

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

**Scratch Ticket Information**

Date Completed

1/25/2022

Game #	2355	Confirmed Packs	4,056
Game Name	20Xtra	Active Packs	3,045
Quantity Printed	8,976,500	Warehouse Packs	12,331
Price Point	\$2	Returned Packs	253
Start Date	9/20/2021	Printed Payout Percentage	65.19%
Top Prize	\$ 30,000	Percent Sold	70.89%
Number of Top Prizes Remaining	3	Number of Weeks Out	18

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

Cost to print tickets	\$ 171,710	Actual ticket production costs
Prize payout expense	\$ 7,914,805	Data from Instant Ticket Tier Liability screen in ES

<b>Estimated Direct Costs</b>	<b>\$ 8,086,515</b>
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**TANGIBLE BENEFITS****Revenue Impact:**

Estimated sales	\$ 12,726,882	Based on # of tkts printed, times % sold from DaVinci report, times the price point
<b>Total Estimated Benefits</b>	<b>\$ 12,726,882</b>	

<b>Excess of Revenue over Expended</b>	<b>\$ 4,640,367</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	\$	269,378
Next week	\$	288,878
Next week	\$	331,890
Avg Weekly Sales Current Game	\$	296,715
Avg Weekly Sales \$2; 5M - 9.99M Qty	\$	810,337
Percentage Of Variance In Sales		63%

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

**Instant Ticket Information**

Game #	2355	Printed Payout Percentage	65.19%
Game Name	20Xtra	Actual Payout Percentage	62.19%
Percent Sold	70.89%	Number of Weeks Out	18
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			16

**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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*Dale Bowersock*

1/25/2022

Scratch Ticket Strategy Coordinator      Date

*Robert Lee*

1/26/2022

Products Manager      Date

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

*Ry Michelle*

1/26/2022

Lottery Operations Division Director      Date

*Kathy Pyra*

1/27/2022

Controller      Date

*Gary Shif*

1/27/2022

Executive Director      Date



*Play the Games of Texas!*

Da Vinci Report

1/24/22

Week End Date:1/22/22

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														1/22/22	1/15/22	1/8/22	1/1/22
Baseline	2361	\$1	11,381,100	COZY CASH	11/1/21			12	66.16%	5,958	10,995	6,434	5	\$467,277.00	\$463,150.00	\$592,467.00	\$685,735.00
	2296	\$1	10,217,250	LADY LUCK	11/1/21			12	50.64%	9,460	11,549	10,070	8	\$465,307.00	\$468,992.00	\$537,062.00	\$644,372.00
	2372	\$1	34,835,250	POWER 20X	1/3/22			3	6.71%	14,671	13,178	185,828	3	\$910,781.00	\$935,915.00	\$489,372.00	\$0
	2325	\$2	28,601,250	BONUS GAME BINGO	12/13/21			6	5.59%	9,909	7,794	196,209	10	\$792,028.00	\$776,358.00	\$728,868.00	\$585,128.00
	2365	\$2	7,235,875	BREAK THE SNOWBANK	11/15/21			10	60.93%	4,914	7,862	7,854	28	\$621,140.00	\$699,200.00	\$893,416.00	\$1,108,570.00
	2329	\$2	33,566,750	IMITED EDITION BREAK THE BANK	1/17/22			1	0.80%	22,764	9,126	232,105	20	\$535,940.00	\$500.00	\$0	\$0
	2370	\$2	9,288,250	TEXAS CASH	12/20/21			5	21.32%	10,411	12,312	34,532	2	\$700,832.00	\$868,716.00	\$952,194.00	\$842,362.00
	2419	\$2	9,054,500	TRIPLE PLAY!	1/17/22			1	2.20%	27,508	9,614	31,399	51	\$398,366.00	\$750.00	\$0	\$0
	2373	\$3	24,134,125	POWER 30X CROSSWORD	1/3/22			3	7.22%	21,707	12,310	142,736	6	\$2,211,729.00	\$2,024,211.00	\$992,532.00	\$0
	2362	\$3	6,116,875	WINTER WORDS	11/1/21			12	82.02%	3,099	3,587	331	221	\$515,511.00	\$630,549.00	\$888,807.00	\$1,273,446.00
	2319	\$5	9,169,050	\$500 FRENZY	11/15/21			10	54.10%	11,557	7,642	34,245	21	\$1,523,260.00	\$1,614,305.00	\$1,903,050.00	\$2,441,730.00
	2363	\$5	7,164,975	25 DAYS OF WINNING	11/1/21			12	80.24%	6,385	7,953	2,118	36	\$987,300.00	\$1,197,390.00	\$1,798,845.00	\$2,649,680.00
	2368	\$5	7,217,700	JEOPARDY!	12/6/21			7	38.12%	17,089	11,813	28,634	2	\$1,641,830.00	\$1,474,965.00	\$1,783,955.00	\$2,375,750.00
	2371	\$5	7,338,975	LUCKY 7S	12/20/21			5	48.26%	19,820	12,528	14,180	7	\$2,831,055.00	\$3,071,580.00	\$3,892,385.00	\$5,107,380.00
	2374	\$5	27,786,375	POWER 50X	1/3/22			3	8.50%	19,581	12,902	301,505	9	\$3,906,905.00	\$4,804,535.00	\$3,096,725.00	\$0
	2333	\$10	28,628,600	\$250,000 50X CASHWORD	12/20/21			5	4.25%	19,000	7,094	518,396	7	\$3,608,180.00	\$3,311,180.00	\$2,944,640.00	\$2,036,640.00
	2348	\$10	11,152,000	\$50 OR \$100	12/6/21			7	20.55%	21,682	9,519	143,125	6	\$2,971,730.00	\$2,926,160.00	\$3,230,730.00	\$4,071,040.00
	2364	\$10	6,082,150	HOLIDAY LUCKY TIMES 100	11/1/21			12	75.88%	12,532	9,085	4,409	39	\$1,868,100.00	\$2,158,790.00	\$2,998,170.00	\$4,428,660.00
	2375	\$10	22,860,600	POWER 100X	1/3/22			3	6.58%	24,677	12,455	385,401	8	\$5,202,270.00	\$5,891,150.00	\$3,952,390.00	\$0
	2367	\$20	16,392,750	CASH SPECTACULAR	11/15/21			10	15.82%	24,651	9,851	513,907	9	\$3,769,980.00	\$3,867,960.00	\$4,500,900.00	\$5,958,740.00
	2376	\$20	10,149,100	POWER 200X	1/3/22			3	8.79%	29,767	12,170	323,264	10	\$5,892,200.00	\$6,801,640.00	\$5,149,220.00	\$0
	2358	\$50	5,984,660	\$1,000,000 ULTIMATE	12/20/21			5	12.82%	23,545	9,579	223,879	3	\$6,971,550.00	\$7,423,100.00	\$7,863,250.00	\$9,012,850.00
Mature	2351	\$1	16,858,800	\$5,000 JACKPOT	9/7/21			20	67.98%	7,933	8,764	17,493	14	\$358,973.00	\$335,344.00	\$353,829.00	\$386,360.00
	1878	\$1	854,700	CASH ON THE SPOT	9/18/17			227	0.00%	0	0	1,816	14	\$0	\$0	\$0	\$0
	1804	\$1	829,650	LUCKY STARS	9/18/17			227	0.00%	0	0	64	687	\$0	\$0	\$0	\$0
	2124	\$1	853,200	WINNING 7S	8/8/19			128	0.00%	0	0	2,664	442	\$0	\$0	\$0	\$0
	2355	\$2	8,976,500	20XTRA	9/20/21			18	70.89%	4,056	3,045	12,331	253	\$269,378.00	\$288,878.00	\$331,890.00	\$370,412.00
	2318	\$2	6,083,500	VETERANS CASH	10/18/21			14	48.22%	5,021	3,529	14,553	578	\$242,554.00	\$237,276.00	\$267,144.00	\$335,568.00
	2234	\$3	35,950,250	\$50,000 BONUS CASHWORD	2/22/21			48	77.13%	10,466	6,639	45,659	29	\$1,160,637.00	\$1,231,215.00	\$1,579,302.00	\$1,898,271.00
	2327	\$3	28,614,750	TEXAS LOTERIA	10/4/21			16	24.61%	15,942	11,721	256,007	16	\$1,460,343.00	\$1,497,747.00	\$1,604,529.00	\$1,700,031.00

**Liability for 2355 / for Life to Date****Product Status:**  
Active**SmartCash Enabled:**  
N/A**Validation Range:** 08/28/2021 - 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	\$2.00	330411	\$660,822.00	603185	\$1,206,370.00	64.61%	5799607
2	2	N/A	\$5.00	191365	\$956,825.00	383151	\$1,915,755.00	66.69%	5986525
3	3	N/A	\$10.00	11524	\$115,240.00	24343	\$243,430.00	67.87%	6092367
4	4	N/A	\$10.00	11477	\$114,770.00	24448	\$244,480.00	68.05%	6108767
5	5	N/A	\$10.00	10828	\$108,280.00	25059	\$250,590.00	69.83%	6268066
6	6	N/A	\$10.00	10816	\$108,160.00	25109	\$251,090.00	69.89%	6273930
7	7	N/A	\$20.00	5678	\$113,560.00	12294	\$245,880.00	68.41%	6140501
8	8	N/A	\$20.00	11198	\$223,960.00	24669	\$493,380.00	68.78%	6173955
9	9	N/A	\$20.00	5268	\$105,360.00	12705	\$254,100.00	70.69%	6345431
10	0	N/A	\$40.00	5584	\$223,360.00	12389	\$495,560.00	68.93%	6187606
11	0	N/A	\$40.00	5572	\$222,880.00	12381	\$495,240.00	68.96%	6190500
12	0	N/A	\$40.00	5535	\$221,400.00	12437	\$497,480.00	69.20%	6211925
13	0	N/A	\$40.00	5199	\$207,960.00	12715	\$508,600.00	70.98%	6371340
14	0	N/A	\$50.00	711	\$35,550.00	1532	\$76,600.00	68.30%	6131073
15	0	N/A	\$50.00	672	\$33,600.00	1557	\$77,850.00	69.85%	6270260
16	0	N/A	\$50.00	1729	\$86,450.00	4250	\$212,500.00	71.08%	6380686
17	0	N/A	\$50.00	1692	\$84,600.00	4291	\$214,550.00	71.72%	6437934
18	0	N/A	\$50.00	431	\$21,550.00	1079	\$53,950.00	71.46%	6414333
19	0	N/A	\$100.00	72	\$7,200.00	147	\$14,700.00	67.12%	6025321
20	0	N/A	\$100.00	124	\$12,400.00	250	\$25,000.00	66.84%	6000334
21	0	N/A	\$100.00	123	\$12,300.00	257	\$25,700.00	67.63%	6070948
22	0	N/A	\$100.00	102	\$10,200.00	266	\$26,600.00	72.28%	6488448
23	0	N/A	\$100.00	72	\$7,200.00	154	\$15,400.00	68.14%	6116730
24	0	N/A	\$1,000.00	2	\$2,000.00	4	\$4,000.00	66.67%	5984333
25	0	N/A	\$1,000.00	2	\$2,000.00	3	\$3,000.00	60.00%	5385899
26	0	N/A	\$1,000.00	1	\$1,000.00	3	\$3,000.00	75.00%	6732374
27	0	N/A	\$30,000.00	3	\$90,000.00	2	\$60,000.00	40.00%	3590599
<b>Totals:</b>				<b>616191</b>	<b>\$3,788,627.00</b>	<b>1,198,680</b>	<b>\$7,914,805.00</b>		

Prize Structure  
TEXAS LOTTERY  
GAME NO.2355 "20Xtra"  
March 26, 2021 - VERSION A

Order Quantity:	9,976,500	Pack Size:	125	Pool Size:	120,000	Winners:	1,814,871	Prize Fund:	\$11,703,432.00
Price Point:	\$2.00	Packs/Game:	71,812	Number of Pools:	74.80	Non-winners:	7,161,629	Payout:	65.19%
Revenue:	\$17,953,000.00	Packs/Pool:	960			Overall Odds:	4.9461		

ORIGINAL ORDER

SHIPMENT # 1-2  
COMPLETE  
POOLS # 1-86

Kind	Wins	Tier Level	Get	Win	Value	Odds (1 in)	Winners			Total Prize Cost	% Prize Fund
							Pack	Pool	Total		
Low Tiers											
01	1	L	\$2	\$2	\$2.00	9.6150	13.00	12,480.00	933,696	\$1,867,192.00	15.95%
02	1	L	\$5	\$5	\$5.00	15.6245	8.00	7,880.00	674,516	\$2,872,580.00	24.54%
03	1	L	\$10	\$10	\$10.00	250.2718	0.50	480.00	35,867	\$358,670.00	3.06%
04	1	L	\$5 (2X)	\$10	\$10.00	249.8678	0.50	480.00	35,925	\$359,250.00	3.07%
05	2	L	\$5 x 2	\$10	\$10.00	250.1324	0.50	480.00	35,887	\$358,870.00	3.07%
06	5	L	\$2 x 5	\$10	\$10.00	249.8678	0.50	480.00	35,925	\$359,250.00	3.07%
Total (\$10.00):						62.5087	2.00	1,920.00	143,604	\$1,436,040.00	12.27%
07	1	L	\$20	\$20	\$20.00	499.4714	0.25	240.00	17,972	\$359,440.00	3.07%
08	1	L	\$10 (2X)	\$20	\$20.00	250.2718	0.50	480.00	35,867	\$717,340.00	6.13%
09	10	L	\$2 x 10	\$20	\$20.00	499.4436	0.25	240.00	17,973	\$359,460.00	3.07%
Total (\$20.00):						125.0000	1.00	960.00	71,812	\$1,436,240.00	12.27%
Total (Low Tiers):						5.2082	24.00	23,040.00	1,723,528	\$7,612,062.00	65.04%
Mid Tiers											
10	1	M	\$40	\$40	\$40.00	499.4436	0.25	240.00	17,973	\$718,920.00	6.14%
11	1	M	\$20 (2X)	\$40	\$40.00	500.0000	0.25	240.00	17,963	\$718,120.00	6.14%
12	1	M	\$2 (20X)	\$40	\$40.00	499.4714	0.25	240.00	17,972	\$718,880.00	6.14%
13	7	M	\$20 + \$10 + (\$2 x 5)	\$40	\$40.00	501.0885	0.25	240.00	17,914	\$716,560.00	6.12%
Total (\$40.00):						125.0000	1.00	960.00	71,812	\$2,872,480.00	24.54%
14	1	M	\$50	\$50	\$50.00	4002.0062	0.03	30.00	2,243	\$112,150.00	0.96%
15	2	M	\$5 (2X) + \$2 (20X)	\$50	\$50.00	4027.1422	0.03	30.00	2,229	\$111,450.00	0.95%
16	3	M	\$20 (2X) + (\$5 x 2)	\$50	\$50.00	1501.3380	0.08	80.00	5,979	\$298,950.00	2.55%
17	5	M	\$10 x 5	\$50	\$50.00	1500.3343	0.08	80.00	5,983	\$299,150.00	2.56%
18	10	M	\$5 x 10	\$50	\$50.00	5944.7020	0.02	20.00	1,510	\$75,500.00	0.65%
Total (\$50.00):						500.2508	0.25	240.00	17,944	\$897,200.00	7.67%
19	1	M	\$100	\$100	\$100.00	40988.5845	0.00	3.00	219	\$21,900.00	0.19%
20	1	M	\$5 (20X)	\$100	\$100.00	24001.3369	0.01	5.00	374	\$37,400.00	0.32%
21	1	M	\$50 (2X)	\$100	\$100.00	23622.3684	0.01	5.00	380	\$38,000.00	0.32%
22	2	M	\$40 (2X) + \$10 (2X)	\$100	\$100.00	24392.6630	0.01	5.00	368	\$36,800.00	0.31%
23	10	M	\$10 x 10	\$100	\$100.00	39719.0265	0.00	3.00	226	\$22,600.00	0.19%
Total (\$100.00):						5728.4620	0.02	21.00	1,567	\$156,700.00	1.34%
Total (Mid Tiers):						98.2940	1.27	1,221.00	91,323	\$3,926,380.00	33.55%
High Tiers											
24	1	H	\$1,000	\$1,000	\$1,000.00	1496083.3333	0.00	0.07	6	\$6,000.00	0.05%
25	1	H	\$50 (20X)	\$1,000	\$1,000.00	1795300.0000	0.00	0.07	5	\$5,000.00	0.04%
26	10	H	\$100 x 10	\$1,000	\$1,000.00	2244125.0000	0.00	0.07	4	\$4,000.00	0.03%
Total (\$1,000.00):						598433.3333	0.00	0.20	15	\$15,000.00	0.13%
27	1	H	\$30,000	\$30,000	\$30,000.00	1795300.0000	0.00	0.07	5 *	\$150,000.00	1.28%
Total (High Tiers):						448825.0000	0.00	0.27	20	\$165,000.00	1.41%
Total :						4.9461	25.27	24,261.27	1,814,871	\$11,703,432.00	100.00%

\*Exact Quantity by Kind Level

2X = win DOUBLE the PRIZE  
J2X = win J2 TIMES the PRIZE

The \$40 prizes are included in the GLEPS but are programmed as mid-tier and not part of the low-tier tie.

8,976,500  
  
933,596  
574,516  
35,867  
35,925  
35,887  
35,925  
  
17,972  
35,867  
17,973  
  
  
  
17,973  
17,953  
17,972  
17,914  
  
2,243  
2,229  
5,979  
5,983  
1,510  
  
219  
374  
380  
368  
226  
  
  
  
6  
5  
4  
  
5



# INTEROFFICE MEMO

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

## Payment Approval

August 30, 2021

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>	362-21-9019RL023
<b>Invoice Number</b>	TX 082621
<b>Tx Game Name:</b>	Game #2355 20Xtra
<b>Invoice Amount:</b>	<b>\$171,709.94</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

8/30/2021



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

8/30/2021

Date

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

8/31/2021

Date

Ryan Mindell  
 Ryan Mindell (Lottery Operations Division Director)

9/1/2021

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 082621  
"TX 2355 20xTRA"™  
August 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-2355	1	TX-2355 20Xtra	4,532,625	18.48	\$ 83,762.91	1041251
Additional Charges: 17,300 additional 4" x 4" Pack Inserts			1	5709	\$ 5,709.00	
Additional Charges: Speciality Ink-Fluorescent-TX-2355 Pack Inserts			1	115.22	\$ 115.22	
TX-2355	2	TX-2355 20Xtra	4,443,875	18.48	\$ 82,122.81	1041252
Total Due					<u>\$171,709.94</u>	

\*Please include the SG invoice numbers with your remittance

Due Date: September 23, 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

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