

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

4/25/2022

Game #	2370	Confirmed Packs	5,192
Game Name	Texas Cash	Active Packs	3,270
Quantity Printed	9,288,250	Warehouse Packs	23,723
Price Point	\$2	Returned Packs	150
Start Date	12/20/2021	Printed Payout Percentage	65.02%
Top Prize	\$ 30,000	Percent Sold	54.28%
Number of Top Prizes Remaining	5	Number of Weeks Out	18

Current Game Sales AnalysisTANGIBLE COSTS**Expenditure Impact:**

Cost to print tickets	\$ 212,753	Actual ticket production costs
Prize payout expense	\$ 5,778,270	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs	\$ 5,991,023
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TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 10,083,324	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 10,083,324	

Excess of Revenue over Expended	\$ 4,092,301
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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	\$	256,180
Next week	\$	300,894
Next week	\$	301,210
Avg Weekly Sales Current Game	\$	286,095
Avg Weekly Sales \$2; 5M-9.99M Qty	\$	810,337
Percentage Of Variance In Sales		65%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2370	Printed Payout Percentage	65.02%
Game Name	Texas Cash	Actual Payout Percentage	57.31%
Percent Sold	54.28%	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):



4/28/2022

Scratch Ticket Strategy Coordinator Date

4/28/2022

Products Manager Date

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



4/28/2022

Lottery Operations Division Director Date

4/28/2022

Controller Date

4/29/2022

Executive Director Date



Play the Games of Texas!

Da Vinci Report

4/25/22

Week End Date:4/23/22

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														4/23/22	4/16/22	4/9/22	4/2/22
Baseline	2384	\$1	16,942,500	EZ LOTERIA	3/7/22			7	39.05%	14,628	15,085	35,980	19	\$874,875.00	\$851,685.00	\$930,910.00	\$1,035,828.00
	2310	\$2	9,234,500	\$30,000 JACKPOT	3/21/22			5	22.31%	10,992	11,333	33,722	3	\$813,184.00	\$1,009,028.00	\$943,746.00	\$858,686.00
	2392	\$2	9,265,000	777 SLOTS	4/18/22			1	3.20%	24,859	10,218	33,861	25	\$593,272.00	\$0	\$0	\$0
	2321	\$3	47,974,000	\$50,000 BONUS CASHWORD	4/11/22			2	0.31%	11,683	3,255	364,298	32	\$389,199.00	\$51,750.00	\$0	\$0
	2357	\$5	10,248,900	\$50,000 POKER	2/7/22			11	47.40%	8,624	5,404	54,276	103	\$1,128,265.00	\$1,316,400.00	\$1,471,600.00	\$1,880,250.00
	2391	\$5	7,341,975	30TH ANNIVERSARY	4/4/22			3	21.14%	21,655	13,823	39,682	14	\$2,619,755.00	\$3,156,230.00	\$1,983,505.00	\$375.00
	2409	\$5	5,930,400	50X SPEEDWAY RICHES	4/18/22			1	3.00%	27,052	11,898	34,996	29	\$888,905.00	\$0	\$0	\$0
	2428	\$5	23,203,950	BINGO TIMES 20	4/11/22			2	0.44%	20,249	3,551	279,541	35	\$449,210.00	\$66,750.00	\$0	\$0
	2382	\$5	7,334,550	LUCKY	2/21/22			9	54.54%	12,336	8,668	20,465	22	\$1,215,545.00	\$1,409,295.00	\$1,663,750.00	\$1,851,130.00
	2385	\$5	7,080,600	SHOW ME \$100,000	3/21/22			5	47.49%	17,404	10,362	19,427	16	\$2,651,980.00	\$3,174,950.00	\$3,642,075.00	\$4,595,850.00
	2425	\$5	32,632,050	SUPER CROSSWORD	2/24/22			8	12.40%	23,954	10,500	342,789	16	\$2,706,655.00	\$2,874,705.00	\$2,832,850.00	\$3,052,245.00
	2366	\$5	7,333,350	TEXAS EDITION BUCKS & TRUCKS	3/7/22			7	52.49%	14,520	9,503	19,947	12	\$1,886,320.00	\$2,039,670.00	\$2,331,640.00	\$3,134,925.00
	2393	\$10	11,938,450	BIG CASH	4/4/22			3	14.07%	27,923	11,344	161,953	34	\$5,544,300.00	\$6,575,880.00	\$4,670,280.00	\$1,000.00
	2380	\$10	12,227,050	CASH CELEBRATION	2/7/22			11	29.75%	18,735	9,097	142,062	42	\$2,068,860.00	\$2,248,630.00	\$2,505,770.00	\$3,077,690.00
	2433	\$10	49,110,750	MEGA LOTERIA	2/7/22			11	19.34%	43,711	13,520	724,427	50	\$9,127,860.00	\$9,199,140.00	\$9,147,120.00	#####
	2411	\$20	7,928,475	ULTIMATE 7S	2/21/22			9	33.83%	29,342	10,388	166,597	31	\$4,872,880.00	\$4,968,300.00	\$5,262,280.00	\$6,169,900.00
	2387	\$30	9,009,725	PREMIER CASH	4/4/22			3	6.11%	26,711	9,611	298,226	13	\$5,718,840.00	\$6,298,110.00	\$4,502,970.00	\$1,500.00
	2378	\$50	6,116,960	\$200,000,000 CASH BLOWOUT!	3/7/22			7	19.94%	26,931	9,144	204,865	8	\$7,929,450.00	\$7,917,050.00	\$7,996,900.00	\$9,719,950.00
Mature	1878	\$1	854,700	CASH ON THE SPOT	9/18/17			240	0.00%	0	0	1,781	14	\$0	\$0	\$0	\$0
	1804	\$1	829,650	LUCKY STARS	9/18/17			240	0.00%	0	0	64	672	\$0	\$0	\$0	\$0
	2372	\$1	34,835,250	POWER 20X	1/3/22			16	34.77%	10,029	10,734	127,880	21	\$595,902.00	\$621,597.00	\$630,889.00	\$679,659.00
	2124	\$1	853,200	WINNING 7S	8/8/19			141	0.00%	0	0	2,378	466	\$0	\$0	\$0	\$0
	2325	\$2	28,601,250	BONUS GAME BINGO	12/13/21			19	28.01%	11,660	8,822	141,761	22	\$945,916.00	\$1,007,992.00	\$999,166.00	\$1,025,592.00
	2329	\$2	33,566,750	IMITED EDITION BREAK THE BANK	1/17/22			14	26.50%	11,803	9,825	173,005	18	\$1,094,490.00	\$1,181,110.00	\$1,217,230.00	\$1,279,398.00
	2370	\$2	9,288,250	TEXAS CASH	12/20/21			18	54.28%	5,192	3,270	23,723	150	\$256,180.00	\$300,894.00	\$301,210.00	\$328,514.00
	2419	\$2	9,054,500	TRIPLE PLAY!	1/17/22			14	64.32%	7,275	6,035	10,813	59	\$520,768.00	\$604,292.00	\$643,834.00	\$768,752.00
	2373	\$3	24,134,125	POWER 30X CROSSWORD	1/3/22			16	41.09%	11,506	9,048	90,465	25	\$1,442,916.00	\$1,549,029.00	\$1,572,738.00	\$1,641,819.00
	2327	\$3	28,614,750	TEXAS LOTERIA	10/4/21			29	47.84%	16,047	12,134	166,744	34	\$1,448,418.00	\$1,476,729.00	\$1,476,831.00	\$1,540,590.00
	2352	\$5	18,177,675	\$200,000 JACKPOT	9/7/21			33	69.15%	11,734	7,885	52,682	31	\$1,296,035.00	\$1,259,130.00	\$1,306,430.00	\$1,328,345.00
	2247	\$5	18,355,500	BONUS BREAK THE BANK	12/28/20			69	80.07%	5,696	3,686	38,106	19	\$509,745.00	\$552,940.00	\$544,915.00	\$614,155.00

Liability for 2370 / for Life to Date**Product Status:**
Active**SmartCash Enabled:**
N/A**Validation Range:** 10/15/2021 - 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	\$2.00	515592	\$1,031,184.00	425275	\$850,550.00	45.20%	4198319
2	2	N/A	\$4.00	99397	\$397,588.00	86480	\$345,920.00	46.53%	4321394
3	3	N/A	\$4.00	193642	\$774,568.00	165947	\$663,788.00	46.15%	4286441
4	4	N/A	\$5.00	98033	\$490,165.00	87494	\$437,470.00	47.16%	4380312
5	5	N/A	\$8.00	44375	\$355,000.00	42373	\$338,984.00	48.85%	4536946
6	6	N/A	\$8.00	65076	\$520,608.00	58806	\$470,448.00	47.47%	4409073
7	7	N/A	\$10.00	19101	\$191,010.00	18072	\$180,720.00	48.62%	4515569
8	8	N/A	\$10.00	44757	\$447,570.00	41802	\$418,020.00	48.29%	4485581
9	9	N/A	\$10.00	25093	\$250,930.00	24454	\$244,540.00	49.36%	4584230
10	10	N/A	\$20.00	12519	\$250,380.00	12287	\$245,740.00	49.53%	4600690
11	11	N/A	\$20.00	24631	\$492,620.00	24869	\$497,380.00	50.24%	4666454
12	0	N/A	\$30.00	1954	\$58,620.00	1938	\$58,140.00	49.79%	4625033
13	0	N/A	\$30.00	2878	\$86,340.00	2948	\$88,440.00	50.60%	4699924
14	0	N/A	\$30.00	2392	\$71,760.00	2451	\$73,530.00	50.61%	4700702
15	0	N/A	\$50.00	1255	\$62,750.00	1268	\$63,400.00	50.26%	4668054
16	0	N/A	\$50.00	1514	\$75,700.00	1591	\$79,550.00	51.24%	4759293
17	0	N/A	\$50.00	2348	\$117,400.00	2497	\$124,850.00	51.54%	4786947
18	0	N/A	\$50.00	2352	\$117,600.00	2494	\$124,700.00	51.47%	4780209
19	0	N/A	\$100.00	385	\$38,500.00	396	\$39,600.00	50.70%	4709535
20	0	N/A	\$100.00	963	\$96,300.00	994	\$99,400.00	50.79%	4717690
21	0	N/A	\$100.00	912	\$91,200.00	1032	\$103,200.00	53.09%	4930799
22	0	N/A	\$100.00	283	\$28,300.00	301	\$30,100.00	51.54%	4787265
23	0	N/A	\$100.00	930	\$93,000.00	1008	\$100,800.00	52.01%	4831040
24	0	N/A	\$1,000.00	11	\$11,000.00	9	\$9,000.00	45.00%	4179712
25	0	N/A	\$30,000.00	5	\$150,000.00	3	\$90,000.00	37.50%	3483093
			Totals:	1160398	\$6,300,093.00	1,006,789	\$5,778,270.00		

NO. OF TICKETS:
NO. POOLS:
PACK SIZE:
PACKS/POOL:
PACKS/GAME:

9,288,250
38.70
125
1,920
74,306

Minimum:
Maximum:

8,937,600
9,302,400

TEXAS LOTTERY COMMISSION
"TEXAS CASH" - GAME NO. 2370
END OF PRODUCTION PRIZE STRUCTURE
9-Oct-21

VERSION A

9,288,250

\$2 TICKETS

\$18,576,500

REVENUE

PRIZE FUND

\$12,078,363

PAYOUT %

65.02%

PRIZE LEVEL	PRIZE CODE	TIER CODE	GET:	# OF WAYS		ODDS OF	WINNERS IN	WINNERS IN	WINNERS IN	PRIZE	PERCENT	VALIDATION
				TO WIN:	WIN:	1 IN:	38.70 POOLS	125 (PER PACK*)	240,000 (Per Pool)	COST	OF PRIZE FUND **	TIER LEVELS
1	1	L	\$2	1	\$2	9.87	940,867	12.66	24311.154	\$1,881,734	15.58%	
2	2	L	\$4	1	\$4	49.97	185,877	2.50	4802.894	\$743,508	6.16%	
3	3	L	\$2"DBL"	1	\$4	25.83	359,589	4.84	9291.455	\$1,438,356	11.91%	
4	4	L	\$5	1	\$5	50.06	185,527	2.50	4793.850	\$927,635	7.68%	
5	5	L	\$2 x 4	4	\$8	107.07	86,748	1.17	2241.490	\$693,984	5.75%	
6	6	L	\$4"DBL"	1	\$8	74.98	123,882	1.67	3200.999	\$991,056	8.21%	
7	7	L	\$10	1	\$10	249.87	37,173	0.50	960.517	\$371,730	3.08%	
8	8	L	\$5"DBL"	1	\$10	107.31	86,559	1.16	2236.606	\$865,590	7.17%	
9	9	L	\$2 x 5	5	\$10	187.46	49,547	0.67	1280.250	\$495,470	4.10%	
10	10	L	\$20	1	\$20	374.44	24,806	0.33	640.965	\$496,120	4.11%	LOW-TIER
11	11	L	\$2 + \$4"DBL" + \$5 x 2	4	\$20	187.64	49,500	0.67	1279.035	\$990,000	8.20%	81.92%
12	0	M	\$30	1	\$30	2,386.50	3,892	0.05	100.000	\$116,760	0.97%	
13	0	M	\$5 x 2 + \$10"DBL"	3	\$30	1,594.28	5,826	0.08	150.000	\$174,780	1.45%	
14	0	M	\$2 x 5 + \$4 x 5	10	\$30	1,917.87	4,843	0.07	125.000	\$145,290	1.20%	
15	0	M	\$50	1	\$50	3,681.43	2,523	0.03	65.000	\$126,150	1.04%	
16	0	M	\$10 x 5	5	\$50	2,991.38	3,105	0.04	80.000	\$155,250	1.29%	
17	0	M	\$5 x 2 + \$20"DBL"	3	\$50	1,917.08	4,845	0.07	125.000	\$242,250	2.01%	
18	0	M	\$10"DBL" + \$30	2	\$50	1,916.68	4,846	0.07	125.000	\$242,300	2.01%	
19	0	M	\$100	1	\$100	11,892.77	781	0.01	20.000	\$78,100	0.65%	
20	0	M	\$50"DBL"	1	\$100	4,746.17	1,957	0.03	50.000	\$195,700	1.62%	
21	0	M	\$5 x 6 + \$10 x 2 + \$20 + \$30	10	\$100	4,777.91	1,944	0.03	50.000	\$194,400	1.61%	
22	0	M	\$20 x 5	5	\$100	15,904.54	584	0.01	15.000	\$58,400	0.48%	MID-TIER
23	0	M	\$10 x 10	10	\$100	4,792.70	1,938	0.03	50.000	\$193,800	1.60%	15.92%
24	0	H	\$1,000	1	\$1,000	464,412.50	20	-	0.517	\$20,000	0.17%	HIGH-TIER
25	0	H	\$30,000	1	\$30,000	1,161,031.25	8 ***	-	0.207	\$240,000	1.99%	2.15%
						4.29	2,167,187	29.16	55,995	\$ 12,078,363	100.00%	100.00%

Note: "DBL" = win DOUBLE the prize by revealing one (1) "Stack of Cash" Play Symbol.

4.2859

Consolidated odds are 1 in:

\$2	9.87	940,867
\$4	17.03	545,466
\$5	50.06	185,527
\$8	44.10	210,630
\$10	53.60	173,279
\$20	125.00	74,306
\$30	637.89	14,561
\$50	606.32	15,319
\$100	1,289.32	7,204
\$1,000	464,412.50	20
\$30,000	1,161,031.25	8
		2,167,187

* Each of the following GLEPS will be used in approximately 16.67% of each pack of 125 tickets.

** Numbers are rounded.

*** This number of prizes is guaranteed delivery to the Lottery.

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 25, 2021

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

Vendor Name	Pollard
P.O. Number (if applicable)	362-21-9010RL030
Tx Game Name	Game #2370 Texas Cash
Invoice Number	8523979
Invoice Amount	\$212,753.33

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



10/25/2021

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

10/25/2021

Date

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

10/25/2021

Date

Heidi Moreno for Ryan Mindell
 Ryan Mindell (Lottery Operations Division Director)

10/25/2021

Date

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

November 4, 2021



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

INVOICE NO.: 8523979

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 17, 2021

Invoice Date	Order No.	Your Order	Customer No.
October 18, 2021	1121564		5008

Order name: TEXAS CASH #2370
PO Number:

Product Description	Quantity	Unit Price	Amount
Ticket Size 4 x 4	9,288,250	13.73 /M	127,527.67
Four colour process / Spectrum base graphics	9,288,250	4.00 /M	37,153.00
Integrated Overprints / Continuous Image	9,288,250	4.00 /M	37,153.00
Additional scene within a book	9,288,250	0.71 /M	6,594.66
Inserts	1	4,325.00 Ea	4,325.00

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

Before Taxes:	212,753.33 USD
Freight:	0.00
Deposit:	0.00
Amount Due:	212,753.33 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