

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

10/4/2022

Game #	2392	Confirmed Packs	3,516
Game Name	777 Slots	Active Packs	2,355
Quantity Printed	9,265,000	Warehouse Packs	13,464
Price Point	\$2	Returned Packs	36
Start Date	4/18/2022	Printed Payout Percentage	65.07%
Top Prize	\$ 30,000	Percent Sold	72.07%
Number of Top Prizes Remaining	2	Number of Weeks Out	24

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

Cost to print tickets	\$ 206,951	Actual ticket production costs
Prize payout expense	\$ 8,212,322	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs	\$ 8,419,273
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TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 13,354,571	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 13,354,571	

Excess of Revenue over Expended	\$ 4,935,298
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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	\$	171,780
Next week	\$	188,828
Next week	\$	214,942
Avg Weekly Sales Current Game	\$	191,850
Avg Weekly Sales \$2; 5M-9.99M Qty	\$	836,412
Percentage Of Variance In Sales		77%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2392	Printed Payout Percentage	65.07%
Game Name	777 Slots	Actual Payout Percentage	61.49%
Percent Sold	72.07%	Number of Weeks Out	24
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):

Pat Bowersock

10/7/2022

Scratch Ticket Strategy Coordinator Date

Will Russ

10/9/2022

Products Manager Date

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

R. Lu

10/10/2022

Lottery Operations Division Director Date

KG

Kelly Stueck

10/13/2022

Controller Date

Ry Mitchell

10/14/2022

Deputy Executive Director Date

Gay Huff

10/14/2022

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
Baseline	2439	\$1	17,131,800	\$5,000 CASH BLOWOUT	9/6/22			4	10.11%	18,947	13,417	68,326	5	\$580,674.00	\$534,965.00	\$411,627.00	\$204,403.00
	2424	\$1	823,350	CASH FRENZY	9/14/22			2	0.00%	0	0	4,653	7	\$0	\$0	\$0	\$0
	2405	\$1	17,149,800	LOOSE CHANGE	7/5/22			13	47.87%	9,670	7,139	38,353	18	\$454,248.00	\$464,455.00	\$520,972.00	\$636,034.00
	2443	\$2	10,246,375	10X LUCKY	9/19/22			2	10.00%	16,272	11,526	43,442	1	\$1,361,470.00	\$686,014.00	\$1,000.00	\$0
	2403	\$2	9,058,125	LUCKY 3	7/18/22			11	47.31%	7,671	6,871	21,833	9	\$580,250.00	\$662,550.00	\$848,108.00	\$1,041,376.00
	2440	\$5	12,237,000	\$200,000 CASH BLOWOUT	9/6/22			4	14.34%	28,845	14,586	93,543	3	\$2,583,935.00	\$2,554,940.00	\$2,533,250.00	\$1,102,910.00
	2415	\$5	9,906,375	COWBOYS	8/15/22			7	20.54%	15,069	10,653	76,688	0	\$1,763,945.00	\$1,460,110.00	\$1,586,555.00	\$1,770,730.00
	2444	\$5	10,272,825	DAY OF THE DEAD	10/3/22			0	0.00%	166	48	88,801	0	\$0	\$0	\$0	\$0
	2308	\$5	7,222,950	EL GORDO	7/18/22			11	52.31%	7,516	6,026	29,162	168	\$944,575.00	\$974,725.00	\$1,086,290.00	\$1,249,965.00
	2406	\$5	7,342,125	HIT \$200,000!	7/5/22			13	62.15%	7,812	6,714	18,684	189	\$1,036,215.00	\$1,143,225.00	\$1,278,335.00	\$1,414,385.00
	2416	\$5	5,627,550	HOUSTON TEXANS	8/15/22			7	24.08%	10,549	8,013	35,476	42	\$1,334,405.00	\$991,740.00	\$1,088,270.00	\$1,137,360.00
	2412	\$5	7,218,150	POWER SHOT	8/1/22			9	47.94%	10,261	7,856	29,108	107	\$1,255,725.00	\$1,347,890.00	\$1,569,525.00	\$1,644,030.00
	2369	\$10	12,077,250	\$50, \$100 OR \$500!	8/1/22			9	34.14%	25,031	8,270	121,526	9	\$3,991,020.00	\$3,758,870.00	\$3,839,890.00	\$4,285,120.00
	2441	\$10	14,063,350	\$500,000 CASH BLOWOUT	9/6/22			4	8.89%	39,979	13,294	200,169	3	\$3,538,810.00	\$3,573,250.00	\$3,687,520.00	\$1,695,760.00
	2422	\$10	8,199,450	7	10/3/22			0	0.00%	229	40	101,651	0	\$1,000.00	\$0	\$0	\$0
	2407	\$10	12,236,750	PAYOUT MULTIPLIER	7/5/22			13	33.60%	16,933	8,706	134,705	10	\$2,173,320.00	\$2,147,320.00	\$2,263,170.00	\$2,521,350.00
	2311	\$10	8,067,400	TRIPLE RED 777 SUPER TICKET	7/11/22			12	26.30%	15,297	6,675	94,437	6	\$2,137,720.00	\$2,002,130.00	\$2,068,150.00	\$2,184,060.00
	2442	\$20	10,250,650	\$1,000,000 CASH BLOWOUT	9/6/22			4	7.05%	43,519	12,509	322,086	0	\$3,707,280.00	\$3,829,040.00	\$4,348,100.00	\$2,564,420.00
	2349	\$20	8,200,000	500X	7/18/22			11	37.78%	29,434	8,262	161,645	21	\$4,381,020.00	\$4,312,140.00	\$4,393,780.00	\$4,884,480.00
	2434	\$20	16,932,075	MILLION DOLLAR LOTERIA	9/19/22			2	3.39%	48,594	8,703	589,538	1	\$7,463,480.00	\$4,030,100.00	\$2,500.00	\$0
	2423	\$50	6,608,840	\$1,000,000 DIAMOND RICHES	8/1/22			9	16.12%	31,961	9,235	232,312	43	\$5,788,850.00	\$5,685,500.00	\$5,839,750.00	\$5,444,550.00
Mature	1878	\$1	854,700	CASH ON THE SPOT	9/18/17			263	0.00%	0	0	1,744	15	\$0	\$0	\$0	\$0
	1804	\$1	829,650	LUCKY STARS	9/18/17			263	0.00%	0	0	64	603	\$0	\$0	\$0	\$0
	2372	\$1	34,835,250	POWER 20X	1/3/22			39	60.21%	7,174	5,352	77,465	27	\$274,684.00	\$271,467.00	\$291,733.00	\$314,362.00
	2124	\$1	853,200	WINNING 7S	8/8/19			164	0.00%	0	0	1,938	634	\$0	\$0	\$0	\$0
	2392	\$2	9,265,000	777 SLOTS	4/18/22			24	72.07%	3,516	2,355	13,464	36	\$171,780.00	\$188,828.00	\$214,942.00	\$203,516.00
	2325	\$2	28,601,250	BONUS GAME BINGO	12/13/21			42	61.12%	10,292	7,934	68,169	21	\$793,254.00	\$777,776.00	\$834,100.00	\$829,546.00
	2381	\$2	8,912,625	JUMBO BUCKS	6/20/22			15	58.85%	6,220	4,505	16,882	66	\$376,462.00	\$396,522.00	\$473,034.00	\$530,778.00
	2329	\$2	33,566,750	IMITED EDITION BREAK THE BANK	1/17/22			37	59.78%	10,866	8,874	83,628	22	\$881,932.00	\$877,502.00	\$966,948.00	\$957,266.00
	2316	\$2	9,112,375	TRIPLE \$\$\$	5/16/22			20	54.80%	3,715	2,182	25,718	60	\$182,094.00	\$185,156.00	\$209,744.00	\$231,034.00

Liability for 2392 / for Life to Date**Product Status:**
Active**SmartCash Enabled:**
N/A**Validation Range:** 03/08/2022 - 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	347772	\$695,544.00	652895	\$1,305,790.00	65.25%	6045040
2	2	N/A	\$3.00	158457	\$475,371.00	310759	\$932,277.00	66.23%	6136155
3	3	N/A	\$6.00	59740	\$358,440.00	125576	\$753,456.00	67.76%	6278257
4	4	N/A	\$6.00	63571	\$381,426.00	134206	\$805,236.00	67.86%	6286972
5	5	N/A	\$9.00	42469	\$382,221.00	93306	\$839,754.00	68.72%	6367004
6	6	N/A	\$9.00	23461	\$211,149.00	50731	\$456,579.00	68.38%	6335220
7	7	N/A	\$10.00	7709	\$77,090.00	17047	\$170,470.00	68.86%	6379885
8	8	N/A	\$10.00	26263	\$262,630.00	60168	\$601,680.00	69.61%	6449728
9	9	N/A	\$20.00	3776	\$75,520.00	8618	\$172,360.00	69.53%	6442292
10	10	N/A	\$20.00	18356	\$367,120.00	43370	\$867,400.00	70.26%	6509785
11	0	N/A	\$30.00	1105	\$33,150.00	2574	\$77,220.00	69.96%	6482226
12	0	N/A	\$30.00	2705	\$81,150.00	6583	\$197,490.00	70.88%	6566698
13	0	N/A	\$30.00	1345	\$40,350.00	3310	\$99,300.00	71.11%	6588002
14	0	N/A	\$30.00	1143	\$34,290.00	2731	\$81,930.00	70.50%	6531418
15	0	N/A	\$60.00	840	\$50,400.00	1878	\$112,680.00	69.09%	6401644
16	0	N/A	\$60.00	807	\$48,420.00	1918	\$115,080.00	70.39%	6521199
17	0	N/A	\$60.00	808	\$48,480.00	1919	\$115,140.00	70.37%	6519814
18	0	N/A	\$60.00	791	\$47,460.00	1938	\$116,280.00	71.02%	6579541
19	0	N/A	\$100.00	224	\$22,400.00	551	\$55,100.00	71.10%	6587116
20	0	N/A	\$100.00	230	\$23,000.00	539	\$53,900.00	70.09%	6493933
21	0	N/A	\$100.00	171	\$17,100.00	410	\$41,000.00	70.57%	6538123
22	0	N/A	\$100.00	189	\$18,900.00	430	\$43,000.00	69.47%	6436106
23	0	N/A	\$100.00	291	\$29,100.00	682	\$68,200.00	70.09%	6494069
24	0	N/A	\$1,000.00	5	\$5,000.00	11	\$11,000.00	68.75%	6369687
25	0	N/A	\$30,000.00	2	\$60,000.00	4	\$120,000.00	66.67%	6176666
			Totals:	762230	\$3,845,711.00	1,522,154	\$8,212,322.00		

NO. OF TICKETS:9,265,000

NO. POOLS:39

PACK SIZE:125

PACKS/POOL:1,920

PACKS/GAME:74,120

Minimum:8,937,600

Maximum:9,302,400

TEXAS LOTTERY COMMISSION

"777 SLOTS" - GAME NO. 2392

END OF PRODUCTION PRIZE STRUCTURE

2-Mar-22

9,265,000				\$2 TICKETS		\$18,530,000	REVENUE	PRIZE FUND	\$12,058,033	PAYOUT %		65.07%
PRIZE LEVEL	PRIZE CODE	TIER CODE	GET:	# OF WAYS TO WIN:	WIN:	ODDS OF 1 IN:	WINNERS IN 39 POOLS	WINNERS IN 125 (PER PACK*)	WINNERS IN 240,000 (Per Pool)	PRIZE COST	PERCENT OF PRIZE FUND **	VALIDATION TIER LEVELS
1	1	L	\$2	1	\$2	9.26	1,000,667	13.50	25921.217	\$2,001,334	16.60%	LOW-TIER
2	2	L	\$3	1	\$3	19.75	469,216	6.33	12154.543	\$1,407,648	11.67%	
3	3	L	\$6	1	\$6	50.00	185,316	2.50	4800.414	\$1,111,896	9.22%	
4	4	L	\$2"3X"	1	\$6	46.85	197,777	2.67	5123.203	\$1,186,662	9.84%	
5	5	L	\$3"3X"	1	\$9	68.24	135,775	1.83	3517.107	\$1,221,975	10.13%	
6	6	L	\$9	1	\$9	124.88	74,192	1.00	1921.865	\$667,728	5.54%	
7	7	L	\$10	1	\$10	374.25	24,756	0.33	641.278	\$247,560	2.05%	
8	8	L	\$2"3X" + \$2 x 2	3	\$10	107.20	86,431	1.17	2238.903	\$864,310	7.17%	
9	9	L	\$20	1	\$20	747.54	12,394	0.17	321.053	\$247,880	2.06%	
10	10	L	\$2 + \$6"3X"	2	\$20	150.10	61,726	0.83	1598.947	\$1,234,520	10.24%	
11	0	M	\$30	1	\$30	2,518.35	3,679	0.05	95.000	\$110,370	0.92%	MID-TIER
12	0	M	\$10"3X"	1	\$30	997.52	9,288	0.13	240.000	\$278,640	2.31%	
13	0	M	\$2"3X" + \$2 x 3 + \$3 x 6	10	\$30	1,990.33	4,655	0.06	120.000	\$139,650	1.16%	
14	0	M	\$3 + \$9"3X"	2	\$30	2,391.58	3,874	0.05	100.000	\$116,220	0.96%	
15	0	M	\$60	1	\$60	3,408.76	2,718	0.04	70.000	\$163,080	1.35%	
16	0	M	\$2 + \$6"3X" + \$10 x 4	6	\$60	3,400.00	2,725	0.04	70.000	\$163,500	1.36%	
17	0	M	\$20"3X"	1	\$60	3,397.51	2,727	0.04	70.000	\$163,620	1.36%	
18	0	M	\$3 + \$9"3X" + \$30	3	\$60	3,395.02	2,729	0.04	70.000	\$163,740	1.36%	
19	0	M	\$100	1	\$100	11,954.84	775	0.01	20.000	\$77,500	0.64%	
20	0	M	\$2 x 2 + \$3 x 2 + \$30"3X"	5	\$100	12,048.11	769	0.01	20.000	\$76,900	0.64%	
21	0	M	\$3 x 2 + \$6 x 4 + \$10"3X" + \$10 x 2 + \$20	10	\$100	15,946.64	581	0.01	15.000	\$58,100	0.48%	HIGH-TIER
22	0	M	\$20 x 5	5	\$100	14,967.69	619	0.01	16.000	\$61,900	0.51%	
23	0	M	\$10 + \$20"3X" + \$30	3	\$100	9,522.10	973	0.01	25.000	\$97,300	0.81%	
24	0	H	\$1,000	1	\$1,000	579,062.50	16	-	0.414	\$16,000	0.13%	HIGH-TIER
25	0	H	\$30,000	1	\$30,000	1,544,166.67	6 ***	-	0.155	\$180,000	1.49%	
						4.06	2,284,384	30.82	59,170	\$ 12,058,033	100.00%	100.00%

Note: "3X" = win TRIPLE the PRIZE by revealing three (3) "7" Play Symbols in the same SPIN.

Consolidated odds are 1 in:

\$2	9.26	1,000,667
\$3	19.75	469,216
\$6	24.18	383,093
\$9	44.13	209,967
\$10	83.33	111,187
\$20	125.00	74,120
\$30	431.01	21,496
\$60	850.08	10,899
\$100	2,492.60	3,717
\$1,000	579,062.50	16
\$30,000	1,544,166.67	6
		2,284,384

- * 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.



INTEROFFICE MEMO

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

Payment Approval

March 18, 2022

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

Vendor Name	Pollard
P.O. Number (if applicable)	362-22-9010RL008
Tx Game Name	Game #2392 777 Slots
Invoice Number	8526454
Invoice Amount	\$206,950.55

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

3/18/2022



3/18/2022

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

Date

3/21/2022

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

Date

3/21/2022

Ryan Mindell (Lottery Operations Division Director)

Date

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

March 28, 2022



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

INVOICE NO.: 8526454

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: April 10, 2022

Invoice Date	Order No.	Your Order	Customer No.
March 11, 2022	1151181		5008

Order name: 777 SLOTS #2392

PO Number:

Product Description	Quantity	Unit Price	Amount
Ticket Size 4 x 4	9,265,000	13.73 /M	127,208.45
Four colour process / Spectrum overprints	9,265,000	4.00 /M	37,060.00
Integrated Overprints / Continuous Image	9,265,000	4.00 /M	37,060.00
Additional scene within a book	9,265,000	0.14 /M	1,297.10
Inserts	1	4,325.00 Ea	4,325.00

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

Before Taxes:	206,950.55 USD
Freight:	0.00
Deposit:	0.00
Amount Due:	206,950.55 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
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

Bowersock, Dale

From: Gough, Riley <Riley.Gough@IGT.com>
Sent: Tuesday, October 4, 2022 2:04 PM
To: Bowersock, Dale
Cc: ProductsScratchTeam; Tirloni, Robert
Subject: RE: October Pre-Call Recommendations

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.

Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed
2392	\$2	9,265,000	777 SLOTS	4/18/22			24	72.07%	3,516
2316	\$2	9,112,375	TRIPLE \$\$\$	5/16/22			20	54.80%	3,715
2409	\$5	5,930,400	50X SPEEDWAY RICHES	4/18/22			24	60.86%	1,418
2366	\$5	7,333,350	TEXAS EDITION BUCKS & TRUCKS	3/7/22			30	85.04%	1,032
2380	\$10	12,227,050	CASH CELEBRATION	2/7/22			34	49.20%	5,856

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

Thanks,
 Dale