

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Instant Ticket Information

Date Completed

2/28/2024

| | | | |
|--------------------------------|----------------|---------------------------|--------|
| Game # | 2501 | Confirmed Packs | 906 |
| Game Name | Houston Texans | Active Packs | 496 |
| Quantity Printed | 5,505,750 | Warehouse Packs | 32,960 |
| Price Point | \$5 | Returned Packs | 4,256 |
| Start Date | 8/14/2023 | Printed Payout Percentage | 67.90% |
| Top Prize | \$ 100,000 | Percent Sold | 46.07% |
| Number of Top Prizes Remaining | 3 | Number of Weeks Out | 28 |

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

| | | |
|---------------------------|--------------|--|
| Cost to print tickets | \$ 149,481 | Actual ticket production costs |
| Licensing Fee | \$ 293,750 | From Agreement Amendment |
| Non-cash Prize Allocation | \$ 1,349,390 | From EOPPS (non-cash prizes plus withholdings) |
| Prize payout expense | \$ 7,581,275 | Data from Instant Ticket Tier Liability screen in ES |

| | |
|-------------------------------|---------------------|
| Estimated Direct Costs | \$ 9,373,896 |
|-------------------------------|---------------------|

TANGIBLE BENEFITS**Revenue Impact:**

| | | |
|---------------------------------|----------------------|---|
| Estimated sales | \$ 12,682,495 | Based on # of tkts printed, times % sold from DaVinci report, times the price point |
| Total Estimated Benefits | \$ 12,682,495 | |

| | |
|--|---------------------|
| Excess of Revenue over Expended | \$ 3,308,600 |
|--|---------------------|

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 | \$ | 66,625 |
| Next week | \$ | 82,550 |
| Next week | \$ | 109,125 |
| | | |
| Avg Weekly Sales Current Game | \$ | 86,100 |
| Avg Weekly Sales \$5; 5M-9.99M Qty | \$ | 2,103,552 |
| Percentage Of Variance In Sales | | 96% |

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

| | | | |
|---|----------------|---------------------------|--------|
| Game # | 2501 | Printed Payout Percentage | 67.90% |
| Game Name | Houston Texans | Actual Payout Percentage | 70.42% |
| Percent Sold | 46.07% | Number of Weeks Out | 28 |
| 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):

This Houston Texans game needs to be pre-called in March to permit the game to be closed and the final drawing conducted prior to the launch of the next Houston Texans game tentatively scheduled to launch in August 2024, as well as to ensure the winners of season ticket prizes from the final drawing will receive tickets to the next season.

Dale Bowersock

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 2501 / for Life to Date**Product Status:**
Active**SmartCash Enabled:**
N/A**Validation Range:** 07/28/2023 - 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 | 335267 | \$1,676,335.00 | 252105 | \$1,260,525.00 | 42.92% | 2363114 |
| 2 | 2 | N/A | \$10.00 | 163686 | \$1,636,860.00 | 129906 | \$1,299,060.00 | 44.25% | 2436135 |
| 3 | 3 | N/A | \$10.00 | 207019 | \$2,070,190.00 | 160033 | \$1,600,330.00 | 43.60% | 2400481 |
| 4 | 4 | N/A | \$20.00 | 60808 | \$1,216,160.00 | 49326 | \$986,520.00 | 44.79% | 2465874 |
| 5 | 5 | N/A | \$20.00 | 20469 | \$409,380.00 | 16217 | \$324,340.00 | 44.20% | 2433809 |
| 6 | 0 | N/A | \$50.00 | 13938 | \$696,900.00 | 11354 | \$567,700.00 | 44.89% | 2471622 |
| 7 | 0 | N/A | \$50.00 | 5111 | \$255,550.00 | 4086 | \$204,300.00 | 44.43% | 2446068 |
| 8 | 0 | N/A | \$100.00 | 2475 | \$247,500.00 | 2087 | \$208,700.00 | 45.75% | 2518741 |
| 9 | 0 | N/A | \$100.00 | 1449 | \$144,900.00 | 1246 | \$124,600.00 | 46.23% | 2545515 |
| 10 | 0 | N/A | \$100.00 | 1012 | \$101,200.00 | 837 | \$83,700.00 | 45.27% | 2492327 |
| 11 | 0 | N/A | \$100.00 | 1537 | \$153,700.00 | 1242 | \$124,200.00 | 44.69% | 2460648 |
| 12 | 0 | N/A | \$100.00 | 1024 | \$102,400.00 | 822 | \$82,200.00 | 44.53% | 2451639 |
| 13 | 0 | N/A | \$100.00 | 1269 | \$126,900.00 | 1034 | \$103,400.00 | 44.90% | 2471969 |
| 14 | 0 | N/A | \$100.00 | 2562 | \$256,200.00 | 2017 | \$201,700.00 | 44.05% | 2425223 |
| 15 | 0 | N/A | \$100.00 | 251 | \$25,100.00 | 200 | \$20,000.00 | 44.35% | 2441574 |
| 16 | 0 | N/A | \$500.00 | 369 | \$184,500.00 | 300 | \$150,000.00 | 44.84% | 2468946 |
| 17 | 0 | N/A | \$500.00 | 238 | \$119,000.00 | 197 | \$98,500.00 | 45.29% | 2493408 |
| 18 | 0 | N/A | \$500.00 | 38 | \$19,000.00 | 23 | \$11,500.00 | 37.70% | 2075938 |
| 19 | 0 | N/A | \$5,000.00 | 3 | \$15,000.00 | 5 | \$25,000.00 | 62.50% | 3441093 |
| 20 | 0 | N/A | \$5,000.00 | 1 | \$5,000.00 | 1 | \$5,000.00 | 50.00% | 2752874 |
| 21 | 0 | N/A | \$100,000.00 | 2 | \$200,000.00 | 0 | \$0.00 | 0.00% | 0 |
| 22 | 0 | N/A | \$100,000.00 | 1 | \$100,000.00 | 1 | \$100,000.00 | 50.00% | 2752874 |
| Totals: | | | | 818529 | \$9,761,775.00 | 633,039 | \$7,581,275.00 | | |

Line of Production Prize Structure

TEXAS LOTTERY

GAME NO.2501 "HOUSTON TEXANS"

January 27, 2023 - VERSION A

| | | | | | | | | | | | | | | |
|-----------------|--|-----------------|-------------|--|--------|------------------|--|---------|--------------|--|-----------|-------------|-----------------|-----------------|
| Order Quantity: | | 5,505,750 | Pack Size: | | 75 | Pool Size: | | 120,000 | Winners: | | 1,451,568 | Prize Fund: | Instant Payout | Total Payout |
| Price Point: | | \$5.00 | Packs/Game: | | 73,410 | Number of Pools: | | 45.88 | Non-winners: | | 4,054,182 | | \$17,343,050.00 | \$18,692,439.50 |
| Revenue: | | \$27,528,750.00 | Packs/Pool: | | 1,600 | Overall Odds: | | 3.7930 | | | | | 63.00% | 67.90% |

| Kind | Wins | Tier | Get | Win | Value | Odds (1 in) | Winners | | | Total Prize Cost | % Prize Fund | |
|---|------|-------|--|-----------|--------------|--------------|---------|-----------|-----------|------------------|--------------|-------|
| | | Level | | | | | Pack | Pool | Total | | | |
| Low Tiers | | | | | | | | | | | | |
| 01 | 1 | L | \$5 | \$5 | \$5.00 | 9.3735 | 8.00 | 12,800.00 | 587,372 | \$2,936,860.00 | 15.71% | |
| 02 | 2 | L | \$5 x 2 | \$10 | \$10.00 | 18.7531 | 4.00 | 6,400.00 | 293,592 | \$2,935,920.00 | 15.71% | |
| 03 | 1 | L | \$10 | \$10 | \$10.00 | 14.9999 | 5.00 | 8,000.00 | 367,052 | \$3,670,520.00 | 19.64% | |
| Total (\$10.00): | | | | | | 8.3339 | 9.00 | 14,400.00 | 660,644 | \$6,606,440.00 | 35.34% | |
| 04 | 3 | L | \$10 + (\$5 x 2) | \$20 | \$20.00 | 49.9914 | 1.50 | 2,400.00 | 110,134 | \$2,202,680.00 | 11.78% | |
| 05 | 1 | L | \$20 | \$20 | \$20.00 | 150.0777 | 0.50 | 800.00 | 36,686 | \$733,720.00 | 3.93% | |
| Total (\$20.00): | | | | | | 37.5000 | 2.00 | 3,200.00 | 146,820 | \$2,936,400.00 | 15.71% | |
| Total (Low Tiers): | | | | | | 3.9472 | 19.00 | 30,400.00 | 1,394,836 | \$12,479,700.00 | 66.76% | |
| Mid Tiers | | | | | | | | | | | | |
| 06 | 1 | M | \$10 (GOALPOST) | \$50 | \$50.00 | 217.6874 | 0.34 | 550.00 | 25,292 | \$1,264,600.00 | 6.77% | |
| 07 | 1 | M | \$50 | \$50 | \$50.00 | 598.6463 | 0.13 | 200.00 | 9,197 | \$459,850.00 | 2.46% | |
| Total (\$50.00): | | | | | | 159.6379 | 0.47 | 750.00 | 34,489 | \$1,724,450.00 | 9.23% | |
| 08 | 20 | M | \$5 X 20 | \$100 | \$100.00 | 1206.8720 | 0.06 | 100.00 | 4,562 | \$456,200.00 | 2.44% | |
| 09 | 11 | M | \$10 (GOALPOST) + (\$5 x 10) | \$100 | \$100.00 | 2042.9499 | 0.04 | 59.00 | 2,695 | \$269,500.00 | 1.44% | |
| 10 | 7 | M | \$10 (GOALPOST) + \$5 (GOALPOST) + (\$5 x 5) | \$100 | \$100.00 | 2977.6906 | 0.03 | 40.00 | 1,849 | \$184,900.00 | 0.99% | |
| 11 | 7 | M | (\$10 x 5) + (\$5 (GOALPOST) x 2) | \$100 | \$100.00 | 1981.1983 | 0.04 | 60.00 | 2,779 | \$277,900.00 | 1.49% | |
| 12 | 7 | M | \$50 + \$5 (GOALPOST) + (\$5 x 5) | \$100 | \$100.00 | 2982.5298 | 0.03 | 40.00 | 1,846 | \$184,600.00 | 0.99% | |
| 13 | 3 | M | \$50 + (\$5 (GOALPOST) x 2) | \$100 | \$100.00 | 2390.6861 | 0.03 | 50.00 | 2,303 | \$230,300.00 | 1.23% | |
| 14 | 1 | M | \$20 (GOALPOST) | \$100 | \$100.00 | 1202.3914 | 0.06 | 100.00 | 4,579 | \$457,900.00 | 2.45% | |
| 15 | 1 | M | \$100 | \$100 | \$100.00 | 12207.8714 | 0.01 | 10.00 | 451 | \$45,100.00 | 0.24% | |
| Total (\$100.00): | | | | | | 261.3820 | 0.29 | 459.00 | 21,064 | \$2,106,400.00 | 11.27% | |
| 16 | 20 | M | (\$20 (GOALPOST) x 4) + (\$10 x 4) + (\$5 x 12) | \$500 | \$500.00 | 8229.8206 | 0.01 | 14.44 | 669 | \$334,500.00 | 1.79% | |
| 17 | 6 | M | \$50 (GOALPOST) + \$20 (GOALPOST) + (\$10 (GOALPOST) x 2) + (\$5 (GOALPOST) x 2) | \$500 | \$500.00 | 12656.8966 | 0.01 | 9.44 | 435 | \$217,500.00 | 1.16% | |
| 18 | 1 | M | \$500 | \$500 | \$500.00 | 90258.1967 | 0.00 | 1.29 | 61 | \$30,500.00 | 0.16% | |
| Total (\$500.00): | | | | | | 4725.9657 | 0.02 | 25.18 | 1,165 | \$582,500.00 | 3.12% | |
| Total (Mid Tiers): | | | | | | 97.0724 | 0.77 | 1,234.18 | 56,718 | \$4,413,350.00 | 23.61% | |
| High Tiers | | | | | | | | | | | | |
| 19 | 20 | H | \$500 (GOALPOST) + (\$500 x 3) + (\$100 x 7) + (\$50 x 4) + (\$20 x 5) | \$5,000 | \$5,000.00 | 688218.7500 | 0.00 | 0.18 | 8 * | \$40,000.00 | 0.21% | |
| 20 | 1 | H | \$5,000 | \$5,000 | \$5,000.00 | 2752875.0000 | 0.00 | 0.04 | 2 * | \$10,000.00 | 0.05% | |
| Total (\$5,000.00): | | | | | | 550575.0000 | 0.00 | 0.22 | 10 | \$50,000.00 | 0.27% | |
| 21 | 20 | H | \$5,000 x 20 | \$100,000 | \$100,000.00 | 2752875.0000 | 0.00 | 0.04 | 2 * | \$200,000.00 | 1.07% | |
| 22 | 1 | H | \$100,000 | \$100,000 | \$100,000.00 | 2752875.0000 | 0.00 | 0.04 | 2 * | \$200,000.00 | 1.07% | |
| Total (\$100,000.00): | | | | | | 1376437.5000 | 0.00 | 0.09 | 4 | \$400,000.00 | 2.14% | |
| Total (High Tiers): | | | | | | 393267.8571 | 0.00 | 0.31 | 14 | \$450,000.00 | 2.41% | |
| Total (Low Tiers + Mid Tiers + High Tiers): | | | | | | 3.7930 | 19.77 | 31,634.49 | 1,451,568 | \$17,343,050.00 | 92.78% | |
| Other Prize Tiers | | | | | | | | | | | | |
| - | - | O | HOUSTON TEXANS MERCHANDISE PRIZE PACK | | | \$580.00 | - | - | - | 810 | \$469,800.00 | 2.51% |
| - | - | O | LUXURY SUITE & ON-FIELD CONTEST EXPERIENCE | | | \$49,550.00 | - | - | - | 5 | \$247,750.00 | 1.33% |
| - | - | O | PRIVATE PLANE AWAY GAME TRIP | | | \$49,950.00 | - | - | - | 5 | \$249,750.00 | 1.34% |

Original Order

| |
|-------------------|
| Delivery # 1 |
| Shipments # 1 - 2 |
| COMPLETE |
| Pools # 1 - 53 |
| 07/17/2023 |
| 5,505,750 |
| 587,372 |
| 293,592 |
| 367,052 |
| 110,134 |
| 36,686 |
| 25,292 |
| 9,197 |
| 4,562 |
| 2,695 |
| 1,849 |
| 2,779 |
| 1,846 |
| 2,303 |
| 4,579 |
| 451 |
| 669 |
| 435 |
| 61 |
| 8 |
| 2 |
| 2 |
| 2 |
| 5 |
| 5 |

| | | | | | | | | | | |
|----------------------------|---|---|--|-------------|--------|-------|-----------|-----------|-----------------|---------|
| | | | SEASON TICKETS FOR 2 (ONE YEAR) | \$5,000.00 | - | - | - | 45 | \$225,000.00 | 1.20% |
| - | - | O | LUXURY SUITE & ON-FIELD CONTEST EXPERIENCE Federal Withholding | \$15,645.79 | - | - | - | 5 | \$78,228.95 | 0.42% |
| - | - | O | PRIVATE PLANE AWAY GAME TRIP Federal Withholding | \$15,772.11 | - | - | - | 5 | \$78,860.55 | 0.42% |
| Total (Other Prize Tiers): | | | | | - | - | - | 875 | \$1,349,389.50 | 7.22% |
| Total : | | | | | 3.7930 | 19.77 | 31,634.49 | 1,451,568 | \$18,692,439.50 | 100.00% |

* Exact Quantity by Kind Level

GOALPOST = win 5 TIMES the prize

| |
|----|
| 45 |
| 5 |
| 5 |



INTEROFFICE MEMO

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

Payment Approval

July 27, 2023

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

| | |
|------------------------------------|---------------------------|
| Vendor Name | Scientific Games |
| P.O. Number (if applicable) | 362-23-9019RV1RL023 |
| Tx Game #/Name | Game #2501 Houston Texans |
| Draw # | |
| Invoice Number | TX 072523 |
| Invoice Amount | \$149,481.11 |

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)

7/28/2023

Date

JB 7/28/2023

Will Russ (Products Manager)

7/31/2023

Date



Robert Tirloni (Lottery Operations Division Director)

7/31/2023

Date

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

August 6, 2023



Invoice: TX 072523
TX-2501 HOUSTON TEXANS
 July 25, 2023

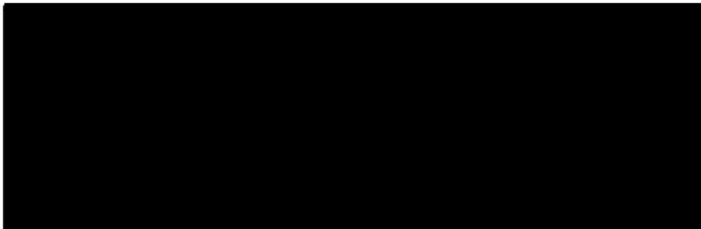
Supplier : Scientific Games International
 1500 Bluegrass Lakes Parkway
 Alpharetta, Georgia 30004 USA

Customer : TEXAS LOTTERY
 Attn: Accounts Payable
 P.O. BOX 18630
 AUSTIN, TX 78761-6630
 United States

| <u>Game</u> | <u>Shipment</u> | <u>Description</u> | <u>Quantity</u> | <u>Price Per</u> | <u>Total Amount</u> | <u>SG Invoice #</u> |
|-------------|-----------------|------------------------|-----------------|------------------|---------------------|---------------------|
| TX-2501 | 1 | TX-2501 HOUSTON TEXANS | 2,718,975 | 27.15 \$ | 73,820.17 | 1046264 |
| TX-2501 | 2 | TX-2501 HOUSTON TEXANS | 2,786,775 | 27.15 \$ | 75,660.94 | 1046265 |
| Total Due | | | | | <u>\$149,481.11</u> | |

***Please include the SG invoice numbers with your remittance**

Due Date: July 25, 2023



ADDENDUM NUMBER 2

TO TRADEMARK LICENSE AND PROMOTIONAL AGREEMENT

BETWEEN LICENSOR AND SPONSOR

CONTRACT YEARS JULY 1, 2023 – JUNE 30, 2025

2023-2024 and 2024-2025 NFL SEASONS. This ADDENDUM NO. 2 TO TRADEMARK LICENSE AND PROMOTIONAL AGREEMENT BETWEEN LICENSOR AND SPONSOR is attached to and fully incorporated into that certain TRADEMARK LICENSE AND PROMOTIONAL AGREEMENT, effective as of the last date shown the signature lines therein, by and between Houston NFL Holdings, L.P., d/b/a Houston Texans, and the Texas Lottery Commission (the “Agreement”).

1. FEES AND CONSIDERATION

In consideration of being granted the right to use the Team’s Trademarks during the Term, SPONSOR shall allocate funds not to exceed two hundred ninety-three thousand seven hundred fifty dollars (\$293,750) for Licensing Fees and one million one hundred ninety-two thousand three hundred dollars (\$1,192,300) in Merchandise and Experiential Allocation payments for the following:

- a. Payment to LICENSOR of a royalty based upon the actual Sales of the Game (as defined in Section 1.2 of the Agreement) that occur up to and including the date of the NFL Super Bowl game, as follows:

Licensing Fee Sales Allocation

(Based on actual ticket sales – invoiced monthly)

| Sell Through Range* | Licensing Percentage | Price per Ticket | Actual Sales | Licensing Fee |
|--|----------------------|------------------|--------------|------------------|
| Up to 4 million tickets | 1.00 | \$5 | \$20,000,000 | \$200,000 |
| 4,000,001 to 5.5 million | 1.25 | \$5 | \$7,500,000 | \$93,750 |
| Total Licensing Fee Allocation: | | | | \$293,750 |

- * License percentage fees apply directly to the relevant sales tier and are not retroactive to lower sales levels.

SPONSOR (with the assistance of PRINTER) agrees to print with the intent to distribute and sell approximately five million five hundred thousand (5,500,000) Texas Lottery scratch tickets bearing the Team’s Trademarks and that the scratch tickets shall be sold at retail for a price of \$5.00 per ticket.

For example: If the initial sales period indicated sales of 4,250,000 tickets, the invoiced amount would be calculated as:

- 4,000,000 tickets sold at \$5 = \$20,000,000 multiplied by 1.00% licensing fee percentage = \$200,000
- 250,000 tickets sold at \$5 = \$1,250,000 multiplied by 1.25% licensing fee percentage = \$15,625
- The total Licensing Fee invoice would be for two hundred fifteen thousand six hundred twenty-five dollars (\$215,625)

Licensing Fees shall not be paid on any Sales that occur after the date of the current season NFL Super Bowl game.

b. Payment to LICENSOR for merchandise and experiential prizes that will contain a pre-determined number of individual prizes to be awarded through promotional second-chance drawings conducted by SPONSOR and fulfilled by LICENSOR. The total allocation of the merchandise and experiential prizes will be one million one hundred ninety-two thousand three hundred dollars (\$1,192,300). Payment amounts are determined based upon the prize being fulfilled and are detailed as follows:

- i. Private Plane Away Game Trip – Owner for a Day, five (5) allocated and valued at forty-nine thousand nine hundred fifty dollars (\$49,950) each.
- ii. Suite and On-Field Contest Experience, five (5) allocated and valued at forty-nine thousand five hundred fifty dollars (\$49,550) each.
- iii. VIP Texans Season Tickets Package for One (1) Year, forty-five (45) allocated and valued at five thousand dollars (\$5,000) each.
- iv. Texans Merchandise Pack, eight hundred ten (810) allocated and valued at five hundred eighty dollars (\$580) each.

c. SPONSOR shall pay for all of the print costs incurred to print/produce the Game.

d. SPONSOR shall provide one thousand eight hundred and seventy-five (1,875) scratch tickets for the following promotions:

- i. One hundred fifty (150) – Radio Blitz (areas outside of Houston)
- ii. Three hundred (300) – Dear Drew, Texans TV feature, and social media promotions
- iii. One thousand four hundred twenty-five (1,425) – in-game fan promotion during all Home Games

LICENSOR is responsible for picking up the scratch tickets from the local Texas Lottery Claim Center and securing the scratch tickets in a safe place until tickets are needed for each promotion. LICENSOR is responsible for tracking all scratch ticket packs, including those which have been distributed. LICENSOR is responsible for distributing the scratch tickets for each promotion to recipients who are eighteen (18) years of age or older. LICENSOR shall ensure that selected scratch ticket recipients for each promotion are eighteen (18) years of age or older as identified by an official picture identification card.

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 | *Week72 | 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