

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

2/27/2023

Game #	2449	Confirmed Packs	2,128
Game Name	Holiday Bucks	Active Packs	1,511
Quantity Printed	11,341,050	Warehouse Packs	2,075
Price Point	\$1	Returned Packs	631
Start Date	11/7/2022	Printed Payout Percentage	60.12%
Top Prize	\$ 500	Percent Sold	86.92%
Number of Top Prizes Remaining	13	Number of Weeks Out	16

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

Cost to print tickets	\$ 162,517	Actual ticket production costs
Prize payout expense	\$ 4,975,990	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs	\$ 5,138,507
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TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 9,857,641	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 9,857,641	

Excess of Revenue over Expended	\$ 4,719,133
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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	\$	113,494
Next week	\$	182,858
Next week	\$	594,937
Avg Weekly Sales Current Game	\$	297,096
Avg Weekly Sales \$1; 10M-14.99M Qty	\$	573,217
Percentage Of Variance In Sales		48%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2449	Printed Payout Percentage	60.12%
Game Name	Holiday Bucks	Actual Payout Percentage	50.48%
Percent Sold	86.92%	Number of Weeks Out	16
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			17

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):



2/27/2023

Scratch Ticket Strategy Coordinator Date

2/27/2023

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

2/27/23

Week End Date:2/25/23

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														2/25/23	2/18/23	2/11/23	2/4/23
Baseline	2461	\$1	34,367,550	20X CASH BLITZ	1/2/23			8	18.53%	12,873	12,875	157,972	2	\$892,190.00	\$918,990.00	\$856,797.00	\$815,402.00
	2427	\$2	30,059,250	CLASSIC BINGO!	2/20/23			1	0.91%	18,657	9,272	207,851	7	\$544,636.00	\$750.00	\$0	\$0
	2469	\$2	9,173,500	LUCKY SHAMROCK	1/16/23			6	39.64%	12,174	11,130	18,570	5	\$1,183,358.00	\$1,299,712.00	\$1,461,682.00	\$1,367,716.00
	2462	\$3	24,476,125	30X CASH BLITZ CROSSWORD	1/2/23			8	17.73%	13,799	10,332	134,593	11	\$1,817,766.00	\$1,898,772.00	\$1,760,661.00	\$1,741,938.00
	2463	\$5	28,138,800	50X CASH BLITZ	1/2/23			8	17.62%	20,545	12,439	272,851	2	\$2,730,380.00	\$2,874,525.00	\$3,033,415.00	\$3,107,250.00
	2459	\$5	7,218,750	BONUS MONEY	1/16/23			6	40.62%	14,783	10,453	29,926	2	\$1,885,810.00	\$2,257,740.00	\$2,726,750.00	\$2,740,700.00
	2454	\$5	7,217,250	CASH PLU\$	12/5/22			12	60.47%	6,881	5,355	22,975	22	\$872,065.00	\$1,034,785.00	\$1,181,800.00	\$1,306,680.00
	2471	\$5	7,219,275	CASH GAMES	2/20/23			1	5.49%	31,736	12,486	43,129	47	\$1,981,625.00	\$1,500.00	\$0	\$0
	2497	\$5	7,218,600	COOL CASH	2/6/23			3	20.88%	22,444	14,191	37,266	3	\$2,611,810.00	\$3,020,225.00	\$1,883,190.00	\$21,750.00
	2456	\$5	7,191,150	LUCKY 7	12/19/22			10	67.52%	9,561	6,706	12,153	10	\$1,304,635.00	\$1,515,935.00	\$1,881,680.00	\$2,042,520.00
	2432	\$5	59,010,300	SPECIAL EDITION SUPER LOTERIA	12/5/22			12	18.14%	25,442	13,886	598,531	12	\$5,185,925.00	\$4,764,965.00	\$4,686,180.00	\$4,715,175.00
	2464	\$10	23,085,050	100X CASH BLITZ	1/2/23			8	14.05%	25,985	11,048	356,655	2	\$3,623,330.00	\$3,680,970.00	\$3,920,650.00	\$4,183,170.00
	2421	\$10	8,016,250	CASH WINFALL	2/6/23			3	15.64%	29,582	10,930	91,685	1	\$4,188,490.00	\$4,772,660.00	\$3,551,600.00	\$23,500.00
	2510	\$10	50,141,200	MEGA LOTERIA	2/6/23			3	3.67%	57,199	11,350	892,541	0	\$7,517,450.00	\$7,253,510.00	\$3,625,720.00	\$12,000.00
	2410	\$10	8,198,500	MONOPOLY	12/5/22			12	41.35%	14,547	8,502	70,742	15	\$1,770,290.00	\$1,923,450.00	\$2,141,380.00	\$2,301,280.00
	2460	\$20	7,978,175	\$100,000,000 RICHES!	12/19/22			10	27.03%	20,145	8,783	200,505	4	\$3,347,540.00	\$3,439,100.00	\$3,423,720.00	\$3,434,660.00
	2465	\$20	10,031,750	200X CASH BLITZ	1/2/23			8	19.42%	28,239	10,607	280,877	1	\$4,400,640.00	\$4,545,300.00	\$4,490,260.00	\$4,611,760.00
	2468	\$30	8,544,000	VIP CLUB	2/20/23			1	2.01%	43,228	8,208	279,751	85	\$5,146,470.00	\$3,000.00	\$0	\$0
	2455	\$50	10,237,540	\$5,000,000 ULTIMATE	1/16/23			6	8.95%	26,761	8,222	428,085	5	\$7,356,950.00	\$7,837,000.00	\$7,794,850.00	\$7,385,100.00
Mature	2439	\$1	17,131,800	\$5,000 CASH BLOWOUT	9/6/22			25	69.14%	9,847	8,579	14,364	52	\$335,675.00	\$381,840.00	\$567,806.00	\$536,398.00
	2424	\$1	823,350	CASH FRENZY	9/14/22			23	0.00%	0	0	3,046	518	\$0	\$0	\$0	\$0
	1878	\$1	854,700	CASH ON THE SPOT	9/18/17			284	0.00%	0	0	1,732	15	\$0	\$0	\$0	\$0
	2449	\$1	11,341,050	HOLIDAY BUCKS	11/7/22			16	86.92%	2,128	1,511	2,075	631	\$113,494.00	\$182,858.00	\$594,937.00	\$780,978.00
	1804	\$1	829,650	LUCKY STARS	9/18/17			284	0.00%	0	0	64	603	\$0	\$0	\$0	\$0
	2124	\$1	853,200	WINNING 7S	8/8/19			185	0.00%	0	0	1,736	633	\$0	\$0	\$0	\$0
	2443	\$2	10,246,375	10X LUCKY	9/19/22			23	77.80%	4,350	3,310	9,003	29	\$288,872.00	\$303,658.00	\$356,410.00	\$356,028.00
	2446	\$2	5,988,750	VETERANS CASH	10/17/22			19	68.49%	4,652	2,772	5,048	283	\$199,006.00	\$255,432.00	\$307,994.00	\$308,424.00
	2321	\$3	47,974,000	\$50,000 BONUS CASHWORD	4/11/22			46	42.75%	11,577	8,108	197,536	47	\$1,367,031.00	\$1,341,939.00	\$1,438,974.00	\$1,366,470.00
	2431	\$3	32,785,800	SPECIAL EDITION LOTERIA	10/17/22			19	26.78%	17,182	11,662	287,807	32	\$1,528,614.00	\$1,460,421.00	\$1,519,677.00	\$1,429,983.00
	2440	\$5	12,237,000	\$200,000 CASH BLOWOUT	9/6/22			25	62.79%	9,731	7,419	40,227	83	\$832,165.00	\$983,365.00	\$1,056,340.00	\$1,032,350.00

Liability for 2449 / for Life to Date**Product Status:**
Active**SmartCash Enabled:**
N/A**Validation Range:** 08/24/2022 - 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	413291	\$413,291.00	872036	\$872,036.00	67.85%	7694387
2	2	N/A	\$2.00	94603	\$189,206.00	220435	\$440,870.00	69.97%	7935437
3	3	N/A	\$2.00	107496	\$214,992.00	257942	\$515,884.00	70.58%	8005005
4	4	N/A	\$4.00	42492	\$169,968.00	108689	\$434,756.00	71.89%	8153454
5	5	N/A	\$4.00	44774	\$179,096.00	119071	\$476,284.00	72.67%	8241875
6	6	N/A	\$5.00	26180	\$130,900.00	74596	\$372,980.00	74.02%	8394825
7	7	N/A	\$10.00	8920	\$89,200.00	28827	\$288,270.00	76.37%	8661044
8	8	N/A	\$10.00	12347	\$123,470.00	38086	\$380,860.00	75.52%	8564535
9	9	N/A	\$20.00	5538	\$110,760.00	19690	\$393,800.00	78.05%	8851485
10	10	N/A	\$20.00	5861	\$117,220.00	19336	\$386,720.00	76.74%	8703041
11	0	N/A	\$40.00	216	\$8,640.00	740	\$29,600.00	77.41%	8778637
12	0	N/A	\$40.00	509	\$20,360.00	2022	\$80,880.00	79.89%	9060293
13	0	N/A	\$50.00	246	\$12,300.00	1025	\$51,250.00	80.65%	9146008
14	0	N/A	\$100.00	341	\$34,100.00	1556	\$155,600.00	82.02%	9302411
15	0	N/A	\$100.00	222	\$22,200.00	732	\$73,200.00	76.73%	8701937
16	0	N/A	\$500.00	13	\$6,500.00	46	\$23,000.00	77.97%	8842174
Totals:				763049	\$1,842,203.00	1,764,829	\$4,975,990.00		

NO. OF TICKETS:
NO. POOLS:
PACK SIZE:
PACKS/POOL:
PACKS/GAME:

11,341,050
31.50
150
2,400
75,607

Minimum: 10,936,800
Maximum: 11,383,200

TEXAS LOTTERY COMMISSION
"HOLIDAY BUCKS" - GAME NO. 2449
END OF PRODUCTION PRIZE STRUCTURE
15-Aug-22

11,341,050

\$1 TICKETS

\$11,341,050

REVENUE

PRIZE FUND

\$6,818,193

PAYOUT %

60.12%

PRIZE TIER	PRIZE CODE	TIER CODE	GET:	# OF WAYS TO WIN:	WIN:	ODDS OF 1 IN:	WINNERS IN 31.50 POOLS	WINNERS IN 150 (PER PACK*)	WINNERS IN 360,000 (Per Pool)	PRIZE COST	PERCENT OF PRIZE FUND **	VALIDATION TIER LEVELS
1	1	L	\$1	1	\$1	8.82	1,285,327	17.00	40,800.254	\$1,285,327	18.85%	
2	2	L	\$2	1	\$2	36.00	315,038	4.17	10,000.280	\$630,076	9.24%	
3	3	L	\$1"DBL"	1	\$2	31.03	365,438	4.83	11,600.132	\$730,876	10.72%	
4	4	L	\$4	1	\$4	75.02	151,181	2.00	4,798.952	\$604,724	8.87%	
5	5	L	\$2"DBL"	1	\$4	69.22	163,845	2.17	5,200.947	\$655,380	9.61%	
6	6	L	\$5	1	\$5	112.54	100,776	1.33	3,198.942	\$503,880	7.39%	
7	7	L	\$5"DBL"	1	\$10	300.45	37,747	0.50	1,198.207	\$377,470	5.54%	
8	8	L	\$10	1	\$10	224.87	50,433	0.67	1,600.899	\$504,330	7.40%	
9	9	L	\$10"DBL"	1	\$20	449.54	25,228	0.33	800.815	\$504,560	7.40%	
10	10	L	\$20	1	\$20	450.10	25,197	0.33	799.831	\$503,940	7.39%	92.41% LOW-TIER
11	0	M	\$40	1	\$40	11,863.02	956	0.01	30.000	\$38,240	0.56%	
12	0	M	\$20"DBL"	1	\$40	4,480.86	2,531	0.03	80.000	\$101,240	1.48%	
13	0	M	\$50	1	\$50	8,922.93	1,271	0.02	40.000	\$63,550	0.93%	
14	0	M	\$50"DBL"	1	\$100	5,978.41	1,897	0.03	60.000	\$189,700	2.78%	
15	0	M	\$100	1	\$100	11,887.89	954	0.01	30.000	\$95,400	1.40%	
16	0	M	\$500	1	\$500	192,221.19	59	-	1.873	\$29,500	0.43%	7.59% MID-TIER
						4.49	2,527,878	33.43	80,241	\$6,818,193	100.00%	100.00%

NOTE: "DBL" = Win DOUBLE the prize by revealing one (1) "GIFT" Play Symbol with two (2) matching prize amounts.

Consolidated odds are 1 in:	\$1	8.82	1,285,327	* Each of the following GLEPS will be used in approximately 16.67% of each pack of 150 tickets.
	\$2	16.67	680,476	** Numbers are rounded.
	\$4	36.00	315,026	
	\$5	112.54	100,776	
	\$10	128.61	88,180	
	\$20	224.91	50,425	
	\$40	3,252.38	3,487	
	\$50	8,922.93	1,271	
	\$100	3,977.92	2,851	
	\$500	192,221.19	59	
			2,527,878	

CALLOUT: Not Applicable for this game.



INTEROFFICE MEMO

Gary Grief, Executive Director

LaDonna Castañuela, Charitable Bingo Operations Director

Payment Approval

August 25, 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 RL019
Tx Game Name	Game #2449 Holiday Bucks
Invoice Number	8529135
Invoice Amount	\$162,517.25

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

8/26/2022

Date

JB



8/26/2022

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

8/26/2022

Date

Ryan Mindell (Lottery Operations Division Director)

8/26/2022

Date

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

In an effort to close out FY 22 please forward ASAP, thank you for your help.



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

INVOICE NO.: 8529135

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: September 24, 2022

Invoice Date	Order No.	Your Order	Customer No.
August 25, 2022	1165360		5008

Order name: HOLIDAY BUCKS #2449

PO Number:

Product Description	Quantity	Unit Price	Amount
Ticket Size 2.4 x 4	11,341,050	8.96 /M	101,615.81
Four colour process / Spectrum base graphics	11,341,050	2.40 /M	27,218.52
Additional scene within a book	11,341,050	0.57 /M	6,464.40
Integrated Overprints / Continuous Image	11,341,050	2.40 /M	27,218.52

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

Before Taxes:	162,517.25 USD
Freight:	0.00
Deposit:	0.00
Amount Due:	162,517.25 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

Scratch Ticket Game Closing Analysis

08/30/20 Thru 08/27/22

Average Number of Weeks for 85% Average Sell Through

Print Quantities	Price Point				Price Point					
	\$1	\$2	\$3	\$5	\$10	\$20	\$25	\$30	\$50	\$100
< 5M	None	None	Week 10*	None	None	None	None	None	None	None
5M-9.99M	Week 13	Week 18	Week 14*	Week 18	Week 25	Week 39	None	Week 66*	Week 38	None
10M-14.99M	Week 17	None	None	Week 26	Week 44	Week 29*	None	None	None	None
15M-19.99M	Week 24	None	Week 27*	Week 63	None	None	None	None	None	None
20M-24.99M	None	None	None	Week 51	Week 41*	None	None	None	None	None
25M-29.99M	Week 32*	None	None	None	None	Week 59*	None	None	None	None
30M-34.99M	None	None	None	None	None	None	None	None	None	None
>=35M	None	Week 63	Week 54*	Week 48*	Week 43*	None	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	\$20	\$30	\$50	\$100
< 5M	None	None	\$1,280,407	None	None	None	None	None	None	None
5M-9.99M	\$603,552	\$790,419	\$1,135,659	\$1,868,249	\$2,632,364	\$4,140,873	None	\$3,548,614	\$6,722,847	None
10M-14.99M	\$573,217	None	None	\$2,195,824	\$2,593,290	\$6,888,646	None	None	None	None
15M-19.99M	\$618,201	None	\$1,754,298	\$1,321,610	None	None	None	None	None	None
20M-24.99M	None	None	None	\$2,177,872	\$4,377,999	None	None	None	None	None
25M-29.99M	\$795,571	None	None	None	None	\$7,343,720	None	None	None	None
30M-34.99M	None	None	None	None	None	None	None	None	None	None
>=35M	None	\$1,031,140	\$1,704,990	\$4,784,040	\$7,855,672	None	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