

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed 7/9/2021

Game #	2300	Confirmed Packs	11,555
Game Name	Winning Streak	Active Packs	7,125
Quantity Printed	7,333,875	Warehouse Packs	5,762
Price Point	\$5	Returned Packs	2
Start Date	4/19/2021	Printed Payout Percentage	68.00%
Top Prize	\$ 100,000	Percent Sold	71.01%
Number of Top Prizes Remaining	0	Number of Weeks Out	11

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 223,830	Actual ticket production costs
Prize payout expense	\$ 18,020,580	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 18,244,410

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 26,038,923	Based on # of tkts printed, times % sold from DaVinci report, times the price point
-----------------	---------------	---

Total Estimated Benefits \$ 26,038,923

Excess of Revenue over Expended **\$ 7,794,513**

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	\$		1,271,855
Next week	\$		1,413,320
Next week	\$		1,617,455
Avg Weekly Sales Current Game	\$		1,434,210
Avg Weekly Sales \$5; 5 - 9.99M Qty	\$		1,946,842
Percentage Of Variance In Sales			26%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2300	Printed Payout Percentage	68.00%
Game Name	Winning Streak	Actual Payout Percentage	69.21%
Percent Sold	71.01%	Number of Weeks Out	11
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.*			17

*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):

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
All Top Prizes Claimed

Bowersock, Dale

From: WebsiteSupport@lottery.state.tx.us
Sent: Friday, July 9, 2021 5:24 AM
To: WEBSITE_SCRATCH_ZTP
Subject: ZTP Occurrence: Date 07/08/2021

All top prizes for the following game(s) have been claimed as of 07/08/2021.

Game Number	Game Name	Price	Prize Amount	Prizes Printed	Prizes Claimed	Pending Top Claims	Pending Top Claims Count	Prizes Remaining	Sales Begin Date	Pre-Call Date	Call Date	Sales End Date	Last Top Prize Claimed Date
2300	Winning Streak	\$5	\$100,000	6	6		0	0	4/19/2021				07/08/2021

The Last Top Prize Claimed Date only reflects prizes claimed at a Texas Lottery® claim center. If the final top prize was validated at a retail location that validation date will not be reflected on this report.



Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														7/3/21	6/26/21	6/19/21	6/12/21
Baseline	2313	\$1	9,294,450	DOUBLE DOUBLER	7/6/21			0	0.00%	24,821	6,190	24,651	0	\$300.00	\$0	\$0	\$0
	2301	\$1	16,878,900	SAPPHIRE BLUE 7S	5/3/21			9	46.92%	12,852	12,059	29,148	2	\$809,895.00	\$841,992.00	\$917,694.00	\$882,151.00
	2288	\$2	7,246,000	JOKERS WILD	5/17/21			7	55.98%	11,494	9,743	473	22	\$1,154,186.00	\$998,570.00	\$1,133,236.00	\$1,314,198.00
	2294	\$2	9,097,000	LUCKY 3	6/21/21			2	10.15%	9,880	10,359	39,753	2	\$1,242,322.00	\$604,178.00	\$500.00	\$0
	2339	\$2	9,169,750	MUCHO DINERO	4/19/21			11	49.49%	8,940	6,165	19,109	20	\$522,816.00	\$577,694.00	\$674,378.00	\$776,274.00
	2289	\$5	6,021,225	50X SPEEDWAY RICHES	4/5/21			13	76.42%	8,708	5,095	1,396	426	\$737,480.00	\$785,860.00	\$899,565.00	\$1,026,675.00
	2314	\$5	7,325,925	CRAZY CASH	7/6/21			0	0.00%	34,322	8,787	45,834	0	\$1,500.00	\$0	\$0	\$0
	2302	\$5	13,948,575	EMERALD GREEN 7S	5/3/21			9	48.56%	22,652	12,401	52,121	3	\$2,918,875.00	\$3,042,590.00	\$3,222,280.00	\$3,563,810.00
	2273	\$5	7,333,500	ROSE GOLD RICHES	6/7/21			4	30.28%	19,437	11,981	31,289	4	\$2,701,940.00	\$2,963,105.00	\$3,445,455.00	\$1,989,675.00
	2295	\$5	7,196,175	TEXAS RED WHITE & BLUE	6/21/21			2	12.46%	21,059	12,717	43,764	2	\$2,893,375.00	\$1,588,490.00	\$750.00	\$0
	2300	\$5	7,333,875	WINNING STREAK	4/19/21			11	71.01%	11,555	7,125	5,762	2	\$1,271,855.00	\$1,413,320.00	\$1,617,455.00	\$1,894,165.00
	2309	\$10	15,693,550	\$100 MILLION CASH PAYOUT	6/7/21			4	13.77%	48,230	12,359	199,071	3	\$5,698,230.00	\$5,713,820.00	\$6,171,070.00	\$4,027,100.00
	2346	\$10	13,460,600	\$500,000 EXTREME LUCK	4/5/21			13	34.27%	12,898	5,456	153,890	7	\$1,771,440.00	\$1,804,030.00	\$1,961,890.00	\$2,292,930.00
	2347	\$10	11,256,950	777	4/19/21			11	45.69%	17,867	8,141	89,895	12	\$2,667,930.00	\$2,750,750.00	\$2,919,290.00	\$3,446,270.00
	2303	\$10	10,887,100	RUBY RED 7S	5/3/21			9	37.58%	28,571	10,789	89,076	10	\$3,484,280.00	\$3,479,170.00	\$3,563,550.00	\$4,025,520.00
	2203	\$20	8,559,050	\$1,000,000 EXTREME CASH	6/7/21			4	11.80%	47,018	10,829	234,527	13	\$5,274,460.00	\$5,314,440.00	\$5,551,580.00	\$4,056,500.00
	2304	\$20	8,984,625	DIAMOND WHITE 7S	5/3/21			9	27.45%	31,735	10,254	209,562	6	\$4,379,720.00	\$4,382,020.00	\$4,329,220.00	\$4,874,900.00
	2343	\$20	25,454,075	MILLION DOLLAR LOTERIA	6/18/21			2	1.54%	52,262	9,927	923,701	37	\$6,237,480.00	\$1,595,500.00	\$0	\$0
	2293	\$30	9,177,650	CASH CELEBRATION!	4/5/21			13	25.49%	19,510	8,462	238,065	12	\$4,325,310.00	\$4,283,370.00	\$4,301,820.00	\$4,362,720.00
	2312	\$50	6,731,160	MILLIONAIRE CLUB	4/19/21			11	29.12%	26,002	8,455	193,853	13	\$8,240,500.00	\$8,133,750.00	\$8,132,700.00	\$8,268,000.00
Mature	2277	\$1	29,734,500	10X THE CASH	1/4/21			26	75.93%	11,421	9,492	21,764	19	\$594,500.00	\$576,715.00	\$593,078.00	\$608,890.00
	1878	\$1	854,700	CASH ON THE SPOT	9/18/17			198	0.00%	0	0	2,164	20	\$0	\$0	\$0	\$0
	1804	\$1	829,650	LUCKY STARS	9/18/17			198	0.00%	0	0	70	765	\$0	\$0	\$0	\$0
	2160	\$1	30,596,400	WEEKLY HALF GRAND	12/7/20			30	60.12%	10,665	9,279	57,368	32	\$415,803.00	\$405,693.00	\$428,440.00	\$446,960.00
	2124	\$1	853,200	WINNING 7S	8/8/19			99	0.00%	0	0	4,198	576	\$0	\$0	\$0	\$0
	2246	\$2	35,700,000	BONUS GAME BINGO	9/21/20			41	63.67%	11,428	8,931	78,002	414	\$994,502.00	\$957,376.00	\$975,946.00	\$1,021,138.00
	2240	\$2	40,055,875	BREAK THE BANK	9/21/20			41	57.75%	12,094	9,158	104,773	21	\$991,094.00	\$990,486.00	\$1,039,136.00	\$1,022,520.00
	2299	\$2	9,010,375	LUCKY DOG	3/15/21			16	79.29%	6,131	4,785	696	610	\$451,798.00	\$504,748.00	\$593,754.00	\$612,738.00
	2239	\$2	26,660,750	WEEKLY GRAND	2/22/21			19	30.31%	11,708	10,156	122,642	9	\$867,524.00	\$845,330.00	\$901,064.00	\$894,254.00
	2234	\$3	35,950,250	\$50,000 BONUS CASHWORD	2/22/21			19	28.94%	14,518	9,689	174,005	248	\$1,860,789.00	\$1,693,281.00	\$1,757,145.00	\$1,797,336.00

Liability for 2300 / for Life to Date

Product Status:
Active

SmartCash Enabled:
N/A

Validation Range: 03/10/2021 - 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	234457	\$1,172,285.00	531424	\$2,657,120.00	69.39%	5088776
2	2	N/A	\$10.00	100828	\$1,008,280.00	241422	\$2,414,220.00	70.54%	5173290
3	3	N/A	\$10.00	97152	\$971,520.00	245121	\$2,451,210.00	71.62%	5252201
4	4	N/A	\$20.00	13479	\$269,580.00	35428	\$708,560.00	72.44%	5312624
5	5	N/A	\$20.00	31476	\$629,520.00	82539	\$1,650,780.00	72.39%	5309219
6	6	N/A	\$20.00	14027	\$280,540.00	34917	\$698,340.00	71.34%	5232038
7	7	N/A	\$50.00	4376	\$218,800.00	11920	\$596,000.00	73.15%	5364493
8	8	N/A	\$50.00	8849	\$442,450.00	23782	\$1,189,100.00	72.88%	5345046
9	9	N/A	\$50.00	8748	\$437,400.00	23797	\$1,189,850.00	73.12%	5362551
10	10	N/A	\$50.00	4643	\$232,150.00	11670	\$583,500.00	71.54%	5246510
11	0	N/A	\$100.00	1164	\$116,400.00	2908	\$290,800.00	71.41%	5237452
12	0	N/A	\$100.00	2878	\$287,800.00	7320	\$732,000.00	71.78%	5264166
13	0	N/A	\$100.00	2222	\$222,200.00	5945	\$594,500.00	72.79%	5338543
14	0	N/A	\$100.00	1399	\$139,900.00	3696	\$369,600.00	72.54%	5320118
15	0	N/A	\$250.00	165	\$41,250.00	409	\$102,250.00	71.25%	5225705
16	0	N/A	\$250.00	276	\$69,000.00	750	\$187,500.00	73.10%	5361019
17	0	N/A	\$250.00	270	\$67,500.00	761	\$190,250.00	73.81%	5413267
18	0	N/A	\$500.00	428	\$214,000.00	1101	\$550,500.00	72.01%	5280965
19	0	N/A	\$500.00	27	\$13,500.00	76	\$38,000.00	73.79%	5411402
20	0	N/A	\$500.00	130	\$65,000.00	381	\$190,500.00	74.56%	5468114
21	0	N/A	\$1,000.00	8	\$8,000.00	22	\$22,000.00	73.33%	5378175
22	0	N/A	\$1,000.00	3	\$3,000.00	8	\$8,000.00	72.73%	5333727
23	0	N/A	\$1,000.00	4	\$4,000.00	6	\$6,000.00	60.00%	4400325
24	0	N/A	\$100,000.00	0	\$0.00	6	\$600,000.00	100.00%	7333874
			Totals:	527009	\$6,914,075.00	1,265,409	\$18,020,580.00		

NO. OF TICKETS (+/-2%): 7,333,875
 NO. POOLS: 20.37
 PACK SIZE: 75
 PACKS/POOL: 4,800
 PACKS/GAME: 97,785

Minimum Quantity: 7,056,000
 Maximum Quantity: 7,344,000

TEXAS LOTTERY COMMISSION
 "WINNING STREAK" - GAME NO. 2300
 END OF PRODUCTION PRIZE STRUCTURE
 28-Feb-21

VERSION A

7,333,875 \$5 TICKETS \$36,669,375 REVENUE PRIZE FUND \$24,934,655 PAYOUT % 68.00%

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	9.58	765,881	7.8323	37,595	\$3,829,405	15.36%	
2	2	L	\$10	1	\$10	21.43	342,250	3.50	16,800	\$3,422,500	13.73%	
3	3	L	\$5"DBL"	1	\$10	21.43	342,273	3.5003	16,801	\$3,422,730	13.73%	
4	4	L	\$5 x 4	4	\$20	149.96	48,907	0.5001	2,401	\$978,140	3.92%	
5	5	L	\$10"DBL"	1	\$20	64.32	114,015	1.166	5,597	\$2,280,300	9.15%	LOW-TIER
6	6	L	\$20	1	\$20	149.84	48,944	0.5005	2,403	\$978,880	3.93%	59.80%
7	0	M	\$5"DBL" + \$20"DBL"	2	\$50	450.04	16,296	0.1667	800	\$814,800	3.27%	****
8	0	M	\$10"5X"	1	\$50	224.75	32,631	0.3337	1,602	\$1,631,550	6.54%	****
9	0	M	\$5 x 10	10	\$50	225.35	32,545	0.3328	1,598	\$1,627,250	6.53%	****
10	0	M	\$50	1	\$50	449.57	16,313	0.1668	801	\$815,650	3.27%	****
11	0	M	\$100	1	\$100	1,801.05	4,072	0.04	200	\$407,200	1.63%	
12	0	M	\$20"5X"	1	\$100	719.15	10,198	0.10	500	\$1,019,800	4.09%	
13	0	M	\$5 x 10 + \$10"5X"	11	\$100	897.99	8,167	0.08	400	\$816,700	3.28%	
14	0	M	\$10 x 10	10	\$100	1,439.43	5,095	0.05	250	\$509,500	2.04%	
15	0	M	\$250	1	\$250	12,776.79	574	0.01	28	\$143,500	0.58%	
16	0	M	\$10"5X" + \$20 x 10	11	\$250	7,148.03	1,026	0.01	50	\$256,500	1.03%	
17	0	M	\$50"5X"	1	\$250	7,113.36	1,031	0.01	50	\$257,750	1.03%	
18	0	M	\$5 x 10 + \$50"5X" + \$100"DBL"	12	\$500	4,796.52	1,529	0.02	75	\$764,500	3.07%	
19	0	M	\$500	1	\$500	71,202.67	103	0.00	5	\$51,500	0.21%	MID-TIER
20	0	M	\$50 x 2 + \$100 x 4	6	\$500	14,352.01	511	0.01	25	\$255,500	1.02%	37.59%
21	0	H	\$50 x 20	20	\$1,000	244,462.50	30	0.00	1.47	\$30,000	0.12%	
22	0	H	\$10"5X" + \$50 x 11 + \$100 x 4	16	\$1,000	666,715.91	11	0.00	0.54	\$11,000	0.04%	
23	0	H	\$1,000	1	\$1,000	733,387.50	10	0.00	0.49	\$10,000	0.04%	HIGH-TIER
24	0	H	\$100,000	1	\$100,000	1,222,312.50	6 ***	0.00	0.294524	\$600,000	2.41%	2.61%
						4.09	1,792,418	18.33	87,982.12	\$ 24,934,655	100.00%	100.00%
						4.0916						

Note: "DBL" = win DOUBLE the PRIZE by revealing one (1) "STACK OF CASH" (DBL) Play Symbol.
 Note: "5X" = win 5 TIMES the PRIZE by revealing one (1) "MONEY BAG" (WINX5) Play Symbol.

Consolidated odds are 1 in:		
\$5	9.58	765,881
\$10	10.71	684,523
\$20	34.62	211,866
\$50	75.00	97,785
\$100	266.38	27,532
\$250	2,787.49	2,631
\$500	3,422.25	2,143
\$1,000	143,801.47	51
\$100,000	1,222,312.50	6
		1,792,418

* Each of the following GLEPS will be used in approximately 16.67% of each pack of 75 tickets.
 ** Numbers are rounded.
 *** This Number of prizes is guaranteed delivery to the Lottery.
 **** The \$50 prize levels are included in the GLEPS but should be programmed as a Mid-Tier prize and not part of the Low-Tier file.



INTEROFFICE MEMO

Gary Grief, Executive Director Tyler Vance, Acting Charitable Bingo Operations Director

Payment Approval

March 29, 2021

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


Vendor Name	Pollard
P.O. Number (if applicable)	362-21-9010RL011
Tx Game Name	Game #2300 Winning Streak
Invoice Number	8520269
Invoice Amount	\$223,829.87

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.


JB 3/29/2021






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

3/29/2021
Date



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

3/29/2021
Date



 Ryan Mindell (Lottery Operations Division Director)

3/30/2021
Date

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

April 8, 2021



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

INVOICE NO.: 8520269

Sold To: Texas Lottery Commission P.O. Box 16630 Austin, TX 78761-6630 United States	Ship To: Texas Lottery Commission P.O. Box 16630 Austin, TX 78761-6630 United States
Terms: Net 30 days after date of invoice	Due Date: April 23, 2021

Invoice Date	Order No.	Your Order	Customer No.
March 24, 2021	1109415		5008

Order name: **WINNING STREAK #2300**
PO Number:

Product Description	Quantity	Unit Price	Amount
Ticket Size 4 x 8	7,333,875	22.52 /M	165,158.86
Four colour process / Spectrum base graphics	7,333,875	8.00 /M	58,671.00

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

Before Taxes:	223,829.87 USD
Freight:	0.00
Deposit:	0.00
Amount Due:	223,829.87 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

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