

ILLINOIS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

4/24/2023

Game #	2469	Confirmed Packs	3,065
Game Name	Lucky Shamrock	Active Packs	3,164
Quantity Printed	9,173,500	Warehouse Packs	72
Price Point	\$2	Returned Packs	308
Start Date	1/16/2023	Printed Payout Percentage	65.11%
Top Prize	\$ 30,000	Percent Sold	89.49%
Number of Top Prizes Remaining	2	Number of Weeks Out	18

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

Cost to print tickets	\$ 383,649	Actual ticket production costs
Prize payout expense	\$ 10,055,170	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs	\$ 10,438,819
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TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 16,418,730	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits	\$ 16,418,730
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Excess of Revenue over Expended \$	5,979,911
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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	\$	308,928
Next week	\$	364,234
Next week	\$	474,406
Avg Weekly Sales Current Game	\$	382,523
Avg Weekly Sales \$2; 5M-9.99M Qty	\$	671,354
Percentage Of Variance In Sales		43%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2469	Printed Payout Percentage	65.11%
Game Name	Lucky Shamrock	Actual Payout Percentage	61.24%
Percent Sold	89.49%	Number of Weeks Out	18
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			21

Recommendation

Based on the findings in this Summary Report, I am recommending closing the above game.

I am recommending closing the above game based on the below business reason(s):

Dale Bowersock

5/22/2023

Instant Product Coordinator Date

Will Russ

5/25/2023

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 Direct 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



Da Vinci Report **5/22/23**

Week End Date: 5/20/23

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														5/20/23	5/13/23	5/6/23	4/29/23
Baseline	2507	\$1	17,373,900	EZ LOTERIA	3/6/23			11	39.12%	16,299	11,137	40,334	9	\$568,458.00	\$591,136.00	\$640,121.00	\$721,832.00
	2483	\$1	16,477,800	TOPAZ 7S	5/1/23			3	9.03%	21,773	12,622	63,492	0	\$637,820.00	\$558,786.00	\$291,192.00	\$0
	2503	\$2	22,221,750	BREAK THE BANK	3/20/23			9	27.21%	14,721	12,779	94,782	8	\$1,419,096.00	\$1,457,298.00	\$1,584,154.00	\$1,414,960.00
	2427	\$2	30,059,250	CLASSIC BINGO!	2/20/23			13	22.94%	14,100	10,875	157,507	11	\$1,040,390.00	\$1,008,004.00	\$1,099,972.00	\$1,053,946.00
	2477	\$5	7,219,050	\$200,000 COLOSSAL CASH	3/20/23			9	54.52%	12,472	6,798	21,809	6	\$1,176,045.00	\$1,377,595.00	\$1,673,145.00	\$1,871,430.00
	2481	\$5	7,224,975	50X LUCKY	4/17/23			5	39.94%	27,217	12,118	15,996	13	\$2,452,200.00	\$2,794,350.00	\$3,267,255.00	\$3,850,750.00
	2471	\$5	7,219,275	CASH GAMES	2/20/23			13	59.73%	8,616	5,082	21,582	242	\$633,485.00	\$713,285.00	\$825,410.00	\$914,170.00
	2484	\$5	14,305,575	EMERALD 7S	5/1/23			3	12.40%	30,233	13,319	118,807	2	\$3,163,585.00	\$3,658,640.00	\$2,050,305.00	\$0
	2473	\$5	7,219,875	LUCKY SYMBOLS	4/3/23			7	45.89%	19,296	10,004	20,153	2	\$1,570,740.00	\$1,650,895.00	\$2,035,130.00	\$2,516,125.00
	2467	\$5	7,101,900	QUICK \$500	5/15/23			1	5.20%	38,730	11,170	35,992	12	\$1,843,800.00	\$1,875.00	\$0	\$0
	2389	\$5	7,160,625	TRIPLE TRIPLER	3/6/23			11	60.26%	9,095	5,106	20,865	8	\$836,470.00	\$953,735.00	\$1,141,940.00	\$1,346,180.00
	2413	\$10	28,619,300	CASH BLOWOUT	3/6/23			11	15.79%	25,574	9,982	442,922	5	\$2,812,390.00	\$2,942,260.00	\$3,326,150.00	\$3,680,600.00
	2516	\$10	4,135,000	INSTANT \$1,000!	4/17/23			5	38.26%	37,728	11,482	405	80	\$2,385,120.00	\$2,826,270.00	\$3,395,420.00	\$4,412,200.00
	2485	\$10	11,250,850	RUBY 7S	5/1/23			3	11.25%	33,804	12,555	148,808	0	\$4,380,090.00	\$4,981,000.00	\$3,291,500.00	\$500.00
	2356	\$10	6,033,150	SUPER TICKET 777	5/15/23			1	3.28%	38,215	6,202	67,151	82	\$1,976,430.00	\$1,000.00	\$0	\$0
	2486	\$20	6,555,250	DIAMOND 7S	5/1/23			3	12.15%	41,140	11,900	171,654	3	\$5,176,520.00	\$6,019,280.00	\$4,735,000.00	\$1,000.00
	2475	\$20	9,008,050	JACKPOT MILLIONS	3/20/23			9	22.52%	30,262	9,561	235,570	1	\$2,933,320.00	\$3,050,660.00	\$3,526,960.00	\$4,096,580.00
	2468	\$30	8,544,000	VIP CLUB	2/20/23			13	24.81%	21,906	8,723	222,596	19	\$3,681,780.00	\$3,742,230.00	\$4,003,590.00	\$4,344,750.00
	2435	\$50	10,070,440	500X LOTERIA SPECTACULAR	3/6/23			11	14.31%	27,114	7,230	392,137	34	\$6,400,600.00	\$6,676,800.00	\$6,642,600.00	\$6,828,950.00
	2515	\$100	8,875,515	LOTERIA SUPREME	4/3/23			7	8.19%	42,356	10,761	485,192	5	\$10,457,400.00	\$9,976,200.00	\$10,260,800.00	\$10,929,200.00
Mature	2439	\$1	17,131,800	\$5,000 CASH BLOWOUT	9/6/22			37	88.99%	5,667	3,885	766	310	\$191,997.00	\$199,083.00	\$225,499.00	\$224,310.00
	2461	\$1	34,367,550	20X CASH BLITZ	1/2/23			20	39.85%	12,392	8,214	114,341	21	\$463,152.00	\$468,527.00	\$540,044.00	\$544,995.00
	2424	\$1	823,350	CASH FRENZY	9/14/22			35	0.00%	0	0	3,044	236	\$0	\$0	\$0	\$0
	1878	\$1	854,700	CASH ON THE SPOT	9/18/17			296	0.00%	0	0	1,711	15	\$0	\$0	\$0	\$0
	1804	\$1	829,650	LUCKY STARS	9/18/17			296	0.00%	0	0	64	603	\$0	\$0	\$0	\$0
	2124	\$1	853,200	WINNING 7S	8/8/19			197	0.00%	0	0	1,705	604	\$0	\$0	\$0	\$0
	2469	\$2	9,173,500	LUCKY SHAMROCK	1/16/23			18	89.49%	3,065	3,164	72	308	\$308,928.00	\$364,234.00	\$474,406.00	\$544,670.00
	2321	\$3	47,974,000	\$50,000 BONUS CASHWORD	4/11/22			58	53.71%	11,505	8,143	155,174	44	\$1,258,230.00	\$1,275,321.00	\$1,324,185.00	\$1,281,111.00
	2462	\$3	24,476,125	30X CASH BLITZ CROSSWORD	1/2/23			20	39.37%	11,389	8,631	96,054	16	\$1,107,444.00	\$1,155,636.00	\$1,232,106.00	\$1,197,849.00
	2431	\$3	32,785,800	SPECIAL EDITION LOTERIA	10/17/22			31	44.38%	18,445	12,151	208,543	7	\$1,402,149.00	\$1,412,223.00	\$1,452,093.00	\$1,400,121.00

Liability for 2469 / for Life to DateProduct Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 12/23/2022 - 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	\$2.00	224383	\$448,766.00	949885	\$1,899,770.00	80.89%	7420597
2	2	N/A	\$5.00	96875	\$484,375.00	490107	\$2,450,535.00	83.50%	7659513
3	3	N/A	\$7.00	11011	\$77,077.00	62485	\$437,395.00	85.02%	7799147
4	4	N/A	\$10.00	5391	\$53,910.00	31237	\$312,370.00	85.28%	7823321
5	5	N/A	\$12.00	5156	\$61,872.00	31580	\$378,960.00	85.96%	7885973
6	6	N/A	\$15.00	5031	\$75,465.00	31621	\$474,315.00	86.27%	7914308
7	7	N/A	\$20.00	4905	\$98,100.00	31685	\$633,700.00	86.59%	7943764
8	0	N/A	\$25.00	4868	\$121,700.00	31930	\$798,250.00	86.77%	7959939
9	0	N/A	\$30.00	2415	\$72,450.00	16736	\$502,080.00	87.39%	8016693
10	0	N/A	\$35.00	1722	\$60,270.00	11635	\$407,225.00	87.11%	7990841
11	0	N/A	\$40.00	1392	\$55,680.00	8163	\$326,520.00	85.43%	7837078
12	0	N/A	\$50.00	981	\$49,050.00	6693	\$334,650.00	87.22%	8000812
13	0	N/A	\$100.00	220	\$22,000.00	1315	\$131,500.00	85.67%	7858731
14	0	N/A	\$150.00	95	\$14,250.00	667	\$100,050.00	87.53%	8029822
15	0	N/A	\$200.00	127	\$25,400.00	641	\$128,200.00	83.46%	7656527
16	0	N/A	\$300.00	107	\$32,100.00	658	\$197,400.00	86.01%	7890409
17	0	N/A	\$500.00	53	\$26,500.00	329	\$164,500.00	86.13%	7900736
18	0	N/A	\$750.00	36	\$27,000.00	157	\$117,750.00	81.35%	7462380
19	0	N/A	\$2,000.00	5	\$10,000.00	25	\$50,000.00	83.33%	7644583
20	0	N/A	\$2,500.00	6	\$15,000.00	24	\$60,000.00	80.00%	7338800
21	0	N/A	\$30,000.00	2	\$60,000.00	5	\$150,000.00	71.43%	6552500
Totals:				364781	\$1,890,965.00	1,707,578	\$10,055,170.00		

TICKET QUANTITY: 9,173,500 MIN QUANTITY 8,937,600
 PC DocuSign Envelope ID: 5C50F059-6114-47AB-8E8D-B2C3D0D5521D 9,302,400
 PACKS / GAME: 73,388
 PACKS / POOL: 1,920
 PACK SIZE: 125
 POOL SIZE: 240,000

PRIZE STRUCTURE
 Lucky Shamrock
 Texas Lottery Game # 2469
 IGT Job # 016278
 Version 2 dated October 18, 2022

RETAIL PRICE: \$2.00
 REVENUE: \$18,347,000
 PRIZE FUND: \$11,946,135
 PERCENTAGE: 65.1121982%
 INSTANT FUND: \$11,946,135
 INSTANT-WIN PAYOUT: 65.11%

PRIZE LEVEL	TIER CODE	Description	Number of Wins Per Ticket	TOTAL PRIZE		WINNERS IN		WINNERS IN 125		% OF PRIZE FUND	% PER PRIZE TIER
				AMOUNT	ODDS (1 IN:)	TOTAL PRIZES	240,000 (PER POOL)	(PER PACK)	PRIZE COST		
1	L	\$2	1	\$2	7.81	1,174,268	30,720	16.00	\$2,348,536	19.66%	
2	L	\$5	1	\$5	15.63	586,982	15,360	8.00	\$2,934,910	24.57%	
3	L	\$2 + \$5	2	\$7	124.82	73,496	1,920	1.00	\$514,472	4.31%	
4	L	\$10	1	\$10	250.45	36,628	960	0.50	\$366,280	3.07%	
5	L	\$2 + \$10	2	\$12	249.71	36,736	960	0.50	\$440,832	3.69%	
6	L	\$5 + \$10	2	\$15	250.29	36,652	960	0.50	\$549,780	4.60%	
7	L	\$20	1	\$20	250.71	36,590	960	0.50	\$731,800	6.13%	Low Tier: 66.02%
8	M	\$5 + \$20	2	\$25	249.29	36,798	960	0.50	\$919,950	7.70%	
9	M	\$10 + \$20	2	\$30	479.01	19,151	501		\$574,530	4.81%	
10	M	\$5 + \$10 + \$20	3	\$35	686.79	13,357	349		\$467,495	3.91%	
11	M	\$40	1	\$40	960.07	9,555	250		\$382,200	3.20%	
12	M	\$10 + \$40	2	\$50	1,195.40	7,674	201		\$383,700	3.21%	
13	M	\$100	1	\$100	5,976.22	1,535	40		\$153,500	1.28%	
14	M	\$10 + \$40 + \$100	3	\$150	12,038.71	762	20		\$114,300	0.96%	
15	M	\$200	1	\$200	11,944.66	768	20		\$153,600	1.29%	
16	M	\$100 + \$200	2	\$300	11,991.50	765	20		\$229,500	1.92%	
17	M	\$500	1	\$500	24,014.40	382	10		\$191,000	1.60%	Mid Tier: 29.88%
18	H	\$10 + \$40 + \$200 + \$500	4	\$750	47,531.09	193	5		\$144,750	1.21%	
19	H	\$2,000	1	\$2,000	305,783.33	30			\$60,000	0.50%	
20	H	\$500 + \$2,000	2	\$2,500	305,783.33	30			\$75,000	0.63%	
21	H	\$30,000	1	\$30,000	1,310,500.00	7			\$210,000	1.76%	High Tier: 4.10%
TOTAL CASH PRIZES				1 in 2 Decimals:	4.43	2,072,359	54,216	27.50	\$11,946,135	100.00%	
				1 in 4 Decimals:	4.4266						



INTEROFFICE MEMO

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

Payment Approval

December 29, 2022

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

Vendor Name	<u>IGT</u>
P.O. Number (if applicable)	<u>362-23-9009RL006</u>
Invoice Number	<u>90131726</u>
Tx Game Name	<u>Game #2469 Lucky Shamrock</u>
Invoice Amount	<u>\$383,648.98</u>

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)

12/29/2022
Date



Will Russ
Will Russ (Products Manager)

1/4/2023
Date

Robert Tirloni
Robert Tirloni (Lottery Operations Division Director)

1/5/2023
Date

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

January 8, 2023



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
 FED ID No. 05-0389840

INVOICE

INVOICE NUMBER: 90131726
 DATE : December 27, 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 2469	119405 010	Game 2469 LUCKY SHAMROCK - TRK 1	4,421,750 PC	0.01368	60,489.54
002 GAME 2469	119405 020	Option 2469 Full UV	4,421,750 PC	0.00128	5,659.84
003 GAME 2469	119405 030	Option 2469 Integrated Graphic Ove	4,421,750 PC	0.00272	12,027.16
004 GAME 2469	119405 040	Option 2469 Infinity Instants	4,421,750 PC	0.02400	106,122.00
005 GAME 2469	119405 050	Game 2469 LUCKY SHAMROCK - TRK 2	4,751,750 PC	0.01368	65,003.94
006 GAME 2469	119405 060	Option 2469 Full UV	4,751,750 PC	0.00128	6,082.24
007 GAME 2469	119405 070	Option 2469 Integrated Graphic Ove	4,751,750 PC	0.00272	12,924.76
008 GAME 2469	119405 080	Option 2469 Infinity Instants	4,751,750 PC	0.02400	114,042.00
009 GAME 2469	119405 090	Inserts 2469			1,297.50

TOTAL AMOUNT DUE USD 383,648.98

REMARKS:
 Unrounded Invoice Total \$383,648.9800

PAYMENT TERMS:
 Due within 30 days

Continued...

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

Please remit payment in USD:

For wire transfer payments:

Wells Fargo Bank, N.A
420 Montgomery Street
San Francisco CA 94104

SWIFT: WFBIUS6S

ABA No. 121000248

Account No. 4417073848

Account Name: IGT Global Solutions Corp

For ACH payments:

Wells Fargo Bank, N.A
420 Montgomery Street
San Francisco CA 94104

ABA No. 121000248

Account No. 4417073848

Account Name: IGT Global Solutions Corporation

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

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: Monday, May 22, 2023 11:22 AM
To: Bowersock, Dale
Cc: ProductsScratchTeam
Subject: RE: June Pre-call Recommendations

CAUTION: This email originated outside the Texas Lottery's email system. DO NOT click links or open attachments unless you expect them from the sender and know the content is safe.

Hi Dale,

No issues with the below games list.

Thanks,
 Riley

From: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Sent: Monday, May 22, 2023 9:23 AM
To: Gough, Riley <Riley.Gough@IGT.com>
Cc: ProductsScratchTeam <ProductsScratchTeam@lottery.state.tx.us>
Subject: June 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.

The games below are my recommendations for the June Pre-calls.

Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware
2439	\$1	17,131,800	\$5,000 CASH BLOWOUT	9/8/22			37	88.90%	5,667	3,885	766
2489	\$2	9,173,500	LUCKY SHAMROCK	1/16/23			18	89.49%	3,085	3,164	72
2433	\$10	49,110,750	MEGA LOTERIA	2/7/22			67	98.69%	4,238	1,174	30

Close dates:

- Pre-call = 6/2/23
- Call = 7/2/23
- EOG = 8/16/23
- EOY = 2/12/24

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