

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

**Instant Ticket Information**

Date Completed

7/25/2023

Game #	2410	Confirmed Packs	3,024
Game Name	Monopoly	Active Packs	1,632
Quantity Printed	8,198,500	Warehouse Packs	53,940
Price Point	\$10	Returned Packs	805
Start Date	12/5/2022	Printed Payout Percentage	69.96%
Top Prize	\$ 250,000	Percent Sold	62.94%
Number of Top Prizes Remaining	3	Number of Weeks Out	33

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

Cost to print tickets	\$ 649,843	Actual ticket production costs
Maximum Licensing Fee	\$ 1,000,000	From Agreement Amendment
Prize payout expense	\$ 34,934,980	Data from Instant Ticket Tier Liability screen in ES

**Estimated Direct Costs** \$ 36,584,823

**TANGIBLE BENEFITS****Revenue Impact:**

Estimated sales	\$ 51,601,359	Based on # of tkts printed, times % sold from DaVinci report, times the price point
<b>Total Estimated Benefits</b>	<u><u>\$ 51,601,359</u></u>	

**Excess of Revenue over Expended** \$ 15,016,536

**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	\$	269,560
Next week	\$	289,820
Next week	\$	320,630
Avg Weekly Sales Current Game	\$	293,337
Avg Weekly Sales \$10; 5M-9.99M Qty	\$	2,418,561
<b>Percentage Of Variance In Sales</b>		<b>88%</b>

## Scratch Ticket Game Closing Analysis RECOMMENDATION AND APPROVALS

### Instant Ticket Information

Game #	2410	Printed Payout Percentage	69.96%
Game Name	Monopoly	Actual Payout Percentage	67.70%
Percent Sold	62.94%	Number of Weeks Out	33
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			30

### 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):

---



---



---

*Paul Bowisock*

7/25/2023

Scratch Ticket Strategy Coordinator      Date

*Will Russ*

7/27/2023

Products Manager      Date

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

*Robert Lee*

7/30/2023

Lottery Operations Division Director      Date

*KG Kelly Strickling*

7/31/2023

Controller      Date

*Ry Middle*

8/1/2023

Deputy Executive Director      Date

*Gary Shif*

8/4/2023

Executive Director      Date



# Play the Games of Texas!

Da Vinci Report

7/24/23

Week End Date:7/22/23

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														7/22/23	7/15/23	7/8/23	7/1/23
Mature	2463	\$5	28,138,800	50X CASH BLITZ	1/2/23			29	43.39%	13,326	6,601	188,215	25	\$1,159,465.00	\$1,202,115.00	\$1,246,345.00	\$1,240,740.00
	2481	\$5	7,224,975	50X LUCKY	4/17/23			14	77.66%	6,403	3,963	5,883	798	\$763,080.00	\$917,655.00	\$1,044,655.00	\$1,196,435.00
	2428	\$5	23,203,950	BINGO TIMES 20	4/11/22			67	77.18%	12,920	7,281	47,340	27	\$1,083,090.00	\$1,171,225.00	\$1,159,205.00	\$1,128,020.00
	2473	\$5	7,219,875	LUCKY SYMBOLS	4/3/23			16	67.04%	5,235	2,983	16,444	2,058	\$418,800.00	\$522,155.00	\$617,220.00	\$701,975.00
	2432	\$5	59,010,300	SPECIAL EDITION SUPER LOTERIA	12/5/22			33	54.94%	33,435	14,029	299,003	8	\$4,699,640.00	\$5,072,665.00	\$5,149,115.00	\$4,971,815.00
	2389	\$5	7,160,625	TRIPLE TRIPLER	3/6/23			20	71.42%	2,452	1,403	18,335	2,256	\$231,085.00	\$275,045.00	\$294,905.00	\$349,940.00
	2441	\$10	14,063,350	\$500,000 CASH BLOWOUT	9/6/22			46	51.76%	9,380	4,208	118,010	1,003	\$599,370.00	\$638,470.00	\$660,030.00	\$694,320.00
	2464	\$10	23,085,050	100X CASH BLITZ	1/2/23			29	37.10%	17,623	7,248	262,084	28	\$1,828,360.00	\$1,784,560.00	\$1,887,200.00	\$1,850,430.00
	2413	\$10	28,619,300	CASH BLOWOUT	3/6/23			20	23.70%	19,773	8,450	405,035	13	\$2,166,580.00	\$2,370,170.00	\$2,384,500.00	\$2,432,660.00
	2421	\$10	8,016,250	CASH WINFALL	2/6/23			24	65.18%	15,459	4,628	29,978	170	\$864,870.00	\$830,720.00	\$873,870.00	\$931,110.00
	2516	\$10	4,135,000	INSTANT \$1,000!	4/17/23			14	70.55%	15,426	4,862	308	741	\$861,570.00	\$995,300.00	\$1,098,360.00	\$1,232,140.00
	2510	\$10	50,141,200	MEGA LOTERIA	2/6/23			24	37.36%	44,264	13,118	560,704	9	\$8,056,450.00	\$8,033,600.00	\$8,209,190.00	\$8,033,210.00
	2410	\$10	8,198,500	MONOPOLY	12/5/22			33	62.94%	3,024	1,632	53,940	805	\$269,560.00	\$289,820.00	\$320,630.00	\$327,290.00
	2460	\$20	7,978,175	\$100,000,000 RICHES!	12/19/22			31	54.83%	25,939	5,961	107,623	120	\$1,635,140.00	\$1,701,440.00	\$1,855,240.00	\$1,992,420.00
	2442	\$20	10,250,650	\$1,000,000 CASH BLOWOUT	9/6/22			46	44.34%	11,118	3,908	209,947	462	\$764,920.00	\$814,740.00	\$800,560.00	\$876,660.00
	2438	\$20	19,277,675	\$1,000,000 CROSSWORD	6/6/22			59	72.53%	27,870	8,186	170,583	28	\$4,040,200.00	\$3,995,880.00	\$4,229,980.00	\$4,253,880.00
	2465	\$20	10,031,750	200X CASH BLITZ	1/2/23			29	50.52%	20,825	6,517	167,765	41	\$1,987,720.00	\$2,060,080.00	\$2,205,440.00	\$2,335,760.00
	2367	\$20	16,392,750	CASH SPECTACULAR	11/15/21			88	60.98%	13,905	4,918	234,484	31	\$1,341,040.00	\$1,520,200.00	\$1,555,780.00	\$1,614,740.00
	2475	\$20	9,008,050	JACKPOT MILLIONS	3/20/23			18	34.83%	34,239	7,930	186,950	23	\$2,094,540.00	\$2,090,080.00	\$2,208,800.00	\$2,486,300.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			279	79.57%	10,931	4,807	258,719	48	\$2,032,590.00	\$2,079,180.00	\$2,098,860.00	\$2,180,520.00
	2387	\$30	9,009,725	PREMIER CASH	4/4/22			68	73.95%	11,726	4,974	74,726	40	\$1,492,440.00	\$1,572,690.00	\$1,565,280.00	\$1,693,740.00
	2468	\$30	8,544,000	VIP CLUB	2/20/23			22	36.21%	19,945	7,738	187,019	28	\$2,814,810.00	\$2,932,320.00	\$3,051,300.00	\$3,254,460.00
	2423	\$50	6,608,840	\$1,000,000 DIAMOND RICHES	8/1/22			51	62.81%	16,358	5,308	97,994	94	\$2,467,350.00	\$2,706,400.00	\$2,650,800.00	\$2,740,350.00
	2455	\$50	10,237,540	\$5,000,000 ULTIMATE	1/16/23			27	29.42%	21,352	6,136	330,344	22	\$4,203,600.00	\$4,674,250.00	\$4,626,250.00	\$4,830,950.00
	2435	\$50	10,070,440	500X LOTERIA SPECTACULAR	3/6/23			20	24.92%	26,005	6,442	342,046	31	\$5,127,900.00	\$5,717,300.00	\$5,908,950.00	\$6,156,900.00
	2400	\$100	10,379,010	\$20 MILLION SUPREME	5/16/22			62	54.78%	19,492	6,046	283,529	51	\$4,529,900.00	\$4,608,600.00	\$4,662,100.00	\$4,671,300.00
	2515	\$100	8,875,515	LOTERIA SUPREME	4/3/23			16	16.96%	32,870	9,164	445,088	40	\$7,967,400.00	\$8,266,100.00	\$7,979,800.00	\$8,649,600.00
Sold/Closing	2439	\$1	17,131,800	\$5,000 CASH BLOWOUT	9/6/22	6/27/23	8/11/23	46	93.19%	355	174	746	1,798	-\$6,387.00	\$20,555.00	\$36,666.00	\$46,546.00
	2469	\$2	9,173,500	LUCKY SHAMROCK	1/16/23	7/2/23	8/16/23	27	95.28%	142	103	43	1,276	-\$3,806.00	\$29,266.00	\$59,594.00	\$80,270.00
	2459	\$5	7,218,750	BONUS MONEY	1/16/23	8/13/23	9/27/23	27	75.50%	1,270	845	16,250	3,195	\$126,040.00	\$130,760.00	\$165,985.00	\$180,040.00
	2471	\$5	7,219,275	CASH GAMES	2/20/23	8/13/23	9/27/23	22	68.71%	2,100	1,493	20,138	3,108	\$193,485.00	\$234,660.00	\$250,415.00	\$307,720.00
	2497	\$5	7,218,600	COOL CASH	2/6/23	8/13/23	9/27/23	24	70.03%	2,028	1,319	18,020	4,181	\$179,245.00	\$207,150.00	\$215,170.00	\$237,020.00

**Liability for 2410 / for Life to Date****Product Status:**  
Active**SmartCash Enabled:**  
N/A**Validation Range:** 09/09/2022 - 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	\$10.00	390425	\$3,904,250.00	593303	\$5,933,030.00	60.31%	4944654
2	2	N/A	\$20.00	32114	\$642,280.00	49917	\$998,340.00	60.85%	4988900
3	3	N/A	\$20.00	126352	\$2,527,040.00	201588	\$4,031,760.00	61.47%	5039700
4	4	N/A	\$20.00	31413	\$628,260.00	50618	\$1,012,360.00	61.71%	5058961
5	0	N/A	\$30.00	31924	\$957,720.00	50015	\$1,500,450.00	61.04%	5004307
6	0	N/A	\$30.00	46908	\$1,407,240.00	76108	\$2,283,240.00	61.87%	5072278
7	0	N/A	\$30.00	46653	\$1,399,590.00	76240	\$2,287,200.00	62.04%	5086161
8	0	N/A	\$50.00	15870	\$793,500.00	25084	\$1,254,200.00	61.25%	5021516
9	0	N/A	\$50.00	31297	\$1,564,850.00	50740	\$2,537,000.00	61.85%	5070783
10	0	N/A	\$50.00	15574	\$778,700.00	25405	\$1,270,250.00	62.00%	5082673
11	0	N/A	\$50.00	30982	\$1,549,100.00	51049	\$2,552,450.00	62.23%	5102037
12	0	N/A	\$100.00	5318	\$531,800.00	8318	\$831,800.00	61.00%	5001109
13	0	N/A	\$100.00	10644	\$1,064,400.00	16695	\$1,669,500.00	61.07%	5006545
14	0	N/A	\$100.00	6566	\$656,600.00	10525	\$1,052,500.00	61.58%	5048810
15	0	N/A	\$100.00	6536	\$653,600.00	10587	\$1,058,700.00	61.83%	5069060
16	0	N/A	\$100.00	2557	\$255,700.00	4270	\$427,000.00	62.55%	5127815
17	0	N/A	\$200.00	1455	\$291,000.00	2358	\$471,600.00	61.84%	5070040
18	0	N/A	\$200.00	2096	\$419,200.00	3326	\$665,200.00	61.34%	5029179
19	0	N/A	\$200.00	2057	\$411,400.00	3377	\$675,400.00	62.15%	5095019
20	0	N/A	\$200.00	2073	\$414,600.00	3385	\$677,000.00	62.02%	5084632
21	0	N/A	\$500.00	157	\$78,500.00	260	\$130,000.00	62.35%	5111774
22	0	N/A	\$500.00	203	\$101,500.00	347	\$173,500.00	63.09%	5172508
23	0	N/A	\$500.00	197	\$98,500.00	335	\$167,500.00	62.97%	5162589
24	0	N/A	\$500.00	205	\$102,500.00	356	\$178,000.00	63.46%	5202613
25	0	N/A	\$500.00	252	\$126,000.00	434	\$217,000.00	63.27%	5186806
26	0	N/A	\$1,000.00	27	\$27,000.00	41	\$41,000.00	60.29%	4943213
27	0	N/A	\$1,000.00	53	\$53,000.00	84	\$84,000.00	61.31%	5026817
28	0	N/A	\$1,000.00	55	\$55,000.00	88	\$88,000.00	61.54%	5045230
29	0	N/A	\$1,000.00	22	\$22,000.00	47	\$47,000.00	68.12%	5584485
30	0	N/A	\$10,000.00	0	\$0.00	2	\$20,000.00	100.00%	8198498
31	0	N/A	\$10,000.00	1	\$10,000.00	3	\$30,000.00	75.00%	6148875
32	0	N/A	\$10,000.00	0	\$0.00	2	\$20,000.00	100.00%	8198498
33	0	N/A	\$50,000.00	2	\$100,000.00	0	\$0.00	0.00%	0
34	0	N/A	\$50,000.00	1	\$50,000.00	1	\$50,000.00	50.00%	4099249
35	0	N/A	\$250,000.00	3	\$750,000.00	2	\$500,000.00	40.00%	3279399
<b>Totals:</b>				<b>839992</b>	<b>\$22,424,830.00</b>	<b>1,314,910</b>	<b>\$34,934,980.00</b>		

Prize Structure  
TEXAS LOTTERY  
GAME NO.2410 "MONOPOLY™"  
March 28, 2022 - VERSION A

											Total Payout			
Order Quantity:		8,198,500	Pack Size:		50	Pool Size:		120,000	Winners:		2,154,902	Prize Fund:		\$57,359,810.00
Price Point:		\$10.00	Packs/Game:		163,970	Number of Pools:		68.32	Non-winners:		6,043,598	Payout:		69.96%
Revenue:		\$81,985,000.00	Packs/Pool:		2,400				Overall Odds:		3.8046			
Kind	Wins	Tier Level	*<New Play Area>			Win	Value	Odds (1 in)	Winners			Total Prize Cost	% Prize Fund	
											Pack			Pool
Low Tiers														
01	1	L	\$10			\$10	\$10.00	8.3341	6.00	14,400.00	983,728	\$9,837,280.00	17.15%	
02	1	L	\$20			\$20	\$20.00	99.9439	0.50	1,200.00	82,031	\$1,640,620.00	2.86%	
03	1	L	\$10 (2X)			\$20	\$20.00	25.0000	2.00	4,800.00	327,940	\$6,558,800.00	11.43%	
04	2	L	\$10 x 2			\$20	\$20.00	99.9439	0.50	1,200.00	82,031	\$1,640,620.00	2.86%	
						Total (\$20.00):	16.6636	3.00	7,200.00	492,002	\$9,840,040.00	17.15%		
						Total (Low Tiers):	5.5556	9.00	21,600.00	1,475,730	\$19,677,320.00	34.31%		
Mid Tiers														
05	1	M	\$30			\$30	\$30.00	100.0561	0.50	1,200.00	81,939	\$2,458,170.00	4.29%	
06	2	M	\$10 + \$20			\$30	\$30.00	66.6458	0.75	1,800.00	123,016	\$3,690,480.00	6.43%	
07	3	M	\$10 x 3			\$30	\$30.00	66.7125	0.75	1,800.00	122,893	\$3,686,790.00	6.43%	
						Total (\$30.00):	25.0070	2.00	4,800.00	327,848	\$9,835,440.00	17.15%		
08	1	M	\$50			\$50	\$50.00	200.1880	0.25	600.00	40,954	\$2,047,700.00	3.57%	
09	1	M	\$10 (5X)			\$50	\$50.00	99.9366	0.50	1,200.00	82,037	\$4,101,850.00	7.15%	
10	2	M	\$30 + \$20			\$50	\$50.00	200.0659	0.25	600.00	40,979	\$2,048,950.00	3.57%	
11	2	M	\$20 (2X) + \$10			\$50	\$50.00	99.9439	0.50	1,200.00	82,031	\$4,101,550.00	7.15%	
						Total (\$50.00):	33.3271	1.50	3,600.00	246,001	\$12,300,050.00	21.44%		
12	1	M	\$100			\$100	\$100.00	601.2394	0.08	200.00	13,636	\$1,363,600.00	2.38%	
13	1	M	\$10 (10X)			\$100	\$100.00	299.8830	0.17	400.00	27,339	\$2,733,900.00	4.77%	
14	1	M	\$20 (5X)			\$100	\$100.00	479.6969	0.10	250.00	17,091	\$1,709,100.00	2.98%	
15	1	M	\$50 (2X)			\$100	\$100.00	478.8004	0.10	250.00	17,123	\$1,712,300.00	2.99%	
16	10	M	\$10 x 10			\$100	\$100.00	1200.8935	0.04	100.00	6,827	\$682,700.00	1.19%	
						Total (\$100.00):	99.9622	0.50	1,200.00	82,016	\$8,201,600.00	14.30%		
17	1	M	\$200			\$200	\$200.00	2150.1442	0.02	56.00	3,813	\$762,600.00	1.33%	
18	1	M	\$20 (10X)			\$200	\$200.00	1512.0804	0.03	80.00	5,422	\$1,084,400.00	1.89%	
19	2	M	\$30 (5X) + \$10 (5X)			\$200	\$200.00	1508.7413	0.03	80.00	5,434	\$1,086,800.00	1.89%	
20	8	M	\$50 + \$30 + (\$20 x 5) + \$10 (2X)			\$200	\$200.00	1502.1070	0.03	80.00	5,458	\$1,091,600.00	1.90%	
						Total (\$200.00):	407.3384	0.12	296.00	20,127	\$4,025,400.00	7.02%		
21	1	M	\$500			\$500	\$500.00	19660.6715	0.00	6.00	417	\$208,500.00	0.36%	
22	1	M	\$50 (10X)			\$500	\$500.00	14906.3636	0.00	8.00	550	\$275,000.00	0.48%	
23	1	M	\$100 (5X)			\$500	\$500.00	15410.7143	0.00	8.00	532	\$266,000.00	0.46%	
24	5	M	\$50 (5X) + \$50 (2X) + \$30 + \$20 + \$10 (10X)			\$500	\$500.00	14614.0820	0.00	8.00	561	\$280,500.00	0.49%	
25	30	M	(\$50 x 3) + (\$30 x 2) + (\$20 x 4) + (\$10 x 21)			\$500	\$500.00	11951.1662	0.00	10.00	686	\$343,000.00	0.60%	
						Total (\$500.00):	2985.6154	0.02	40.00	2,746	\$1,373,000.00	2.39%		
						Total (Mid Tiers):	12.0790	4.14	9,936.00	678,738	\$35,735,490.00	62.30%		
High Tiers														
26	1	H	\$1,000			\$1,000	\$1,000.00	120566.1765	0.00	1.00	68	\$68,000.00	0.12%	
27	1	H	\$100 (10X)			\$1,000	\$1,000.00	59843.0657	0.00	2.00	137	\$137,000.00	0.24%	
28	1	H	\$200 (5X)			\$1,000	\$1,000.00	57332.1678	0.00	2.00	143	\$143,000.00	0.25%	
29	30	H	(\$100 x 5) + (\$50 x 6) + \$20 + (\$10 x 18)			\$1,000	\$1,000.00	118818.8406	0.00	1.00	69	\$69,000.00	0.12%	
						Total (\$1,000.00):	19660.6715	0.00	6.00	417	\$417,000.00	0.73%		
30	1	H	\$10,000			\$10,000	\$10,000.00	4099250.0000	0.00	0.03	2 *	\$20,000.00	0.03%	
31	1	H	\$1,000 (10X)			\$10,000	\$10,000.00	2049625.0000	0.00	0.06	4 *	\$40,000.00	0.07%	
32	30	H	(\$1,000 x 5) + (\$500 x 5) + (\$200 x 5) + (\$100 x 15)			\$10,000	\$10,000.00	4099250.0000	0.00	0.03	2 *	\$20,000.00	0.03%	
						Total (\$10,000.00):	1024812.5000	0.00	0.12	8	\$80,000.00	0.14%		
33	1	H	\$50,000			\$50,000	\$50,000.00	4099250.0000	0.00	0.03	2 *	\$100,000.00	0.17%	
34	1	H	\$10,000 (5X)			\$50,000	\$50,000.00	4099250.0000	0.00	0.03	2 *	\$100,000.00	0.17%	
						Total (\$50,000.00):	2049625.0000	0.00	0.06	4	\$200,000.00	0.35%		
35	1	H	\$250,000			\$250,000	\$250,000.00	1639700.0000	0.00	0.07	5 *	\$1,250,000.00	2.18%	
						Total (High Tiers):	18890.5530	0.00	6.25	434	\$1,947,000.00	3.39%		
						Total :	3.8046	13.14	31,542.25	2,154,902	\$57,359,810.00	100.00%		

\* Exact Quantity by Kind Level

2X = win DOUBLE the prize  
5X = win 5 TIMES the prize  
10X = win 10 TIMES the prize

The \$30 and \$50 prizes are included in the GLEPS but are programmed as Mid-Tier and not part of the Low-Tier file.

ORIGINAL ORDER

SHIPMENT # 1-4 COMPLETE POOLS # 1-83
8198500
983728
82031
327940
82031
81939
123016
122893
40954
82037
40979
82031
13636
27339
17091
17123
6827
3813
5422
5434
5458
417
550
532
561
686
68
137
143
69
2
4
2
2
5



# INTEROFFICE MEMO

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


## Payment Approval

November 21, 2022

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>	362-22-9019RL023
<b>Invoice Number</b>	TX 112122
<b>Tx Game Name:</b>	Game #2410 Monopoly
<b>Invoice Amount:</b>	<b>\$649,843.06</b>

The above referenced invoice(s) have been reviewed and certified as proper, accurate and should be paid by the Texas Lottery Commission.


  
 Dale Bowersock (Scratch Ticket Strategy Coordinator)

11/21/2022

Date

JB


11/21/2022

  
 Will Russ (Products Manager)

11/27/2022

Date



  
 Robert Tirloni (Lottery Operations Division Director)

11/28/2022

Date

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

**December 1, 2022**



Invoice: TX 112122  
 "TX 2410 MONOPOLY"™  
 November 21, 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-2410	1	TX-2410 MONOPOLY	2,264,600	74.4 \$	168,486.24	106274
TX-2410	2	TX-2410 MONOPOLY	2,264,200	74.4 \$	168,456.48	106275
Additional Charges: Pack inserts Printed on Holographic Stock(up to 200,000 pieces)			164,000	0.24 \$	39,360.00	
Additional Charges: Specialty Ink-Fluorescent Inks- TX-2410 Pack Inserts			1	514.66 \$	514.66	
TX-2410	3	TX-2410 MONOPOLY	2,261,900	74.4 \$	168,285.36	1044231
TX-2410	4	TX-2410 MONOPOLY	1,407,800	74.4 \$	104,740.32	1044232
Total Due					<u><u>\$649,843.06</u></u>	

**\*Please include the SG invoice numbers with your remittance**

Due Date: January 5, 2023

Wire Transfer Instructions:

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



## ADDENDUM 1: MONOPOLY® LICENSED PROPERTY DETAILED REQUIREMENTS

### MONOPOLY® LICENSED PROPERTY DETAILED REQUIREMENTS

These detailed requirements apply to the use of the property identified in Section 1 below (the “**Licensed Property**”) for a scratch ticket game identified in Section 4 below (the “**Game**”).

The Texas Lottery Commission (“**TLC**”) intends to produce a paper scratch ticket game, to be printed by Scientific Games International, Inc. (“**SGI**” or the “**Company**”), with the respective price point, ticket quantity and launch date as detailed in Section 4 below.

#### 1. LICENSED PROPERTY

As used herein, the term “**Licensed Property**” shall individually and collectively refer to the approved designs, names, symbols, characters, likenesses, game play, rules, instructions, trade names and visual representations embodied in the MONOPOLY® board game and owned and licensed by Hasbro, Inc. and Hasbro International, Inc. (collectively hereinafter “**Licensor**” or “**Hasbro**”), subject to the terms and conditions set forth in the license agreement between Licensor, MDI Entertainment, LLC (“**MDI**”), a wholly owned subsidiary of SGI, and SGI (“**Hasbro License**”). The TLC acknowledges Licensor as a third-party beneficiary under these working papers with respect solely to the Game. SGI owns an exclusive license to use the Licensed Property for use with scratch ticket lottery games in the United States. The Licensed Property shall not include the MONOPOLY® approved designs, names, symbols, characters, likenesses, game play, rules, instructions, trade names and visual representations as depicted in any visual entertainment program or media, including but not limited to any live action or animated theatrical motion picture, television program or series, or direct-to-video feature.

Subject to the terms and conditions of these detailed requirements and the Game working papers, SGI hereby grants the TLC the non-exclusive right to reproduce, use and make copies of the Licensed Property in association with the sale, marketing, advertising and promotion of the Game, and solely in connection with the sale of the Game. All rights not specifically granted to the TLC herein are reserved by SGI and/or Licensor.

#### 2. USE OF LICENSED PROPERTY

- a) Graphic and other creative Licensed Property elements that may be reproduced and used by the TLC in ticket art designs and related marketing, advertising and promotions for the Game are limited to the Licensed Property as defined above.
- b) The TLC shall submit all artwork and other materials for tickets, advertising, marketing and promotions (including, without limitation, point-of-sale materials and news releases), and any other item that contains or references the Licensed



Property (all of the foregoing, collectively, the “**Artwork**”) to SGI for approval by SGI and Licensor. The TLC shall not disseminate any Artwork until it has procured SGI’s prior written approval. SGI and Licensor shall endeavor to approve or disapprove each piece of Artwork within ten (10) business days from the time it is submitted to SGI by the TLC. The TLC shall submit all revised Artwork to SGI, and SGI and Licensor shall again endeavor to respond to such resubmission within an additional ten (10) business day period. If SGI does not respond to the TLC’s request for approval of Artwork within the aforementioned time periods, the Artwork shall be deemed not approved by SGI. SGI’s approval of, and requests for revision of, Artwork shall be communicated via email, fax or other written documentation. For purposes of clarification, SGI shall be responsible for facilitating with Licensor all approvals required from SGI under these working papers.

- c) Neither party will unreasonably withhold its approval of any act or request of the other to which its approval is necessary or desirable; provided, however, that Licensor’s consent to any proposed use of the Licensed Property may be granted or withheld in Licensor’s sole discretion.
- d) The TLC recognizes the great value of the goodwill associated with the Licensed Property and acknowledges that the Licensed Property and all rights therein and the goodwill pertaining thereto belong exclusively to Licensor. Upon expiration of the obligations set forth in these detailed requirements, the TLC shall discontinue any and all use of the Licensed Property and sale or distribution of any articles bearing the Licensed Property, provided that the TLC may continue to reproduce, display, use, and make copies of the Licensed Property solely for historical, archival, or illustrative purposes, including but not limited to agency reports and publications, conference presentations and publications, open records responses, and other similar uses that document and acknowledge the existence, performance and/or success of the Game as a TLC business initiative. The goodwill associated with the uses of the Licensed Property shall inure to Licensor’s benefit.
- e) SGI warrants and represents that it has been granted a license by Licensor with respect to use of the copyright and/or trademark rights in the Licensed Property in connection with scratch ticket lottery games and that it has the full authority to license the use of same to the TLC for use with the Game.
- f) All Licensed Property must be utilized exactly as provided to the TLC by Licensor or SGI, and there can be no deviations or modifications to the same.

### **3. LICENSED PROPERTY TRADEMARK AND OTHER REQUIREMENTS**

- a) The TLC agrees to place a registered trademark (“®”) designation or trademark (“™”) designation with each use of the Licensed Property on the Artwork, as appropriate, or as may otherwise be specified by SGI or Licensor. The following notice shall be included on the ticket back, with each use of the Property on the

Artwork and at the end of television spots, if any, along with the Officially Licensed Product (OLP) logo:

*The MONOPOLY name and logo, the distinctive design of the game board, the four corner squares, the MR. MONOPOLY name and character, as well as each of the distinctive elements of the board and playing pieces are trademarks of Hasbro for its property trading game and game equipment. ©1935, 2022 Hasbro. All Rights Reserved. Licensed by Hasbro.  
(MONOPOLY OLP – DIAMOND GAME BOARD LOGO)*

If space is limited, and subject to Licensor approval:

*MONOPOLY TM, ® & ©1935, 2022 Hasbro.*

*(MONOPOLY OLP – DIAMOND GAME BOARD LOGO)*

- b) The TLC shall indicate that the licensing rights for the Licensed Property have been obtained from Scientific Games International, Inc. in all news releases issued by the TLC for the Game.
- c) SGI reserves the right to modify trademark and/or copyright requirements prior to final approval of all creative elements.
- d) The TLC shall provide SGI with the following samples for the Game, as appropriate:
  - i. Two (2) packs of voided lottery tickets;
  - ii. One (1) digital sample of all point-of-sale and printed advertising pieces;
  - iii. One (1) digital sample of retailer sell-in and related communications materials; and
  - iv. One (1) digital sample of all TV and/or radio advertising.

#### **4. GAME DESCRIPTION**

The TLC shall produce a MONOPOLY™-themed paper scratch ticket game, to be printed by the Company, with the respective price point, ticket quantity, and launch date shown below:

\$10.00 “MONOPOLY™” Game number #2410 with 8,000,000 tickets launches on or about December 5, 2022.

## 5. PRICING

The TLC shall pay the Company a discounted licensing fee (the “Fee”) for the Game equal to one and one quarter percent (1.25%) of Actual Sales, provided that the total Fee will not exceed one million dollars (\$1,000,000).

## 6. MANUFACTURING SUPPORT

The Company shall provide the following manufacturing support services for the Game:

The Company shall provide the TLC assistance in designing the artwork for the Game.

## 7. TERM

The detailed requirements herein shall be effective as of the date the working papers for the Game are executed by both parties and shall expire on the last day for claiming prizes for the Game, except as allowed under Paragraph 2(d); and provided that sales of the Game shall end prior to December 31, 2025.

## 8. PAYMENT

The Company shall invoice the TLC over the course of the Game, as follows:

- a) The Company shall invoice the TLC monthly for the License Fee based on game sales reports received from the TLC on the first state business day of each month. “Sales” refer to game tickets sold and processed by the TLC’s Lottery Gaming System, less (i) any game tickets that have been canceled, returned or stolen, (ii) any promotional tickets or promotional coupons, and (iii) any retailer adjustments. The amount of each invoice from the Company shall be calculated at one and one quarter percent (1.25%) of Sales during the period covered by the invoice.
- b) The TLC shall make all payments due to the Company within thirty (30) days of the date of the TLC’s receipt of the invoice therefor, or as otherwise required under the Prompt Payment Act.
- c) All base print costs for this Game are included in the Fee charges for this Game set forth above in the Pricing section.

## 9. NO ASSIGNMENT OF LICENSED PROPERTY RIGHTS

The TLC shall not have the right to assign or sublicense its use of the Licensed Property under the Game working papers, including by operation of law.

## Scratch Ticket Game Closing Analysis

02/28/21      Thru      02/25/23

### Average Number of Weeks for 85% Average Sell Through

Print Quantities	Price Point				Price Point				
	\$1	\$2	\$3	\$5	\$10	\$20	\$30	\$50	\$100
< 5M	None	None	None	None	None	None	None	None	None
5M-9.99M	Week 13*	Week 21	Week 13	Week 17	Week 30	Week 41	Week 66*	Week 45	None
10M-14.99M	Week 17	None	None	Week 27	Week 43	None	None	None	None
15M-19.99M	Week 25	None	None	Week 47*	None	None	None	None	None
20M-24.99M	None	None	None	None	None	None	None	None	None
25M-29.99M	None	Week 59*	Week 54*	None	None	Week 59*	None	None	None
30M-34.99M	None	Week 55*	None	None	None	None	None	None	None
>=35M	None	None	None	Week 55*	Week 47	None	None	None	None

### Average Weekly Dollar Sales at 85% Average Sell Through

Print Quantities	Price Point				Price Point				
	\$1	\$2	\$3	\$5	\$10	\$20	\$30	\$50	\$100
< 5M	None	None	None	None	None	None	None	None	None
5M-9.99M	\$605,763	\$671,354	\$1,218,171	\$1,985,045	\$2,418,561	\$3,720,871	\$3,548,614	\$6,136,988	None
10M-14.99M	\$575,127	None	None	\$2,099,094	\$2,648,035	None	None	None	None
15M-19.99M	\$589,321	None	None	\$1,645,025	None	None	None	None	None
20M-24.99M	None	None	None	None	None	None	None	None	None
25M-29.99M	None	\$830,007	\$1,352,586	None	None	\$7,343,720	None	None	None
30M-34.99M	None	\$1,037,735	None	None	None	None	None	None	None
>=35M	None	None	None	\$4,608,748	\$8,066,364	None	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, July 25, 2023 11:03 AM  
**To:** Bowersock, Dale  
**Cc:** ProductsScratchTeam; Tirloni, Robert  
**Subject:** RE: August 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 issue with the below list of games. I will talk with Phil this week about Colossal Cash.

Thanks,  
 Riley

---

**From:** Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>  
**Sent:** Monday, July 24, 2023 9:41 AM  
**To:** Gough, Riley <Riley.Gough@IGT.com>  
**Cc:** ProductsScratchTeam <ProductsScratchTeam@lottery.state.tx.us>; Tirloni, Robert <robert.tirloni@lottery.state.tx.us>  
**Subject:** August 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 which qualify for Pre-Call in August. I will note that \$200,000 Colossal Cash is qualifying but I believe it is just due to very low penetration. Since this is associated with a Luck Zone promotion I would like to see if we can't get the penetration of that game back up.

The close dates for the August Pre-call games will be:

Pre-call: 8/4/23

Call: 9/3/23

Close: 10/18/23

EOV: 4/15/24

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	C
	2389	\$5	7,160,625	TRIPLE TRIPLER	3/6/23			20	71.42%	
	2441	\$10	14,063,350	\$500,000 CASH BLOWOUT	9/6/22			46	51.76%	
	2410	\$10	8,198,500	MONOPOLY	12/5/22			33	62.94%	

Sold/Closing	2425	\$5	32,632,050	SUPER CROSSWORD	2/24/22			73	94.45%
	2358	\$50	5,984,660	\$1,000,000 ULTIMATE	12/20/21			83	96.89%

Please let me know if you have any concern with these keeping in mind that the Call date won't actually be until 9/3/23.

**Dale Bowersock**

Scratch Ticket Strategy Coordinator  
Texas Lottery Commission  
(800) 375-6886, ext. 5166

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.