

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

1/23/2024

Game #	2485	Confirmed Packs	8,811
Game Name	Ruby 7s	Active Packs	5,184
Quantity Printed	11,250,850	Warehouse Packs	61,389
Price Point	\$10	Returned Packs	79
Start Date	5/1/2023	Printed Payout Percentage	69.92%
Top Prize	\$ 500,000	Percent Sold	65.16%
Number of Top Prizes Remaining	3	Number of Weeks Out	38

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

Cost to print tickets	\$ 1,276,119	Actual ticket production costs
Promotion prize expense	\$ 1,720,000	\$100 Cash Prize Plus Entry
Prize payout expense	\$ 48,517,080	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs**\$ 51,513,199**TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 73,310,539	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 73,310,539	

Excess of Revenue over Expended \$ 21,797,340INTANGIBLE 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	\$	741,120
Next week	\$	830,230
Next week	\$	899,140
Avg Weekly Sales Current Game	\$	823,497
Avg Weekly Sales \$10; 10M - 14.99M Qty	\$	2,836,350
Percentage Of Variance In Sales		71%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2485	Printed Payout Percentage	69.92%
Game Name	Ruby 7s	Actual Payout Percentage	68.53%
Percent Sold	65.16%	Number of Weeks Out	38
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			37

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):



1/24/2024

Scratch Ticket Strategy Coordinator Date



1/28/2024

Products Manager Date

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



1/29/2024

Lottery Operations Division Director Date



1/31/2024

Controller Date



1/31/2024

Deputy Executive Director Date



2/1/2024

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 2485 / 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	\$10.00	476303	\$4,763,030.00	798638	\$7,986,380.00	62.64%	7047664
2	2	N/A	\$20.00	107326	\$2,146,520.00	192700	\$3,854,000.00	64.23%	7226169
3	3	N/A	\$20.00	177885	\$3,557,700.00	309763	\$6,195,260.00	63.52%	7146747
4	0	N/A	\$30.00	121792	\$3,653,760.00	215695	\$6,470,850.00	63.91%	7190653
5	0	N/A	\$40.00	39663	\$1,586,520.00	72770	\$2,910,800.00	64.72%	7281886
6	0	N/A	\$40.00	27411	\$1,096,440.00	47521	\$1,900,840.00	63.42%	7135157
7	0	N/A	\$50.00	26371	\$1,318,550.00	48632	\$2,431,600.00	64.84%	7295059
8	0	N/A	\$50.00	26353	\$1,317,650.00	48725	\$2,436,250.00	64.90%	7301708
9	0	N/A	\$50.00	27230	\$1,361,500.00	47730	\$2,386,500.00	63.67%	7163861
10	0	N/A	\$100.00	8068	\$806,800.00	14502	\$1,450,200.00	64.25%	7229057
11	0	N/A	\$100.00	7990	\$799,000.00	14513	\$1,451,300.00	64.49%	7256080
12	0	N/A	\$100.00	7971	\$797,100.00	14528	\$1,452,800.00	64.57%	7264871
13	0	N/A	\$100.00	8010	\$801,000.00	14550	\$1,455,000.00	64.49%	7256199
14	0	N/A	\$100.00	6894	\$689,400.00	11894	\$1,189,400.00	63.31%	7122504
15	0	N/A	\$200.00	1690	\$338,000.00	3038	\$607,600.00	64.26%	7229289
16	0	N/A	\$200.00	1660	\$332,000.00	3035	\$607,000.00	64.64%	7272913
17	0	N/A	\$200.00	1516	\$303,200.00	2721	\$544,200.00	64.22%	7225292
18	0	N/A	\$200.00	1673	\$334,600.00	3046	\$609,200.00	64.55%	7262150
19	0	N/A	\$200.00	1577	\$315,400.00	2662	\$532,400.00	62.80%	7065289
20	0	N/A	\$500.00	165	\$82,500.00	306	\$153,000.00	64.97%	7309469
21	0	N/A	\$500.00	169	\$84,500.00	301	\$150,500.00	64.04%	7205331
22	0	N/A	\$500.00	172	\$86,000.00	300	\$150,000.00	63.56%	7150963
23	0	N/A	\$500.00	173	\$86,500.00	301	\$150,500.00	63.50%	7144527
24	0	N/A	\$500.00	132	\$66,000.00	246	\$123,000.00	65.08%	7321981
25	0	N/A	\$500.00	141	\$70,500.00	243	\$121,500.00	63.28%	7119678
26	0	N/A	\$1,000.00	30	\$30,000.00	44	\$44,000.00	59.46%	6689694
27	0	N/A	\$1,000.00	25	\$25,000.00	49	\$49,000.00	66.22%	7449887
28	0	N/A	\$1,000.00	16	\$16,000.00	31	\$31,000.00	65.96%	7420773
29	0	N/A	\$1,000.00	5	\$5,000.00	13	\$13,000.00	72.22%	8125613
30	0	N/A	\$10,000.00	3	\$30,000.00	3	\$30,000.00	50.00%	5625425
31	0	N/A	\$10,000.00	3	\$30,000.00	3	\$30,000.00	50.00%	5625425
32	0	N/A	\$500,000.00	3	\$1,500,000.00	2	\$1,000,000.00	40.00%	4500339
			Totals:	1078420	\$28,430,170.00	1,868,505	\$48,517,080.00		

508,500	REVENUE	INSTANT FUND	\$76,947,250	INSTANT PAYOUT
		PRIZE FUND	\$78,667,250	TOTAL PAYOUT %

			3.82	2,946,925	13.10	31,430,453	\$ 76,947,250	97.81%	97.81%
			3.8178						
DRAWINGS	\$100 Cash Plus Entry	\$430.00		4,000			\$ 1,720,000.00	2.19%	
	Subtotal: Drawings			4,000			\$ 1,720,000.00	2.19%	

Consolidated odds are 1 in:	\$10	8.82	1,274,941
	\$20	14.28	787,674
	\$30	33.34	337,487
	\$40	60.05	187,365
	\$50	49.99	225,041
	\$100	103.29	108,920
	\$200	497.43	22,618
	\$500	4,247.21	2,649
	\$1,000	52,820.89	213
	\$10,000	937,570.83	12
	\$500,000	2,250,170.00	5
			<u>2,946,925</u>

* Each of the following GLEPS will be used in approximately 16.67% of each pack of 50 tickets.
 ** Numbers are rounded.
 *** This Number of prizes is guaranteed delivery to the Lottery.
 **** The \$30 prize level is included in the GLEPS but should be programmed as a Mid-Tier prize and not part of the Low-Tier file.



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)	362-23-9010RL009
Tx Game Name	Game #2485 Ruby 7s
Invoice Number	8532764
Invoice Amount	\$1,276,118.71

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.: 8532764

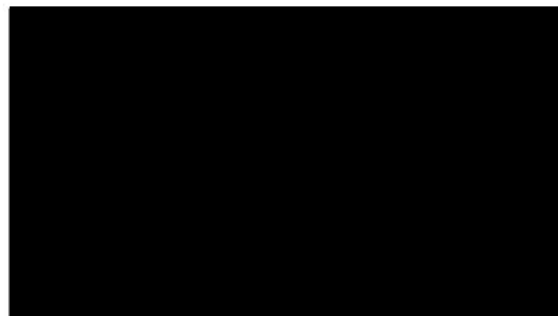
Sold To: Texas Lottery Commission P.O. Box 16630 Austin, TX 78761-6630 United States		Ship To: IGT Texas Distribution Center 8520 Tuscany Way Building #6, Suite 100 Attn: Texas Lottery Warehouse Rep Austin, Texas 78754 United States	
Terms: Net 30 days after date of invoice		Due Date: April 15, 2023	
Invoice Date	Order No.	Your Order	Customer No.
March 16, 2023	1175790		5008

Order name: **RUBY 7s #2485**
PO Number:

Product Description	Quantity	Unit Price	Amount
Ticket Size 10 x 4	11,250,850	28.78 /M	323,799.46
Spectrum process applied to Scratch FX®	11,250,850	70.00 /M	787,559.50
Four colour process / Spectrum base graphics	11,250,850	10.00 /M	112,508.50
Multiple Play Area	11,250,850	2.00 /M	22,501.70
Spectrum process applied to Scratch FX®	1	5,000.00 Ea	5,000.00
Inserts	1	24,749.55 Ea	24,749.55

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

Before Taxes:	1,276,118.71 USD
Freight:	0.00
Deposit:	0.00
Amount Due:	1,276,118.71 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: 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>
Cc: ProductsScratchTeam <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>
Sent: Monday, January 22, 2024 8:50 AM
To: Gough, Riley <IGT> <Riley.Gough@igt.com>
Cc: ProductsScratchTeam <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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