

**TEXAS LOTTERY COMMISSION**  
**Scratch Ticket Game Closing Analysis**  
**SUMMARY REPORT**

**Scratch Ticket Information**

Date Completed

2/28/2024

Game #	2525	Confirmed Packs	5,307
Game Name	\$50, \$100 or \$500!	Active Packs	1,562
Quantity Printed	7,142,750	Warehouse Packs	30
Price Point	\$10	Returned Packs	2,059
Start Date	9/18/2023	Printed Payout Percentage	69.98%
Top Prize	\$ 500	Percent Sold	91.14%
Number of Top Prizes Remaining	666	Number of Weeks Out	23

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

Cost to print tickets	\$ 724,645	Actual ticket production costs
Prize payout expense	\$ 45,159,800	Data from Instant Ticket Tier Liability screen in ES

<b>Estimated Direct Costs</b>	<b>\$ 45,884,445</b>
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TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 65,099,024	Based on # of tkts printed, times % sold from DaVinci report, times the price point
<b>Total Estimated Benefits</b>	<b>\$ 65,099,024</b>	

<b>Excess of Revenue over Expended</b>	<b>\$ 19,214,579</b>
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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	\$	496,420
Next week	\$	646,960
Next week	\$	953,700
Avg Weekly Sales Current Game	\$	699,027
Avg Weekly Sales \$10; 5M - 9.9M Qty	\$	2,534,946
<b>Percentage Of Variance In Sales</b>		<b>72%</b>

**TEXAS LOTTERY COMMISSION**  
**Scratch Ticket Game Closing Analysis**  
**RECOMMENDATION AND APPROVALS**

**Instant Ticket Information**

Game #	2525	Printed Payout Percentage	69.98%
Game Name	\$50, \$100 or \$500!	Actual Payout Percentage	69.37%
Percent Sold	91.14%	Number of Weeks Out	23
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			26

**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):

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2/28/2024

Instant Product Coordinator

Date



2/29/2024

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*

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Lottery Operations Division Director    Date*Not Required - Over 85% Sold*

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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

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	2479	\$50	8,214,280	CASH ROYALE	7/17/23			32	36.94%	21,887	5,840	226,237	56	\$3,579,250.00	\$3,465,750.00	\$3,415,000.00	\$3,822,700.00
	2536	\$50	4,135,520	MILLIONS CLUB	11/15/23			14	35.30%	24,297	7,531	96,947	35	\$4,509,900.00	\$4,488,800.00	\$4,560,400.00	\$4,983,500.00
	2400	\$100	10,379,010	\$20 MILLION SUPREME	5/16/22			93	66.37%	16,580	3,972	207,299	62	\$2,821,500.00	\$3,081,200.00	\$3,232,800.00	\$3,853,700.00
	2515	\$100	8,875,515	LOTERIA SUPREME	4/3/23			47	41.44%	29,826	6,989	304,381	54	\$5,774,300.00	\$5,734,800.00	\$6,155,000.00	\$7,054,800.00
Sold/Closing	2507	\$1	17,373,900	EZ LOTERIA	3/6/23	2/4/24	3/20/24	51	94.82%	121	137	726	2,373	-\$1,559.00	\$30,414.00	\$146,818.00	\$115,286.00
	1804	\$1	829,650	LUCKY STARS	9/18/17	3/14/24	4/28/24	336	0.00%	0	0	56	555	\$0	\$0	\$0	\$0
	2210	\$2	7,139,375	\$100 FRENZY	7/31/23	2/4/24	3/20/24	30	80.40%	252	107	4,963	2,786	-\$574.00	\$56,034.00	\$158,096.00	\$148,518.00
	2414	\$2	9,192,375	10X THE MONEY	6/19/23	2/4/24	3/20/24	36	90.21%	203	74	1,580	3,198	-\$6,204.00	\$14,716.00	\$72,464.00	\$67,880.00
	2503	\$2	22,221,750	BREAK THE BANK	3/20/23	2/15/24	3/31/24	49	82.30%	1,533	780	12,717	1,717	\$96,180.00	\$141,192.00	\$211,388.00	\$182,170.00
	2462	\$3	24,476,125	30X CASH BLITZ CROSSWORD	1/2/23	3/3/24	4/17/24	60	75.84%	1,142	1,483	40,009	1,016	\$253,896.00	\$318,489.00	\$407,127.00	\$385,278.00
	2463	\$5	28,138,800	50X CASH BLITZ	1/2/23	3/3/24	4/17/24	60	56.54%	926	1,157	157,282	869	\$256,475.00	\$309,505.00	\$352,120.00	\$404,845.00
	2532	\$5	7,312,950	HOLIDAY 777	10/30/23	2/1/24	3/17/24	17	83.66%	593	244	6,341	2,163	\$90,895.00	\$228,050.00	\$870,850.00	\$1,093,855.00
	2524	\$5	7,144,200	MONEY MULTIPLIER	9/18/23	3/3/24	4/17/24	23	57.16%	1,190	1,122	30,245	4,882	\$203,220.00	\$264,100.00	\$325,045.00	\$344,345.00
	2432	\$5	59,010,300	SPECIAL EDITION SUPER LOTERIA	12/5/22	2/13/24	3/29/24	64	96.70%	3,221	1,536	1,166	4,809	\$1,070,460.00	\$1,739,330.00	\$2,206,590.00	\$2,486,815.00
	2525	\$10	7,142,750	\$50, \$100 OR \$500!	9/18/23			23	91.14%	5,307	1,562	30	2,059	\$496,420.00	\$646,960.00	\$953,700.00	\$1,357,010.00
	2489	\$10	8,200,800	\$50,000,000 BLOWOUT!	6/5/23	2/4/24	3/20/24	38	70.91%	358	167	38,282	4,396	\$30,820.00	\$112,850.00	\$236,820.00	\$313,580.00
	2485	\$10	11,250,850	RUBY 7S	5/1/23	3/3/24	4/17/24	43	68.30%	1,996	2,779	59,417	1,267	\$536,050.00	\$651,610.00	\$752,130.00	\$815,630.00
	2475	\$20	9,008,050	JACKPOT MILLIONS	3/20/23	3/3/24	4/17/24	49	51.20%	2,334	844	163,655	3,759	\$220,460.00	\$284,780.00	\$334,420.00	\$414,460.00

**Liability for 2525 / for Life to Date****Product Status:**  
Active**SmartCash Enabled:**  
N/A**Validation Range:** 07/29/2023 - 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	\$50.00	55781	\$2,789,050.00	515628	\$25,781,400.00	90.24%	6445474
2	2	N/A	\$100.00	7110	\$711,000.00	64313	\$6,431,300.00	90.05%	6431705
3	3	N/A	\$100.00	9906	\$990,600.00	97241	\$9,724,100.00	90.75%	6482385
4	0	N/A	\$500.00	90	\$45,000.00	804	\$402,000.00	89.93%	6423681
5	0	N/A	\$500.00	186	\$93,000.00	1901	\$950,500.00	91.09%	6506165
6	0	N/A	\$500.00	194	\$97,000.00	1874	\$937,000.00	90.62%	6472685
7	0	N/A	\$500.00	196	\$98,000.00	1867	\$933,500.00	90.50%	6464136
<b>Totals:</b>				<b>73463</b>	<b>\$4,823,650.00</b>	<b>683,628</b>	<b>\$45,159,800.00</b>		

TICKET QUANTITY: 7,142,750

POOLS: 59.52

PACKS / GAME: 142,855

PACKS / POOL: 2,400

PACK SIZE: 50

POOL SIZE: 120,000

MIN QUANTITY 7,056,000

MAX QUANTITY 7,344,000

PRIZE STRUCTURE

\$50, \$100 OR \$500!

Texas Lottery Game # 2525

IGT Job # 019025

Version 3 dated April 20, 2023

RETAIL PRICE: \$10.00

REVENUE: \$71,427,500

PRIZE FUND: \$49,983,450

PERCENTAGE: 69.9778797%

INSTANT FUND: \$49,983,450

INSTANT-WIN PAYOUT: 69.98%

PRIZE LEVEL	TIER CODE	Description	Number of Wins Per Ticket	TOTAL PRIZE AMOUNT	ODDS (1 IN:)	TOTAL PRIZES	WINNERS IN 120,000 (PER POOL)	WINNERS IN 50 (PER PACK)	PRIZE COST	% OF PRIZE FUND	% PER PRIZE TIER
1	G	\$50	1	\$50	12.50	571,409	9,600	4.00	\$28,570,450	57.16%	
2	G	\$100	1	\$100	100.01	71,423	1,200	0.50	\$7,142,300	14.29%	
3	G	\$50 x 2	2	\$100	66.66	107,147	1,800	0.75	\$10,714,700	21.44%	: 92.89%
4	M	\$500	1	\$500	7,989.65	894	15		\$447,000	0.89%	
5	M	(\$50 x 4) + (\$100 x 3)	7	\$500	3,422.50	2,087	35		\$1,043,500	2.09%	
6	M	\$50 x 10	10	\$500	3,453.94	2,068	35		\$1,034,000	2.07%	
7	M	\$100 x 5	5	\$500	3,462.31	2,063	35		\$1,031,500	2.06%	Mid Tier: 7.11%
TOTAL CASH PRIZES				1 in 2 Decimals:	9.43	757,091	12,720	5.25	\$49,983,450	100.00%	
				1 in 4 Decimals:	9.4345						

Consolidated odds are 1 in:

\$5012.50571,409

\$10040.00178,570

\$5001,004.327,112

757,091

\$50, \$100 OR \$500!

Texas Lottery Game # 2525

IGT Job # 019025

Version 3 dated April 20, 2023



# INTEROFFICE MEMO

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

## Payment Approval

August 3, 2023

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

Vendor Name	IGT
P.O. Number (if applicable)	362-23-9009RL016
Tx Game Name	Game #2525 \$50, \$100 or \$500!

Invoice Number:	Invoice Amount:
90136763	\$725,371.97
credit inv#90120278	-\$48.95
credit inv#90120731	-\$88.60
credit inv#90128320	-\$344.18
credit inv#90130443	-\$181.51
credit inv#90130595	-\$32.18
credit inv#90131254	-\$13.50
credit inv#90131980	-\$14.18
credit inv#90132672	-\$4.28
<b>Total Amount</b>	<b>\$724,644.59</b>


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)

8/4/2023

Date


JB  
8/4/2023

  
 Will Russ (Products Manager)

8/7/2023

Date



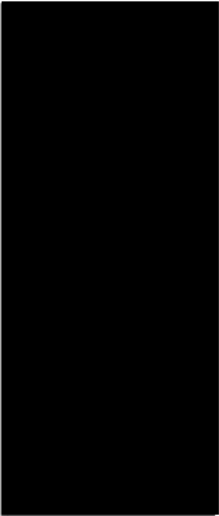
  
 Robert Tirloni (Lottery Operations Division Director)

8/8/2023

Date

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

**August 13, 2023**



INVOICE

INVOICE NUMBER: 90136763  
DATE : August 1, 2023

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 2525	126394 01C	Game 2525 \$50, \$100 OR \$500! TRK 1	2,432,350 PC	0.02927	71,194.88
002 GAME 2525	126394 02C	Option 2525 Holographic Stock	2,432,350 PC	0.06000	145,941.00
003 GAME 2525	126394 03C	Option 2525 Full UV	2,432,350 PC	0.00320	7,783.52
004 GAME 2525	126394 04C	Option 2525 Integrated Graphic OP	2,432,350 PC	0.00680	16,539.98
005 GAME 2525	126394 05C	Game 2525 \$50, \$100 OR \$500! TRK 2	2,324,700 PC	0.02927	68,043.97
006 GAME 2525	126394 06C	Option 2525 Holographic Stock	2,324,700 PC	0.06000	139,482.00
007 GAME 2525	126394 07C	Option 2525 Full UV	2,324,700 PC	0.00320	7,439.04
008 GAME 2525	126394 08C	Option 2525 Integrated Graphic OP	2,324,700 PC	0.00680	15,807.96
009 GAME 2525	126394 09C	Game 2525 \$50, \$100 OR \$500! TRK 3	2,385,700 PC	0.02927	69,829.44
010 GAME 2525	126394 10C	Option 2525 Holographic Stock	2,385,700 PC	0.06000	143,142.00
011 GAME 2525	126394 11C	Option 2525 Full UV	2,385,700 PC	0.00320	7,634.24
012 GAME 2525	126394 12C	Option 2525 Integrated Graphic OP	2,385,700 PC	0.00680	16,222.76
013 GAME 2525	126394 13C	Inserts Holographic Stock	142,855 PC	0.11418	16,311.18

Continued...

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
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TOTAL AMOUNT DUE	USD	725,371.97

REMARKS:  
Unrounded Invoice Total \$725,371.9725

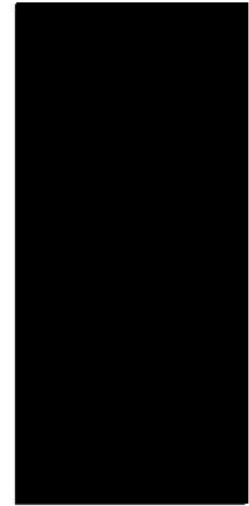
PAYMENT TERMS:  
Due within 30 days

REMITTANCE:  
Please remit payment in USD:



1 Solutions Corporation

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



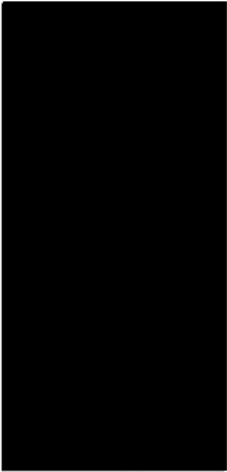
BILL TO: 20318  
Texas Lottery Commission  
Gary Grief, Executive Director  
611 East 6th Street  
Austin TX 78701

Repeat printout  
**CREDIT MEMO**  
INVOICE NUMBER: 90120278  
DATE : July 13, 2021

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	EXTENDED AMOUNT
001 CAESARS LIC FEE	60009096 010	License Fee 2270 - CAESARS JUN 2021 SALES  (4,895.00) X 18 = (\$48.95)	( 48.95)
TOTAL AMOUNT			USD ( 48.95)



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



Repeat printout

CREDIT MEMO

INVOICE NUMBER: 90120731  
DATE : August 3, 2021

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	EXTENDED AMOUNT
001 CAESARS LIC FEE	60009151 010	Game 2270 - LIC FEE - CAESARS JUL 2021 SALES (\$8,860) X 1% = (\$88.60)	( 88.60)
TOTAL AMOUNT			USD ( 88.60)

Repeat printout

CREDIT MEMO

INVOICE NUMBER: 90128320  
DATE : August 2, 2022



BILL TO: 20318

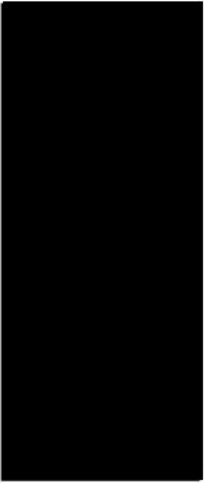
Texas Lottery Commission  
Gary Grief, Executive Director  
611 East 6th Street  
Austin TX 78701

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	EXTENDED AMOUNT
001 JEOPARDY! LIC FEE	60009944 010	JEOPARDY! 2368 LIC FEE JUL 2022 SALES  (\$22,945.00) X 1.5% = (\$344.18)	( 344.18)
TOTAL AMOUNT			USD ( 344.18)

REMARKS:  
Credit for negative sales



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Austin TX 78701



Repeat printout

CREDIT MEMO

INVOICE NUMBER: 90130443  
DATE : November 1, 2022

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	EXTENDED AMOUNT
001 JEOPARDY! LIC FEE	60010107 010	JEOPARDY! 2368 LIC FEE-August AUG 2022 SALES  (\$9485.00) X 1.5% = (\$142.28)	( 142.28)
002 JEOPARDY! LIC FEE	60010107 020	JEOPARDY! 2368 LIC FEE-September SEP 2022 SALES  (\$2615.00) X 1.5% = (\$39.23)	( 39.23)
TOTAL AMOUNT			USD ( 181.51)

REMARKS:  
Credit Memo for Negative sales in August and September

Repeat printout



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



CREDIT MEMO

INVOICE NUMBER: 90130595  
DATE : November 3, 2022

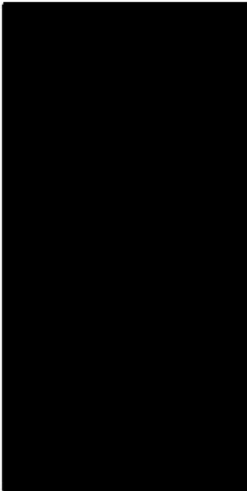
INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	EXTENDED AMOUNT
001 JEOPARDY! LIC FEE	60010118 010	JEOPARDY! 2368 LIC FEE OCT 2022 SALES  (2,145.00) X 1.5% = (32.18)	( 32.18)
TOTAL AMOUNT			USD ( 32.18)

REMARKS:  
Credit for negative sales in OCT

Repeat printout



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



CREDIT MEMO

INVOICE NUMBER: 90131254  
DATE : December 2, 2022

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	EXTENDED AMOUNT
001 JEOPARDY! LIC FEE	60010171 010	JEOPARDY! 2368 LIC FEE NOV 2022 SALES  (\$900.00) X 1.5% = (\$13.50)	( 13.50)
TOTAL AMOUNT			USD ( 13.50)

REMARKS:  
Credit for negative sales.

Repeat printout



BILL TO: 20318

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

CREDIT MEMO

INVOICE NUMBER: 90131980  
DATE : January 4, 2023

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	EXTENDED AMOUNT
001 JEOPARDY! LIC FEE	60010230 010	JEOPARDY! 2368 LIC FEE DEC 2022 SALES  (\$945.00) X 1.5% = (\$14.18)	( 14.18)
TOTAL AMOUNT			USD ( 14.18)

REMARKS:  
Credit Memo for negative sales in December

Repeat printout

CREDIT MEMO

INVOICE NUMBER: 90132672  
DATE : February 2, 2023



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	EXTENDED AMOUNT
001 JEOPARDY! LIC FEE	60010322 010	JEOPARDY! 2368 LIC FEE JAN 2023 SALES  (285.00)X 1.5% = (\$4.28)	( 4.28)
TOTAL AMOUNT			USD ( 4.28)

REMARKS:  
Credit for Negative Sales

## 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