

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

10/24/2023

Game #	2516	Confirmed Packs	4,996
Game Name	Instant \$1,000!	Active Packs	1,097
Quantity Printed	4,135,000	Warehouse Packs	269
Price Point	\$10	Returned Packs	4,940
Start Date	4/17/2023	Printed Payout Percentage	70.00%
Top Prize	\$ 1,000	Percent Sold	84.60%
Number of Top Prizes Remaining	335	Number of Weeks Out	27

Current Game Sales Analysis**TANGIBLE COSTS****Expenditure Impact:**

Cost to print tickets	\$ 158,536	Actual ticket production costs
Prize payout expense	\$ 23,878,770	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs	\$ 24,037,306
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TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 34,982,100	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 34,982,100	

Excess of Revenue over Expended	\$ 10,944,794
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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

<u>Previous 3 Weeks Sales from DaVinci</u>		
Most recent week sales	\$	205,840
Next week	\$	214,060
Next week	\$	211,290
Avg Weekly Sales Current Game	\$	210,397
Avg Weekly Sales \$10; 5M - 9.99M Qty*	\$	2,534,946
Percentage Of Variance In Sales		92%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2516	Printed Payout Percentage	70.00%
Game Name	Instant \$1,000!	Actual Payout Percentage	68.26%
Percent Sold	84.60%	Number of Weeks Out	27
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.*			26

* No games available at the <5M level so the 5M-9.99M level was used.

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):



10/24/2023

Scratch Ticket Strategy Coordinator Date

10/25/2023

Products Manager Date

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



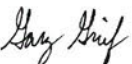
10/27/2023

Lottery Operations Division Director Date

10/30/2023

Controller Date

11/1/2023

Deputy Executive Director Date

11/2/2023

Executive Director Date

Da Vinci

Liability for 2516 / for Life to DateProduct Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 03/07/2023 - 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	91302	\$913,020.00	404830	\$4,048,300.00	81.60%	3374045
2	2	N/A	\$20.00	14803	\$296,060.00	67897	\$1,357,940.00	82.10%	3394850
3	3	N/A	\$20.00	21323	\$426,460.00	102761	\$2,055,220.00	82.82%	3424428
4	0	N/A	\$30.00	7372	\$221,160.00	33944	\$1,018,320.00	82.16%	3397193
5	0	N/A	\$30.00	10658	\$319,740.00	51338	\$1,540,140.00	82.81%	3424134
6	0	N/A	\$30.00	10555	\$316,650.00	51465	\$1,543,950.00	82.98%	3431276
7	0	N/A	\$50.00	3565	\$178,250.00	17139	\$856,950.00	82.78%	3422998
8	0	N/A	\$50.00	7048	\$352,400.00	34272	\$1,713,600.00	82.94%	3429688
9	0	N/A	\$50.00	3574	\$178,700.00	17102	\$855,100.00	82.71%	3420234
10	0	N/A	\$50.00	6843	\$342,150.00	34541	\$1,727,050.00	83.46%	3451262
11	0	N/A	\$100.00	1226	\$122,600.00	5684	\$568,400.00	82.26%	3401351
12	0	N/A	\$100.00	2361	\$236,100.00	11431	\$1,143,100.00	82.88%	3427145
13	0	N/A	\$100.00	1443	\$144,300.00	7144	\$714,400.00	83.20%	3440135
14	0	N/A	\$100.00	1497	\$149,700.00	7068	\$706,800.00	82.52%	3412280
15	0	N/A	\$100.00	613	\$61,300.00	2859	\$285,900.00	82.34%	3404943
16	0	N/A	\$200.00	345	\$69,000.00	1574	\$314,800.00	82.02%	3391605
17	0	N/A	\$200.00	491	\$98,200.00	2252	\$450,400.00	82.10%	3394830
18	0	N/A	\$200.00	466	\$93,200.00	2275	\$455,000.00	83.00%	3432004
19	0	N/A	\$200.00	458	\$91,600.00	2312	\$462,400.00	83.47%	3451306
20	0	N/A	\$500.00	40	\$20,000.00	170	\$85,000.00	80.95%	3347380
21	0	N/A	\$500.00	52	\$26,000.00	225	\$112,500.00	81.23%	3358754
22	0	N/A	\$500.00	41	\$20,500.00	231	\$115,500.00	84.93%	3511709
23	0	N/A	\$500.00	52	\$26,000.00	226	\$113,000.00	81.29%	3361546
24	0	N/A	\$500.00	56	\$28,000.00	290	\$145,000.00	83.82%	3465751
25	0	N/A	\$1,000.00	82	\$82,000.00	262	\$262,000.00	76.16%	3149331
26	0	N/A	\$1,000.00	90	\$90,000.00	427	\$427,000.00	82.59%	3415174
27	0	N/A	\$1,000.00	95	\$95,000.00	422	\$422,000.00	81.62%	3375183
28	0	N/A	\$1,000.00	68	\$68,000.00	379	\$379,000.00	84.79%	3505961
Totals:				186519	\$5,066,090.00	860,520	\$23,878,770.00		

Total \$1,000 prizes remaining = 335

Order Quantity:		4,135,000	Pack Size:	50	Pool Size:	120,000	Winners:	1,047,039	Total Payout	
Price Point:		\$10.00	Packs/Game:	82,700	Number of Pools:	34.46	Non-winners:	3,087,961	Prize Fund:	\$28,944,860.00
Revenue:		\$41,350,000.00	Packs/Pool:	2,400			Overall Odds:	3.9492	Payout:	70.00%

Kind	Wfns	Tier	Get	Win	Value	Odds (1 in)	Winners			Total Prize Cost	% Prize Fund
		Level					Pack	Pool	Total		
Low Tiers											
01	1	L	\$10	\$10	\$10.00	8.3345	6.00	14,400.00	496,132	\$4,961,320.00	17.14%
02	1	L	\$20	\$20	\$20.00	50.0000	1.00	2,400.00	82,700	\$1,654,000.00	5.71%
03	2	L	\$10 x 2	\$20	\$20.00	33.3242	1.50	3,600.00	124,084	\$2,481,680.00	8.57%
Total (\$20.00):						19.9967	2.50	6,000.00	206,784	\$4,135,680.00	14.29%
Total (Low Tiers):						5.8826	8.50	20,400.00	702,916	\$9,097,000.00	31.43%
Mid Tiers											
04	1	M	\$30	\$30	\$30.00	100.0823	0.50	1,200.00	41,316	\$1,239,480.00	4.28%
05	2	M	\$10 + \$20	\$30	\$30.00	66.6979	0.75	1,800.00	61,996	\$1,859,880.00	6.43%
06	3	M	\$10 x 3	\$30	\$30.00	66.6720	0.75	1,800.00	62,020	\$1,860,600.00	6.43%
Total (\$30.00):						25.0103	2.00	4,800.00	165,332	\$4,959,960.00	17.14%
07	1	M	\$50	\$50	\$50.00	199.7199	0.25	600.00	20,704	\$1,035,200.00	3.58%
08	1	M	\$10 (5X)	\$50	\$50.00	100.0726	0.50	1,200.00	41,320	\$2,066,000.00	7.14%
09	2	M	\$30 + \$20	\$50	\$50.00	199.9903	0.25	600.00	20,676	\$1,033,800.00	3.57%
10	5	M	\$10 x 5	\$50	\$50.00	99.9178	0.50	1,200.00	41,384	\$2,069,200.00	7.15%
Total (\$50.00):						33.3242	1.50	3,600.00	124,084	\$6,204,200.00	21.43%
11	1	M	\$100	\$100	\$100.00	598.4081	0.08	200.00	6,910	\$691,000.00	2.39%
12	1	M	\$10 (10X)	\$100	\$100.00	299.8115	0.17	400.00	13,792	\$1,379,200.00	4.76%
13	1	M	\$20 (5X)	\$100	\$100.00	481.5419	0.10	250.00	8,587	\$858,700.00	2.97%
14	4	M	\$50 + \$30 + (\$10 x 2)	\$100	\$100.00	482.7788	0.10	250.00	8,565	\$856,500.00	2.96%
15	10	M	\$10 x 10	\$100	\$100.00	1190.9562	0.04	100.00	3,472	\$347,200.00	1.20%
Total (\$100.00):						100.0581	0.50	1,200.00	41,326	\$4,132,600.00	14.28%
16	1	M	\$200	\$200	\$200.00	2154.7681	0.02	56.00	1,919	\$383,800.00	1.33%
17	1	M	\$20 (10X)	\$200	\$200.00	1507.4736	0.03	80.00	2,743	\$548,600.00	1.90%
18	2	M	\$30 (5X) + \$10 (5X)	\$200	\$200.00	1508.5735	0.03	80.00	2,741	\$548,200.00	1.89%
19	20	M	\$10 x 20	\$200	\$200.00	1492.7798	0.03	80.00	2,770	\$554,000.00	1.91%
Total (\$200.00):						406.4681	0.12	296.00	10,173	\$2,034,600.00	7.03%
20	1	M	\$500	\$500	\$500.00	19690.4762	0.00	6.00	210	\$105,000.00	0.36%
21	1	M	\$50 (10X)	\$500	\$500.00	14927.7978	0.00	8.00	277	\$138,500.00	0.48%
22	1	M	\$100 (5X)	\$500	\$500.00	15202.2059	0.00	8.00	272	\$136,000.00	0.47%
23	5	M	\$200 + \$50 (5X) + (\$20 x 2) + \$10	\$500	\$500.00	14874.1007	0.00	8.00	278	\$139,000.00	0.48%
24	27	M	(\$50 x 3) + (\$30 x 4) + (\$20 x 3) + (\$10 x 17)	\$500	\$500.00	11950.8671	0.00	10.00	346	\$173,000.00	0.60%
Total (\$500.00):						2989.8771	0.02	40.00	1,383	\$691,500.00	2.39%
Total (Mid Tiers):						12.0801	4.14	9,936.00	342,298	\$18,022,860.00	62.27%
High Tiers											
25	1	H	\$1,000	\$1,000	\$1,000.00	12020.3488	0.00	10.00	344	\$344,000.00	1.19%
26	1	H	\$100 (10X)	\$1,000	\$1,000.00	7998.0658	0.01	15.00	517	\$517,000.00	1.79%
27	1	H	\$200 (5X)	\$1,000	\$1,000.00	7998.0658	0.01	15.00	517	\$517,000.00	1.79%
28	27	H	(\$100 x 4) + (\$50 x 3) + (\$30 x 5) + (\$20 x 15)	\$1,000	\$1,000.00	9250.5593	0.01	13.00	447	\$447,000.00	1.54%
Total (\$1,000.00):						2265.7534	0.02	53.00	1,825	\$1,825,000.00	6.31%
Total (High Tiers):						2265.7534	0.02	53.00	1,825	\$1,825,000.00	6.31%
Total :						3.9492	12.66	30,389.00	1,047,039	\$28,944,860.00	100.00%

5X = win 5 TIMES the prize
10X = win 10 TIMES the prize

The \$30 and \$50 prizes are included in the GLEPS but are programmed as Mid-Tier and not part of the Low-Tier file.



INTEROFFICE MEMO

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

Payment Approval

March 13, 2023

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

Vendor Name	Scientific Games
P.O. Number (if applicable)	362-23-9019RL011RV1
Invoice Number	TX 030923
Tx Game Name:	Game #2516 Instant \$1,000!
Invoice Amount:	\$158,535.90

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)

3/13/2023

Date

JB 3/13/2023

Will Russ (Products Manager)

3/19/2023

Date



Robert Tirloni (Lottery Operations Division Director)

3/20/2023

Date

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

March 23, 2023



Invoice: TX 030923
TX-2516 INSTANT \$1,000!
 March 9, 2023

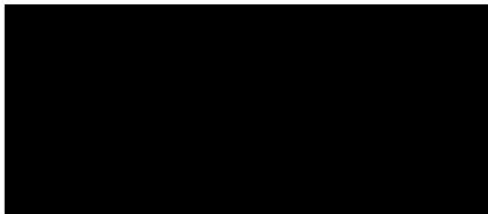
Supplier : Scientific Games International
 1500 Bluegrass Lakes Parkway
 Alpharetta, Georgia 30004 USA

Customer : TEXAS LOTTERY
 Attn: Accounts Payable
 P.O. BOX 16630
 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-2516	1	TX-2516 INSTANT \$1,000!	2,015,600	38.34 \$	77,278.10	1045287
TX-2516	2	TX-2516 INSTANT \$1,000!	2,119,400	38.34 \$	81,257.80	1045288
Total Due					<u>\$158,535.90</u>	

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

Due Date: April 7, 2023



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	None	\$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, October 23, 2023 4:31 PM
To: Bowersock, Dale
Cc: ProductsScratchTeam
Subject: RE: November 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,

The remaining games on the list look good to me with the exception of #2460 and #2387.

Thanks,
 Riley

From: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Sent: Monday, October 23, 2023 1:25 PM
To: Gough, Riley <Riley.Gough@IGT.com>
Cc: ProductsScratchTeam <ProductsScratchTeam@lottery.state.tx.us>
Subject: RE: November 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.

Please remove 2367 Cash Spectacular from the list. That's planned to be in Secondary RCIP 919 so we'll leave that one.

From: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Sent: Monday, October 23, 2023 8:43 AM
To: Gough, Riley <IGT> <Riley.Gough@igt.com>
Cc: ProductsScratchTeam <ProductsScratchTeam@lottery.state.tx.us>
Subject: November Pre-Call Recommendations

Below are the game close recommendations for November.

Game	\$	Tix Run	Name	Start	Call	Close	Wks
2461	\$1	34,367,550	20X CASH BLITZ	1/2/23			42
2477	\$5	7,219,050	\$200,000 COLOSSAL CASH	3/20/23			31
2498	\$5	7,218,600	CASH PAYOUT	6/19/23			18

2516	\$10	4,135,000	INSTANT \$1,000!	4/17/23			27
2460	\$20	7,978,175	\$100,000,000 RICHES!	12/19/22			44
2465	\$20	10,031,750	200X CASH BLITZ	1/2/23			42
2367	\$20	16,392,750	CASH SPECTACULAR	11/15/21			101
2387	\$30	9,009,725	PREMIER CASH	4/4/22			81

Close dates would be:

Pre-call: 11/3/23

Call Date: 12/3/23

Close Date: 1/17/24

EOV Date: 7/15/24

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