

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Instant Ticket Information

Date Completed

2/28/2024

Game #	2484	Confirmed Packs	3,198
Game Name	Emerald 7s	Active Packs	2,949
Quantity Printed	14,305,575	Warehouse Packs	42,834
Price Point	\$5	Returned Packs	77
Start Date	5/1/2023	Printed Payout Percentage	67.92%
Top Prize	\$ 200,000	Percent Sold	73.08%
Number of Top Prizes Remaining	2	Number of Weeks Out	43

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

Cost to print tickets	\$ 1,268,693	Actual ticket production costs
Non-cash Prize Allocation	\$ 1,075,000	From EOPPS (Cash Plus Entry Prize)
Prize payout expense	\$ 34,015,335	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs	\$ 36,359,028
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TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 52,272,571	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 52,272,571	

Excess of Revenue over Expended	\$ 15,913,543
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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

Previous 3 Weeks Sales from DaVinci		
Most recent week sales	\$	353,010
Next week	\$	385,850
Next week	\$	423,815
Avg Weekly Sales Current Game	\$	387,558
Avg Weekly Sales \$5; 15M-19.99M Qty*	\$	1,645,025
Percentage Of Variance In Sales		76%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2484	Printed Payout Percentage	67.92%
Game Name	Emerald 7s	Actual Payout Percentage	67.13%
Percent Sold	73.08%	Number of Weeks Out	43
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.*			47

*No games at the 10M-14.99M qty for comparison so the 15M-19.99M qty was used. 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):

This game needs to be pre-called in March to permit the game to be closed and the final drawing conducted to ensure the winners of trip prizes from the final drawing will be fulfilled in time.

Dale Bowersack

2/28/2024

Scratch Ticket Strategy Coordinator Date

Will Russ

3/1/2024

Products Manager Date

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

Amy Snell for Robert Tirloni

3/1/2024

Lottery Operations Division Director Date

KG *[Signature]*

3/5/2024

Controller Date

Ry Mitchell

3/5/2024

Deputy Executive Director Date

Ry Mitchell

for Executive Director

3/5/2024

for Executive Director Date



Play the Games of Texas!

Da Vinci Report

2/28/24

Week End Date:2/24/24

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														2/24/24	2/17/24	2/10/24	2/3/24
Mature	2431	\$3	32,785,800	SPECIAL EDITION LOTERIA	10/17/22			71	86.23%	6,690	3,872	43,534	656	\$507,336.00	\$540,525.00	\$641,526.00	\$688,371.00
	2529	\$5	7,336,350	\$100 GRAND	10/16/23			19	59.26%	3,613	2,184	29,234	2,451	\$297,720.00	\$363,585.00	\$485,065.00	\$508,690.00
	2520	\$5	12,210,000	\$200,000 WINNINGS	9/5/23			25	58.78%	10,631	7,256	45,830	77	\$906,440.00	\$950,200.00	\$1,012,940.00	\$1,037,310.00
	2526	\$5	7,218,375	777 MULTIPLIER	10/2/23			21	73.35%	1,744	1,169	18,631	2,617	\$227,170.00	\$273,545.00	\$346,365.00	\$408,740.00
	2502	\$5	16,958,025	BINGO TIMES 20	9/18/23			23	37.80%	13,804	8,770	112,375	1,225	\$1,386,975.00	\$1,391,205.00	\$1,501,775.00	\$1,469,910.00
	2500	\$5	9,854,475	COWBOYS	8/14/23			28	46.22%	1,863	1,005	63,532	2,460	\$137,705.00	\$172,245.00	\$218,210.00	\$240,545.00
	2484	\$5	14,305,575	EMERALD 7S	5/1/23			43	73.08%	3,198	2,949	42,834	77	\$353,010.00	\$385,850.00	\$423,815.00	\$435,665.00
	2501	\$5	5,505,750	HOUSTON TEXANS	8/14/23			28	46.07%	906	496	32,960	4,256	\$66,625.00	\$82,550.00	\$109,125.00	\$101,185.00
	2505	\$5	32,640,150	SUPER CASHWORD	6/5/23			38	43.40%	18,299	9,409	213,058	13	\$1,892,130.00	\$1,841,860.00	\$1,918,470.00	\$1,889,970.00
	2534	\$5	7,059,750	WILD 7	11/15/23			14	57.54%	4,297	2,996	28,453	1,319	\$458,915.00	\$544,665.00	\$671,400.00	\$776,350.00
	2506	\$10	24,386,600	\$250,000 50X CASHWORD	6/19/23			36	51.67%	30,999	9,785	187,312	18	\$3,587,050.00	\$3,522,370.00	\$3,573,310.00	\$3,731,390.00
	2521	\$10	10,146,750	\$500,000 WINNINGS	9/5/23			25	47.29%	14,887	6,698	81,549	245	\$1,248,970.00	\$1,389,540.00	\$1,430,720.00	\$1,485,520.00
	2464	\$10	23,085,050	100X CASH BLITZ	1/2/23			60	52.33%	6,529	2,807	207,158	492	\$604,590.00	\$661,230.00	\$679,500.00	\$748,340.00
	2386	\$10	8,145,250	BREAK THE BANK SUPER TICKET	11/6/23			16	24.04%	10,781	6,270	104,022	21	\$1,340,870.00	\$1,321,860.00	\$1,378,730.00	\$1,441,000.00
	2413	\$10	28,619,300	CA\$H BLOWOUT	3/6/23			51	40.83%	11,810	5,676	317,724	14	\$1,240,630.00	\$1,289,490.00	\$1,259,270.00	\$1,391,900.00
	2510	\$10	50,141,200	MEGA LOTERIA	2/6/23			55	87.23%	62,463	10,611	37,545	47	\$7,172,860.00	\$8,054,700.00	\$8,111,800.00	\$8,190,070.00
	2527	\$10	8,199,900	PINK DIAMONDS	10/2/23			21	61.45%	14,357	7,008	36,561	918	\$1,459,410.00	\$1,568,440.00	\$1,493,390.00	\$1,624,280.00
	2533	\$10	6,120,000	THE PERFECT GIFT	10/30/23			17	81.23%	5,191	2,965	2,705	4,499	\$701,910.00	\$995,430.00	\$1,524,150.00	\$1,663,050.00
	2513	\$20	10,162,000	\$1,000,000 CROSSWORD	10/16/23			19	46.16%	42,564	9,609	156,599	16	\$5,055,220.00	\$4,929,320.00	\$4,992,260.00	\$5,165,640.00
	2490	\$20	8,189,275	\$1,000,000 GOLD RUSH	10/2/23			21	40.40%	14,215	4,945	172,091	74	\$1,405,940.00	\$1,507,820.00	\$1,727,160.00	\$2,147,020.00
	2522	\$20	9,178,700	\$1,000,000 WINNINGS	9/5/23			25	31.63%	18,592	6,383	221,804	30	\$1,442,160.00	\$1,501,320.00	\$1,400,840.00	\$1,546,920.00
	2535	\$20	6,119,575	\$85,000,000 EXPLOSION	11/15/23			14	38.20%	26,756	8,333	110,018	77	\$2,016,020.00	\$2,162,900.00	\$2,410,800.00	\$2,696,820.00
	2418	\$20	8,171,725	200X THE CASH	7/3/23			34	60.48%	10,271	2,381	112,316	1,148	\$705,600.00	\$787,120.00	\$919,120.00	\$1,045,000.00
	2367	\$20	16,392,750	CASH SPECTACULAR	11/15/21			119	71.59%	9,494	3,431	170,431	20	\$908,840.00	\$952,820.00	\$1,031,920.00	\$1,110,480.00
	2486	\$20	6,555,250	DIAMOND 7S	5/1/23			43	72.06%	10,712	3,989	54,533	117	\$803,500.00	\$834,240.00	\$896,440.00	\$930,640.00
	2511	\$20	25,214,400	MILLION DOLLAR LOTERIA	6/5/23			38	60.15%	62,793	12,541	310,994	25	\$8,423,940.00	\$8,293,820.00	\$8,191,800.00	\$8,486,680.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			310	84.64%	7,977	4,100	192,884	24	\$1,613,400.00	\$1,542,300.00	\$1,565,490.00	\$1,649,940.00
	2517	\$30	9,225,150	MILLIONAIRE MAKER	8/14/23			28	32.23%	14,111	6,681	225,687	22	\$2,375,340.00	\$2,392,380.00	\$2,379,450.00	\$2,543,520.00
	2387	\$30	9,009,725	PREMIER CASH	4/4/22			99	85.37%	6,727	3,115	40,611	31	\$894,120.00	\$924,600.00	\$878,070.00	\$928,680.00
	2468	\$30	8,544,000	VIP CLUB	2/20/23			53	55.95%	7,432	3,109	137,961	25	\$921,210.00	\$980,370.00	\$1,016,640.00	\$1,090,680.00
	2423	\$50	6,608,840	\$1,000,000 DIAMOND RICHES	8/1/22			82	79.80%	9,555	3,211	51,082	64	\$1,369,250.00	\$1,504,400.00	\$1,359,450.00	\$1,482,650.00
	2455	\$50	10,237,540	\$5,000,000 ULTIMATE	1/16/23			58	51.98%	19,558	5,065	216,098	40	\$3,780,950.00	\$3,710,550.00	\$3,644,250.00	\$3,723,300.00
	2435	\$50	10,070,440	500X LOTERIA SPECTACULAR	3/6/23			51	56.94%	27,579	6,921	176,240	39	\$5,470,950.00	\$5,256,050.00	\$5,367,750.00	\$5,684,650.00

Liability for 2484 / for Life to Date**Product Status:**
Active**SmartCash Enabled:**
N/A**Validation Range:** 03/16/2023 - 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	460496	\$2,302,480.00	1065630	\$5,328,150.00	69.83%	9988985
2	2	N/A	\$10.00	110986	\$1,109,860.00	270713	\$2,707,130.00	70.92%	10145966
3	3	N/A	\$10.00	110246	\$1,102,460.00	271071	\$2,710,710.00	71.09%	10169561
4	4	N/A	\$15.00	54702	\$820,530.00	136039	\$2,040,585.00	71.32%	10202925
5	5	N/A	\$15.00	53080	\$796,200.00	137609	\$2,064,135.00	72.16%	10323489
6	6	N/A	\$15.00	53369	\$800,535.00	137450	\$2,061,750.00	72.03%	10304536
7	7	N/A	\$20.00	8733	\$174,660.00	22973	\$459,460.00	72.46%	10365292
8	8	N/A	\$20.00	8993	\$179,860.00	22767	\$455,340.00	71.68%	10254881
9	9	N/A	\$20.00	9072	\$181,440.00	22810	\$456,200.00	71.55%	10234933
10	0	N/A	\$25.00	17425	\$435,625.00	46156	\$1,153,900.00	72.59%	10384991
11	0	N/A	\$25.00	43814	\$1,095,350.00	115089	\$2,877,225.00	72.43%	10361127
12	0	N/A	\$50.00	12992	\$649,600.00	35160	\$1,758,000.00	73.02%	10445755
13	0	N/A	\$50.00	12894	\$644,700.00	34784	\$1,739,200.00	72.96%	10436786
14	0	N/A	\$50.00	12250	\$612,500.00	31453	\$1,572,650.00	71.97%	10295706
15	0	N/A	\$100.00	2255	\$225,500.00	5714	\$571,400.00	71.70%	10257504
16	0	N/A	\$100.00	7711	\$771,100.00	20098	\$2,009,800.00	72.27%	10338863
17	0	N/A	\$100.00	1829	\$182,900.00	4924	\$492,400.00	72.92%	10431016
18	0	N/A	\$100.00	2528	\$252,800.00	6638	\$663,800.00	72.42%	10360070
19	0	N/A	\$200.00	404	\$80,800.00	1007	\$201,400.00	71.37%	10209577
20	0	N/A	\$200.00	552	\$110,400.00	1445	\$289,000.00	72.36%	10351304
21	0	N/A	\$200.00	574	\$114,800.00	1428	\$285,600.00	71.33%	10203976
22	0	N/A	\$500.00	282	\$141,000.00	730	\$365,000.00	72.13%	10319238
23	0	N/A	\$500.00	280	\$140,000.00	721	\$360,500.00	72.03%	10304015
24	0	N/A	\$500.00	237	\$118,500.00	570	\$285,000.00	70.63%	10104309
25	0	N/A	\$1,000.00	33	\$33,000.00	72	\$72,000.00	68.57%	9809537
26	0	N/A	\$1,000.00	15	\$15,000.00	35	\$35,000.00	70.00%	10013902
27	0	N/A	\$200,000.00	2	\$400,000.00	5	\$1,000,000.00	71.43%	10218268
Totals:				985754	\$13,491,600.00	2,393,091	\$34,015,335.00		

NO. OF TICKETS (+/-2%):	14,305,575	Minimum Quantity:	13,759,200
NO. POOLS:	39.74	Maximum Quantity:	14,320,800
PACK SIZE:	75		
PACKS/POOL:	4,800		
PACKS/GAME:	190,741		

TEXAS LOTTERY COMMISSION
"EMERALD 7s" - GAME NO. 2484
END OF PRODUCTION PRIZE STRUCTURE
6-Mar-23

14,305,575				\$5 TICKETS		\$71,527,875	REVENUE	INSTANT FUND PRIZE FUND	\$47,506,935 \$48,581,935	INSTANT PAYOUT % TOTAL PAYOUT %	66.42% 67.92%	
PRIZE TIER	PRIZE CODE	TIER CODE	GET:	# OF WAYS TO WIN:	WIN:	ODDS OF 1 IN:	WINNERS IN 39.74 POOLS	WINNERS IN 75 (PER PACK*)	WINNERS IN 360,000 (Per Pool)	PRIZE COST	PERCENT OF PRIZE FUND **	VALIDATION TIER LEVELS
1	1	L	\$5	1	\$5	9.37	1,526,126	8.001	38,405	\$7,630,630	15.71%	LOW-TIER 53.01%
2	2	L	\$10	1	\$10	37.48	381,699	2.0011	9,605	\$3,816,990	7.86%	
3	3	L	\$5 "2X"	1	\$10	37.52	381,317	1.9991	9,596	\$3,813,170	7.85%	
4	4	L	\$15	1	\$15	75.00	190,741	1.00	4,800	\$2,861,115	5.89%	
5	5	L	\$5 x 3	3	\$15	75.02	190,689	0.9997	4,799	\$2,860,335	5.89%	
6	6	L	\$5 + \$10	2	\$15	74.97	190,819	1.0004	4,802	\$2,862,285	5.89%	
7	7	L	\$5 x 4	4	\$20	451.19	31,706	0.1662	798	\$634,120	1.31%	
8	8	L	\$10 "2X"	1	\$20	450.43	31,760	0.1665	799	\$635,200	1.31%	
9	9	L	\$20	1	\$20	448.70	31,882	0.1671	802	\$637,640	1.31%	
10	0	M	\$5 x 5	5	\$25	225.00	63,581	0.33	1,600	\$1,589,525	3.27%	****
11	0	M	\$10 "2X" + \$5	2	\$25	90.03	158,903	0.83	3,999	\$3,972,575	8.18%	****
12	0	M	\$5 x 6 + \$10 "2X"	7	\$50	297.09	48,152	0.25	1,211	\$2,407,600	4.96%	MID-TIER 41.58%
13	0	M	\$5 x 4 + \$10 + \$20	6	\$50	300.05	47,678	0.25	1,200	\$2,383,900	4.91%	
14	0	M	\$50	1	\$50	327.34	43,703	0.23	1,100	\$2,185,150	4.50%	
15	0	M	\$100	1	\$100	1,795.15	7,969	0.04	200	\$796,900	1.64%	
16	0	M	\$50 "2X"	1	\$100	514.42	27,809	0.15	700	\$2,780,900	5.72%	
17	0	M	\$10 x 6 + \$20 "2X"	7	\$100	2,118.40	6,753	0.04	170	\$675,300	1.39%	
18	0	M	\$50 + \$10 x 2 + \$15 "2X"	4	\$100	1,560.72	9,166	0.05	230	\$916,600	1.89%	
19	0	M	\$200	1	\$200	10,138.61	1,411	0.01	35	\$282,200	0.58%	
20	0	M	\$20 x 10	10	\$200	7,163.53	1,997	0.01	50	\$399,400	0.82%	
21	0	M	\$5 x 6 + \$20 x 2 + \$15 "2X" + \$100	10	\$200	7,145.64	2,002	0.01	50	\$400,400	0.82%	
22	0	M	\$200 "2X" + \$100	2	\$500	14,135.94	1,012	0.01	25	\$506,000	1.04%	
23	0	M	\$50 x 2 + \$50 "2X" + \$100 + \$200	5	\$500	14,291.28	1,001	0.01	25	\$500,500	1.03%	
24	0	M	\$500	1	\$500	17,726.86	807	0.00	20	\$403,500	0.83%	
25	0	H	\$100 x 4 + \$50 x 12	16	\$1,000	136,243.57	105	0.00	2.64	\$105,000	0.22%	HIGH-TIER 3.20%
26	0	H	\$1,000	1	\$1,000	286,111.50	50	0.00	1.26	\$50,000	0.10%	
27	0	H	\$200,000	1	\$200,000	2,043,653.57	7 ***	0.00	0.176155	\$1,400,000	2.88%	

4.23				3,378,845	17.71	85,025.27	\$	47,506,935	97.79%	97.79%
4.2339										
DRAWINGS		\$100 Cash Plus Entry		\$430.00	2,500		\$	1,075,000.00	2.21%	
		Subtotal: Drawings			2,500		\$	1,075,000.00	2.21%	

TOTAL: 3,381,345 \$ 48,581,935 100.00%

NOTE: "2X" = Win DOUBLE the PRIZE by revealing three (3) "7" (SVN) Play Symbols in the same SPIN in GAME 1
NOTE: "2X" = Win DOUBLE the PRIZE by revealing one (1) "77" (DBL) Play Symbol in GAME 2

Consolidated odds are 1 in:	\$5	9.37	1,526,126
	\$10	18.75	763,016
	\$15	25.00	572,249
	\$20	150.04	95,348
	\$25	64.30	222,484
	\$50	102.52	139,533
	\$100	276.72	51,697
	\$200	2,644.28	5,410
	\$500	5,072.90	2,820
	\$1,000	92,294.03	155
	\$200,000	2,043,653.57	7
			3,378,845

* Each of the following GLEPS will be used in approximately 16.67% of each pack of 75 tickets.
** Numbers are rounded.
*** This Number of prizes is guaranteed delivery to the Lottery.
**** The \$25 prize levels are included in the GLEPS but should be programmed as Mid-Tier prizes and not part of the Low-Tier file.

CALLOUT:	Not applicble for this game.
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INTEROFFICE MEMO

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


Payment Approval

March 21, 2023

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

Vendor Name	Pollard Banknote Limited
P.O. Number (if applicable)	362-23-9010RL008
Tx Game Name	Game #2484 Emerald 7s
Invoice Number	8532762
Invoice Amount	\$1,268,692.57

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)

3/21/2023

Date

JB
 3/21/2023




 Will Russ (Products Manager)

3/22/2023

Date


 Robert Tirloni (Lottery Operations Division Director)

3/23/2023

Date

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

March 31, 2023



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

INVOICE NO.: 8532762

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: April 15, 2023

Invoice Date	Order No.	Your Order	Customer No.
March 16, 2023	1175787		5008

Order name: EMERALD 7s #2484
PO Number:

Product Description	Quantity	Unit Price	Amount
Ticket Size 4 x 8	14,305,575	21.18 /M	302,992.08
Spectrum process applied to Scratch FX®	14,305,575	56.00 /M	801,112.20
Four colour process / Spectrum overprints	14,305,575	8.00 /M	114,444.60
Multiple Play Area	14,305,575	1.60 /M	22,888.92
Spectrum process applied to Scratch FX®	1	5,000.00 Ea	5,000.00
Inserts	1	22,254.77 Ea	22,254.77

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

Before Taxes:	1,268,692.57 USD
Freight:	0.00
Deposit:	0.00
Amount Due:	1,268,692.57 USD

6.1.1 \$1,000,000 CULINARY CASH ADVENTURE PROMOTION DETAILED REQUIREMENTS

\$1,000,000 CULINARY CASH ADVENTURE PROMOTION DETAILED REQUIREMENTS

These detailed requirements apply to the \$1,000,000 Culinary Cash Adventure Promotion (the “**Promotion**”), a second-chance drawing promotion common to each game in the family of four (4) scratch ticket games identified in Section 1 below (the “**Game**” or “**Games**”) These requirements shall be part of the working papers for each Game.

1. PROMOTION DESCRIPTION

The Texas Lottery Commission (“**TLC**”) shall produce a family of scratch ticket games (“**Game**” or “**Games**”) which will feature the patented Spectrum Scratch FX™ holographic material application, to be printed by Pollard Banknote Limited (“**PBL**”), with the following names and prize points, in the designated ticket quantities on or about the launch dates shown below:

- (a) \$1.00 “**TOPAZ 7s**” (Game Number 2483) with sixteen million two hundred thousand (16,200,000) tickets launches May 1, 2023;
- (b) \$5.00 “**EMERALD 7s**” (Game Number 2484) with fourteen million forty thousand (14,040,000) tickets launches May 1, 2023;
- (c) \$10.00 “**RUBY 7s**” (Game Number 2485) eleven million forty thousand (11,040,000) tickets launches May 1, 2023; and
- (d) \$20.00 “**DIAMOND 7s**” (Game Number 2486) six million four hundred eighty thousand (6,480,000) tickets launches May 1, 2023.

PBL has contracted with Alchemy3, LLC to perform certain tasks associated with the Promotion. For avoidance of doubt, PBL shall be ultimately responsible to ensure fulfillment.

PBL will host the 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 Games in one (1) of five (5) promotional second-chance drawings described in Section 3 below (the “**Cash + Entry Prize Drawings**”) for a chance to win one (1) of twelve thousand five-hundred (12,500), 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 4 below (the “**Trip Prize Drawings**”) for a chance to win one (1) of one hundred (100) trip prizes (the “**Trip Prizes**”) for a trip to Las Vegas, Nevada, to participate in the **Promotion**.

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

The TLC shall allocate a total of five million three hundred seventy-five thousand dollars (\$5,375,000), as indicated below, for PBL to fulfill all Cash + Entry Prizes and Trip Prizes and to provide other Promotion-related services and manufacturing and marketing support. This amount reflects an allocation of four hundred thirty dollars (\$430) to each Cash + Entry Prize and Trip Prize, to be invoiced and paid as provided in Section 9 below. The Cash + Entry Prizes and allocated amounts shall be distributed across the Games as follows:

Game Price Point	Allocation for Each Cash Prize Portion (\$100)	Allocation for Each Entry (\$330)	Total Allocation for Cash + Entry Prizes (\$430)	Total Cash + Entry Prizes Awarded	# Second-Chance Drawings	Winners Per Drawing
\$1.00	\$50,000	\$165,000	\$215,000	500	5	100
\$5.00	\$250,000	\$825,000	\$1,075,000	2,500	5	500
\$10.00	\$400,000	\$1,320,000	\$1,720,000	4,000	5	800
\$20.00	\$550,000	\$1,815,000	\$2,365,000	5,500	5	1,100
TOTALS	\$1,250,000	\$4,125,000	\$5,375,000	12,500		2,500

PBL shall provide the following items:

- Drawing services for the Trip Prize drawings, manufacturing and promotional support (including a promotion microsite and paid social media support), issuing the Cash + Entry Prizes, all as described further herein;
- Printing of the Games, including holographic materials for the manufacturing of the Games; point of sale materials with an estimated value of \$200,000, all as described further herein;
- Fulfillment of twelve thousand five hundred (12,500) one hundred-dollar (\$100) second-chance Cash + Entry Prizes valued at one million two hundred fifty thousand dollars (\$1,250,000); and
- Fulfillment and hosting of one hundred (100) Trip Prizes (including a Cash Giveaway event each night) valued at eight thousand dollars (\$8,000) before taxes; or ten thousand five hundred twenty-six dollars and thirty-two cents (\$10,526.32) including federal taxes. The grand total value for all one hundred (100) Trip Prizes plus fulfillment is one million fifty-two thousand six hundred thirty-two dollars (\$1,052,632), including federal taxes. PBL will be responsible for issuing and remitting payment for the tax portion of the Trip Prizes on behalf of each winner.

3. CASH + ENTRY PRIZE DRAWINGS

- The TLC shall conduct a total of five (5) promotional second-chance Cash + Entry Prize Drawings. The number of Cash + Entry Prize winners for each Drawing by game price point is shown in the chart in Section 2 above. The TLC shall determine the dates and times for each Cash + Entry Prize Drawing and PBL shall publicize the dates and times on the Promotion microsite.
- The Texas Lottery website/Luck Zone and the Luck Zone feature of the Texas Lottery App are the only permissible methods of entry into the Cash + Entry Prize Drawings. Entries sent via any other method will not be eligible to enter any such Drawings. The number of entries the player receives per non-winning Game ticket entered is determined by the price point. A \$1 non-winning Game ticket receives one (1) entry, a \$5 non-winning Game ticket receives five (5) entries, a \$10 non-winning Game ticket receives ten (10) entries, and a \$20 non-winning Game ticket receives twenty (20) entries. All entries must be submitted from a location within the state of Texas. Entrants must provide a valid Texas address. Entrants must be eighteen (18) years of age or older to enter the Cash + Entry Prize Drawings. Entries received after the deadline for the final Cash + Entry Prize Drawing will not be eligible for any Cash + Entry Prize Drawing prize.

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: Mendoza, Merry
Sent: Tuesday, February 27, 2024 2:46 PM
To: Andrade, Aura; Bowersock, Dale; Briones, Angela; Burrola, Jessica; Leeper, Andrew; Pina, Debbie; Robbins, Lee; Rylee, Juanita; Terrell, Julie; Thomas, Lyndi; Mindell, Ryan; Anderson, Lisa; Williams, Eric; Guarnero, Annika; Barnes, Wesley; Curtis, Carrie; ManagersLO; Directors
Subject: Robert Tirloni out of Office; others in charge

Robert Tirloni will be out of the office February 28 – March 7, 2024. The following people will be in charge and full signature authority, including jackpot estimation.

February 28 – March 1 – Amy Snell
March 4 – March 7 – Will Russ

Date: October 1, 2022



OFFICIAL ORDER
of the
EXECUTIVE DIRECTOR
of the
TEXAS LOTTERY COMMISSION

Pursuant to TEX. GOV'T CODE § 467.103, the Executive Director of the Texas Lottery Commission (commission) is charged with performing all duties required by the commission to administer the State Lottery Act and all laws under the commission's jurisdiction.

Division Directors. Pursuant to TEX. GOV'T CODE § 467.033, the Executive Director shall employ a director to oversee each division. The Division Directors are: Media Relations Division Director, Governmental Affairs Division Director, General Counsel, Enforcement Division Director, Human Resources Division Director, Information Technology Division Director, Lottery Operations Division Director, Controller, and Administration Division Director.

Deputy Executive Director. Pursuant to TEX. GOV'T CODE § 467.034, the Executive Director shall employ other persons necessary to carry out the purpose of the State Lottery Act and to administer all laws under the commission's jurisdiction in governing the agency. The Executive Director has determined the employment of a Deputy Executive Director (Deputy) is necessary for this purpose and the efficient operation of the agency.

Documentation of approvals. Documentation of the Executive Director's and/or the Deputy's actions in signing or acting on requests for approval hereunder, whether in electronic (email) format or on the form "Request for Executive Director's Action," will be maintained by Executive Administration per the agency's records retention schedule.

Delegation of authority. The Executive Director has determined that the furtherance of the efficient management and administration of the commission warrants delegating approval and/or signing authority relating to certain actions and responsibilities to the Deputy and to Division Directors as shown on the Approval/Signature Authority Guidelines (Attachment A).

Additionally, this Order provides for the delegation of authority of the Executive Director first to the Deputy, then to the Division Director level (or other management staff, as the Executive Director deems appropriate), who may act as Executive Director in the absence of the Executive Director.

THEREFORE, IT IS ORDERED that the final approval authority for certain actions and responsibilities relating to the Texas Lottery Commission shall be delegated to the Deputy and Division Directors as shown on Attachment A.

IT IS FURTHER ORDERED that, in the event of the absence of the Executive Director, the Deputy shall act as Executive Director in all agency matters. In the event of the absence of both the Executive Director and the Deputy, the Executive Director or the Deputy shall designate by a separate order one of the Division Directors (or other management staff member) to act as Executive Director in accordance with the terms and provisions of this Order. The designated Division Director or other staff member shall be delegated authority to act as Executive Director in all agency matters or as otherwise provided in the order. If the Executive Director or Deputy is unable to designate a Division Director or other staff member to so act because of circumstances beyond their control, the order of designation shall be as follows:

1. Lottery Operations Division Director
2. Controller
3. General Counsel
4. Governmental Affairs Division Director
5. Administration Division Director
6. Information Technology Division Director
7. Enforcement Division Director
8. Human Resources Division Director
9. Media Relations Division Director

This Order supersedes all previous orders that delegated the Executive Director's authority.

IT IS FURTHER ORDERED that, notwithstanding the foregoing delegation of authority, this Order is not an exhaustive list of the Executive Director's authority to delegate and the Executive Director retains full authority to take further action as he deems appropriate.

ENTERED in Austin, Texas on this the 1st day of October, 2022.



Gary Grief
Executive Director