

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

**Scratch Ticket Information**

Date Completed

2/22/2022

Game #	2379	Confirmed Packs	2,498
Game Name	Red Hot \$100,000	Active Packs	2,498
Quantity Printed	7,152,450	Warehouse Packs	1,093
Price Point	\$5	Returned Packs	61
Start Date	10/4/2021	Printed Payout Percentage	68.01%
Top Prize	\$ 100,000	Percent Sold	92.16%
Number of Top Prizes Remaining	1	Number of Weeks Out	20

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

Cost to print tickets	\$ 202,084	Actual ticket production costs
Prize payout expense	\$ 21,740,380	Data from Instant Ticket Tier Liability screen in ES

<b>Estimated Direct Costs</b>	<b>\$ 21,942,464</b>
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**TANGIBLE BENEFITS****Revenue Impact:**

Estimated sales	\$ 32,958,490	Based on # of tkts printed, times % sold from DaVinci report, times the price point
<b>Total Estimated Benefits</b>	<b>\$ 32,958,490</b>	

<b>Excess of Revenue over Expended</b>	<b>\$ 11,016,026</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	\$	474,690
Next week	\$	607,995
Next week	\$	698,190
Avg Weekly Sales Current Game	\$	593,625
Avg Weekly Sales \$5; 5M - 9.99M Qty	\$	1,904,150
<b>Percentage Of Variance In Sales</b>		<b>69%</b>

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

**Instant Ticket Information**

Game #	<div>2379</div>	Printed Payout Percentage	<div>68.01%</div>
Game Name	<div>Red Hot \$100,000</div>	Actual Payout Percentage	<div>65.96%</div>
Percent Sold	<div>92.16%</div>	Number of Weeks Out	<div>20</div>
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			<div>17</div>

**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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2/23/2022

Instant Product Coordinator

Date



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**

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Lottery Operations Division Director    Date**Not Required >85% Sold**

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Controller

Date

**Not Required >85% Sold**

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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
Sold/Closing	2314	\$5	7,325,925	CRAZY CASH	7/6/21	1/9/22	2/23/22	33	71.48%	24	21	21,252	5,011	-\$2,585.00	\$19,415.00	\$17,930.00	-\$1,750.00
	2317	\$5	7,214,175	DOUBLE YOUR MONEY	7/19/21	1/9/22	2/23/22	31	77.96%	12	16	15,045	4,739	-\$105.00	\$11,585.00	\$26,955.00	\$17,120.00
	2297	\$5	7,320,450	GREAT 8S	8/2/21	1/10/22	2/24/22	29	84.67%	80	19	7,969	3,859	\$7,085.00	\$34,525.00	\$54,165.00	\$79,805.00
	2379	\$5	7,152,450	RED HOT \$100,000	10/4/21			20	92.16%	2,498	2,498	1,093	61	\$474,690.00	\$607,995.00	\$698,190.00	\$782,040.00
	2273	\$5	7,333,500	ROSE GOLD RICHES	6/7/21	1/9/22	2/23/22	37	80.89%	7	13	13,974	3,709	\$350.00	\$4,815.00	\$17,290.00	\$15,925.00
	2341	\$5	7,326,000	SPECIAL EDITION CROSSWORD	10/22/21	2/17/22	4/3/22	17	94.95%	1,600	1,812	391	121	\$557,545.00	\$824,035.00	\$1,136,245.00	\$1,487,110.00
	2249	\$5	54,041,700	SUPER LOTERIA	11/2/20	2/27/22	4/13/22	68	99.29%	772	406	526	1,651	\$141,370.00	\$194,610.00	\$227,205.00	\$304,825.00
	2295	\$5	7,196,175	TEXAS RED WHITE & BLUE	6/21/21	1/9/22	2/23/22	35	66.01%	9	15	26,319	5,027	-\$6,655.00	\$6,115.00	\$10,880.00	-\$14,530.00
	2335	\$10	12,021,150	\$50 OR \$100!	12/7/20	2/6/22	3/23/22	63	88.98%	426	176	20,451	2,426	\$101,700.00	\$190,590.00	\$239,410.00	\$340,300.00
	2347	\$10	11,256,950	777	4/19/21	2/27/22	4/13/22	44	80.13%	1,234	1,248	40,378	134	\$403,670.00	\$500,920.00	\$555,940.00	\$566,550.00
	2258	\$10	39,197,450	MEGA LOTERIA	3/15/21			49	96.83%	14,842	5,671	433	104	\$4,209,520.00	\$6,607,070.00	\$7,990,540.00	\$7,788,210.00
	2303	\$10	10,887,100	RUBY RED 7S	5/3/21	1/9/22	2/23/22	42	96.32%	35	19	386	5,767	\$7,020.00	\$35,940.00	\$64,540.00	\$124,000.00
	2292	\$10	10,252,350	WILD \$10	3/1/21	2/6/22	3/23/22	51	71.81%	246	337	54,428	762	\$128,910.00	\$186,210.00	\$260,420.00	\$293,780.00
	2304	\$20	8,984,625	DIAMOND WHITE 7S	5/3/21	1/9/22	2/23/22	42	70.95%	34	28	93,377	8,059	\$11,940.00	\$52,000.00	\$91,720.00	\$206,280.00
	2338	\$50	5,118,680	500X LOTERIA SPECTACULAR	3/15/21	2/27/22	4/13/22	49	96.81%	2,096	682	82	2,517	\$573,200.00	\$600,950.00	\$712,300.00	\$807,050.00
	2312	\$50	6,731,160	MILLIONAIRE CLUB	4/19/21	3/20/22	5/4/22	44	91.78%	13,145	5,013	5,747	65	\$4,168,500.00	\$4,072,650.00	\$3,838,150.00	\$3,861,650.00

**Liability for 2379 / for Life to Date****Product Status:**  
Active**SmartCash Enabled:**  
N/A**Validation Range:** 09/14/2021 - 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	105058	\$525,290.00	657863	\$3,289,315.00	86.23%	6167522
2	2	N/A	\$10.00	19183	\$191,830.00	171535	\$1,715,350.00	89.94%	6433034
3	3	N/A	\$10.00	23716	\$237,160.00	167124	\$1,671,240.00	87.57%	6263603
4	4	N/A	\$15.00	8708	\$130,620.00	86766	\$1,301,490.00	90.88%	6500088
5	5	N/A	\$15.00	9155	\$137,325.00	86190	\$1,292,850.00	90.40%	6465673
6	6	N/A	\$15.00	5742	\$86,130.00	41873	\$628,095.00	87.94%	6289919
7	7	N/A	\$20.00	4163	\$83,260.00	43574	\$871,480.00	91.28%	6528706
8	8	N/A	\$20.00	4214	\$84,280.00	43502	\$870,040.00	91.17%	6520787
9	9	N/A	\$20.00	4451	\$89,020.00	43213	\$864,260.00	90.66%	6484533
10	10	N/A	\$20.00	5499	\$109,980.00	42151	\$843,020.00	88.46%	6327028
11	0	N/A	\$30.00	1995	\$59,850.00	21837	\$655,110.00	91.63%	6553711
12	0	N/A	\$30.00	4035	\$121,050.00	43580	\$1,307,400.00	91.53%	6546335
13	0	N/A	\$30.00	4067	\$122,010.00	43684	\$1,310,520.00	91.48%	6543268
14	0	N/A	\$30.00	2725	\$81,750.00	21072	\$632,160.00	88.55%	6333421
15	0	N/A	\$50.00	619	\$30,950.00	6822	\$341,100.00	91.68%	6557453
16	0	N/A	\$50.00	973	\$48,650.00	9459	\$472,950.00	90.67%	6485335
17	0	N/A	\$50.00	702	\$35,100.00	8286	\$414,300.00	92.19%	6593814
18	0	N/A	\$50.00	914	\$45,700.00	9519	\$475,950.00	91.24%	6525847
19	0	N/A	\$50.00	1126	\$56,300.00	9281	\$464,050.00	89.18%	6378580
20	0	N/A	\$100.00	261	\$26,100.00	2725	\$272,500.00	91.26%	6527269
21	0	N/A	\$100.00	240	\$24,000.00	2732	\$273,200.00	91.92%	6574863
22	0	N/A	\$100.00	279	\$27,900.00	2702	\$270,200.00	90.64%	6483032
23	0	N/A	\$100.00	285	\$28,500.00	2710	\$271,000.00	90.48%	6471832
24	0	N/A	\$100.00	515	\$51,500.00	3952	\$395,200.00	88.47%	6327844
25	0	N/A	\$300.00	40	\$12,000.00	380	\$114,000.00	90.48%	6471264
26	0	N/A	\$300.00	30	\$9,000.00	390	\$117,000.00	92.86%	6641560
27	0	N/A	\$300.00	38	\$11,400.00	382	\$114,600.00	90.95%	6505323
28	0	N/A	\$300.00	44	\$13,200.00	260	\$78,000.00	85.53%	6117226
29	0	N/A	\$1,000.00	1	\$1,000.00	3	\$3,000.00	75.00%	5364337
30	0	N/A	\$1,000.00	0	\$0.00	6	\$6,000.00	100.00%	7152449
31	0	N/A	\$1,000.00	0	\$0.00	5	\$5,000.00	100.00%	7152449
32	0	N/A	\$100,000.00	1	\$100,000.00	4	\$400,000.00	80.00%	5721959
<b>Totals:</b>				<b>208779</b>	<b>\$2,580,855.00</b>	<b>1,573,582</b>	<b>\$21,740,380.00</b>		

Prize Structure  
TEXAS LOTTERY  
GAME NO.2379 "RED HOT \$100,000"  
April 28, 2021 - VERSION B

Order Quantity:	7,152,450	Pack Size:	75	Pool Size:	120,000	Winners:	1,782,361	Prize Fund:	\$24,321,235.00
Price Point:	\$5.00	Packs/Game:	95,366	Number of Pools:	59.60	Non-winners:	5,370,089	Payout:	68.01%
Revenue:	\$35,762,250.00	Packs/Pool:	1,600			Overall Odds:	4.0129		

ORIGINAL ORDER

Kind	Wins	Tier	Get	Win	Value	Odds (1 in)	Winners			Total Prize Cost	% Prize Fund
		Level					Pack	Pool	Total		
Low Tiers											
01	1	L	\$5	\$5	\$5.00	9.3751	8.00	12,800.00	762,921	\$3,814,605.00	15.68%
02	2	L	\$5 x 2	\$10	\$10.00	37.5028	2.00	3,200.00	190,718	\$1,907,180.00	7.84%
03	1	L	\$10	\$10	\$10.00	37.4788	2.00	3,200.00	190,840	\$1,908,400.00	7.85%
Total (\$10.00):						18.7454	4.00	6,400.00	381,558	\$3,815,580.00	15.69%
04	3	L	\$5 x 3	\$15	\$15.00	74.9152	1.00	1,600.00	95,474	\$1,432,110.00	5.89%
05	2	L	\$10 + \$5	\$15	\$15.00	75.0165	1.00	1,600.00	95,345	\$1,430,175.00	5.88%
06	1	L	\$15	\$15	\$15.00	150.2142	0.50	800.00	47,615	\$714,225.00	2.94%
Total (\$15.00):						29.9976	2.50	4,000.00	238,434	\$3,576,510.00	14.71%
07	4	L	\$5 x 4	\$20	\$20.00	149.8303	0.50	800.00	47,737	\$954,740.00	3.93%
08	3	L	\$10 + (\$5 x 2)	\$20	\$20.00	149.8963	0.50	800.00	47,716	\$954,320.00	3.92%
09	2	L	\$10 x 2	\$20	\$20.00	150.0598	0.50	800.00	47,664	\$953,280.00	3.92%
10	1	L	\$20	\$20	\$20.00	150.1039	0.50	800.00	47,650	\$953,000.00	3.92%
Total (\$20.00):						37.4931	2.00	3,200.00	190,767	\$3,815,340.00	15.69%
Total (Low Tiers):						4.5450	16.50	26,400.00	1,573,680	\$15,022,035.00	61.77%
Mid Tiers											
11	6	M	\$5 x 6	\$30	\$30.00	300.1196	0.25	400.00	23,832	\$714,960.00	2.94%
12	2	M	\$5 w/ 5X + \$5	\$30	\$30.00	150.2142	0.50	800.00	47,615	\$1,428,450.00	5.87%
13	3	M	\$10 x 3	\$30	\$30.00	149.7864	0.50	800.00	47,751	\$1,432,530.00	5.89%
14	1	M	\$30	\$30	\$30.00	300.5610	0.25	400.00	23,797	\$713,910.00	2.94%
Total (\$30.00):						50.0189	1.50	2,400.00	142,995	\$4,289,850.00	17.64%
15	10	M	\$5 x 10	\$50	\$50.00	961.2216	0.08	125.00	7,441	\$372,050.00	1.53%
16	1	M	\$5 w/ 10X	\$50	\$50.00	685.6260	0.11	175.00	10,432	\$521,600.00	2.14%
17	3	M	(\$20 x 2) + \$10	\$50	\$50.00	795.7777	0.09	150.00	8,988	\$449,400.00	1.85%
18	1	M	\$10 w/ 5X	\$50	\$50.00	685.5602	0.11	175.00	10,433	\$521,650.00	2.14%
19	1	M	\$50	\$50	\$50.00	687.2730	0.11	175.00	10,407	\$520,350.00	2.14%
Total (\$50.00):						149.9434	0.50	800.00	47,701	\$2,385,050.00	9.81%
20	20	M	\$5 x 20	\$100	\$100.00	2395.3282	0.03	50.00	2,986	\$298,600.00	1.23%
21	10	M	\$10 x 10	\$100	\$100.00	2406.6117	0.03	50.00	2,972	\$297,200.00	1.22%
22	1	M	\$20 w/ 5X	\$100	\$100.00	2399.3459	0.03	50.00	2,981	\$298,100.00	1.23%
23	1	M	\$10 w/ 10X	\$100	\$100.00	2388.1302	0.03	50.00	2,995	\$299,500.00	1.23%
24	1	M	\$100	\$100	\$100.00	1601.1753	0.05	75.00	4,467	\$446,700.00	1.84%
Total (\$100.00):						436.0984	0.17	275.00	16,401	\$1,640,100.00	6.74%
25	20	M	\$15 x 20	\$300	\$300.00	17029.6429	0.00	7.00	420	\$126,000.00	0.52%
26	6	M	\$50 w/ 5X + (\$10 x 5)	\$300	\$300.00	17029.6429	0.00	7.00	420	\$126,000.00	0.52%
27	1	M	\$30 w/ 10X	\$300	\$300.00	17029.6429	0.00	7.00	420	\$126,000.00	0.52%
28	1	M	\$300	\$300	\$300.00	23527.7961	0.00	5.00	304	\$91,200.00	0.38%
Total (\$300.00):						4573.1777	0.02	26.00	1,564	\$469,200.00	1.93%
Total (Mid Tiers):						34.2778	2.19	3,501.00	208,661	\$8,784,200.00	36.12%
High Tiers											
29	20	H	\$50 x 20	\$1,000	\$1,000.00	1788112.5000	0.00	0.08	4	\$4,000.00	0.02%
30	1	H	\$100 w/ 10X	\$1,000	\$1,000.00	1192075.0000	0.00	0.08	6	\$6,000.00	0.02%
31	1	H	\$1,000	\$1,000	\$1,000.00	1430490.0000	0.00	0.08	5	\$5,000.00	0.02%
Total (\$1,000.00):						476830.0000	0.00	0.25	15	\$15,000.00	0.06%
32	1	H	\$100,000	\$100,000	\$100,000.00	1430490.0000	0.00	0.08	5 *	\$500,000.00	2.06%
Total (High Tiers):						357622.5000	0.00	0.34	20	\$515,000.00	2.12%
Total :						4.0129	18.69	29,901.34	1,782,361	\$24,321,235.00	100.00%

\* Exact Quantity by Kind Level

5X = win 5 TIMES the PRIZE  
10X = win 10 TIMES the PRIZE

The \$30 prizes are included in the GLEPS but are programmed as mid-tier and not part of the low-tier file.

SHIPMENT # 1-2
COMPLETE
POOLS # 1-68
7,152,450
762,921
190,718
190,840
95,474
95,345
47,615
47,737
47,716
47,664
47,650
23,832
47,615
47,751
23,797
7,441
10,432
8,988
10,433
10,407
2,986
2,972
2,981
2,995
4,467
420
420
420
304
4
6
5
5



# INTEROFFICE MEMO

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

## Payment Approval

September 16, 2021

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

<b>Vendor Name</b>	<b>Scientific Games</b>
<b>P.O. Number (if applicable)</b>	362-21-9019RL025
<b>Invoice Number</b>	TX 091421
<b>Tx Game Name:</b>	Game #2379 Red Hot \$100,000
<b>Invoice Amount:</b>	<b>\$202,083.85</b>


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


9/16/2021



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


9/16/2021

Date

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

9/16/2021

Date

  
 Ryan Mindell (Lottery Operations Division Director)

9/17/2021

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.**



Invoice: TX 091421  
 "TX 2379 RED HOT \$100,000"™  
 September 14, 2021

Supplier : Scientific Games International  
 1500 Bluegrass Lakes Parkway  
 Alpharetta, Georgia 30004 USA

Customer : TEXAS LOTTERY  
 Attn: Accounts Payable  
 P.O. BOX 16630  
 AUSTIN, TX 78761-6630  
 United States

<u>Game</u>	<u>Shipment</u>	<u>Description</u>	<u>Quantity</u>	<u>Price Per</u>	<u>Total Amount</u>	<u>SG Invoice #</u>
TX-2379	1	TX-2379 RED HOT \$100,000	3,496,575	28.22 \$	98,673.35	1041404
Additional Charges: Speciality Ink-Premium Metallic -TX-2379 Pack Inserts			1	241.71 \$	241.71	
TX-2379	2	TX-2379 RED HOT \$100,000	3,655,875	28.22 \$	103,168.79	1041405
Total Due					<u>\$202,083.85</u>	

\*Please include the SG invoice numbers with your remittance

Due Date: October 13, 2021

Wire Transfer Instructions:

Bank: Bank of America  
 Swift: BOFAUS3N  
 Acct Name: Scientific Games International, Inc.-Operating  
 Acct #: 501017395032  
 Wire Routing #: 026009593

**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