

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

3/28/2022

Game #	2319	Confirmed Packs	5,058
Game Name	\$500 Frenzy	Active Packs	3,330
Quantity Printed	9,169,050	Warehouse Packs	18,409
Price Point	\$5	Returned Packs	19
Start Date	11/15/2021	Printed Payout Percentage	68.06%
Top Prize	\$ 500	Percent Sold	76.43%
Number of Top Prizes Remaining	2349	Number of Weeks Out	19

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

Cost to print tickets	\$ 313,065	Actual ticket production costs
Prize payout expense	\$ 23,375,515	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs **\$ 23,688,580**

TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 35,039,525	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 35,039,525	

Excess of Revenue over Expended \$ 11,350,945

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	\$	683,075
Next week	\$	819,225
Next week	\$	903,885
Avg Weekly Sales Current Game	\$	802,062
Avg Weekly Sales \$5; 5M-9.99M Qty	\$	1,904,150
Percentage Of Variance In Sales		58%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2319	Printed Payout Percentage	68.06%
Game Name	\$500 Frenzy	Actual Payout Percentage	66.71%
Percent Sold	76.43%	Number of Weeks Out	19
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):



3/28/2022

Instant Product Coordinator

Date



3/29/2022

Products Manager

Date

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



3/29/2022

Lottery Operations Division Director

Date



3/30/2022

Controller

Date



4/5/2022

Executive Director

Date



Play the Games of Texas!

Da Vinci Report

3/28/22

Week End Date:3/26/22

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														3/26/22	3/19/22	3/12/22	3/5/22
Mature	2319	\$5	9,169,050	\$500 FRENZY	11/15/21			19	76.43%	5,058	3,330	18,409	19	\$683,075.00	\$819,225.00	\$903,885.00	\$1,101,340.00
	2250	\$5	22,721,550	BINGO TIMES 20	11/23/20			70	88.10%	12,136	8,208	13,125	34	\$1,338,140.00	\$1,395,335.00	\$1,449,350.00	\$1,574,860.00
	2247	\$5	18,355,500	BONUS BREAK THE BANK	12/28/20			65	77.65%	6,235	4,043	42,949	21	\$608,050.00	\$654,955.00	\$672,865.00	\$706,640.00
	2368	\$5	7,217,700	JEOPARDY!	12/6/21			16	64.05%	7,253	4,976	18,547	496	\$594,590.00	\$740,995.00	\$800,350.00	\$979,655.00
	2342	\$5	59,686,425	SUPER LOTERIA	10/18/21			23	32.92%	30,015	14,644	481,524	37	\$5,454,385.00	\$5,555,760.00	\$5,477,485.00	\$5,881,660.00
	2309	\$10	15,693,550	\$100 MILLION CASH PAYOUT	6/7/21			42	69.70%	5,992	2,962	84,861	31	\$936,570.00	\$944,390.00	\$960,110.00	\$986,480.00
	2333	\$10	28,628,600	\$250,000 50X CASHWORD	12/20/21			14	16.68%	25,496	9,183	437,879	13	\$3,990,430.00	\$3,971,690.00	\$3,966,570.00	\$4,305,340.00
	2346	\$10	13,460,600	\$500,000 EXTREME LUCK	4/5/21			51	67.90%	10,362	5,592	68,140	27	\$1,600,740.00	\$1,656,110.00	\$1,580,140.00	\$1,636,260.00
	2353	\$10	14,299,500	\$500,000 JACKPOT	9/7/21			29	64.44%	16,273	8,512	74,164	20	\$2,066,280.00	\$2,127,050.00	\$2,049,190.00	\$2,300,300.00
	2348	\$10	11,152,000	\$50 OR \$100	12/6/21			16	42.87%	17,568	7,978	98,562	14	\$2,565,660.00	\$2,646,180.00	\$2,714,930.00	\$2,919,770.00
	2306	\$10	8,318,950	BREAK THE BANK SUPER TICKET	8/16/21			32	68.50%	10,390	6,630	33,216	32	\$1,275,430.00	\$1,287,820.00	\$1,370,940.00	\$1,471,300.00
	2336	\$10	15,610,600	POWER 10X	8/2/21			34	58.23%	7,861	4,074	116,964	34	\$984,450.00	\$1,073,220.00	\$1,090,780.00	\$1,232,340.00
	2345	\$20	9,157,250	\$1,000,000 CROSSWORD	10/4/21			25	62.79%	27,098	9,094	94,946	23	\$4,656,320.00	\$4,719,600.00	\$4,738,660.00	\$5,097,460.00
	2203	\$20	8,559,050	\$1,000,000 EXTREME CASH	6/7/21			42	66.92%	8,188	3,672	99,671	53	\$1,108,680.00	\$1,082,520.00	\$1,120,920.00	\$1,238,580.00
	2354	\$20	10,280,400	\$1,000,000 JACKPOT	9/7/21			29	48.28%	18,377	7,892	183,196	43	\$2,159,080.00	\$2,220,080.00	\$2,255,820.00	\$2,459,660.00
	2367	\$20	16,392,750	CASH SPECTACULAR	11/15/21			19	24.58%	16,612	6,950	468,194	18	\$2,556,340.00	\$2,585,320.00	\$2,557,080.00	\$2,873,020.00
	1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			254	87.41%	12,241	6,116	152,029	53	\$1,950,060.00	\$2,001,860.00	\$1,906,620.00	\$2,074,520.00
	2343	\$20	25,454,075	MILLION DOLLAR LOTERIA	6/18/21			40	59.65%	38,497	11,320	352,006	62	\$7,879,000.00	\$7,716,100.00	\$7,774,000.00	\$8,158,840.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			210	62.65%	11,497	5,939	487,450	46	\$2,925,030.00	\$2,754,240.00	\$2,654,400.00	\$2,738,700.00
	2293	\$30	9,177,650	CASH CELEBRATION!	4/5/21			51	72.91%	12,974	7,290	76,199	58	\$3,111,960.00	\$3,101,430.00	\$2,992,230.00	\$3,395,040.00
	2358	\$50	5,984,660	\$1,000,000 ULTIMATE	12/20/21			14	32.82%	22,963	8,166	166,330	7	\$5,587,550.00	\$5,542,800.00	\$6,288,550.00	\$7,407,300.00
	2344	\$50	10,279,600	500X LOTERIA SPECTACULAR	10/18/21			23	29.42%	25,298	7,917	324,958	26	\$7,176,500.00	\$6,687,750.00	\$7,274,450.00	\$8,184,900.00
	2340	\$50	6,606,400	CASINO MILLIONS	9/20/21			27	63.50%	20,078	7,215	89,680	26	\$5,194,850.00	\$5,218,350.00	\$5,802,850.00	\$6,845,500.00
Sold/Closing	2355	\$2	8,976,500	20XTRA	9/20/21	2/27/22	4/13/22	27	78.36%	91	120	11,128	1,246	\$17,408.00	\$52,356.00	\$75,166.00	\$142,756.00
	2240	\$2	40,055,875	BREAK THE BANK	9/21/20	2/20/22	4/6/22	79	89.18%	88	96	21,508	2,805	\$24,826.00	\$45,442.00	\$86,768.00	\$155,988.00
	2294	\$2	9,097,000	LUCKY 3	6/21/21	2/20/22	4/6/22	40	92.93%	45	56	2,236	906	\$8,038.00	\$15,322.00	\$33,312.00	\$54,956.00
	2318	\$2	6,083,500	VETERANS CASH	10/18/21	4/3/22	5/18/22	23	59.29%	1,183	1,444	13,710	1,087	\$90,772.00	\$113,272.00	\$99,044.00	\$120,326.00
	2362	\$3	6,116,875	WINTER WORDS	11/1/21	2/23/22	4/9/22	21	89.59%	142	46	177	1,910	-\$38,820.00	-\$24,021.00	\$11,220.00	\$37,881.00
	2363	\$5	7,164,975	25 DAYS OF WINNING	11/1/21	4/3/22	5/18/22	21	91.65%	805	720	1,613	2,157	\$104,960.00	\$143,595.00	\$192,535.00	\$301,280.00
	2323	\$5	9,897,375	COWBOYS	8/16/21	4/3/22	5/18/22	32	70.46%	862	1,584	33,878	339	\$314,230.00	\$402,170.00	\$477,360.00	\$543,240.00
	2360	\$5	7,334,775	HIT \$500	10/18/21	4/3/22	5/18/22	23	92.57%	1,165	1,544	780	1,299	\$365,850.00	\$455,555.00	\$524,325.00	\$704,050.00
	2324	\$5	5,437,800	HOUSTON TEXANS	8/16/21	4/3/22	5/18/22	32	61.19%	613	672	25,135	202	\$107,845.00	\$135,045.00	\$155,975.00	\$187,005.00

Liability for 2319 / for Life to Date**Product Status:**
Active**SmartCash Enabled:**
N/A**Validation Range:** 03/18/2021 - 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	245089	\$1,225,445.00	671649	\$3,358,245.00	73.27%	6717713
2	2	N/A	\$10.00	100236	\$1,002,360.00	287119	\$2,871,190.00	74.12%	6796371
3	3	N/A	\$10.00	112050	\$1,120,500.00	336216	\$3,362,160.00	75.00%	6877124
4	4	N/A	\$15.00	50161	\$752,415.00	153585	\$2,303,775.00	75.38%	6911686
5	5	N/A	\$15.00	26011	\$390,165.00	75859	\$1,137,885.00	74.47%	6827868
6	6	N/A	\$20.00	24661	\$493,220.00	77224	\$1,544,480.00	75.80%	6949705
7	7	N/A	\$20.00	9978	\$199,560.00	30764	\$615,280.00	75.51%	6923485
8	8	N/A	\$20.00	5095	\$101,900.00	15230	\$304,600.00	74.93%	6870584
9	0	N/A	\$25.00	4280	\$107,000.00	12940	\$323,500.00	75.15%	6890099
10	0	N/A	\$25.00	6143	\$153,575.00	19400	\$485,000.00	75.95%	6963926
11	0	N/A	\$50.00	4291	\$214,550.00	14160	\$708,000.00	76.74%	7036678
12	0	N/A	\$50.00	3860	\$193,000.00	12677	\$633,850.00	76.66%	7028847
13	0	N/A	\$50.00	3967	\$198,350.00	12642	\$632,100.00	76.12%	6979055
14	0	N/A	\$50.00	3866	\$193,300.00	11405	\$570,250.00	74.68%	6847817
15	0	N/A	\$100.00	930	\$93,000.00	2885	\$288,500.00	75.62%	6933868
16	0	N/A	\$100.00	2157	\$215,700.00	6767	\$676,700.00	75.83%	6952819
17	0	N/A	\$500.00	270	\$135,000.00	877	\$438,500.00	76.46%	7010686
18	0	N/A	\$500.00	2079	\$1,039,500.00	6243	\$3,121,500.00	75.02%	6878440
Totals:				605124	\$7,828,540.00	1,747,642	\$23,375,515.00		

NO. OF TICKETS (+/-2%):

9,169,050

Minimum Quantity:

8,820,000

NO. POOLS:

25.47

Maximum Quantity:

9,180,000

PACK SIZE:

75

PACKS/POOL:

4,800

PACKS/GAME:

122,254

TEXAS LOTTERY COMMISSION

"\$500 FRENZY" - GAME NO. 2319

END OF PRODUCTION PRIZE STRUCTURE

1-Mar-21

VERSION A

9,169,050

\$5 TICKETS

\$45,845,250

REVENUE

PRIZE FUND

\$31,204,055

PAYOUT %

68.06%

PRIZE TIER	PRIZE CODE	TIER CODE	GET:	# OF WAYS TO WIN:	WIN:	ODDS OF 1 IN:	WINNERS IN 25.47 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	10.00	916,738	7.4986	35,993	\$4,583,690	14.69%	
2	2	L	\$10	1	\$10	23.67	387,355	3.1684	15,209	\$3,873,550	12.41%	
3	3	L	\$5 x 2	2	\$10	20.45	448,266	3.6667	17,600	\$4,482,660	14.37%	
4	4	L	\$5 + \$10	2	\$15	45.00	203,746	1.6666	8,000	\$3,056,190	9.79%	
5	5	L	\$15	1	\$15	90.01	101,870	0.8333	4,000	\$1,528,050	4.90%	
6	6	L	\$5 x 4	4	\$20	89.99	101,885	0.8334	4,000	\$2,037,700	6.53%	
7	7	L	\$10 x 2	2	\$20	225.05	40,742	0.3333	1,600	\$814,840	2.61%	
8	8	L	\$20	1	\$20	451.12	20,325	0.1663	798	\$406,500	1.30%	66.60%
9	0	M	\$25	1	\$25	532.47	17,220	0.14	675	\$430,500	1.38%	
10	0	M	\$5 x 5	5	\$25	358.97	25,543	0.21	1,000	\$638,575	2.05%	
11	0	M	\$5 x 10	10	\$50	496.94	18,451	0.15	725	\$922,550	2.96%	
12	0	M	\$5 x 5 + \$25	6	\$50	554.46	16,537	0.14	650	\$826,850	2.65%	
13	0	M	\$15 x 2 + \$20	3	\$50	552.05	16,609	0.14	650	\$830,450	2.66%	
14	0	M	\$50	1	\$50	600.42	15,271	0.13	600	\$763,550	2.45%	
15	0	M	\$100	1	\$100	2,403.42	3,815	0.03	150	\$381,500	1.22%	
16	0	M	\$5 x 20	20	\$100	1,027.46	8,924	0.07	350	\$892,400	2.86%	
17	0	M	\$10 x 10 + \$25 x 4 + \$50 x 6	20	\$500	7,993.94	1,147	0.01	45	\$573,500	1.84%	
18	0	M	\$500	1	\$500	1,101.78	8,322	0.07	325	\$4,161,000	13.33%	33.40%
						3.90	2,352,766	19.24	92,369.19	\$ 31,204,055	100.00%	100.00%
						3.8971						

Consolidated odds are 1 in:	\$5	10.00	916,738
	\$10	10.97	835,621
	\$15	30.00	305,616
	\$20	56.27	162,952
	\$25	214.42	42,763
	\$50	137.12	66,868
	\$100	719.76	12,739
	\$500	968.32	9,469
			2,352,766

* Each of the following GLEPS will be used in approximately 16.67% of each pack of 75 tickets.
** Numbers are rounded.

CALLOUT:	Not applicable for this game.
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INTEROFFICE MEMO

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

Payment Approval

March 25, 2021

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

Vendor Name	Pollard
P.O. Number (if applicable)	362-21-9010RL010
Tx Game Name	Game #2319 \$500 Frenzy

Invoice Number:

8520258

Invoice Amount:

\$313,764.89

LESS SANCTIONS LETTER DATED 9/14/20

-\$700.00

Total Amount

\$313,064.89

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 3/25/2021



Approved Signature

3/25/2021

Date

Approved Signature

3/25/2021

Date

Approved Signature

3/26/2021

Date

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

April 4, 2021



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

INVOICE NO.: 8520258

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 22, 2021

Invoice Date	Order No.	Your Order	Customer No.
March 23, 2021	1115226		5008

Order name: \$500 FRENZY #2319
PO Number:

Product Description	Quantity	Unit Price	Amount
Ticket Size 4 x 8	9,169,050	21.96 /M	201,352.34
Four colour process / Spectrum base graphics	9,169,050	8.00 /M	73,352.40
Fluorescent / Neon Ink Base	9,169,050	4.26 /M	39,060.15

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

Before Taxes:	313,764.89 USD
Freight:	0.00
Deposit:	0.00
Amount Due:	313,764.89 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

	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