

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

**Scratch Ticket Information**

Date Completed

6/3/2020

Game #	2187	Confirmed Packs	343
Game Name	Diamond Dollars	Active Packs	337
Quantity Printed	7,259,850	Warehouse Packs	3
Price Point	\$10	Returned Packs	190
Start Date	11/18/2019	Printed Payout Percentage	70.00%
Top Prize	\$ 250,000	Percent Sold	99.13%
Number of Top Prizes Remaining	0	Number of Weeks Out	28

**Current Game Sales Analysis**

**TANGIBLE COSTS**

**Expenditure Impact:**

Cost to print tickets	\$ 873,944	Actual ticket production costs
Prize payout expense	\$ 49,583,810	Data from Instant Ticket Tier Liability screen in ES

**Estimated Direct Costs** \$ 50,457,754

**TANGIBLE BENEFITS**

**Revenue Impact:**

Estimated sales	\$ 71,966,893	Based on # of tkts printed, times % sold from DaVinci report, times the price point
-----------------	---------------	---

**Total Estimated Benefits** \$ 71,966,893

**Excess of Revenue over Expended** \$ 21,509,139

**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	\$	159,500
Next week	\$	226,240
Next week	\$	385,150
Avg Weekly Sales Current Game	\$	256,963
Avg Weekly Sales \$10; 7M Qty*	\$	2,488,242
Percentage Of Variance In Sales		90%

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

**Instant Ticket Information**

Game #	2187	Printed Payout Percentage	70.00%
Game Name	Diamond Dollars	Actual Payout Percentage	68.90%
Percent Sold	99.13%	Number of Weeks Out	28
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.*			25

\*Only one game at this level with 85% sell through

**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):

---

---

---

\_\_\_\_\_  
Scratch Ticket Strategy Coordinator      Date

\_\_\_\_\_  
Products Manager      Date

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

\_\_\_\_\_  
Lottery Commission Representative      Date

\_\_\_\_\_  
Controller      Date

\_\_\_\_\_  
Executive Director      Date

Not Required -  
All Top Prizes Claimed

## Bowersock, Dale

---

**From:** WebsiteSupport@lottery.state.tx.us  
**Sent:** Wednesday, June 3, 2020 5:21 AM  
**To:** WEBSITE\_SCRATCH\_ZTP  
**Subject:** ZTP Occurrence: Date 06/02/2020

**CAUTION: This email originated outside the Texas Lottery's email system.  
DO NOT click links or open attachments unless you expect them from the sender and know the content is safe.**

All top prizes for the following game(s) have been claimed as of 06/02/2020.

Game Number	Game Name	Price	Prize Amount	Prizes Printed	Prizes Claimed	Pending Top Claims	Pending Top Claims Count	Prizes Remaining	Sales Begin Date	Pre-Call Date	Call Date	Sales End Date	Last Top Prize Claimed Date
2187	Diamond Dollars	\$10	\$250,000	3	3		0	0	11/18/2019				06/02/2020

The Last Top Prize Claimed Date only reflects prizes claimed at a Texas Lottery® claim center. If the final top prize was validated at a retail location that validation date will not be reflected on this report.





Da Vinci Report

Week End Date: 5/30/20

6/3/20

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														5/30/20	5/23/20	5/16/20	5/9/20
Sold/Closing	2074	\$5	40,124,625	SUPER LOTERIA	1/21/19			71	99.63%	606	270	19	268	\$84,925.00	\$112,005.00	\$167,635.00	\$236,760.00
	2224	\$10	12,075,500	\$250,000 50X CASHWORD	11/4/19			30	97.67%	2,643	1,624	144	194	\$690,140.00	\$1,469,540.00	\$2,656,150.00	\$4,224,110.00
	2073	\$10	6,117,950	777	12/16/19	6/7/20	7/22/20	24	99.14%	255	194	1	274	\$87,300.00	\$110,000.00	\$171,990.00	\$293,180.00
	2187	\$10	7,259,850	DIAMOND DOLLARS	11/18/19			28	99.13%	343	337	3	190	\$159,500.00	\$226,240.00	\$385,150.00	\$611,160.00
	2202	\$10	6,074,650	JUMBO BUCKS 300X	2/3/20			17	91.86%	5,225	2,934	17	315	\$1,135,030.00	\$1,480,840.00	\$2,085,640.00	\$2,704,570.00
	2093	\$20	7,344,000	\$100 OR \$200	10/1/18	6/7/20	7/22/20	87	99.43%	242	312	17	183	\$142,000.00	\$197,900.00	\$304,200.00	\$440,320.00
	2144	\$20	6,114,200	MILLION DOLLAR LOTERIA	10/7/19			34	98.29%	2,034	726	71	569	\$397,560.00	\$548,540.00	\$791,360.00	\$1,177,440.00
	2104	\$50	4,564,740	WINNING MILLIONS	11/14/18	6/1/20	7/16/20	80	98.90%	814	604	8	169	\$538,950.00	\$744,700.00	\$979,000.00	\$1,254,800.00

## Liability for 2187 / for Life to Date

Product Status:  
ActiveSmartCash Enabled:  
N/A

Validation Range: 10/30/2019 - 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	\$10.00	32237	\$322,370.00	766375	\$7,663,750.00	95.96%	6966796
2	2	N/A	\$20.00	6498	\$129,960.00	356588	\$7,131,760.00	98.21%	7129923
3	3	N/A	\$20.00	10199	\$203,980.00	280112	\$5,602,240.00	96.49%	7004802
4	0	N/A	\$30.00	1727	\$51,810.00	107350	\$3,220,500.00	98.42%	7144905
5	0	N/A	\$40.00	378	\$15,120.00	23800	\$952,000.00	98.44%	7146349
6	0	N/A	\$40.00	376	\$15,040.00	11688	\$467,520.00	96.88%	7033581
7	0	N/A	\$40.00	481	\$19,240.00	35796	\$1,431,840.00	98.67%	7163590
8	0	N/A	\$50.00	525	\$26,250.00	41695	\$2,084,750.00	98.76%	7169574
9	0	N/A	\$50.00	1352	\$67,600.00	83355	\$4,167,750.00	98.40%	7143976
10	0	N/A	\$50.00	584	\$29,200.00	17590	\$879,500.00	96.79%	7026563
11	0	N/A	\$100.00	852	\$85,200.00	38599	\$3,859,900.00	97.84%	7103063
12	0	N/A	\$100.00	434	\$43,400.00	23778	\$2,377,800.00	98.21%	7129717
13	0	N/A	\$100.00	136	\$13,600.00	8915	\$891,500.00	98.50%	7150763
14	0	N/A	\$100.00	363	\$36,300.00	23796	\$2,379,600.00	98.50%	7150767
15	0	N/A	\$100.00	125	\$12,500.00	2906	\$290,600.00	95.88%	6960450
16	0	N/A	\$200.00	34	\$6,800.00	2382	\$476,400.00	98.59%	7157683
17	0	N/A	\$200.00	168	\$33,600.00	8923	\$1,784,600.00	98.15%	7125689
18	0	N/A	\$200.00	58	\$11,600.00	4461	\$892,200.00	98.72%	7166672
19	0	N/A	\$200.00	57	\$11,400.00	4453	\$890,600.00	98.74%	7168095
20	0	N/A	\$200.00	38	\$7,600.00	1160	\$232,000.00	96.83%	7029570
21	0	N/A	\$500.00	1	\$500.00	190	\$95,000.00	99.48%	7221840
22	0	N/A	\$500.00	3	\$1,500.00	177	\$88,500.00	98.33%	7138852
23	0	N/A	\$500.00	3	\$1,500.00	174	\$87,000.00	98.31%	7136801
24	0	N/A	\$500.00	2	\$1,000.00	190	\$95,000.00	98.96%	7184226
25	0	N/A	\$500.00	3	\$1,500.00	177	\$88,500.00	98.33%	7138852
26	0	N/A	\$500.00	5	\$2,500.00	238	\$119,000.00	97.94%	7110470
27	0	N/A	\$500.00	3	\$1,500.00	56	\$28,000.00	94.92%	6890705
28	0	N/A	\$1,000.00	11	\$11,000.00	94	\$94,000.00	89.52%	6499294
29	0	N/A	\$1,000.00	12	\$12,000.00	52	\$52,000.00	81.25%	5898628
30	0	N/A	\$1,000.00	9	\$9,000.00	49	\$49,000.00	84.48%	6133321
31	0	N/A	\$1,000.00	9	\$9,000.00	51	\$51,000.00	85.00%	6170872
32	0	N/A	\$10,000.00	1	\$10,000.00	19	\$190,000.00	95.00%	6896857
33	0	N/A	\$10,000.00	3	\$30,000.00	12	\$120,000.00	80.00%	5807879
34	0	N/A	\$250,000.00	0	\$0.00	3	\$750,000.00	100.00%	7259849
Totals:				56687	\$1,233,570.00	1,845,204	\$49,583,810.00		



# INTEROFFICE MEMO

Gary Grief, Executive Director

Michael P. Farrell, Charitable

## Payment Approval

November 1, 2019

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

Vendor Name: Pollard Banknote Limited  
P.O. Number (if applicable): 362-19-9010RL030  
Invoice Number: 8513141  
Tx Game Name: Diamond Dollars #2187

	Quantity	Unit Price	Amount
ticket size 10 x 4	7259.85	31.04	\$225,345.74
flood UV	7259.85	3.04	\$22,069.94
multiple play area	7259.85	2.00	\$14,519.70
scratch Fxtra	7259.85	80.00	\$580,788.00
ITVM cards	1	18720.66	\$18,720.66
scratch Fxtra	1	12500.00	\$12,500.00

Total Amount

Round Down to →  
Match Invoice

**\$873,944.04**  
**\$873,944.05**

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

11/1/19  
Date

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

11/5/19  
Date

Ryan Mindell (Lottery Operations Division Director)

11-6-19  
Date

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

November 11, 2019

**INVOICE NO.: 8513141**

<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
<b>Terms:</b> Net 30 days after date of invoice	

Invoice Date	Order No.	Your Order	Customer No.
October 29, 2019	1056932		5008

**Order name:** Diamond Dollars #2187  
**PO Number:**

Product Description	Quantity	Unit Price	Amount
Ticket Size 10 x 4	7,259,850	31.04 /M	225,345.74
Flood UV varnish on ticket front	7,259,850	3.04 /M	22,069.94
Multiple Play Area	7,259,850	2.00 /M	14,519.70
Scratch FXtra™	7,259,850	80.00 /M	580,788.00
ITVM cards	1	18,720.66 Ea	18,720.66
Scratch FXtra™	1	12,500.00 Ea	12,500.00

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

<b>Before Taxes:</b>	873,944.04 USD
<b>Freight:</b>	0.00
<b>Deposit:</b>	0.00
<b>Amount Due:</b>	873,944.04 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 NOV -1 AM 10:03  
OFFICE  
CONFIDENTIAL

NO. OF TICKETS: 7,259,850  
NO. POOLS: 60.50  
PACK SIZE: 50  
PACKS/POOL: 2,400  
PACKS/GAME: 145,197

Minimum: 7,056,000  
Maximum: 7,344,000

TEXAS LOTTERY COMMISSION  
"DIAMOND DOLLARS" - GAME NO. 2187  
END OF PRODUCTION PRIZE STRUCTURE  
24-Sep-19

VERSION A

7,259,850 \$10 TICKETS \$72,598,500 REVENUE PRIZE FUND \$50,817,380 PAYOUT % 70.00%

PRIZE LEVEL	PRIZE CODE	TIER CODE	GET:	# OF WAYS TO WIN:	WIN:	ODDS OF 1 IN:	WINNERS IN 60.50 POOLS	WINNERS IN 50 (PER PACK*)	WINNERS IN 120,000 (Per Pool)	PRIZE COST	PERCENT OF PRIZE FUND **	VALIDATION TIER LEVELS
1	1	L	\$10	1	\$10	9.09	798,612	5.500	13200.00	\$7,986,120	15.72%	LOW TIER
2	2	L	\$10 x 2	2	\$20	19.99	363,086	2.500	6000.00	\$7,261,720	14.29%	
3	3	L	\$20	1	\$20	25.01	290,311	2.000	4800.00	\$5,806,220	11.43%	
4	0	M	\$10 + \$20	2	\$30	66.56	109,077	0.750	1800.00	\$3,272,310	6.44%	
5	0	M	\$20 x 2	2	\$40	300.27	24,178	0.167	400.00	\$967,120	1.90%	
6	0	M	\$40	1	\$40	601.78	12,064	0.083	200.00	\$482,560	0.95%	
7	0	M	\$10 x 4	4	\$40	200.12	36,277	0.250	600.00	\$1,451,080	2.86%	
8	0	M	\$10 x 3 + \$20	4	\$50	171.95	42,220	0.292	700.00	\$2,111,000	4.15%	
9	0	M	\$10"5X"	1	\$50	85.71	84,707	0.583	1400.00	\$4,235,350	8.33%	
10	0	M	\$50	1	\$50	399.46	18,174	0.125	300.00	\$908,700	1.79%	
11	0	M	\$10"10X"	1	\$100	184.02	39,451	0.271	650.00	\$3,945,100	7.76%	
12	0	M	\$20"5X"	1	\$100	299.85	24,212	0.167	400.00	\$2,421,200	4.76%	
13	0	M	\$10 x 5 + \$50	6	\$100	802.10	9,051	0.063	150.00	\$905,100	1.78%	
14	0	M	\$10 + \$10"5X" + \$20 x 2	4	\$100	300.50	24,159	0.167	400.00	\$2,415,900	4.75%	
15	0	M	\$100	1	\$100	2,395.20	3,031	0.021	50.00	\$303,100	0.60%	
16	0	M	\$10 x 20	20	\$200	3,004.90	2,416	0.017	40.00	\$483,200	0.95%	
17	0	M	\$20"10X"	1	\$200	798.58	9,091	0.063	150.00	\$1,818,200	3.58%	
18	0	M	\$20"5X" + \$20 x 5	6	\$200	1,606.52	4,519	0.031	75.00	\$903,800	1.78%	
19	0	M	\$10"5X" + \$20 x 3 + \$40 + \$50	6	\$200	1,609.72	4,510	0.031	75.00	\$902,000	1.77%	
20	0	M	\$200	1	\$200	6,059.97	1,198	0.008	20.00	\$239,600	0.47%	
21	0	M	\$10 x 5 + \$20 x 10 + \$50 x 5	20	\$500	38,009.69	191	0.001	3.00	\$95,500	0.19%	
22	0	M	\$20"10X" + \$50 x 6	7	\$500	40,332.50	180	0.001	3.00	\$90,000	0.18%	
23	0	M	\$100 + \$50 x 4 + \$10 x 14 + \$40 + \$20	21	\$500	41,016.10	177	0.001	3.00	\$88,500	0.17%	
24	0	M	\$100"5X"	1	\$500	37,811.72	192	0.001	3.00	\$96,000	0.19%	
25	0	M	\$10 x 5 + \$20"10X" + \$50"5X"	7	\$500	40,332.50	180	0.001	3.00	\$90,000	0.18%	
26	0	M	\$50"10X"	1	\$500	29,875.93	243	0.002	4.00	\$121,500	0.24%	MID TIER
27	0	M	\$500	1	\$500	123,048.31	59	0.000	1.00	\$29,500	0.06%	55.84%
28	0	H	\$100"10X"	1	\$1,000	69,141.43	105	0.001	1.74	\$105,000	0.21%	
29	0	H	\$500 + \$100 + \$200 x 2	4	\$1,000	113,435.16	64	0.000	1.06	\$64,000	0.13%	
30	0	H	\$100"5X" + \$500	2	\$1,000	125,169.83	58	0.000	0.96	\$58,000	0.11%	
31	0	H	\$1,000	1	\$1,000	120,997.50	60	0.000	0.99	\$60,000	0.12%	
32	0	H	\$50 x 12 + \$100 x 4 + \$500 x 16 + \$1,000	33	\$10,000	362,992.50	20	0.000	0.33	\$200,000	0.39%	
33	0	H	\$10,000	1	\$10,000	483,990.00	15	0.000	0.25	\$150,000	0.30%	
34	0	H	\$250,000	1	\$250,000	2,419,950.00	3 ***	0.000	0.05	\$750,000	1.48%	HIGH TIER
						3.82	1,901,891	13.10	31,435.372	\$ 50,817,380	100.00%	100.00%
						3.8172						

Note: "5X" = win 5 TIMES the prize by revealing one (1) 5X Play Symbol.

Note: "10X" = win 10 TIMES the prize by revealing one (1) 10X Play Symbol.

Consolidated odds are 1 in: \$10  
\$20  
\$30  
\$40  
\$50  
\$100  
\$200  
\$500  
\$1,000  
\$10,000  
\$250,000

9.09  
11.11  
66.56  
100.11  
50.03  
72.67  
334.03  
5,940.96  
25,295.64  
207,424.29  
2,419,950.00

798,612  
653,397  
109,077  
72,519  
145,101  
99,904  
21,734  
1,222  
287  
35  
3  
1,901,891

\* Each of the following GLEPS will be used in approximately 16.67% of each pack of 50 tickets.  
\*\* Numbers are rounded.  
\*\*\* This Number of prizes is guaranteed delivery to the Lottery.



**Instant Ticket Game Analysis**  
**2/25/18-2/29/20**

**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	None	None	None	2M	None	None	None	None
5M-9.99M	Week 13	Week 18	Week 16	Week 19	3M	None	None	None	Week 56*
10M-14.99M	None	None	None	Week 27	4M	Week 16*	None	None	Week 61*
15M-19.99M	Week 23	None	Week 34*	Week 26*	5M	Week 26*	Week 25*	Week 40*	None
20M-24.99M	None	None	None	None	6M	Week 20	Week 25*	None	None
25M-29.99M	Week 28*	None	None	None	7M	Week 25*	Week 64*	None	None
30M-34.99M	Week 56*	None	None	None	8M	Week 23	Week 38*	None	None
>35M	None	Week 60	Week 56	Week 47*	>9M	Week 27	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	None	None	None	2M	None	None	None	None
5M-9.99M	\$616,770	\$761,968	\$962,270	\$1,810,073	3M	None	None	None	\$2,732,470
10M-14.99M	None	None	None	\$1,848,221	4M	\$2,364,236	None	None	\$3,177,965
15M-19.99M	\$631,464	None	\$1,225,446	\$3,225,872	5M	\$1,959,320	\$4,111,875	\$3,795,213	None
20M-24.99M	None	None	None	None	6M	\$3,291,377	\$4,223,614	None	None
25M-29.99M	\$900,100	None	None	None	7M	\$2,488,242	\$1,950,276	None	None
30M-34.99M	\$462,626	None	None	None	8M	\$3,151,041	\$4,005,888	None	None
>35M	None	\$1,085,176	\$1,761,946	\$3,641,275	>9M	\$4,077,657	\$3,200,387	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