

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

**Scratch Ticket Information**

Date Completed

10/8/2021

Game #	2277	Confirmed Packs	4,488
Game Name	10X@ the Cash	Active Packs	3,828
Quantity Printed	29,734,500	Warehouse Packs	261
Price Point	\$1	Returned Packs	317
Start Date	1/4/2021	Printed Payout Percentage	60.09%
Top Prize	\$ 5,000	Percent Sold	94.30%
Number of Top Prizes Remaining	4	Number of Weeks Out	39

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

Cost to print tickets	\$ 766,097	Actual ticket production costs
Hawaii Trip Prizes & Taxes	\$ 609,269	Total from Prize Structure
Prize payout expense	\$ 15,274,451	Data from Instant Ticket Tier Liability screen in ES

**Estimated Direct Costs**      **\$ 16,649,817**

TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 28,039,634	Based on # of tkts printed, times % sold from DaVinci report, times the price point
<b>Total Estimated Benefits</b>	<b>\$ 28,039,634</b>	

**Excess of Revenue over Expended**      **\$ 11,389,817**

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	\$	279,126
Next week	\$	309,029
Next week	\$	356,199
Avg Weekly Sales Current Game	\$	314,785
Avg Weekly Sales \$1; 25M-29.99M Qty*	\$	776,998
<b>Percentage Of Variance In Sales</b>		<b>59%</b>

TEXAS LOTTERY COMMISSION  
Scratch Ticket Game Closing Analysis  
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2277	Printed Payout Percentage	60.09%
Game Name	10X@ the Cash	Actual Payout Percentage	56.65%
Percent Sold	94.30%	Number of Weeks Out	39
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.*			32

\* 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):

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

*Paul Bowisock*

10/8/2021

Scratch Ticket Strategy Coordinator      Date

*Robert Lee*

10/10/2021

Products Manager      Date

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

**Not Required - Over 85% Sold**

\_\_\_\_\_  
Lottery Operations Division Director      Date

**Not Required - Over 85% Sold**

\_\_\_\_\_  
Controller      Date

**Not Required - Over 85% Sold**

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



Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														10/2/21	9/25/21	9/18/21	9/11/21
Mature	2273	\$5	7,333,500	ROSE GOLD RICHES	6/7/21			17	70.58%	5,639	3,750	16,110	259	\$560,205.00	\$561,275.00	\$664,120.00	\$695,120.00
	2332	\$5	19,670,175	SUPER CROSSWORD	2/8/21			34	73.35%	16,686	8,086	38,093	24	\$2,119,035.00	\$2,038,475.00	\$2,109,415.00	\$2,090,085.00
	2249	\$5	54,041,700	SUPER LOTERIA	11/2/20			48	84.98%	29,022	13,221	50,504	53	\$4,743,035.00	\$4,531,585.00	\$4,632,685.00	\$4,556,260.00
	2295	\$5	7,196,175	TEXAS RED WHITE & BLUE	6/21/21			15	56.54%	6,652	3,924	27,697	205	\$523,140.00	\$573,750.00	\$636,930.00	\$730,085.00
	2309	\$10	15,693,550	\$100 MILLION CASH PAYOUT	6/7/21			17	46.56%	17,806	7,583	135,291	43	\$2,644,060.00	\$2,479,510.00	\$2,672,670.00	\$3,157,290.00
	2248	\$10	21,021,400	\$250,000 50X CASHWORD	1/18/21			37	78.57%	22,998	8,703	49,785	43	\$3,816,870.00	\$3,609,460.00	\$3,748,650.00	\$3,754,960.00
	2346	\$10	13,460,600	\$500,000 EXTREME LUCK	4/5/21			26	47.35%	7,170	3,285	128,119	78	\$1,003,000.00	\$932,530.00	\$992,910.00	\$1,098,750.00
	2335	\$10	12,021,150	\$50 OR \$100!	12/7/20			43	77.66%	7,147	3,172	39,950	62	\$964,720.00	\$943,070.00	\$998,730.00	\$1,052,670.00
	2347	\$10	11,256,950	777	4/19/21			24	66.94%	8,166	4,495	58,261	32	\$1,232,240.00	\$1,209,090.00	\$1,303,790.00	\$1,457,670.00
	2258	\$10	39,197,450	MEGA LOTERIA	3/15/21			29	57.96%	41,593	12,186	257,168	60	\$7,871,800.00	\$7,570,340.00	\$7,626,620.00	\$7,627,440.00
	2303	\$10	10,887,100	RUBY RED 7S	5/3/21			22	72.22%	17,678	8,345	28,291	59	\$2,297,100.00	\$2,179,010.00	\$2,304,600.00	\$2,530,810.00
	2292	\$10	10,252,350	WILD \$10	3/1/21			31	65.29%	4,873	2,742	61,195	130	\$528,780.00	\$512,670.00	\$587,070.00	\$663,530.00
	2203	\$20	8,559,050	\$1,000,000 EXTREME CASH	6/7/21			17	40.31%	22,837	7,827	166,084	68	\$2,645,060.00	\$2,571,160.00	\$2,734,060.00	\$3,163,540.00
	2255	\$20	9,050,125	\$1,000,000 EXTREME CASH	9/8/20			56	88.72%	13,358	5,387	16,527	89	\$1,588,540.00	\$1,533,320.00	\$1,728,320.00	\$1,781,760.00
	2282	\$20	9,107,850	200X THE CASH	1/4/21			39	87.83%	9,620	3,793	26,392	70	\$1,653,280.00	\$1,560,460.00	\$1,650,000.00	\$1,816,440.00
	2304	\$20	8,984,625	DIAMOND WHITE 7S	5/3/21			22	53.07%	22,983	8,673	129,841	34	\$2,879,420.00	\$2,852,700.00	\$2,852,740.00	\$3,156,960.00
	1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			229	80.26%	15,259	6,232	245,217	57	\$1,993,260.00	\$2,030,540.00	\$2,183,980.00	\$2,231,920.00
	2343	\$20	25,454,075	MILLION DOLLAR LOTERIA	6/18/21			15	22.08%	43,830	10,760	721,305	58	\$7,942,920.00	\$7,525,880.00	\$7,690,060.00	\$7,774,660.00
	2209	\$30	12,028,825	\$250 MILLION CASH PARTY	3/16/20			81	70.13%	10,900	5,240	123,196	56	\$1,727,130.00	\$1,727,940.00	\$2,023,830.00	\$1,950,720.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			185	56.54%	11,713	5,163	569,813	52	\$2,399,340.00	\$2,415,240.00	\$2,396,010.00	\$2,314,740.00
	2293	\$30	9,177,650	CASH CELEBRATION!	4/5/21			26	43.93%	16,571	7,424	175,622	45	\$3,358,650.00	\$3,385,980.00	\$3,756,390.00	\$3,674,490.00
	2338	\$50	5,118,680	500X LOTERIA SPECTACULAR	3/15/21			29	78.65%	26,908	7,612	12,429	44	\$6,431,050.00	\$6,914,100.00	\$8,252,500.00	\$8,003,800.00
	2312	\$50	6,731,160	MILLIONAIRE CLUB	4/19/21			24	61.52%	27,374	7,348	86,349	65	\$6,862,950.00	\$7,618,500.00	\$9,510,800.00	\$9,148,550.00
Sold/Closing	2277	\$1	29,734,500	10X THE CASH	1/4/21			39	94.30%	4,488	3,828	261	317	\$279,126.00	\$309,029.00	\$356,199.00	\$396,878.00
	2160	\$1	30,596,400	WEEKLY HALF GRAND	12/7/20	10/3/21	11/17/21	43	73.68%	2,423	3,153	40,874	544	\$224,084.00	\$254,628.00	\$276,546.00	\$302,774.00
	2299	\$2	9,010,375	LUCKY DOG	3/15/21	10/3/21	11/17/21	29	93.13%	709	538	352	1,255	\$76,566.00	\$92,042.00	\$97,624.00	\$125,810.00
	2339	\$2	9,169,750	MUCHO DINERO	4/19/21	10/3/21	11/17/21	24	73.19%	1,543	1,523	11,519	932	\$196,456.00	\$233,590.00	\$271,534.00	\$277,088.00
	2163	\$3	41,105,925	TEXAS LOTERIA	4/6/20			78	93.81%	13,914	10,078	3,473	36	\$1,363,770.00	\$1,361,757.00	\$1,418,817.00	\$1,381,263.00
	2334	\$5	10,266,675	\$50,000 POKER	3/15/21	10/31/21	12/15/21	29	83.04%	2,602	1,674	16,685	78	\$367,520.00	\$367,250.00	\$387,655.00	\$396,660.00
	2289	\$5	6,021,225	50X SPEEDWAY RICHES	4/5/21	10/3/21	11/17/21	26	89.36%	1,121	639	1,033	2,591	\$107,005.00	\$128,105.00	\$151,190.00	\$178,700.00
	2280	\$5	22,744,950	50X THE CASH	1/4/21			39	94.15%	7,462	5,656	389	140	\$1,669,185.00	\$1,624,660.00	\$1,683,095.00	\$1,773,815.00
	2291	\$5	12,237,675	WILLY WONKA GOLDEN TICKET	3/1/21	10/3/21	11/17/21	31	71.07%	958	756	41,518	895	\$162,110.00	\$180,295.00	\$215,480.00	\$249,385.00

**Liability for 2277 / for Life to Date**Product Status:  
ActiveSmartCash Enabled:  
N/A

Validation Range: 11/21/2020 - 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	\$1.00	408246	\$408,246.00	2334013	\$2,334,013.00	85.11%	25307860
2	2	N/A	\$2.00	282856	\$565,712.00	1997149	\$3,994,298.00	87.59%	26045656
3	3	N/A	\$5.00	18857	\$94,285.00	179373	\$896,865.00	90.49%	26905949
4	4	N/A	\$5.00	26126	\$130,630.00	271123	\$1,355,615.00	91.21%	27121056
5	5	N/A	\$10.00	10684	\$106,840.00	121456	\$1,214,560.00	91.91%	27330357
6	6	N/A	\$10.00	32897	\$328,970.00	231386	\$2,313,860.00	87.55%	26033256
7	7	N/A	\$20.00	2391	\$47,820.00	30643	\$612,860.00	92.76%	27582317
8	8	N/A	\$20.00	7716	\$154,320.00	58374	\$1,167,480.00	88.33%	26263000
9	0	N/A	\$50.00	191	\$9,550.00	3378	\$168,900.00	94.65%	28143216
10	0	N/A	\$50.00	378	\$18,900.00	5827	\$291,350.00	93.91%	27923115
11	0	N/A	\$50.00	1418	\$70,900.00	11327	\$566,350.00	88.87%	26426259
12	0	N/A	\$100.00	17	\$1,700.00	236	\$23,600.00	93.28%	27736529
13	0	N/A	\$100.00	15	\$1,500.00	233	\$23,300.00	93.95%	27936042
14	0	N/A	\$100.00	232	\$23,200.00	1764	\$176,400.00	88.38%	26278385
15	0	N/A	\$5,000.00	4	\$20,000.00	27	\$135,000.00	87.10%	25897790
			<b>Totals:</b>	<b>792028</b>	<b>\$1,982,573.00</b>	<b>5,246,309</b>	<b>\$15,274,451.00</b>		

NO. OF TICKETS: 29,734,500  
 NO. POOLS: 81  
 PACK SIZE: 150  
 PACKS/POOL: 2,400  
 PACKS/GAME: 198,230

Minimum: 28,576,800  
 Maximum: 29,743,200

TEXAS LOTTERY COMMISSION  
 "10X\* THE CASH" - GAME NO. 2277  
 END OF PRODUCTION PRIZE STRUCTURE  
 13-Nov-20

VERSION B

29,734,500 \$1 TICKETS \$29,734,500 REVENUE INSTANT FUND PRIZE FUND \$17,257,024 \$17,866,293 INSTANT PAYOUT % 58.04% TOTAL PAYOUT % 60.09%

PRIZE TIER	PRIZE CODE	TIER CODE	GET:	# OF WAYS TO WIN:	WIN:	ODDS OF 1 IN:	WINNERS IN 81.00 POOLS	WINNERS IN 150 (PER PACK*)	WINNERS IN 360,000 (Per Pool)	PRIZE COST	PERCENT OF PRIZE FUND **	VALIDATION TIER LEVELS
1	1	L	\$1	1	\$1	10.84	2,742,259	13.833	33,200.00	\$2,742,259	15.35%	
2	2	L	\$2	1	\$2	13.04	2,280,005	11.500	27,600.00	\$4,560,010	25.52%	
3	3	L	\$5	1	\$5	150.00	198,230	1.000	2,400.00	\$991,150	5.55%	
4	4	L	\$1 x 5	5	\$5	100.03	297,249	1.500	3,600.00	\$1,486,245	8.32%	
5	5	L	\$10	1	\$10	225.02	132,140	0.667	1,600.00	\$1,321,400	7.40%	
6	6	L	\$1 "10X"	1	\$10	112.51	264,283	1.333	3,200.00	\$2,642,830	14.79%	
7	7	L	\$20	1	\$20	900.12	33,034	0.167	400.00	\$660,680	3.70%	
8	8	L	\$2 "10X"	1	\$20	449.91	66,090	0.333	800.00	\$1,321,800	7.40%	88.02% LOW-TIER
9	0	M	\$50	1	\$50	8,331.33	3,569	0.018	43.00	\$178,450	1.00%	
10	0	M	\$5 x 2 + \$10 x 2 + \$20	5	\$50	4,792.02	6,205	0.031	75.00	\$310,250	1.74%	
11	0	M	\$5 "10X"	1	\$50	2,333.03	12,745	0.064	154.00	\$637,250	3.57%	
12	0	M	\$100	1	\$100	117,527.67	253	0.001	3.00	\$25,300	0.14%	
13	0	M	\$50 x 2	2	\$100	119,897.18	248	0.001	3.00	\$24,800	0.14%	
14	0	M	\$10 "10X"	1	\$100	14,897.04	1,996	0.010	24.00	\$199,600	1.12%	7.70% MID-TIER
15	0	H	\$5,000	1	\$5,000	959,177.42	31	0.000	0.38	\$155,000	0.87%	0.87% HIGH-TIER
						4.92	6,038,337	30.46	73,102.38	\$17,257,024	96.59%	96.59%
						4.9243						

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

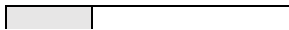
DRAWINGS				
Hawaii Dream Getaway Promotion	\$18,522.00	25	\$ 463,050.00	2.59%
Hawaii Promotion Federal Withholding	\$5,848.74	25	\$ 146,218.50	0.82%
Subtotal: Drawings		50	\$ 609,268.50	3.41%

TOTAL: 6,038,387 \$ 17,866,293 100.00%

Consolidated odds are 1 in:

\$1	10.84	2,742,259
\$2	13.04	2,280,005
\$5	60.01	495,479
\$10	75.01	396,423
\$20	299.97	99,124
\$50	1,320.42	22,519
\$100	11,908.09	2,497
\$5,000	959,177.42	31
		6,038,337

\* Each of the following GLEPS will be used in approximately 16.67% of each pack of 150 tickets.  
 \*\* Numbers are rounded.





Game Name	Trip Prize	Total Trip Prize (including withholding taxes)	# Second-Chance Drawings	Winners Per Drawing
10X <sup>®</sup> the Cash (\$1.00)	Twenty-Five (25) @ \$18,522.00 each	Twenty-Five (25) @ \$24,370.74 each	5	5
30X the Cash Crossword (\$3.00)	Forty-five (45) @ \$18,522.00 each	Forty-five (45) @ \$24,370.10 each	5	9
50X the Cash (\$5.00)	Seventy (70) @ \$18,522.00 each	Seventy (70) @ \$24,369.47 each	5	14
100X the Cash (\$10.00)	Eighty (80) @ \$18,522.00 each	Eighty (80) @ \$24,367.89 each	5	16
200X the Cash (\$20.00)	Two hundred eighty (280) @ \$18,522.00 each	Two hundred eighty (280) @ \$24,364.74 each	5	56

**Total Allocation of twelve million one hundred eighty-three thousand three hundred forty-four dollars and thirty cents (\$12,183,344.30) (includes two million nine hundred twenty-two thousand three hundred forty-four dollars and thirty cents (\$2,922,344.30) that will be used by the TLC for payment of withholding taxes).**

### 3. TRIP PRIZE DRAWINGS

- (a) The TLC shall conduct a total of five (5) promotional second-chance Drawings. The number of Trip Prize winners for each Drawing by game price point is shown in the chart in Section 2 above. The TLC shall determine the dates and times for each Drawing and PBL shall publicize the dates and times on the Promotion microsite.
- (b) The Texas Lottery website/Luck Zone and the Luck Zone feature of the Texas Lottery App are the only permissible methods of entry into the Drawings. Entries sent via any other method will not be eligible to enter any Drawings. The number of entries the player receives per non-winning Eligible Game ticket entered is determined by the price point. A \$1 non-winning Eligible Game ticket receives one (1) entry, a \$3 non-winning Eligible Game ticket receives three (3) entries, a \$5 non-winning Eligible Game ticket receives five (5) entries, a \$10 non-winning Eligible Game ticket receives ten (10) entries, and a \$20 non-winning Eligible Game ticket receives twenty (20) entries. All entries must be submitted from a location within the state of Texas. Entrants must provide a valid Texas address. Entrants must be 18 years of age or older to enter the Drawings. Entries received after the deadline for the final Drawing will not be eligible for any Drawing prize.
- (c) After a winning entry is drawn and all related validation procedures by the TLC are complete, the TLC will notify PBL and title to the awarded Trip Prize shall



# INTEROFFICE MEMO

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

**Payment Approval (VIA EMAIL)**

November 30, 2020

**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>	362-21-9010RL001
<b>Tx Game Name</b>	Game #2277 10X The Cash
<b>Invoice Number</b>	8518402
<b>Invoice Amount</b>	<b>\$766,097.00</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

**December 10, 2020**



140 Otter Street  
 Winnipeg, Manitoba  
 Canada R3T 0M3  
 Phone: (204) 474-2323  
 Fax: (204) 453-1375

## INVOICE NO.: 8518402

<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: December 24, 2020

Invoice Date	Order No.	Your Order	Customer No.
November 24, 2020	1080091		5008

**Order name:** 10X THE CASH #2277  
**PO Number:**

Product Description	Quantity	Unit Price	Amount
Ticket Size 2.4 x 4	29,734,500	7.39 /M	219,737.95
Four colour process / Spectrum base graphics	29,734,500	2.40 /M	71,362.80
Fluorescent / Neon Ink Base	29,734,500	0.64 /M	19,030.08
Silver Scratch FX®	29,734,500	14.40 /M	428,176.80
Silver Scratch FX®	1	5,000.00 Ea	5,000.00
Inserts	1	22,789.36 Ea	22,789.36

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

<b>Before Taxes:</b>	766,097.00 USD
<b>Freight:</b>	0.00
<b>Deposit:</b>	0.00
<b>Amount Due:</b>	766,097.00 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



## Burrola, Jessica

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**From:** Burrola, Jessica  
**Sent:** Tuesday, December 1, 2020 10:31 AM  
**To:** AccountsPayable  
**Cc:** Perez, Maria; Vela, Anthony; Burrola, Jessica  
**Subject:** FW: 11/30/2020 Pollard Inv #8518402 \$766097.00 FINAL APPROVAL  
**Attachments:** Pollard Inv #8518402.pdf; Pollard Inv #8518402 Approval Memo.pdf; 2277 - P O - 9\_10\_2020.pdf; itm rpt10.pdf; tx2277.e00.pdf; 2277 - EXECWP - 8\_26\_2020 (2).pdf; 2277 10X The Cash.PBL.8518402.pdf

Good Morning –  
Please see Final Approval of #8518402.  
Please let me know if you have any questions.  
Thank you,



Jessica Burrola | Scratch Ticket Specialist  
Texas Lottery Commission  
P.O. Box 16630 | Austin, TX 78761-6630 | 512-344-5125  
[jessica.burrola@lottery.state.tx.us](mailto:jessica.burrola@lottery.state.tx.us)

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**From:** Mindell, Ryan <Ryan.Mindell@lottery.state.tx.us>  
**Sent:** Tuesday, December 1, 2020 8:04 AM  
**To:** Burrola, Jessica <Jessica.Burrola@lottery.state.tx.us>; Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>; Tirloni, Robert <Robert.Tirloni@lottery.state.tx.us>  
**Subject:** Fwd: 11/30/2020 Pollard Inv #8518402 \$766097.00 APPROVAL NEEDED

Approved

Sent from my iPad

Begin forwarded message:

**From:** "Tirloni, Robert" <[Robert.Tirloni@lottery.state.tx.us](mailto:Robert.Tirloni@lottery.state.tx.us)>  
**Date:** November 30, 2020 at 5:33:31 PM CST  
**To:** "Mindell, Ryan" <[Ryan.Mindell@lottery.state.tx.us](mailto:Ryan.Mindell@lottery.state.tx.us)>  
**Cc:** "Bowersock, Dale" <[Dale.Bowersock@lottery.state.tx.us](mailto:Dale.Bowersock@lottery.state.tx.us)>, "Burrola, Jessica" <[Jessica.Burrola@lottery.state.tx.us](mailto:Jessica.Burrola@lottery.state.tx.us)>  
**Subject:** FW: 11/30/2020 Pollard Inv #8518402 \$766097.00 APPROVAL NEEDED

Approved for payment, 11/30/2020. –RT

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

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**From:** Bowersock, Dale <[Dale.Bowersock@lottery.state.tx.us](mailto:Dale.Bowersock@lottery.state.tx.us)>  
**Sent:** Monday, November 30, 2020 2:35 PM  
**To:** Tirloni, Robert <[Robert.Tirloni@lottery.state.tx.us](mailto:Robert.Tirloni@lottery.state.tx.us)>  
**Cc:** Burrola, Jessica <[Jessica.Burrola@lottery.state.tx.us](mailto:Jessica.Burrola@lottery.state.tx.us)>  
**Subject:** FW: 11/30/2020 Pollard Inv #8518402 \$766097.00 APPROVAL NEEDED

Approved. DB 11/30/2020

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**From:** Burrola, Jessica <[Jessica.Burrola@lottery.state.tx.us](mailto:Jessica.Burrola@lottery.state.tx.us)>  
**Sent:** Monday, November 30, 2020 2:25 PM  
**To:** Bowersock, Dale <[Dale.Bowersock@lottery.state.tx.us](mailto:Dale.Bowersock@lottery.state.tx.us)>  
**Cc:** Burrola, Jessica <[Jessica.Burrola@lottery.state.tx.us](mailto:Jessica.Burrola@lottery.state.tx.us)>  
**Subject:** 11/30/2020 Pollard Inv #8518402 \$766097.00 APPROVAL NEEDED

Good Afternoon –  
Attached is all of the usual back up information I include with the invoices.  
Please let me know if you have questions.  
Thanks,

Jessica Burrola | Scratch Ticket Specialist  
Texas Lottery Commission  
P.O. Box 16630 | Austin, TX 78761-6630 | 512-344-5125  
[jessica.burrola@lottery.state.tx.us](mailto:jessica.burrola@lottery.state.tx.us)

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**From:** AccountsPayable <[accounts payable@lottery.state.tx.us](mailto:accounts payable@lottery.state.tx.us)>  
**Sent:** Monday, November 30, 2020 2:01 PM  
**To:** Burrola, Jessica <[Jessica.Burrola@lottery.state.tx.us](mailto:Jessica.Burrola@lottery.state.tx.us)>  
**Cc:** Vela, Anthony <[Anthony.Vela@lottery.state.tx.us](mailto:Anthony.Vela@lottery.state.tx.us)>  
**Subject:** Pollard Inv #8518402 \$766097.00 APPROVAL NEEDED

*Please see attached invoice and approval memo.*

*Thank You,*  
*Maria Perez – Texas Lottery Commission*  
*Accounts Payable – Office of the Controller*  
*D (512) 344-5489*  
*F (512) 344-5066*  
[maria.perez@lottery.state.tx.us](mailto:maria.perez@lottery.state.tx.us)

---

**From:** Marni Hutsebaut <[mhutsebaut@pbl.ca](mailto:mhutsebaut@pbl.ca)>

**Sent:** Wednesday, November 25, 2020 2:45 PM

**To:** AccountsPayable <[accountspayable@lottery.state.tx.us](mailto:accountspayable@lottery.state.tx.us)>; Burrola, Jessica <[Jessica.Burrola@lottery.state.tx.us](mailto:Jessica.Burrola@lottery.state.tx.us)>

**Subject:** Texas Invoice #8518402, 8518414

**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.**

Hello,

Please see the attached invoices.

Take care,

**Marni Hutsebaut**

Accounts Receivable Professional

Email [mhutsebaut@pbl.ca](mailto:mhutsebaut@pbl.ca)

Tel.204.474.2323 Ext 253

Fax.204.453.1375

Pollard Banknote Limited

140 Otter Street

Winnipeg, MB, Canada, R3T 0M8

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**Closing Scratch Ticket Game Analysis  
2/24/19-2/27/21**

**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	None	None	2M	None	None	None	None
5M-9.99M	Week 14	Week 16	Week 17	Week 17	3M	None	None	None	None
10M-14.99M	Week 16	None	None	Week 25	4M	Week 16*	None	None	Week 51*
15M-19.99M	Week 23	None	Week 31	Week 48	5M	Week 13*	None	Week 38*	Week 35*
20M-24.99M	None	None	None	Week 38	6M	Week 14	Week 24	None	None
25M-29.99M	Week 32*	None	None	None	7M	Week 16	Week 34	None	None
30M-34.99M	None	Week 46*	None	None	8M	Week 21	Week 40	None	None
>35M	None	Week 63	None	Week 42*	>9M	Week 30	Week 36*	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	None	None	2M	None	None	None	None
5M-9.99M	\$560,738	\$776,573	\$927,958	\$1,946,842	3M	None	None	None	None
10M-14.99M	\$607,596	None	None	\$2,218,148	4M	\$2,364,236	None	None	\$3,873,162
15M-19.99M	\$633,975	None	\$1,585,325	\$1,515,020	5M	\$3,760,439	None	\$3,506,730	\$6,271,944
20M-24.99M	None	None	None	\$2,468,328	6M	\$4,039,631	\$4,400,564	None	None
25M-29.99M	\$776,998	None	None	None	7M	\$3,884,366	\$3,675,833	None	None
30M-34.99M	None	\$1,280,700	None	None	8M	\$3,381,845	\$3,828,587	None	None
>35M	None	\$1,061,088	None	\$4,122,095	>9M	\$4,682,820	\$5,671,831	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