

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

11/27/2023

Game #	2488	Confirmed Packs	3,289
Game Name	Hit \$100,000	Active Packs	1,869
Quantity Printed	7,310,325	Warehouse Packs	1,837
Price Point	\$5	Returned Packs	5,450
Start Date	6/5/2023	Printed Payout Percentage	68.08%
Top Prize	\$ 100,000	Percent Sold	85.06%
Number of Top Prizes Remaining	2	Number of Weeks Out	25

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

Cost to print tickets	\$ 312,736	Actual ticket production costs
Prize payout expense	\$ 20,524,905	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 20,837,641

TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 31,090,812	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 31,090,812

Excess of Revenue over Expended \$ 10,253,172

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	\$	297,480
Next week	\$	353,130
Next week	\$	392,675
Avg Weekly Sales Current Game	\$	347,762
Avg Weekly Sales \$5; 5M-9.99M	\$	2,103,552
Percentage Of Variance In Sales		83%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2488	Printed Payout Percentage	68.08%
Game Name	Hit \$100,000	Actual Payout Percentage	66.02%
Percent Sold	85.06%	Number of Weeks Out	25
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			16

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):



11/27/2023

Scratch Ticket Strategy Coordinator Date



11/28/2023

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 Director 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

Liability for 2488 / for Life to DateProduct Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 05/03/2023 - 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	147124	\$735,620.00	616433	\$3,082,165.00	80.73%	5901753
2	2	N/A	\$10.00	61888	\$618,880.00	279287	\$2,792,870.00	81.86%	5984256
3	3	N/A	\$10.00	58231	\$582,310.00	282970	\$2,829,700.00	82.93%	6062709
4	4	N/A	\$20.00	7850	\$157,000.00	40869	\$817,380.00	83.89%	6132426
5	5	N/A	\$20.00	18299	\$365,980.00	95390	\$1,907,800.00	83.90%	6133679
6	6	N/A	\$20.00	8535	\$170,700.00	40197	\$803,940.00	82.49%	6029983
7	0	N/A	\$50.00	2481	\$124,050.00	13717	\$685,850.00	84.68%	6190624
8	0	N/A	\$50.00	5099	\$254,950.00	27445	\$1,372,250.00	84.33%	6164941
9	0	N/A	\$50.00	5432	\$271,600.00	27109	\$1,355,450.00	83.31%	6090027
10	0	N/A	\$50.00	2779	\$138,950.00	13409	\$670,450.00	82.83%	6055358
11	0	N/A	\$100.00	698	\$69,800.00	3365	\$336,500.00	82.82%	6054453
12	0	N/A	\$100.00	1696	\$169,600.00	8516	\$851,600.00	83.39%	6096232
13	0	N/A	\$100.00	1279	\$127,900.00	6871	\$687,100.00	84.31%	6163097
14	0	N/A	\$100.00	876	\$87,600.00	4231	\$423,100.00	82.85%	6056390
15	0	N/A	\$250.00	100	\$25,000.00	475	\$118,750.00	82.61%	6038964
16	0	N/A	\$250.00	177	\$44,250.00	850	\$212,500.00	82.77%	6050415
17	0	N/A	\$250.00	170	\$42,500.00	852	\$213,000.00	83.37%	6094321
18	0	N/A	\$500.00	236	\$118,000.00	1314	\$657,000.00	84.77%	6197269
19	0	N/A	\$500.00	14	\$7,000.00	90	\$45,000.00	86.54%	6326242
20	0	N/A	\$500.00	87	\$43,500.00	433	\$216,500.00	83.27%	6087251
21	0	N/A	\$1,000.00	3	\$3,000.00	28	\$28,000.00	90.32%	6602874
22	0	N/A	\$1,000.00	1	\$1,000.00	10	\$10,000.00	90.91%	6645749
23	0	N/A	\$1,000.00	1	\$1,000.00	8	\$8,000.00	88.89%	6498066
24	0	N/A	\$100,000.00	2	\$200,000.00	4	\$400,000.00	66.67%	4873550
Totals:				323058	\$4,360,190.00	1,463,873	\$20,524,905.00		

NO. OF TICKETS (+/-2%):
NO. POOLS:
PACK SIZE:
PACKS/POOL:
PACKS/GAME:

7,310,325
20,31
75
4,800
97,471

Minimum Quantity:
Maximum Quantity:

7,056,000
7,344,000

TEXAS LOTTERY COMMISSION
"HIT \$100,000" - GAME NO. 2488
END OF PRODUCTION PRIZE STRUCTURE
4/25/2023

68.08%

		\$5 TICKETS		\$36,551,625		REVENUE		PRIZE FUND		\$24,885,095		PAYOUT %	
PRIZE TIER	PRIZE CODE	PRIZE CODE	TIER CODE	SET:	# OF WAYS TO WIN:	WIN:	ODDS OF 1 IN:	WINNERS IN 20,31 POOLS	WINNERS IN 75 (PER PACK*)	WINNERS IN 360,000 (Per Pool)	PRIZE COST	PERCENT OF PRIZE FUND **	VALIDATION TIER LEVELS
1	1	1	L	\$5	1	\$5	9.57	763,557	7,8337	37,602	\$3,817,785	15.34%	LOW-TIER
2	2	2	L	\$10	1	\$10	2143	341,175	3,5003	16,801	\$3,411,750	13.71%	
3	3	3	L	\$5 x 2	2	\$10	2143	341,201	3,5005	16,803	\$3,412,010	13.71%	
4	4	4	L	\$5 x 4	4	\$20	150,05	48,719	0,4998	2,399	\$974,380	3.92%	
5	5	5	L	\$5 x 2 + \$10	3	\$20	64,30	113,689	1,1664	5,599	\$2,273,780	9.14%	
6	6	6	L	\$20	1	\$20	150,01	48,732	0,50	2,400	\$974,640	3.92%	
7	0	0	M	\$5 x 2 + \$20 x 2	4	\$50	451,31	16,198	0,1662	798	\$809,900	3.25%	MID-TIER
8	0	0	M	\$10 x 5	5	\$50	224,63	32,544	0,3339	1,603	\$1,627,200	6.54%	
9	0	0	M	\$5**10X**	1	\$50	224,65	32,541	0,3339	1,602	\$1,627,050	6.54%	
10	0	0	M	\$50	1	\$50	451,59	16,188	0,1661	797	\$809,400	3.25%	
11	0	0	M	\$100	1	\$100	1,799,24	4,063	0,04	200	\$406,300	1.63%	
12	0	0	M	\$20 x 5	5	\$100	715,86	10,212	0,10	500	\$1,021,200	4.10%	
13	0	0	M	\$5**10X** + \$50	2	\$100	896,97	8,150	0,08	400	\$815,000	3.28%	HIGH-TIER
14	0	0	M	\$10**10X**	1	\$100	1,431,43	5,107	0,05	250	\$510,700	2.05%	
15	0	0	M	\$250	1	\$250	12,713,61	575	0,01	28	\$143,750	0.58%	
16	0	0	M	\$10 + \$20 x 2 + \$20**10X**	4	\$250	7,118,14	1,027	0,01	50	\$256,750	1.03%	
17	0	0	M	\$50 x 5	5	\$250	7,152,96	1,022	0,01	50	\$255,500	1.03%	
18	0	0	M	\$5**10X** + \$100 x 2 + \$250	4	\$500	4,716,34	1,550	0,02	75	\$775,000	3.11%	
19	0	0	M	\$500	1	\$500	70,291,59	104	0,00	5	\$2,000	0.21%	HIGH-TIER
20	0	0	M	\$50 x 2 + \$100 x 4	6	\$500	14,058,32	520	0,01	25	\$260,000	1.04%	
21	0	0	H	\$100**10X**	1	\$1,000	235,816,94	31	0,00	1,53	\$31,000	0.12%	
22	0	0	H	\$10**10X** + \$20 x 10 + \$50 x 14	25	\$1,000	664,575,00	11	0,00	0,54	\$11,000	0.04%	
23	0	0	H	\$1,000	1	\$1,000	812,258,33	9	0,00	0,44	\$9,000	0.04%	
24	0	0	H	\$100,000	1	\$100,000	1,218,387,50	6 ***	0,00	0,295472	\$600,000	2.41%	
							4.09	1,786,931	18.33	87,983.06	\$ 24,885,095	100.00%	100.00%
							4.0910						

Note: **10X** = Win 10 TIMES the prize by revealing one (1) "10X" Play Symbol.

Consolidated odds are 1 in: \$5
\$10
\$20
\$50
\$100
\$250
\$500
\$1,000
\$100,000

9.57
10,71
34,62
75,00
265,52
2,785,95
3,362,61
143,339,71
1,218,387,50

763,557
682,376
211,140
97,471
27,532
2,624
2,174
51
6

18.33
0.00
0.00
0.00
0.00
0.00
0.00
0.00
0.00

* 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 \$50 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 applicable for this game.



INTEROFFICE MEMO

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

Payment Approval

May 8, 2023

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

Vendor Name	Pollard Banknote Limited
P.O. Number (if applicable)	362-23-9010RL004
Tx Game Name	Game #2488 HIT \$100,000
Invoice Number	8533556
Invoice Amount	\$312,735.70

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

A handwritten signature in cursive script, reading "Dale Bowersock".

Dale Bowersock (Scratch Ticket Strategy Coordinator)

5/8/2023

Date

JB 5/8/2023

A handwritten signature in cursive script, reading "Will Russ".

Will Russ (Products Manager)

5/11/2023

Date

A handwritten signature in cursive script, reading "Robert Tirloni".

Robert Tirloni (Lottery Operations Division Director)

5/12/2023

Date



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

May 18, 2023



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

INVOICE NO.: 8533556

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: June 4, 2023

Invoice Date	Order No.	Your Order	Customer No.
May 5, 2023	1175602		5008

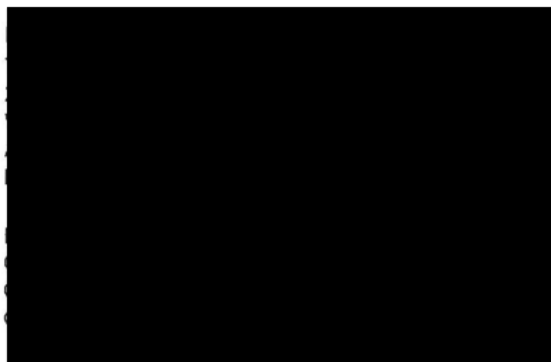
Order name: HIT \$100,000 #2488

PO Number:

Product Description	Quantity	Unit Price	Amount
Ticket Size 4 x 8	7,310,325	22.52 /M	164,628.52
Four colour process / Spectrum base graphics	7,310,325	8.00 /M	58,482.60
Fluorescent / Neon Ink Base	7,310,325	4.26 /M	31,141.98
Integrated Overprints / Continuous Image	7,310,325	8.00 /M	58,482.60

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

Before Taxes:	312,735.70 USD
Freight:	0.00
Deposit:	0.00
Amount Due:	312,735.70 USD



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	None
5M-9.99M	None	Week 18	Week 13	Week 16	Week 26	Week 39	None	Week 55	None	None
10M-14.99M	Week 18	*Week 28	None	None	Week 37	None	None	*Week 75	None	None
15M-19.99M	Week 28	None	None	*Week 47	None	*Week 35	None	None	None	None
20M-24.99M	None	None	None	None	None	None	None	None	None	None
25M-29.99M	None	*Week 59	*Week 54	None	*Week 72	None	None	None	None	None
30M-34.99M	None	*Week 55	None	*Week 63	None	None	None	None	None	None
>=35M	None	None	None	*Week 55	*Week 51	None	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	None
5M-9.99M	None	\$836,861	\$1,218,171	\$2,103,552	\$2,534,946	\$3,775,938	None	\$4,951,385	None	None
10M-14.99M	\$525,017	\$620,682	None	None	\$2,836,350	None	None	\$5,794,776	None	None
15M-19.99M	\$530,463	None	None	\$1,645,025	None	\$8,401,824	None	None	None	None
20M-24.99M	None	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	None
30M-34.99M	None	\$1,037,735	None	\$2,208,309	None	None	None	None	None	None
>=35M	None	None	None	\$4,608,748	\$8,277,057	None	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, November 27, 2023 1:39 PM
To: Bowersock, Dale
Cc: ProductsScratchTeam
Subject: RE: December 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,

We would like to remove the \$30 Premier Cash (#2387) off of the list of Pre-Call games. The remaining games are fine. Please let me know any questions.

Thanks,
 Riley

From: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Sent: Monday, November 27, 2023 8:31 AM
To: Gough, Riley <Riley.Gough@IGT.com>
Cc: ProductsScratchTeam <ProductsScratchTeam@lottery.state.tx.us>
Subject: December 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.

Riley,
 Below are the pre-call recommendations and the proposed close dates:

Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	11/25/23	11/18/24
2272	\$1	10,038,450	MAD MONEY	7/3/23			21	70.04%	6,538	2,867	8,103	1,034	\$126,506.00	\$123,110.00
2483	\$1	16,477,800	TOPAZ 7S	5/1/23			30	74.17%	6,859	3,830	15,220	413	\$179,283.00	\$191,110.00
2478	\$5	7,218,525	\$100,000 JACKPOT	7/17/23			19	55.21%	3,919	1,950	29,355	5,524	\$242,710.00	\$277,410.00
2488	\$5	7,310,325	HIT \$100,000	6/5/23			25	85.06%	3,289	1,889	1,837	5,450	\$297,480.00	\$353,110.00
2491	\$5	7,221,225	RUBY MINE 6X	7/31/23			17	81.76%	5,060	2,536	1,377	4,704	\$469,220.00	\$555,310.00
2356	\$10	6,033,150	SUPER TICKET 777	5/15/23			28	87.80%	6,125	3,822	1,693	871	\$849,850.00	\$1,041,210.00
2480	\$20	7,978,175	\$100,000,000 RICHES!	12/19/22			49	65.08%	6,785	1,726	100,903	148	\$438,480.00	\$489,810.00
2387	\$30	9,009,725	PREMIER CASH	4/4/22			86	81.13%	8,366	3,210	54,408	40	\$811,410.00	\$847,510.00

Close dates:

Pre-Call Date	Call Date	EOG Date	
Friday, December 8, 2023	Sunday, January 7, 2024	Wednesday, February 21, 2024	Monday, March 11, 2024

Please let me know if you have any concerns with these closures. Reminder: The Call Date won't be until 1/7/24.

Dale Bowersock

Scratch Ticket Strategy Coordinator
Texas Lottery Commission
(800) 375-6886, ext. 5166

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