

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

**Scratch Ticket Information**

Date Completed 11/30/2021

Game #	2273	Confirmed Packs	2,214
Game Name	Rose Gold Riches	Active Packs	1,525
Quantity Printed	7,333,500	Warehouse Packs	14,324
Price Point	\$5	Returned Packs	1,881
Start Date	6/7/2021	Printed Payout Percentage	68.17%
Top Prize	\$ 100,000	Percent Sold	78.09%
Number of Top Prizes Remaining	2	Number of Weeks Out	25

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

Cost to print tickets	\$ 654,247	Actual ticket production costs
Prize payout expense	\$ 18,863,655	Data from Instant Ticket Tier Liability screen in ES

<b>Estimated Direct Costs</b>	<b>\$ 19,517,902</b>
-------------------------------	----------------------

TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 28,633,651	Based on # of tkts printed, times % sold from DaVinci report, times the price point
-----------------	---------------	-------------------------------------------------------------------------------------

<b>Total Estimated Benefits</b>	<b>\$ 28,633,651</b>
---------------------------------	----------------------

<b>Excess of Revenue over Expended</b>	<b>\$ 9,115,748</b>
----------------------------------------	---------------------

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	\$	199,935
Next week	\$	252,255
Next week	\$	303,765
Avg Weekly Sales Current Game	\$	251,985
Avg Weekly Sales \$5; 5M - 9.99M Qty	\$	1,904,150
<b>Percentage Of Variance In Sales</b>		<b>87%</b>

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

**Instant Ticket Information**

Game #	2273	Printed Payout Percentage	68.17%
Game Name	Rose Gold Riches	Actual Payout Percentage	65.88%
Percent Sold	78.09%	Number of Weeks Out	25
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			17

**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 Bowersock*

11/30/2021

Instant Product Coordinator

Date

*Paul Lee*

12/1/2021

Products Manager

Date

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

*Roy Mitchell*

12/1/2021

Lottery Operations Division Director

Date

*Kathy Ryan*

12/2/2021

Controller

Date

*Gary Brief*

12/2/2021

Executive Director

Date



**Da Vinci Report** **11/29/21**  
**Week End Date:11/27/21**

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														11/27/21	11/20/21	11/13/21	11/6/21
Mature	2250	\$5	22,721,550	BINGO TIMES 20	11/23/20			53	67.23%	10,903	7,658	78,720	33	\$1,197,285.00	\$1,268,200.00	\$1,271,075.00	\$1,257,620.00
	2247	\$5	18,355,500	BONUS BREAK THE BANK	12/28/20			48	64.65%	7,865	6,047	71,188	47	\$989,830.00	\$1,091,160.00	\$1,152,160.00	\$1,189,835.00
	2323	\$5	9,897,375	COWBOYS	8/16/21			15	44.34%	9,745	7,276	53,680	53	\$1,132,060.00	\$1,201,390.00	\$1,231,300.00	\$1,264,075.00
	2314	\$5	7,325,925	CRAZY CASH	7/6/21			21	67.58%	3,638	2,433	21,451	1,827	\$325,615.00	\$382,500.00	\$446,525.00	\$475,835.00
	2317	\$5	7,214,175	DOUBLE YOUR MONEY	7/19/21			19	72.81%	4,017	2,773	15,915	1,089	\$422,750.00	\$531,345.00	\$586,445.00	\$650,085.00
	2297	\$5	7,320,450	GREAT 8S	8/2/21			17	75.62%	6,278	4,408	9,097	983	\$678,235.00	\$793,450.00	\$905,400.00	\$971,135.00
	2324	\$5	5,437,800	HOUSTON TEXANS	8/16/21			15	44.53%	5,958	3,702	27,535	792	\$434,160.00	\$562,580.00	\$549,370.00	\$592,995.00
	2273	\$5	7,333,500	ROSE GOLD RICHES	6/7/21			25	78.09%	2,214	1,525	14,324	1,881	\$199,935.00	\$252,255.00	\$303,765.00	\$329,670.00
	2295	\$5	7,196,175	TEXAS RED WHITE & BLUE	6/21/21			23	63.70%	2,454	1,547	26,508	2,342	\$201,595.00	\$227,150.00	\$279,380.00	\$292,265.00
	2309	\$10	15,693,550	\$100 MILLION CASH PAYOUT	6/7/21			25	56.97%	10,665	4,641	117,070	150	\$1,506,720.00	\$1,686,550.00	\$1,691,320.00	\$2,002,970.00
	2346	\$10	13,460,600	\$500,000 EXTREME LUCK	4/5/21			34	51.98%	4,317	2,149	121,315	96	\$597,810.00	\$675,830.00	\$706,030.00	\$762,420.00
	2335	\$10	12,021,150	\$50 OR \$100!	12/7/20			51	84.02%	6,653	2,945	26,910	56	\$903,890.00	\$961,980.00	\$942,280.00	\$979,110.00
	2347	\$10	11,256,950	777	4/19/21			32	73.68%	4,566	2,667	50,481	138	\$712,670.00	\$809,010.00	\$805,690.00	\$936,950.00
	2306	\$10	8,318,950	BREAK THE BANK SUPER TICKET	8/16/21			15	38.18%	17,565	8,043	72,226	557	\$1,565,130.00	\$1,710,510.00	\$1,606,820.00	\$1,730,010.00
	2258	\$10	39,197,450	MEGA LOTERIA	3/15/21			37	73.51%	41,739	12,415	147,762	54	\$7,662,220.00	\$7,724,780.00	\$7,484,090.00	\$7,533,340.00
	2336	\$10	15,610,600	POWER 10X	8/2/21			17	42.01%	16,772	7,037	154,228	69	\$2,002,620.00	\$2,203,440.00	\$2,276,060.00	\$2,539,960.00
	2303	\$10	10,887,100	RUBY RED 7S	5/3/21			30	87.27%	16,111	7,645	1,120	37	\$1,860,570.00	\$1,960,980.00	\$1,979,480.00	\$2,035,400.00
	2292	\$10	10,252,350	WILD \$10	3/1/21			39	68.49%	2,603	1,580	59,205	61	\$315,890.00	\$351,460.00	\$356,290.00	\$379,340.00
	2203	\$20	8,559,050	\$1,000,000 EXTREME CASH	6/7/21			25	51.21%	16,055	6,015	141,180	252	\$1,878,900.00	\$2,235,840.00	\$2,420,320.00	\$2,437,000.00
	2304	\$20	8,984,625	DIAMOND WHITE 7S	5/3/21			30	64.17%	20,993	7,403	97,291	41	\$2,119,960.00	\$2,320,940.00	\$2,500,460.00	\$2,450,460.00
	1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			237	82.51%	14,479	5,881	218,381	66	\$1,707,420.00	\$1,996,920.00	\$2,007,460.00	\$1,959,060.00
	2343	\$20	25,454,075	MILLION DOLLAR LOTERIA	6/18/21			23	33.86%	44,181	10,732	613,176	63	\$7,326,720.00	\$7,610,040.00	\$7,628,640.00	\$7,563,000.00
	2209	\$30	12,028,825	\$250 MILLION CASH PARTY	3/16/20			89	73.74%	9,803	4,766	109,161	102	\$1,535,790.00	\$1,697,220.00	\$1,607,820.00	\$1,622,340.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			193	58.42%	10,473	5,006	548,269	64	\$2,165,430.00	\$2,454,090.00	\$2,373,510.00	\$2,365,980.00
	2293	\$30	9,177,650	CASH CELEBRATION!	4/5/21			34	53.36%	15,966	7,143	145,251	60	\$3,159,960.00	\$3,306,060.00	\$3,347,190.00	\$3,199,920.00
	2312	\$50	6,731,160	MILLIONAIRE CLUB	4/19/21			32	75.66%	21,806	6,655	49,670	119	\$5,440,000.00	\$5,882,350.00	\$5,914,600.00	\$5,822,300.00
Sold/Closing	2277	\$1	29,734,500	10X THE CASH	1/4/21	11/14/21	12/29/21	47	97.58%	315	271	218	1,353	\$25,060.00	\$50,362.00	\$77,203.00	\$96,745.00
	2313	\$1	9,294,450	DOUBLE DOUBLER	7/6/21	12/19/21	2/2/22	21	93.51%	805	639	396	1,143	\$39,414.00	\$57,415.00	\$64,286.00	\$76,311.00
	2301	\$1	16,878,900	SAPPHIRE BLUE 7S	5/3/21	12/19/21	2/2/22	30	95.78%	1,473	1,178	166	907	\$77,434.00	\$109,971.00	\$128,276.00	\$159,407.00
	2246	\$2	35,700,000	BONUS GAME BINGO	9/21/20			62	90.07%	9,093	7,760	9,432	43	\$796,502.00	\$872,866.00	\$873,702.00	\$885,440.00
	2163	\$3	41,105,925	TEXAS LOTERIA	4/6/20	12/19/21	2/2/22	86	97.89%	4,181	2,032	434	1,020	\$232,533.00	\$336,468.00	\$413,841.00	\$520,227.00
	2334	\$5	10,266,675	\$50,000 POKER	3/15/21	10/31/21	12/15/21	37	85.38%	72	55	16,576	1,764	\$4,115.00	\$29,860.00	\$62,535.00	\$115,005.00

**Liability for 2273 / for Life to Date**Product Status:  
ActiveSmartCash Enabled:  
N/A

Validation Range: 12/22/2020 - 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	\$5.00	233392	\$1,166,960.00	662841	\$3,314,205.00	73.96%	5423750
2	2	N/A	\$10.00	113937	\$1,139,370.00	342346	\$3,423,460.00	75.03%	5502274
3	3	N/A	\$10.00	66189	\$661,890.00	210789	\$2,107,890.00	76.10%	5581024
4	0	N/A	\$25.00	26921	\$673,025.00	87208	\$2,180,200.00	76.41%	5603657
5	0	N/A	\$50.00	3529	\$176,450.00	11807	\$590,350.00	76.99%	5645972
6	0	N/A	\$50.00	17439	\$871,950.00	57893	\$2,894,650.00	76.85%	5635829
7	0	N/A	\$50.00	3401	\$170,050.00	11862	\$593,100.00	77.72%	5699402
8	0	N/A	\$50.00	1230	\$61,500.00	3861	\$193,050.00	75.84%	5561705
9	0	N/A	\$100.00	498	\$49,800.00	1550	\$155,000.00	75.68%	5550256
10	0	N/A	\$100.00	2143	\$214,300.00	7053	\$705,300.00	76.70%	5624529
11	0	N/A	\$100.00	2392	\$239,200.00	7835	\$783,500.00	76.61%	5618262
12	0	N/A	\$100.00	710	\$71,000.00	2367	\$236,700.00	76.93%	5641337
13	0	N/A	\$250.00	199	\$49,750.00	631	\$157,750.00	76.02%	5575227
14	0	N/A	\$250.00	423	\$105,750.00	1330	\$332,500.00	75.87%	5563921
15	0	N/A	\$250.00	412	\$103,000.00	1316	\$329,000.00	76.16%	5585003
16	0	N/A	\$500.00	62	\$31,000.00	188	\$94,000.00	75.20%	5514792
17	0	N/A	\$500.00	60	\$30,000.00	188	\$94,000.00	75.81%	5559266
18	0	N/A	\$500.00	61	\$30,500.00	169	\$84,500.00	73.48%	5388528
19	0	N/A	\$500.00	28	\$14,000.00	75	\$37,500.00	72.82%	5339927
20	0	N/A	\$1,000.00	19	\$19,000.00	55	\$55,000.00	74.32%	5450574
21	0	N/A	\$1,000.00	14	\$14,000.00	40	\$40,000.00	74.07%	5432222
22	0	N/A	\$1,000.00	11	\$11,000.00	42	\$42,000.00	79.25%	5811452
23	0	N/A	\$10,000.00	3	\$30,000.00	12	\$120,000.00	80.00%	5866799
24	0	N/A	\$100,000.00	2	\$200,000.00	3	\$300,000.00	60.00%	4400099
<b>Totals:</b>				<b>473075</b>	<b>\$6,133,495.00</b>	<b>1,411,461</b>	<b>\$18,863,655.00</b>		

NO. OF TICKETS (+/-2%): **7,333,500** Minimum Quantity: 7,056,000  
 NO. POOLS: 20.37 Maximum Quantity: 7,344,000  
 PACK SIZE: 75  
 PACKS/POOL: 4,800  
 PACKS/GAME: 97,780

TEXAS LOTTERY COMMISSION  
 "ROSE GOLD RICHES" - GAME NO. 2273  
 END OF PRODUCTION PRIZE STRUCTURE  
 12-Dec-20

VERSION A

7,333,500      \$5 TICKETS      \$36,667,500      REVENUE      PRIZE FUND      \$24,997,150      PAYOUT %      **68.17%**

PRIZE TIER	PRIZE CODE	TIER CODE	GET:	# OF WAYS TO WIN:	WIN:	ODDS OF 1 IN:	WINNERS IN 20.37 POOLS	WINNERS IN 75 (PER PACK*)	WINNERS IN 360,000 (Per Pool)	PRIZE COST	PERCENT OF PRIZE FUND **	VALIDATION TIER LEVELS
1	1	L	\$5	1	\$5	8.18	896,233	9.17	43,996	\$4,481,165	17.93%	
2	2	L	\$10	1	\$10	16.07	456,283	4.67	22,399	\$4,562,830	18.25%	LOW-TIER
3	3	L	\$5 x 2	2	\$10	26.48	276,978	2.83	13,597	\$2,769,780	11.08%	47.26%
4	0	M	\$5 "5X"	1	\$25	64.26	114,129	1.17	5,603	\$2,853,225	11.41%	
5	0	M	\$20 x 2 + \$5 x 2	4	\$50	478.19	15,336	0.16	750	\$766,800	3.07%	
6	0	M	\$10 "5X"	1	\$50	97.35	75,332	0.77	3,700	\$3,766,600	15.07%	
7	0	M	\$5 x 10	10	\$50	480.48	15,263	0.16	750	\$763,150	3.05%	
8	0	M	\$50	1	\$50	1,440.48	5,091	0.05	250	\$254,550	1.02%	
9	0	M	\$100	1	\$100	3,580.81	2,048	0.02	100	\$204,800	0.82%	
10	0	M	\$20 "5X"	1	\$100	797.47	9,196	0.09	450	\$919,600	3.68%	
11	0	M	\$5 x 5 + \$10 "5X" + \$25	7	\$100	717.07	10,227	0.10	500	\$1,022,700	4.09%	
12	0	M	\$10 x 10	10	\$100	2,383.33	3,077	0.03	150	\$307,700	1.23%	
13	0	M	\$250	1	\$250	8,835.54	830	0.01	40	\$207,500	0.83%	
14	0	M	\$10 "5X" + \$20 x 5 + \$25 x 4	10	\$250	4,183.40	1,753	0.02	85	\$438,250	1.75%	
15	0	M	\$50 "5X"	1	\$250	4,243.92	1,728	0.02	85	\$432,000	1.73%	
16	0	M	\$100 x 2 + \$50 "5X" + \$5 x 10	13	\$500	29,334.00	250	0.00	12	\$125,000	0.50%	
17	0	M	\$100 "5X"	1	\$500	29,570.56	248	0.00	12	\$124,000	0.50%	
18	0	M	\$50 "5X" + \$250	2	\$500	31,884.78	230	0.00	11	\$115,000	0.46%	MID-TIER
19	0	M	\$500	1	\$500	71,199.03	103	0.00	5	\$51,500	0.21%	49.42%
20	0	H	\$20 "5X" + \$50 x 3 + \$100 x 5 + \$250	10	\$1,000	99,101.35	74	0.00	3.63	\$74,000	0.30%	
21	0	H	\$50 x 20	20	\$1,000	135,805.56	54	0.00	2.65	\$54,000	0.22%	
22	0	H	\$1,000	1	\$1,000	138,367.92	53	0.00	2.60	\$53,000	0.21%	
23	0	H	\$10,000	1	\$10,000	488,900.00	15	0.00	0.74	\$150,000	0.60%	HIGH-TIER
24	0	H	\$100,000	1	\$100,000	1,466,700.00	5 ***	0.00	0.25	\$500,000	2.00%	3.32%
						3.89	1,884,536	19.27	92,503.96	\$ 24,997,150	100.00%	100.00%
						3.8914						

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



# INTEROFFICE MEMO

Gary Grief, Executive Director      Tom Hanson, Charitable Bingo Operations Director

## Payment Approval (VIA EMAIL)

January 6, 2021

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

<b>Vendor Name</b>	<b>Pollard</b>
<b>P.O. Number (if applicable)</b>	362-21-9010RL006
<b>Tx Game Name</b>	Game #2273 Rose Gold Riches
<b>Invoice Number</b>	8518884
<b>Invoice Amount</b>	<b>\$654,247.30</b>

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

The above referenced invoices 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

\_\_\_\_\_  
Date

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

\_\_\_\_\_  
Date

\_\_\_\_\_  
Ryan Mindell (Lottery Operations Division Director)

\_\_\_\_\_  
Date

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

**January 16, 2021**



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

## INVOICE NO.: 8518884

<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
Terms: Net 30 days after date of invoice	Due Date: January 30, 2021

Invoice Date	Order No.	Your Order	Customer No.
December 31, 2020	1098466		5008

**Order name:** ROSE GOLD RICHES #2273  
**PO Number:**

Product Description	Quantity	Unit Price	Amount
Ticket Size 4 x 8	7,333,500	22.52 /M	165,150.42
Integrated Overprints / Continuous Image	7,333,500	8.00 /M	58,668.00
Spectrum process applied to Scratch FX®	7,333,500	56.00 /M	410,676.00
Spectrum process applied to Scratch FX®	1	5,000.00 Ea	5,000.00
Inserts	1	14,752.88 Ea	14,752.88

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

<b>Before Taxes:</b>	654,247.30 USD
<b>Freight:</b>	0.00
<b>Deposit:</b>	0.00
<b>Amount Due:</b>	654,247.30 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

**Instant Ticket Game Analysis**  
**8/25/19-8/28/21**

**Average Number of Weeks for 85% Average Sell Through**

Print Quantities	Price Point				Print Quantities	Price Point			
	A	B	C	D		E	F	G	H
	\$1	\$2	\$3	\$5		\$10	\$20	\$30	\$50
< 5M	None	None	Week 10*	None	2M	None	None	None	None
5M-9.99M	Week 14	Week 16	Week 11*	Week 17	3M	None	None	None	None
10M-14.99M	Week 15	None	None	Week 19	4M	Week 16*	None	None	None
15M-19.99M	Week 23*	None	Week 29	Week 48	5M	Week 20	None	Week 38*	Week 36
20M-24.99M	None	None	None	Week 36	6M	Week 13	Week 23*	None	None
25M-29.99M	Week 32	None	None	None	7M	Week 16	Week 34	None	None
30M-34.99M	None	None	None	None	8M	Week 21*	Week 40	None	None
>35M	None	None	Week 59	Week 44*	>9M	Week 30	Week 33	None	None

**Average Weekly Dollar Sales at 85% Average Sell Through**

Print Quantities	Price Point				Print Quantities	Price Point			
	A	B	C	D		E	F	G	H
	\$1	\$2	\$3	\$5		\$10	\$20	\$30	\$50
< 5M	None	None	\$1,280,407	None	2M	None	None	None	None
5M-9.99M	\$565,128	\$810,337	\$1,161,701	\$1,904,150	3M	None	None	None	None
10M-14.99M	\$646,883	None	None	\$2,800,321	4M	\$2,364,236	None	None	None
15M-19.99M	\$638,272	None	\$1,669,812	\$1,515,020	5M	\$2,813,557	None	\$3,506,730	\$6,331,310
20M-24.99M	None	None	None	\$2,620,225	6M	\$4,264,362	\$4,577,513	None	None
25M-29.99M	\$786,285	None	None	None	7M	\$3,884,366	\$3,675,833	None	None
30M-34.99M	None	None	None	None	8M	\$3,283,703	\$3,828,587	None	None
>35M	None	None	\$1,688,331	\$3,934,727	>9M	\$4,643,288	\$6,280,238	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