

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

**Instant Ticket Information**

Date Completed

3/1/2022

Game #	2324	Confirmed Packs	2,063
Game Name	Houston Texans	Active Packs	1,558
Quantity Printed	5,437,800	Warehouse Packs	25,138
Price Point	\$5	Returned Packs	491
Start Date	8/16/2021	Printed Payout Percentage	68.12%
Top Prize	\$ 100,000	Percent Sold	58.40%
Number of Top Prizes Remaining	2	Number of Weeks Out	27

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

Cost to print tickets	\$ 224,792	Actual ticket production costs
Licensing Fee	\$ 293,750	From Agreement Amendment
Non-cash Prize Allocation	\$ 1,349,390	From EOPPS (non-cash prizes plus withholdings)
Prize payout expense	\$ 9,533,290	Data from Instant Ticket Tier Liability screen in ES

**Estimated Direct Costs** \$ 11,401,221

**TANGIBLE BENEFITS****Revenue Impact:**

Estimated sales	\$ 15,878,376	Based on # of tkts printed, times % sold from DaVinci report, times the price point
<b>Total Estimated Benefits</b>	<u>\$ 15,878,376</u>	

**Excess of Revenue over Expended** \$ 4,477,155

**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	\$	205,230
Next week	\$	234,300
Next week	\$	244,385
Avg Weekly Sales Current Game	\$	227,972
Avg Weekly Sales \$5; 5M-9.99M Qty	\$	1,904,150
<b>Percentage Of Variance In Sales</b>		<b>88%</b>

**TEXAS LOTTERY COMMISSION**  
**Scratch Ticket Game Closing Analysis**  
**RECOMMENDATION AND APPROVALS**

### Instant Ticket Information

Game #	2324	Printed Payout Percentage	68.12%
Game Name	Houston Texans	Actual Payout Percentage	68.54%
Percent Sold	58.40%	Number of Weeks Out	27
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):

This Houston Texans game needs to be pre-called in March to permit the game to be closed and the final drawing  
conducted prior to the launch of the next Houston Texans game tentatively scheduled to launch in August 2022, as well  
as to ensure the winners of season ticket prizes from the final drawing will receive tickets to the next season.



3/1/2022

Scratch Ticket Strategy Coordinator      Date



3/2/2022

Products Manager      Date

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



3/3/2022

Lottery Operations Division Director      Date




3/3/2022

Controller      Date



3/3/2022

Executive Director      Date



*Play the Games of Texas!*

Da Vinci Report

2/22/22

Week End Date:2/19/22

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														2/19/22	2/12/22	2/5/22	1/29/22
Mature	2352	\$5	18,177,675	\$200,000 JACKPOT	9/7/21			24	55.42%	10,366	8,921	85,491	24	\$1,535,845.00	\$1,601,055.00	\$1,520,370.00	\$1,538,860.00
	2319	\$5	9,169,050	\$500 FRENZY	11/15/21			14	66.38%	7,209	5,590	25,115	388	\$1,259,630.00	\$1,373,285.00	\$1,483,460.00	\$1,515,480.00
	2363	\$5	7,164,975	25 DAYS OF WINNING	11/1/21			16	88.66%	2,925	2,581	1,746	1,031	\$429,000.00	\$756,800.00	\$940,030.00	\$891,555.00
	2250	\$5	22,721,550	BINGO TIMES 20	11/23/20			65	81.74%	10,102	8,458	33,259	35	\$1,462,275.00	\$1,517,990.00	\$1,449,310.00	\$1,326,825.00
	2247	\$5	18,355,500	BONUS BREAK THE BANK	12/28/20			60	74.05%	5,766	4,668	51,318	46	\$689,345.00	\$684,135.00	\$684,785.00	\$650,625.00
	2323	\$5	9,897,375	COWBOYS	8/16/21			27	65.88%	3,676	3,871	35,675	29	\$608,870.00	\$679,570.00	\$679,520.00	\$702,695.00
	2360	\$5	7,334,775	HIT \$500	10/18/21			18	85.20%	4,874	4,196	2,519	1,097	\$794,290.00	\$874,615.00	\$916,040.00	\$964,035.00
	2324	\$5	5,437,800	HOUSTON TEXANS	8/16/21			27	58.40%	2,063	1,558	25,138	491	\$205,230.00	\$234,300.00	\$244,385.00	\$231,295.00
	2342	\$5	59,686,425	SUPER LOTERIA	10/18/21			18	23.63%	26,482	14,416	557,003	3	\$5,152,835.00	\$5,242,005.00	\$5,102,570.00	\$4,855,470.00
	2309	\$10	15,693,550	\$100 MILLION CASH PAYOUT	6/7/21			37	66.69%	6,532	3,079	93,239	32	\$893,530.00	\$1,005,430.00	\$1,132,870.00	\$1,130,370.00
	2346	\$10	13,460,600	\$500,000 EXTREME LUCK	4/5/21			46	62.02%	9,614	5,221	84,688	30	\$1,465,930.00	\$1,468,790.00	\$1,430,120.00	\$1,354,430.00
	2353	\$10	14,299,500	\$500,000 JACKPOT	9/7/21			24	57.00%	16,872	8,807	93,813	29	\$2,247,400.00	\$2,375,400.00	\$2,443,890.00	\$2,529,710.00
	2306	\$10	8,318,950	BREAK THE BANK SUPER TICKET	8/16/21			27	60.43%	10,624	6,962	45,667	37	\$1,312,210.00	\$1,348,820.00	\$1,432,460.00	\$1,409,850.00
	2364	\$10	6,082,150	HOLIDAY LUCKY TIMES 100	11/1/21			16	85.21%	6,081	4,038	3,133	1,388	\$934,730.00	\$1,332,630.00	\$1,680,540.00	\$1,731,130.00
	2336	\$10	15,610,600	POWER 10X	8/2/21			29	54.75%	9,256	4,696	125,137	169	\$1,198,380.00	\$1,343,450.00	\$1,406,880.00	\$1,490,170.00
	2345	\$20	9,157,250	\$1,000,000 CROSSWORD	10/4/21			20	49.68%	25,180	9,449	142,464	25	\$4,894,360.00	\$4,827,640.00	\$4,912,460.00	\$4,808,760.00
	2203	\$20	8,559,050	\$1,000,000 EXTREME CASH	6/7/21			37	63.54%	8,067	4,308	110,402	79	\$1,456,740.00	\$1,499,940.00	\$1,554,600.00	\$1,555,680.00
	2354	\$20	10,280,400	\$1,000,000 JACKPOT	9/7/21			24	42.73%	17,480	8,704	205,232	51	\$2,595,180.00	\$2,620,160.00	\$2,640,420.00	\$2,620,860.00
	2367	\$20	16,392,750	CASH SPECTACULAR	11/15/21			14	20.43%	17,270	8,736	492,199	23	\$3,664,420.00	\$3,845,700.00	\$3,734,700.00	\$3,863,140.00
	1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			249	86.00%	11,151	6,327	172,067	53	\$2,094,780.00	\$2,010,780.00	\$1,917,000.00	\$1,936,760.00
	2343	\$20	25,454,075	MILLION DOLLAR LOTERIA	6/18/21			35	51.99%	35,800	11,133	430,919	46	\$7,549,940.00	\$7,345,180.00	\$7,545,320.00	\$7,541,360.00
	2209	\$30	12,028,825	\$250 MILLION CASH PARTY	3/16/20			101	78.98%	8,408	4,864	85,266	80	\$1,566,030.00	\$1,586,820.00	\$1,558,920.00	\$1,537,680.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			205	61.31%	9,001	5,066	509,147	45	\$2,628,180.00	\$2,523,390.00	\$2,410,170.00	\$2,413,650.00
	2293	\$30	9,177,650	CASH CELEBRATION!	4/5/21			46	67.24%	12,193	6,864	97,592	66	\$3,092,010.00	\$3,087,000.00	\$2,977,800.00	\$3,021,810.00
	2344	\$50	10,279,600	500X LOTERIA SPECTACULAR	10/18/21			18	22.27%	24,697	8,217	361,009	34	\$7,246,300.00	\$6,969,300.00	\$6,572,550.00	\$6,787,300.00
	2340	\$50	6,606,400	CASINO MILLIONS	9/20/21			22	54.64%	19,294	7,999	117,623	33	\$6,380,800.00	\$6,247,850.00	\$6,047,750.00	\$6,258,150.00
Sold/Closing	2355	\$2	8,976,500	20XTRA	9/20/21	2/27/22	4/13/22	22	75.94%	1,481	1,667	11,205	557	\$175,786.00	\$230,676.00	\$244,654.00	\$255,212.00
	2246	\$2	35,700,000	BONUS GAME BINGO	9/21/20	2/6/22	3/23/22	74	97.91%	338	280	931	1,185	\$54,838.00	\$139,110.00	\$189,680.00	\$253,300.00
	2240	\$2	40,055,875	BREAK THE BANK	9/21/20	2/20/22	4/6/22	74	88.53%	2,424	1,972	21,519	255	\$261,912.00	\$371,054.00	\$402,668.00	\$453,886.00
	2191	\$2	7,264,875	LEVEL UP!	8/16/21	1/9/22	2/23/22	27	84.39%	34	26	520	6,046	-\$7,246.00	\$11,668.00	\$28,556.00	-\$6,982.00
	2294	\$2	9,097,000	LUCKY 3	6/21/21	2/20/22	4/6/22	35	91.95%	950	799	2,238	168	\$72,720.00	\$109,262.00	\$108,490.00	\$116,092.00
	2239	\$2	26,660,750	WEEKLY GRAND	2/22/21	1/20/22	3/6/22	52	73.06%	570	588	42,583	448	\$177,990.00	\$351,830.00	\$502,830.00	\$690,064.00

**Liability for 2324 / for Life to Date****Product Status:**  
Active**SmartCash Enabled:**  
N/A**Validation Range:** 07/28/2021 - 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	265518	\$1,327,590.00	314462	\$1,572,310.00	54.22%	2948345
2	2	N/A	\$10.00	127442	\$1,274,420.00	162686	\$1,626,860.00	56.07%	3049184
3	3	N/A	\$10.00	162768	\$1,627,680.00	199666	\$1,996,660.00	55.09%	2995700
4	4	N/A	\$20.00	46970	\$939,400.00	61744	\$1,234,880.00	56.79%	3088392
5	5	N/A	\$20.00	16125	\$322,500.00	20169	\$403,380.00	55.57%	3021849
6	0	N/A	\$50.00	10731	\$536,550.00	14141	\$707,050.00	56.86%	3091666
7	0	N/A	\$50.00	3986	\$199,300.00	5135	\$256,750.00	56.30%	3061408
8	0	N/A	\$100.00	1934	\$193,400.00	2598	\$259,800.00	57.33%	3117256
9	0	N/A	\$100.00	1151	\$115,100.00	1516	\$151,600.00	56.84%	3091002
10	0	N/A	\$100.00	1946	\$194,600.00	2589	\$258,900.00	57.09%	3104402
11	0	N/A	\$100.00	1149	\$114,900.00	1566	\$156,600.00	57.68%	3136499
12	0	N/A	\$100.00	786	\$78,600.00	1047	\$104,700.00	57.12%	3106042
13	0	N/A	\$100.00	958	\$95,800.00	1298	\$129,800.00	57.54%	3128663
14	0	N/A	\$100.00	812	\$81,200.00	1023	\$102,300.00	55.75%	3031536
15	0	N/A	\$100.00	197	\$19,700.00	262	\$26,200.00	57.08%	3103929
16	0	N/A	\$500.00	40	\$20,000.00	50	\$25,000.00	55.56%	3020999
17	0	N/A	\$500.00	202	\$101,000.00	252	\$126,000.00	55.51%	3018338
18	0	N/A	\$500.00	312	\$156,000.00	369	\$184,500.00	54.19%	2946473
19	0	N/A	\$5,000.00	6	\$30,000.00	2	\$10,000.00	25.00%	1359449
20	0	N/A	\$5,000.00	2	\$10,000.00	0	\$0.00	0.00%	0
21	0	N/A	\$100,000.00	1	\$100,000.00	1	\$100,000.00	50.00%	2718899
22	0	N/A	\$100,000.00	1	\$100,000.00	1	\$100,000.00	50.00%	2718899
<b>Totals:</b>				<b>643037</b>	<b>\$7,637,740.00</b>	<b>790,577</b>	<b>\$9,533,290.00</b>		

POOLS:	46.12	MAX QUANTITY	5,630,400
PACKS / GAME:	72,504		
PACKS / POOL:	1,600		
PACK SIZE:	75		
POOL SIZE:	120,000		

PRIZE STRUCTURE  
HOUSTON TEXANS  
Texas Lottery Game # 2324  
IGT Job # 012129  
Version 3 dated April 29, 2021

RETAIL PRICE:	\$5.00
REVENUE:	\$27,189,000
PRIZE FUND:	\$18,520,420
PERCENTAGE:	68.1173250%
INSTANT FUND:	\$17,171,030
INSTANT-WIN PAYOUT:	63.1543271%

PRIZE LEVEL	TIER CODE	Description	Number of Wins Per Ticket	TOTAL PRIZE AMOUNT	ODDS (1 IN:)	TOTAL PRIZES	WINNERS IN 120,000 (PER POOL)	WINNERS IN 75 (PER PACK)	PRIZE COST	% OF PRIZE FUND	% PER PRIZE TIER
1	L	\$5	1	\$5	9.38	579,980	12,800	8.00	\$2,899,900	15.66%	
2	L	\$5 x 2	2	\$10	18.74	290,128	6,400	4.00	\$2,901,280	15.67%	
3	L	\$10	1	\$10	15.00	362,434	8,000	5.00	\$3,624,340	19.57%	
4	L	(\$5 x 2) + \$10	3	\$20	50.02	108,714	2,400	1.50	\$2,174,280	11.74%	
5	L	\$20	1	\$20	149.83	36,294	800	0.50	\$725,880	3.92%	Low Tier: 66.55%
6	M	\$10 (5X)	1	\$50	218.63	24,872	539		\$1,243,600	6.71%	
7	M	\$50	1	\$50	596.18	9,121	198		\$456,050	2.46%	
8	M	\$10 (5X) + (\$5 x 10)	11	\$100	1,199.87	4,532	98		\$453,200	2.45%	
9	M	\$5 x 20	20	\$100	2,038.92	2,667	58		\$266,700	1.44%	
10	M	(5X) + \$10 (5X) + (\$5 x 10)	7	\$100	1,199.07	4,535	98		\$453,500	2.45%	
11	M	(\$5 (5X) x 2) + (\$10 x 5)	7	\$100	2,002.87	2,715	59		\$271,500	1.47%	
12	M	(\$5 (5X) x 2) + \$50	3	\$100	2,966.61	1,833	40		\$183,300	0.99%	
13	M	\$50 + \$5 (5X) + (\$5 x 5)	7	\$100	2,410.37	2,256	49		\$225,600	1.22%	
14	M	\$20 (5X)	1	\$100	2,963.38	1,835	40		\$183,500	0.99%	
15	M	\$100	1	\$100	11,847.06	459	10		\$45,900	0.25%	
16	M	\$500	1	\$500	60,420.00	90	2		\$45,000	0.24%	
17	M	\$10 (5X) + (\$10 (5X) x 2) + (\$5 (5X) x 4) + (\$5 x 12) + (\$5 x 4) + (\$500 x 4) + (\$5,000 x 1) + (\$5,000 x 20) + (\$100,000 x 1)	6	\$500	11,977.53	454	10		\$227,000	1.23%	
18	M		20	\$500	7,985.02	681	15		\$340,500	1.84%	Mid Tier: 23.73%
19	H		18	\$5,000	679,725.00	8			\$40,000	0.22%	
20	H		1	\$5,000	2,718,900.00	2			\$10,000	0.05%	
21	H		20	\$100,000	2,718,900.00	2			\$200,000	1.08%	
22	H		1	\$100,000	2,718,900.00	2			\$200,000	1.08%	High Tier: 2.43%
TOTAL CASH PRIZES				1 in 2 Decimals:	3.79	1,433,614	31,616	19.00	\$17,171,030	92.71%	
				1 in 4 Decimals:	3.7931						
SECOND-CHANCE DRAWINGS											
HOUSTON TEXANS MERCHANDISE PRIZE 1				\$580.00		810			\$469,800.00	2.54%	
PRIVATE SUITE & ON-FIELD CONTEST EX 1				\$49,550.00		5			\$247,750.00	1.34%	
PRIVATE PLANE AWAY GAME TRIP				\$49,950.00		5			\$249,750.00	1.35%	
SEASON TICKETS FOR 2 (ONE YEAR)				\$5,000.00		45			\$225,000.00	1.21%	
PRIVATE SUITE & ON-FIELD CONTEST EX 1				\$15,645.79		5			\$78,228.95	0.42%	
PRIVATE PLANE AWAY GAME TRIP Federa				\$15,772.11		5			\$78,860.55	0.43%	
SUB TOTAL						875			\$1,349,389.50	7.29%	
TOTAL CASH & SECOND-CHANCE PRIZES						1,434,489			\$18,520,420	100.00%	

HOUSTON TEXANS  
Texas Lottery Game # 2324  
IGT Job # 012129  
Version 3 dated April 29, 2021

Consolidated odds are 1 in:	\$5	9.38	579,980
	\$10	8.33	652,562
	\$20	37.50	145,008
	\$50	159.97	33,993
	\$100	261.03	20,832
	\$500	4,439.02	1,225
	\$5,000	543,780.00	10
	\$100,000	1,359,450.00	4
			1,433,614

PRIZE LEVEL	Description	Number of Wins per Ticket	GLEPS TYPE:	A		B		C		D		TOTAL	
			PER GAME:	18,160		18,119		18,134		18,091		72,504	
			PER POOL:	400		400		400		400		1,600	
PRIZE LEVEL	Description	Number of Wins per Ticket	PRIZE:	Number:	Amount:	Number:	Amount:	Number:	Amount:	Number:	Amount:	TOTAL	AMOUNT
1	\$5	1	\$5	6	\$30	8	\$40	10	\$50	8	\$40	579,980	\$2,899,900
2	\$5 x 2	2	\$10	5	\$50	4	\$40	5	\$50	2	\$20	290,128	\$2,901,280
3	\$10	1	\$10	5	\$50	5	\$50	3	\$30	7	\$70	362,434	\$3,624,340
4	(\$5 x 2) + \$10	3	\$20	1	\$20	2	\$40	1	\$20	2	\$40	108,714	\$2,174,280
5	\$20	1	\$20	1	\$20	0	\$0	1	\$20	0	\$0	36,294	\$725,880
TOTAL PRIZES				18	\$170	19	\$170	20	\$170	19	\$170	1,377,550	\$12,325,680



# INTEROFFICE MEMO

Gary Grief, Executive Director      LaDonna Castañuela, Charitable Bingo Operations Director

## Payment Approval

August 4, 2021

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

Vendor Name	IGT
P.O. Number (if applicable)	362-20-9009RL029
Invoice Number	90120587
Tx Game Name:	Game #2324 Houston Texans
Invoice Amount:	\$224,791.51

The above referenced invoice(s) have been reviewed and certified as proper, accurate and should be paid by the Texas Lottery Commission.

JB



8/4/2021

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

8/4/2021

Date

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

8/4/2021

Date

Ryan Mindell (Lottery Operations Division Director)

8/4/2021

Date

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

**In an effort to close out FY 21 please forward ASAP, thank you for your help.**



## Burrola, Jessica

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**From:** Tirloni, Robert  
**Sent:** Thursday, August 5, 2021 8:34 AM  
**To:** Products  
**Subject:** FW: Ryan Mindell out of office; Heidi Moreno in charge

For your files.

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**From:** Mendoza, Merry <Merry.Mendoza@lottery.state.tx.us>  
**Sent:** Thursday, August 5, 2021 7:54 AM  
**To:** Bland, Angie <Angie.Bland@lottery.state.tx.us>; Biard, Bob <Bob.Biard@lottery.state.tx.us>; Fernandez, Mike <Mike.Fernandez@lottery.state.tx.us>; Grief, Gary <Gary.Grief@lottery.state.tx.us>; Pyka, Kathy <Kathy.Pyka@lottery.state.tx.us>; Rogers, Ed <Ed.Rogers@lottery.state.tx.us>; Trevino, Nelda <Nelda.Trevino@lottery.state.tx.us>; Page, Ray <Ray.Page@lottery.state.tx.us>; Tirloni, Robert <Robert.Tirloni@lottery.state.tx.us>; Sanchez, Sheila <Sheila.Sanchez@lottery.state.tx.us>; Austin, Casey <Casey.Austin@lottery.state.tx.us>; Veselka, David <David.Veselka@lottery.state.tx.us>; Simpson, MaryBeth <MaryBeth.Simpson@lottery.state.tx.us>; Carney, James <James.Carney@lottery.state.tx.us>; Snell, Amy <Amy.Snell@lottery.state.tx.us>; Moreno, Heidi <Heidi.Moreno@lottery.state.tx.us>; Perez, Maria <Maria.Perez@lottery.state.tx.us>; Anderson, Lisa <Lisa.Anderson@lottery.state.tx.us>; Mindell, Ryan <Ryan.Mindell@lottery.state.tx.us>; Guarnero, Annika <Annika.Guarnero@lottery.state.tx.us>; Zamora, Myra <Myra.Zamora@lottery.state.tx.us>; Thomas, Jan <Jan.Thomas@lottery.state.tx.us>; Guarnero, Annika <Annika.Guarnero@lottery.state.tx.us>; Valdez, Mario <Mario.Valdez@lottery.state.tx.us>; Briones, Angela <Angela.Briones@lottery.state.tx.us>; Thomas, Lyndi <Lyndi.Thomas@lottery.state.tx.us>; Callahan, Lauren <Lauren.Callahan@lottery.state.tx.us>; Mendoza, Merry <Merry.Mendoza@lottery.state.tx.us>  
**Subject:** Ryan Mindell out of office; Heidi Moreno in charge

Ryan Mindell will be out of the office August 5-11, 2021. In his absence, Heidi Moreno will be in charge of Lottery Operations and will have full signature authority including jackpot estimation.



IGT Global Solutions Corporation  
 d/b/a IGT Solutions Corp. in the State of Texas  
 10 Memorial Boulevard  
 Providence, RI 02903  
 USA  
 Telephone 401 392-1000  
 Fax 401 392-1234  
 FED ID No. 05-0389840

# INVOICE

INVOICE NUMBER: 90120587  
 DATE : August 1, 2021

BILL TO: 20318  
 Texas Lottery Commission  
 Gary Grief, Executive Director  
 611 East 6th Street  
 Austin TX 78701

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
001 GAMES 2324	103741 010	Game 2324 HOUSTON TEXANS Trk 1	902,325 PC	0.02450	22,106.96
002 GAMES 2324	103741 020	Option 2324: Full UV	902,325 PC	0.00256	2,309.95
003 GAMES 2324	103741 030	Option 2324: Foil Stock	902,325 PC	0.01280	11,549.76
004 GAMES 2324	103741 040	Game 2324 HOUSTON TEXANS Trk 2	1,619,625 PC	0.02450	39,680.81
005 GAMES 2324	103741 050	Option 2324: Full UV	1,619,625 PC	0.00256	4,146.24
006 GAMES 2324	103741 060	Option 2324: Foil Stock	1,619,625 PC	0.01280	20,731.20
007 GAMES 2324	103741 070	Game 2324 HOUSTON TEXANS Trk 3	2,915,850 PC	0.02450	71,438.33
008 GAMES 2324	103741 080	Option 2324: Full UV	2,915,850 PC	0.00256	7,464.58
009 GAMES 2324	103741 090	Option 2324: Foil Stock	2,915,850 PC	0.01280	37,322.88
010 GAMES 2324	103741 100	Inserts Foil			8,040.80
				TOTAL AMOUNT DUE	USD 224,791.51

Continued...



INV ITEM NO.	SALES ORD.		QUANTITY	UNIT	EXTENDED
CUSTOMER PO NO.	SO ITEM NO	DESCRIPTION		PRICE	AMOUNT

REMARKS:  
Unrounded Invoice Total \$224,791.5080

PAYMENT TERMS:  
Due within 30 days

REMITTANCE:  
Please remit payment in USD:

For wire transfer payments:

Wells Fargo Bank, N.A  
420 Montgomery Street  
San Francisco CA 94104  
SWIFT: WFBUS6S  
ABA No. 121000248  
Account No. 4417073848  
Account Name: IGT Global Solutions Corp

For ACH payments:

Wells Fargo Bank, N.A  
420 Montgomery Street  
San Francisco CA 94104  
ABA No. 121000248  
Account No. 4417073848  
Account Name: IGT Global Solutions Corporation

For each invoice being paid, please include entire invoice number(s) (8-digit and/or alpha-numeric) in reference field of the remittance transmission.

**ADDENDUM NUMBER 1**  
**TO TRADEMARK LICENSE AND PROMOTIONAL AGREEMENT**  
**BETWEEN LICENSOR AND SPONSOR**

**CONTRACT YEARS JULY 1, 2021 – JUNE 30, 2023**

**2021-2022 and 2022-2023 NFL SEASONS** This ADDENDUM NO. 1 TO TRADEMARK LICENSE AND PROMOTIONAL AGREEMENT BETWEEN LICENSOR AND SPONSOR is attached to and fully incorporated into that certain TRADEMARK LICENSE AND PROMOTIONAL AGREEMENT, effective as of the last date shown the signature lines therein, by and between Houston NFL Holdings, L.P., d/b/a Houston Texans, and the Texas Lottery Commission (the “Agreement”).

**1. FEES AND CONSIDERATION**

In consideration of being granted the right to use the Team’s Trademarks during the Term, SPONSOR shall allocate funds not to exceed two hundred ninety-three thousand seven hundred fifty dollars (\$293,750) for Licensing Fees and one million one hundred ninety-two thousand three hundred dollars (\$1,192,300) in Merchandise and Experiential Allocation payments for the following:

- a. Payment to LICENSOR of a royalty based upon the actual Sales of the Game (as defined in Section 1.3 of the Agreement) that occur up to and including the date of the NFL Super Bowl game, as follows:

**Licensing Fee Sales Allocation**

(Based on actual ticket sales – invoiced monthly)

Sell Through Range*	Licensing Percentage	Price per Ticket	Actual Sales	Licensing Fee
Up to 4 million tickets	1.00	\$5	\$20,000,000	\$200,000
4,000,001 to 5.5 million	1.25	\$5	\$7,500,000	\$93,750
<b>Total Licensing Fee Allocation:</b>				<b>\$293,750</b>

- \* License percentage fees apply directly to the relevant sales tier and are not retroactive to lower sales levels.

SPONSOR (with the assistance of PRINTER) agrees to print with the intent to distribute and sell approximately five million five hundred thousand (5,500,000) Texas Lottery scratch tickets bearing the Team’s Trademarks and that the scratch tickets shall be sold at retail for a price of \$5.00 per ticket.

For example: If the initial sales period indicated sales of 4,250,000 tickets, the invoiced amount would be calculated as:

- 4,000,000 tickets sold at \$5 = \$20,000,000 multiplied by 1.00% licensing fee percentage = \$200,000
- 250,000 tickets sold at \$5 = \$1,250,000 multiplied by 1.25% licensing fee percentage = \$15,625
- The total Licensing Fee invoice would be for two hundred fifteen thousand six hundred twenty-five dollars (\$215,625)

Licensing Fees shall not be paid on any Sales that occur after the date of the current season NFL Super Bowl game.

b. Payment to LICENSOR for merchandise and experiential prizes that will contain a pre-determined number of individual prizes to be awarded through promotional second-chance drawings conducted by SPONSOR and fulfilled by LICENSOR. The total allocation of the merchandise and experiential prizes will be one million one hundred ninety-two thousand three hundred dollars (\$1,192,300). Payment amounts are determined based upon the prize being fulfilled and are detailed as follows:

- i. Private Plane Away Game Trip – Owner for a Day, five (5) allocated and valued at forty-nine thousand nine hundred fifty dollars (\$49,950) each.
- ii. Suite and On-Field Contest Experience, five (5) allocated and valued at forty-nine thousand five hundred fifty dollars (\$49,550) each.
- iii. Texans Season Tickets Package for One (1) Year, forty-five (45) allocated and valued at five thousand dollars (\$5,000) each.
- iv. Texans Merchandise Pack, eight hundred ten (810) allocated and valued at five hundred eighty dollars (\$580) each.

c. SPONSOR shall pay for all of the print costs incurred to print/produce the Game.

d. SPONSOR shall provide one thousand eight hundred and seventy-five (1,875) scratch tickets for the following promotions:

- i. One hundred fifty (150) – Radio Blitz (areas outside of Houston)
- ii. Three hundred (300) – Dear Drew Facebook, Texans TV feature, and social media promotions
- iii. One thousand four hundred twenty-five (1,425) – in-game fan promotion during all Home Games

LICENSOR is responsible for picking up the scratch tickets from the local Texas Lottery Claim Center and securing the scratch tickets in a safe place until tickets are needed for each promotion. LICENSOR is responsible for tracking all scratch ticket packs, including those which have been distributed. LICENSOR is responsible for distributing the scratch tickets for each promotion to recipients who are eighteen (18) years of age or older. LICENSOR shall ensure that selected scratch ticket recipients for each promotion are eighteen (18) years of age or older as identified by an official picture identification card.

## 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