

TEAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

2/22/2022

Game #	2360	Confirmed Packs	4,874
Game Name	Hit \$500	Active Packs	4,196
Quantity Printed	7,334,775	Warehouse Packs	2,519
Price Point	\$5	Returned Packs	1,097
Start Date	10/18/2021	Printed Payout Percentage	68.09%
Top Prize	\$ 100,000	Percent Sold	85.20%
Number of Top Prizes Remaining	1	Number of Weeks Out	18

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

Cost to print tickets	\$ 214,249	Actual ticket production costs
Prize payout expense	\$ 20,895,665	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 21,109,914

TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 31,246,142	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 31,246,142

Excess of Revenue over Expended \$ 10,136,228

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	\$	794,290
Next week	\$	874,615
Next week	\$	916,040
Avg Weekly Sales Current Game	\$	861,648
Avg Weekly Sales \$5; 5M - 9.99M Qty	\$	1,904,150
Percentage Of Variance In Sales		55%

MAAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2360	Printed Payout Percentage	68.09%
Game Name	Hit \$500	Actual Payout Percentage	66.87%
Percent Sold	85.20%	Number of Weeks Out	18
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			17

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

2/23/2022

Instant Product Coordinator Date

Robert Lee

2/28/2022

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

Executive Director Date



Play the Games of Texas!

Da Vinci Report
2/22/22

Week End Date: 2/19/22

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														2/19/22	2/12/22	2/5/22	1/29/22
Mature	2352	\$5	18,177,675	\$200,000 JACKPOT	9/7/21			24	55.42%	10,366	8,921	85,491	24	\$1,535,845.00	\$1,601,055.00	\$1,520,370.00	\$1,538,860.00
	2319	\$5	9,169,050	\$500 FRENZY	11/15/21			14	66.38%	7,209	5,590	25,115	388	\$1,259,630.00	\$1,373,285.00	\$1,483,460.00	\$1,515,480.00
	2363	\$5	7,164,975	25 DAYS OF WINNING	11/1/21			16	88.66%	2,925	2,581	1,746	1,031	\$429,000.00	\$756,800.00	\$940,030.00	\$891,555.00
	2250	\$5	22,721,550	BINGO TIMES 20	11/23/20			65	81.74%	10,102	8,458	33,259	35	\$1,462,275.00	\$1,517,990.00	\$1,449,310.00	\$1,326,825.00
	2247	\$5	18,355,500	BONUS BREAK THE BANK	12/28/20			60	74.05%	5,766	4,668	51,318	46	\$689,345.00	\$684,135.00	\$684,785.00	\$650,625.00
	2323	\$5	9,897,375	COWBOYS	8/16/21			27	65.88%	3,676	3,871	35,675	29	\$608,870.00	\$679,570.00	\$679,520.00	\$702,695.00
	2360	\$5	7,334,775	HIT \$500	10/18/21			18	85.20%	4,874	4,196	2,519	1,097	\$794,290.00	\$874,615.00	\$916,040.00	\$964,035.00
	2324	\$5	5,437,800	HOUSTON TEXANS	8/16/21			27	58.40%	2,063	1,558	25,138	491	\$205,230.00	\$234,300.00	\$244,385.00	\$231,295.00
	2342	\$5	59,686,425	SUPER LOTERIA	10/18/21			18	23.63%	26,482	14,416	557,003	3	\$5,152,835.00	\$5,242,005.00	\$5,102,570.00	\$4,855,470.00
	2309	\$10	15,693,550	\$100 MILLION CASH PAYOUT	6/7/21			37	66.69%	6,532	3,079	93,239	32	\$893,530.00	\$1,005,430.00	\$1,132,870.00	\$1,130,370.00
	2346	\$10	13,460,600	\$500,000 EXTREME LUCK	4/5/21			46	62.02%	9,614	5,221	84,688	30	\$1,465,930.00	\$1,468,790.00	\$1,430,120.00	\$1,354,430.00
	2353	\$10	14,299,500	\$500,000 JACKPOT	9/7/21			24	57.00%	16,872	8,807	93,813	29	\$2,247,400.00	\$2,375,400.00	\$2,443,890.00	\$2,529,710.00
	2306	\$10	8,318,950	BREAK THE BANK SUPER TICKET	8/16/21			27	60.43%	10,624	6,962	45,667	37	\$1,312,210.00	\$1,348,820.00	\$1,432,460.00	\$1,409,850.00
	2364	\$10	6,082,150	HOLIDAY LUCKY TIMES 100	11/1/21			16	85.21%	6,081	4,038	3,133	1,388	\$934,730.00	\$1,332,630.00	\$1,680,540.00	\$1,731,130.00
	2336	\$10	15,610,600	POWER 10X	8/2/21			29	54.75%	9,256	4,696	125,137	169	\$1,198,380.00	\$1,343,450.00	\$1,406,880.00	\$1,490,170.00
	2345	\$20	9,157,250	\$1,000,000 CROSSWORD	10/4/21			20	49.68%	25,180	9,449	142,464	25	\$4,894,360.00	\$4,827,640.00	\$4,912,460.00	\$4,808,760.00
	2203	\$20	8,559,050	\$1,000,000 EXTREME CASH	6/7/21			37	63.54%	8,067	4,308	110,402	79	\$1,456,740.00	\$1,499,940.00	\$1,554,600.00	\$1,555,680.00
	2354	\$20	10,280,400	\$1,000,000 JACKPOT	9/7/21			24	42.73%	17,480	8,704	205,232	51	\$2,595,180.00	\$2,620,160.00	\$2,640,420.00	\$2,620,860.00
	2367	\$20	16,392,750	CASH SPECTACULAR	11/15/21			14	20.43%	17,270	8,736	492,199	23	\$3,664,420.00	\$3,845,700.00	\$3,734,700.00	\$3,863,140.00
	1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			249	86.00%	11,151	6,327	172,067	53	\$2,094,780.00	\$2,010,780.00	\$1,917,000.00	\$1,936,760.00
	2343	\$20	25,454,075	MILLION DOLLAR LOTERIA	6/18/21			35	51.99%	35,800	11,133	430,919	46	\$7,549,940.00	\$7,345,180.00	\$7,545,320.00	\$7,541,360.00
	2209	\$30	12,028,825	\$250 MILLION CASH PARTY	3/16/20			101	78.98%	8,408	4,864	85,266	80	\$1,566,030.00	\$1,586,820.00	\$1,558,920.00	\$1,537,680.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			205	61.31%	9,001	5,066	509,147	45	\$2,628,180.00	\$2,523,390.00	\$2,410,170.00	\$2,413,650.00
	2293	\$30	9,177,650	CASH CELEBRATION!	4/5/21			46	67.24%	12,193	6,864	97,592	66	\$3,092,010.00	\$3,087,000.00	\$2,977,800.00	\$3,021,810.00
	2344	\$50	10,279,600	500X LOTERIA SPECTACULAR	10/18/21			18	22.27%	24,697	8,217	361,009	34	\$7,246,300.00	\$6,969,300.00	\$6,572,550.00	\$6,787,300.00
	2340	\$50	6,606,400	CASINO MILLIONS	9/20/21			22	54.64%	19,294	7,999	117,623	33	\$6,380,800.00	\$6,247,850.00	\$6,047,750.00	\$6,258,150.00
Sold/Closing	2355	\$2	8,976,500	20XTRA	9/20/21	2/27/22	4/13/22	22	75.94%	1,481	1,667	11,205	557	\$175,786.00	\$230,676.00	\$244,654.00	\$255,212.00
	2246	\$2	35,700,000	BONUS GAME BINGO	9/21/20	2/6/22	3/23/22	74	97.91%	338	280	931	1,185	\$54,838.00	\$139,110.00	\$189,680.00	\$253,300.00
	2240	\$2	40,055,875	BREAK THE BANK	9/21/20	2/20/22	4/6/22	74	88.53%	2,424	1,972	21,519	255	\$261,912.00	\$371,054.00	\$402,668.00	\$453,886.00
	2191	\$2	7,264,875	LEVEL UP!	8/16/21	1/9/22	2/23/22	27	84.39%	34	26	520	6,046	-\$7,246.00	\$11,668.00	\$28,556.00	-\$6,982.00
	2294	\$2	9,097,000	LUCKY 3	6/21/21	2/20/22	4/6/22	35	91.95%	950	799	2,238	168	\$72,720.00	\$109,262.00	\$108,490.00	\$116,092.00
	2239	\$2	26,660,750	WEEKLY GRAND	2/22/21	1/20/22	3/6/22	52	73.06%	570	588	42,583	448	\$177,990.00	\$351,830.00	\$502,830.00	\$690,064.00

Liability for 2360 / for Life to DateProduct Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 09/21/2021 - 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	\$5.00	175319	\$876,595.00	802496	\$4,012,480.00	82.07%	6019674
2	2	N/A	\$10.00	57912	\$579,120.00	284443	\$2,844,430.00	83.08%	6094040
3	3	N/A	\$10.00	38666	\$386,660.00	205998	\$2,059,980.00	84.20%	6175608
4	0	N/A	\$25.00	12503	\$312,575.00	68922	\$1,723,050.00	84.64%	6208503
5	0	N/A	\$25.00	7915	\$197,875.00	41007	\$1,025,175.00	83.82%	6148095
6	0	N/A	\$50.00	2099	\$104,950.00	12152	\$607,600.00	85.27%	6254451
7	0	N/A	\$50.00	3942	\$197,100.00	22546	\$1,127,300.00	85.12%	6243198
8	0	N/A	\$50.00	2412	\$120,600.00	13883	\$694,150.00	85.20%	6249075
9	0	N/A	\$50.00	806	\$40,300.00	4266	\$213,300.00	84.11%	6169193
10	0	N/A	\$100.00	154	\$15,400.00	756	\$75,600.00	83.08%	6093505
11	0	N/A	\$100.00	1218	\$121,800.00	6967	\$696,700.00	85.12%	6243295
12	0	N/A	\$100.00	1196	\$119,600.00	6981	\$698,100.00	85.37%	6261962
13	0	N/A	\$100.00	385	\$38,500.00	2158	\$215,800.00	84.86%	6224319
14	0	N/A	\$500.00	408	\$204,000.00	2255	\$1,127,500.00	84.68%	6211009
15	0	N/A	\$500.00	435	\$217,500.00	2485	\$1,242,500.00	85.10%	6242094
16	0	N/A	\$500.00	415	\$207,500.00	2274	\$1,137,000.00	84.57%	6202781
17	0	N/A	\$500.00	382	\$191,000.00	1938	\$969,000.00	83.53%	6127066
18	0	N/A	\$1,000.00	1	\$1,000.00	14	\$14,000.00	93.33%	6845790
19	0	N/A	\$1,000.00	1	\$1,000.00	15	\$15,000.00	93.75%	6876351
20	0	N/A	\$1,000.00	3	\$3,000.00	7	\$7,000.00	70.00%	5134342
21	0	N/A	\$10,000.00	2	\$20,000.00	7	\$70,000.00	77.78%	5704825
22	0	N/A	\$10,000.00	2	\$20,000.00	2	\$20,000.00	50.00%	3667387
23	0	N/A	\$100,000.00	1	\$100,000.00	3	\$300,000.00	75.00%	5501081
Totals:				306177	\$4,076,075.00	1,481,575	\$20,895,665.00		

NO. OF TICKETS (+/-2%): **7,334,775** Minimum Quantity: 7,056,000
 NO. POOLS: 20.37 Maximum Quantity: 7,344,000
 PACK SIZE: 75
 PACKS/POOL: 4,800
 PACKS/GAME: 97,797

TEXAS LOTTERY COMMISSION
 "HIT \$500" - GAME NO. 2360
 END OF PRODUCTION PRIZE STRUCTURE
 24-Aug-21 VERSION A

7,334,775 \$5 TICKETS \$36,673,875 REVENUE PRIZE FUND \$24,971,740 PAYOUT % **68.09%**

PRIZE TIER	PRIZE CODE	TIER CODE	GET:	# OF WAYS		ODDS OF 1 IN:	WINNERS IN	WINNERS IN	WINNERS IN	PRIZE COST	PERCENT OF PRIZE FUND **	VALIDATION TIER LEVELS
				TO WIN:	WIN:		20.37 POOLS	75 (PER PACK*)	360,000 (Per Pool)			
1	1	L	\$5	1	\$5	7.50	977,815	10.00	47,992	\$4,889,075	19.58%	
2	2	L	\$10	1	\$10	21.42	342,355	3.50	16,803	\$3,423,550	13.71%	LOW-TIER
3	3	L	\$5 x 2	2	\$10	29.98	244,664	2.50	12,008	\$2,446,640	9.80%	43.09%
4	0	M	\$5*5X*	1	\$25	90.08	81,425	0.83	3,996	\$2,035,625	8.15%	****
5	0	M	\$25	1	\$25	149.93	48,922	0.50	2,401	\$1,223,050	4.90%	****
6	0	M	\$10 x 4 + \$5 x 2	6	\$50	514.68	14,251	0.15	700	\$712,550	2.85%	
7	0	M	\$10*5X*	1	\$50	276.91	26,488	0.27	1,300	\$1,324,400	5.30%	
8	0	M	\$5 x 10	10	\$50	450.12	16,295	0.17	800	\$814,750	3.26%	
9	0	M	\$50	1	\$50	1,446.13	5,072	0.05	250	\$253,600	1.02%	
10	0	M	\$100	1	\$100	8,060.19	910	0.01	45	\$91,000	0.36%	
11	0	M	\$10*5X* + \$50	2	\$100	896.12	8,185	0.08	400	\$818,500	3.28%	
12	0	M	\$5 x 5 + \$10*5X* + \$25	7	\$100	897.00	8,177	0.08	400	\$817,700	3.27%	
13	0	M	\$10 x 10	10	\$100	2,884.30	2,543	0.03	125	\$254,300	1.02%	
14	0	M	\$100 x 2 + \$50*5X* + \$5 x 10	13	\$500	2,754.33	2,663	0.03	130	\$1,331,500	5.33%	
15	0	M	\$100*5X*	1	\$500	2,511.91	2,920	0.03	143	\$1,460,000	5.85%	
16	0	M	\$10 x 5 + \$50*5X* + \$100 x 2	8	\$500	2,727.70	2,689	0.03	130	\$1,344,500	5.38%	MID-TIER
17	0	M	\$500	1	\$500	3,161.54	2,320	0.02	113	\$1,160,000	4.65%	54.63%
18	0	H	\$10*5X* + \$50 x 5 + \$100 x 7	13	\$1,000	488,985.00	15	0.00	0.74	\$15,000	0.06%	
19	0	H	\$50 x 20	20	\$1,000	458,423.44	16	0.00	0.79	\$16,000	0.06%	
20	0	H	\$1,000	1	\$1,000	733,477.50	10	0.00	0.49	\$10,000	0.04%	
21	0	H	\$500 x 10 + \$1,000*5X*	11	\$10,000	814,975.00	9	0.00	0.44	\$90,000	0.36%	
22	0	H	\$10,000	1	\$10,000	1,833,693.75	4	0.00	0.20	\$40,000	0.16%	HIGH-TIER
23	0	H	\$100,000	1	\$100,000	1,833,693.75	4 ***	0.00	0.20	\$400,000	1.60%	2.29%
						4.10	1,787,752	18.28	87,740.47	\$ 24,971,740	100.00%	100.00%
						4.1028						

500 prize level total \$5,296,000

Note: "5X" = Win 5 TIMES the prize by revealing one (1) "5X" Play Symbol

Consolidated odds are 1 in:

\$5	7.50	977,815
\$10	12.49	587,019
\$25	56.27	130,347
\$50	118.10	62,106
\$100	370.16	19,815
\$500	692.48	10,592
\$1,000	178,896.95	41
\$10,000	564,213.46	13
\$100,000	1,833,693.75	4
		<u>1,787,752</u>

* Each of the following GLEPS will be used in approximately 16.67% of each pack of 75 tickets.
 ** Numbers are rounded.
 *** This Number of prizes is guaranteed delivery to the Lottery.
 **** The \$25 prize level is included in the GLEPS but should be programmed as a Mid-Tier prize and not part of the Low-Tier file.

CALLOUT:	OVER \$5 MILLION IN \$500 PRIZES!
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INTEROFFICE MEMO

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

Payment Approval

September 24, 2021

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

Vendor Name	Pollard
P.O. Number (if applicable)	362-21-9010RL023
Tx Game Name	Game #2360 HIT \$500
Invoice Number	8523510
Invoice Amount	\$214,248.77


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


9/24/2021






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

9/24/2021
Date



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

9/24/2021
Date



 Ryan Mindell (Lottery Operations Division Director)

9/24/2021
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.



140 Otter Street
Winnipeg, Manitoba
Canada R3T 0M8
Phone: (204) 474-2323
Fax: (204) 453-1375

INVOICE NO.: 8523510

Sold To: Texas Lottery Commission P.O. Box 16630 Austin, TX 78761-6630 United States	Ship To: IGT Texas Distribution Center 8520 Tuscany Way Building #6, Suite 100 Attn: Texas Lottery Warehouse Rep Austin, Texas 78754 United States
Terms: Net 30 days after date of invoice	Due Date: October 22, 2021

Invoice Date	Order No.	Your Order	Customer No.
September 22, 2021	1130398		5008

Order name: HIT \$500 #2360
PO Number:

Product Description	Quantity	Unit Price	Amount
Ticket Size 4 x 8	7,334,775	22.52 /M	165,179.13
Fluorescent / Neon Ink Base	7,334,775	4.26 /M	31,246.14
Flood UV varnish on ticket front	7,334,775	2.43 /M	17,823.50

Under unit price '/M' = price per thousand.

Before Taxes:	214,248.77 USD
Freight:	0.00
Deposit:	0.00
Amount Due:	214,248.77 USD

Banking Instructions:

TD Bank, NA
2035 Limestone Rd.
Wilmington, DE 19808
ABA# 026013673
Bank Account # 3248176206

Delivery: Prepaid
Tax ID/Contract Number: NA
GST Registration Number: 819251463

Instant Ticket Game Analysis 8/25/19-8/28/21

Average Number of Weeks for 85% Average Sell Through

Print Quantities	Price Point				Print Quantities	Price Point			
	A	B	C	D		E	F	G	H
	\$1	\$2	\$3	\$5		\$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

Print Quantities	Price Point				Print Quantities	Price Point			
	A	B	C	D		E	F	G	H
	\$1	\$2	\$3	\$5		\$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