00	\$847,120.00
	2159	\$5	5,626,275	HOUSTON TEXANS	8/19/19			23	56.04%	4,536	2,831	24,483	70	\$303,210.00	\$392,460.00	\$396,490.00	\$489,395.00
	2082	\$5	22,519,650	SUPER CROSSWORD	11/26/18			61	80.61%	13,355	8,032	34,020	7	\$1,375,480.00	\$1,391,205.00	\$1,394,110.00	\$1,524,570.00
	2056	\$10	28,522,850	\$200 MILLION CASH EXPLOSION	9/4/18			73	60.55%	17,196	6,066	198,407	47	\$2,272,180.00	\$2,349,540.00	\$2,519,190.00	\$3,085,880.00
	2167	\$10	26,558,050	MEGA LOTERIA	9/16/19			19	37.73%	30,369	10,550	283,404	7	\$5,515,040.00	\$5,554,530.00	\$5,578,730.00	\$6,276,170.00
	2181	\$10	4,473,300	WINTER WINNINGS	10/21/19			14	80.78%	6,704	5,531	0	2,463	\$782,540.00	\$853,390.00	\$1,348,380.00	\$2,381,530.00
	2083	\$20	7,344,000	\$100 OR \$200	10/1/18			69	89.71%	8,460	3,680	16,313	15	\$1,261,840.00	\$1,293,220.00	\$1,301,220.00	\$1,571,960.00
	1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			141	46.02%	15,462	6,796	723,288	22	\$2,537,380.00	\$2,514,380.00	\$2,617,960.00	\$3,139,520.00
	2144	\$20	6,114,200	MILLION DOLLAR LOTERIA	10/7/19			16	62.36%	29,730	9,646	47,544	29	\$4,485,460.00	\$4,661,840.00	\$4,690,260.00	\$5,351,240.00
	2178	\$20	7,183,550	MONEY	10/21/19			14	56.47%	29,611	11,266	81,061	10	\$4,042,140.00	\$4,144,820.00	\$4,561,000.00	\$5,904,560.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			97	30.88%	11,004	5,441	925,373	18	\$2,588,490.00	\$2,654,310.00	\$2,659,870.00	\$3,011,640.00
	2173	\$30	5,135,150	HIT \$1,000,000	9/3/19			21	54.39%	17,923	8,274	64,656	34	\$3,196,080.00	\$3,205,500.00	\$3,428,430.00	\$3,884,500.00
	2141	\$50	4,623,120	MILLION DOLLAR JACKPOT	5/20/19			36	68.11%	12,276	4,830	52,768	50	\$2,839,050.00	\$2,892,000.00	\$3,019,750.00	\$3,314,800.00
	2104	\$50	4,564,740	WINNING MILLIONS	11/14/18			62	86.59%	8,040	2,984	17,988	31	\$1,894,050.00	\$1,865,400.00	\$1,907,600.00	\$2,090,100.00
Out of Wareh	2182	\$1	9,020,700	FROSTY FUN	11/4/19			12	86.96%	2,044	4,201	0	669	\$249,713.00	\$271,104.00	\$353,470.00	\$446,889.00
	2188	\$1	9,075,750	ICY HOT 75	12/2/19			8	70.25%	7,912	9,047	0	46	\$548,817.00	\$661,605.00	\$729,653.00	\$911,420.00
	2105	\$1	9,056,850	WILD CHERRY DOUBLER	12/16/19			6	51.31%	12,288	16,093	0	41	\$687,660.00	\$781,722.00	\$822,442.00	\$941,388.00
	2185	\$2	7,319,875	HOLIDAY CHEER	11/18/19			10	79.60%	3,560	5,575	0	1,365	\$460,508.00	\$599,142.00	\$893,192.00	\$1,279,262.00
Sold/Closing	2154	\$1	9,281,550	BLACKJACK	8/5/19	1/5/20	2/19/20	25	95.33%	89	147	0	1,992	\$15,876.00	\$16,332.00	\$41,920.00	\$56,213.00
	2170	\$1	9,177,900	HIT \$5,000	9/3/19	2/2/20	3/18/20	21	95.30%	561	880	0	738	\$44,737.00	\$50,546.00	\$69,047.00	\$82,641.00
	2120	\$2	7,211,875	DOUBLE MATCH	7/15/19	1/5/20	2/19/20	28	95.79%	51	99	0	1,696	\$7,132.00	\$18,312.00	\$36,264.00	\$68,886.00
	2183	\$3	5,016,825	GLIMMERING GIFTS	11/4/19	1/7/20	2/21/20	12	85.93%	644	1,156	0	2,769	\$154,275.00	\$282,522.00	\$572,814.00	\$874,953.00
	2152	\$5	5,625,525	50X FAST CASH	7/15/19	2/2/20	3/18/20	28	94.12%	970	1,188	72	1,184	\$158,850.00	\$187,555.00	\$227,885.00	\$310,925.00
	2150	\$5	7,214,550	RED HOT SLOTS	6/26/19	1/5/20	2/19/20	30	66.29%	157	195	25,382	4,996	\$20,630.00	\$30,345.00	\$84,480.00	\$194,365.00
	2074	\$5	40,124,625	SUPER LOTERIA	1/21/19			53	91.75%	12,958	4,453	22,128	988	\$1,548,985.00	\$1,767,590.00	\$1,864,040.00	\$2,164,865.00
	2143	\$5	7,320,825	TEXAS ROAD TRIP	6/17/19	1/5/20	2/19/20	32	64.74%	140	225	29,303	3,186	\$12,690.00	\$20,195.00	\$78,445.00	\$171,860.00
	2084	\$10	26,555,050	MEGA LOTERIA	10/1/18	1/5/20	2/19/20	69	99.30%	104	44	132	2,340	\$14,740.00	\$40,100.00	\$96,860.00	\$118,840.00
	2148	\$10	6,118,550	SUPER 105 SUPER TICKET	6/17/19	1/22/20	3/7/20	32	95.50%	1,031	1,396	0	1,333	\$373,280.00	\$459,980.00	\$580,520.00	\$907,200.00
Da Vinci	2126	\$10	6,117,600	WILD 105	7/15/19	2/2/20	3/18/20	28	99.02%	231	209	0	352	\$67,040.00	\$77,670.00	\$120,190.00	\$185,180.00

Liability for 2182 / for Life to DateProduct Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 09/24/2019 - 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	232799	\$232,799.00	789665	\$789,665.00	77.23%	6966828
2	2	N/A	\$2.00	36056	\$72,112.00	144387	\$288,774.00	80.02%	7218189
3	3	N/A	\$2.00	76062	\$152,124.00	284723	\$569,446.00	78.92%	7118923
4	4	N/A	\$4.00	14448	\$57,792.00	65755	\$263,020.00	81.99%	7395685
5	5	N/A	\$4.00	31585	\$126,340.00	138897	\$555,588.00	81.47%	7349445
6	6	N/A	\$5.00	13184	\$65,920.00	66966	\$334,830.00	83.55%	7536870
7	7	N/A	\$8.00	6632	\$53,056.00	33465	\$267,720.00	83.46%	7528686
8	8	N/A	\$10.00	3154	\$31,540.00	16954	\$169,540.00	84.31%	7605776
9	9	N/A	\$10.00	1469	\$14,690.00	8576	\$85,760.00	85.38%	7701495
10	10	N/A	\$20.00	2971	\$59,420.00	17041	\$340,820.00	85.15%	7681478
11	11	N/A	\$20.00	2659	\$53,180.00	17359	\$347,180.00	86.72%	7822476
12	0	N/A	\$40.00	574	\$22,960.00	3706	\$148,240.00	86.59%	7810914
13	0	N/A	\$50.00	117	\$5,850.00	905	\$45,250.00	88.55%	7987997
14	0	N/A	\$100.00	215	\$21,500.00	1545	\$154,500.00	87.78%	7918739
15	0	N/A	\$100.00	62	\$6,200.00	444	\$44,400.00	87.75%	7915396
16	0	N/A	\$1,000.00	5	\$5,000.00	30	\$30,000.00	85.71%	7732028
Totals:				421992	\$980,483.00	1,590,418	\$4,434,733.00		

NO. OF TICKETS: 9,020,700
 NO. POOLS: 25.06
 PACK SIZE: 150
 PACKS/POOL: 2,400
 PACKS/GAME: 60,138

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

TEXAS LOTTERY COMMISSION
 "FROSTY FUN" - GAME NO. 2182
 END OF PRODUCTION PRIZE STRUCTURE
 17-Sep-19

VERSION A

9,020,700												\$1 TICKETS	\$9,020,700		REVENUE	PRIZE FUND		\$5,415,216		PAYOUT %		60.03%	
PRIZE TIER	PRIZE CODE	TIER CODE	GET.	# OF WAYS TO WIN.	WIN.	ODDS OF 1 IN:	WINNERS IN POOLS	WINNERS IN 150	WINNERS IN 360,000	PRIZE COST	PERCENT OF PRIZE FUND **	VALIDATION TIER	LEVELS										
1	1	L	\$1	1	\$1	8.82	1,022,464	17,000	40,800.00	\$1,022,464	18.88%												
2	2	L	\$2	1	\$2	49.99	180,443	3,000	7,200.00	\$360,886	6.66%												
3	3	L	\$1**2X**	1	\$2	25.00	360,785	6,000	14,400.00	\$721,570	13.32%												
4	4	L	\$4	1	\$4	112.47	80,203	1,333	3,200.00	\$320,812	5.92%												
5	5	L	\$2**2X**	1	\$4	52.91	170,482	2,833	6,800.00	\$681,928	12.59%												
6	6	L	\$5	1	\$5	112.55	80,150	1,333	3,200.00	\$400,750	7.40%												
7	7	L	\$4**2X**	1	\$8	224.97	40,097	0.667	1,600.00	\$320,776	5.92%												
8	8	L	\$3**2X**	1	\$10	448.61	20,108	0.333	800.00	\$201,080	3.71%												
9	9	L	\$10	1	\$10	898.03	10,045	0.167	400.00	\$100,450	1.85%												
10	10	L	\$10**2X**	1	\$20	450.76	20,012	0.333	800.00	\$400,240	7.39%												
11	11	L	\$20	1	\$20	450.63	20,018	0.333	800.00	\$400,360	7.39%		91.06% LOW TIER										
12	0	M	\$20**2X**	1	\$40	2,107.64	4,280	0.071	170.00	\$171,200	3.16%												
13	0	M	\$50	1	\$50	8,826.52	1,022	0.017	40.00	\$51,100	0.94%												
14	0	M	\$50**2X**	1	\$100	5,125.40	1,760	0.029	70.00	\$176,000	3.25%												
15	0	M	\$100	1	\$100	17,827.47	506	0.008	20.00	\$50,600	0.93%		8.29% MID TIER										
16	0	H	\$1,000	1	\$1,000	257,734.29	35	0.001	1.40	\$35,000	0.65%		0.65% HIGH TIER										

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

Consolidated odds are 1 in:

\$1	8.82	1,022,464
\$2	16.67	541,228
\$4	35.98	250,685
\$5	112.55	80,150
\$8	224.97	40,097
\$10	299.16	30,153
\$20	225.35	40,030
\$40	2,107.64	4,280
\$50	8,826.52	1,022
\$100	3,980.89	2,266
\$1,000	257,734.29	35
		2,012,410

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



INTEROFFICE MEMO

Gary Grief, Executive Director Michael P. Farrell, Charitable

Payment Approval

September 27, 2019

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

Vendor Name: Pollard Banknote Limited
P.O. Number (if applicable): 360-19-9010RL025
Invoice Number: 8512782
Tx Game Name: Frost Fun Game #2182

	Quantity	Unit Price	Amount
ticket size 2.4 x 4	9020.7	9.49	\$85,606.44
four colour process	9020.7	2.40	\$21,649.68
integrated overprints	9020.7	2.40	\$21,649.68
additional scene	9020.7	0.14	\$1,262.90

Total Amount

\$130,168.70

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

DB

9/27/19
Date

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

9/30/19
Date

Ryan Mindell
Ryan Mindell (Lottery Operations Division Director)

10-1-19
Date

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

In an effort to close out FY 19 please forward ASAP, thanks for you help.

Thanks

POLLARD

banknote limited

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

INVOICE NO.: 8512782

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.
September 25, 2019	1058214		5008

Order name: Frosty Fun #2182
PO Number:

Product Description	Quantity	Unit Price	Amount
Ticket Size 2.4 x 4	9,020,700	9.49 /M	85,606.44
Four colour process / Spectrum base graphics	9,020,700	2.40 /M	21,649.68
Integrated Overprints / Continuous Image	9,020,700	2.40 /M	21,649.68
Additional scene within a book	9,020,700	0.14 /M	1,262.90

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

Before Taxes:	130,168.70 USD
Freight:	0.00
Deposit:	0.00
Amount Due:	130,168.70 USD

Banking Instructions:

TD Bank, NA
2035 Limestone Rd.
Wilmington, DE 19808
ABA# 026013673
Bank Account # 3248176206

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

2019 SEP 27 AM 10:28
CONFIRMED

Average Number of Weeks for 85% Average Sell Through

Average Weekly Dollar Sales at 85% Average Sell Through

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**