

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

12/18/2023

Game #	2210	Confirmed Packs	5,000
Game Name	\$100 Frenzy	Active Packs	3,388
Quantity Printed	7,139,375	Warehouse Packs	5,164
Price Point	\$2	Returned Packs	1,411
Start Date	7/31/2023	Printed Payout Percentage	65.04%
Top Prize	\$ 30,000	Percent Sold	69.84%
Number of Top Prizes Remaining	2	Number of Weeks Out	20

Current Game Sales Analysis**TANGIBLE COSTS****Expenditure Impact:**

Cost to print tickets	\$ 133,863	Actual ticket production costs
Prize payout expense	\$ 6,114,905	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 6,248,768

TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 9,972,279	Based on # of tkts printed, times % sold from DaVinci report, times the price point
-----------------	--------------	---

Total Estimated Benefits \$ 9,972,279

Excess of Revenue over Expended **\$ 3,723,511**

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	\$	197,736
Next week	\$	217,116
Next week	\$	253,108
Avg Weekly Sales Current Game	\$	222,653
Avg Weekly Sales \$2; 5M - 9.99M Qty	\$	836,861
Percentage Of Variance In Sales		73%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2210	Printed Payout Percentage	65.04%
Game Name	\$100 Frenzy	Actual Payout Percentage	61.32%
Percent Sold	69.84%	Number of Weeks Out	20
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			18

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):

Walt Bowersock

12/18/2023

Scratch Ticket Strategy Coordinator Date

Will Russ

12/18/2023

Products Manager Date

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

Robert Lee

12/20/2023

Lottery Operations Division Director Date

John *Agar*

12/21/2023

Controller Date

Roy Mitchell

12/22/2023

Deputy Executive Director Date

Gary Brief

12/23/2023

Executive Director Date



Da Vinci Report **12/18/23**

Week End Date:12/16/23

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														12/16/23	12/9/23	12/2/23	11/25/23
Mature	2210	\$2	7,139,375	\$100 FRENZY	7/31/23			20	69.84%	5,000	3,388	5,164	1,411	\$197,736.00	\$217,116.00	\$253,108.00	\$248,536.00
	2414	\$2	9,192,375	10X THE MONEY	6/19/23			26	86.49%	3,658	1,611	1,687	1,843	\$123,206.00	\$140,096.00	\$181,290.00	\$184,934.00
	2503	\$2	22,221,750	BREAK THE BANK	3/20/23			39	77.56%	6,093	3,890	16,749	68	\$383,932.00	\$498,288.00	\$526,368.00	\$477,634.00
	2427	\$2	30,059,250	CLASSIC BINGO!	2/20/23			43	61.97%	10,174	7,341	71,621	142	\$630,858.00	\$633,744.00	\$691,228.00	\$645,218.00
	2321	\$3	47,974,000	\$50,000 BONUS CASHWORD	4/11/22			88	77.74%	9,640	7,052	66,119	47	\$1,102,848.00	\$1,156,773.00	\$1,153,362.00	\$1,083,981.00
	2462	\$3	24,476,125	30X CASH BLITZ CROSSWORD	1/2/23			50	70.41%	5,125	3,747	47,013	93	\$472,716.00	\$504,165.00	\$541,185.00	\$526,959.00
	2431	\$3	32,785,800	SPECIAL EDITION LOTERIA	10/17/22			61	78.82%	14,568	7,993	67,194	50	\$709,995.00	\$724,185.00	\$737,907.00	\$672,249.00
	2520	\$5	12,210,000	\$200,000 WINNINGS	9/5/23			15	41.01%	14,592	8,836	69,052	855	\$1,168,655.00	\$1,233,800.00	\$1,315,230.00	\$1,262,015.00
	2463	\$5	28,138,800	50X CASH BLITZ	1/2/23			50	53.88%	4,540	2,875	162,235	1,108	\$452,270.00	\$458,705.00	\$472,795.00	\$495,160.00
	2500	\$5	9,854,475	COWBOYS	8/14/23			18	40.25%	6,914	3,744	63,903	2,169	\$465,195.00	\$480,155.00	\$598,000.00	\$633,685.00
	2484	\$5	14,305,575	EMERALD 7S	5/1/23			33	67.14%	5,399	4,048	50,567	319	\$504,335.00	\$510,510.00	\$584,435.00	\$578,900.00
	2501	\$5	5,505,750	HOUSTON TEXANS	8/14/23			18	41.20%	3,153	1,824	33,169	3,454	\$199,115.00	\$238,375.00	\$310,850.00	\$311,990.00
	2432	\$5	59,010,300	SPECIAL EDITION SUPER LOTERIA	12/5/22			54	87.79%	31,810	15,029	42,272	35	\$4,583,025.00	\$4,607,150.00	\$4,756,725.00	\$4,623,860.00
	2505	\$5	32,640,150	SUPER CASHWORD	6/5/23			28	32.10%	17,892	9,591	264,983	33	\$1,751,960.00	\$1,796,520.00	\$1,861,985.00	\$1,755,620.00
	2506	\$10	24,386,600	\$250,000 50X CASHWORD	6/19/23			26	37.14%	28,469	9,346	264,626	44	\$3,394,960.00	\$3,422,460.00	\$3,455,540.00	\$3,346,250.00
	2489	\$10	8,200,800	\$50,000,000 BLOWOUT!	6/5/23			28	66.75%	8,469	3,388	39,198	1,369	\$535,220.00	\$589,760.00	\$679,470.00	\$622,680.00
	2521	\$10	10,146,750	\$500,000 WINNINGS	9/5/23			15	32.51%	19,765	7,867	106,567	80	\$1,608,230.00	\$1,640,450.00	\$1,780,280.00	\$1,636,440.00
	2464	\$10	23,085,050	100X CASH BLITZ	1/2/23			50	49.07%	9,102	3,783	217,672	1,567	\$800,700.00	\$854,430.00	\$933,780.00	\$868,740.00
	2413	\$10	28,619,300	CASH BLOWOUT	3/6/23			41	36.11%	13,297	5,700	343,816	139	\$1,205,530.00	\$1,226,050.00	\$1,234,360.00	\$1,190,250.00
	2510	\$10	50,141,200	MEGA LOTERIA	2/6/23			45	71.15%	53,591	14,233	213,110	41	\$8,122,870.00	\$8,042,410.00	\$8,269,120.00	\$8,127,190.00
	2485	\$10	11,250,850	RUBY 7S	5/1/23			33	61.27%	10,227	5,593	68,401	136	\$888,860.00	\$868,450.00	\$929,370.00	\$904,590.00
	2522	\$20	9,178,700	\$1,000,000 WINNINGS	9/5/23			15	22.97%	23,894	7,414	248,301	117	\$1,801,340.00	\$1,882,840.00	\$2,202,220.00	\$2,056,480.00
	2418	\$20	8,171,725	200X THE CASH	7/3/23			24	52.98%	21,845	5,526	121,873	171	\$1,778,720.00	\$1,780,100.00	\$2,173,260.00	\$2,218,020.00
	2367	\$20	16,392,750	CASH SPECTACULAR	11/15/21			109	68.30%	10,521	3,701	191,209	95	\$951,200.00	\$904,180.00	\$964,000.00	\$876,180.00
	2486	\$20	6,555,250	DIAMOND 7S	5/1/23			33	64.89%	14,995	5,193	68,628	130	\$1,050,080.00	\$1,073,820.00	\$1,251,300.00	\$1,129,320.00
	2475	\$20	9,008,050	JACKPOT MILLIONS	3/20/23			39	48.93%	11,664	2,747	164,825	1,897	\$571,700.00	\$591,480.00	\$738,500.00	\$694,960.00
	2511	\$20	25,214,400	MILLION DOLLAR LOTERIA	6/5/23			28	43.71%	55,751	12,235	491,700	32	\$8,240,840.00	\$8,121,560.00	\$8,508,620.00	\$8,053,280.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			300	83.09%	8,590	4,108	214,240	36	\$1,604,190.00	\$1,550,370.00	\$1,636,200.00	\$1,499,250.00
	2517	\$30	9,225,150	MILLIONAIRE MAKER	8/14/23			18	23.09%	18,261	7,483	255,443	110	\$2,775,180.00	\$2,651,100.00	\$2,897,430.00	\$2,693,580.00
	2387	\$30	9,009,725	PREMIER CASH	4/4/22			89	82.09%	7,887	3,196	51,557	54	\$804,240.00	\$834,300.00	\$936,660.00	\$811,410.00
	2468	\$30	8,544,000	VIP CLUB	2/20/23			43	51.56%	11,618	4,801	147,066	90	\$1,322,040.00	\$1,421,430.00	\$1,532,880.00	\$1,446,660.00
	2423	\$50	6,608,840	\$1,000,000 DIAMOND RICHES	8/1/22			72	75.34%	11,440	3,738	63,751	88	\$1,543,150.00	\$1,584,300.00	\$1,762,800.00	\$1,605,600.00
	2455	\$50	10,237,540	\$5,000,000 ULTIMATE	1/16/23			48	44.95%	19,098	5,043	254,763	64	\$3,397,050.00	\$3,410,750.00	\$3,580,150.00	\$3,300,550.00

Liability for 2210 / for Life to Date

Product Status:
Active

SmartCash Enabled:
N/A

Validation Range: 01/15/2020 - 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	\$2.00	256325	\$512,650.00	429060	\$858,120.00	62.60%	4469342
2	2	N/A	\$4.00	39530	\$158,120.00	74588	\$298,352.00	65.36%	4666325
3	3	N/A	\$4.00	121955	\$487,820.00	220662	\$882,648.00	64.40%	4598104
4	4	N/A	\$5.00	60072	\$300,360.00	111221	\$556,105.00	64.93%	4635615
5	5	N/A	\$10.00	9720	\$97,200.00	18844	\$188,440.00	65.97%	4709927
6	6	N/A	\$10.00	9605	\$96,050.00	19019	\$190,190.00	66.44%	4743703
7	7	N/A	\$10.00	18700	\$187,000.00	38441	\$384,410.00	67.27%	4802938
8	8	N/A	\$20.00	4626	\$92,520.00	9600	\$192,000.00	67.48%	4817798
9	9	N/A	\$20.00	4737	\$94,740.00	9528	\$190,560.00	66.79%	4768592
10	10	N/A	\$20.00	9290	\$185,800.00	19334	\$386,680.00	67.54%	4822270
11	0	N/A	\$50.00	278	\$13,900.00	594	\$29,700.00	68.12%	4863289
12	0	N/A	\$50.00	601	\$30,050.00	1324	\$66,200.00	68.78%	4910406
13	0	N/A	\$50.00	608	\$30,400.00	1290	\$64,500.00	67.97%	4852367
14	0	N/A	\$100.00	4339	\$433,900.00	9050	\$905,000.00	67.59%	4825703
15	0	N/A	\$100.00	1490	\$149,000.00	3309	\$330,900.00	68.95%	4922732
16	0	N/A	\$100.00	1532	\$153,200.00	3223	\$322,300.00	67.78%	4839159
17	0	N/A	\$100.00	596	\$59,600.00	1338	\$133,800.00	69.18%	4939236
18	0	N/A	\$500.00	10	\$5,000.00	20	\$10,000.00	66.67%	4759583
19	0	N/A	\$500.00	13	\$6,500.00	17	\$8,500.00	56.67%	4045645
20	0	N/A	\$500.00	11	\$5,500.00	19	\$9,500.00	63.33%	4521604
21	0	N/A	\$1,000.00	3	\$3,000.00	3	\$3,000.00	50.00%	3569687
22	0	N/A	\$1,000.00	6	\$6,000.00	6	\$6,000.00	50.00%	3569687
23	0	N/A	\$1,000.00	4	\$4,000.00	8	\$8,000.00	66.67%	4759583
24	0	N/A	\$30,000.00	2	\$60,000.00	3	\$90,000.00	60.00%	4283625
			Totals:	544053	\$3,172,310.00	970,501	\$6,114,905.00		

NO. OF TICKETS: 7,139,375 MIN: 7,056,000
 NO. POOLS: 29.75 MAX: 7,344,000
 PACK SIZE: 125
 PACKS/POOL: 1,920
 PACKS/GAME: 57,115

TEXAS LOTTERY COMMISSION
 "\$100 FRENZY" - GAME NUMBER 221C
 END OF PRODUCTION PRIZE STRUCTURE
 AUGUST 29, 2019 - VERSION 3

7,139,375

S2 TICKETS

\$14,278,750 - REVENUE

PRIZE FUND - \$9,287,215

PAYOUT % - 65.04%

PRIZE LEVEL	# OF WINS	TIER CODE	GET:	WIN:	ODDS OF 1 IN:	WINNERS IN 29.75 POOLS	WINNERS IN 125 (PER PACK*)	WINNERS IN 240,000 (PER POOL)	PRIZE COST	PERCENT OF PRIZE FUND**	VALIDATION TIER LEVELS**
1	1	L	\$2	\$2	10.42	685,385	12.00	23,040	\$ 1,370,770	14.76%	
2	2	L	\$2 x 2	\$4	62.56	114,118	2.00	3,840	\$ 456,472	4.92%	
3	1	L	\$2 (X2)	\$4	20.84	342,617	6.00	11,520	\$ 1,370,468	14.76%	
4	1	L	\$5	\$5	41.68	171,293	3.00	5,760	\$ 856,465	9.22%	
5	1	L	\$10	\$10	249.94	28,564	0.50	960	\$ 285,640	3.08%	
6	1	L	\$5 (X2)	\$10	249.42	28,624	0.50	960	\$ 286,240	3.08%	
7	5	L	\$2 x 5	\$10	124.94	57,141	1.00	1,920	\$ 571,410	6.15%	
8	1	L	\$20	\$20	501.85	14,226	0.25	480	\$ 284,520	3.06%	
9	1	L	\$10 (X2)	\$20	500.48	14,265	0.25	480	\$ 285,300	3.07%	LOW
10	5	L	\$2 (X2) x 5	\$20	249.42	28,624	0.50	960	\$ 572,480	6.16%	68.26%
11	1	M	\$50	\$50	8,187.36	872	-	30	\$ 43,600	0.47%	
12	8	M	(\$2 (X2) x 5) + \$10 (X2) + (\$5 x 2)	\$50	3,708.77	1,925	-	65	\$ 96,250	1.04%	
13	10	M	\$5 x 10	\$50	3,761.53	1,898	-	65	\$ 94,900	1.02%	
14	1	M	\$100 (WINS100)	\$100	533.23	13,389	-	450	\$ 1,338,900	14.42%	
15	10	M	(\$5 (X2) x 2) + \$10 (X2) + (\$10 x 5) + (\$5 x 2)	\$100	1,487.68	4,799	-	160	\$ 479,900	5.17%	
16	10	M	(\$20 x 3) + (\$5 x 6) + \$10	\$100	1,501.45	4,755	-	160	\$ 475,500	5.12%	
17	10	M	\$10 (X2) + (\$5 (X2) x 5) + (\$5 x 2) + (\$10 x 2)	\$100	3,691.51	1,934	-	65	\$ 193,400	2.08%	
18	1	M	\$500	\$500	237,979.17	30	-	1	\$ 15,000	0.16%	
19	8	M	(\$10 (X2) x 5) + \$100 (X2) + (\$50 (X2) x 2)	\$500	237,979.17	30	-	1	\$ 15,000	0.16%	MID
20	5	M	(\$100 (WINS100) x 2) + (\$50 (X2) x 3)	\$500	237,979.17	30	-	1	\$ 15,000	0.16%	29.80%
21	1	H	\$1,000	\$1,000	1,189,895.83	6	-		\$ 6,000	0.06%	
22	10	H	\$50 (X2) x 10	\$1,000	594,947.92	12	-		\$ 12,000	0.13%	
23	10	H	\$100 (WINS100) x 10	\$1,000	594,947.92	12	-		\$ 12,000	0.13%	HIGH
24	1	H	\$30,000	\$30,000	1,427,875.00	5 ***	-		\$ 150,000	1.62%	1.94%
				2 Decimals:	4.71	1,514,554	26.00	50,918	\$ 9,287,215	100.00%	100.00%
				4 Decimals:	4.7138						

"MONEY BAG" Play Symbol = X2 (Win DOUBLE the PRIZE.)
 "STACK OF CASH" Play Symbol = WINS100 (Win \$100 instantly!)



INTEROFFICE MEMO

Gary Grief, Executive Director Michael P. Farrell, Charitable Bingo Oper

7-139-375 =
1-000 =
7-139-3750
7-139-375 =
18-75 =
133-000-2613
0-0000 =

Payment Approval

January 22, 2020

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

Vendor Name: IGT Global Solutions Corporation DB
 Invoice Number: 90111338
 Tx Game name: Game #2210 \$100 Frenzy
 PO #: 362-20-9009RL004

	<u>Quantity:</u>	<u>Unit Price:</u>	<u>Amount:</u>
Truck 1	3396.625	\$18.75	\$63,686.72
Truck 2	3742.750	\$18.75	\$70,176.56

Total Amount Due

\$133,863.28

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

Dale Bowersock DB 1/22/2020
 Dale Bowersock (Scratch Ticket Strategy Coordinator) Date
 Please forward to the next person for approval

Robert Tironi 1/29/2020
 Robert Tironi (Products Manager) Date
 Please forward to the next person for approval

Ryan Mindell 1-30-2020
 Ryan Mindell (Lottery Operations Division Director) Date

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

February 1, 2020



IGT Global Solutions Corporation
 d/b/a IGT Solutions Corp. in the State of Texas
 10 Memorial Boulevard
 Providence, RI 02903
 USA
 Telephone 401 392-1000
 Fax 401 392-1234

INVOICE

INVOICE NUMBER: 90111338
 DATE : January 17, 2020

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

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
001 GAME 2210	90413 010	"\$100 FRENZY" 2210 -Truck#1 4.00" x 4.00" Tickets \$ 14.47/M Multiple Scenes (2 additional scenes x \$0.1425) \$0.28/M Full UV (\$0.08 per sq inch per thousand) \$1.28/M Continuous 4 Color Process over entire ticket (\$0.17 per sq. inch per thousand) \$2.72/M TOTAL \$ 18.75/M	3,396,625	PC 0.01875	63,686.72
002 GAME 2210	90413 020	"\$100 FRENZY" 2210 -Truck#2	3,742,750	PC 0.01875	70,176.56
TOTAL AMOUNT DUE					USD <u>133,863.28</u>

REMARKS:
 Unrounded Invoice Total \$ 133,863.2813

PAYMENT TERMS:
 Due within 30 days

REMITTANCE:
 Please remit payment in USD:

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

Scratch Ticket Game Closing Analysis

08/29/21 Thru 08/26/23

Average Number of Weeks for 85% Average Sell Through

Print Quantities	Price Point				Price Point				
	\$1	\$2	\$3	\$5	\$10	\$20	\$30	\$50	\$100
< 5M	None	None	None	None	None	None	None	None	None
5M-9.99M	None	Week 18	Week 13	Week 16	Week 26	Week 39	None	Week 55	None
10M-14.99M	Week 18	*Week 28	None	None	Week 37	None	None	*Week 75	None
15M-19.99M	Week 28	None	None	*Week 47	None	*Week 35	None	None	None
20M-24.99M	None	None	None	None	None	None	None	None	None
25M-29.99M	None	*Week 59	*Week 54	None	*Week 72	None	None	None	None
30M-34.99M	None	*Week 55	None	*Week 63	None	None	None	None	None
>=35M	None	None	None	*Week 55	*Week 51	None	None	None	None

Average Weekly Dollar Sales at 85% Average Sell Through

Print Quantities	Price Point				Price Point				
	\$1	\$2	\$3	\$5	\$10	\$20	\$30	\$50	\$100
< 5M	None	None	None	None	None	None	None	None	None
5M-9.99M	None	\$836,861	\$1,218,171	\$2,103,552	\$2,534,946	\$3,775,938	None	\$4,951,385	None
10M-14.99M	\$525,017	\$620,682	None	None	\$2,836,350	None	None	\$5,794,776	None
15M-19.99M	\$530,463	None	None	\$1,645,025	None	\$8,401,824	None	None	None
20M-24.99M	None	None	None	None	None	None	None	None	None
25M-29.99M	None	\$830,007	\$1,352,586	None	\$3,385,773	None	None	None	None
30M-34.99M	None	\$1,037,735	None	\$2,208,309	None	None	None	None	None
>=35M	None	None	None	\$4,608,748	\$8,277,057	None	None	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