

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

7/25/2023

Game #	2358	Confirmed Packs	5,418
Game Name	\$1,000,000 Ultimate	Active Packs	1,943
Quantity Printed	5,984,660	Warehouse Packs	363
Price Point	\$50	Returned Packs	106
Start Date	12/20/2021	Printed Payout Percentage	77.99%
Top Prize	\$ 1,000,000	Percent Sold	96.89%
Number of Top Prizes Remaining	1	Number of Weeks Out	83

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

Cost to print tickets	\$ 784,397	Actual ticket production costs
Prize payout expense	\$ 223,771,176	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs **\$ 224,555,573**

TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 289,926,854	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits **\$ 289,926,854**

Excess of Revenue over Expended **\$ 65,371,281**

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	\$	814,200
Next week	\$	963,050
Next week	\$	1,139,600
Avg Weekly Sales Current Game	\$	972,283
Avg Weekly Sales \$50; 5M-9.99M	\$	6,136,988
Percentage Of Variance In Sales		84%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2358	Printed Payout Percentage	77.99%
Game Name	\$1,000,000 Ultimate	Actual Payout Percentage	77.18%
Percent Sold	96.89%	Number of Weeks Out	83
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			45

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 Bowersack

7/25/2023

Scratch Ticket Strategy Coordinator

Date

Will Russ

7/27/2023

Products Manager

Date

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

Not Required: >85% Sold

Lottery Operations Division Director

Date

Not Required: >85% Sold

Controller

Date

Not Required: >85% Sold

Deputy Executive Director

Date

Not Required: >85% Sold

Executive Director

Date



Play the Games of Texas!

Da Vinci Report

7/24/23

Week End Date:7/22/23

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														7/22/23	7/15/23	7/8/23	7/1/23
Sold/Closing	2425	\$5	32,632,050	SUPER CROSSWORD	2/24/22			73	94.45%	7,260	3,291	8,692	467	\$675,285.00	\$703,875.00	\$823,610.00	\$852,930.00
	2333	\$10	28,628,600	\$250,000 50X CASHWORD	12/20/21	7/14/23	8/28/23	83	94.27%	8,850	2,700	7,896	280	\$1,018,330.00	\$1,355,800.00	\$1,581,320.00	\$1,813,680.00
	2433	\$10	49,110,750	MEGA LOTERIA	2/7/22	7/2/23	8/16/23	76	99.05%	236	57	0	5,740	\$17,810.00	\$53,280.00	\$85,240.00	\$123,120.00
	2407	\$10	12,236,750	PAYOUT MULTIPLIER	7/5/22	8/13/23	9/27/23	55	59.02%	1,579	832	96,633	155	\$153,880.00	\$186,960.00	\$191,560.00	\$200,200.00
	2434	\$20	16,932,075	MILLION DOLLAR LOTERIA	9/19/22			44	97.59%	8,857	1,967	51	933	\$1,078,360.00	\$1,275,720.00	\$1,689,620.00	\$2,370,860.00
	2358	\$50	5,984,660	\$1,000,000 ULTIMATE	12/20/21			83	96.89%	5,418	1,943	363	106	\$814,200.00	\$963,050.00	\$1,139,600.00	\$1,282,000.00
	2344	\$50	10,279,600	500X LOTERIA SPECTACULAR	10/18/21			92	91.25%	9,924	2,542	29,490	157	\$1,600,850.00	\$1,738,650.00	\$1,807,250.00	\$1,850,300.00

Liability for 2358 / for Life to Date**Product Status:**
Active**SmartCash Enabled:**
N/A**Validation Range:** 09/15/2021 - 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	\$75.00	24806	\$1,860,450.00	573577	\$43,018,276.00	95.85%	5736565
2	2	N/A	\$100.00	3164	\$316,400.00	71641	\$7,164,100.00	95.77%	5731529
3	3	N/A	\$100.00	8165	\$816,500.00	216287	\$21,628,700.00	96.36%	5766953
4	4	N/A	\$100.00	5588	\$558,800.00	144046	\$14,404,600.00	96.27%	5761166
5	0	N/A	\$150.00	683	\$102,450.00	14194	\$2,129,100.00	95.41%	5709905
6	0	N/A	\$150.00	1879	\$281,850.00	48006	\$7,200,900.00	96.23%	5759238
7	0	N/A	\$150.00	2175	\$326,250.00	57676	\$8,651,400.00	96.37%	5767175
8	0	N/A	\$150.00	1852	\$277,800.00	47964	\$7,194,600.00	96.28%	5762169
9	0	N/A	\$150.00	1849	\$277,350.00	47984	\$7,197,600.00	96.29%	5762605
10	0	N/A	\$200.00	617	\$123,400.00	14323	\$2,864,600.00	95.87%	5737502
11	0	N/A	\$200.00	2679	\$535,800.00	72142	\$14,428,400.00	96.42%	5770376
12	0	N/A	\$200.00	1456	\$291,200.00	38509	\$7,701,800.00	96.36%	5766627
13	0	N/A	\$200.00	2161	\$432,200.00	57723	\$11,544,600.00	96.39%	5768694
14	0	N/A	\$200.00	2111	\$422,200.00	57708	\$11,541,600.00	96.47%	5773462
15	0	N/A	\$200.00	1747	\$349,400.00	48057	\$9,611,400.00	96.49%	5774733
16	0	N/A	\$500.00	219	\$109,500.00	4773	\$2,386,500.00	95.61%	5722111
17	0	N/A	\$500.00	352	\$176,000.00	9581	\$4,790,500.00	96.46%	5772579
18	0	N/A	\$500.00	542	\$271,000.00	15380	\$7,690,000.00	96.60%	5780936
19	0	N/A	\$500.00	320	\$160,000.00	9667	\$4,833,500.00	96.80%	5792901
20	0	N/A	\$500.00	351	\$175,500.00	9632	\$4,816,000.00	96.48%	5774240
21	0	N/A	\$500.00	335	\$167,500.00	9638	\$4,819,000.00	96.64%	5783631
22	0	N/A	\$500.00	707	\$353,500.00	19253	\$9,626,500.00	96.46%	5772678
23	0	N/A	\$2,500.00	16	\$40,000.00	384	\$960,000.00	96.00%	5745273
24	0	N/A	\$2,500.00	15	\$37,500.00	379	\$947,500.00	96.19%	5756817
25	0	N/A	\$2,500.00	12	\$30,000.00	382	\$955,000.00	96.95%	5802386
26	0	N/A	\$2,500.00	17	\$42,500.00	336	\$840,000.00	95.18%	5696446
27	0	N/A	\$25,000.00	1	\$25,000.00	25	\$625,000.00	96.15%	5754480
28	0	N/A	\$25,000.00	2	\$50,000.00	23	\$575,000.00	92.00%	5505887
29	0	N/A	\$25,000.00	0	\$0.00	25	\$625,000.00	100.00%	5984660
30	0	N/A	\$1,000,000.00	1	\$1,000,000.00	1	\$1,000,000.00	50.00%	2992330
31	0	N/A	\$1,000,000.00	0	\$0.00	2	\$2,000,000.00	100.00%	5984660
Totals:				63822	\$9,610,050.00	1,589,318	\$223,771,176.00		

PACKET QUANTITY: 5,984,660 MIN QUANTITY 5,880,000
POC DocuSign Envelope ID: D5914604-CD1C-4AA4-9230-8E48F0C55CC9 1,000
PACKS / GAME: 299,233
PACKS / POOL: 6,000
PACK SIZE: 20
POOL SIZE: 120,000

PRIZE STRUCTURE
\$1,000,000 ULTIMATE
Texas Lottery Game # 2358
IGT Job # 013889
Version 6 dated April 20, 2021

RETAIL PRICE: \$50.00
REVENUE: \$299,233,000
PRIZE FUND: \$233,381,225
PERCENTAGE: 77.99%
INSTANT FUND: \$233,381,225
INSTANT-WIN PAYOUT: 77.9931441%

PRIZE LEVEL	TIER CODE	GET	BONUS SPOTS	Number of Wins Per Ticket	TOTAL PRIZE AMOUNT	ODDS (1 IN:)	TOTAL PRIZES	WINNERS IN 120,000 (PER POOL)	WINNERS IN 20 (PER PACK)	PRIZE COST	% OF PRIZE FUND	% PER PRIZE TIER
1	G	\$75	-	1	\$75	10.00	598,383	12,000	2.00	\$44,878,725	19.23%	
2	G	\$100	-	1	\$100	80.00	74,805	1,500	0.25	\$7,480,500	3.21%	
3	G	\$50 (DBL)	-	1	\$100	26.66	224,452	4,500	0.75	\$22,445,200	9.62%	
4	G	\$50 x 2	-	2	\$100	40.00	149,634	3,000	0.50	\$14,963,400	6.41%	: 38.46%
5	M	\$150	-	1	\$150	402.28	14,877	298		\$2,231,550	0.96%	
6	M	\$75 x 2	-	2	\$150	119.97	49,885	1,000		\$7,482,750	3.21%	
7	M	\$75 (DBL)	-	1	\$150	99.99	59,851	1,200		\$8,977,650	3.85%	
8	M	\$100 + \$50	-	2	\$150	120.14	49,816	999		\$7,472,400	3.20%	
9	M	\$50 x 3	-	3	\$150	120.09	49,833	999		\$7,474,950	3.20%	
10	M	\$200	-	1	\$200	400.58	14,940	300		\$2,988,000	1.28%	
11	M	-	\$200	1	\$200	79.99	74,821	1,500		\$14,964,200	6.41%	
12	M	\$100 x 2	-	2	\$200	149.75	39,965	801		\$7,993,000	3.42%	
13	M	\$100 (DBL)	-	1	\$200	99.94	59,884	1,201		\$11,976,800	5.13%	
14	M	\$50 (DBL) x 2	-	2	\$200	100.05	59,819	1,199		\$11,963,800	5.13%	
15	M	\$50 x 4	-	4	\$200	120.16	49,804	999		\$9,960,800	4.27%	
16	M	\$500	-	1	\$500	1,198.85	4,992	100		\$2,496,000	1.07%	
17	M	-	\$500	1	\$500	602.50	9,933	199		\$4,966,500	2.13%	
18	M	(DBL) x 2) + (\$50 x 4) +	-	7	\$500	375.87	15,922	319		\$7,961,000	3.41%	
19	M	\$50 x 6	\$200	7	\$500	599.25	9,987	200		\$4,993,500	2.14%	
20	M	\$100 x 5	-	5	\$500	599.49	9,983	200		\$4,991,500	2.14%	
21	M	\$75 (DBL) x 2	\$200	3	\$500	600.09	9,973	200		\$4,986,500	2.14%	
22	M	\$100	\$200 + \$200	3	\$500	299.83	19,960	400		\$9,980,000	4.28%	Mid Tier: 57.36%
23	H	\$2,500	-	1	\$2,500	14,961.65	400	8		\$1,000,000	0.43%	
24	H	\$75 (WINX20)	\$500 + \$500	3	\$2,500	15,189.49	394	8		\$985,000	0.42%	
25	H	(WINX20) + (\$50 (DBL	\$200	5	\$2,500	15,189.49	394	8		\$985,000	0.42%	
26	H	2) + (\$75 (DBL) x 2) + (\$200 + \$200 + \$500 + \$500		15	\$2,500	16,953.71	353	7		\$882,500	0.38%	
27	H	\$25,000	-	1	\$25,000	230,179.23	26			\$650,000	0.28%	
28	H	00 x 20) + (\$100 (DBL) x	\$500 + \$500	31	\$25,000	239,386.40	25			\$625,000	0.27%	
29	H	5) + (\$100 (WINX20) x 2) + (\$200 + \$200 + \$500 + \$500		34	\$25,000	239,386.40	25			\$625,000	0.27%	
30	H	\$1,000,000		1	\$1,000,000	2,992,330.00	2			\$2,000,000	0.86%	
31	H	(\$25,000 (WINX20) x 2)		2	\$1,000,000	2,992,330.00	2			\$2,000,000	0.86%	High Tier: 4.18%
TOTAL CASH PRIZES					1 in 2 Decimals:	3.62	1,653,140	33,145	3.50	\$233,381,225	100.00%	
					1 in 4 Decimals:	3.6202						



INTEROFFICE MEMO

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

Payment Approval


September 20, 2021

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

Vendor Name	IGT
P.O. Number (if applicable)	362-21-9009RL022
Invoice Number	90121371
Tx Game Name:	Game #2358 \$1,000,000 Ultimate
Invoice Amount:	\$784,396.65

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

9/20/2021

Date


JB
9/20/2021




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

9/20/2021

Date


 Ryan Mindell (Lottery Operations Division Director)

9/21/2021

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.



IGT Global Solutions Corporation
 d/b/a IGT Solutions Corp. in the State of Texas
 10 Memorial Boulevard
 Providence, RI 02903
 USA
 Telephone 401 392-1000
 Fax 401 392-1234
 FED ID No. 05-0389840

INVOICE

INVOICE NUMBER: 90121371
 DATE : September 15, 2021

BILL TO: 20318
 Texas Lottery Commission
 Gary Grief, Executive Director
 611 East 6th Street
 Austin TX 78701

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
001 GAME 2358	104714 010	Game 2358 \$1,000,000 ULTIMATE - TR	2,022,980 PC	0.04262	86,219.41
002 GAME 2358	104714 020	Option 2358 Holographic Stock	2,022,980 PC	0.07200	145,654.56
003 GAME 2358	104714 030	Option 2358 Full UV	2,022,980 PC	0.00384	7,768.24
004 GAME 2358	104714 040	Option 2358 Continuous 4 Color Pro	2,022,980 PC	0.00816	16,507.52
005 GAME 2358	104714 050	Game 2358 \$1,000,000 ULTIMATE - TR	1,948,100 PC	0.04262	83,028.02
006 GAME 2358	104714 060	Option 2358 Holographic Stock	1,948,100 PC	0.07200	140,263.20
007 GAME 2358	104714 070	Option 2358 Full UV	1,948,100 PC	0.00384	7,480.70
008 GAME 2358	104714 080	Option 2358 Continuous 4 Color Pro	1,948,100 PC	0.00816	15,896.50
009 GAME 2358	104714 090	Game 2358 \$1,000,000 ULTIMATE - TR	2,013,580 PC	0.04262	85,818.78
010 GAME 2358	104714 100	Option 2358 Holographic Stock	2,013,580 PC	0.07200	144,977.76
011 GAME 2358	104714 110	Option 2358 Full UV	2,013,580 PC	0.00384	7,732.15
012 GAME 2358	104714 120	Option 2358 Continuous 4 Color Pro	2,013,580 PC	0.00816	16,430.81
013 GAME 2358	104714 130	Inserts 2358			26,619.00

Continued...

INV ITEM NO.	SALES ORD.		QUANTITY	UNIT	EXTENDED
CUSTOMER PO NO.	SO ITEM NO	DESCRIPTION		PRICE	AMOUNT

TOTAL AMOUNT DUEUSD

784,396.65

REMARKS:
Unrounded Invoice Total \$784,394.6492

PAYMENT TERMS:
Due within 30 days

REMITTANCE:
Please remit payment in USD:

For wire transfer payments:

Wells Fargo Bank, N.A
420 Montgomery Street
San Francisco CA 94104
SWIFT: WFBUS6S
ABA No. 121000248
Account No. 4417073848
Account Name: IGT Global Solutions Corp

For ACH payments:

Wells Fargo Bank, N.A
420 Montgomery Street
San Francisco CA 94104
ABA No. 121000248
Account No. 4417073848
Account Name: IGT Global Solutions Corporation

For each invoice being paid, please include entire invoice number(s) (8-digit and/or alpha-numeric) in reference field of the remittance transmission.

Scratch Ticket Game Closing Analysis

02/28/21 Thru 02/25/23

Average Number of Weeks for 85% Average Sell Through

Print Quantities	Price Point				Price Point				
	\$1	\$2	\$3	\$5	\$10	\$20	\$30	\$50	\$100
< 5M	None	None	None	None	None	None	None	None	None
5M-9.99M	Week 13*	Week 21	Week 13	Week 17	Week 30	Week 41	Week 66*	Week 45	None
10M-14.99M	Week 17	None	None	Week 27	Week 43	None	None	None	None
15M-19.99M	Week 25	None	None	Week 47*	None	None	None	None	None
20M-24.99M	None	None	None	None	None	None	None	None	None
25M-29.99M	None	Week 59*	Week 54*	None	None	Week 59*	None	None	None
30M-34.99M	None	Week 55*	None	None	None	None	None	None	None
>=35M	None	None	None	Week 55*	Week 47	None	None	None	None

Average Weekly Dollar Sales at 85% Average Sell Through

Print Quantities	Price Point				Price Point				
	\$1	\$2	\$3	\$5	\$10	\$20	\$30	\$50	\$100
< 5M	None	None	None	None	None	None	None	None	None
5M-9.99M	\$605,763	\$671,354	\$1,218,171	\$1,985,045	\$2,418,561	\$3,720,871	\$3,548,614	\$6,136,988	None
10M-14.99M	\$575,127	None	None	\$2,099,094	\$2,648,035	None	None	None	None
15M-19.99M	\$589,321	None	None	\$1,645,025	None	None	None	None	None
20M-24.99M	None	None	None	None	None	None	None	None	None
25M-29.99M	None	\$830,007	\$1,352,586	None	None	\$7,343,720	None	None	None
30M-34.99M	None	\$1,037,735	None	None	None	None	None	None	None
>=35M	None	None	None	\$4,608,748	\$8,066,364	None	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, July 25, 2023 11:03 AM
To: Bowersock, Dale
Cc: ProductsScratchTeam; Tirloni, Robert
Subject: RE: August 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 issue with the below list of games. I will talk with Phil this week about Colossal Cash.

Thanks,
 Riley

From: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Sent: Monday, July 24, 2023 9:41 AM
To: Gough, Riley <Riley.Gough@IGT.com>
Cc: ProductsScratchTeam <ProductsScratchTeam@lottery.state.tx.us>; Tirloni, Robert <robert.tirloni@lottery.state.tx.us>
Subject: August 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 which qualify for Pre-Call in August. I will note that \$200,000 Colossal Cash is qualifying but I believe it is just due to very low penetration. Since this is associated with a Luck Zone promotion I would like to see if we can't get the penetration of that game back up.

The close dates for the August Pre-call games will be:

Pre-call: 8/4/23

Call: 9/3/23

Close: 10/18/23

EOV: 4/15/24

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	C
	2389	\$5	7,160,625	TRIPLE TRIPLER	3/6/23			20	71.42%	
	2441	\$10	14,063,350	\$500,000 CASH BLOWOUT	9/6/22			46	51.76%	
	2410	\$10	8,198,500	MONOPOLY	12/5/22			33	62.94%	

Sold/Closing	2425	\$5	32,632,050	SUPER CROSSWORD	2/24/22			73	94.45%
	2358	\$50	5,984,660	\$1,000,000 ULTIMATE	12/20/21			83	96.89%

Please let me know if you have any concern with these keeping in mind that the Call date won't actually be until 9/3/23.

Dale Bowersock

Scratch Ticket Strategy Coordinator
Texas Lottery Commission
(800) 375-6886, ext. 5166

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