

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

6/22/2020

Game #	2202	Confirmed Packs	3,454
Game Name	Jumbo Bucks 300X	Active Packs	1,655
Quantity Printed	6,074,650	Warehouse Packs	14
Price Point	\$10	Returned Packs	559
Start Date	2/3/2020	Printed Payout Percentage	70.15%
Top Prize	\$ 300,000	Percent Sold	94.89%
Number of Top Prizes Remaining	1	Number of Weeks Out	20

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 1,486,649	Actual ticket production costs
Prize payout expense	\$ 39,327,810	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 40,814,459

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 57,642,354	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 57,642,354

Excess of Revenue over Expended \$ 16,827,895

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	\$	447,680
Next week	\$	598,100
Next week	\$	798,900
Avg Weekly Sales Current Game	\$	614,893
Avg Weekly Sales \$10; 6M Qty	\$	3,291,377
Percentage Of Variance In Sales		81%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2202	Printed Payout Percentage	70.15%
Game Name	Jumbo Bucks 300X	Actual Payout Percentage	68.23%
Percent Sold	94.89%	Number of Weeks Out	20
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			20

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 Products Department Staff to close the above game.

Lottery Operations Division Director Date

Controller Date

Executive Director Date

Not Required.
>85% Sold

Bowersock, Dale

From: Tirloni, Robert
Sent: Sunday, June 28, 2020 9:40 PM
To: Bowersock, Dale
Subject: FW: For Approval: July Pre-call Recommendations
Attachments: 2199_Master.pdf; 2202_Master.pdf; 2224_Master.pdf

I'm approving the Game Closing Analysis forms for the three games attached – 2199, 2202 and 2224.

Robert Tirloni
Products Manager | Texas Lottery Commission
Office: 512-344-5406

From: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Sent: Monday, June 22, 2020 4:57 PM
To: Tirloni, Robert <Robert.Tirloni@lottery.state.tx.us>
Subject: For Approval: July Pre-call Recommendations

Approved for Pre-Call on July 3, 2020.

From: Gough, Riley <Riley.Gough@IGT.com>
Sent: Monday, June 22, 2020 1:31 PM
To: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Cc: Tirloni, Robert <Robert.Tirloni@lottery.state.tx.us>; ProductsScratchTeam <ProductsScratchTeam@lottery.state.tx.us>
Subject: RE: July Pre-call Recommendations

**CAUTION: This email originated outside the Texas Lottery's email system.
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Hi Dale,

I do not have concerns with this list.

Thanks,
Riley

From: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Sent: Monday, June 22, 2020 11:05 AM
To: Gough, Riley <Riley.Gough@IGT.com>
Cc: Tirloni, Robert <robert.tirloni@lottery.state.tx.us>; ProductsScratchTeam

<ProductsScratchTeam@lottery.state.tx.us>

Subject: July Pre-call Recommendations

[THIS MESSAGE ORIGINATED FROM A NON-IGT EMAIL ADDRESS]

Riley,

The games listed here are the ones I am recommending for Pre-Call on July 3, 2020. Please note these are all mature games with over 85% sell-through.

\$1, #2206, *Tic Tac Toad*, 85.85% sold, last week's sales = \$196,242

\$5, #2199, *88 Fortunes*®, 94.07% sold, last week's sales = \$440,660

\$5, #2207, *James Bond 007*™, 96.86% sold, last week's sales = \$299,065

\$10, #2202, *Jumbo Bucks 300X*, 94.89% sold, last week's sales = \$447,680

\$10, #2224, *\$250,000 50X Cashword*, 98.70% sold, last week's sales = \$285,020

Game close dates:

- Pre-Call = 7/3/20
- Call = 8/2/20
- Close = 9/16/20
- EOY = 3/15/21

Please let me know if you have any concerns with pre-calling these games.

Thanks,

Dale

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Da Vinci Report

6/22/20

Week End Date:6/20/20

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														6/20/20	6/13/20	6/6/20	5/30/20
Mature	2177	\$5	18,315,600	BONUS BREAK THE BANK	11/18/19			31	52.34%	12,562	9,693	91,459	19	\$1,648,685.00	\$1,724,845.00	\$1,858,715.00	\$1,950,340.00
	2195	\$5	20,072,100	MONOPOLY 50X	1/6/20			24	72.79%	14,661	10,177	44,917	36	\$2,053,720.00	\$2,210,995.00	\$2,508,310.00	\$2,769,685.00
	2237	\$5	40,877,775	SUPER LOTERIA	12/16/19			27	51.42%	24,306	12,071	221,817	18	\$4,770,190.00	\$4,798,265.00	\$5,066,965.00	\$5,147,335.00
	2192	\$5	7,218,150	TRIPLE DOUBLE 777 RED HOT	2/17/20			18	85.19%	6,762	5,257	1,153	287	\$905,305.00	\$984,585.00	\$1,130,140.00	\$1,331,720.00
	2056	\$10	28,522,850	\$200 MILLION CASH EXPLOSION	9/4/18			94	80.41%	15,099	5,981	86,954	357	\$2,782,140.00	\$2,993,310.00	\$3,182,050.00	\$3,578,040.00
	2167	\$10	26,558,050	MEGA LOTERIA	9/16/19			40	87.45%	26,433	10,037	23,516	30	\$6,480,270.00	\$6,627,410.00	\$7,040,000.00	\$7,317,510.00
	2196	\$10	13,192,900	MONOPOLY 100X	1/6/20			24	75.65%	18,187	9,130	33,729	11	\$2,799,800.00	\$3,088,090.00	\$3,513,690.00	\$4,058,030.00
	1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			162	54.14%	13,045	6,203	613,598	60	\$2,808,540.00	\$2,869,840.00	\$2,943,040.00	\$3,325,880.00
	2245	\$20	12,034,525	MILLION DOLLAR LOTERIA	3/2/20			16	33.36%	27,166	9,006	278,543	25	\$6,211,260.00	\$6,205,880.00	\$6,469,800.00	\$7,016,620.00
	2197	\$20	8,934,650	MONOPOLY 200X	1/6/20			24	55.02%	18,388	8,689	130,347	26	\$2,961,440.00	\$3,170,060.00	\$3,557,740.00	\$4,050,480.00
	2145	\$20	7,217,400	MULTIPLIER SPECTACULAR	2/3/20			20	53.43%	16,061	6,631	108,987	10	\$2,579,740.00	\$2,291,580.00	\$2,557,980.00	\$3,607,180.00
	2209	\$30	12,028,825	\$250 MILLION CASH PARTY	3/16/20			14	18.22%	17,653	8,405	364,506	17	\$4,376,700.00	\$4,457,640.00	\$4,667,880.00	\$5,068,440.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			118	35.24%	7,113	3,266	869,083	29	\$2,088,150.00	\$1,989,210.00	\$2,031,090.00	\$2,078,700.00
	2190	\$50	5,506,820	PREMIER PLAY	12/2/19			29	62.91%	10,339	4,814	84,216	37	\$4,969,450.00	\$5,071,950.00	\$5,054,450.00	\$5,190,350.00
Sold/Closing	2200	\$1	9,245,700	QUICK 7S	2/3/20	7/5/20	8/19/20	20	92.55%	1,801	1,045	5	913	\$68,331.00	\$74,763.00	\$93,161.00	\$105,900.00
	2198	\$2	7,218,250	HEARTS	1/20/20	7/5/20	8/19/20	22	91.03%	1,877	1,373	316	669	\$123,346.00	\$126,802.00	\$162,002.00	\$193,864.00
	2115	\$2	7,216,500	WILD CASH	12/16/19	6/7/20	7/22/20	27	94.09%	445	325	1	1,478	\$24,716.00	\$52,812.00	\$71,876.00	\$75,576.00
	1828	\$3	41,527,800	TEXAS LOTERIA	9/17/18	6/15/20	7/30/20	92	99.23%	1,011	567	9	879	\$78,855.00	\$95,694.00	\$117,825.00	\$150,054.00
	2201	\$5	6,234,900	\$50,000 POKER	2/3/20	7/5/20	8/19/20	20	97.54%	521	578	18	512	\$111,005.00	\$154,070.00	\$222,850.00	\$323,445.00
	2199	\$5	7,131,225	88 FORTUNES	1/20/20			22	94.07%	2,540	2,018	546	75	\$440,660.00	\$568,945.00	\$676,890.00	\$811,255.00
	2180	\$5	10,212,525	BONUS 7	10/21/19	6/2/20	7/17/20	35	99.31%	70	39	1	473	\$10,100.00	\$21,545.00	\$49,700.00	\$64,085.00
	2001	\$5	8,394,075	DEUCES WILD	12/2/19	6/7/20	7/22/20	29	75.33%	909	873	20,118	3,909	\$166,250.00	\$235,740.00	\$329,350.00	\$377,240.00
	2207	\$5	7,098,225	JAMES BOND 007	3/2/20			16	96.86%	1,210	1,349	22	83	\$299,065.00	\$464,555.00	\$719,960.00	\$1,168,775.00
	2211	\$5	7,341,450	PINK DIAMOND 7S	3/16/20			14	91.94%	3,273	3,648	393	114	\$941,745.00	\$1,339,595.00	\$1,789,190.00	\$2,194,385.00
	2186	\$5	7,113,225	POWER 5S	11/18/19	6/7/20	7/22/20	31	95.90%	280	363	1,652	799	\$95,425.00	\$152,450.00	\$216,850.00	\$303,375.00
	2082	\$5	22,519,650	SUPER CROSSWORD	11/26/18	7/5/20	8/19/20	82	98.73%	1,083	1,033	262	257	\$233,095.00	\$278,525.00	\$371,610.00	\$469,975.00
	2074	\$5	40,124,625	SUPER LOTERIA	1/21/19	7/5/20	8/19/20	74	99.70%	327	134	19	310	\$29,560.00	\$46,875.00	\$55,995.00	\$84,925.00
	2224	\$10	12,075,500	\$250,000 50X CASHWORD	11/4/19			33	98.70%	1,587	612	135	315	\$285,020.00	\$387,890.00	\$580,200.00	\$890,140.00
	2208	\$10	7,142,200	\$50 OR \$100!	3/2/20			16	94.97%	3,822	2,536	45	214	\$1,321,560.00	\$2,019,320.00	\$3,073,840.00	\$4,574,760.00
	2073	\$10	6,117,950	777	12/16/19	6/5/20	7/20/20	27	99.30%	96	43	1	392	\$17,290.00	\$21,950.00	\$58,450.00	\$87,300.00
	2187	\$10	7,259,850	DIAMOND DOLLARS	11/18/19	6/3/20	7/18/20	31	99.37%	118	65	2	240	\$23,310.00	\$48,470.00	\$102,530.00	\$159,500.00
	2202	\$10	6,074,650	JUMBO BUCKS 300X	2/3/20			20	94.89%	3,454	1,655	14	559	\$447,680.00	\$598,100.00	\$798,900.00	\$1,135,030.00

Liability for 2202 / for Life to DateProduct Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 11/22/2019 - 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	62759	\$627,590.00	605343	\$6,053,430.00	90.61%	5504020
2	2	N/A	\$20.00	15974	\$319,480.00	166261	\$3,325,220.00	91.23%	5542170
3	3	N/A	\$20.00	9876	\$197,520.00	142072	\$2,841,440.00	93.50%	5679822
4	0	N/A	\$30.00	6515	\$195,450.00	69502	\$2,085,060.00	91.43%	5554025
5	0	N/A	\$30.00	6239	\$187,170.00	95037	\$2,851,110.00	93.84%	5700427
6	0	N/A	\$30.00	7240	\$217,200.00	119305	\$3,579,150.00	94.28%	5727101
7	0	N/A	\$50.00	1289	\$64,450.00	13876	\$693,800.00	91.50%	5558314
8	0	N/A	\$50.00	3009	\$150,450.00	52580	\$2,629,000.00	94.59%	5745832
9	0	N/A	\$50.00	2705	\$135,250.00	47949	\$2,397,450.00	94.66%	5750254
10	0	N/A	\$50.00	3223	\$161,150.00	57629	\$2,881,450.00	94.70%	5752908
11	0	N/A	\$100.00	220	\$22,000.00	2308	\$230,800.00	91.30%	5546001
12	0	N/A	\$100.00	171	\$17,100.00	2359	\$235,900.00	93.24%	5664070
13	0	N/A	\$100.00	727	\$72,700.00	11899	\$1,189,900.00	94.24%	5724874
14	0	N/A	\$100.00	777	\$77,700.00	11900	\$1,190,000.00	93.87%	5702321
15	0	N/A	\$100.00	750	\$75,000.00	11946	\$1,194,600.00	94.09%	5715797
16	0	N/A	\$100.00	735	\$73,500.00	11936	\$1,193,600.00	94.20%	5722280
17	0	N/A	\$100.00	271	\$27,100.00	4734	\$473,400.00	94.59%	5745732
18	0	N/A	\$200.00	74	\$14,800.00	945	\$189,000.00	92.74%	5633507
19	0	N/A	\$200.00	61	\$12,200.00	968	\$193,600.00	94.07%	5714539
20	0	N/A	\$200.00	148	\$29,600.00	2384	\$476,800.00	94.15%	5719575
21	0	N/A	\$200.00	118	\$23,600.00	1942	\$388,400.00	94.27%	5726684
22	0	N/A	\$200.00	139	\$27,800.00	2411	\$482,200.00	94.55%	5743522
23	0	N/A	\$200.00	64	\$12,800.00	952	\$190,400.00	93.70%	5691994
24	0	N/A	\$200.00	97	\$19,400.00	1938	\$387,600.00	95.23%	5785096
25	0	N/A	\$500.00	20	\$10,000.00	238	\$119,000.00	92.25%	5603746
26	0	N/A	\$500.00	18	\$9,000.00	292	\$146,000.00	94.19%	5721928
27	0	N/A	\$500.00	23	\$11,500.00	330	\$165,000.00	93.48%	5678851
28	0	N/A	\$500.00	27	\$13,500.00	436	\$218,000.00	94.17%	5720404
29	0	N/A	\$500.00	26	\$13,000.00	387	\$193,500.00	93.70%	5692226
30	0	N/A	\$2,000.00	13	\$26,000.00	39	\$78,000.00	75.00%	4555987
31	0	N/A	\$2,000.00	12	\$24,000.00	39	\$78,000.00	76.47%	4645320
32	0	N/A	\$2,000.00	18	\$36,000.00	33	\$66,000.00	64.71%	3930655
33	0	N/A	\$2,000.00	19	\$38,000.00	33	\$66,000.00	63.46%	3855066
34	0	N/A	\$5,000.00	1	\$5,000.00	1	\$5,000.00	50.00%	3037325
35	0	N/A	\$5,000.00	2	\$10,000.00	3	\$15,000.00	60.00%	3644790
36	0	N/A	\$5,000.00	0	\$0.00	3	\$15,000.00	100.00%	6074650
37	0	N/A	\$30,000.00	0	\$0.00	2	\$60,000.00	100.00%	6074651
38	0	N/A	\$30,000.00	0	\$0.00	2	\$60,000.00	100.00%	6074651
39	0	N/A	\$30,000.00	1	\$30,000.00	1	\$30,000.00	50.00%	3037325
40	0	N/A	\$30,000.00	0	\$0.00	2	\$60,000.00	100.00%	6074651
41	0	N/A			\$300,000.00	2	\$600,000.00	66.67%	4049766
Totals:				123362	\$3,287,010.00	1,440,019			



INTEROFFICE MEMO

Gary Grief, Executive Director Michael P. Farrell, Charitable

Payment Approval

November 22, 2019

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

Vendor Name: Scientific Games, Inc
Invoice Number: TX11212019A
Tx Game name: Game #2202 Jumbo Bucks 300X
PO #: 362-20-9019RL003

Shipment	Quantity	Price	Total
1	1210.55	\$244.73	\$296,257.90
2	1213.20	\$244.73	\$296,906.44
3	1212.60	\$244.73	\$296,759.60
4	1210.90	\$244.73	\$296,343.56
5	1227.40	\$244.73	\$300,381.60

Total Amount

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

11/22/19

Date

Robert Tirloni (Products Manager)

Please forward to the next person for approval

11/25/19

Date

Ryan Mindell (Lottery Operations Division Director)

11-26-19

Date

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

December 2, 2019



2019 NOV 21 PM 4: 54

OFFICE OF THE
COMPTROLLER

Invoice: TX 11212019A
"TX 2202 - JUMBO BUCKS™ 300X
November 21, 2019

Supplier : Scientific Games International
1500 Bluegrass Lakes Parkway
Alpharetta, Georgia 30004 USA

Customer : TEXAS LOTTERY
Attn: Accounts Payable
P.O. BOX 16630
AUSTIN, TX 78761-6630
United States

<u>Game</u>	<u>Shipment</u>	<u>Description</u>	<u>Quantity</u>	<u>Price Per</u>	<u>Total Amount</u>	<u>SG Invoice #</u>
TX-2202	1	JUMBO BUCKS 300X Additional Charges	1,210,550	244.73	\$296,257.90	103881
TX-2202	2	JUMBO BUCKS 300X	1,213,200	244.73	\$296,906.44	103882
TX-2202	3	JUMBO BUCKS 300X	1,212,600	244.73	\$296,759.60	103883
TX-2202	4	JUMBO BUCKS 300X	1,210,900	244.73	\$296,343.56	103884
TX-2202	5	JUMBO BUCKS 300X	1,227,400	244.73	\$300,381.60	103885
Total Due					\$1,486,649.09	

Due Date: December 21, 2019

Wire Transfer Instructions:

Bank: Bank of America
Swift: BOFAUS3N
Acct Name: Scientific Games International, Inc.-Operating
Acct #: 501017395032
Wire Routing #: 026009593

There will be no more than fifteen (15) winners per pack for this game.

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 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		\$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