

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

**Scratch Ticket Information**

Date Completed

1/29/2024

Game #	2463	Confirmed Packs	4,122
Game Name	50X Cash Blitz	Active Packs	2,489
Quantity Printed	28,138,800	Warehouse Packs	158,764
Price Point	\$5	Returned Packs	114
Start Date	1/2/2023	Printed Payout Percentage	68.05%
Top Prize	\$ 200,000	Percent Sold	55.35%
Number of Top Prizes Remaining	5	Number of Weeks Out	55

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

Cost to print tickets	\$ 2,290,106	Actual ticket production costs
Promotion prize expense	\$ 2,300,000	\$100 Cash Prize Plus Entry
Prize payout expense	\$ 50,648,485	Data from Instant Ticket Tier Liability screen in ES

**Estimated Direct Costs**      **\$ 55,238,591**

TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 77,874,129	Based on # of tkts printed, times % sold from DaVinci report, times the price point
<b>Total Estimated Benefits</b>	<b>\$ 77,874,129</b>	

**Excess of Revenue over Expended      \$ 22,635,538**

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	\$	331,250
Next week	\$	389,555
Next week	\$	441,190
Avg Weekly Sales Current Game	\$	387,332
Avg Weekly Sales \$3; 25M - 29.99M Qty*	\$	1,352,586
<b>Percentage Of Variance In Sales</b>		<b>71%</b>

**TEXAS LOTTERY COMMISSION**  
**Scratch Ticket Game Closing Analysis**  
**RECOMMENDATION AND APPROVALS**

**Instant Ticket Information**

Game #	2463	Printed Payout Percentage	68.05%
Game Name	50X Cash Blitz	Actual Payout Percentage	67.99%
Percent Sold	55.35%	Number of Weeks Out	55
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.*			54

\*No data available at the \$5 25M-29.99M level so the \$3 25M-29.99M level was used. Note - only one game at this level with 85% sell through.

**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):

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*Dale Bowersock*

1/29/2024

Scratch Ticket Strategy Coordinator      Date

*Will Russ*

1/29/2024

Products Manager      Date

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

*Paul Lee*

1/31/2024

Lottery Operations Division Director      Date

*KG*

*Gregory*

2/1/2024

Controller      Date

*Ry Mitchell*

2/2/2024

Deputy Executive Director      Date

*Gary Grief*

2/2/2024

Executive Director      Date



# Play the Games of Texas!

Da Vinci Report

1/22/24

Week End Date:1/20/24

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														1/20/24	1/13/24	1/6/24	12/30/23
Mature	2321	\$3	47,974,000	\$50,000 BONUS CASHWORD	4/11/22			93	81.62%	10,186	6,689	50,957	33	\$975,738.00	\$1,100,085.00	\$1,195,053.00	\$1,185,687.00
	2462	\$3	24,476,125	30X CASH BLITZ CROSSWORD	1/2/23			55	73.50%	4,784	3,093	41,660	275	\$377,589.00	\$447,540.00	\$452,961.00	\$501,864.00
	2431	\$3	32,785,800	SPECIAL EDITION LOTERIA	10/17/22			66	83.10%	10,734	8,256	51,045	38	\$759,924.00	\$936,285.00	\$925,884.00	\$858,369.00
	2529	\$5	7,336,350	\$100 GRAND	10/16/23			14	53.31%	7,657	4,510	29,439	771	\$547,195.00	\$702,250.00	\$835,990.00	\$1,045,735.00
	2520	\$5	12,210,000	\$200,000 WINNINGS	9/5/23			20	50.69%	12,790	8,246	56,060	418	\$957,440.00	\$1,121,120.00	\$1,252,795.00	\$1,357,980.00
	2463	\$5	28,138,800	50X CASH BLITZ	1/2/23			55	55.35%	4,122	2,489	158,764	114	\$331,250.00	\$389,555.00	\$441,190.00	\$482,575.00
	2526	\$5	7,218,375	777 MULTIPLIER	10/2/23			16	68.70%	4,020	2,775	19,705	1,156	\$414,055.00	\$546,200.00	\$675,135.00	\$822,250.00
	2502	\$5	16,958,025	BINGO TIMES 20	9/18/23			18	29.38%	16,321	9,250	130,317	555	\$1,361,050.00	\$1,443,485.00	\$1,479,185.00	\$1,612,640.00
	2500	\$5	9,854,475	COWBOYS	8/14/23			23	44.13%	3,887	2,372	63,532	1,723	\$288,840.00	\$354,720.00	\$389,825.00	\$450,330.00
	2484	\$5	14,305,575	EMERALD 7S	5/1/23			38	70.28%	4,483	3,560	46,067	447	\$369,935.00	\$440,595.00	\$435,055.00	\$520,430.00
	2501	\$5	5,505,750	HOUSTON TEXANS	8/14/23			23	44.37%	1,839	1,083	32,978	3,691	\$142,470.00	\$153,635.00	\$172,980.00	\$208,375.00
	2524	\$5	7,144,200	MONEY MULTIPLIER	9/18/23			18	52.94%	5,664	3,201	30,474	2,521	\$381,190.00	\$446,395.00	\$538,240.00	\$676,840.00
	2505	\$5	32,640,150	SUPER CASHWORD	6/5/23			33	37.69%	17,833	9,408	240,487	34	\$1,653,115.00	\$1,837,125.00	\$1,863,775.00	\$1,940,740.00
	2506	\$10	24,386,600	\$250,000 50X CASHWORD	6/19/23			31	44.38%	29,343	9,814	227,356	49	\$3,184,790.00	\$3,474,360.00	\$3,608,120.00	\$3,752,250.00
	2525	\$10	7,142,750	\$50, \$100 OR \$500!	9/18/23			18	84.17%	13,857	5,398	103	350	\$1,768,780.00	\$2,121,650.00	\$2,613,550.00	\$3,169,530.00
	2521	\$10	10,146,750	\$500,000 WINNINGS	9/5/23			20	40.45%	17,206	7,578	93,023	51	\$1,359,380.00	\$1,484,370.00	\$1,657,090.00	\$1,836,080.00
	2464	\$10	23,085,050	100X CASH BLITZ	1/2/23			55	50.86%	8,023	3,389	212,166	202	\$684,340.00	\$772,830.00	\$866,220.00	\$930,100.00
	2413	\$10	28,619,300	CASH BLOWOUT	3/6/23			46	38.53%	12,800	6,110	330,073	40	\$1,241,010.00	\$1,325,280.00	\$1,454,280.00	\$1,580,150.00
	2510	\$10	50,141,200	MEGA LOTERIA	2/6/23			50	79.35%	57,437	14,457	126,046	52	\$7,378,640.00	\$7,827,270.00	\$8,470,640.00	\$8,872,830.00
	2527	\$10	8,199,900	PINK DIAMONDS	10/2/23			16	52.28%	14,321	7,037	52,032	179	\$1,361,750.00	\$1,640,890.00	\$2,054,350.00	\$2,507,620.00
	2485	\$10	11,250,850	RUBY 7S	5/1/23			38	65.16%	8,811	5,184	61,389	79	\$741,120.00	\$830,230.00	\$899,140.00	\$1,016,060.00
	2513	\$20	10,162,000	\$1,000,000 CROSSWORD	10/16/23			14	33.87%	41,747	9,462	211,895	39	\$4,552,620.00	\$4,832,980.00	\$5,092,900.00	\$5,464,100.00
	2490	\$20	8,189,275	\$1,000,000 GOLD RUSH	10/2/23			16	34.98%	21,181	7,295	180,720	24	\$2,047,160.00	\$2,318,820.00	\$2,780,280.00	\$3,362,960.00
	2522	\$20	9,178,700	\$1,000,000 WINNINGS	9/5/23			20	27.66%	21,158	6,706	234,277	70	\$1,392,520.00	\$1,513,060.00	\$1,739,780.00	\$1,998,440.00
	2418	\$20	8,171,725	200X THE CASH	7/3/23			29	57.70%	14,833	3,869	115,962	133	\$1,025,820.00	\$1,235,600.00	\$1,584,560.00	\$1,953,800.00
	2367	\$20	16,392,750	CASH SPECTACULAR	11/15/21			114	70.03%	10,484	3,946	179,664	43	\$1,008,340.00	\$1,063,020.00	\$1,200,220.00	\$1,247,060.00
	2486	\$20	6,555,250	DIAMOND 7S	5/1/23			38	68.75%	13,471	4,772	60,149	149	\$872,240.00	\$921,740.00	\$995,640.00	\$1,195,160.00
	2475	\$20	9,008,050	JACKPOT MILLIONS	3/20/23			44	50.31%	8,367	1,965	163,745	2,394	\$354,140.00	\$425,200.00	\$500,980.00	\$610,580.00
	2511	\$20	25,214,400	MILLION DOLLAR LOTERIA	6/5/23			33	51.93%	59,488	12,391	404,216	23	\$7,338,320.00	\$8,074,560.00	\$8,312,840.00	\$8,818,920.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			305	83.87%	8,430	4,190	203,526	29	\$1,428,510.00	\$1,538,130.00	\$1,605,450.00	\$1,721,100.00
	2517	\$30	9,225,150	MILLIONAIRE MAKER	8/14/23			23	27.86%	15,697	6,936	240,693	61	\$2,278,080.00	\$2,530,440.00	\$2,580,390.00	\$2,874,480.00
	2387	\$30	9,009,725	PREMIER CASH	4/4/22			94	83.69%	7,378	3,319	46,095	41	\$780,030.00	\$822,540.00	\$891,750.00	\$926,130.00
	2468	\$30	8,544,000	VIP CLUB	2/20/23			48	53.98%	9,277	3,954	142,097	59	\$1,017,180.00	\$1,189,800.00	\$1,202,430.00	\$1,409,400.00

**Liability for 2463 / for Life to Date****Product Status:**  
Active**SmartCash Enabled:**  
N/A**Validation Range:** 11/20/2022 - 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	1414936	\$7,074,680.00	1586536	\$7,932,680.00	52.86%	14873774
2	2	N/A	\$10.00	348513	\$3,485,130.00	401857	\$4,018,570.00	53.55%	15069597
3	3	N/A	\$10.00	470203	\$4,702,030.00	561551	\$5,615,510.00	54.43%	15315056
4	4	N/A	\$15.00	86525	\$1,297,875.00	101081	\$1,516,215.00	53.88%	15161018
5	5	N/A	\$15.00	169988	\$2,549,820.00	205196	\$3,077,940.00	54.69%	15389700
6	6	N/A	\$15.00	169511	\$2,542,665.00	205673	\$3,085,095.00	54.82%	15425475
7	0	N/A	\$25.00	42982	\$1,074,550.00	50821	\$1,270,525.00	54.18%	15245162
8	0	N/A	\$25.00	126287	\$3,157,175.00	155126	\$3,878,150.00	55.12%	15511221
9	0	N/A	\$50.00	42986	\$2,149,300.00	50782	\$2,539,100.00	54.16%	15239149
10	0	N/A	\$50.00	41990	\$2,099,500.00	51818	\$2,590,900.00	55.24%	15543411
11	0	N/A	\$50.00	127535	\$6,376,750.00	153881	\$7,694,050.00	54.68%	15386568
12	0	N/A	\$50.00	41979	\$2,098,950.00	51789	\$2,589,450.00	55.23%	15541339
13	0	N/A	\$100.00	3197	\$319,700.00	3803	\$380,300.00	54.33%	15287408
14	0	N/A	\$100.00	5301	\$530,100.00	6425	\$642,500.00	54.79%	15418027
15	0	N/A	\$100.00	3180	\$318,000.00	3874	\$387,400.00	54.92%	15453602
16	0	N/A	\$100.00	3169	\$316,900.00	3884	\$388,400.00	55.07%	15495689
17	0	N/A	\$100.00	3143	\$314,300.00	3888	\$388,800.00	55.30%	15560184
18	0	N/A	\$100.00	3200	\$320,000.00	3872	\$387,200.00	54.75%	15406311
19	0	N/A	\$100.00	3199	\$319,900.00	3843	\$384,300.00	54.57%	15356064
20	0	N/A	\$100.00	3160	\$316,000.00	3859	\$385,900.00	54.98%	15470527
21	0	N/A	\$500.00	106	\$53,000.00	129	\$64,500.00	54.89%	15446405
22	0	N/A	\$500.00	104	\$52,000.00	124	\$62,000.00	54.39%	15303557
23	0	N/A	\$500.00	100	\$50,000.00	126	\$63,000.00	55.75%	15688003
24	0	N/A	\$500.00	213	\$106,500.00	255	\$127,500.00	54.49%	15332038
25	0	N/A	\$500.00	218	\$109,000.00	257	\$128,500.00	54.11%	15224571
26	0	N/A	\$5,000.00	1	\$5,000.00	1	\$5,000.00	50.00%	14069407
27	0	N/A	\$5,000.00	4	\$20,000.00	2	\$10,000.00	33.33%	9379600
28	0	N/A	\$5,000.00	5	\$25,000.00	7	\$35,000.00	58.33%	16414300
29	0	N/A	\$200,000.00	2	\$400,000.00	2	\$400,000.00	50.00%	14069397
30	0	N/A	\$200,000.00	3	\$600,000.00	3	\$600,000.00	50.00%	14069400
<b>Totals:</b>				<b>3111740</b>	<b>\$42,783,825.00</b>	<b>3,610,465</b>	<b>\$50,648,485.00</b>		

TICKET QUANTITY: 28,080,000  
PC DocuSign Envelope ID: 18909207-80CB-498B-A451-21634C813568  
PACKS / GAME: 374,400  
PACKS / POOL: 1,600  
PACK SIZE: 75  
POOL SIZE: 120,000

MIN QUANTITY 27,518,400  
8,641,600

PRIZE STRUCTURE  
50X CASH BLITZ  
Texas Lottery Game # 2463  
IGT Job # 016068  
Version 3 dated May 25, 2022

RETAIL PRICE: \$5.00  
REVENUE: \$140,400,000  
PRIZE FUND: \$95,543,000  
PERCENTAGE: 68.05%  
INSTANT FUND: \$93,243,000  
INSTANT-WIN PAYOUT: 66.41%

PRIZE LEVEL	TIER CODE	Description	Number of Wins Per Ticket	TOTAL PRIZE AMOUNT	ODDS (1 IN:)	TOTAL PRIZES	WINNERS IN 120,000 (PER POOL)	WINNERS IN 75 (PER PACK)	PRIZE COST	% OF PRIZE FUND	% PER PRIZE TIER
1	L	\$5	1	\$5	9.38	2,995,200	12,800	8.00	\$14,976,000	15.67%	Low Tier: 48.98%
2	L	\$10	1	\$10	37.50	748,800	3,200	2.00	\$7,488,000	7.84%	
3	L	\$5 x 2	2	\$10	27.27	1,029,600	4,400	2.75	\$10,296,000	10.78%	
4	L	\$15	1	\$15	150.00	187,200	800	0.50	\$2,808,000	2.94%	
5	L	\$10 + \$5	2	\$15	75.00	374,400	1,600	1.00	\$5,616,000	5.88%	
6	L	\$5 x 3	3	\$15	75.00	374,400	1,600	1.00	\$5,616,000	5.88%	
7	M	\$25	1	\$25	300.00	93,600	400	0.25	\$2,340,000	2.45%	Mid Tier: 46.41%
8	M	\$5 x 5	5	\$25	100.00	280,800	1,200	0.75	\$7,020,000	7.35%	
9	M	\$50	1	\$50	300.00	93,600	400	0.25	\$4,680,000	4.90%	
10	M	\$10 x 5	5	\$50	300.00	93,600	400	0.25	\$4,680,000	4.90%	
11	M	\$5 (10X)	1	\$50	100.00	280,800	1,200	0.75	\$14,040,000	14.69%	
12	M	\$5 x 10	10	\$50	300.00	93,600	400	0.25	\$4,680,000	4.90%	
13	M	\$100	1	\$100	4,000.00	7,020	30		\$702,000	0.73%	
14	M	\$5 (10X) x 2	2	\$100	2,400.00	11,700	50		\$1,170,000	1.22%	
15	M	(\$5 x 10) + \$5 (10X)	11	\$100	4,000.00	7,020	30		\$702,000	0.73%	
16	M	\$10 x 10	10	\$100	4,000.00	7,020	30		\$702,000	0.73%	
17	M	\$15 x 3) + \$5 (10X) + \$	5	\$100	4,000.00	7,020	30		\$702,000	0.73%	
18	M	(\$25 x 2) + \$5 (10X)	3	\$100	4,000.00	7,020	30		\$702,000	0.73%	
19	M	\$10 (10X)	1	\$100	4,000.00	7,020	30		\$702,000	0.73%	
20	M	\$5 (20X)	1	\$100	4,000.00	7,020	30		\$702,000	0.73%	
21	M	\$500	1	\$500	120,000.00	234	1		\$117,000	0.12%	
22	M	\$10 (50X)	1	\$500	120,000.00	234	1		\$117,000	0.12%	
23	M	\$5 x 15) + \$25 + \$5 (20	20	\$500	120,000.00	234	1		\$117,000	0.12%	
24	M	10X) + \$5 (10X) + (\$20	12	\$500	60,000.00	468	2		\$234,000	0.24%	
25	M	20X) + \$20 (10X) + \$5 (	3	\$500	60,000.00	468	2		\$234,000	0.24%	
26	H	\$5,000	1	\$5,000	14,040,000.00	2			\$10,000	0.01%	High Tier: 2.20%
27	H	\$50 (50X) x 2	2	\$5,000	4,680,000.00	6			\$30,000	0.03%	
28	H	0) x 3) + (\$10 (10X) x 4)	15	\$5,000	2,340,000.00	12			\$60,000	0.06%	
29	H	\$200,000	1	\$200,000	7,020,000.00	4			\$800,000	0.84%	
30	H	4) + (\$100 (50X) x 10) +	15	\$200,000	4,680,000.00	6			\$1,200,000	1.26%	
TOTAL CASH PRIZES				2 Decimals:	4.19	6,708,108	28,667	17.75	\$93,243,000	97.59%	
				4 Decimals:	4.1860						
SECOND-CHANCE DRAWINGS											
SECOND CHANCE				\$460.00		5,000		\$2,300,000.00		2.41%	
SUB TOTAL						5,000		\$2,300,000.00		2.41%	
TOTAL CASH & SECOND-CHANCE PRIZES						6,713,108		\$95,543,000		100.00%	



# INTEROFFICE MEMO

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

## Payment Approval

December 13, 2022

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

Vendor Name	IGT
P.O. Number (if applicable)	362-22-9009RL022RV1
Invoice Number	90131394
Tx Game Name	Game #2463 50X Cash Blitz
Invoice Amount	\$2,290,105.56

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

Dale Bowersock  
Dale Bowersock (Scratch Ticket Strategy Coordinator)

12/13/2022  
Date

JB 12/13/2022

Will Russ  
Will Russ (Products Manager)

12/15/2022  
Date



Robert Tirloni  
Robert Tirloni (Lottery Operations Division Director)

12/15/2022  
Date

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

**December 23, 2022**





IGT Global Solutions Corporation  
 d/b/a IGT Solutions Corp. in the State of Texas  
 10 Memorial Boulevard  
 Providence, RI 02903  
 USA  
 Telephone 401 392-1000  
 Fax 401 392-1234

# INVOICE

INVOICE NUMBER: 90131394  
 DATE : December 13, 2022

BILL TO: 20318  
 Texas Lottery Commission  
 Gary Grief, Executive Director  
 611 East 6th Street  
 Austin TX 78701

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
001 GAME 2463	119205 010	Game 2463 50X CASH BLITZ- TRK 1	2,987,775 PC	0.01978	59,098.19
002 GAME 2463	119205 020	Option 2463 Holographic Stock	2,987,775 PC	0.04800	143,413.20
003 GAME 2463	119205 030	Option 2463 Fluorescent Ink 802	2,987,775 PC	0.00224	6,692.62
004 GAME 2463	119205 040	Option 2463 Fluorescent Ink 803	2,987,775 PC	0.00224	6,692.62
005 GAME 2463	119205 050	Option 2463 Full UV	2,987,775 PC	0.00256	7,648.70
006 GAME 2463	119205 060	Option 2463 Integrated Graphic Ove	2,987,775 PC	0.00544	16,253.50
007 GAME 2463	119205 070	Game 2463 50X CASH BLITZ- TRK 2	3,073,125 PC	0.01978	60,786.41
008 GAME 2463	119205 080	Option 2463 Holographic Stock	3,073,125 PC	0.04800	147,510.00
009 GAME 2463	119205 090	Option 2463 Fluorescent Ink 802	3,073,125 PC	0.00224	6,883.80
010 GAME 2463	119205 100	Option 2463 Fluorescent Ink 803	3,073,125 PC	0.00224	6,883.80
011 GAME 2463	119205 110	Option 2463 Full UV	3,073,125 PC	0.00256	7,867.20
012 GAME 2463	119205 120	Option 2463 Integrated Graphic Ove	3,073,125 PC	0.00544	16,717.80
013 GAME 2463	119205 130	Game 2463 50X CASH BLITZ- TRK 3	3,080,700 PC	0.01978	60,936.25

Continued...

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
014 GAME 2463	119205 140	Option 2463 Holographic Stock	3,080,700 PC	0.04800	147,873.60
015 GAME 2463	119205 150	Option 2463 Fluorescent Ink 802	3,080,700 PC	0.00224	6,900.77
016 GAME 2463	119205 160	Option 2463 Fluorescent Ink 803	3,080,700 PC	0.00224	6,900.77
017 GAME 2463	119205 170	Option 2463 Full UV	3,080,700 PC	0.00256	7,886.59
018 GAME 2463	119205 180	Option 2463 Integrated Graphic Ove	3,080,700 PC	0.00544	16,759.01
019 GAME 2463	119205 190	Game 2463 50X CASH BLITZ- TRK 4	3,068,925 PC	0.01978	60,703.34
020 GAME 2463	119205 200	Option 2463 Holographic Stock	3,068,925 PC	0.04800	147,308.40
021 GAME 2463	119205 210	Option 2463 Fluorescent Ink 802	3,068,925 PC	0.00224	6,874.39
022 GAME 2463	119205 220	Option 2463 Fluorescent Ink 803	3,068,925 PC	0.00224	6,874.39
023 GAME 2463	119205 230	Option 2463 Full UV	3,068,925 PC	0.00256	7,856.45
024 GAME 2463	119205 240	Option 2463 Integrated Graphic Ove	3,068,925 PC	0.00544	16,694.95
025 GAME 2463	119205 250	Game 2463 50X CASH BLITZ- TRK 5	2,986,125 PC	0.01978	59,065.55
026 GAME 2463	119205 260	Option 2463 Holographic Stock	2,986,125 PC	0.04800	143,334.00
027 GAME 2463	119205 270	Option 2463 Fluorescent Ink 802	2,986,125 PC	0.00224	6,688.92
028 GAME 2463	119205 280	Option 2463 Fluorescent Ink 803	2,986,125 PC	0.00224	6,688.92
029 GAME 2463	119205 290	Option 2463 Full UV	2,986,125 PC	0.00256	7,644.48
030 GAME 2463	119205 300	Option 2463 Integrated Graphic Ove	2,986,125 PC	0.00544	16,244.52
031 GAME 2463	119205 310	Game 2463 50X CASH BLITZ- TRK 6	2,824,575 PC	0.01978	55,870.09

Continued...



INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
032 GAME 2463	119205 320	Option 2463 Holographic Stock	2,824,575 PC	0.04800	135,579.60
033 GAME 2463	119205 330	Option 2463 Fluorescent Ink 802	2,824,575 PC	0.00224	6,327.05
034 GAME 2463	119205 340	Option 2463 Fluorescent Ink 803	2,824,575 PC	0.00224	6,327.05
035 GAME 2463	119205 350	Option 2463 Full UV	2,824,575 PC	0.00256	7,230.91
036 GAME 2463	119205 360	Option 2463 Integrated Graphic Ove	2,824,575 PC	0.00544	15,365.69
037 GAME 2463	119205 370	Game 2463 50X CASH BLITZ- TRK 7	2,815,725 PC	0.01978	55,695.04
038 GAME 2463	119205 380	Option 2463 Holographic Stock	2,815,725 PC	0.04800	135,154.80
039 GAME 2463	119205 390	Option 2463 Fluorescent Ink 802	2,815,725 PC	0.00224	6,307.22
040 GAME 2463	119205 400	Option 2463 Fluorescent Ink 803	2,815,725 PC	0.00224	6,307.22
041 GAME 2463	119205 410	Option 2463 Full UV	2,815,725 PC	0.00256	7,208.26
042 GAME 2463	119205 420	Option 2463 Integrated Graphic Ove	2,815,725 PC	0.00544	15,317.54
043 GAME 2463	119205 430	Game 2463 50X CASH BLITZ- TRK 8	2,819,625 PC	0.01978	55,772.18
044 GAME 2463	119205 440	Option 2463 Holographic Stock	2,819,625 PC	0.04800	135,342.00
045 GAME 2463	119205 450	Option 2463 Fluorescent Ink 802	2,819,625 PC	0.00224	6,315.96
046 GAME 2463	119205 460	Option 2463 Fluorescent Ink 803	2,819,625 PC	0.00224	6,315.96
047 GAME 2463	119205 470	Option 2463 Full UV	2,819,625 PC	0.00256	7,218.24
048 GAME 2463	119205 480	Option 2463 Integrated Graphic Ove	2,819,625 PC	0.00544	15,338.76
049 GAME 2463	119205 490	Game 2463 50X CASH BLITZ- TRK 9	2,689,050 PC	0.01978	53,189.41

Continued...

INVOICE NUMBER: 90131394

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INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
050 GAME 2463	119205 500	Option 2463 Holographic Stock	2,689,050 PC	0.04800	129,074.40
051 GAME 2463	119205 510	Option 2463 Fluorescent Ink 802	2,689,050 PC	0.00224	6,023.47
052 GAME 2463	119205 520	Option 2463 Fluorescent Ink 803	2,689,050 PC	0.00224	6,023.47
053 GAME 2463	119205 530	Option 2463 Full UV	2,689,050 PC	0.00256	6,883.97
054 GAME 2463	119205 540	Option 2463 Integrated Graphic Ove	2,689,050 PC	0.00544	14,628.43
055 GAME 2463	119205 550	Game 2463 50X CASH BLITZ- TRK 10	1,793,175 PC	0.01978	35,469.00
056 GAME 2463	119205 560	Option 2463 Holographic Stock	1,793,175 PC	0.04800	86,072.40
057 GAME 2463	119205 570	Option 2463 Fluorescent Ink 802	1,793,175 PC	0.00224	4,016.71
058 GAME 2463	119205 580	Option 2463 Fluorescent Ink 803	1,793,175 PC	0.00224	4,016.71
059 GAME 2463	119205 590	Option 2463 Full UV	1,793,175 PC	0.00256	4,590.53
060 GAME 2463	119205 600	Option 2463 Integrated Graphic Ove	1,793,175 PC	0.00544	9,754.87
061 GAME 2463	119205 610	Inserts 2463			31,685.47
062 GAME 2463	119205 620	Rounding adjustment			0.01

TOTAL AMOUNT DUE

USD

2,290,105.56

## REMARKS:

Unrounded Invoice Total \$2,290,105.5580

## PAYMENT TERMS:

Due within 30 days

Continued...

INV ITEM NO.	SALES ORD.		QUANTITY	UNIT	EXTENDED
CUSTOMER PO NO.	SO ITEM NO	DESCRIPTION		PRICE	AMOUNT

REMITTANCE:  
Please remit payment in USD:



poration

For each invoice being paid, please include entire invoice number(s) (8-digit and/or alpha-numeric) in reference field of the remittance transmission.

EXECUTED June 30, 2022

**IHEARTRADIO CASH BLITZ 2<sup>ND</sup> CHANCE PROMOTION DETAILED REQUIREMENTS**

These detailed requirements apply to the iHeartRadio Cash Blitz 2<sup>nd</sup> Chance Promotion (the "Promotion"), a second-chance drawing promotion common to each game in the family of five (5) scratch ticket games identified in Section 1 below (the "Eligible Games"). These requirements shall be part of the working papers for each Eligible Game.

**1. PROMOTION DESCRIPTION**

The Texas Lottery Commission ("TLC") shall produce a family of Cash Blitz-themed scratch ticket games, to be printed by IGT Global Solutions Corporation ("IGT" or the "Company"), with the respective price points, ticket quantities, and launch dates shown below:

- a) \$1.00 "20X Cash Blitz" game with thirty-five million forty thousand (35,040,000) tickets launches January 3, 2023;
- b) \$3.00 "30X Cash Blitz Crossword" game with twenty-four million (24,000,000) tickets launches January 3, 2023;
- c) \$5.00 "50X Cash Blitz" game with twenty-eight million eighty thousand (28,080,000) tickets launches January 3, 2023;
- d) \$10.00 "100X Cash Blitz" game with twenty-three million one hundred sixty thousand (23,160,000) tickets launches January 3, 2023; and
- e) \$20.00 "200X Cash Blitz" game with ten million two hundred thousand (10,200,000) tickets launches January 3, 2023.

The Company's website will host a Promotion microsite. Players may use the Texas Lottery® website/Luck Zone (accessible through the microsite) or the Luck Zone feature of the Texas Lottery App to enter any non-winning tickets from the Eligible Games in one (1) of five (5) promotional second-chance drawings described in Section 4 below (the "Cash + Entry Prize Drawings") for a chance to win one (1) of twenty-nine thousand five hundred fifteen (29,515) one hundred dollar (\$100) second-chance cash prizes plus entry into an additional drawing (each, a "Cash + Entry Prize"), as follows:

Following each Cash + Entry Prize Drawing, the name of each Cash + Entry Prize winner will be entered automatically in one (1) of five (5) additional drawings described in Section 5 below (the "VIP Prize and \$10 Million Cash Blitz Challenge Prize Drawings") for a chance to win:

- a) One (1) of fifty (50) trips of the winner's choice or ten thousand dollars (\$10,000) cash ("VIP Prizes") as more fully described in Section 6 and Exhibit A below; or
- b) One (1) of fifty (50) trips to Austin, Texas, to participate as a finalist ("Finalist") in the \$10 Million Cash Blitz Challenge contest (the "\$10 Million Cash Blitz Challenge") for a chance to win an additional cash prize (collectively, "\$10 Million Cash Blitz Challenge Prizes"). Each \$10 Million Cash Blitz Challenge Prize includes a four-day, three-night trip for the \$10 Million Cash Blitz Challenge Prize winner and one (1) guest to Austin, Texas, (to occur during or around the spring of 2024) as more fully described in Section 6 below.

**2. ALLOCATION TO CASH + ENTRY PRIZES FOR PRIZE FULFILLMENT, PROMOTION SERVICES AND PROMOTIONAL SUPPORT**



**EXECUTED June 30, 2022**

The TLC shall allocate a total of thirteen million five hundred seventy-six thousand nine hundred dollars (\$13,576,900) (approximately two-point eighty-six percent (2.86%) of the combined prize pools of the Eligible Games) for the Company to fulfill all Cash + Entry Prizes, VIP Prizes and \$10 Million Cash Blitz Challenge Prizes and to provide other Promotion-related services and manufacturing and marketing support as set forth in subsections 4. a) through d) below. This amount reflects an allocation of four hundred sixty dollars (\$460) to each Cash + Entry Prize, to be invoiced and paid as provided in Section 12 below. The Cash + Entry Prizes and allocated amounts shall be distributed across the Eligible Games as follows:

Game Price Point	Allocation for Each Cash Prize Portion (\$100)	Allocation for Each Entry (\$360)	Total Allocation for Cash + Entry Prizes (\$460)	Total Cash + Entry Prizes Awarded	# Second-Chance Drawings	Winners Per Drawing
\$20.00	\$1,240,000.00	\$4,464,000.00	\$5,704,000.00	12,400	5	2,480
\$10.00	\$850,000.00	\$3,060,000.00	\$3,910,000.00	8,500	5	1,700
\$5.00	\$500,000.00	\$1,800,000.00	\$2,300,000.00	5,000	5	1,000
\$3.00	\$250,000.00	\$900,000.00	\$1,150,000.00	2,500	5	500
\$1.00	\$111,500.00	\$401,400.00	\$512,900.00	1,115	5	223
<b>TOTALS</b>	<b>\$2,951,500.00</b>	<b>\$10,625,400.00</b>	<b>\$13,576,900.00</b>	<b>29,515</b>		<b>5,903</b>

### 3. TRADEMARK AND OTHER REQUIREMENTS

TLC shall be permitted to use the iHeartRadio name, logo, and legal line in ticket art and promotional materials, pending review by iHeartRadio. There is no requirement to place a registered trademark ("®") designation or trademark ("™") designation on the Artwork. The following notice shall be included on the ticket back and as practicable on all other advertising and promotional materials:

©2023 iHeartMedia + Entertainment, Inc. All Rights Reserved.

### 4. MANUFACTURING AND MARKETING SUPPORT PROVIDED BY THE COMPANY:

- a) Manufacturing and marketing support as set forth in Section 9 below (including a Promotion microsite and drawing services for the VIP Prizes and \$10 Million Cash Blitz Challenge Prize Drawings, and a customized media package), the \$10 Million Cash Blitz Challenge contest (including hosting the \$10 Million Cash Blitz Challenge and fulfillment of cash prizes won during the \$10 Million Cash Blitz Challenge), point of sale materials with an estimated value of two hundred thousand dollars (\$200,000), and ESMM animations;
- b) Fulfillment of twenty-nine thousand five hundred fifteen (29,515) one hundred dollar (\$100) Cash + Entry Prizes, total value of two million nine hundred fifty-one thousand five hundred dollars (\$2,951,500) for all Cash + Entry Prizes and fulfillment;
- c) Fulfillment of fifty (50) VIP Prizes, each valued at ten thousand dollars (\$10,000) before taxes and thirteen thousand one hundred fifty-seven dollars and eighty-nine cents (\$13,157.89) including federal taxes. The grand total value for all fifty (50) VIP Prizes and fulfillment is six hundred fifty-seven thousand eight hundred ninety-four dollars and fifty cents (\$657,894.50),

## Scratch Ticket Game Closing Analysis

**08/29/21      Thru      08/26/23**

### 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	None	Week 18	Week 13	Week 16	Week 26	Week 39	None	Week 55	None
10M-14.99M	Week 18	*Week 28	None	None	Week 37	None	None	*Week 75	None
15M-19.99M	Week 28	None	None	*Week 47	None	*Week 35	None	None	None
20M-24.99M	None	None	None	None	None	None	None	None	None
25M-29.99M	None	*Week 59	*Week 54	None	*Week 72	None	None	None	None
30M-34.99M	None	*Week 55	None	*Week 63	None	None	None	None	None
>=35M	None	None	None	*Week 55	*Week 51	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	None	\$836,861	\$1,218,171	\$2,103,552	\$2,534,946	\$3,775,938	None	\$4,951,385	None
10M-14.99M	\$525,017	\$620,682	None	None	\$2,836,350	None	None	\$5,794,776	None
15M-19.99M	\$530,463	None	None	\$1,645,025	None	\$8,401,824	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	\$3,385,773	None	None	None	None
30M-34.99M	None	\$1,037,735	None	\$2,208,309	None	None	None	None	None
>=35M	None	None	None	\$4,608,748	\$8,277,057	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:** Wednesday, January 24, 2024 12:22 PM  
**To:** Bowersock, Dale  
**Cc:** ProductsScratchTeam  
**Subject:** RE: February 2024 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.**

No issues with the below list, excluding Diamond 7s and Special Edition Super Loteria as Dale mentioned.

Thanks,  
Riley

---

**From:** Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>  
**Sent:** Tuesday, January 23, 2024 9:28 AM  
**To:** Gough, Riley <Riley.Gough@IGT.com>  
**Cc:** ProductsScratchTeam <ProductsScratchTeam@lottery.state.tx.us>  
**Subject:** RE: February 2024 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.**

Apologies...Diamond 7s doesn't qualify for closure. The number of weeks must exceed 39. Please remove that one from the list as well. We should be able to add that one next month.

---

**From:** Bowersock, Dale  
**Sent:** Monday, January 22, 2024 4:48 PM  
**To:** Gough, Riley <IGT> <[Riley.Gough@igt.com](mailto:Riley.Gough@igt.com)>  
**Cc:** ProductsScratchTeam <[ProductsScratchTeam@lottery.state.tx.us](mailto:ProductsScratchTeam@lottery.state.tx.us)>  
**Subject:** RE: February 2024 Pre-call Recommendations

Please remove 2432, Special Edition Super Loteria from this list. It's still selling over \$2 Million so I'll look at it again next month.

---

**From:** Bowersock, Dale <[Dale.Bowersock@lottery.state.tx.us](mailto:Dale.Bowersock@lottery.state.tx.us)>  
**Sent:** Monday, January 22, 2024 8:50 AM  
**To:** Gough, Riley <IGT> <[Riley.Gough@igt.com](mailto:Riley.Gough@igt.com)>  
**Cc:** ProductsScratchTeam <[ProductsScratchTeam@lottery.state.tx.us](mailto:ProductsScratchTeam@lottery.state.tx.us)>  
**Subject:** February 2024 Pre-call Recommendations

Riley,

Below are the games which qualify for pre-call in February. Variance calculations for slow performing games are attached.

Tentative close dates:

Pre-call Date: 2/2/24

Call Date: 3/3/24

**End of Game (Close) Date: 4/17/24**

End of Validations Date: 10/14/24

Game	\$	Tix Run	Name	Start	Call	Close	Wks	% S
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Under 85% Sold:

2462	\$3	24,476,125	30X CASH BLITZ CROSSWORD	1/2/23			55	73.9
2463	\$5	28,138,800	50X CASH BLITZ	1/2/23			55	55.3
2524	\$5	7,144,200	MONEY MULTIPLIER	9/18/23			18	52.9
2485	\$10	11,250,850	RUBY 7S	5/1/23			38	65.7
2486	\$20	6,555,250	DIAMOND 7S	5/1/23			38	68.7
2475	\$20	9,008,050	JACKPOT MILLIONS	3/20/23			44	50.3

Over 85% Sold:

2432	\$5	59,010,300	SPECIAL EDITION SUPER LOTERIA	12/5/22			59	93.3
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Please let me know if you have any concerns with pre-calling these games.

Thanks,  
Dale

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