

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

12/18/2023

Game #	2507	Confirmed Packs	4,920
Game Name	EZ Loteria	Active Packs	3,568
Quantity Printed	17,373,900	Warehouse Packs	1,505
Price Point	\$1	Returned Packs	1,064
Start Date	3/6/2023	Printed Payout Percentage	60.08%
Top Prize	\$ 500	Percent Sold	89.15%
Number of Top Prizes Remaining	65	Number of Weeks Out	41

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

Cost to print tickets	\$ 227,251	Actual ticket production costs
Prize payout expense	\$ 8,459,646	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 8,686,897

TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 15,488,832	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 15,488,832

Excess of Revenue over Expended \$ 6,801,935

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	\$	142,642
Next week	\$	166,716
Next week	\$	174,594
Avg Weekly Sales Current Game	\$	161,317
Avg Weekly Sales \$1; 15M - 19.99M Qty	\$	530,463
Percentage Of Variance In Sales		70%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2507	Printed Payout Percentage	60.08%
Game Name	EZ Loteria	Actual Payout Percentage	54.62%
Percent Sold	89.15%	Number of Weeks Out	41
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			28

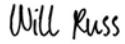
Recommendation

☒ 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):



12/18/2023

Scratch Ticket Strategy Coordinator Date

12/18/2023

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



Play the Games of Texas!

Da Vinci Report

12/18/23

Week End Date:12/16/23

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														12/16/23	12/9/23	12/2/23	11/25/23
Baseline	2530	\$1	10,987,950	JU\$T 1 BUCK	10/30/23			7	32.23%	12,270	17,203	17,668	14	\$620,076.00	\$595,677.00	\$629,795.00	\$567,810.00
	2322	\$2	7,235,625	10X THE CASH	12/18/23			0	0.06%	3,630	493	20,626	0	\$9,250.00	\$0	\$0	\$0
	2523	\$2	8,857,250	20X	9/18/23			13	54.67%	9,055	5,523	15,064	122	\$512,180.00	\$561,838.00	\$664,690.00	\$660,686.00
	2552	\$2	24,253,375	BREAK THE BANK	12/4/23			2	1.67%	26,128	9,873	153,349	45	\$531,978.00	\$270,920.00	\$7,500.00	\$0
	2492	\$2	6,048,000	VETERANS CASH	10/16/23			9	33.41%	10,934	6,524	12,731	90	\$493,000.00	\$712,750.00	\$917,040.00	\$411,182.00
	2531	\$3	5,898,600	HOLIDAY LOTERIA	10/30/23			7	56.50%	16,880	13,578	959	19	\$1,522,317.00	\$1,557,888.00	\$1,672,815.00	\$1,591,935.00
	2529	\$5	7,336,350	\$100 GRAND	10/16/23			9	41.81%	15,151	7,587	31,226	116	\$1,207,230.00	\$1,417,740.00	\$1,593,440.00	\$1,472,265.00
	2480	\$5	7,169,550	\$20,000,000 CASH SPECTACULAR!	12/18/23			0	0.06%	4,514	770	48,265	0	\$22,875.00	\$0	\$0	\$0
	2526	\$5	7,218,375	777 MULTIPLIER	10/2/23			11	59.49%	8,525	5,111	22,370	126	\$1,005,695.00	\$1,209,360.00	\$1,437,300.00	\$1,634,930.00
	2502	\$5	16,958,025	BINGO TIMES 20	9/18/23			13	20.66%	18,863	9,557	147,305	460	\$1,467,455.00	\$1,541,730.00	\$1,549,065.00	\$1,483,530.00
	2532	\$5	7,312,950	HOLIDAY 777	10/30/23			7	49.11%	15,709	14,034	17,036	9	\$2,330,960.00	\$2,441,170.00	\$2,708,690.00	\$2,667,610.00
	2537	\$5	7,324,125	LUCKY X10	12/4/23			2	15.09%	27,416	12,705	40,084	37	\$3,442,815.00	\$2,054,110.00	\$28,500.00	\$0
	2524	\$5	7,144,200	MONEY MULTIPLIER	9/18/23			13	45.30%	10,861	5,402	31,306	1,402	\$726,050.00	\$797,820.00	\$945,725.00	\$980,990.00
	2509	\$5	30,168,450	SUPER LOTERIA	12/18/23			0	0.01%	6,736	552	336,828	0	\$19,500.00	\$0	\$0	\$0
	2534	\$5	7,059,750	WILD 7	11/15/23			4	29.32%	21,039	10,558	33,283	13	\$1,864,890.00	\$2,286,795.00	\$2,670,865.00	\$2,634,540.00
	2525	\$10	7,142,750	\$50, \$100 OR \$500!	9/18/23			13	66.12%	27,459	8,476	7,820	91	\$3,045,790.00	\$3,016,930.00	\$3,236,840.00	\$3,102,610.00
	2386	\$10	8,145,250	BREAK THE BANK SUPER TICKET	11/6/23			6	6.33%	9,794	5,538	135,370	6	\$1,337,180.00	\$1,244,440.00	\$1,120,170.00	\$897,000.00
	2527	\$10	8,199,900	PINK DIAMONDS	10/2/23			11	40.12%	21,684	9,814	63,321	58	\$2,376,310.00	\$2,431,950.00	\$2,662,160.00	\$2,586,110.00
	2533	\$10	6,120,000	THE PERFECT GIFT	10/30/23			7	43.55%	25,912	15,118	24,469	30	\$3,938,080.00	\$3,862,390.00	\$4,243,460.00	\$3,957,970.00
	2514	\$20	8,189,250	\$1,000,000 CASH BLAST	12/4/23			2	4.29%	46,892	10,618	252,916	16	\$3,971,980.00	\$3,015,760.00	\$44,500.00	\$0
	2513	\$20	10,162,000	\$1,000,000 CROSSWORD	10/16/23			9	21.42%	41,872	9,560	262,793	67	\$5,087,900.00	\$5,123,900.00	\$5,500,580.00	\$5,147,300.00
	2490	\$20	8,189,275	\$1,000,000 GOLD RUSH	10/2/23			11	26.52%	30,626	9,033	197,114	56	\$3,091,040.00	\$3,230,120.00	\$3,681,620.00	\$3,505,080.00
	2535	\$20	6,119,575	\$85,000,000 EXPLOSION	11/15/23			4	15.58%	39,070	13,130	150,836	34	\$3,443,260.00	\$3,668,720.00	\$4,453,880.00	\$4,873,980.00
	2536	\$50	4,135,520	MILLIONS CLUB	11/15/23			4	11.56%	34,406	8,877	137,078	27	\$5,336,950.00	\$5,449,850.00	\$5,855,900.00	\$4,979,800.00
Mature	2519	\$1	17,373,600	\$5,000 WINNINGS	9/5/23			15	35.79%	9,881	8,466	54,167	46	\$312,331.00	\$347,161.00	\$350,847.00	\$369,082.00
	2424	\$1	823,350	CASH FRENZY	9/14/22			65	0.00%	0	0	1,379	11	\$0	\$0	\$0	\$0
	1878	\$1	854,700	CASH ON THE SPOT	9/18/17			326	0.00%	0	0	1,332	20	\$0	\$0	\$0	\$0
	2507	\$1	17,373,900	EZ LOTERIA	3/6/23			41	89.15%	4,920	3,568	1,505	1,064	\$142,642.00	\$166,716.00	\$174,594.00	\$179,951.00
	1804	\$1	829,650	LUCKY STARS	9/18/17			326	0.00%	0	0	56	555	\$0	\$0	\$0	\$0
	2124	\$1	853,200	WINNING 7S	8/8/19			227	0.00%	0	0	1,426	434	\$0	\$0	\$0	\$0

Liability for 2507 / for Life to DateProduct Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 11/11/2022 - 12/31/2037

Outstanding Prizes

Tier	Ref	SmartCash	Tier Value	Count	Amount	Tickets Paid Life to Date	Amount Paid Life to Date	% paid	Est. Tickets Sold
1	1	N/A	\$1.00	422328	\$422,328.00	1199316	\$1,199,316.00	73.96%	12849180
2	2	N/A	\$2.00	52653	\$105,306.00	178999	\$357,998.00	77.27%	13424925
3	3	N/A	\$2.00	172189	\$344,378.00	638596	\$1,277,192.00	78.76%	13684149
4	4	N/A	\$3.00	5980	\$17,940.00	22996	\$68,988.00	79.36%	13788314
5	5	N/A	\$3.00	27602	\$82,806.00	117119	\$351,357.00	80.93%	14060252
6	6	N/A	\$3.00	22511	\$67,533.00	93395	\$280,185.00	80.58%	13999580
7	7	N/A	\$5.00	33038	\$165,190.00	140660	\$703,300.00	80.98%	14069320
8	8	N/A	\$5.00	29801	\$149,005.00	143899	\$719,495.00	82.84%	14393130
9	9	N/A	\$5.00	30198	\$150,990.00	143581	\$717,905.00	82.62%	14354795
10	10	N/A	\$10.00	4859	\$48,590.00	24117	\$241,170.00	83.23%	14460461
11	11	N/A	\$10.00	4407	\$44,070.00	24489	\$244,890.00	84.75%	14724163
12	12	N/A	\$10.00	17513	\$175,130.00	98313	\$983,130.00	84.88%	14746949
13	13	N/A	\$20.00	4085	\$81,700.00	24892	\$497,840.00	85.90%	14924633
14	0	N/A	\$40.00	125	\$5,000.00	597	\$23,880.00	82.69%	14365953
15	0	N/A	\$40.00	730	\$29,200.00	4771	\$190,840.00	86.73%	15068328
16	0	N/A	\$40.00	467	\$18,680.00	3154	\$126,160.00	87.10%	15133189
17	0	N/A	\$100.00	100	\$10,000.00	634	\$63,400.00	86.38%	15006883
18	0	N/A	\$100.00	283	\$28,300.00	1896	\$189,600.00	87.01%	15117445
19	0	N/A	\$500.00	65	\$32,500.00	446	\$223,000.00	87.28%	15163912
Totals:				828934	\$1,978,646.00	2,861,870	\$8,459,646.00		

POOLS:	72.39	MAX QUANTITY	17,380,800
PACKS / GAME:	115,826		
PACKS / POOL:	1,600		
PACK SIZE:	150		
POOL SIZE:	240,000		

PRIZE STRUCTURE
EZ LOTERIA
Texas Lottery Game # 2507
IGT Job # 016277
Version 1 dated March 16, 2022

RETAIL PRICE:	\$1.00
REVENUE:	\$17,373,900
PRIZE FUND:	\$10,438,292
PERCENTAGE:	60.0803044%
INSTANT FUND:	\$10,438,292
INSTANT-WIN PAYOUT:	60.0803044%

PRIZE LEVEL	TIER CODE	Description	Number of Wins Per Ticket	TOTAL PRIZE AMOUNT	ODDS (1 IN:)	TOTAL PRIZES	WINNERS IN 240,000 (PER POOL)	WINNERS IN 150 (PER PACK)	PRIZE COST	% OF PRIZE FUND	% PER PRIZE TIER
1	L	\$1	1	\$1	10.71	1,621,644	22,400	14.00	\$1,621,644	15.54%	
2	L	\$2	1	\$2	75.00	231,652	3,200	2.00	\$463,304	4.44%	
3	L	\$1 x 2	2	\$2	21.43	810,785	11,200	7.00	\$1,621,570	15.53%	
4	L	\$3	1	\$3	599.60	28,976	400	0.25	\$86,928	0.83%	
5	L	\$1 x 3	3	\$3	120.05	144,721	2,000	1.25	\$434,163	4.16%	
6	L	\$1 + \$2	2	\$3	149.90	115,906	1,600	1.00	\$347,718	3.33%	
7	L	\$5	1	\$5	100.02	173,698	2,400	1.50	\$868,490	8.32%	
8	L	(\$2 x 2) + \$1	3	\$5	100.02	173,700	2,400	1.50	\$868,500	8.32%	
9	L	\$2 + \$3	2	\$5	99.98	173,779	2,400	1.50	\$868,895	8.32%	
10	L	\$10	1	\$10	599.60	28,976	400	0.25	\$289,760	2.78%	
11	L	\$5 x 2	2	\$10	601.26	28,896	400	0.25	\$288,960	2.77%	
12	L	\$5 + \$3 + \$2	3	\$10	150.00	115,826	1,600	1.00	\$1,158,260	11.10%	
13	L	(\$5 x 2) + \$10	3	\$20	599.58	28,977	400	0.25	\$579,540	5.55%	Low Tier: 90.99%
14	M	\$40	1	\$40	24,063.57	722	10		\$28,880	0.28%	
15	M	(\$10 x 2) + \$20	3	\$40	3,158.32	5,501	76		\$220,040	2.11%	
16	M	\$20 x 2	2	\$40	4,798.09	3,621	50		\$144,840	1.39%	
17	M	\$100	1	\$100	23,670.16	734	10		\$73,400	0.70%	
18	M	(\$40 x 2) + \$20	3	\$100	7,973.34	2,179	30		\$217,900	2.09%	
19	M	\$500	1	\$500	33,999.80	511	7		\$255,500	2.45%	Mid Tier: 9.01%
TOTAL CASH PRIZES				1 in 2 Decimals:	4.71	3,690,804	50,983	31.75	\$10,438,292	100.00%	
				1 in 4 Decimals:	4.7073						

EZ LOTERIA
Texas Lottery Game # 2507
IGT Job # 016277
Version 1 dated March 16, 2022

Consolidated
odds are 1 in:

\$1	10.71	1,621,644
\$2	16.67	1,042,437
\$3	59.99	289,603
\$5	33.34	521,177
\$10	100.02	173,698
\$20	599.58	28,977
\$40	1,764.92	9,844
\$100	5,964.26	2,913
\$500	33,999.80	511
		3,690,804

PRIZE LEVEL	Description	Number of Wins per Ticket	GLEPS TYPE:			A		B		C		D		TOTAL	
			PER GAME:			28,976		28,896		28,977		28,977		115,826	
			PER POOL:			400		400		400		400		1,600	
			PRIZE:	Number:	Amount:	Number:	Amount:	Number:	Amount:	Number:	Amount:	Number:	Amount:	TOTAL	AMOUNT
1	\$1	1	\$1	15	\$15	13	\$13	16	\$16	12	\$12			1,621,644	\$1,621,644
2	\$2	1	\$2	2	\$4	2	\$4	2	\$4	2	\$4			231,652	\$463,304
3	\$1 x 2	2	\$2	4	\$8	7	\$14	7	\$14	10	\$20			810,785	\$1,621,570
4	\$3	1	\$3	1	\$3	0	\$0	0	\$0	0	\$0			28,976	\$86,928
5	\$1 x 3	3	\$3	2	\$6	2	\$6	0	\$0	1	\$3			144,721	\$434,163
6	\$1 + \$2	2	\$3	2	\$6	0	\$0	1	\$3	1	\$3			115,906	\$347,718
7	\$5	1	\$5	2	\$10	2	\$10	1	\$5	1	\$5			173,698	\$868,490
8	(\$2 x 2) + \$1	3	\$5	0	\$0	2	\$10	1	\$5	3	\$15			173,700	\$868,500
9	\$2 + \$3	2	\$5	2	\$10	1	\$5	1	\$5	2	\$10			173,779	\$868,895
10	\$10	1	\$10	1	\$10	0	\$0	0	\$0	0	\$0			28,976	\$289,760
11	\$5 x 2	2	\$10	0	\$0	1	\$10	0	\$0	0	\$0			28,896	\$288,960
12	\$5 + \$3 + \$2	3	\$10	1	\$10	1	\$10	1	\$10	1	\$10			115,826	\$1,158,260
13	(\$5 x 2) + \$10	3	\$20	0	\$0	0	\$0	1	\$20	0	\$0			28,977	\$579,540
TOTAL PRIZES				32	\$82	31	\$82	31	\$82	33	\$82			3,677,536	\$9,497,732



INTEROFFICE MEMO

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

Payment Approval

November 16, 2022

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

Vendor Name	IGT
P.O. Number (if applicable)	362-23-9009RL001
Invoice Number	90130679
Tx Game Name	Game #2507 EZ Loteria
Invoice Amount	\$227,250.61

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)

11/16/2022

Date

JB



11/16/2022

Will Russ (Products Manager)

11/17/2022

Date

Robert Tirloni (Lottery Operations Division Director)

11/18/2022

Date

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

November 26, 2022



IGT Global Solutions Corporation
 d/b/a IGT Solutions Corp. in the State of Texas
 10 Memorial Boulevard
 Providence, RI 02903
 USA
 Telephone 401 392-1000
 Fax 401 392-1234

INVOICE

INVOICE NUMBER: 90130679
 DATE : November 10, 2022

BILL TO: 20318
 Texas Lottery Commission
 Gary Grief, Executive Director
 611 East 6th Street
 Austin TX 78701

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
001 GAME 2507	118077 010	Game 2507 EZ LOTERIA- TRK 1	5,363,100 PC	0.00948	50,842.19
002 GAME 2507	118077 020	Option 2507 Full UV	5,363,100 PC	0.00096	5,148.58
003 GAME 2507	118077 030	Option 2507 4-Color Process	5,363,100 PC	0.00144	7,722.86
004 GAME 2507	118077 040	Option 2507 Synchronized Printing	5,363,100 PC	0.00120	6,435.72
005 GAME 2507	118077 050	Game 2507 EZ LOTERIA- TRK 2	5,889,450 PC	0.00948	55,831.99
006 GAME 2507	118077 060	Option 2507 Full UV	5,889,450 PC	0.00096	5,653.87
007 GAME 2507	118077 070	Option 2507 4-Color Process	5,889,450 PC	0.00144	8,480.81
008 GAME 2507	118077 080	Option 2507 Synchronized Printing	5,889,450 PC	0.00120	7,067.34
009 GAME 2507	118077 090	Game 2507 EZ LOTERIA- TRK 3	6,121,350 PC	0.00948	58,030.40
010 GAME 2507	118077 100	Option 2507 Full UV	6,121,350 PC	0.00096	5,876.50
011 GAME 2507	118077 110	Option 2507 4-Color Process	6,121,350 PC	0.00144	8,814.74
012 GAME 2507	118077 120	Option 2507 Synchronized Printing	6,121,350 PC	0.00120	7,345.62
013 GAME 2507	118077 130	Rounding Adjustment		(	0.01)

Continued...

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

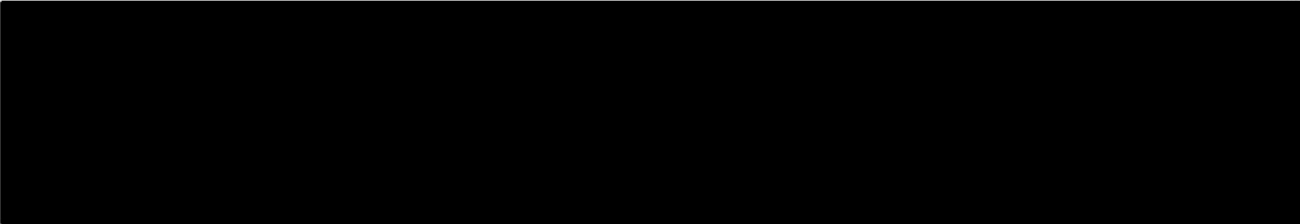
TOTAL AMOUNT DUEUSD

227,250.61

REMARKS:
Unrounded Invoice Total \$227,250.6120

PAYMENT TERMS:
Due within 30 days

REMITTANCE:
Please remit payment in USD:



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

Scratch Ticket Game Closing Analysis

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