

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

3/28/2022

Game #	2351	Confirmed Packs	7,080
Game Name	\$5,000 Jackpot	Active Packs	5,941
Quantity Printed	16,858,800	Warehouse Packs	1,664
Price Point	\$1	Returned Packs	21
Start Date	9/7/2021	Printed Payout Percentage	60.04%
Top Prize	\$ 5,000	Percent Sold	85.74%
Number of Top Prizes Remaining	6	Number of Weeks Out	29

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

Cost to print tickets	\$ 450,537	Actual ticket production costs
Prize payout expense	\$ 7,759,964	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs **\$ 8,210,501**

TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 14,454,735	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 14,454,735	

Excess of Revenue over Expended \$ 6,244,235

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	\$	272,656
Next week	\$	279,831
Next week	\$	289,065
Avg Weekly Sales Current Game	\$	280,517
Avg Weekly Sales \$1; 15M-19.99M Qty*	\$	638,272
Percentage Of Variance In Sales		56%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2351	Printed Payout Percentage	60.04%
Game Name	\$5,000 Jackpot	Actual Payout Percentage	53.68%
Percent Sold	85.74%	Number of Weeks Out	29
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.*			23

* only one game at this level with 85% sell through

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.

Not Required - Over 85% Sell Through

Lottery Operations Division Director Date

Not Required - Over 85% Sell Through

Controller Date

Not Required - Over 85% Sell Through

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
Baseline	2384	\$1	16,942,500	EZ LOTERIA	3/7/22			3	17.25%	18,471	14,387	56,760	2	\$1,047,057.00	\$1,162,861.00	\$712,490.00	\$600.00
	2372	\$1	34,835,250	POWER 20X	1/3/22			12	27.52%	12,990	10,889	141,789	6	\$671,486.00	\$730,820.00	\$768,250.00	\$858,171.00
	2310	\$2	9,234,500	\$30,000 JACKPOT	3/21/22			1	2.68%	19,394	10,496	39,722	46	\$494,850.00	\$250.00	\$0	\$0
	2329	\$2	33,566,750	IMITED EDITION BREAK THE BANK	1/17/22			10	19.40%	12,809	10,818	189,952	8	\$1,286,366.00	\$1,398,592.00	\$1,464,308.00	\$1,607,242.00
	2419	\$2	9,054,500	TRIPLE PLAY!	1/17/22			10	50.31%	9,768	9,692	14,777	10	\$820,022.00	\$976,530.00	\$1,116,622.00	\$1,379,424.00
	2373	\$3	24,134,125	POWER 30X CROSSWORD	1/3/22			12	32.52%	14,189	10,196	103,235	44	\$1,641,732.00	\$1,755,408.00	\$1,838,148.00	\$2,178,453.00
	2357	\$5	10,248,900	\$50,000 POKER	2/7/22			7	36.09%	15,059	8,838	60,747	2	\$2,148,355.00	\$2,243,580.00	\$2,655,610.00	\$3,217,475.00
	2382	\$5	7,334,550	LUCKY	2/21/22			5	37.80%	20,632	12,747	25,333	4	\$2,090,655.00	\$2,681,010.00	\$2,947,415.00	\$3,950,205.00
	2374	\$5	27,786,375	POWER 50X	1/3/22			12	28.74%	20,207	10,942	229,601	19	\$2,481,010.00	\$2,649,635.00	\$2,806,210.00	\$3,218,200.00
	2385	\$5	7,080,600	SHOW ME \$100,000	3/21/22			1	7.76%	33,374	12,152	37,145	6	\$2,745,945.00	\$750.00	\$0	\$0
	2425	\$5	32,632,050	SUPER CROSSWORD	2/24/22			4	5.37%	29,294	10,701	367,607	9	\$2,852,015.00	\$2,763,930.00	\$2,262,460.00	\$861,855.00
	2366	\$5	7,333,350	TEXAS EDITION BUCKS & TRUCKS	3/7/22			3	26.87%	23,657	13,690	31,302	14	\$3,357,055.00	\$4,047,860.00	\$2,445,905.00	\$1,500.00
	2380	\$10	12,227,050	CASH CELEBRATION	2/7/22			7	21.65%	27,233	11,925	150,042	3	\$3,148,660.00	\$3,212,610.00	\$3,530,170.00	\$4,076,050.00
	2433	\$10	49,110,750	MEGA LOTERIA	2/7/22			7	11.71%	47,674	13,623	796,323	16	\$9,749,720.00	\$9,503,060.00	\$9,365,940.00	\$9,434,460.00
	2375	\$10	22,860,600	POWER 100X	1/3/22			12	22.68%	23,651	10,948	315,430	8	\$3,453,310.00	\$3,630,690.00	\$3,745,180.00	\$4,016,230.00
	2376	\$20	10,149,100	POWER 200X	1/3/22			12	29.63%	27,034	10,474	244,094	13	\$3,826,160.00	\$3,900,840.00	\$4,132,220.00	\$4,526,860.00
	2411	\$20	7,928,475	ULTIMATE 7S	2/21/22			5	20.41%	34,910	11,368	199,958	11	\$6,150,140.00	\$6,433,180.00	\$6,706,440.00	\$7,932,840.00
	2378	\$50	6,116,960	\$200,000,000 CASH BLOWOUT!	3/7/22			3	8.97%	30,646	9,245	233,101	6	\$9,358,000.00	#####	\$7,955,100.00	\$3,000.00
Mature	2351	\$1	16,858,800	\$5,000 JACKPOT	9/7/21			29	85.74%	7,080	5,941	1,664	21	\$272,656.00	\$279,831.00	\$289,065.00	\$310,835.00
	1878	\$1	854,700	CASH ON THE SPOT	9/18/17			236	0.00%	0	0	1,812	14	\$0	\$0	\$0	\$0
	2361	\$1	11,381,100	COZY CASH	11/1/21			21	87.19%	2,256	1,421	3,032	1,220	\$81,229.00	\$106,697.00	\$120,131.00	\$137,889.00
	2296	\$1	10,217,250	LADY LUCK	11/1/21			21	84.90%	3,699	3,853	314	475	\$203,101.00	\$272,988.00	\$299,438.00	\$353,565.00
	1804	\$1	829,650	LUCKY STARS	9/18/17			236	0.00%	0	0	64	687	\$0	\$0	\$0	\$0
	2124	\$1	853,200	WINNING 7S	8/8/19			137	0.00%	0	0	2,664	443	\$0	\$0	\$0	\$0
	2325	\$2	28,601,250	BONUS GAME BINGO	12/13/21			15	21.05%	12,687	9,565	156,068	10	\$995,926.00	\$1,023,384.00	\$1,014,388.00	\$1,093,538.00
	2365	\$2	7,235,875	BREAK THE SNOWBANK	11/15/21			19	80.44%	1,908	1,937	5,355	74	\$132,814.00	\$168,702.00	\$158,380.00	\$182,356.00
	2370	\$2	9,288,250	TEXAS CASH	12/20/21			14	47.89%	6,789	5,222	25,263	45	\$329,206.00	\$373,076.00	\$386,660.00	\$415,836.00
	2234	\$3	35,950,250	\$50,000 BONUS CASHWORD	2/22/21			57	89.58%	12,453	8,714	5,928	45	\$1,463,841.00	\$1,534,044.00	\$1,545,195.00	\$1,731,828.00
	2327	\$3	28,614,750	TEXAS LOTERIA	10/4/21			25	40.91%	18,036	12,637	190,810	28	\$1,527,576.00	\$1,561,527.00	\$1,575,696.00	\$1,696,089.00
	2352	\$5	18,177,675	\$200,000 JACKPOT	9/7/21			29	63.44%	12,259	7,739	65,840	24	\$1,335,670.00	\$1,451,250.00	\$1,470,555.00	\$1,601,750.00

Liability for 2351 / for Life to Date**Product Status:**
Active**SmartCash Enabled:**
N/A**Validation Range:** 08/13/2021 - 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	\$1.00	432438	\$432,438.00	1253178	\$1,253,178.00	74.35%	12533742
2	2	N/A	\$2.00	77208	\$154,416.00	259968	\$519,936.00	77.10%	12998400
3	3	N/A	\$2.00	123009	\$246,018.00	326559	\$653,118.00	72.64%	12245962
4	4	N/A	\$2.00	76255	\$152,510.00	260921	\$521,842.00	77.38%	13046050
5	5	N/A	\$5.00	22009	\$110,045.00	90463	\$452,315.00	80.43%	13559798
6	6	N/A	\$5.00	23066	\$115,330.00	89406	\$447,030.00	79.49%	13401360
7	7	N/A	\$5.00	10673	\$53,365.00	45589	\$227,945.00	81.03%	13660656
8	8	N/A	\$10.00	9916	\$99,160.00	46214	\$462,140.00	82.33%	13880502
9	9	N/A	\$10.00	25231	\$252,310.00	87213	\$872,130.00	77.56%	13075900
10	10	N/A	\$10.00	9573	\$95,730.00	46689	\$466,890.00	82.98%	13990268
11	11	N/A	\$20.00	6182	\$123,640.00	21919	\$438,380.00	78.00%	13149995
12	12	N/A	\$20.00	4496	\$89,920.00	23533	\$470,660.00	83.96%	14154559
13	0	N/A	\$50.00	441	\$22,050.00	2397	\$119,850.00	84.46%	14239092
14	0	N/A	\$50.00	740	\$37,000.00	3120	\$156,000.00	80.83%	13626802
15	0	N/A	\$50.00	501	\$25,050.00	2995	\$149,750.00	85.67%	14442822
16	0	N/A	\$50.00	597	\$29,850.00	3258	\$162,900.00	84.51%	14247981
17	0	N/A	\$100.00	49	\$4,900.00	299	\$29,900.00	85.92%	14485003
18	0	N/A	\$100.00	200	\$20,000.00	1204	\$120,400.00	85.75%	14457261
19	0	N/A	\$100.00	473	\$47,300.00	1656	\$165,600.00	77.78%	13113279
20	0	N/A	\$5,000.00	6	\$30,000.00	14	\$70,000.00	70.00%	11801159
Totals:				823063	\$2,141,032.00	2,566,595	\$7,759,964.00		

Prize Structure
TEXAS LOTTERY
GAME NO.2351 "\$5,000 JACKPOT"
February 11, 2021 - VERSION A

										Instant Payout	Total Payout
Order Quantity:	16,858,800	Pack Size:	150	Pool Size:	240,000	Winners:	3,389,658	Prize Fund:	\$9,900,996.00	\$10,122,446.00	
Price Point:	\$1.00	Packs/Game:	112,392	Number of Pools:	70.25	Non-winners:	13,469,142	Payout:	58.73%	60.04%	
Revenue:	\$16,858,800.00	Packs/Pool:	1,600			Overall Odds:	4.9736				

ORIGINAL ORDER

SHIPMENT # 1-2
COMPLETE
POOLS # 1-80
16,858,800
1,685,616
337,176
449,568
337,176
112,472
112,472
56,262
56,130
112,444
56,262
28,101
28,029
2,838
3,860
3,496
3,855
348
1,404
2,129
20

Kind	Wins	Tier	Get	Win	Value	Odds (1 in)	Winners			Total Prize Cost	% Prize Fund
		Level					Pack	Pool	Total		
Low Tiers											
01	1	L	\$1	\$1	\$1.00	10.0016	15.00	24,000.00	1,685,616	\$1,685,616.00	16.65%
02	1	L	\$2	\$2	\$2.00	50.0000	3.00	4,800.00	337,176	\$674,352.00	6.66%
03	1	L	\$1 (2X)	\$2	\$2.00	37.5000	4.00	6,400.00	449,568	\$899,136.00	8.88%
04	2	L	\$1 x 2	\$2	\$2.00	50.0000	3.00	4,800.00	337,176	\$674,352.00	6.66%
Total (\$2.00):						15.0000	10.00	16,000.00	1,123,920	\$2,247,840.00	22.21%
05	1	L	\$5	\$5	\$5.00	149.8933	1.00	1,600.00	112,472	\$562,360.00	5.56%
06	2	L	\$2 (2X) + \$1	\$5	\$5.00	149.8933	1.00	1,600.00	112,472	\$562,360.00	5.56%
07	5	L	\$1 x 5	\$5	\$5.00	299.6481	0.50	800.00	56,262	\$281,310.00	2.78%
Total (\$5.00):						59.9518	2.50	4,000.00	281,206	\$1,406,030.00	13.89%
08	1	L	\$10	\$10	\$10.00	300.3528	0.50	800.00	56,130	\$561,300.00	5.55%
09	1	L	\$5 (2X)	\$10	\$10.00	149.9306	1.00	1,600.00	112,444	\$1,124,440.00	11.11%
10	5	L	\$2 x 5	\$10	\$10.00	299.6481	0.50	800.00	56,262	\$562,620.00	5.56%
Total (\$10.00):						74.9827	2.00	3,200.00	224,836	\$2,248,360.00	22.21%
11	1	L	\$10 (2X)	\$20	\$20.00	599.9359	0.25	400.00	28,101	\$562,020.00	5.55%
12	2	L	\$10 + \$5 (2X)	\$20	\$20.00	601.4770	0.25	400.00	28,029	\$560,580.00	5.54%
Total (\$20.00):						300.3528	0.50	800.00	56,130	\$1,122,600.00	11.09%
Total (Low Tiers):						5.0001	30.00	48,000.00	3,371,708	\$8,710,446.00	86.05%
Mid Tiers											
13	1	M	\$50	\$50	\$50.00	5940.3805	0.03	40.00	2,838	\$141,900.00	1.40%
14	2	M	\$20 (2X) + \$5 (2X)	\$50	\$50.00	4367.5648	0.03	55.00	3,860	\$193,000.00	1.91%
15	5	M	\$10 x 5	\$50	\$50.00	4822.3112	0.03	50.00	3,496	\$174,800.00	1.73%
16	4	M	(\$10 (2X) x 2) + (\$5 x 2)	\$50	\$50.00	4373.2296	0.03	55.00	3,855	\$192,750.00	1.90%
Total (\$50.00):						1200.0000	0.13	200.00	14,049	\$702,450.00	6.94%
17	1	M	\$100	\$100	\$100.00	48444.8276	0.00	5.00	348	\$34,800.00	0.34%
18	5	M	\$20 x 5	\$100	\$100.00	12007.6923	0.01	20.00	1,404	\$140,400.00	1.39%
19	1	M	\$50 (2X)	\$100	\$100.00	7918.6473	0.02	30.00	2,129	\$212,900.00	2.10%
Total (\$100.00):						4343.9320	0.03	55.00	3,881	\$388,100.00	3.83%
Total (Mid Tiers):						940.2566	0.16	255.00	17,930	\$1,090,550.00	10.77%
High Tiers											
20	1	H	\$5,000	\$5,000	\$5,000.00	842940.0000	0.00	0.28	20	\$100,000.00	0.99%
Total (High Tiers):						842940.0000	0.00	0.28	20	\$100,000.00	0.99%
Total (Low Tiers + Mid Tiers + High Tiers):						4.9736	30.16	48,255.28	3,389,658	\$9,900,996.00	97.81%
Other Prize Tiers											
-	-	O	\$100 Cash plus Entry		\$430.00	-	-	-	515	\$221,450.00	2.19%
Total (Other Prize Tiers):						-	-	-	515	\$221,450.00	2.19%
Total :						4.9736	30.16	48,255.28	3,389,658	\$10,122,446.00	100.00%

2X = win DOUBLE the prize



INTEROFFICE MEMO

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

Payment Approval

August 12, 2021

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

Vendor Name	Scientific Games
P.O. Number (if applicable)	362-21-9019RL019RV1
Invoice Number	TX 081021
Tx Game Name:	Game #2351 \$5,000 JACKPOT
Invoice Amount:	\$450,536.62

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

JB

8/13/2021

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



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

8/13/2021

Date

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

8/15/2021

Date

Ed Rogers for Ryan Mindell
 Ryan Mindell (Lottery Operations Division Director)

8/16/2021

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.

Invoice: TX 081021
TX-2351 \$5,000 JACKPOT™
August 10, 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-2351	1	TX-2351 \$5,000 JACKPOT	8,864,700	25.096	\$ 222,468.51	1041150
Additional Charges: Pack Inserts Printed on Holographic Stock (over 200,000 pieces)			113,610	0.24	\$ 27,266.40	
Additional Charges: Specialty Ink-Fluorescent Ink-TX-2351 Pack Inserts			1	181.78	\$ 181.78	
TX-2351	2	TX-2351 \$5,000 JACKPOT	7,994,100	25.096	\$ 200,619.93	1041168
Total Due					<u>\$450,536.62</u>	

*Please include the SG invoice numbers with your remittance

Due Date: September 9, 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
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