

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

**Scratch Ticket Information**

Date Completed

10/3/2022

Game #	2366	Confirmed Packs	1,032
Game Name	Texas Edition Bucks & Trucks	Active Packs	731
Quantity Printed	7,333,350	Warehouse Packs	10,134
Price Point	\$5	Returned Packs	1,613
Start Date	3/7/2022	Printed Payout Percentage	68.03%
Top Prize	\$ 100,000	Percent Sold	85.04%
Number of Top Prizes Remaining	2	Number of Weeks Out	30

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

Cost to print tickets	\$ 352,207	Actual ticket production costs
Merchandise and Truck Prizes	\$ 1,344,215	From EOPPS and Agreement
Prize payout expense	\$ 19,380,495	Data from Instant Ticket Tier Liability screen in ES

<b>Estimated Direct Costs</b>	<b>\$ 21,076,917</b>
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**TANGIBLE BENEFITS****Revenue Impact:**

Estimated sales	\$ 31,181,404	Based on # of tkts printed, times % sold from DaVinci report, times the price point
<b>Total Estimated Benefits</b>	<b>\$ 31,181,404</b>	

<b>Excess of Revenue over Expended</b>	<b>\$ 10,104,488</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	\$	91,070
Next week	\$	100,590
Next week	\$	101,025
Avg Weekly Sales Current Game	\$	97,562
Avg Weekly Sales \$5; 5M - 9.99M Qty	\$	1,829,626
<b>Percentage Of Variance In Sales</b>		<b>95%</b>

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

**Instant Ticket Information**

Game #	2366	Printed Payout Percentage	68.03%
Game Name	Texas Edition Bucks & Trucks	Actual Payout Percentage	66.46%
Percent Sold	85.04%	Number of Weeks Out	30
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			19

**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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10/4/2022

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Instant Product Coordinator      Date

10/5/2022

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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

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Lottery Operations Division Director      Date

Not Required - Over 85% Sell Through

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Controller      Date

Not Required - Over 85% Sell Through

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Executive Director      Date



*Play the Games of Texas!*

Da Vinci Report

10/3/22

Week End Date:10/1/22

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														10/1/22	9/24/22	9/17/22	9/10/22
Mature	2321	\$3	47,974,000	\$50,000 BONUS CASHWORD	4/11/22			25	22.60%	11,977	8,682	273,635	11	\$1,466,439.00	\$1,402,398.00	\$1,470,894.00	\$1,483,173.00
	2373	\$3	24,134,125	POWER 30X CROSSWORD	1/3/22			39	73.05%	7,196	5,885	36,570	36	\$815,577.00	\$836,523.00	\$891,528.00	\$871,869.00
	2327	\$3	28,614,750	TEXAS LOTERIA	10/4/21			52	82.16%	15,356	11,362	37,280	41	\$1,234,374.00	\$1,219,473.00	\$1,231,296.00	\$1,253,946.00
	2409	\$5	5,930,400	50X SPEEDWAY RICHES	4/18/22			24	60.86%	1,418	970	18,668	7,665	\$120,415.00	\$116,395.00	\$137,400.00	\$162,730.00
	2401	\$5	10,122,225	50X THE CASH	6/6/22			17	70.99%	5,718	4,338	24,971	436	\$905,155.00	\$951,945.00	\$1,048,090.00	\$1,171,550.00
	2428	\$5	23,203,950	BINGO TIMES 20	4/11/22			25	28.47%	12,696	8,412	197,494	35	\$1,430,440.00	\$1,364,075.00	\$1,358,620.00	\$1,393,315.00
	2374	\$5	27,786,375	POWER 50X	1/3/22			39	56.63%	9,772	6,964	140,952	31	\$1,061,605.00	\$1,007,455.00	\$907,035.00	\$935,195.00
	2404	\$5	7,259,325	SIZZLING HOT \$100,000	6/20/22			15	61.17%	5,048	3,981	23,842	1,133	\$585,260.00	\$621,820.00	\$672,905.00	\$766,585.00
	2425	\$5	32,632,050	SUPER CROSSWORD	2/24/22			31	44.38%	15,073	8,803	214,312	48	\$2,121,500.00	\$2,063,575.00	\$2,072,745.00	\$2,089,225.00
	2342	\$5	59,686,425	SUPER LOTERIA	10/18/21			50	76.91%	25,707	13,669	137,011	29	\$4,678,330.00	\$4,423,870.00	\$4,445,215.00	\$4,567,295.00
	2366	\$5	7,333,350	TEXAS EDITION BUCKS & TRUCKS	3/7/22			30	85.04%	1,032	731	10,134	1,613	\$91,070.00	\$100,590.00	\$101,025.00	\$101,915.00
	2333	\$10	28,628,600	\$250,000 50X CASHWORD	12/20/21			41	50.18%	20,442	8,282	252,167	29	\$3,320,290.00	\$3,137,690.00	\$3,216,030.00	\$3,237,030.00
	2348	\$10	11,152,000	\$50 OR \$100	12/6/21			43	83.30%	8,735	3,892	21,099	86	\$957,330.00	\$915,950.00	\$999,840.00	\$1,035,320.00
	2393	\$10	11,938,450	BIG CASH	4/4/22			26	59.56%	8,694	4,719	81,356	16	\$1,067,650.00	\$1,069,910.00	\$1,121,490.00	\$1,258,420.00
	2380	\$10	12,227,050	CASH CELEBRATION	2/7/22			34	49.20%	5,856	2,733	114,253	35	\$500,920.00	\$494,160.00	\$517,160.00	\$546,850.00
	2433	\$10	49,110,750	MEGA LOTERIA	2/7/22			34	58.35%	44,099	12,427	341,225	23	\$7,911,130.00	\$7,712,760.00	\$7,662,830.00	\$7,761,330.00
	2375	\$10	22,860,600	POWER 100X	1/3/22			39	47.19%	13,372	6,404	218,879	38	\$1,375,210.00	\$1,325,380.00	\$1,397,710.00	\$1,476,400.00
	2438	\$20	19,277,675	\$1,000,000 CROSSWORD	6/6/22			17	20.72%	27,432	8,600	570,037	18	\$4,610,800.00	\$4,461,340.00	\$4,638,820.00	\$4,710,820.00
	2367	\$20	16,392,750	CASH SPECTACULAR	11/15/21			46	38.11%	15,074	5,970	381,965	42	\$1,865,600.00	\$1,694,700.00	\$1,557,080.00	\$1,618,000.00
	2402	\$20	8,199,050	MONEY	6/20/22			15	30.88%	16,283	6,680	201,218	19	\$2,036,500.00	\$2,030,120.00	\$2,176,620.00	\$2,393,400.00
	2376	\$20	10,149,100	POWER 200X	1/3/22			39	60.02%	15,161	6,097	138,067	50	\$1,553,240.00	\$1,476,300.00	\$1,527,680.00	\$1,628,480.00
	2411	\$20	7,928,475	ULTIMATE 7S	2/21/22			32	70.99%	11,210	4,383	73,973	41	\$1,607,460.00	\$1,534,580.00	\$1,557,040.00	\$1,677,880.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			237	69.19%	11,700	6,213	397,878	68	\$2,782,050.00	\$2,559,690.00	\$2,342,580.00	\$2,326,050.00
	2387	\$30	9,009,725	PREMIER CASH	4/4/22			26	37.23%	14,380	7,814	201,108	36	\$2,979,570.00	\$2,857,170.00	\$2,873,370.00	\$2,808,540.00
	2358	\$50	5,984,660	\$1,000,000 ULTIMATE	12/20/21			41	66.19%	14,934	5,666	77,877	47	\$2,684,800.00	\$2,557,000.00	\$2,527,650.00	\$2,469,450.00
	2378	\$50	6,116,960	\$200,000,000 CASH BLOWOUT!	3/7/22			30	56.16%	15,825	6,385	108,814	53	\$3,871,950.00	\$3,592,900.00	\$3,643,700.00	\$3,432,150.00
	2344	\$50	10,279,600	500X LOTERIA SPECTACULAR	10/18/21			50	59.92%	18,442	6,711	177,178	61	\$5,229,950.00	\$4,820,350.00	\$4,803,950.00	\$4,644,900.00
	2400	\$100	10,379,010	\$20 MILLION SUPREME	5/16/22			20	24.56%	24,613	9,846	483,293	39	\$9,911,200.00	\$9,539,200.00	\$9,853,000.00	\$9,555,100.00
Sold/Closing	2394	\$1	19,445,700	\$5,000 FRENZY	5/2/22	10/9/22	11/23/22	22	56.16%	3,093	4,533	43,618	763	\$282,860.00	\$311,586.00	\$360,940.00	\$392,611.00
	2384	\$1	16,942,500	EZ LOTERIA	3/7/22	10/9/22	11/23/22	30	94.66%	1,277	1,298	88	967	\$74,916.00	\$90,620.00	\$112,493.00	\$135,155.00
	2310	\$2	9,234,500	\$30,000 JACKPOT	3/21/22	9/4/22	10/19/22	28	57.26%	133	114	25,067	2,755	-\$21,826.00	-\$4,984.00	\$41,600.00	\$63,092.00
	2395	\$5	18,357,150	\$200,000 FRENZY	5/2/22	10/9/22	11/23/22	22	42.37%	3,216	5,100	126,202	841	\$819,220.00	\$856,345.00	\$966,770.00	\$1,008,195.00

**Liability for 2366 / for Life to Date****Product Status:**  
Active**SmartCash Enabled:**  
N/A**Validation Range:** 09/05/2021 - 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	\$5.00	164023	\$820,115.00	683641	\$3,418,205.00	80.65%	5914346
2	2	N/A	\$10.00	50860	\$508,600.00	226264	\$2,262,640.00	81.65%	5987475
3	3	N/A	\$10.00	58869	\$588,690.00	283421	\$2,834,210.00	82.80%	6072118
4	4	N/A	\$20.00	10599	\$211,980.00	54459	\$1,089,180.00	83.71%	6138628
5	5	N/A	\$20.00	13445	\$268,900.00	68060	\$1,361,200.00	83.50%	6123646
6	6	N/A	\$20.00	11591	\$231,820.00	53558	\$1,071,160.00	82.21%	6028635
7	0	N/A	\$50.00	7705	\$385,250.00	41129	\$2,056,450.00	84.22%	6176298
8	0	N/A	\$50.00	5067	\$253,350.00	27653	\$1,382,650.00	84.51%	6197711
9	0	N/A	\$50.00	2833	\$141,650.00	13391	\$669,550.00	82.54%	6052816
10	0	N/A	\$100.00	581	\$58,100.00	2690	\$269,000.00	82.24%	6030789
11	0	N/A	\$100.00	2539	\$253,900.00	12792	\$1,279,200.00	83.44%	6118858
12	0	N/A	\$100.00	497	\$49,700.00	2558	\$255,800.00	83.73%	6140330
13	0	N/A	\$100.00	670	\$67,000.00	3425	\$342,500.00	83.64%	6133510
14	0	N/A	\$250.00	42	\$10,500.00	163	\$40,750.00	79.51%	5830907
15	0	N/A	\$250.00	140	\$35,000.00	692	\$173,000.00	83.17%	6099372
16	0	N/A	\$250.00	159	\$39,750.00	772	\$193,000.00	82.92%	6080930
17	0	N/A	\$500.00	64	\$32,000.00	356	\$178,000.00	84.76%	6215887
18	0	N/A	\$500.00	66	\$33,000.00	351	\$175,500.00	84.17%	6172675
19	0	N/A	\$500.00	36	\$18,000.00	165	\$82,500.00	82.09%	6019914
20	0	N/A	\$1,000.00	6	\$6,000.00	33	\$33,000.00	84.62%	6205142
21	0	N/A	\$1,000.00	5	\$5,000.00	13	\$13,000.00	72.22%	5296308
22	0	N/A	\$100,000.00	2	\$200,000.00	2	\$200,000.00	50.00%	3666675
<b>Totals:</b>				<b>329799</b>	<b>\$4,218,305.00</b>	<b>1,475,588</b>	<b>\$19,380,495.00</b>		

NO. OF TICKETS (+/-2%):  
NO. POOLS:  
PACK SIZE:  
PACKS/POOL:  
PACKS/GAME:

7,333,350  
20.37  
75  
4,800  
97,778

Minimum Quantity:  
Maximum Quantity:

7,056,000  
7,344,000

TEXAS LOTTERY COMMISSION  
"TEXAS EDITION BUCKS & TRUCKS" - GAME NO. 2366  
END OF PRODUCTION PRIZE STRUCTURE  
23-Aug-21

VERSION A

7,333,350

\$5 TICKETS

\$36,666,750

REVENUE

INSTANT WIN  
PRIZE FUND

\$23,598,800  
\$24,943,015

INSTANT PAYOUT %  
TOTAL PAYOUT %

64.36%  
68.03%

PRIZE TIER	PRIZE CODE	TIER CODE	GET:	# OF WAYS TO WIN:	WIN:	ODDS OF 1 IN:	WINNERS IN 20.37 POOLS	WINNERS IN 75 (PER PACK*)	WINNERS IN 360,000 (Per Pool)	PRIZE COST	PERCENT OF PRIZE FUND **	VALIDATION TIER LEVELS
1	1	L	\$5	1	\$5	8.65	847,664	8.6693	41,613	\$4,238,320	16.99%	
2	2	L	\$10	1	\$10	26.46	277,124	2.8342	13,604	\$2,771,240	11.11%	
3	3	L	\$5"2X"	1	\$10	21.42	342,290	3.5007	16,803	\$3,422,900	13.72%	
4	4	L	\$5 x 4	4	\$20	112.72	65,058	0.6654	3,194	\$1,301,160	5.22%	
5	5	L	\$10"2X"	1	\$20	89.97	81,505	0.8336	4,001	\$1,630,100	6.54%	LOW-TIER
6	6	L	\$20	1	\$20	112.56	65,149	0.6663	3,198	\$1,302,980	5.22%	58.80%
7	0	M	\$5 x 6 + \$10"2X"	7	\$50	150.17	48,834	0.50	2,397	\$2,441,700	9.79%	****
8	0	M	\$5"2X" + \$10 x 2 + \$20	4	\$50	224.12	32,720	0.33	1,606	\$1,636,000	6.56%	****
9	0	M	\$50	1	\$50	452.01	16,224	0.17	796	\$811,200	3.25%	****
10	0	M	\$100	1	\$100	2,241.93	3,271	0.03	160	\$327,100	1.31%	
11	0	M	\$50"2X"	1	\$100	478.33	15,331	0.16	750	\$1,533,100	6.15%	
12	0	M	\$10 x 6 + \$20"2X"	7	\$100	2,400.44	3,055	0.03	150	\$305,500	1.22%	
13	0	M	\$50 + \$10 + \$10"2X" + \$20	4	\$100	1,790.81	4,095	0.04	200	\$409,500	1.64%	
14	0	M	\$250	1	\$250	35,772.44	205	0.00	10	\$51,250	0.21%	
15	0	M	\$20 x 10 + \$50	11	\$250	8,814.12	832	0.01	40	\$208,000	0.83%	
16	0	M	\$5 x 6 + \$10 + \$20 + \$20"2X" + \$50 + \$100	11	\$250	7,876.85	931	0.01	45	\$232,750	0.93%	
17	0	M	\$250"2X"	1	\$500	17,460.36	420	0.00	20	\$210,000	0.84%	
18	0	M	\$50 x 3 + \$100 + \$250	5	\$500	17,585.97	417	0.00	20	\$208,500	0.84%	MID-TIER
19	0	M	\$500	1	\$500	36,484.33	201	0.00	10	\$100,500	0.40%	33.98%
20	0	H	\$10 x 10 + \$50 x 4 + \$100 x 7	21	\$1,000	188,034.62	39	0.00	1.91	\$39,000	0.16%	
21	0	H	\$1,000	1	\$1,000	407,408.33	18	0.00	0.88	\$18,000	0.07%	HIGH-TIER
22	0	H	\$100,000	1	\$100,000	1,833,337.50	4 ***	0.00	0.20	\$400,000	1.60%	1.83%
						4.06	1,805,387	18.46	88,621.13	\$ 23,598,800	94.61%	94.61%
						4.0619						

"2X" = Win DOUBLE the prize by revealing one (1) "STEERING WHEEL" (DBL) Play Symbol.

DRAWINGS	Merchandise Prize Packs	\$595	1,640	\$975,800.00	3.91%
	Silverado® Trucks	\$70,000.00	4	\$280,000.00	1.12%
	Silverado® Truck Federal Withholdings	\$22,103.68	4	\$88,414.72	0.35%
	Subtotal: Drawings		1,648	\$1,344,214.72	5.39%

TOTAL:	1,807,035	\$ 24,943,015	100.00%
Consolidated odds are 1 in:	\$5	8.65	847,664
	\$10	11.84	619,414
	\$20	34.64	211,712
	\$50	75.00	97,778
	\$100	284.77	25,752
	\$250	3,726.30	1,968
	\$500	7,064.88	1,038
	\$1,000	128,655.26	57
	\$100,000	1,833,337.50	4
			1,805,387

\* 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 \$50 prize level is included in the GLEPS but should be programmed as Mid-Tier and not part of the Low-Tier file.

CALLOUT:	Not applicable for this game.
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# INTEROFFICE MEMO

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

## Payment Approval

September 7, 2021

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

<b>Vendor Name</b>	<u>Pollard</u>
<b>P.O. Number (if applicable)</b>	<u>362-21-9010RL031</u>
<b>Tx Game Name</b>	<u>Game #2366 Texas Edition Bucks &amp; Trucks</u>

<b>Invoice Number:</b>	<b>Invoice Amount:</b>
<u>8523047</u>	<u>\$353,106.98</u>

<b>LESS SANCTIONS LETTER DATED 6/23/21</b>	<b>-\$900.00</b>
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<b>Total Amount</b>	<b>\$352,206.98</b>
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The above referenced invoice(s) have been reviewed and certified as proper, accurate and should be paid by the Texas Lottery Commission.

JB

9/8/2021



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

9/8/2021

Date

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

9/8/2021

Date

Ryan Mindell  
 Ryan Mindell (Lottery Operations Division Director)

9/8/2021

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.: 8523047

<b>Sold To:</b> Texas Lottery Commission P.O. Box 16630 Austin, TX 78761-6630 United States	<b>Ship To:</b> Texas Lottery Commission P.O. Box 16630 Austin, TX 78761-6630 United States
<b>Terms:</b> Net 30 days after date of invoice	<b>Due Date:</b> September 30, 2021

<b>Invoice Date</b>	<b>Order No.</b>	<b>Your Order</b>	<b>Customer No.</b>
August 31, 2021	1130416		5008

**Order name:** TEXAS EDITION BUCKS & TRUCKS #2366  
**PO Number:**

Product Description	Quantity	Unit Price	Amount
Ticket Size 4 x 8	7,333,350	22.52 /M	165,147.04
Foil stock (10pt) C1S	7,333,350	7.60 /M	55,733.46
Four colour process / Spectrum base graphics	7,333,350	8.00 /M	58,666.80
Integrated Overprints / Continuous Image	7,333,350	8.00 /M	58,666.80
Multiple Play Area	7,333,350	1.60 /M	11,733.36
Inserts	1	3,159.52 Ea	3,159.52

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

<b>Before Taxes:</b>	353,106.98 <b>USD</b>
<b>Freight:</b>	0.00
<b>Deposit:</b>	0.00
<b>Amount Due:</b>	353,106.98 <b>USD</b>

### 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

**PRICING:**

The TLC shall pay one million two hundred fifty-five thousand eight hundred dollars (\$1,255,800) for the following:

- a) The all-inclusive price payable by the TLC for each Silverado Merchandise Prize Pack (merchandise prize pack) is five hundred ninety-five dollars (\$595). The total price payable by the TLC to Pollard Banknote for one thousand six hundred forty (1,640) merchandise prize packs is nine hundred seventy-five thousand eight hundred dollars (\$975,800). One thousand six hundred forty (1,640) merchandise prize packs will be awarded via promotional second-chance drawings. The merchandise prize packs will be paid for by the TLC after they are fulfilled as described under Fulfillment Services.
- b) The all-inclusive price payable by the TLC for each Silverado Vehicle Prize (vehicle prize) is seventy thousand dollars (\$70,000). The total price payable for the four (4) vehicle prizes is two hundred eighty thousand dollars (\$280,000). Four (4) vehicle prizes will be awarded via promotional second-chance drawings. The vehicle prizes will be paid for by the TLC after they are fulfilled as described under Fulfillment Services.

The **Total Prize Fund Allocation** payable by the TLC to Pollard Banknote for these prize fulfillment services is one million two hundred fifty-five thousand eight hundred dollars (\$1,255,800).

- c) Related goods and services to be provided by Pollard Banknote as set forth herein.

**MERCHANDISE SPECIFICATIONS:**

**Silverado Merchandise Prize Packs\***: Each merchandise prize pack to be provided by Pollard Banknote hereunder shall feature the Silverado merchandise as specified below:

Item	Description
Silverado Metal Cooler	Metal Insulated Cooler, drain plug on bottom with handles on both sides (24.4" x 18.9" x 16.5")
Silverado Fender Cover	Fender Cover (22" x 34")
Silverado Baseball Hat	Brushed Cotton Twill Baseball Hat
Silverado Car Wash Kit	Wash Kit includes 1 Folding Bucket, 1 Wash Mitt, 1 Foam Sponge, 1 Cleaning Cloth, 1 Round Zipper Bag
Silverado Tumbler	30oz. Double Walled Stainless Steel Tumbler
Silverado Sunglasses and Microfiber Pouch	Sunglasses with Stainless Steel Frame and Polarized Lenses includes Microfiber Pouch
Silverado Neon Clock	Neon Light Clock (15" diameter x 2.75" depth)

\* Pollard Banknote reserves the right to substitute merchandise with other Silverado merchandise of equal or greater value.

**Silverado Vehicle Prize\***: Each vehicle prize to be provided by Pollard Banknote hereunder shall include:



**PAYMENT:**

Pollard Banknote shall invoice TLC over the course of the game as follows:

- a) For only the number of merchandise prize packs claimed and fulfilled at five hundred ninety-five dollars (\$595) each, not to exceed nine hundred seventy-five thousand eight hundred dollars (\$975,800) for one thousand six hundred forty (1,640) merchandise prize packs. The TLC shall not be invoiced for any merchandise prize packs claimed after the initial one thousand six hundred forty (1,640).
- b) If a merchandise prize pack is not claimed or fulfilled, the TLC shall not be invoiced and shall not pay for that merchandise prize pack.
- c) Pollard Banknote shall submit a monthly billing statement for all merchandise prize packs fulfilled during that billing period. The statement must include the winners' name, address, tracking number and the date each merchandise prize pack was mailed.
- d) Pollard Banknote shall invoice the TLC in the amount of seventy thousand (\$70,000) upon fulfillment of each vehicle prize and shall be inclusive of state sales taxes, title and registration fees. The prize shall be considered fulfilled upon completion of processing of the Texas Lottery® Promotional 2<sup>nd</sup> Chance Claim Form by the TLC. Federal withholding taxes in the amount of \$22,103.68 shall be processed by the TLC. Any other state or federal taxes or fees shall be the responsibility of the winner. The Lottery shall not take title to the vehicle at any point during the process.
- e) All payments by TLC will be made in accordance with Tex. Gov't Code Chapter 2251 ("Payment for Goods and Services"). Pollard Banknote agrees that if the Texas Comptroller of Public Accounts is currently prohibited from issuing a warrant to Pollard Banknote under Tex. Gov't Code Section 403.055, any payments owed to Pollard Banknote will be applied towards the debt or delinquent taxes that Pollard Banknote owes the State of Texas until the debt or delinquent taxes are paid in full.

## Instant Ticket Game Analysis

03/01/20-02/26/22

## 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	\$10	\$20	\$30	\$50
< 5M	None	None	Week 10*	None	None	None	None	None
5M-9.99M	Week 15	Week 16	None	Week 19	Week 17	Week 39	None	Week 34
10M-14.99M	Week 15	None	None	Week 23	Week 33	Week 32	None	None
15M-19.99M	Week 23	None	Week 27*	None	Week 34*	None	None	None
20M-24.99M	None	None	None	Week 39	Week 41*	None	None	None
25M-29.99M	Week 32*	None	None	None	Week 36*	None	None	None
30M-34.99M	None	None	None	None	None	None	None	None
>35M	None	Week 63	Week 70*	Week 48*	Week 43*	None	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	\$10	\$20	\$30	\$50
< 5M	None	None	\$1,280,407	None	None	None	None	None
5M-9.99M	\$523,427	\$836,412	None	\$1,829,626	\$3,575,687	\$4,083,763	None	\$6,822,934
10M-14.99M	\$646,883	None	None	\$2,572,905	\$3,255,577	\$6,279,880	None	None
15M-19.99M	\$637,501	None	\$1,754,298	None	\$4,557,575	None	None	None
20M-24.99M	None	None	None	\$2,543,539	\$4,377,999	None	None	None
25M-29.99M	\$795,571	None	None	None	\$6,250,278	None	None	None
30M-34.99M	None	None	None	None	None	None	None	None
>35M	None	\$1,031,140	\$1,494,231	\$4,784,040	\$7,855,672	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

From: Gough, Riley [Riley.Gough@IGT.com]  
To: Bowersock, Dale [dale.bowersock@lottery.state.tx.us]  
Subject: RE: October Pre-Call Recommendations  
Sent: Tue 10/4/2022 12:04 PM GMT-07:00  
Importance: Normal

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 issues with this list.

Thanks,

Riley

From: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>  
Sent: Monday, October 3, 2022 9:51 AM  
To: Gough, Riley <Riley.Gough@IGT.com>  
Cc: ProductsScratchTeam <ProductsScratchTeam@lottery.state.tx.us>; Tirloni,  
Robert <robert.tirloni@lottery.state.tx.us>  
Subject: October 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 I would recommend Pre-calling this month with a Call date in  
November depending on when the game close documents are signed.

Please let me know if you have any concerns with this list.

Thanks,

Dale

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