

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

4/13/2022

Game #	2312	Confirmed Packs	450
Game Name	Millionaire Club	Active Packs	245
Quantity Printed	6,731,160	Warehouse Packs	4,547
Price Point	\$50	Returned Packs	1,230
Start Date	4/19/2021	Printed Payout Percentage	78.05%
Top Prize	\$ 1,000,000	Percent Sold	95.92%
Number of Top Prizes Remaining	0	Number of Weeks Out	51

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 800,444	Actual ticket production costs
Prize payout expense	\$ 250,482,276	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 251,282,720

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 322,826,434	Based on # of tkts printed, times % sold from DaVinci report, times the price point
-----------------	----------------	-------------------------------------------------------------------------------------

Total Estimated Benefits \$ 322,826,434

Excess of Revenue over Expended \$ 71,543,713

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	\$	247,300
Next week	\$	563,950
Next week	\$	1,021,200
Avg Weekly Sales Current Game	\$	610,817
Avg Weekly Sales \$50; 5M Qty*	\$	6,331,310
Percentage Of Variance In Sales		90%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	<div>2312</div>	Printed Payout Percentage	<div>78.05%</div>
Game Name	<div>Millionaire Club</div>	Actual Payout Percentage	<div>77.59%</div>
Percent Sold	<div>95.92%</div>	Number of Weeks Out	<div>51</div>
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.*			<div>36</div>

**No games at the 6M quantity for comparison so the 5M quantity was used.*

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):

- Not Required, All Top Prizes Claimed

Scratch Ticket Strategy Coordinator Date

- Not Required, All Top Prizes Claimed

Products Manager Date

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

- Not Required, All Top Prizes Claimed

Lottery Operations Division Director Date

- Not Required, All Top Prizes Claimed

Controller Date

- Not Required, All Top Prizes Claimed

Executive Director Date

Bowersock, Dale

From: WebsiteSupport@lottery.state.tx.us
Sent: Wednesday, April 13, 2022 5:23 AM
To: WEBSITE_SCRATCH_ZTP
Subject: ZTP Occurrence: Date 04/12/2022

All top prizes for the following game(s) have been claimed as of 04/12/2022.

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
2312	Millionaire Club	\$50	\$1,000,000	4	4		0	0	4/19/2021	2/18/2022	03/20/2022	05/04/2022

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.



Play the Games of Texas!

Da Vinci Report

4/13/22

Week End Date:4/9/22

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														4/9/22	4/2/22	3/26/22	3/19/22
Sold/Closing	2324	\$5	5,437,800	HOUSTON TEXANS	8/16/21	4/3/22	5/18/22	34	61.65%	246	217	25,133	438	\$36,775.00	\$86,830.00	\$107,845.00	\$135,045.00
	2371	\$5	7,338,975	LUCKY 7S	12/20/21			16	96.65%	994	851	238	315	\$218,770.00	\$345,585.00	\$481,470.00	\$754,155.00
	2379	\$5	7,152,450	RED HOT \$100,000	10/4/21	4/3/22	5/18/22	27	96.82%	178	243	432	645	\$82,650.00	\$126,300.00	\$167,550.00	\$234,750.00
	2249	\$5	54,041,700	SUPER LOTERIA	11/2/20	2/27/22	4/13/22	75	99.38%	21	4	524	2,270	\$2,145.00	\$2,435.00	\$8,895.00	\$17,025.00
	2347	\$10	11,256,950	777	4/19/21	2/27/22	4/13/22	51	80.93%	6	4	40,303	1,237	\$7,710.00	\$17,110.00	\$42,890.00	\$91,340.00
	2364	\$10	6,082,150	HOLIDAY LUCKY TIMES 100	11/1/21	4/3/22	5/18/22	23	90.17%	542	391	2,992	4,030	\$150,190.00	\$246,800.00	\$284,060.00	\$400,040.00
	2258	\$10	39,197,450	MEGA LOTERIA	3/15/21	5/8/22	6/22/22	56	99.16%	2,763	569	166	604	\$342,980.00	\$487,660.00	\$691,050.00	\$939,750.00
	2209	\$30	12,028,825	\$250 MILLION CASH PARTY	3/16/20	3/7/22	4/21/22	108	80.67%	299	161	80,721	713	\$61,800.00	\$207,180.00	\$404,640.00	\$801,390.00
	2338	\$50	5,118,680	500X LOTERIA SPECTACULAR	3/15/21	2/27/22	4/13/22	56	97.27%	24	4	67	4,456	\$8,050.00	\$50,850.00	\$97,500.00	\$120,050.00
	2312	\$50	6,731,160	MILLIONAIRE CLUB	4/19/21	3/20/22	5/4/22	51	95.92%	450	245	4,547	1,230	\$247,300.00	\$563,950.00	\$1,021,200.00	\$1,608,000.00

Liability for 2312 / for Life to DateProduct Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 03/13/2021 - 11/01/2022

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	\$75.00	31888	\$2,391,600.00	641245	\$48,093,376.00	95.26%	6412288
2	2	N/A	\$100.00	8440	\$844,000.00	160003	\$16,000,300.00	94.99%	6393888
3	3	N/A	\$100.00	8071	\$807,100.00	160027	\$16,002,700.00	95.20%	6407972
4	4	N/A	\$100.00	7882	\$788,200.00	160233	\$16,023,300.00	95.31%	6415572
5	5	N/A	\$150.00	4285	\$642,750.00	79864	\$11,979,600.00	94.91%	6388398
6	6	N/A	\$150.00	7846	\$1,176,900.00	160614	\$24,092,100.00	95.34%	6417657
7	7	N/A	\$150.00	3974	\$596,100.00	79975	\$11,996,250.00	95.27%	6412518
8	0	N/A	\$200.00	718	\$143,600.00	13849	\$2,769,800.00	95.07%	6399384
9	0	N/A	\$200.00	4255	\$851,000.00	88352	\$17,670,400.00	95.41%	6421884
10	0	N/A	\$200.00	3013	\$602,600.00	64377	\$12,875,400.00	95.53%	6430210
11	0	N/A	\$200.00	3058	\$611,600.00	64179	\$12,835,800.00	95.45%	6425020
12	0	N/A	\$250.00	835	\$208,750.00	16020	\$4,005,000.00	95.05%	6397697
13	0	N/A	\$250.00	1514	\$378,500.00	32138	\$8,034,500.00	95.50%	6428325
14	0	N/A	\$250.00	1525	\$381,250.00	32079	\$8,019,750.00	95.46%	6425689
15	0	N/A	\$250.00	1255	\$313,750.00	26752	\$6,688,000.00	95.52%	6429535
16	0	N/A	\$500.00	177	\$88,500.00	3199	\$1,599,500.00	94.76%	6378252
17	0	N/A	\$500.00	461	\$230,500.00	9371	\$4,685,500.00	95.31%	6415551
18	0	N/A	\$500.00	617	\$308,500.00	13389	\$6,694,500.00	95.59%	6434635
19	0	N/A	\$500.00	524	\$262,000.00	10654	\$5,327,000.00	95.31%	6415618
20	0	N/A	\$500.00	430	\$215,000.00	9423	\$4,711,500.00	95.64%	6437401
21	0	N/A	\$2,000.00	16	\$32,000.00	267	\$534,000.00	94.35%	6350599
22	0	N/A	\$2,000.00	43	\$86,000.00	528	\$1,056,000.00	92.47%	6224260
23	0	N/A	\$2,000.00	21	\$42,000.00	367	\$734,000.00	94.59%	6366844
24	0	N/A	\$2,000.00	21	\$42,000.00	529	\$1,058,000.00	96.18%	6474152
25	0	N/A	\$2,000.00	32	\$64,000.00	523	\$1,046,000.00	94.23%	6343057
26	0	N/A	\$10,000.00	3	\$30,000.00	38	\$380,000.00	92.68%	6238636
27	0	N/A	\$10,000.00	7	\$70,000.00	157	\$1,570,000.00	95.73%	6443854
28	0	N/A	\$1,000,000.00	0	\$0.00	4	\$4,000,000.00	100.00%	6731160
Totals:				90911	\$12,208,200.00	1,828,156	\$250,482,276.00		

Prize Structure
TEXAS LOTTERY
GAME NO.2312 "MILLIONAIRE CLUB"
September 13, 2020 - VERSION A

Order Quantity: 6,731,160
Price Point: \$50.00
Revenue: \$336,558,000.00

Pack Size: 20
Packs/Game: 336,558
Packs/Pool: 6,000

Pool Size: 120,000
Number of Pools: 56.09

Winners: 1,919,067
Non-winners: 4,812,093
Overall Odds: 3.5075

Total Payout
Prize Fund: \$262,690,475.00
Payout: 78.05%

ORIGINAL ORDER

SHIPMENT # 1-3
COMPLETE
POOLS # 1-70

Kind	Wins	Tier Level	Get	Win	Value	Odds (1 in)	Winners			Total Prize Cost	% Prize Fund
							Pack	Pool	Total		
Mid Tiers											
01	1	G	\$75	\$75	\$75.00	9.9997	2.00	12,000.00	673,133	\$50,484,975.00	19.22%
02	1	G	\$100	\$100	\$100.00	39.9611	0.50	3,000.00	168,443	\$16,844,300.00	6.41%
03	2	G	\$50 x 2	\$100	\$100.00	40.0431	0.50	3,000.00	168,098	\$16,809,800.00	6.40%
04	1	G	\$50 w/ 2X	\$100	\$100.00	40.0390	0.50	3,000.00	168,115	\$16,811,500.00	6.40%
Total (\$100.00):						13.3381	1.50	9,000.00	504,656	\$50,465,600.00	19.21%
05	1	G	\$150	\$150	\$150.00	79.9910	0.25	1,500.00	84,149	\$12,622,350.00	4.81%
06	1	G	\$75 w/ 2X	\$150	\$150.00	39.9570	0.50	3,000.00	168,460	\$25,269,000.00	9.62%
07	3	G	\$50 x 3	\$150	\$150.00	80.1815	0.25	1,500.00	83,949	\$12,592,350.00	4.79%
Total (\$150.00):						20.0000	1.00	6,000.00	336,558	\$50,483,700.00	19.22%
08	1	M	\$200	\$200	\$200.00	462.0828	0.04	260.00	14,567	\$2,913,400.00	1.11%
09	2	M	\$50 w/ 2X x 2	\$200	\$200.00	72.6852	0.28	1,650.00	92,607	\$18,521,400.00	7.05%
10	1	M	\$100 w/ 2X	\$200	\$200.00	99.8837	0.20	1,200.00	67,390	\$13,478,000.00	5.13%
11	4	M	\$50 x 4	\$200	\$200.00	100.1110	0.20	1,200.00	67,237	\$13,447,400.00	5.12%
Total (\$200.00):						27.8376	0.72	4,310.00	241,801	\$48,360,200.00	18.41%
12	1	M	\$250	\$250	\$250.00	399.3569	0.05	300.00	16,855	\$4,213,750.00	1.60%
13	1	M	\$50 w/ 5X	\$250	\$250.00	200.0226	0.10	600.00	33,652	\$8,413,000.00	3.20%
14	2	M	\$50 + \$100 w/ 2X	\$250	\$250.00	200.3083	0.10	600.00	33,604	\$8,401,000.00	3.20%
15	4	M	\$100 + (\$50 x 3)	\$250	\$250.00	240.3385	0.08	500.00	28,007	\$7,001,750.00	2.67%
Total (\$250.00):						60.0364	0.33	2,000.00	112,118	\$28,029,500.00	10.67%
16	1	M	\$500	\$500	\$500.00	1993.8270	0.01	60.00	3,376	\$1,688,000.00	0.64%
17	4	M	\$100 + \$50 w/ 5X + \$50 w/ 2X + \$50	\$500	\$500.00	684.6176	0.03	175.00	9,832	\$4,916,000.00	1.87%
18	1	M	\$50 w/ 10X	\$500	\$500.00	480.5912	0.04	250.00	14,006	\$7,003,000.00	2.67%
19	1	M	\$100 w/ 5X	\$500	\$500.00	602.1793	0.03	200.00	11,178	\$5,589,000.00	2.13%
20	5	M	\$200 + \$100 + (\$75 x 2) + \$50	\$500	\$500.00	683.1584	0.03	175.00	9,853	\$4,926,500.00	1.88%
Total (\$500.00):						139.5204	0.14	860.00	48,245	\$24,122,500.00	9.18%
Total (Mid Tiers):						3.5122	5.70	34,170.00	1,916,511	\$251,946,475.00	95.91%
High Tiers											
21	1	H	\$2,000	\$2,000	\$2,000.00	23785.0177	0.00	5.00	283	\$566,000.00	0.22%
22	1	H	\$200 w/ 10X	\$2,000	\$2,000.00	11788.3713	0.00	10.00	571	\$1,142,000.00	0.43%
23	1	H	\$100 w/ 20X	\$2,000	\$2,000.00	17348.3505	0.00	7.00	388	\$776,000.00	0.30%
24	4	H	\$100 w/ 5X x 4	\$2,000	\$2,000.00	12238.4727	0.00	10.00	550	\$1,100,000.00	0.42%
25	8	H	\$50 w/ 5X x 8	\$2,000	\$2,000.00	12128.2162	0.00	10.00	555	\$1,110,000.00	0.42%
Total (\$2,000.00):						2867.9847	0.01	42.00	2,347	\$4,694,000.00	1.79%
26	1	H	\$10,000	\$10,000	\$10,000.00	164174.6341	0.00	0.73	41	\$410,000.00	0.16%
27	39	H	(\$1,000 x 3) + (\$500 x 2) + (\$300 x 10) + (\$100 x 17) + \$50 w/ 20X + (\$50 x 6)	\$10,000	\$10,000.00	41043.6585	0.00	2.91	164	\$1,640,000.00	0.62%
Total (\$10,000.00):						32834.9268	0.00	3.64	205	\$2,050,000.00	0.78%
28	1	H	\$1,000,000	\$1,000,000	\$1,000,000.00	1682790.0000	0.00	0.07	4 *	\$4,000,000.00	1.52%
Total (High Tiers):						2633.4742	0.01	45.71	2,556	\$10,744,000.00	4.09%
Total :						3.5075	5.70	34,215.71	1,919,067	\$262,690,475.00	100.00%

* Exact Quantity by Kind Level

2X = win DOUBLE the prize
5X = win 5 TIMES the prize
10X = win 10 TIMES the prize
20X = win 20 TIMES the prize

G-TIER: The \$75, \$100 and \$150 prizes are included in the GLEPS, programmed as G-tier and included in the low-tier files.

6731160

673133
168443
168098
168115

84149
168460
83949

14567
92607
67390
67237

16855
33652
33604
28007

3376
9832
14006
11178
9853

283
571
388
550
555

41
164

4



INTEROFFICE MEMO

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

Payment Approval

March 12, 2021

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

Vendor Name	Scientific Games
P.O. Number (if applicable)	362-21-9019RL010
Invoice Number	TX 031221
Tx Game Name:	Game #2312 Millionaire Club
Invoice Amount:	\$800,444.16

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

3/16/2021
Date

JB
3/16/2021



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

3/16/2021
Date

Ryan Mindell (Lottery Operations Division Director)

3/18/2021
Date

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

March 22, 2021

Burrola, Jessica

From: Tirloni, Robert
Sent: Thursday, March 11, 2021 9:16 PM
To: Products
Cc: Bland, Angie; Mindell, Ryan; Mendoza, Merry
Subject: R. Tirloni -- signature authority -- 3/12, 3/15-3/17

I will be off on Friday, March 12 and Monday – Wednesday, March 15-17. Rene' McCoy will have my signature authority during this time period including the approval of ISR's. Thanks.

Robert Tirloni
Products Manager | Texas Lottery Commission
Office: 512-344-5406
robert.tirloni@lottery.state.tx.us



Invoice: TX 031221
"TX 2312 MILLIONAIRE CLUB"™
March 12, 2021

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-2312	1	TX-2312 MILLIONAIRE CLUB	2,302,420	113.52 \$	261,370.72	1039957
		Additional Charges: Sparkle Set up Fee			4,500.00	
		Additional Charges: Pack Inserts on Holographic Stock			34,657.88	
		Additional Charges: Credit for 27,000 Pack Inserts-Game 2312			(2,835.00)	
TX-2312	2	TX-2312 MILLIONAIRE CLUB	2,302,700	113.52 \$	261,402.50	1039964
TX-2312	3	TX-2312 MILLIONAIRE CLUB	2,126,040	113.52 \$	241,348.06	1039965
Total Due					<u>\$800,444.16</u>	

***Please include the SG invoice numbers with your remittance**

Due Date: April 11, 2021

Wire Transfer Instructions:

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

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

Average Number of Weeks for 85% Average Sell Through

	A	B	C	D		E	F	G	H
	Price Point					Price Point			
Print Quantities	\$1	\$2	\$3	\$5	Print Quantities	\$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

	A	B	C	D		E	F	G	H
	Price Point					Price Point			
Print Quantities	\$1	\$2	\$3	\$5	Print Quantities	\$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