

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

**Scratch Ticket Information**

Date Completed

12/28/2021

Game #	2335	Confirmed Packs	5,523
Game Name	\$50 or \$100!	Active Packs	2,155
Quantity Printed	12,021,150	Warehouse Packs	21,960
Price Point	\$10	Returned Packs	272
Start Date	12/7/2020	Printed Payout Percentage	70.00%
Top Prize	\$ 100	Percent Sold	86.64%
Number of Top Prizes Remaining	34280	Number of Weeks Out	55

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

Cost to print tickets	\$ 585,790	Actual ticket production costs
Prize payout expense	\$ 72,110,500	Data from Instant Ticket Tier Liability screen in ES

**Estimated Direct Costs**      **\$ 72,696,290**

TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 104,151,244	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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**Total Estimated Benefits**      **\$ 104,151,244**

**Excess of Revenue over Expended**      **\$ 31,454,954**

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	\$	634,340
Next week	\$	737,420
Next week	\$	807,020
Avg Weekly Sales Current Game	\$	726,260
Avg Weekly Sales \$10; >9M Qty	\$	4,643,288
Percentage Of Variance In Sales		84%

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

**Instant Ticket Information**

Game #	2335	Printed Payout Percentage	70.00%
Game Name	\$50 or \$100!	Actual Payout Percentage	69.24%
Percent Sold	86.64%	Number of Weeks Out	55
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			30

**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):

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12/29/2021

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Scratch Ticket Strategy Coordinator      Date

12/29/2021

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Products Manager      Date

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

*Not Required - >85% Sell Through*

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Lottery Operations Division Director      Date

*Not Required - >85% Sell Through*

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Controller      Date

*Not Required - >85% Sell Through*

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Executive Director      Date



# Play the Games of Texas!

Da Vinci Report

12/28/21

Week End Date:12/25/21

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														12/25/21	12/18/21	12/11/21	12/4/21
Mature	2239	\$2	26,660,750	WEEKLY GRAND	2/22/21			44	64.66%	8,212	9,719	52,636	42	\$630,204.00	\$656,590.00	\$636,054.00	\$652,250.00
	2234	\$3	35,950,250	\$50,000 BONUS CASHWORD	2/22/21			44	71.68%	10,397	9,678	58,243	53	\$1,706,622.00	\$1,691,571.00	\$1,662,465.00	\$1,657,884.00
	2352	\$5	18,177,675	\$200,000 JACKPOT	9/7/21			16	41.06%	11,672	11,222	116,510	31	\$1,801,245.00	\$1,956,830.00	\$1,925,320.00	\$1,944,575.00
	2250	\$5	22,721,550	BINGO TIMES 20	11/23/20			57	71.83%	9,082	8,613	64,710	40	\$1,344,300.00	\$1,307,055.00	\$1,305,560.00	\$1,271,215.00
	2247	\$5	18,355,500	BONUS BREAK THE BANK	12/28/20			52	68.22%	6,095	4,844	64,888	94	\$702,530.00	\$808,350.00	\$829,060.00	\$936,605.00
	2323	\$5	9,897,375	COWBOYS	8/16/21			19	52.75%	5,953	7,322	45,922	28	\$1,002,980.00	\$1,007,750.00	\$1,028,360.00	\$1,119,440.00
	2297	\$5	7,320,450	GREAT 8S	8/2/21			21	81.15%	3,209	2,747	7,981	2,041	\$393,700.00	\$472,230.00	\$526,850.00	\$632,240.00
	2324	\$5	5,437,800	HOUSTON TEXANS	8/16/21			19	50.47%	3,667	2,948	25,567	1,570	\$345,090.00	\$388,550.00	\$403,235.00	\$478,850.00
	2309	\$10	15,693,550	\$100 MILLION CASH PAYOUT	6/7/21			29	60.75%	8,123	4,623	107,757	56	\$1,472,720.00	\$1,416,150.00	\$1,440,090.00	\$1,604,830.00
	2346	\$10	13,460,600	\$500,000 EXTREME LUCK	4/5/21			38	54.30%	6,062	3,984	110,575	72	\$1,004,840.00	\$784,960.00	\$667,320.00	\$658,670.00
	2353	\$10	14,299,500	\$500,000 JACKPOT	9/7/21			16	42.24%	19,963	12,010	128,887	34	\$3,097,930.00	\$3,245,330.00	\$3,199,150.00	\$3,211,550.00
	2335	\$10	12,021,150	\$50 OR \$100!	12/7/20			55	86.64%	5,523	2,155	21,960	272	\$634,340.00	\$737,420.00	\$807,020.00	\$959,630.00
	2347	\$10	11,256,950	777	4/19/21			36	76.10%	3,464	2,710	46,026	113	\$684,240.00	\$654,280.00	\$686,120.00	\$698,080.00
	2306	\$10	8,318,950	BREAK THE BANK SUPER TICKET	8/16/21			19	46.27%	12,972	8,528	63,798	97	\$1,767,060.00	\$1,649,910.00	\$1,618,350.00	\$1,697,160.00
	2258	\$10	39,197,450	MEGA LOTERIA	3/15/21			41	81.85%	36,067	13,952	81,785	40	\$8,587,620.00	\$8,170,650.00	\$7,928,990.00	\$7,979,840.00
	2336	\$10	15,610,600	POWER 10X	8/2/21			21	46.95%	15,216	7,212	139,680	62	\$1,885,060.00	\$1,860,140.00	\$1,897,660.00	\$2,071,000.00
	2292	\$10	10,252,350	WILD \$10	3/1/21			43	69.67%	2,638	2,050	56,370	71	\$320,200.00	\$277,970.00	\$299,660.00	\$305,770.00
	2203	\$20	8,559,050	\$1,000,000 EXTREME CASH	6/7/21			29	55.97%	11,394	6,488	129,361	80	\$2,128,020.00	\$2,100,360.00	\$1,967,020.00	\$1,955,120.00
	2354	\$20	10,280,400	\$1,000,000 JACKPOT	9/7/21			16	31.84%	21,877	10,945	242,927	39	\$3,392,380.00	\$3,418,260.00	\$3,158,080.00	\$3,289,440.00
	1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			241	83.67%	11,349	7,069	203,021	70	\$2,102,700.00	\$2,073,700.00	\$1,953,140.00	\$1,964,340.00
	2343	\$20	25,454,075	MILLION DOLLAR LOTERIA	6/18/21			27	40.14%	36,348	12,238	550,741	60	\$8,384,260.00	\$8,185,300.00	\$7,687,940.00	\$7,717,820.00
	2209	\$30	12,028,825	\$250 MILLION CASH PARTY	3/16/20			93	75.55%	8,987	5,171	100,839	91	\$1,602,450.00	\$1,691,760.00	\$1,561,230.00	\$1,645,140.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			197	59.39%	9,277	5,346	535,034	62	\$2,507,580.00	\$2,537,490.00	\$2,466,690.00	\$2,494,380.00
	2293	\$30	9,177,650	CASH CELEBRATION!	4/5/21			38	58.28%	14,300	7,655	127,756	78	\$3,415,050.00	\$3,433,710.00	\$3,360,450.00	\$3,355,470.00
	2340	\$50	6,606,400	CASINO MILLIONS	9/20/21			14	39.14%	25,362	8,764	161,557	32	\$7,901,150.00	\$9,054,000.00	\$8,549,750.00	\$8,662,850.00
	2312	\$50	6,731,160	MILLIONAIRE CLUB	4/19/21			36	82.34%	14,603	5,526	35,241	77	\$4,921,400.00	\$5,864,350.00	\$5,825,350.00	\$5,872,850.00
Sold/Closing	2277	\$1	29,734,500	10X THE CASH	1/4/21	11/14/21	12/29/21	51	97.67%	32	14	218	2,825	-\$429.00	-\$496.00	\$8,123.00	\$19,008.00
	2313	\$1	9,294,450	DOUBLE DOUBLER	7/6/21	12/19/21	2/2/22	25	94.50%	174	235	396	1,671	\$8,334.00	\$19,279.00	\$26,712.00	\$37,755.00
	2301	\$1	16,878,900	SAPPHIRE BLUE 7S	5/3/21	12/19/21	2/2/22	34	96.82%	273	403	157	1,231	\$19,534.00	\$36,421.00	\$53,196.00	\$66,746.00
	2246	\$2	35,700,000	BONUS GAME BINGO	9/21/20			66	94.65%	5,284	6,406	1,419	39	\$699,048.00	\$837,246.00	\$851,210.00	\$881,392.00
	2191	\$2	7,264,875	LEVEL UP!	8/16/21	1/9/22	2/23/22	19	81.37%	1,974	2,333	608	2,249	\$182,766.00	\$249,662.00	\$288,688.00	\$360,726.00
	2163	\$3	41,105,925	TEXAS LOTERIA	4/6/20	12/19/21	2/2/22	90	98.34%	932	721	325	2,406	\$90,897.00	\$120,126.00	\$146,229.00	\$204,138.00

**Liability for 2335 / for Life to Date****Product Status:**  
Active**SmartCash Enabled:**  
N/A**Validation Range:** 11/18/2020 - 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	\$50.00	172191	\$8,609,550.00	1030074	\$51,503,700.00	85.68%	10299454
2	2	N/A	\$100.00	8260	\$826,000.00	51886	\$5,188,600.00	86.27%	10370255
3	3	N/A	\$100.00	26020	\$2,602,000.00	154182	\$15,418,200.00	85.56%	10285373
<b>Totals:</b>				<b>206471</b>	<b>\$12,037,550.00</b>	<b>1,236,142</b>	<b>\$72,110,500.00</b>		

Prize Structure

TEXAS LOTTERY

GAME NO.2335 "\$50 OR \$100!"

July 8, 2020 - VERSION A

Order Quantity:	12,021,150	Pack Size:	50	Pool Size:	120,000	Winners:	1,442,613	Prize Fund:	\$84,148,050.00
Price Point:	\$10.00	Packs/Game:	240,423	Number of Pools:	100.18	Non-winners:	10,578,537	Payout:	70.00%
Revenue:	\$120,211,500.00	Packs/Pool:	2,400			Overall Odds:	8.3329		

Kind	Wins	Tier Level	Get	Win	Value	Odds (1 in)	Winners			Total Prize Cost	% Prize Fund	
							Pack	Pool	Total			
Mid Tiers												
01	1	G	\$50	\$50	\$50	\$50.00	9.9988	5.00	12,000.00	1,202,265	\$60,113,250.00	71.44%
02	2	G	\$50 x 2	\$100	\$100.00	199.8662	0.25	600.00	60,146	\$6,014,600.00	7.15%	
03	1	G	\$100	\$100	\$100.00	66.7093	0.75	1,800.00	180,202	\$18,020,200.00	21.41%	
Total (\$100.00):						50.0156	1.00	2,400.00	240,348	\$24,034,800.00	28.56%	
Total :						8.3329	6.00	14,400.00	1,442,613	\$84,148,050.00	100.00%	

There will be no more than seven (7) winners in a pack.

G-TIER - \$50 & \$100 prizes are GLEPS and programmed as low-tier prizes.

ORIGINAL ORDER

SHIPMENT # 1-5  
COMPLETE  
POOLS # 1-110

12,021,150

1,202,265  
60,146  
180,202



# INTEROFFICE MEMO

*Gary Grief, Executive Director      Tom Hanson, Charitable Bingo Operations Director*

## Payment Approval (VIA EMAIL)

November 18, 2020

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

<b>Vendor Name</b>	<b>Scientific Games</b>
<b>P.O. Number (if applicable)</b>	362-21-9019RL002
<b>Invoice Number</b>	TX 111820
<b>Tx Game Name:</b>	Game #2335 \$50 or \$100
<b>Invoice Amount:</b>	<b>\$585,790.08</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.

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

\_\_\_\_\_  
Date

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

\_\_\_\_\_  
Date

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

\_\_\_\_\_  
Date

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

**November 28, 2020**



Invoice: TX 111820  
 "TX 2335 \$50 OR \$100!™"  
 November 14, 2020

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-2335	1	TX-2335 \$50 OR \$100!	2,392,300	47.48 \$	113,586.40	1039089
		Additional Charges			15,025.88	
TX-2335	2	TX-2335 \$50 OR \$100!	2,393,700	47.48 \$	113,652.88	1039090
TX-2335	3	TX-2335 \$50 OR \$100!	2,393,850	47.48 \$	113,660.00	1039091
TX-2335	4	TX-2335 \$50 OR \$100!	2,392,600	47.48 \$	113,600.65	1039093
TX-2335	5	TX-2335 \$50 OR \$100!	2,448,700	47.48 \$	116,264.28	1039094
					<u>\$ -</u>	
Total Due					<u>\$585,790.08</u>	

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

Due Date: December 14, 2020

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