

TEAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed 11/30/2021

Game #	2314	Confirmed Packs	3,638
Game Name	Crazy Cash	Active Packs	2,433
Quantity Printed	7,325,925	Warehouse Packs	21,451
Price Point	\$5	Returned Packs	1,827
Start Date	7/6/2021	Printed Payout Percentage	68.13%
Top Prize	\$ 100,000	Percent Sold	67.58%
Number of Top Prizes Remaining	4	Number of Weeks Out	21

Current Game Sales AnalysisTANGIBLE COSTS**Expenditure Impact:**

Cost to print tickets	\$ 233,509	Actual ticket production costs
Prize payout expense	\$ 16,037,480	Data from Instant Ticket Tier Liability screen in ES
Estimated Direct Costs	\$ 16,270,989	

TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 24,754,301	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 24,754,301	

Excess of Revenue over Expended	\$ 8,483,312
--	---------------------

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	\$	325,615
Next week	\$	382,500
Next week	\$	446,525
Avg Weekly Sales Current Game	\$	384,880
Avg Weekly Sales \$5; 5M - 9.99M Qty	\$	1,904,150
Percentage Of Variance In Sales		80%

MASS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2314	Printed Payout Percentage	68.13%
Game Name	Crazy Cash	Actual Payout Percentage	64.79%
Percent Sold	67.58%	Number of Weeks Out	21
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

Robert 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.

Ry Mitchell

12/3/2021

Lottery Operations Division Director

Date

Kathy Pyra

12/6/2021

Controller

Date

Gary Griffin

12/6/2021

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 2314 / for Life to DateProduct Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 06/15/2021 - 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	282230	\$1,411,150.00	482782	\$2,413,910.00	63.11%	4623227
2	2	N/A	\$10.00	122660	\$1,226,600.00	219222	\$2,192,220.00	64.12%	4697538
3	3	N/A	\$10.00	119111	\$1,191,110.00	222726	\$2,227,260.00	65.16%	4773251
4	4	N/A	\$20.00	16722	\$334,440.00	32130	\$642,600.00	65.77%	4818266
5	5	N/A	\$20.00	38889	\$777,780.00	75085	\$1,501,700.00	65.88%	4826250
6	6	N/A	\$20.00	17127	\$342,540.00	31732	\$634,640.00	64.95%	4757900
7	0	N/A	\$50.00	5477	\$273,850.00	10850	\$542,500.00	66.45%	4868395
8	0	N/A	\$50.00	10800	\$540,000.00	21768	\$1,088,400.00	66.84%	4896546
9	0	N/A	\$50.00	11179	\$558,950.00	21314	\$1,065,700.00	65.60%	4805489
10	0	N/A	\$50.00	5709	\$285,450.00	10582	\$529,100.00	64.96%	4758635
11	0	N/A	\$100.00	1447	\$144,700.00	2681	\$268,100.00	64.95%	4757946
12	0	N/A	\$100.00	3532	\$353,200.00	6725	\$672,500.00	65.56%	4803241
13	0	N/A	\$100.00	2815	\$281,500.00	5390	\$539,000.00	65.69%	4812521
14	0	N/A	\$100.00	1744	\$174,400.00	3371	\$337,100.00	65.90%	4828092
15	0	N/A	\$250.00	216	\$54,000.00	366	\$91,500.00	62.89%	4607024
16	0	N/A	\$250.00	353	\$88,250.00	699	\$174,750.00	66.44%	4867701
17	0	N/A	\$250.00	358	\$89,500.00	664	\$166,000.00	64.97%	4759700
18	0	N/A	\$500.00	531	\$265,500.00	1023	\$511,500.00	65.83%	4822664
19	0	N/A	\$500.00	40	\$20,000.00	70	\$35,000.00	63.64%	4661952
20	0	N/A	\$500.00	175	\$87,500.00	340	\$170,000.00	66.02%	4836533
21	0	N/A	\$1,000.00	10	\$10,000.00	20	\$20,000.00	66.67%	4883950
22	0	N/A	\$1,000.00	4	\$4,000.00	7	\$7,000.00	63.64%	4661952
23	0	N/A	\$1,000.00	3	\$3,000.00	7	\$7,000.00	70.00%	5128147
24	0	N/A	\$100,000.00	4	\$400,000.00	2	\$200,000.00	33.33%	2441975
Totals:				641136	\$8,917,420.00	1,149,556	\$16,037,480.00		

NO. OF TICKETS (+/-2%): **7,325,925** Minimum Quantity: 7,056,000
 NO. POOLS: 20.35 Maximum Quantity: 7,344,000
 PACK SIZE: 75
 PACKS/POOL: 4,800
 PACKS/GAME: 97,679

TEXAS LOTTERY COMMISSION
 "CRAZY CASH" - GAME NO. 2314
 PRIZE STRUCTURE
 29-Dec-20

VERSION A

7,325,925 \$5 TICKETS \$36,629,625 REVENUE PRIZE FUND \$24,954,900 PAYOUT % **68.13%**

PRIZE TIER	PRIZE CODE	TIER CODE	GET:	# OF WAYS TO WIN:	WIN:	ODDS OF 1 IN:	WINNERS IN 20.35 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	765,012	7.8319	37,593	\$3,825,060	15.33%	
2	2	L	\$10	1	\$10	21.43	341,882	3.5001	16,800	\$3,418,820	13.70%	
3	3	L	\$5 x 2	2	\$10	21.43	341,837	3.4996	16,798	\$3,418,370	13.70%	
4	4	L	\$5 x 4	4	\$20	149.96	48,852	0.5001	2,401	\$977,040	3.92%	
5	5	L	\$5 x 2 + \$10	3	\$20	64.28	113,974	1.1668	5,601	\$2,279,480	9.13%	LOW-TIER
6	6	L	\$20	1	\$20	149.94	48,859	0.5002	2,401	\$977,180	3.92%	59.69%
7	0	M	\$5 x 2 + \$20 x 2	4	\$50	448.70	16,327	0.1671	802	\$816,350	3.27%	****
8	0	M	\$10 x 5	5	\$50	224.94	32,568	0.3334	1,600	\$1,628,400	6.53%	****
9	0	M	\$5 x 10 "WIN"	1	\$50	225.46	32,493	0.3327	1,597	\$1,624,650	6.51%	****
10	0	M	\$50	1	\$50	449.69	16,291	0.1668	801	\$814,550	3.26%	****
11	0	M	\$100	1	\$100	1,774.69	4,128	0.04	200	\$412,800	1.65%	
12	0	M	\$20 x 5	5	\$100	714.24	10,257	0.10	500	\$1,025,700	4.11%	
13	0	M	\$5 x 10 "WIN" + \$50	2	\$100	892.86	8,205	0.08	400	\$820,500	3.29%	
14	0	M	\$10 x 10 "WIN"	1	\$100	1,432.24	5,115	0.05	250	\$511,500	2.05%	
15	0	M	\$250	1	\$250	12,587.50	582	0.01	28	\$145,500	0.58%	
16	0	M	\$10 + \$20 x 2 + \$20 x 10 "WIN"	4	\$250	6,963.81	1,052	0.01	50	\$263,000	1.05%	
17	0	M	\$50 x 5	5	\$250	7,168.22	1,022	0.01	50	\$255,500	1.02%	
18	0	M	\$5 x 10 "WIN" + \$100 x 2 + \$250	4	\$500	4,714.24	1,554	0.02	75	\$777,000	3.11%	
19	0	M	\$500	1	\$500	66,599.32	110	0.00	5	\$55,000	0.22%	MID-TIER
20	0	M	\$50 x 2 + \$100 x 4	6	\$500	14,225.10	515	0.01	25	\$257,500	1.03%	37.70%
21	0	H	\$100 x 10 "WIN"	1	\$1,000	244,197.50	30	0.00	1.47	\$30,000	0.12%	
22	0	H	\$10 + \$20 x 2 + \$50 x 11 + \$100 x 4	18	\$1,000	665,993.18	11	0.00	0.54	\$11,000	0.04%	
23	0	H	\$1,000	1	\$1,000	732,592.50	10	0.00	0.49	\$10,000	0.04%	HIGH-TIER
24	0	H	\$100,000	1	\$100,000	1,220,987.50	6 ***	0.00	0.294843	\$600,000	2.40%	2.61%
						4.09	1,790,692	18.33	87,979.56	\$ 24,954,900	100.00%	100.00%
						4.0911						

Note: "WIN" = WIN ALL 10 PRIZES in GAME 4 by revealing one (1) "WIN" (WINALL) Play Symbol.

Consolidated odds are 1 in:		
\$5	9.58	765,012
\$10	10.71	683,719
\$20	34.61	211,685
\$50	75.00	97,679
\$100	264.43	27,705
\$250	2,758.25	2,656
\$500	3,362.06	2,179
\$1,000	143,645.59	51
\$100,000	1,220,987.50	6
		1,790,692

* 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 Mid-Tier prizes and not part of the Low-Tier file.

Callout:	Not applicable for this game.
----------	-------------------------------



INTEROFFICE MEMO

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

Payment Approval

June 22, 2021

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

Vendor Name	Pollard
P.O. Number (if applicable)	362-21-9010RL020
Tx Game Name	Game #2314 Crazy Cash

<u>Invoice Number:</u>	<u>Invoice Amount:</u>
8521738	\$235,308.71

LESS SANCTIONS LETTER DATED 6/15/21	-\$1,800.00
--	--------------------

Total Amount	\$233,508.71
---------------------	---------------------

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

6/23/2021


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

6/23/2021

Date


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

6/23/2021

Date



6/24/2021



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

INVOICE NO.: 8521738

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: July 22, 2021

Invoice Date	Order No.	Your Order	Customer No.
June 22, 2021	1124599		5008

Order name: CRAZY CASH #2314
PO Number:

Product Description	Quantity	Unit Price	Amount
Ticket Size 4 x 8	7,325,925	22.52 /M	164,979.83
Four colour process / Spectrum base graphics	7,325,925	8.00 /M	58,607.40
Multiple Play Area	7,325,925	1.60 /M	11,721.48

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

Before Taxes:	235,308.71 USD
Freight:	0.00
Deposit:	0.00
Amount Due:	235,308.71 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