

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

11/28/2022

Game #	2406	Confirmed Packs	3,052
Game Name	Hit \$200,000!	Active Packs	2,600
Quantity Printed	7,342,125	Warehouse Packs	14,464
Price Point	\$5	Returned Packs	1,300
Start Date	7/5/2022	Printed Payout Percentage	67.98%
Top Prize	\$ 200,000	Percent Sold	75.18%
Number of Top Prizes Remaining	2	Number of Weeks Out	21

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

Cost to print tickets	\$ 666,741	Actual ticket production costs
Prize payout expense	\$ 18,024,385	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs	\$ 18,691,126
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TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 27,599,048	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 27,599,048	

Excess of Revenue over Expended	\$ 8,907,922
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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	\$	331,330
Next week	\$	390,615
Next week	\$	477,730
Avg Weekly Sales Current Game	\$	399,892
Avg Weekly Sales \$5; 5M - 9.99M Qty	\$	1,829,626
Percentage Of Variance In Sales		78%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2406	Printed Payout Percentage	67.98%
Game Name	Hit \$200,000!	Actual Payout Percentage	65.31%
Percent Sold	75.18%	Number of Weeks Out	21
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			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):

Dale Bowersock

11/29/2022

Scratch Ticket Strategy Coordinator Date

Will Russ

11/30/2022

Products Manager Date

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

Robert Lee

12/1/2022

Lottery Operations Division Director Date

KG Kelly Shuckey

12/2/2022

Controller Date

Ry Mitchell

12/2/2022

Deputy Executive Director Date

Gary Grief

12/2/2022

Executive Director Date



Play the Games of Texas!

Da Vinci Report

11/28/22

Week End Date:11/26/22

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														11/26/22	11/19/22	11/12/22	11/5/22
Baseline	2439	\$1	17,131,800	\$5,000 CASH BLOWOUT	9/6/22			12	36.58%	11,941	9,797	48,885	13	\$420,220.00	\$459,159.00	\$544,649.00	\$644,067.00
	2424	\$1	823,350	CASH FRENZY	9/14/22			10	0.00%	0	0	3,046	580	\$0	\$0	\$0	\$0
	2449	\$1	11,341,050	HOLIDAY BUCKS	11/7/22			3	14.65%	17,902	15,036	29,835	8	\$725,696.00	\$635,362.00	\$300,287.00	\$150.00
	2443	\$2	10,246,375	10X LUCKY	9/19/22			10	48.98%	8,036	6,754	25,788	4	\$630,752.00	\$656,946.00	\$855,072.00	\$1,030,892.00
	2446	\$2	5,988,750	VETERANS CASH	10/17/22			6	20.25%	11,356	11,604	13,859	2	\$461,130.00	\$505,386.00	\$561,380.00	\$365,000.00
	2431	\$3	32,785,800	SPECIAL EDITION LOTERIA	10/17/22			6	8.15%	18,065	9,766	371,648	5	\$1,314,984.00	\$1,333,443.00	\$1,561,566.00	\$1,673,748.00
	2450	\$3	6,115,750	WINTER WORDS	11/7/22			3	22.24%	14,238	11,516	10,586	5	\$1,784,778.00	\$1,531,932.00	\$762,543.00	\$375.00
	2440	\$5	12,237,000	\$200,000 CASH BLOWOUT	9/6/22			12	38.36%	16,408	10,899	71,033	11	\$1,428,155.00	\$1,521,665.00	\$1,601,335.00	\$1,955,880.00
	2447	\$5	7,185,450	100X BONUS	10/17/22			6	54.32%	18,963	11,069	11,706	4	\$2,578,735.00	\$2,752,230.00	\$3,475,220.00	\$4,236,925.00
	2444	\$5	10,272,825	DAY OF THE DEAD	10/3/22			8	34.15%	11,242	8,876	66,941	1	\$1,349,315.00	\$1,596,845.00	\$1,767,655.00	\$2,400,895.00
	2451	\$5	7,341,525	NUTCRACKER CASH	11/7/22			3	24.72%	20,680	15,525	34,638	12	\$3,430,655.00	\$3,673,140.00	\$1,970,660.00	\$750.00
	2441	\$10	14,063,350	\$500,000 CASH BLOWOUT	9/6/22			12	22.72%	23,967	10,736	180,617	10	\$1,886,380.00	\$2,032,740.00	\$2,197,130.00	\$2,557,480.00
	2422	\$10	8,199,450	7	10/3/22			8	43.96%	26,861	10,482	52,378	3	\$3,324,280.00	\$3,570,900.00	\$4,002,460.00	\$4,846,480.00
	2452	\$10	5,882,300	PEPPERMINT PAYOUT DELUXE	11/7/22			3	22.87%	28,191	12,949	46,815	7	\$4,795,180.00	\$5,288,470.00	\$3,370,090.00	\$1,000.00
	2442	\$20	10,250,650	\$1,000,000 CASH BLOWOUT	9/6/22			12	18.94%	26,590	10,674	292,603	17	\$2,638,200.00	\$2,838,620.00	\$2,921,220.00	\$3,153,680.00
	2434	\$20	16,932,075	MILLION DOLLAR LOTERIA	9/19/22			10	22.46%	52,948	12,934	453,833	19	\$8,807,160.00	\$8,969,760.00	\$8,741,020.00	\$8,615,840.00
Mature	1878	\$1	854,700	CASH ON THE SPOT	9/18/17			271	0.00%	0	0	1,737	15	\$0	\$0	\$0	\$0
	2405	\$1	17,149,800	LOOSE CHANGE	7/5/22			21	68.64%	8,242	6,214	17,905	41	\$339,669.00	\$379,212.00	\$455,525.00	\$525,498.00
	1804	\$1	829,650	LUCKY STARS	9/18/17			271	0.00%	0	0	64	603	\$0	\$0	\$0	\$0
	2124	\$1	853,200	WINNING 7S	8/8/19			172	0.00%	0	0	1,749	634	\$0	\$0	\$0	\$0
	2325	\$2	28,601,250	BONUS GAME BINGO	12/13/21			50	72.47%	10,340	7,903	41,766	24	\$751,232.00	\$799,320.00	\$810,570.00	\$897,658.00
	2329	\$2	33,566,750	IMITED EDITION BREAK THE BANK	1/17/22			45	70.73%	10,434	8,959	55,373	40	\$846,956.00	\$887,928.00	\$948,780.00	\$999,978.00
	2403	\$2	9,058,125	LUCKY 3	7/18/22			19	63.55%	4,264	3,416	16,993	186	\$253,100.00	\$265,212.00	\$270,706.00	\$359,884.00
	2321	\$3	47,974,000	\$50,000 BONUS CASHWORD	4/11/22			33	30.43%	12,368	7,415	245,451	18	\$1,205,796.00	\$1,290,804.00	\$1,375,938.00	\$1,573,146.00
	2401	\$5	10,122,225	50X THE CASH	6/6/22			25	79.81%	2,823	2,077	19,644	885	\$378,265.00	\$434,925.00	\$452,670.00	\$550,750.00
	2428	\$5	23,203,950	BINGO TIMES 20	4/11/22			33	38.21%	12,397	8,518	168,458	32	\$1,365,570.00	\$1,395,365.00	\$1,462,520.00	\$1,507,310.00
	2415	\$5	9,906,375	COWBOYS	8/15/22			15	38.13%	7,218	5,809	66,866	15	\$772,735.00	\$805,590.00	\$919,750.00	\$1,101,235.00
	2308	\$5	7,222,950	EL GORDO	7/18/22			19	64.56%	3,133	2,620	24,370	1,483	\$372,770.00	\$386,715.00	\$447,205.00	\$514,760.00
	2406	\$5	7,342,125	HIT \$200,000!	7/5/22			21	75.18%	3,052	2,600	14,464	1,300	\$331,330.00	\$390,615.00	\$477,730.00	\$580,830.00
	2416	\$5	5,627,550	HOUSTON TEXANS	8/15/22			15	43.40%	5,035	3,601	31,050	526	\$417,905.00	\$479,315.00	\$555,370.00	\$652,340.00

Liability for 2406 / for Life to Date**Product Status:**
Active**SmartCash Enabled:**
N/A**Validation Range:** 06/07/2022 - 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	\$5.00	269176	\$1,345,880.00	660925	\$3,304,625.00	71.06%	5217276
2	2	N/A	\$10.00	76968	\$769,680.00	200435	\$2,004,350.00	72.25%	5304985
3	3	N/A	\$10.00	88041	\$880,410.00	238180	\$2,381,800.00	73.01%	5360621
4	4	N/A	\$20.00	22086	\$441,720.00	59468	\$1,189,360.00	72.92%	5353771
5	0	N/A	\$25.00	17512	\$437,800.00	47715	\$1,192,875.00	73.15%	5370927
6	0	N/A	\$25.00	13146	\$328,650.00	35863	\$896,575.00	73.18%	5372699
7	0	N/A	\$50.00	3813	\$190,650.00	10442	\$522,100.00	73.25%	5378216
8	0	N/A	\$50.00	3776	\$188,800.00	10494	\$524,700.00	73.54%	5399317
9	0	N/A	\$50.00	3752	\$187,600.00	10544	\$527,200.00	73.75%	5415176
10	0	N/A	\$100.00	5519	\$551,900.00	14895	\$1,489,500.00	72.96%	5357154
11	0	N/A	\$100.00	1066	\$106,600.00	3034	\$303,400.00	74.00%	5433172
12	0	N/A	\$100.00	1590	\$159,000.00	4520	\$452,000.00	73.98%	5431490
13	0	N/A	\$100.00	1914	\$191,400.00	5226	\$522,600.00	73.19%	5373941
14	0	N/A	\$200.00	911	\$182,200.00	2475	\$495,000.00	73.10%	5366733
15	0	N/A	\$200.00	518	\$103,600.00	1527	\$305,400.00	74.67%	5482359
16	0	N/A	\$200.00	535	\$107,000.00	1512	\$302,400.00	73.86%	5423201
17	0	N/A	\$500.00	266	\$133,000.00	757	\$378,500.00	74.00%	5433028
18	0	N/A	\$500.00	272	\$136,000.00	759	\$379,500.00	73.62%	5405114
19	0	N/A	\$500.00	163	\$81,500.00	451	\$225,500.00	73.45%	5392994
20	0	N/A	\$1,000.00	6	\$6,000.00	20	\$20,000.00	76.92%	5647788
21	0	N/A	\$1,000.00	2	\$2,000.00	3	\$3,000.00	60.00%	4405274
22	0	N/A	\$1,000.00	1	\$1,000.00	4	\$4,000.00	80.00%	5873699
23	0	N/A	\$200,000.00	2	\$400,000.00	3	\$600,000.00	60.00%	4405274
Totals:				511035	\$6,932,390.00	1,309,252	\$18,024,385.00		

NO. OF TICKETS (+/-2%):	7,342,125	Minimum Quantity:	7,056,000	TEXAS LOTTERY COMMISSION
NO. POOLS:	20.39	Maximum Quantity:	7,344,000	"HIT \$200,000!" - GAME NO. 2406
PACK SIZE:	75			PRIZE STRUCTURE
PACKS/POOL:	4,800			3-Jun-22
PACKS/GAME:	97,895			
	7,342,125	\$5 TICKETS	\$36,710,625	REVENUE
				PRIZE FUND
				\$24,956,775
				PAYOUT %
				67.98%

PRIZE TIER	PRIZE CODE	TIER CODE	GET:	# OF WAYS TO WIN:	WIN:	ODDS OF 1 IN:	WINNERS IN 20.39 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	7.89	930,101	9.50	45,605	\$4,650,505	18.63%	
2	2	L	\$10	1	\$10	26.47	277,403	2.83	13,602	\$2,774,030	11.12%	
3	3	L	\$5 x 2	2	\$10	22.51	326,221	3.33	15,995	\$3,262,210	13.07%	LOW-TIER
4	4	L	\$20	1	\$20	90.03	81,554	0.83	3,999	\$1,631,080	6.54%	49.36%
5	0	M	\$5*5X*	1	\$25	112.56	65,227	0.67	3,198	\$1,630,675	6.53%	****
6	0	M	\$25	1	\$25	149.81	49,009	0.50	2,403	\$1,225,225	4.91%	****
7	0	M	\$10*5X*	1	\$50	515.06	14,255	0.15	700	\$712,750	2.86%	
8	0	M	\$5*10X*	1	\$50	514.51	14,270	0.15	700	\$713,500	2.86%	
9	0	M	\$50	1	\$50	513.58	14,296	0.15	700	\$714,800	2.86%	
10	0	M	\$100	1	\$100	359.66	20,414	0.21	1,000	\$2,041,400	8.18%	
11	0	M	\$20*5X*	1	\$100	1,790.76	4,100	0.04	200	\$410,000	1.64%	
12	0	M	\$5*10X* + \$10*5X*	2	\$100	1,201.66	6,110	0.06	300	\$611,000	2.45%	
13	0	M	\$10*10X*	1	\$100	1,028.31	7,140	0.07	350	\$714,000	2.86%	
14	0	M	\$200	1	\$200	2,168.38	3,386	0.03	166	\$677,200	2.71%	
15	0	M	\$20*10X*	1	\$200	3,590.28	2,045	0.02	100	\$409,000	1.64%	
16	0	M	\$20*5X* + \$100	2	\$200	3,586.77	2,047	0.02	100	\$409,400	1.64%	
17	0	M	\$100*5X*	1	\$500	7,177.05	1,023	0.01	50	\$511,500	2.05%	
18	0	M	\$50*10X*	1	\$500	7,121.36	1,031	0.01	50	\$515,500	2.07%	MID-TIER
19	0	M	\$500	1	\$500	11,957.86	614	0.01	30	\$307,000	1.23%	46.49%
20	0	H	\$10 x 10 + \$50 x 10 + \$100 x 2 + \$200	23	\$1,000	282,389.42	26	0.00	1.27	\$26,000	0.10%	
21	0	H	\$1,000	1	\$1,000	1,468,425.00	5	0.00	0.25	\$5,000	0.02%	
22	0	H	\$50 x 16 + \$25 x 4 + \$100	21	\$1,000	1,468,425.00	5	0.00	0.25	\$5,000	0.02%	HIGH-TIER
23	0	H	\$200,000	1	\$200,000	1,468,425.00	5 ***	0.00	0.25	\$1,000,000	4.01%	4.15%
						4.03	1,820,287	18.59	89,249.81	\$ 24,956,775	100.00%	100.00%
						4.0335						

Note: "5X" = win 5 TIMES the prize by revealing one (1) "5X" Play Symbol.
Note: "10X" = win 10 TIMES the prize by revealing one (1) "10X" Play Symbol.

Consolidated odds are 1 in:	\$5	7.89	930,101
	\$10	12.16	603,624
	\$20	90.03	81,554
	\$25	64.27	114,236
	\$50	171.46	42,821
	\$100	194.42	37,764
	\$200	981.83	7,478
	\$500	2,751.92	2,668
	\$1,000	203,947.92	36
	\$200,000	1,468,425.00	5
			1,820,287

- * 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 \$25 prize levels are included in the GLEPS but should be programmed as Mid-Tier prizes 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

June 16, 2022

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

Vendor Name	Pollard banknote limited
P.O. Number (if applicable)	362-22-9010 RL016
Tx Game Name	Game #2406 HIT \$200,000
Invoice Number	8527963
Invoice Amount	\$666,740.94

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

6/17/2022



6/17/2022

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

Date

6/20/2022

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

Date

6/20/2022

Ryan Mindell (Lottery Operations Division Director)

Date

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

June 26, 2022



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

INVOICE NO.: 8527963

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: July 14, 2022

Invoice Date	Order No.	Your Order	Customer No.
June 14, 2022	1151205		5008

Order name: HIT \$200,000! #2406

PO Number:

Product Description	Quantity	Unit Price	Amount
Ticket Size 4 x 8	7,342,125	22.52 /M	165,344.65
Spectrum process applied to Scratch FX®	7,342,125	56.00 /M	411,159.00
Four colour process / Spectrum base graphics	7,342,125	8.00 /M	58,737.00
Multiple Play Area	7,342,125	1.60 /M	11,747.40
Spectrum process applied to Scratch 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:	666,740.94 USD
Freight:	0.00
Deposit:	0.00
Amount Due:	666,740.94 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, November 29, 2022 10:33 AM
To: Bowersock, Dale
Cc: Tirloni, Robert; Russ, Will; ProductsScratchTeam
Subject: RE: December 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 the below list of games.

Thanks,
 Riley

From: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Sent: Monday, November 28, 2022 8:04 AM
To: Gough, Riley <Riley.Gough@IGT.com>
Cc: Tirloni, Robert <robert.tirloni@lottery.state.tx.us>; Russ, Will <will.russ@lottery.state.tx.us>; ProductsScratchTeam <ProductsScratchTeam@lottery.state.tx.us>
Subject: December 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 is the list of games I would Pre-call in December.

Tentative close dates would be:

Pre-call: 12/9/22
 Call: 1/8/23
 Close: 2/22/23
 EOv: 8/21/23

Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	A
2403	\$2	9,058,125	LUCKY 3	7/18/22			19	63.55%	4,264	
2401	\$5	10,122,225	50X THE CASH	6/6/22			25	79.81%	2,823	
2406	\$5	7,342,125	HIT \$200,000!	7/5/22			21	75.18%	3,052	

2404	\$5	7,259,325	SIZZLING HOT \$100,000	6/20/22			23	69.40%	2,296
2247	\$5	18,355,500	BONUS BREAK THE BANK	12/28/20			100	94.59%	5,456
2393	\$10	11,938,450	BIG CASH	4/4/22			34	65.18%	6,395

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

Thanks,

Dale

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