

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

**Scratch Ticket Information**

Date Completed

10/31/2022

Game #	2348	Confirmed Packs	7,919
Game Name	\$50 or \$100	Active Packs	3,676
Quantity Printed	11,152,000	Warehouse Packs	15,851
Price Point	\$10	Returned Packs	82
Start Date	12/6/2021	Printed Payout Percentage	70.00%
Top Prize	\$ 100	Percent Sold	86.30%
Number of Top Prizes Remaining	32911	Number of Weeks Out	47

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

Cost to print tickets	\$ 499,944	Actual ticket production costs
Prize payout expense	\$ 66,546,648	Data from Instant Ticket Tier Liability screen in ES

<b>Estimated Direct Costs</b>	<b>\$ 67,046,592</b>
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**TANGIBLE BENEFITS****Revenue Impact:**

Estimated sales	\$ 96,241,760	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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<b>Total Estimated Benefits</b>	<b>\$ 96,241,760</b>
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<b>Excess of Revenue over Expended</b>	<b>\$ 29,195,168</b>
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**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	\$	832,620
Next week	\$	820,390
Next week	\$	832,390
Avg Weekly Sales Current Game	\$	828,467
Avg Weekly Sales \$10; 10M - 14.99M Qty	\$	3,255,577
<b>Percentage Of Variance In Sales</b>		<b>75%</b>

TEXAS LOTTERY COMMISSION  
Scratch Ticket Game Closing Analysis  
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2348	Printed Payout Percentage	70.00%
Game Name	\$50 or \$100	Actual Payout Percentage	69.15%
Percent Sold	86.30%	Number of Weeks Out	47
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			33

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*

11/1/2022

Scratch Ticket Strategy Coordinator      Date

*Will Russ*

11/1/2022

Products Manager      Date

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

**Not Required - Over 85% Sold**

\_\_\_\_\_  
Lottery Operations Division Director      Date

**Not Required - Over 85% Sold**

\_\_\_\_\_  
Controller      Date

**Not Required - Over 85% Sold**

\_\_\_\_\_  
Executive Director      Date



**Da Vinci Report** **10/31/22**

**Week End Date:10/29/22**

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														10/29/22	10/22/22	10/15/22	10/8/22
Mature	2428	\$5	23,203,950	BINGO TIMES 20	4/11/22			29	33.27%	12,740	8,445	182,538	30	\$1,399,185.00	\$1,352,315.00	\$1,396,675.00	\$1,419,980.00
	2308	\$5	7,222,950	EL GORDO	7/18/22			15	59.79%	4,776	3,826	26,164	611	\$547,330.00	\$606,610.00	\$742,880.00	\$805,495.00
	2406	\$5	7,342,125	HIT \$200,000!	7/5/22			17	70.33%	4,692	3,793	15,891	882	\$581,525.00	\$678,355.00	\$833,975.00	\$910,050.00
	2374	\$5	27,786,375	POWER 50X	1/3/22			43	59.62%	9,180	6,645	131,026	40	\$997,670.00	\$1,042,800.00	\$1,070,400.00	\$1,037,135.00
	2404	\$5	7,259,325	SIZZLING HOT \$100,000	6/20/22			19	65.99%	3,197	2,548	21,998	2,520	\$374,525.00	\$391,435.00	\$458,560.00	\$524,880.00
	2425	\$5	32,632,050	SUPER CROSSWORD	2/24/22			35	49.63%	15,163	8,952	191,093	43	\$2,125,160.00	\$2,108,970.00	\$2,148,155.00	\$2,191,390.00
	2342	\$5	59,686,425	SUPER LOTERIA	10/18/21			54	83.24%	25,589	13,999	85,919	35	\$4,698,220.00	\$4,701,515.00	\$4,732,215.00	\$4,754,490.00
	2333	\$10	28,628,600	\$250,000 50X CASHWORD	12/20/21			45	54.68%	20,618	8,474	226,158	29	\$3,250,450.00	\$3,131,350.00	\$3,179,710.00	\$3,304,100.00
	<b>2348</b>	<b>\$10</b>	<b>11,152,000</b>	<b>\$50 OR \$100</b>	<b>12/6/21</b>			<b>47</b>	<b>86.30%</b>	<b>7,919</b>	<b>3,676</b>	<b>15,851</b>	<b>82</b>	<b>\$832,620.00</b>	<b>\$820,390.00</b>	<b>\$832,390.00</b>	<b>\$855,060.00</b>
	2393	\$10	11,938,450	BIG CASH	4/4/22			30	62.54%	7,516	4,018	76,114	27	\$847,630.00	\$817,280.00	\$897,510.00	\$997,760.00
	2433	\$10	49,110,750	MEGA LOTERIA	2/7/22			38	64.83%	49,201	13,211	273,664	27	\$8,149,560.00	\$7,947,220.00	\$7,827,470.00	\$7,908,990.00
	2407	\$10	12,236,750	PAYOUT MULTIPLIER	7/5/22			17	39.34%	13,477	7,256	125,436	17	\$1,624,690.00	\$1,634,050.00	\$1,782,720.00	\$1,977,620.00
	2375	\$10	22,860,600	POWER 100X	1/3/22			43	49.45%	12,690	6,458	209,182	48	\$1,285,750.00	\$1,245,650.00	\$1,279,170.00	\$1,351,550.00
	2311	\$10	8,067,400	TRIPLE RED 777 SUPER TICKET	7/11/22			16	36.05%	15,321	7,025	78,452	14	\$1,880,460.00	\$1,903,210.00	\$1,999,830.00	\$2,083,150.00
	2438	\$20	19,277,675	\$1,000,000 CROSSWORD	6/6/22			21	25.61%	26,985	9,213	531,445	14	\$4,809,720.00	\$4,716,540.00	\$4,607,040.00	\$4,733,160.00
	2349	\$20	8,200,000	500X	7/18/22			15	48.27%	26,495	8,886	128,864	12	\$4,283,440.00	\$4,306,720.00	\$4,283,400.00	\$4,334,620.00
	2367	\$20	16,392,750	CASH SPECTACULAR	11/15/21			50	40.42%	13,875	6,384	367,499	41	\$1,979,700.00	\$1,897,780.00	\$1,816,240.00	\$1,866,660.00
	2402	\$20	8,199,050	MONEY	6/20/22			19	35.48%	13,762	6,294	188,852	13	\$1,840,580.00	\$1,870,540.00	\$1,884,900.00	\$1,948,660.00
	2376	\$20	10,149,100	POWER 200X	1/3/22			43	63.02%	14,008	6,526	126,470	55	\$1,565,640.00	\$1,490,500.00	\$1,515,980.00	\$1,515,280.00
	2411	\$20	7,928,475	ULTIMATE 7S	2/21/22			36	74.98%	10,613	4,548	61,607	38	\$1,602,240.00	\$1,568,740.00	\$1,555,260.00	\$1,595,260.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			241	70.30%	11,810	6,320	382,603	70	\$2,885,790.00	\$2,807,520.00	\$2,851,920.00	\$2,781,810.00
	2387	\$30	9,009,725	PREMIER CASH	4/4/22			30	41.54%	14,195	7,920	185,777	39	\$2,942,820.00	\$2,899,200.00	\$2,873,730.00	\$2,941,020.00
	2358	\$50	5,984,660	\$1,000,000 ULTIMATE	12/20/21			45	69.93%	14,924	5,753	66,677	47	\$2,831,900.00	\$2,804,200.00	\$2,746,900.00	\$2,795,600.00
	2378	\$50	6,116,960	\$200,000,000 CASH BLOWOUT!	3/7/22			34	61.28%	16,228	6,399	92,673	65	\$3,965,250.00	\$3,839,650.00	\$3,893,550.00	\$3,974,550.00
	2344	\$50	10,279,600	500X LOTERIA SPECTACULAR	10/18/21			54	64.04%	18,632	7,154	154,958	65	\$5,524,450.00	\$5,213,900.00	\$5,131,750.00	\$5,309,000.00
	2400	\$100	10,379,010	\$20 MILLION SUPREME	5/16/22			24	28.31%	25,160	9,949	456,547	67	\$9,647,800.00	\$9,864,100.00	\$9,552,600.00	\$9,849,500.00
Sold/Closing	2394	\$1	19,445,700	\$5,000 FRENZY	5/2/22	10/9/22	11/23/22	26	59.30%	335	604	43,559	1,567	\$55,464.00	\$114,099.00	\$201,869.00	\$239,123.00
	2384	\$1	16,942,500	EZ LOTERIA	3/7/22	10/9/22	11/23/22	34	95.48%	166	163	88	1,444	-\$2,348.00	\$20,010.00	\$53,405.00	\$68,221.00
	2392	\$2	9,265,000	777 SLOTS	4/18/22	11/13/22	12/28/22	28	75.33%	1,437	1,444	12,824	340	\$125,444.00	\$143,878.00	\$159,534.00	\$175,700.00
	2316	\$2	9,112,375	TRIPLE \$\$\$	5/16/22	11/13/22	12/28/22	24	57.95%	1,494	1,228	25,294	333	\$123,554.00	\$136,910.00	\$151,898.00	\$162,644.00
	2395	\$5	18,357,150	\$200,000 FRENZY	5/2/22	10/9/22	11/23/22	26	44.18%	323	520	126,156	1,835	\$128,375.00	\$319,105.00	\$529,465.00	\$684,920.00
	2357	\$5	10,248,900	\$50,000 POKER	2/7/22	10/9/22	11/23/22	38	66.16%	50	62	41,368	3,463	\$14,725.00	\$34,090.00	\$62,875.00	\$92,745.00

**Liability for 2348 / for Life to Date**Product Status:  
ActiveSmartCash Enabled:  
N/A

Validation Range: 06/25/2021 - 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	\$50.00	164525	\$8,226,250.00	950789	\$47,539,448.00	85.25%	9506918
2	2	N/A	\$100.00	7854	\$785,400.00	47881	\$4,788,100.00	85.91%	9580495
3	3	N/A	\$100.00	25057	\$2,505,700.00	142191	\$14,219,100.00	85.02%	9481213
			<b>Totals:</b>	<b>197436</b>	<b>\$11,517,350.00</b>	<b>1,140,861</b>	<b>\$66,546,648.00</b>		

**END OF PRODUCTION PRIZE STRUCTURE**

**June 17, 2021 - (POOLS # 1 – 103 COMPLETE)**

**Prize Structure**  
 TEXAS LOTTERY  
 GAME NO.2348 "\$50 OR \$100"  
 January 21, 2021 - VERSION A

<b>Order Quantity:</b>	<b>11,152,000</b>	<b>Pack Size:</b>	50	<b>Pool Size:</b>	120,000	<b>Winners:</b>	1,338,297	<b>Prize Fund:</b>	\$78,064,000.00	<b>Total Payout</b>
<b>Price Point:</b>	\$10.00	<b>Packs/Game:</b>	223,040	<b>Number of Pools:</b>	92.93	<b>Non-winners:</b>	9,813,703	<b>Payout:</b>	<b>70.00%</b>	
<b>Revenue:</b>	\$111,520,000.00	<b>Packs/Pool:</b>	2,400			<b>Overall Odds:</b>	<b>8.3330</b>			

Kind	Wins	Tier Level	Get	Win	Value	Odds (1 in)	Winners			Total Prize Cost	% Prize Fund	
							Pack	Pool	Total			
<b>Mid Tiers</b>												
01	1	G	\$50	\$50	\$50.00	9.9990	5.00	12,000.00	<b>1,115,314</b>	\$55,765,700.00	71.44%	
02	2	G	\$50 x 2	\$100	\$100.00	200.0897	0.25	600.00	<b>55,735</b>	\$5,573,500.00	7.14%	
03	1	G	\$100	\$100	\$100.00	66.6794	0.75	1,800.00	<b>167,248</b>	\$16,724,800.00	21.42%	
						Total (\$100.00):	50.0128	1.00	2,400.00	222,983	\$22,298,300.00	28.56%
						<b>Total :</b>	<b>8.3330</b>	<b>6.00</b>	<b>14,400.00</b>	<b>1,338,297</b>	<b>\$78,064,000.00</b>	<b>100.00%</b>

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



# INTEROFFICE MEMO

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

## Payment Approval

June 24, 2021

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

<b>Vendor Name</b>	<u>Scientific Games</u>
<b>P.O. Number (if applicable)</b>	<u>362-21-9019RL015</u>
<b>Tx Game Name</b>	<u>Game #2348 \$50 OR \$100</u>

<u>Invoice Number:</u>	<u>Invoice Amount:</u>
TX 062421	\$500,143.91

<b>LESS SANCTIONS LETTER DATED 6/15/21</b>	<b>-\$200.00</b>
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<b>Total Amount</b>	<b>\$499,943.91</b>
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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 6/24/2021



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

6/24/2021  
 Date

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

6/24/2021  
 Date

Ryan Mindell  
 Ryan Mindell (Lottery Operations Division Director)

6/24/2021  
 Date

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

**July 4, 2021**



**Invoice: TX 062421**  
**"TX 2348 \$50 OR \$100"™**  
**June 24, 2021**

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-2348	1	TX-2348 \$50 OR \$100	2,771,950	43.64 \$	120,967.90	1040765
Additional Charges: Pack Inserts Printed on Foil Stock (over 200,000 pieces)			220,830	0.061 \$	13,470.63	
TX-2348	2	TX-2348 \$50 OR \$100	2,771,700	43.64 \$	120,956.99	1040766
TX-2348	3	TX-2348 \$50 OR \$100	2,771,350	43.64 \$	120,941.71	1040768
TX-2348	4	TX-2348 \$50 OR \$100	2,837,000	43.64 \$	123,806.68	1040769
Total Due					<u><u>\$500,143.91</u></u>	

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

Due Date: July 24, 2021

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**  
**03/01/20-02/26/22**

**Average Number of Weeks for 85% Average Sell Through**

Print Quantities	A	B	C	D	E	F	G	H
	Price Point				Price Point			
	\$1	\$2	\$3	\$5	\$10	\$20	\$30	\$50
< 5M	None	None	Week 10*	None	None	None	None	None
5M-9.99M	Week 15	Week 16	None	Week 19	Week 17	Week 39	None	Week 34
10M-14.99M	Week 15	None	None	Week 23	Week 33	Week 32	None	None
15M-19.99M	Week 23	None	Week 27*	None	Week 34*	None	None	None
20M-24.99M	None	None	None	Week 39	Week 41*	None	None	None
25M-29.99M	Week 32*	None	None	None	Week 36*	None	None	None
30M-34.99M	None	None	None	None	None	None	None	None
>35M	None	Week 63	Week 70*	Week 48*	Week 43*	None	None	None

**Average Weekly Dollar Sales at 85% Average Sell Through**

Print Quantities	A	B	C	D	E	F	G	H
	Price Point				Price Point			
	\$1	\$2	\$3	\$5	\$10	\$20	\$30	\$50
< 5M	None	None	\$1,280,407	None	None	None	None	None
5M-9.99M	\$523,427	\$836,412	None	\$1,829,626	\$3,575,687	\$4,083,763	None	\$6,822,934
10M-14.99M	\$646,883	None	None	\$2,572,905	\$3,255,577	\$6,279,880	None	None
15M-19.99M	\$637,501	None	\$1,754,298	None	\$4,557,575	None	None	None
20M-24.99M	None	None	None	\$2,543,539	\$4,377,999	None	None	None
25M-29.99M	\$795,571	None	None	None	\$6,250,278	None	None	None
30M-34.99M	None	None	None	None	None	None	None	None
>35M	None	\$1,031,140	\$1,494,231	\$4,784,040	\$7,855,672	None	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

**Bowersock, Dale**

**From:** Gough, Riley <Riley.Gough@IGT.com>  
**Sent:** Tuesday, November 1, 2022 9:20 AM  
**To:** Bowersock, Dale  
**Cc:** ProductsScratchTeam  
**Subject:** RE: November Pre-call Recommendations

**CAUTION: This email originated outside the Texas Lottery's email system. DO NOT click links or open attachments unless you expect them from the sender and know the content is safe.**

Hi Dale, no issues with this list.

Thanks,  
 Riley

**From:** Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>  
**Sent:** Monday, October 31, 2022 9:30 AM  
**To:** Gough, Riley <Riley.Gough@IGT.com>  
**Cc:** ProductsScratchTeam <ProductsScratchTeam@lottery.state.tx.us>  
**Subject:** November Pre-call Recommendations

**CAUTION: This email originated outside of IGT. Do not click links or open attachments unless you recognize the sender and know the content is safe.**

Riley,  
 Below are the games I would recommend for Pre-call next Friday.

Close dates:  
 Pre-call: 11/11/22  
 Call Date: 12/11/22  
 Close Date: 1/25/23  
 End of Validations: 7/24/23

Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	10/29/22	10/22/2
2372	\$1	34,835,250	POWER 20X	1/3/22			43	63.33%	6,032	5,908	70,847	31	\$256,913.00	\$275,0
2381	\$2	8,912,625	JUMBO BUCKS	6/20/22			19	65.89%	4,697	3,047	14,886	23	\$278,142.00	\$284,4
2373	\$3	24,134,125	POWER 30X CROSSWORD	1/3/22			43	77.49%	7,059	5,451	28,544	41	\$789,225.00	\$762,1
2348	\$10	11,152,000	\$50 OR \$100	12/6/21			47	86.30%	7,919	3,676	15,851	82	\$832,620.00	\$820,3
2346	\$10	13,460,600	\$500,000 EXTREME LUCK	4/5/21			82	96.41%	4,809	2,650	923	52	\$641,950.00	\$751,6

Please let me know if you have any concerns.

Dale

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