

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

11/25/2024

Game #	2468	Confirmed Packs	10,518
Game Name	VIP Club	Active Packs	4,765
Quantity Printed	8,544,000	Warehouse Packs	106,100
Price Point	\$30	Returned Packs	40
Start Date	2/20/2023	Printed Payout Percentage	75.05%
Top Prize	\$ 1,000,000	Percent Sold	66.39%
Number of Top Prizes Remaining	1	Number of Weeks Out	92

Current Game Sales AnalysisTANGIBLE COSTS**Expenditure Impact:**

Cost to print tickets	\$ 929,959	Actual ticket production costs
Prize payout expense	\$ 126,945,825	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs**\$ 127,875,784**TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 170,170,848	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 170,170,848	

Excess of Revenue over Expended \$ 42,295,064INTANGIBLE 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	\$	484,590
Next week	\$	523,950
Next week	\$	496,060
Avg Weekly Sales Current Game	\$	501,533
Avg Weekly Sales \$20; 10M-14.99M Qty*	\$	4,652,039
Percentage Of Variance In Sales		89%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2468	Printed Payout Percentage	75.05%
Game Name	VIP Club	Actual Payout Percentage	74.60%
Percent Sold	66.39%	Number of Weeks Out	92
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.*			37

* No games at the \$30, 5M-9.99M level so the \$20, 10M-14.99M level was used.

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):

 11/25/2024

 Scratch Ticket Strategy Coordinator Date

 For Will Russ 11/25/2024

 Products Manager Date

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

 11/25/2024

 Lottery Operations Division Director Date

  12/2/2024

 Controller Date

N/A

 Deputy Executive Director Date

 12/6/2024

 Executive Director Date



Play the Games of Texas!


Da Vinci Report

11/25/24

Week End Date:11/23/24

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														11/23/24	11/16/24	11/9/24	11/2/24
Mature	2540	\$5	7,186,500	HIGH ROLLER	8/5/24			16	44.77%	5,533	2,474	42,523	1,037	\$305,385.00	\$416,930.00	\$402,895.00	\$484,230.00
	2565	\$5	14,318,325	HIT \$200,000	5/6/24			29	66.67%	15,366	10,142	47,780	215	\$801,185.00	\$888,735.00	\$938,680.00	\$948,100.00
	2580	\$5	5,504,925	HOUSTON TEXANS	8/19/24			14	44.27%	6,399	3,292	29,472	310	\$485,525.00	\$481,000.00	\$562,565.00	\$602,260.00
	2505	\$5	32,640,150	SUPER CASHWORD	6/5/23			77	82.90%	16,029	10,135	165,659	32	\$1,322,425.00	\$1,335,630.00	\$1,403,510.00	\$1,465,395.00
	2585	\$5	49,850,175	SUPER LOTERIA	6/17/24			23	41.99%	29,986	14,582	335,052	19	\$5,265,035.00	\$5,368,455.00	\$5,584,835.00	\$5,382,960.00
	2582	\$10	22,209,750	\$250,000 50X CASHWORD	7/1/24			21	27.33%	22,032	8,414	399,384	15	\$2,755,840.00	\$2,719,050.00	\$2,892,060.00	\$2,982,700.00
	2598	\$10	10,877,800	\$50 \$100 OR \$500	7/15/24			19	42.01%	16,176	5,931	101,331	15	\$1,748,900.00	\$1,786,760.00	\$1,948,410.00	\$2,087,220.00
	2544	\$10	20,116,650	100X POWER BLITZ	1/2/24			47	48.70%	21,473	10,610	253,618	48	\$1,041,900.00	\$988,860.00	\$1,064,140.00	\$1,245,890.00
	2413	\$10	28,619,300	CA\$H BLOWOUT	3/6/23			90	51.24%	11,154	6,137	308,661	6	\$418,180.00	\$463,380.00	\$452,970.00	\$464,050.00
	2566	\$10	11,258,600	HIT \$500,000	5/6/24			29	59.45%	18,868	9,999	70,073	16	\$1,327,020.00	\$1,367,530.00	\$1,418,610.00	\$1,551,610.00
	2623	\$10	25,555,150	LIMITED EDITION MEGA LOTERIA	8/5/24			16	33.38%	35,786	10,463	288,408	11	\$4,961,050.00	\$4,780,430.00	\$5,212,290.00	\$5,391,770.00
	2563	\$10	49,168,200	MEGA LOTERIA	2/19/24			40	52.25%	39,894	13,231	418,908	60	\$4,744,940.00	\$4,535,640.00	\$4,802,880.00	\$4,921,140.00
	2583	\$20	15,298,725	\$1,000,000 CROSSWORD	5/20/24			27	40.69%	37,826	10,571	468,111	15	\$4,863,860.00	\$4,743,400.00	\$5,038,300.00	\$5,083,580.00
	2545	\$20	10,249,975	200X POWER BLITZ	1/2/24			47	54.68%	23,249	9,858	169,976	38	\$1,201,940.00	\$1,155,540.00	\$1,242,740.00	\$1,350,800.00
	2567	\$20	6,098,900	HIT \$1,000,000	5/6/24			29	66.84%	19,999	10,040	57,079	18	\$1,650,520.00	\$1,717,420.00	\$1,785,620.00	\$1,813,720.00
	2570	\$20	6,117,700	JACKPOT MILLIONS	6/3/24			25	50.48%	27,427	9,313	102,244	18	\$1,067,800.00	\$1,134,500.00	\$1,253,400.00	\$1,410,120.00
	2511	\$20	25,214,400	MILLION DOLLAR LOTERIA	6/5/23			77	89.92%	45,842	11,658	81,799	153	\$1,606,380.00	\$1,659,480.00	\$1,684,820.00	\$1,824,160.00
	2575	\$20	7,982,300	VIP MILLIONS	7/1/24			21	47.56%	19,545	7,624	137,097	19	\$2,496,360.00	\$2,597,980.00	\$2,749,900.00	\$2,890,100.00
	2561	\$30	7,080,625	MAXIMUM MILLIONS	4/1/24			34	44.68%	19,289	8,455	137,004	28	\$1,507,470.00	\$1,489,770.00	\$1,497,990.00	\$1,492,740.00
	2517	\$30	9,225,150	MILLIONAIRE MAKER	8/14/23			67	52.86%	16,190	8,230	164,577	37	\$769,830.00	\$723,810.00	\$794,700.00	\$808,620.00
	2591	\$30	6,047,525	ULTIMATE RICHES	8/19/24			14	25.97%	22,997	8,003	145,850	16	\$2,773,410.00	\$2,721,870.00	\$2,863,080.00	\$2,966,580.00
	2468	\$30	8,544,000	VIP CLUB	2/20/23			92	66.39%	10,518	4,765	106,100	40	\$484,590.00	\$523,950.00	\$495,060.00	\$532,500.00
	2455	\$50	10,237,540	\$5,000,000 ULTIMATE	1/16/23			97	69.34%	19,826	5,857	146,698	41	\$927,500.00	\$959,450.00	\$1,024,600.00	\$1,027,450.00
	2435	\$50	10,070,440	500X LOTERIA SPECTACULAR	3/6/23			90	79.89%	25,483	7,110	88,650	62	\$1,316,150.00	\$1,313,650.00	\$1,391,100.00	\$1,438,850.00
	2518	\$50	7,928,240	500X LOTERIA SPECTACULAR	5/20/24			27	37.41%	25,795	8,156	216,129	17	\$4,717,650.00	\$4,772,050.00	\$4,994,100.00	\$5,048,550.00
	2479	\$50	8,214,280	CASH ROYALE	7/17/23			71	56.03%	21,612	6,396	171,251	47	\$1,005,400.00	\$944,550.00	\$1,054,400.00	\$1,119,350.00
	2548	\$50	6,070,220	LUXE	3/4/24			38	49.13%	27,428	8,450	127,437	20	\$2,750,050.00	\$2,855,250.00	\$2,900,050.00	\$2,881,800.00
	2536	\$50	4,135,520	MILLIONS CLUB	11/15/23			53	82.23%	23,468	7,902	16,527	24	\$1,540,250.00	\$1,630,100.00	\$1,586,000.00	\$1,808,400.00
	2400	\$100	10,379,010	\$20 MILLION SUPREME	5/16/22			132	74.87%	16,756	5,308	158,019	56	\$1,927,200.00	\$1,911,400.00	\$1,945,400.00	\$1,956,400.00
	2588	\$100	5,243,580	\$400 MILLION MEGA BUCKS	2/5/24			42	48.54%	29,351	10,134	147,775	41	\$5,206,500.00	\$5,008,100.00	\$5,237,900.00	\$5,336,700.00
	2515	\$100	8,875,515	LOTERIA SUPREME	4/3/23			86	64.96%	26,844	9,324	273,490	66	\$5,281,300.00	\$5,052,500.00	\$5,117,600.00	\$5,405,500.00
Sold/Closing	2564	\$1	13,210,350	HIT \$5,000	5/6/24	12/8/24	1/22/25	29	92.25%	12,870	8,638	30	58	\$147,443.00	\$176,845.00	\$200,930.00	\$234,124.00

Liability for 2468 / VIP CLUB

Tier 	Reference 	Tier Value 	Outstanding Tier Count 	Outstanding Tier Amount 	Tickets Paid 	Amount Paid 	Estimated Tickets Sold
1	1	\$50.00	164,566	\$8,228,300.00	313873	\$15,693,650.00	5,605,167.81
2	2	\$75.00	117,393	\$8,804,475.00	224441	\$16,833,075.00	5,609,810.34
3	3	\$100.00	23,370	\$2,337,000.00	44943	\$4,494,300.00	5,621,082.21
4	4	\$100.00	93,062	\$9,306,200.00	180198	\$18,019,800.00	5,634,237.00
5	0	\$150.00	33,432	\$5,014,800.00	63479	\$9,521,850.00	5,596,522.31
6	0	\$150.00	48,396	\$7,259,400.00	93965	\$14,094,750.00	5,639,444.51
7	0	\$200.00	24,442	\$4,888,400.00	46690	\$9,338,000.00	5,608,156.10
8	0	\$200.00	36,247	\$7,249,400.00	70487	\$14,097,400.00	5,642,446.90
9	0	\$200.00	24,897	\$4,979,400.00	48576	\$9,715,200.00	5,648,787.21
10	0	\$300.00	4,315	\$1,294,500.00	8148	\$2,444,400.00	5,585,855.09
11	0	\$300.00	5,491	\$1,647,300.00	10594	\$3,178,200.00	5,627,300.90
12	0	\$300.00	4,863	\$1,458,900.00	9384	\$2,815,200.00	5,627,633.60
13	0	\$500.00	373	\$186,500.00	702	\$351,000.00	5,579,430.69
14	0	\$500.00	484	\$242,000.00	951	\$475,500.00	5,662,260.61
15	0	\$500.00	853	\$426,500.00	1648	\$824,000.00	5,629,952.81
16	0	\$500.00	738	\$369,000.00	1405	\$702,500.00	5,601,642.51
17	0	\$500.00	489	\$244,500.00	936	\$468,000.00	5,612,058.94
18	0	\$3,000.00	18	\$54,000.00	33	\$99,000.00	5,528,470.61
		Totals	583,514	\$65,431,575.00	1120599	\$126,945,825.00	

19	0	\$3,000.00	40	\$120,000.00	65	\$195,000.00	5,289,142.87
20	0	\$3,000.00	37	\$111,000.00	65	\$195,000.00	5,444,705.90
21	0	\$30,000.00	7	\$210,000.00	13	\$390,000.00	5,553,599.92
22	0	\$1,000,000.00	1	\$1,000,000.00	3	\$3,000,000.00	6,407,999.97
		Totals	583,514	\$65,431,575.00	1120599	\$126,945,825.00	

NO. OF TICKETS:		8,544,000		Minimum:		8,232,000		TEXAS LOTTERY COMMISSION	
NO. POOLS:		71,120		Maximum:		8,568,000		"VIP CLUB" - GAME NO. 2468	
PACK SIZE:		25						END OF PRODUCTION PRIZE STRUCTURE	
PACKS/POOL:		4,800						2-Jan-23	
PACKS/GAME:		341,760							
		8,544,000							



INTEROFFICE MEMO

Gary Grief, Executive Director

LaDonna Castañuela, Charitable Bingo Operations Director

Payment Approval

January 17, 2023

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

Vendor Name	<u>Pollard</u>
P.O. Number (if applicable)	<u>362-23-9010RL002</u>
Tx Game Name	<u>Game #2468 VIP Club</u>

<u>Invoice Number:</u>	<u>Invoice Amount:</u>
8531743	\$930,258.93

sanction letter applied 1/9/23	-\$300.00
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Total Amount	\$929,958.93
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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)

1/17/2023

JB

1/17/2023

Date

Will Russ
Will Russ (Products Manager)

1/19/2023



Date

Raymond C. Page
Robert Tirloni (Lottery Operations Division Director)

1/19/2023

Date

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

January 27, 2023



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

INVOICE NO.: 8531743

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: February 11, 2023

Invoice Date	Order No.	Your Order	Customer No.
January 12, 2023	1171274		5008

Order name: VIP CLUB #2468
PO Number:

Product Description	Quantity	Unit Price	Amount
Ticket Size 10 x 4	8,544,000	32.64 /M	278,876.16
Spectrum process applied to Scratch FX®	8,544,000	70.00 /M	598,080.00
Multiple Play Area	8,544,000	2.00 /M	17,088.00
Spectrum process applied to Scratch FX®	1	5,000.00 Ea	5,000.00
Inserts	1	31,214.77 Ea	31,214.77

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

Before Taxes:	930,258.93 USD
Freight:	0.00
Deposit:	0.00
Amount Due:	930,258.93 USD

Banking Instructions:

TD Bank, NA
2035 Limestone Rd.
Wilmington, DE 19808
ABA# 026013673
Bank Account # 3248176206

Delivery: Prepaid
Tax ID/Contract Number: # 998-6006283
GST Registration Number: 819251463

Scratch Ticket Game Closing Analysis

08/28/22 Thru 08/31/24

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	*Week 27	None	None	None	None
5M-9.99M	*Week 22	Week 20	Week 13	Week 20	Week 22	None	None	None	None
10M-14.99M	*Week 15	*Week 28	None	*Week 48	None	*Week 37	None	None	None
15M-19.99M	Week 44	None	None	None	None	*Week 35	None	None	None
20M-24.99M	None	None	None	None	None	None	None	None	None
25M-29.99M	None	None	None	None	None	*Week 63	None	None	None
30M-34.99M	None	*Week 65	*Week 68	*Week 28	None	None	None	None	None
>=35M	None	None	None	*Week 52	*Week 54	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	\$1,295,512	None	None	None	None
5M-9.99M	\$386,976	\$781,096	\$1,232,303	\$1,696,811	\$2,627,029	None	None	None	None
10M-14.99M	\$649,617	\$620,682	None	\$1,077,365	None	\$4,652,039	None	None	None
15M-19.99M	\$350,256	None	None	None	None	\$8,401,824	None	None	None
20M-24.99M	None	None	None	None	None	None	None	None	None
25M-29.99M	None	None	None	None	None	\$6,794,150	None	None	None
30M-34.99M	None	\$783,971	\$1,222,418	\$4,625,724	None	None	None	None	None
>=35M	None	None	None	\$4,803,626	\$7,966,148	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

From: [Gough, Riley](#)
To: [Bowersock, Dale](#)
Cc: [ProductsScratchTeam](#)
Subject: RE: Urgent: December Pre-call List
Date: Monday, November 25, 2024 9:55:10 AM
Attachments: [image001.png](#)
[image002.png](#)
[image003.png](#)
[image004.png](#)
[image005.png](#)
[image006.png](#)
[image007.png](#)
[image008.png](#)

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 game list.

Thanks,
Riley

From: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Sent: Monday, November 25, 2024 9:21 AM
To: Gough, Riley <Riley.Gough@IGT.com>
Cc: ProductsScratchTeam <ProductsScratchTeam@lottery.state.tx.us>
Subject: Urgent: December Pre-call List
Importance: High

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,
I need a fast review/approval of this list due to the holiday this week.

Below are the Pre-call recommendations for December. Please note, we must close the HIT games in order to get the final winners fulfilled for the upcoming event.

The Close dates are anticipated to be:

Pre-call: 12/6/24
Call: 1/5/25
EOG Date: 2/19/25
EOV Date: 8/18/25

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														11/23/24	11/16/24	11/9/24	11/2/24
	2466	\$2	5,106,625	NEON 9S	6/17/24			23	83.41%	17,265	7,772	1,107	652	\$93,770.00	\$97,496.00	\$92,862.00	\$128,818.00
	2572	\$5	7,209,000	\$500 FRENZY	6/17/24			23	57.41%	30,358	10,020	33,345	1,964	\$207,785.00	\$230,105.00	\$247,595.00	\$279,190.00
	2574	\$5	7,215,375	BIG WINNINGS	7/1/24			21	61.17%	3,335	1,512	30,269	1,204	\$216,380.00	\$275,100.00	\$264,360.00	\$317,375.00
	2565	\$5	14,318,325	HIT \$200,000	5/6/24			29	66.67%	15,366	10,142	47,780	215	\$801,185.00	\$888,735.00	\$938,680.00	\$948,100.00
	2566	\$10	11,258,600	HIT \$500,000	5/6/24			29	59.45%	18,868	9,999	70,073	16	\$1,327,020.00	\$1,367,530.00	\$1,418,610.00	\$1,551,610.00
	2567	\$20	6,098,900	HIT \$1,000,000	5/6/24			29	66.84%	19,999	10,040	57,079	18	\$1,650,520.00	\$1,717,420.00	\$1,785,620.00	\$1,813,720.00
	2468	\$30	8,544,000	VIP CLUB	2/20/23			92	66.39%	10,518	4,765	106,100	40	\$484,590.00	\$523,950.00	\$495,060.00	\$532,500.00

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

From: [Mendoza, Merry](#)
To: [Pina, Debbie](#); [Rylee, Juanita](#); [Mindell, Ryan](#); [Anderson, Lisa](#); [Williams, Eric](#); [Guarnero, Annika](#); [Curtis, Carrie](#); [Directors](#); [Dombi, Liz](#); [Byrd, Michelle](#); [ManagersLO](#); [Products](#); [Medina, Iris](#); [Human Resources](#); [Advertising Promotions](#); [ExecutiveAssistant](#)
Subject: Kelly Stuckey for Robert Tirloni, November 25-27
Date: Monday, November 25, 2024 8:53:13 AM

Kelly Stuckey will be in charge for Robert Tirloni and have full signature authority, including jackpot estimation November 25-27, 2024.

Please reach out if you should need assistance. Thanks.

From: [Russ, Will](#)
To: [Products](#); [ManagersLO](#); [Leeper, Andrew](#); [Garcia, Gabriela](#); [Rey, Sergio](#)
Subject: Signature Authority for Will Russ (10/22/24 - 11/27/24)
Date: Monday, October 21, 2024 1:58:35 PM

Afternoon,

Dale Bowersock or Wes Barnes will have full Signature Authority for Products on the dates below:

- Tuesday, 10/22 – Friday, 10/25: **Dale Bowersock**
- Monday, 10/28 – Thursday, 10/31: **Wes Barnes**
- Tuesday, 11/5 – Thursday, 11/7: **Dale Bowersock**
- Tuesday 11/12 – Thursday, 11/14: **Wes Barnes**
- Wednesday, 11/20: **Wes Barnes**
- Friday, 11/22: **Dale Bowersock**
- Monday, 11/25 – Wednesday, 11/27 (Thanksgiving Week): **Dale Bowersock**

Thanks,

Will Russ | Products Manager | Texas Lottery®
1801 Congress Ave. | Austin, Texas | 78701
Office 512.344.5386 www.texaslottery.com