

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

8/26/2022

Game #	2382	Confirmed Packs	850
Game Name	Lucky	Active Packs	852
Quantity Printed	7,334,550	Warehouse Packs	14,324
Price Point	\$5	Returned Packs	4,886
Start Date	2/21/2022	Printed Payout Percentage	68.13%
Top Prize	\$ 100,000	Percent Sold	76.21%
Number of Top Prizes Remaining	0	Number of Weeks Out	26

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 613,485	Actual ticket production costs
Prize payout expense	\$ 18,547,790	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 19,161,275

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 27,948,303	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 27,948,303

Excess of Revenue over Expended \$ 8,787,028

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	\$	141,790
Next week	\$	130,230
Next week	\$	177,880
Avg Weekly Sales Current Game	\$	149,967
Avg Weekly Sales \$5; 5M-9.99M Qty	\$	1,829,626
Percentage Of Variance In Sales		92%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	<input type="text" value="2382"/>	Printed Payout Percentage	<input type="text" value="68.13%"/>
Game Name	<input type="text" value="Lucky"/>	Actual Payout Percentage	<input type="text" value="66.36%"/>
Percent Sold	<input type="text" value="76.21%"/>	Number of Weeks Out	<input type="text" value="26"/>
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			<input type="text" value="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):

Not Required - All Top Prizes Claimed

Scratch Ticket Strategy Coordinator Date

Not Required - All Top Prizes Claimed

Products Manager Date

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

Not Required - All Top Prizes Claimed

Lottery Operations Division Director Date

Not Required - All Top Prizes Claimed

Controller Date

Not Required - All Top Prizes Claimed

Executive Director Date

Bowersock, Dale

From: WebsiteSupport@lottery.state.tx.us
Sent: Friday, August 26, 2022 5:31 AM
To: WEBSITE_SCRATCH_ZTP
Subject: ZTP Occurrence: Date 08/25/2022

All top prizes for the following game(s) have been claimed as of 08/25/2022.

Game Number	Game Name	Price	Prize Amount	Prizes Printed	Prizes Claimed	Pending Top Claims	Pending Top Claims Count	Prizes Remaining	Sales Begin Date	Pre-Call Date	Call Date	Sales End Date
2382	Lucky	\$5	\$100,000	5	5		0	0	02/21/2022	08/05/2022	09/04/2022	10/19/2022

The Last Top Prize Claimed Date only reflects prizes claimed at a Texas Lottery® claim center. If the final top prize was validated at a retail location that validation date will not be reflected on this report.

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

Liability for 2382 / for Life to DateProduct Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 01/28/2022 - 04/18/2023

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	219105	\$1,095,525.00	563260	\$2,816,300.00	71.99%	5280474
2	2	N/A	\$10.00	83117	\$831,170.00	226574	\$2,265,740.00	73.16%	5366053
3	3	N/A	\$10.00	74192	\$741,920.00	203059	\$2,030,590.00	73.24%	5371834
4	4	N/A	\$20.00	24931	\$498,620.00	72851	\$1,457,020.00	74.50%	5464495
5	5	N/A	\$20.00	25225	\$504,500.00	72498	\$1,449,960.00	74.19%	5441300
6	6	N/A	\$20.00	25519	\$510,380.00	72269	\$1,445,380.00	73.90%	5420507
7	0	N/A	\$50.00	4087	\$204,350.00	12215	\$610,750.00	74.93%	5495738
8	0	N/A	\$50.00	12458	\$622,900.00	36477	\$1,823,850.00	74.54%	5467301
9	0	N/A	\$50.00	8120	\$406,000.00	24491	\$1,224,550.00	75.10%	5508278
10	0	N/A	\$50.00	4139	\$206,950.00	12113	\$605,650.00	74.53%	5466613
11	0	N/A	\$100.00	390	\$39,000.00	1118	\$111,800.00	74.14%	5437683
12	0	N/A	\$100.00	2112	\$211,200.00	6073	\$607,300.00	74.20%	5441994
13	0	N/A	\$100.00	1574	\$157,400.00	4580	\$458,000.00	74.42%	5458602
14	0	N/A	\$100.00	1034	\$103,400.00	3067	\$306,700.00	74.79%	5485263
15	0	N/A	\$200.00	26	\$5,200.00	74	\$14,800.00	74.00%	5427567
16	0	N/A	\$200.00	309	\$61,800.00	918	\$183,600.00	74.82%	5487462
17	0	N/A	\$200.00	266	\$53,200.00	769	\$153,800.00	74.30%	5449535
18	0	N/A	\$500.00	168	\$84,000.00	459	\$229,500.00	73.21%	5369311
19	0	N/A	\$500.00	46	\$23,000.00	122	\$61,000.00	72.62%	5326280
20	0	N/A	\$500.00	115	\$57,500.00	295	\$147,500.00	71.95%	5277298
21	0	N/A	\$1,000.00	7	\$7,000.00	13	\$13,000.00	65.00%	4767457
22	0	N/A	\$1,000.00	6	\$6,000.00	16	\$16,000.00	72.73%	5334218
23	0	N/A	\$1,000.00	5	\$5,000.00	15	\$15,000.00	75.00%	5500912
24	0	N/A	\$100,000.00	0	\$0.00	5	\$500,000.00	100.00%	7334549
Totals:				486951	\$6,436,015.00	1,313,331	\$18,547,790.00		

NO. OF TICKETS (+/-2%):		7,334,550	Minimum Quantity:		7,056,000	TEXAS LOTTERY COMMISSION				
NO. POOLS:		20	Maximum Quantity:		7,344,000	"LUCKY" - GAME NO. 2382				
PACK SIZE:		75	END OF PRODUCTION PRIZE STRUCTURE							
PACKS/POOL:		4,800				21-Jan-22		VERSION A		
PACKS/GAME:		97,794								
			7,334,550	\$5 TICKETS	\$36,672,750	REVENUE	PRIZE FUND	\$24,983,805	PAYOUT %	68.13%

PRIZE TIER	PRIZE CODE	TIER CODE	GET:	# OF WAYS TO WIN:	WIN:	ODDS OF 1 IN:	WINNERS IN 20 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	9.37	782,365	8.0001	38,401	\$3,911,825	15.66%	LOW-TIER 62.63%
2	2	L	\$10	1	\$10	23.68	309,691	3.1668	15,200	\$3,096,910	12.40%	
3	3	L	\$5**2X"	1	\$10	26.45	277,251	2.8351	13,608	\$2,772,510	11.10%	
4	4	L	\$5 x 4	4	\$20	75.01	97,782	0.9999	4,799	\$1,955,640	7.83%	
5	5	L	\$10**2X"	1	\$20	75.05	97,723	0.9993	4,797	\$1,954,460	7.82%	
6	6	L	\$20	1	\$20	75.00	97,788	0.9999	4,800	\$1,955,760	7.83%	
7	0	M	\$5**2X" + \$20**2X"	2	\$50	449.92	16,302	0.17	800	\$815,100	3.26%	****
8	0	M	\$10**5X"	1	\$50	149.88	48,935	0.50	2,402	\$2,446,750	9.79%	
9	0	M	\$5 x 10	10	\$50	224.91	32,611	0.33	1,601	\$1,630,550	6.53%	
10	0	M	\$50	1	\$50	451.30	16,252	0.17	798	\$812,600	3.25%	
11	0	M	\$100	1	\$100	4,863.76	1,508	0.02	75	\$150,800	0.60%	
12	0	M	\$20**5X"	1	\$100	896.10	8,185	0.08	400	\$818,500	3.28%	
13	0	M	\$5 x 10 + \$10**5X"	11	\$100	1,191.83	6,154	0.06	300	\$615,400	2.46%	
14	0	M	\$10 x 10	10	\$100	1,788.48	4,101	0.04	200	\$410,100	1.64%	
15	0	M	\$200	1	\$200	73,345.50	100	0.00	5	\$20,000	0.08%	
16	0	M	\$10**5X" x 4	4	\$200	5,977.63	1,227	0.01	60	\$245,400	0.98%	
17	0	M	\$20**5X" + \$20**5X"	2	\$200	7,086.52	1,035	0.01	50	\$207,000	0.83%	
18	0	M	\$5 x 10 + \$50**5X" + \$100**2X"	12	\$500	11,697.85	627	0.01	30	\$313,500	1.25%	MID-TIER 35.12%
19	0	M	\$500	1	\$500	43,658.04	168	0.00	8	\$84,000	0.34%	
20	0	M	\$50 x 2 + \$100 x 4	6	\$500	17,889.15	410	0.00	20	\$205,000	0.82%	
21	0	H	\$50 x 20	20	\$1,000	366,727.50	20	0.00	1.00	\$20,000	0.08%	
22	0	H	\$50 x 2 + \$100**5X" + \$200**2X"	4	\$1,000	333,388.64	22	0.00	1.00	\$22,000	0.09%	HIGH-TIER 2.25%
23	0	H	\$1,000	1	\$1,000	366,727.50	20	0.00	1.00	\$20,000	0.08%	
24	0	H	\$100,000	1	\$100,000	1,466,910.00	5 ***	0.00	0.245414	\$500,000	2.00%	
						4.07	1,800,282	18.41	88,356.60	\$ 24,983,805	100.00%	100.00%
						4,0741						

Note: "2X" = win DOUBLE the PRIZE by revealing one (1) "2X" Play Symbol.
Note: "5X" = win 5 TIMES the PRIZE by revealing one (1) "5X" Play Symbol.

Consolidated odds are 1 in:	\$5	9.37	782,365
	\$10	12.50	586,942
	\$20	25.01	293,293
	\$50	64.28	114,100
	\$100	367.68	19,948
	\$200	3,105.23	2,362
	\$500	6,086.76	1,205
	\$1,000	118,299.19	62
	\$100,000	1,466,910.00	5
			1,800,282

* 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

February 3, 2022

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


Vendor Name	Pollard
P.O. Number (if applicable)	362-22-9010RL004
Tx Game Name	Game #2382 Lucky
Invoice Number	8525632
Invoice Amount	\$613,484.70

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
2/3/2022




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


2/3/2022

Date


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

2/4/2022

Date


 Ryan Mindell (Lottery Operations Division Director)

2/4/2022

Date

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

February 13, 2022



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

INVOICE NO.: 8525632

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: March 2, 2022

Invoice Date	Order No.	Your Order	Customer No.
January 31, 2022	1139213		5008

Order name: LUCKY #2382
PO Number:

Product Description	Quantity	Unit Price	Amount
Ticket Size 4 x 8	7,334,550	22.52 /M	165,174.07
Deco FX™	7,334,550	56.00 /M	410,734.80
Flood UV varnish on ticket front	7,334,550	2.43 /M	17,822.96
Deco FX™	1	5,000.00 Ea	5,000.00
Inserts	1	14,752.88 Ea	14,752.88

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

Before Taxes:	613,484.71 USD
Freight:	0.00
Deposit:	0.00
Amount Due:	613,484.71 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