

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

7/27/2020

Game #	2208	Confirmed Packs	1,134
Game Name	\$50 or \$100!	Active Packs	526
Quantity Printed	7,142,200	Warehouse Packs	29
Price Point	\$10	Returned Packs	455
Start Date	3/2/2020	Printed Payout Percentage	70.00%
Top Prize	\$ 100	Percent Sold	98.27%
Number of Top Prizes Remaining	4838	Number of Weeks Out	21

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 372,352	Actual ticket production costs
Prize payout expense	\$ 48,318,400	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 48,690,752

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 70,186,399	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 70,186,399

Excess of Revenue over Expended \$ 21,495,647

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	\$	198,680
Next week	\$	289,670
Next week	\$	418,340
Avg Weekly Sales Current Game	\$	302,230
Avg Weekly Sales \$10; 7M Qty*	\$	2,488,242
Percentage Of Variance In Sales		88%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2208	Printed Payout Percentage	70.00%
Game Name	\$50 or \$100!	Actual Payout Percentage	68.84%
Percent Sold	98.27%	Number of Weeks Out	21
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 for comparison

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
Over 85% Sold**

Bowersock, Dale

From: Tirloni, Robert
Sent: Tuesday, July 28, 2020 6:10 PM
To: Bowersock, Dale
Subject: FW: August Pre-call Game Recommendation
Attachments: 2127 4-Way Ca\$h.pdf; 2204 Sizzling Hot 7s.pdf; 2213 Money Multiplier.pdf; 2211 Pink Diamond 7s.pdf; 2208 \$50 or \$100!.pdf; 2173 Hit \$1,000,000.pdf

All game closing analysis reports attached are approved, 7/28/2020. –RT

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

From: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Sent: Monday, July 27, 2020 3:39 PM
To: Tirloni, Robert <Robert.Tirloni@lottery.state.tx.us>
Subject: FW: August Pre-call Game Recommendation

Approved.

Games:
2127 4-Way Ca\$h
2204 Sizzling Hot 7s
2213 Money Multiplier
2211 Pink Diamond
2208 \$50 or \$100!
2173 Hit \$1,000,000

From: Gough, Riley <Riley.Gough@IGT.com>
Sent: Monday, July 27, 2020 2:48 PM
To: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Cc: ProductsScratchTeam <ProductsScratchTeam@lottery.state.tx.us>; Tirloni, Robert <Robert.Tirloni@lottery.state.tx.us>
Subject: RE: August Pre-call Game Recommendation

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Hi Dale,

I do not have issues with the below list.

Thanks,
Riley

From: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Sent: Monday, July 27, 2020 8:28 AM
To: Gough, Riley <Riley.Gough@IGT.com>
Cc: ProductsScratchTeam <ProductsScratchTeam@lottery.state.tx.us>; Tirloni, Robert <robert.tirloni@lottery.state.tx.us>
Subject: August Pre-call Game Recommendation

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

Riley,
Below is the list of games I recommend pre-calling next Friday (8/7/20).

Dates:

Pre-call – 8/7/20
Call – 9/6/20
Close – 10/21/20
EOV – 4/19/21

\$2 - #2127 4-Way Cash, 88.47% sold, last week's sales = \$140,846
\$2 - #2204 Sizzling Hot 7s, 90.97% sold, last week's sales = \$181,830
\$5 - #2213 Money Multiplier, 96.62% sold, last week's sales = \$236,990
\$5 - #2211 Pink Diamond 7s, 97.24% sold, last week's sales = \$170,810
\$10 - #2208 \$50 or \$100!, 98.27% sold, last week's sales = \$198,680
\$30 - #2173 Hit \$1,000,000, 97.80% sold, last week's sales = \$604,680

Let me know if you have any concerns.

Thanks,
Dale

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Play the Games of Texas!

Da Vinci Report

7/27/20

Week End Date:7/25/20

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														7/25/20	7/18/20	7/11/20	7/4/20
Mature	2164	\$5	22,076,025	\$100,000 VIP CASHWORD	3/16/20			19	41.78%	16,408	8,964	142,784	26	\$2,167,890.00	\$2,201,825.00	\$2,271,305.00	\$2,470,650.00
	2241	\$5	15,358,575	BINGO TIMES 20	2/17/20			23	51.02%	13,627	9,200	75,190	32	\$1,503,715.00	\$1,554,520.00	\$1,568,865.00	\$1,706,435.00
	2177	\$5	18,315,600	BONUS BREAK THE BANK	11/18/19			36	60.91%	13,531	9,237	70,346	39	\$1,428,930.00	\$1,530,300.00	\$1,518,090.00	\$1,733,135.00
	2195	\$5	20,072,100	MONOPOLY 50X	1/6/20			29	82.34%	14,684	9,158	20,725	55	\$1,690,915.00	\$1,825,995.00	\$1,849,525.00	\$2,109,595.00
	2221	\$5	7,148,925	SPACE INVADERS \$50,000 CASH IN	4/20/20			14	75.87%	11,933	6,826	3,126	188	\$842,530.00	\$967,130.00	\$1,095,635.00	\$1,327,785.00
	2237	\$5	40,877,775	SUPER LOTERIA	12/16/19			32	62.73%	25,208	12,216	159,200	37	\$4,476,605.00	\$4,432,120.00	\$4,576,355.00	\$4,868,685.00
	2056	\$10	28,522,850	\$200 MILLION CASH EXPLOSION	9/4/18			99	85.19%	14,949	6,278	59,310	71	\$2,741,270.00	\$2,701,000.00	\$2,694,650.00	\$2,826,810.00
	2196	\$10	13,192,900	MONOPOLY 100X	1/6/20			29	85.61%	16,417	8,860	9,451	37	\$2,534,800.00	\$2,581,170.00	\$2,583,380.00	\$2,747,010.00
	1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			167	56.24%	13,664	6,766	582,400	36	\$3,030,120.00	\$2,929,500.00	\$2,886,840.00	\$2,954,080.00
	2245	\$20	12,034,525	MILLION DOLLAR LOTERIA	3/2/20			21	46.52%	28,777	9,666	211,279	71	\$6,464,000.00	\$6,283,400.00	\$6,176,820.00	\$6,427,220.00
	2197	\$20	8,934,650	MONOPOLY 200X	1/6/20			29	63.30%	17,345	8,793	101,279	54	\$2,892,760.00	\$2,888,380.00	\$2,937,780.00	\$3,066,440.00
	2145	\$20	7,217,400	MULTIPLIER SPECTACULAR	2/3/20			25	63.24%	18,725	7,762	75,458	49	\$3,061,800.00	\$2,882,120.00	\$2,716,000.00	\$2,781,200.00
	2209	\$30	12,028,825	\$250 MILLION CASH PARTY	3/16/20			19	24.22%	16,132	8,476	336,583	56	\$4,236,600.00	\$4,356,930.00	\$4,262,970.00	\$4,416,150.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			123	36.77%	12,379	5,974	839,492	39	\$3,626,010.00	\$3,447,720.00	\$3,191,730.00	\$2,952,150.00
	2227	\$50	5,138,000	\$1,000,000 GOLDEN RICHES	4/6/20			16	46.71%	19,078	9,136	103,953	45	\$7,992,400.00	\$7,537,550.00	\$7,473,450.00	\$7,782,350.00
	2190	\$50	5,506,820	PREMIER PLAY	12/2/19			34	72.41%	11,391	5,163	56,465	59	\$5,224,950.00	\$4,913,950.00	\$4,984,250.00	\$5,962,700.00
Sold/Closing	2200	\$1	9,245,700	QUICK 7S	2/3/20	7/5/20	8/19/20	25	94.09%	382	201	0	2,064	\$6,558.00	\$12,593.00	\$24,258.00	\$45,505.00
	2206	\$1	9,299,550	TIC TAC TOAD	3/2/20	8/2/20	9/16/20	21	91.33%	1,809	1,263	124	1,112	\$59,988.00	\$74,714.00	\$83,404.00	\$125,756.00
	2198	\$2	7,218,250	HEARTS	1/20/20	7/5/20	8/19/20	27	93.17%	334	202	313	1,926	\$12,178.00	\$30,232.00	\$67,282.00	\$87,236.00
	2204	\$2	7,199,000	SIZZLING HOT 7S	3/16/20			19	90.97%	2,491	1,763	57	528	\$181,830.00	\$213,166.00	\$256,196.00	\$335,428.00
	1828	\$3	41,527,800	TEXAS LOTERIA	9/17/18	6/15/20	7/30/20	97	99.29%	82	10	2	2,216	-\$681.00	\$5,646.00	\$7,986.00	\$24,735.00
	2201	\$5	6,234,900	\$50,000 POKER	2/3/20	7/5/20	8/19/20	25	98.26%	70	56	7	882	\$6,315.00	\$20,175.00	\$40,435.00	\$65,995.00
	2199	\$5	7,131,225	88 FORTUNES	1/20/20	7/13/20	8/27/20	27	97.27%	463	307	380	305	\$73,680.00	\$168,620.00	\$226,895.00	\$291,525.00
	2207	\$5	7,098,225	JAMES BOND 007	3/2/20	8/2/20	9/16/20	21	98.68%	353	313	19	237	\$62,195.00	\$95,290.00	\$108,010.00	\$170,850.00
	2213	\$5	7,045,350	MONEY MULTIPLIER	4/6/20			16	96.62%	1,301	1,119	347	165	\$236,990.00	\$330,875.00	\$464,410.00	\$745,820.00
	2211	\$5	7,341,450	PINK DIAMOND 7S	3/16/20			19	97.24%	1,029	885	341	193	\$170,810.00	\$255,900.00	\$331,830.00	\$507,290.00
	2082	\$5	22,519,650	SUPER CROSSWORD	11/26/18	7/5/20	8/19/20	87	99.13%	159	107	254	887	\$30,665.00	\$51,860.00	\$84,735.00	\$134,355.00
	2074	\$5	40,124,625	SUPER LOTERIA	1/21/19	7/5/20	8/19/20	79	99.74%	60	11	18	518	\$6,965.00	\$8,960.00	\$11,345.00	\$20,520.00
	2192	\$5	7,218,150	TRIPLE DOUBLE 777 RED HOT	2/17/20	7/15/20	8/29/20	23	93.12%	1,769	1,273	337	613	\$269,730.00	\$439,060.00	\$539,300.00	\$766,690.00
	2224	\$10	12,075,500	\$250,000 50X CASHWORD	11/4/19	7/15/20	8/29/20	38	99.14%	401	129	88	517	\$39,140.00	\$70,990.00	\$92,010.00	\$138,000.00
	2208	\$10	7,142,200	\$50 OR \$100!	3/2/20			21	98.27%	1,134	526	29	455	\$198,680.00	\$289,670.00	\$418,340.00	\$598,690.00
	2202	\$10	6,074,650	JUMBO BUCKS 300X	2/3/20	8/2/20	9/16/20	25	96.96%	1,379	619	11	908	\$176,640.00	\$195,250.00	\$225,990.00	\$291,230.00

Liability for 2208 / for Life to DateProduct Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 02/06/2020 - 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	\$50.00	23864	\$1,193,200.00	690458	\$34,522,900.00	96.66%	6903594
2	2	N/A	\$100.00	902	\$90,200.00	34852	\$3,485,200.00	97.48%	6962016
3	3	N/A	\$100.00	3936	\$393,600.00	103103	\$10,310,300.00	96.32%	6879569
Totals:				28702	\$1,677,000.00	828,413	\$48,318,400.00		

END OF PRODUCTION PRIZE STRUCTURE
January 29, 2020 - (POOLS # 1 –66 COMPLETE)

Prize Structure
TEXAS LOTTERY
GAME NO.2208 "\$50 OR \$100!"
August 22, 2019 - VERSION A

Order Quantity:		7,142,200	Pack Size:	50	Pool Size:	120,000	Winners:	857,115	Total Payout
Price Point:		\$10.00	Packs/Game:	142,844	Number of Pools:	59.52	Non-winners:	6,285,085	Prize Fund: \$49,995,400.00
Revenue:		\$71,422,000.00	Packs/Pool:	2,400			Overall Odds:	8.33284	Payout: 70.00%

ORIGINAL ORDER

SHIPMENT # 1-3
COMPLETE
POOLS # 1-66
7142200
714322
35754
107039

Kind	Wins	Tier	Get	Win	Value	Odds (1 in)	Winners			Total Prize Cost	% Prize Fund
		Level					Pack	Pool	Total		
Mid Tiers											
01	1	G	\$50	\$50	\$50.00	9.9986	5.00	12,000.00	714,322	\$35,716,100.00	71.44%
02	2	G	\$50 x 2	\$100	\$100.00	199.7595	0.25	600.00	35,754	\$3,575,400.00	7.15%
03	1	G	\$100	\$100	\$100.00	66.7252	0.75	1,800.00	107,039	\$10,703,900.00	21.41%
Total (\$100.00):						50.0179	1.00	2,400.00	142,793	\$14,279,300.00	28.56%
Total :						8.3328	6.00	14,400.00	857,115	\$49,995,400.00	100.00%

There will be no more than seven (7) winners in a pack.

G-TIER - \$50 & \$100 prizes are GLEPS and programmed as low-tier prizes.



INTEROFFICE MEMO

Gary Grief, Executive Director Tom Hanson, Acting Charitable

Payment Approval

February 21, 2020

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

Vendor Name: Scientific Games, Inc
Invoice Number: TX 02012020
Tx Game name: Game #2208 \$50 or \$100
PO #: 362-20-9019RL004

7,142,200 +
1,000 +
7,142,200 +
7,142,200 +
49,36 +
352,936 + 20
352,936 + 20 +
1,000 + 5000 +
226,8100 +
372,452 + 1720 +
- 100,00
372,352.1720
0.0000

Total
\$372,452.17

less sanction letter dated 9/12/2019 (\$100.00)

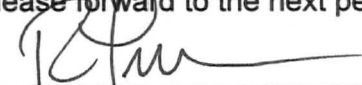
Total Amount \$372,352.17

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

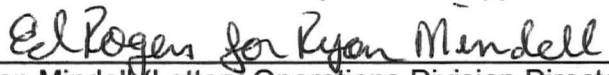

Dale Bowersock (Scratch Ticket Strategy Coordinator)
Please forward to the next person for approval



2/24/2020
Date


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

2/27/2020
Date


Ryan Mindell (Lottery Operations Division Director)

3.2.2020
Date

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

March 2, 2020



RECEIVED
2020 FEB 21 PM 1:36

OFFICE OF THE
COMPTROLLER

Invoice: TX 02012020
"TX 2208 - \$50 OR \$100™"
February 12, 2020

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-2208	1	\$50 OR \$100 Additional Charges	2,392,900	49.36	\$118,113.54 \$19,913.18	1037036
TX-2208	2	\$50 OR \$100	2,393,700	49.36	\$118,153.03	1037061
TX-2208	3	\$50 OR \$100	2,355,600	49.36	\$116,272.42	1037062
				Total Due	\$372,452.17	

*Please include the SG invoice numbers with your remittance

Due Date: March 12, 2020

Wire Transfer Instructions:

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

Scientific Games International
1500 Bluegrass Lakes Parkway Alpharetta, GA 30004 (770) 664-3700 Fax: (678) 297-5120
www.scientificgames.com

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