

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

**Scratch Ticket Information**

Date Completed

9/28/2021

Game #	2334	Confirmed Packs	3,525
Game Name	\$50,000 Poker	Active Packs	1,885
Quantity Printed	10,266,675	Warehouse Packs	17,120
Price Point	\$5	Returned Packs	64
Start Date	3/15/2021	Printed Payout Percentage	68.03%
Top Prize	\$ 50,000	Percent Sold	82.33%
Number of Top Prizes Remaining	3	Number of Weeks Out	28

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

Cost to print tickets	\$ 612,586	Actual ticket production costs
Prize payout expense	\$ 28,246,355	Data from Instant Ticket Tier Liability screen in ES

**Estimated Direct Costs**      **\$ 28,858,941**

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

Estimated sales	\$ 42,262,768	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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**Total Estimated Benefits**      **\$ 42,262,768**

**Excess of Revenue over Expended**      **\$ 13,403,827**

**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	\$	367,250	
Next week	\$	387,655	
Next week	\$	396,660	
Avg Weekly Sales Current Game	\$	383,855	
Avg Weekly Sales \$5; 10M-14.99M Qty	\$	2,218,148	
<b>Percentage Of Variance In Sales</b>		<b>83%</b>	

TEXAS LOTTERY COMMISSION  
Scratch Ticket Game Closing Analysis  
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2334	Printed Payout Percentage	68.03%
Game Name	\$50,000 Poker	Actual Payout Percentage	66.84%
Percent Sold	82.33%	Number of Weeks Out	28
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			25

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*

9/28/2021

Scratch Ticket Strategy Coordinator Date

*Paul Lee*

9/29/2021

Products Manager Date

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

*By Mitchell*

9/29/2021

Lottery Operations Division Director Date

*Kathy Pyra*

9/30/2021

Controller Date

*Gary Huff*

9/30/2021

Executive Director Date



Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														9/25/21	9/18/21	9/11/21	9/4/21
Baseline	2351	\$1	16,858,800	\$5,000 JACKPOT	9/7/21			3	9.20%	19,250	14,500	65,339	4	\$717,185.00	\$575,636.00	\$257,100.00	\$600.00
	2313	\$1	9,294,450	DOUBLE DOUBLER	7/6/21			12	82.04%	4,734	4,333	396	74	\$316,636.00	\$402,876.00	\$503,914.00	\$635,506.00
	2355	\$2	8,976,500	20XTRA	9/20/21			1	3.69%	19,114	10,160	36,508	8	\$660,808.00	\$1,750.00	\$0	\$0
	2191	\$2	7,264,875	LEVEL UP!	8/16/21			6	34.66%	13,953	11,412	10,505	5	\$770,874.00	\$863,830.00	\$989,936.00	\$1,026,204.00
	2352	\$5	18,177,675	\$200,000 JACKPOT	9/7/21			3	9.15%	22,646	12,970	178,526	6	\$3,296,465.00	\$3,589,560.00	\$1,426,875.00	\$1,875.00
	2323	\$5	9,897,375	COWBOYS	8/16/21			6	18.23%	19,101	12,177	73,610	6	\$1,584,675.00	\$1,596,215.00	\$1,840,020.00	\$1,817,530.00
	2314	\$5	7,325,925	CRAZY CASH	7/6/21			12	54.19%	11,204	6,835	24,295	15	\$848,785.00	\$930,495.00	\$1,038,905.00	\$1,272,785.00
	2317	\$5	7,214,175	DOUBLE YOUR MONEY	7/19/21			10	54.45%	13,066	7,752	20,763	17	\$1,118,520.00	\$1,211,175.00	\$1,478,335.00	\$1,759,980.00
	2297	\$5	7,320,450	GREAT 8S	8/2/21			8	49.27%	19,782	9,807	16,947	11	\$1,558,600.00	\$1,737,530.00	\$1,795,840.00	\$2,197,980.00
	2324	\$5	5,437,800	HOUSTON TEXANS	8/16/21			6	19.38%	12,045	9,608	34,709	2	\$979,025.00	\$1,006,555.00	\$1,118,255.00	\$976,725.00
	2353	\$10	14,299,500	\$500,000 JACKPOT	9/7/21			3	8.93%	31,618	12,399	209,330	12	\$4,945,750.00	\$5,327,590.00	\$2,491,040.00	\$2,000.00
	2306	\$10	8,318,950	BREAK THE BANK SUPER TICKET	8/16/21			6	18.29%	31,782	9,925	89,991	5	\$2,096,610.00	\$2,284,830.00	\$2,569,900.00	\$3,068,290.00
	2336	\$10	15,610,600	POWER 10X	8/2/21			8	26.35%	29,887	9,554	185,784	7	\$3,390,000.00	\$3,707,440.00	\$4,283,230.00	\$5,312,960.00
	2354	\$20	10,280,400	\$1,000,000 JACKPOT	9/7/21			3	7.56%	36,104	11,717	324,449	5	\$5,370,160.00	\$6,427,920.00	\$3,745,940.00	\$3,000.00
	2340	\$50	6,606,400	CASINO MILLIONS	9/20/21			1	2.67%	49,179	9,285	256,772	6	\$8,801,050.00	\$10,000.00	\$0	\$0
Mature	1878	\$1	854,700	CASH ON THE SPOT	9/18/17			210	0.00%	0	0	1,997	18	\$0	\$0	\$0	\$0
	1804	\$1	829,650	LUCKY STARS	9/18/17			210	0.00%	0	0	70	707	\$0	\$0	\$0	\$0
	2301	\$1	16,878,900	SAPPHIRE BLUE 7S	5/3/21			21	84.46%	7,885	7,136	469	42	\$400,504.00	\$433,729.00	\$466,685.00	\$488,735.00
	2124	\$1	853,200	WINNING 7S	8/8/19			111	0.00%	0	0	3,128	576	\$0	\$0	\$0	\$0
	2246	\$2	35,700,000	BONUS GAME BINGO	9/21/20			53	79.02%	10,689	8,109	37,935	34	\$853,574.00	\$902,638.00	\$913,970.00	\$908,732.00
	2240	\$2	40,055,875	BREAK THE BANK	9/21/20			53	71.65%	10,993	8,425	63,776	19	\$871,150.00	\$907,924.00	\$903,654.00	\$907,854.00
	2294	\$2	9,097,000	LUCKY 3	6/21/21			14	66.78%	6,738	5,255	10,543	17	\$531,192.00	\$606,984.00	\$661,496.00	\$732,266.00
	2239	\$2	26,660,750	WEEKLY GRAND	2/22/21			31	48.22%	10,975	8,898	86,756	13	\$709,728.00	\$746,494.00	\$736,448.00	\$790,060.00
	2234	\$3	35,950,250	\$50,000 BONUS CASHWORD	2/22/21			31	50.07%	13,862	9,902	115,563	127	\$1,959,996.00	\$1,963,308.00	\$1,992,276.00	\$2,026,032.00
	2334	\$5	10,266,675	\$50,000 POKER	3/15/21			28	82.33%	3,525	1,885	17,120	64	\$367,250.00	\$387,655.00	\$396,660.00	\$453,580.00
	2250	\$5	22,721,550	BINGO TIMES 20	11/23/20			44	57.12%	12,208	7,803	106,699	25	\$1,283,515.00	\$1,337,555.00	\$1,324,275.00	\$1,423,325.00
	2247	\$5	18,355,500	BONUS BREAK THE BANK	12/28/20			39	53.01%	13,744	8,635	89,779	14	\$1,263,240.00	\$1,184,475.00	\$1,184,965.00	\$1,302,510.00
	2302	\$5	13,948,575	EMERALD GREEN 7S	5/3/21			21	85.54%	12,409	8,354	2,401	23	\$1,530,515.00	\$1,588,615.00	\$1,722,075.00	\$1,978,025.00
	2273	\$5	7,333,500	ROSE GOLD RICHES	6/7/21			16	69.05%	6,767	4,178	16,694	107	\$561,275.00	\$664,120.00	\$695,120.00	\$828,330.00
	2332	\$5	19,670,175	SUPER CROSSWORD	2/8/21			33	71.19%	15,763	8,031	47,422	15	\$2,038,475.00	\$2,109,415.00	\$2,090,085.00	\$2,126,370.00

**Liability for 2334 / for Life to Date**Product Status:  
ActiveSmartCash Enabled:  
N/A

Validation Range: 02/23/2021 - 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	200470	\$1,002,350.00	780541	\$3,902,705.00	79.56%	8168675
2	2	N/A	\$10.00	120255	\$1,202,550.00	495844	\$4,958,440.00	80.48%	8262745
3	3	N/A	\$15.00	35159	\$527,385.00	147324	\$2,209,860.00	80.73%	8288594
4	4	N/A	\$20.00	4393	\$87,860.00	18406	\$368,120.00	80.73%	8288452
5	5	N/A	\$20.00	8379	\$167,580.00	37189	\$743,780.00	81.61%	8378848
6	0	N/A	\$25.00	21253	\$531,325.00	89942	\$2,248,550.00	80.89%	8304377
7	0	N/A	\$50.00	3288	\$164,400.00	13856	\$692,800.00	80.82%	8297658
8	0	N/A	\$50.00	5098	\$254,900.00	23393	\$1,169,650.00	82.11%	8429620
9	0	N/A	\$50.00	4619	\$230,950.00	21041	\$1,052,050.00	82.00%	8418593
10	0	N/A	\$75.00	10262	\$769,650.00	46847	\$3,513,525.00	82.03%	8421841
11	0	N/A	\$75.00	10187	\$764,025.00	46929	\$3,519,675.00	82.16%	8435548
12	0	N/A	\$100.00	463	\$46,300.00	1827	\$182,700.00	79.78%	8190923
13	0	N/A	\$100.00	1941	\$194,100.00	8764	\$876,400.00	81.87%	8405150
14	0	N/A	\$100.00	1589	\$158,900.00	6961	\$696,100.00	81.42%	8358634
15	0	N/A	\$200.00	170	\$34,000.00	687	\$137,400.00	80.16%	8230111
16	0	N/A	\$200.00	275	\$55,000.00	1146	\$229,200.00	80.65%	8279809
17	0	N/A	\$200.00	259	\$51,800.00	1179	\$235,800.00	81.99%	8417531
18	0	N/A	\$200.00	390	\$78,000.00	1753	\$350,600.00	81.80%	8398264
19	0	N/A	\$500.00	55	\$27,500.00	238	\$119,000.00	81.23%	8339483
20	0	N/A	\$500.00	117	\$58,500.00	458	\$229,000.00	79.65%	8177629
21	0	N/A	\$500.00	85	\$42,500.00	347	\$173,500.00	80.32%	8246611
22	0	N/A	\$2,500.00	9	\$22,500.00	20	\$50,000.00	68.97%	7080465
23	0	N/A	\$2,500.00	21	\$52,500.00	95	\$237,500.00	81.90%	8408052
24	0	N/A	\$50,000.00	3	\$150,000.00	7	\$350,000.00	70.00%	7186672
			<b>Totals:</b>	<b>428740</b>	<b>\$6,674,575.00</b>	<b>1,744,794</b>	<b>\$28,246,355.00</b>		

NO. OF TICKETS (+/-2%): **10,266,675** Minimum Quantity: 9,878,400  
 NO. POOLS: 28.52 Maximum Quantity: 10,281,600  
 PACK SIZE: 75  
 PACKS/POOL: 4,800  
 PACKS/GAME: 136,889

TEXAS LOTTERY COMMISSION  
 "\$50,000 POKER" - GAME NO. 2334  
 PRIZE STRUCTURE  
 24-Aug-20

VERSION A

10,266,675 \$5 TICKETS \$51,333,375 REVENUE PRIZE FUND \$34,920,930 PAYOUT % **68.03%**

PRIZE LEVEL	PRIZE CODE	TIER CODE	GET:	# OF WAYS TO WIN:	WIN:	ODDS OF 1 IN:	WINNERS IN 28.52 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	10.47	981,011	7.17	34,399.06	\$4,905,055	14.05%	
2	2	L	\$10	1	\$10	16.66	616,099	4.50	21,603.45	\$6,160,990	17.64%	
3	3	L	\$15	1	\$15	56.26	182,483	1.33	6,398.75	\$2,737,245	7.84%	
4	4	L	\$20	1	\$20	450.31	22,799	0.17	799.44	\$455,980	1.31%	LOW-TIER
5	5	L	\$5 + \$15	2	\$20	225.30	45,568	0.33	1,597.84	\$911,360	2.61%	43.44%
6	0	M	\$25	1	\$25	92.33	111,195	0.81	3,900.00	\$2,779,875	7.96%	
7	0	M	\$50	1	\$50	598.85	17,144	0.13	600.00	\$857,200	2.45%	
8	0	M	\$10 x 2 + \$15 x 2	4	\$50	360.35	28,491	0.21	1,000.00	\$1,424,550	4.08%	
9	0	M	\$5 + \$10 x 2 + \$25	4	\$50	400.10	25,660	0.19	902.00	\$1,283,000	3.67%	
10	0	M	\$25 x 3	3	\$75	179.77	57,109	0.42	2,000.00	\$4,283,175	12.27%	
11	0	M	\$5 + \$10 + \$20 x 3	5	\$75	179.75	57,116	0.42	2,000.00	\$4,283,700	12.27%	
12	0	M	\$100	1	\$100	4,483.26	2,290	0.02	80.00	\$229,000	0.66%	
13	0	M	\$5 x 2 + \$10 + \$15 x 2 + \$25 x 2	7	\$100	959.05	10,705	0.08	375.00	\$1,070,500	3.07%	
14	0	M	\$5 + \$20 + \$75	3	\$100	1,200.78	8,550	0.06	300.00	\$855,000	2.45%	
15	0	M	\$200	1	\$200	11,979.78	857	0.01	30.00	\$171,400	0.49%	
16	0	M	\$25 x 8	8	\$200	7,224.96	1,421	0.01	50.00	\$284,200	0.81%	
17	0	M	\$15 x 5 + \$50 + \$75	7	\$200	7,139.55	1,438	0.01	50.00	\$287,600	0.82%	
18	0	M	\$20 x 10	10	\$200	4,790.80	2,143	0.02	75.00	\$428,600	1.23%	
19	0	M	\$500	1	\$500	35,039.85	293	0.00	10.00	\$146,500	0.42%	
20	0	M	\$50 x 10	10	\$500	17,855.09	575	0.00	20.00	\$287,500	0.82%	MID-TIER
21	0	M	\$50 x 2 + \$100 x 4	6	\$500	23,765.45	432	0.00	15.00	\$216,000	0.62%	54.09%
22	0	H	\$2,500	1	\$2,500	354,023.28	29	0.00	1.00	\$72,500	0.21%	
23	0	H	\$50 x 2 + \$100 x 4 + \$500 x 4	10	\$2,500	88,505.82	116	0.00	4.00	\$290,000	0.83%	HIGH-TIER
24	0	H	\$50,000	1	\$50,000	1,026,667.50	10	0.00	0.35	\$500,000	1.43%	2.47%
						4.72	2,173,534	15.88	76,210.90	\$34,920,930	100.00%	100.00%
						4.7235						

\* 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.

Consolidated odds are 1 in:		
\$5	10.47	981,011
\$10	16.66	616,099
\$15	56.26	182,483
\$20	150.17	68,367
\$25	92.33	111,195
\$50	144.00	71,295
\$75	89.88	114,225
\$100	476.52	21,545
\$200	1,752.29	5,859
\$500	7,897.44	1,300
\$2,500	70,804.66	145
\$50,000	1,026,667.50	10
		2,173,534

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

February 24, 2021

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

<b>Vendor Name</b>	<b>Pollard</b>
<b>P.O. Number (if applicable)</b>	362-21-9010RL012
<b>Tx Game Name</b>	Game #2334 \$50,000 Poker
<b>Invoice Number</b>	8519803
<b>Invoice Amount</b>	<b>\$612,586.07</b>

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 2/24/2021



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

2/24/2021  
Date

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

2/25/2021  
Date

  
 \_\_\_\_\_  
 Ryan Mindell (Lottery Operations Division Director)

2/26/2021  
Date

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

**March 6, 2021**



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

## INVOICE NO.: 8519803

<b>Sold To:</b> Texas Lottery Commission P.O. Box 16630 Austin, TX 78761-6630 United States	<b>Ship To:</b> Texas Lottery Commission P.O. Box 16630 Austin, TX 78761-6630 United States
Terms: Net 30 days after date of invoice	Due Date: March 25, 2021

Invoice Date	Order No.	Your Order	Customer No.
February 23, 2021	1109516		5008

**Order name:** \$50,000 POKER #2334  
**PO Number:**

Product Description	Quantity	Unit Price	Amount
Ticket Size 4 x 8	10,266,675	21.72 /M	222,992.18
Foil stock (10pt) C1S	10,266,675	7.60 /M	78,026.73
Four colour process / Spectrum base graphics	10,266,675	8.00 /M	82,133.40
Dual colour Imaging	10,266,675	7.68 /M	78,848.06
Integrated Overprints / Continuous Image	10,266,675	8.00 /M	82,133.40
Flood UV varnish on ticket front	10,266,675	2.43 /M	24,948.02
Additional base colour on back	10,266,675	3.84 /M	39,424.03
Inserts	1	4,080.24 Ea	4,080.24

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

<b>Before Taxes:</b>	612,586.07 USD
<b>Freight:</b>	0.00
<b>Deposit:</b>	0.00
<b>Amount Due:</b>	612,586.07 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