

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

3/28/2022

Game #	2361	Confirmed Packs	2,256
Game Name	Cozy Cash	Active Packs	1,421
Quantity Printed	11,381,100	Warehouse Packs	3,032
Price Point	\$1	Returned Packs	1,220
Start Date	11/1/2021	Printed Payout Percentage	60.15%
Top Prize	\$ 500	Percent Sold	87.19%
Number of Top Prizes Remaining	8	Number of Weeks Out	21

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

Cost to print tickets	\$ 163,091	Actual ticket production costs
Prize payout expense	\$ 5,142,965	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs	\$ 5,306,056
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TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 9,923,181	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 9,923,181	

Excess of Revenue over Expended	\$ 4,617,125
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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	\$	81,229
Next week	\$	106,697
Next week	\$	120,131
Avg Weekly Sales Current Game	\$	102,686
Avg Weekly Sales \$1; 10M-14.99M Qty	\$	646,883
Percentage Of Variance In Sales		84%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2361	Printed Payout Percentage	60.15%
Game Name	Cozy Cash	Actual Payout Percentage	51.83%
Percent Sold	87.19%	Number of Weeks Out	21
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			15

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 2361 / for Life to Date**Product Status:**
Active**SmartCash Enabled:**
N/A**Validation Range:** 10/05/2021 - 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	376664	\$376,664.00	913215	\$913,215.00	70.80%	8057648
2	2	N/A	\$2.00	85368	\$170,736.00	230895	\$461,790.00	73.01%	8309031
3	3	N/A	\$2.00	100886	\$201,772.00	265814	\$531,628.00	72.49%	8249947
4	4	N/A	\$4.00	38945	\$155,780.00	112826	\$451,304.00	74.34%	8460667
5	5	N/A	\$4.00	41681	\$166,724.00	122667	\$490,668.00	74.64%	8494690
6	6	N/A	\$5.00	23902	\$119,510.00	77252	\$386,260.00	76.37%	8691823
7	7	N/A	\$10.00	8221	\$82,210.00	29717	\$297,170.00	78.33%	8914865
8	8	N/A	\$10.00	11442	\$114,420.00	39144	\$391,440.00	77.38%	8806819
9	9	N/A	\$20.00	5157	\$103,140.00	20126	\$402,520.00	79.60%	9059685
10	10	N/A	\$20.00	5388	\$107,760.00	19905	\$398,100.00	78.70%	8956659
11	0	N/A	\$40.00	198	\$7,920.00	760	\$30,400.00	79.33%	9028847
12	0	N/A	\$40.00	489	\$19,560.00	2058	\$82,320.00	80.80%	9196036
13	0	N/A	\$50.00	260	\$13,000.00	1027	\$51,350.00	79.80%	9081887
14	0	N/A	\$100.00	380	\$38,000.00	1541	\$154,100.00	80.22%	9129763
15	0	N/A	\$100.00	216	\$21,600.00	752	\$75,200.00	77.69%	8841515
16	0	N/A	\$500.00	8	\$4,000.00	51	\$25,500.00	86.44%	9837899
Totals:				699205	\$1,702,796.00	1,837,750	\$5,142,965.00		

NO. OF TICKETS:

11,381,100

Minimum:

10,936,800

TEXAS LOTTERY COMMISSION

NO. POOLS:

31.61

Maximum:

11,383,200

"COZY CASH" - GAME NO. 2361

PACK SIZE:

150

PRIZE STRUCTURE

PACKS/POOL:

2,400

28-Sep-21

VERSION A

PACKS/GAME:

75,874

11,381,100

\$1 TICKETS

\$11,381,100

REVENUE

PRIZE FUND

\$6,845,761

PAYOUT %

60.15%

PRIZE TIER	PRIZE LEVEL REFERENCE NUMBER	TIER CODE	GET:	# OF WAYS TO WIN:		ODDS OF 1 IN:	WINNERS IN 31.61 POOLS	WINNERS IN 150 (PER PACK*)	WINNERS IN 360,000 (Per Pool)	PRIZE COST	PERCENT OF PRIZE FUND **	VALIDATION TIER LEVELS
1	1	L	\$1	1	\$1	8.82	1,289,879	17.00	40,800.664	\$1,289,879	18.84%	92.36% LOW-TIER
2	2	L	\$2	1	\$2	35.99	316,263	4.17	10,003.838	\$632,526	9.24%	
3	3	L	\$1"DBL"	1	\$2	31.04	366,700	4.83	11,599.230	\$733,400	10.71%	
4	4	L	\$4	1	\$4	74.99	151,771	2.00	4,800.728	\$607,084	8.87%	
5	5	L	\$2"DBL"	1	\$4	69.25	164,348	2.17	5,198.555	\$657,392	9.60%	
6	6	L	\$5	1	\$5	112.51	101,154	1.33	3,199.642	\$505,770	7.39%	
7	7	L	\$5"DBL"	1	\$10	299.99	37,938	0.50	1,200.032	\$379,380	5.54%	
8	8	L	\$10	1	\$10	224.99	50,586	0.67	1,600.105	\$505,860	7.39%	
9	9	L	\$10"DBL"	1	\$20	450.15	25,283	0.33	799.736	\$505,660	7.39%	
10	10	L	\$20	1	\$20	449.97	25,293	0.33	800.053	\$505,860	7.39%	
11	0	M	\$40	1	\$40	11,880.06	958	0.01	30.000	\$38,320	0.56%	7.64% MID-TIER
12	0	M	\$20"DBL"	1	\$40	4,468.43	2,547	0.03	80.000	\$101,880	1.49%	
13	0	M	\$50	1	\$50	8,843.12	1,287	0.02	40.000	\$64,350	0.94%	
14	0	M	\$50"DBL"	1	\$100	5,924.57	1,921	0.03	60.000	\$192,100	2.81%	
15	0	M	\$100	1	\$100	11,757.33	968	0.01	30.000	\$96,800	1.41%	
16	0	M	\$500	1	\$500	192,900.00	59	-	1.866	\$29,500	0.43%	
						4.49	2,536,955	33.43	80,244	\$6,845,761	100.00%	100.00%
						4.4861						

NOTE: "DBL" = Win DOUBLE the prize by revealing one (1) "GIFT" Play Symbol with two (2) matching prize amounts.

Consolidated odds are 1 in:

\$1	8.82	1,289,879
\$2	16.66	682,963
\$4	36.00	316,119
\$5	112.51	101,154
\$10	128.57	88,524
\$20	225.03	50,576
\$40	3,247.10	3,505
\$50	8,843.12	1,287
\$100	3,939.46	2,889
\$500	192,900.00	59
		2,536,955

* Each of the following GLEPS will be used in approximately 16.67% of each pack of 150 tickets.

** Numbers are rounded.

CALLOUT:	Not Applicable for this game.
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INTEROFFICE MEMO

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

Payment Approval

October 19, 2021

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

Vendor Name	Pollard
P.O. Number (if applicable)	362-21-9010RL025
Tx Game Name	Game #2361 Cozy Cash
Invoice Number	8523715
Invoice Amount	\$163,091.16

Invoice sent in the amount of \$163091.17, email attached to okay to short pay by 0.01 cent.

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

10/19/2021



10/19/2021

Date

Dale Bowersock

Dale Bowersock (Scratch Ticket Strategy Coordinator)

Please forward to the next person for approval

Robert Tirloni

Robert Tirloni (Products Manager)

Please forward to the next person for approval

10/19/2021

Date

Ryan Mindell

Ryan Mindell (Lottery Operations Division Director)

10/19/2021

Date

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

October 29, 2021



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

INVOICE NO.: 8523715

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: November 12, 2021

Invoice Date	Order No.	Your Order	Customer No.
October 13, 2021	1130406		5008

Order name: COZY CASH #2361

PO Number:

Product Description	Quantity	Unit Price	Amount
Ticket Size 2.4 x 4	11,381,100	8.96 /M	101,974.66
Four colour process / Spectrum base graphics	11,381,100	2.40 /M	27,314.64
Additional scene within a book	11,381,100	0.57 /M	6,487.23
Integrated Overprints / Continuous Image	11,381,100	2.40 /M	27,314.64

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

Before Taxes:	163,091.17 USD
Freight:	0.00
Deposit:	0.00
Amount Due:	163,091.17 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

	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