

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

1/24/2023

Game #	2405	Confirmed Packs	5,223
Game Name	Loose Change	Active Packs	6,838
Quantity Printed	17,149,800	Warehouse Packs	1,293
Price Point	\$1	Returned Packs	739
Start Date	7/5/2022	Printed Payout Percentage	60.02%
Top Prize	\$ 500	Percent Sold	85.00%
Number of Top Prizes Remaining	6	Number of Weeks Out	29

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

Cost to print tickets	\$ 454,365	Actual ticket production costs
Prize payout expense	\$ 8,281,852	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs	\$ 8,736,217
-------------------------------	---------------------

TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 14,577,330	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 14,577,330	

Excess of Revenue over Expended	\$ 5,841,113
--	---------------------

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	\$	316,271
Next week	\$	353,508
Next week	\$	354,675
Avg Weekly Sales Current Game	\$	341,485
Avg Weekly Sales \$1; 15M-19.99M Qty	\$	637,501
Percentage Of Variance In Sales		46%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	<div>2405</div>	Printed Payout Percentage	<div>60.02%</div>
Game Name	<div>Loose Change</div>	Actual Payout Percentage	<div>56.81%</div>
Percent Sold	<div>85.00%</div>	Number of Weeks Out	<div>29</div>
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			<div>23</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):



1/24/2023

Scratch Ticket Strategy Coordinator

 Date

1/25/2023

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% Sold

Lottery Operations Division Director

 Date

Not Required - Over 85% Sold

Controller

 Date

Not Required - Over 85% Sold

Deputy Executive Director

 Date

Not Required - Over 85% Sold

Executive Director

 Date



Play the Games of Texas!

Da Vinci Report

1/24/23

Week End Date:1/21/23

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														1/21/23	1/14/23	1/7/23	12/31/22
Baseline	2461	\$1	34,367,550	20X CASH BLITZ	1/2/23			3	5.91%	18,488	13,869	179,933	0	\$896,689.00	\$811,548.00	\$322,954.00	\$0
	2449	\$1	11,341,050	HOLIDAY BUCKS	11/7/22			11	66.55%	4,824	13,805	2,816	263	\$592,220.00	\$630,832.00	\$736,004.00	\$799,112.00
	2469	\$2	9,173,500	LUCKY SHAMROCK	1/16/23			1	3.56%	20,099	10,746	37,017	2	\$652,830.00	\$500.00	\$0	\$0
	2453	\$2	7,173,250	TRIPLE 777	12/19/22			5	48.04%	10,207	11,846	5,357	6	\$1,130,392.00	\$1,605,556.00	\$1,725,264.00	\$1,575,692.00
	2462	\$3	24,476,125	30X CASH BLITZ CROSSWORD	1/2/23			3	5.40%	17,078	13,083	152,262	0	\$1,759,524.00	\$1,514,358.00	\$693,018.00	\$0
	2463	\$5	28,138,800	50X CASH BLITZ	1/2/23			3	6.85%	24,045	13,833	306,234	2	\$3,701,725.00	\$4,197,940.00	\$1,738,775.00	\$0
	2459	\$5	7,218,750	BONUS MONEY	1/16/23			1	5.23%	31,752	12,927	42,115	0	\$1,886,860.00	\$375.00	\$0	\$0
	2454	\$5	7,217,250	CASH PLU\$	12/5/22			7	44.24%	12,026	9,299	29,661	13	\$1,605,555.00	\$1,884,135.00	\$2,291,725.00	\$2,714,370.00
	2456	\$5	7,191,150	LUCKY 7	12/19/22			5	42.95%	17,255	11,876	22,277	1	\$2,301,620.00	\$3,004,470.00	\$3,762,905.00	\$4,187,765.00
	2451	\$5	7,341,525	NUTCRACKER CASH	11/7/22			11	79.51%	5,350	9,314	414	362	\$1,202,600.00	\$1,741,350.00	\$2,290,585.00	\$2,907,790.00
	2432	\$5	59,010,300	SPECIAL EDITION SUPER LOTERIA	12/5/22			7	10.06%	28,373	12,848	658,663	1	\$4,376,830.00	\$4,366,525.00	\$4,728,770.00	\$5,096,380.00
	2464	\$10	23,085,050	100X CASH BLITZ	1/2/23			3	5.39%	31,610	12,640	387,428	6	\$4,737,900.00	\$5,278,540.00	\$2,416,000.00	\$0
	2410	\$10	8,198,500	MONOPOLY	12/5/22			7	28.48%	22,646	11,924	79,326	3	\$2,620,780.00	\$2,685,000.00	\$3,352,320.00	\$4,002,600.00
	2452	\$10	5,882,300	PEPPERMINT PAYOUT DELUXE	11/7/22			11	72.39%	14,058	8,230	3,838	435	\$1,765,470.00	\$2,325,210.00	\$3,238,280.00	\$4,562,880.00
	2460	\$20	7,978,175	\$100,000,000 RICHES!	12/19/22			5	16.25%	27,308	9,886	225,807	0	\$3,796,900.00	\$4,345,500.00	\$5,352,780.00	\$7,147,980.00
	2465	\$20	10,031,750	200X CASH BLITZ	1/2/23			3	7.86%	37,753	11,276	315,036	0	\$5,400,880.00	\$6,456,220.00	\$3,919,180.00	\$0
	2455	\$50	10,237,540	\$5,000,000 ULTIMATE	1/16/23			1	1.32%	46,514	7,535	446,871	1	\$6,771,250.00	\$1,000.00	\$0	\$0
Mature	2439	\$1	17,131,800	\$5,000 CASH BLOWOUT	9/6/22			20	56.01%	10,131	11,744	25,583	29	\$404,224.00	\$416,591.00	\$394,191.00	\$387,352.00
	2424	\$1	823,350	CASH FRENZY	9/14/22			18	0.00%	0	0	3,046	592	\$0	\$0	\$0	\$0
	1878	\$1	854,700	CASH ON THE SPOT	9/18/17			279	0.00%	0	0	1,732	15	\$0	\$0	\$0	\$0
	2405	\$1	17,149,800	LOOSE CHANGE	7/5/22			29	85.00%	5,223	6,838	1,293	739	\$316,271.00	\$353,508.00	\$354,675.00	\$341,977.00
	1804	\$1	829,650	LUCKY STARS	9/18/17			279	0.00%	0	0	64	603	\$0	\$0	\$0	\$0
	2124	\$1	853,200	WINNING 7S	8/8/19			180	0.00%	0	0	1,749	633	\$0	\$0	\$0	\$0
	2443	\$2	10,246,375	10X LUCKY	9/19/22			18	69.67%	5,363	4,645	13,109	135	\$410,266.00	\$478,342.00	\$514,808.00	\$539,652.00
	2325	\$2	28,601,250	BONUS GAME BINGO	12/13/21			58	84.09%	10,320	9,152	12,544	34	\$850,268.00	\$889,562.00	\$884,158.00	\$875,412.00
	2329	\$2	33,566,750	IMITED EDITION BREAK THE BANK	1/17/22			53	82.08%	10,839	10,387	21,599	48	\$963,592.00	\$1,040,322.00	\$1,008,604.00	\$982,764.00
	2446	\$2	5,988,750	VETERANS CASH	10/17/22			14	56.92%	6,455	5,107	6,705	109	\$335,696.00	\$357,792.00	\$382,718.00	\$411,108.00
	2321	\$3	47,974,000	\$50,000 BONUS CASHWORD	4/11/22			41	38.00%	11,983	8,275	214,465	54	\$1,353,090.00	\$1,386,927.00	\$1,466,505.00	\$1,519,908.00
	2431	\$3	32,785,800	SPECIAL EDITION LOTERIA	10/17/22			14	19.29%	17,910	11,961	318,231	14	\$1,373,919.00	\$1,415,577.00	\$1,484,688.00	\$1,424,994.00
	2440	\$5	12,237,000	\$200,000 CASH BLOWOUT	9/6/22			20	54.79%	12,130	8,958	49,390	44	\$1,045,470.00	\$1,128,580.00	\$1,254,305.00	\$1,327,025.00

Liability for 2405 / for Life to Date**Product Status:**
Active**SmartCash Enabled:**
N/A**Validation Range:** 06/10/2022 - 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	\$1.00	460317	\$460,317.00	1483294	\$1,483,294.00	76.32%	13088110
2	2	N/A	\$2.00	222424	\$444,848.00	806462	\$1,612,924.00	78.38%	13442365
3	3	N/A	\$4.00	89706	\$358,824.00	367556	\$1,470,224.00	80.38%	13785339
4	4	N/A	\$5.00	26959	\$134,795.00	116100	\$580,500.00	81.16%	13917976
5	5	N/A	\$10.00	19872	\$198,720.00	94526	\$945,260.00	82.63%	14170719
6	6	N/A	\$20.00	13965	\$279,300.00	71739	\$1,434,780.00	83.71%	14355333
7	0	N/A	\$40.00	1907	\$76,280.00	10623	\$424,920.00	84.78%	14539690
8	0	N/A	\$50.00	452	\$22,600.00	2441	\$122,050.00	84.38%	14470328
9	0	N/A	\$100.00	323	\$32,300.00	1824	\$182,400.00	84.96%	14569741
10	0	N/A	\$500.00	6	\$3,000.00	51	\$25,500.00	89.47%	15344557
Totals:				835931	\$2,010,984.00	2,954,616	\$8,281,852.00		

Prize Structure
TEXAS LOTTERY
GAME NO.2405 "LOOSE CHANGE®"
January 12, 2022 - VERSION A

Order Quantity:	17,149,800	Pack Size:	150	Pool Size:	240,000	Winners:	3,790,547	Prize Fund:	\$10,292,836.00
Price Point:	\$1.00	Packs/Game:	114,332	Number of Pools:	71.46	Non-winners:	13,359,253	Payout:	60.02%
Revenue:	\$17,149,800.00	Packs/Pool:	1,600			Overall Odds:	4.5244		

ORIGINAL ORDER

SHIPMENT # 1-2
COMPLETE
POOLS # 1-98

Kind	Wins	Tier	Get	Win	Value	Odds (1 in)	Winners			Total Prize Cost	% Prize Fund
		Level					Pack	Pool	Total		
Low Tiers											
01	1	L	\$1	\$1	\$1.00	8.8237	17.00	27,200.00	1,943,611	\$1,943,611.00	18.88%
02	1	L	\$2	\$2	\$2.00	16.6683	9.00	14,400.00	1,028,886	\$2,057,772.00	19.99%
03	1	L	\$4	\$4	\$4.00	37.5054	4.00	6,400.00	457,262	\$1,829,048.00	17.77%
04	1	L	\$5	\$5	\$5.00	119.8792	1.25	2,000.00	143,059	\$715,295.00	6.95%
05	1	L	\$10	\$10	\$10.00	149.9135	1.00	1,600.00	114,398	\$1,143,980.00	11.11%
06	1	L	\$20	\$20	\$20.00	200.1050	0.75	1,200.00	85,704	\$1,714,080.00	16.65%
Total (Low Tiers):						4.5455	33.00	52,800.00	3,772,920	\$9,403,786.00	91.36%
Mid Tiers											
07	1	M	\$40	\$40	\$40.00	1368.6991	0.11	175.00	12,530	\$501,200.00	4.87%
08	1	M	\$50	\$50	\$50.00	5928.0332	0.03	40.00	2,893	\$144,650.00	1.41%
09	1	M	\$100	\$100	\$100.00	7987.7969	0.02	30.00	2,147	\$214,700.00	2.09%
10	1	M	\$500	\$500	\$500.00	300873.6842	0.00	0.80	57	\$28,500.00	0.28%
Total (Mid Tiers):						972.9279	0.15	245.80	17,627	\$889,050.00	8.64%
Total :						4.5244	33.15	53,045.80	3,790,547	\$10,292,836.00	100.00%

17149800

1943611

1028886

457262

143059

114398

85704

12530

2893

2147

57



INTEROFFICE MEMO

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

Payment Approval

June 14, 2022

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

Vendor Name	Scientific Games
P.O. Number (if applicable)	362-22-9019RL011
Invoice Number	TX061022
Tx Game Name:	Game #2405 Loose Change
Invoice Amount:	\$454,365.02

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.

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

6/14/2022

Date

JB
6/14/2022



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

6/14/2022

Date

Ryan Mindell (Lottery Operations Division Director)

6/14/2022

Date

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

June 24, 2022



Invoice: TX 061022
"TX 22405 LOOSE CHANGE"™
June 10, 2022

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-2405	1	TX-2405 LOOSE CHANGE	8,860,350	24.904	\$ 220,658.16	1043364
TX-2405	2	TX-2405 LOOSE CHANGE	8,289,450	24.904	\$ 206,440.46	1043365
Additional Charges: Pack inserts Printed on Holographic Stock(over 200,000 pieces)			113,610	0.24	\$ 27,266.40	
					\$ -	
					\$ -	
					\$ -	
Total Due					<u>\$454,365.02</u>	

*Please include the SG invoice numbers with your remittance

Due Date: July 8, 2022

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

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: Monday, January 23, 2023 5:03 PM
To: Bowersock, Dale
Cc: ProductsScratchTeam
Subject: RE: February 2023 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, January 23, 2023 8:57 AM
To: Gough, Riley <Riley.Gough@IGT.com>
Cc: ProductsScratchTeam <ProductsScratchTeam@lottery.state.tx.us>
Subject: February 2023 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 for Pre-Call on February 3.

Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	1/21/23	1/14/23
2405	\$1	17,149,800	LOOSE CHANGE	7/5/22			29	85.00%	5,324	6,992	1,342	686	\$316,271.00	\$353,51
Over 85% sold														
2447	\$5	7,185,450	100X BONUS	10/17/22			14	90.94%	3,330	3,223	11	94	\$732,790.00	\$976,31
Over 85% sold														
2374	\$5	27,786,375	POWER 50X	1/3/22			55	67.54%	7,161	5,496	105,200	82	\$789,710.00	\$882,81
66% variance														
2342	\$5	59,886,425	SUPER LOTERIA	10/18/21			66	97.32%	9,801	6,232	823	98	\$2,230,410.00	\$2,477,51
Over 85% sold														
2375	\$10	22,880,600	POWER 100X	1/3/22			55	56.16%	11,148	5,631	180,898	230	\$1,163,590.00	\$1,236,71
72% variance														
2411	\$20	7,928,475	ULTIMATE 7S	2/21/22			48	86.03%	8,145	3,262	31,160	54	\$1,039,900.00	\$1,119,36
Over 85% sold														

2376	\$20	10,149,100	POWER 200X	1/3/22			55	72.18%	13,702	5,563	91,075	103	\$1,232,980.00	\$1,375,4
------	------	------------	------------	--------	--	--	----	--------	--------	-------	--------	-----	----------------	-----------

78% variance

Pre-calling on this day would result in the following close dates:

Pre-call: 2/3/23

Call: 3/5/23

Close: 4/19/23

EOV: 10/16/23

Please let me know if you have any concerns.

Thanks,

Dale

CONFIDENTIALITY NOTICE: This message is the property of International Game Technology PLC and/or its subsidiaries and may contain proprietary, confidential or trade secret information. This message is intended solely for the use of the addressee. If you are not the intended recipient and have received this message in error, please delete this message from your system. Any unauthorized reading, distribution, copying, or other use of this message or its attachments is strictly prohibited.