

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

5/28/2024

Game #	2527	Confirmed Packs	5,955
Game Name	Pink Diamonds	Active Packs	2,814
Quantity Printed	8,199,900	Warehouse Packs	27,053
Price Point	\$10	Returned Packs	471
Start Date	10/2/2023	Printed Payout Percentage	70.02%
Top Prize	\$ 250,000	Percent Sold	76.66%
Number of Top Prizes Remaining	2	Number of Weeks Out	34

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

Cost to print tickets	\$ 1,042,551	Actual ticket production costs
Prize payout expense	\$ 43,103,370	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs	\$ 44,145,921
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TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 62,860,433	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 62,860,433	

Excess of Revenue over Expended	\$ 18,714,513
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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	\$	536,710
Next week	\$	624,240
Next week	\$	710,350
Avg Weekly Sales Current Game	\$	623,767
Avg Weekly Sales \$10; 5M-9.99M Qty	\$	2,234,215
Percentage Of Variance In Sales		72%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2527	Printed Payout Percentage	70.02%
Game Name	Pink Diamonds	Actual Payout Percentage	68.57%
Percent Sold	76.66%	Number of Weeks Out	34
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):



5/28/2024

Scratch Ticket Strategy Coordinator Date

5/29/2024

Products Manager Date

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



5/30/2024

Lottery Operations Division Director Date

6/7/2024

Controller Date

N/A

Deputy Executive Director Date

6/7/2024

Executive Director Date



Play the Games of Texas!

Da Vinci Report

5/28/24

Week End Date:5/25/24

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														5/25/24	5/18/24	5/11/24	5/4/24
Mature	2542	\$3	24,005,000	30X POWER WORD BLITZ	1/2/24			21	32.06%	9,922	6,744	110,785	501	\$837,267.00	\$870,165.00	\$905,763.00	\$950,640.00
	2508	\$3	32,963,925	TEXAS LOTERIA	1/16/24			19	21.22%	15,644	11,407	314,453	13	\$1,245,540.00	\$1,268,088.00	\$1,280,367.00	\$1,296,714.00
	2480	\$5	7,169,550	\$20,000,000 CASH SPECTACULAR!	12/18/23			23	60.43%	1,691	1,118	32,397	1,916	\$151,660.00	\$161,655.00	\$201,290.00	\$236,080.00
	2520	\$5	12,210,000	\$200,000 WINNINGS	9/5/23			38	76.14%	7,675	5,604	23,402	59	\$692,955.00	\$670,155.00	\$704,315.00	\$853,925.00
	2543	\$5	25,097,475	50X POWER BLITZ	1/2/24			21	32.61%	11,523	8,499	201,986	48	\$1,228,660.00	\$1,308,545.00	\$1,369,215.00	\$1,524,045.00
	2502	\$5	16,958,025	BINGO TIMES 20	9/18/23			36	58.59%	11,416	8,206	70,362	405	\$1,227,495.00	\$1,265,975.00	\$1,311,840.00	\$1,408,815.00
	2537	\$5	7,324,125	LUCKY X10	12/4/23			25	74.55%	1,323	922	20,324	1,685	\$124,460.00	\$136,250.00	\$155,520.00	\$197,410.00
	2550	\$5	7,211,325	SHOW ME 100X	2/5/24			16	63.96%	2,499	1,962	28,354	765	\$301,900.00	\$370,245.00	\$442,580.00	\$525,010.00
	2505	\$5	32,640,150	SUPER CASHWORD	6/5/23			51	58.47%	16,714	9,493	150,112	18	\$1,791,845.00	\$1,868,805.00	\$1,848,505.00	\$1,941,820.00
	2509	\$5	30,168,450	SUPER LOTERIA	12/18/23			23	70.25%	36,772	16,562	54,869	17	\$5,248,945.00	\$5,315,925.00	\$5,353,000.00	\$5,663,280.00
	2553	\$5	7,274,325	WINNING 7S	2/19/24			14	55.82%	4,965	3,335	31,393	1,610	\$457,000.00	\$553,810.00	\$658,290.00	\$842,680.00
	2547	\$5	7,056,150	YEAR OF THE DRAGON	1/16/24			19	68.39%	2,341	1,852	24,241	379	\$245,280.00	\$283,210.00	\$299,465.00	\$379,935.00
	2506	\$10	24,386,600	\$250,000 50X CASHWORD	6/19/23			49	70.11%	28,144	9,241	102,542	22	\$3,152,890.00	\$3,209,820.00	\$3,348,710.00	\$3,526,970.00
	2560	\$10	7,209,700	\$50, \$100 OR \$500!	2/5/24			16	74.23%	24,252	7,201	1,723	422	\$2,484,680.00	\$2,538,710.00	\$2,767,310.00	\$3,156,860.00
	2521	\$10	10,146,750	\$500,000 WINNINGS	9/5/23			38	61.72%	12,150	5,200	57,720	62	\$906,380.00	\$955,370.00	\$947,830.00	\$1,154,340.00
	2544	\$10	20,116,650	100X POWER BLITZ	1/2/24			21	29.53%	18,905	7,927	253,057	64	\$1,611,480.00	\$1,720,080.00	\$1,904,400.00	\$2,211,840.00
	2386	\$10	8,145,250	BREAK THE BANK SUPER TICKET	11/6/23			29	42.61%	8,614	5,526	77,380	51	\$958,560.00	\$963,220.00	\$1,018,100.00	\$1,124,570.00
	2413	\$10	28,619,300	CASH BLOWOUT	3/6/23			64	45.81%	8,556	3,883	295,424	48	\$780,440.00	\$862,180.00	\$906,840.00	\$1,038,940.00
	2563	\$10	49,168,200	MEGA LOTERIA	2/19/24			14	19.50%	49,728	14,423	714,022	79	\$7,963,220.00	\$7,790,740.00	\$7,325,820.00	\$7,619,820.00
	2527	\$10	8,199,900	PINK DIAMONDS	10/2/23			34	76.66%	5,955	2,814	27,053	471	\$536,710.00	\$624,240.00	\$710,350.00	\$824,220.00
	2514	\$20	8,189,250	\$1,000,000 CASH BLAST	12/4/23			25	35.73%	17,766	6,557	182,534	83	\$1,370,680.00	\$1,517,300.00	\$1,556,280.00	\$1,823,980.00
	2513	\$20	10,162,000	\$1,000,000 CROSSWORD	10/16/23			32	78.85%	39,291	7,452	29,608	143	\$3,841,500.00	\$4,770,380.00	\$4,916,700.00	\$5,278,360.00
	2490	\$20	8,189,275	\$1,000,000 GOLD RUSH	10/2/23			34	49.11%	6,990	2,415	155,724	158	\$698,040.00	\$699,620.00	\$815,320.00	\$959,940.00
	2522	\$20	9,178,700	\$1,000,000 WINNINGS	9/5/23			38	41.18%	14,561	5,152	193,087	366	\$1,063,220.00	\$1,109,340.00	\$1,146,280.00	\$1,445,020.00
	2535	\$20	6,119,575	\$85,000,000 EXPLOSION	11/15/23			27	55.60%	16,981	5,273	80,105	3,117	\$1,137,240.00	\$1,275,600.00	\$1,343,280.00	\$1,505,100.00
	2545	\$20	10,249,975	200X POWER BLITZ	1/2/24			21	32.68%	22,625	7,644	241,559	110	\$2,214,900.00	\$2,353,240.00	\$2,572,240.00	\$2,939,640.00
	2367	\$20	16,392,750	CASH SPECTACULAR	11/15/21			132	75.70%	7,098	2,820	147,199	47	\$868,700.00	\$893,320.00	\$934,320.00	\$1,041,900.00
	2511	\$20	25,214,400	MILLION DOLLAR LOTERIA	6/5/23			51	78.21%	48,612	7,330	144,140	3,256	\$4,015,980.00	\$4,396,960.00	\$4,710,260.00	\$5,131,780.00
	2495	\$20	8,185,575	PLATINUM MILLIONS	2/5/24			16	33.61%	22,574	7,477	184,079	163	\$2,158,020.00	\$2,283,380.00	\$2,657,800.00	\$3,087,400.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			323	86.48%	7,178	3,349	169,839	38	\$1,208,430.00	\$1,260,270.00	\$1,291,410.00	\$1,375,440.00
	2517	\$30	9,225,150	MILLIONAIRE MAKER	8/14/23			41	41.59%	12,229	5,202	195,233	43	\$1,509,840.00	\$1,638,840.00	\$1,650,300.00	\$1,812,690.00
	2468	\$30	8,544,000	VIP CLUB	2/20/23			66	59.81%	9,335	3,104	123,024	36	\$721,140.00	\$750,000.00	\$769,440.00	\$794,760.00
	2423	\$50	6,608,840	\$1,000,000 DIAMOND RICHES	8/1/22			95	84.11%	7,997	2,304	40,180	78	\$922,100.00	\$957,700.00	\$915,300.00	\$1,055,850.00

Liability for 2527 / for Life to Date**Product Status:**
Active**SmartCash Enabled:**
N/A**Validation Range:** 09/08/2023 - 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	272717	\$2,727,170.00	793021	\$7,930,210.00	74.41%	6101586
2	2	N/A	\$20.00	53683	\$1,073,660.00	164853	\$3,297,060.00	75.44%	6185608
3	3	N/A	\$20.00	68421	\$1,368,420.00	205019	\$4,100,380.00	74.98%	6148095
4	0	N/A	\$30.00	65791	\$1,973,730.00	207576	\$6,227,280.00	75.93%	6226437
5	0	N/A	\$30.00	13558	\$406,740.00	41193	\$1,235,790.00	75.24%	6169357
6	0	N/A	\$50.00	59412	\$2,970,600.00	186522	\$9,326,100.00	75.84%	6218992
7	0	N/A	\$50.00	13415	\$670,750.00	41336	\$2,066,800.00	75.50%	6190773
8	0	N/A	\$50.00	6396	\$319,800.00	20915	\$1,045,750.00	76.58%	6279554
9	0	N/A	\$100.00	997	\$99,700.00	2957	\$295,700.00	74.79%	6132297
10	0	N/A	\$100.00	2477	\$247,700.00	7799	\$779,900.00	75.90%	6223337
11	0	N/A	\$100.00	2146	\$214,600.00	6783	\$678,300.00	75.97%	6229132
12	0	N/A	\$300.00	4282	\$1,284,600.00	13556	\$4,066,800.00	76.00%	6231519
13	0	N/A	\$300.00	89	\$26,700.00	254	\$76,200.00	74.05%	6072229
14	0	N/A	\$300.00	184	\$55,200.00	578	\$173,400.00	75.85%	6219871
15	0	N/A	\$300.00	80	\$24,000.00	259	\$77,700.00	76.40%	6264820
16	0	N/A	\$1,000.00	264	\$264,000.00	704	\$704,000.00	72.73%	5963563
17	0	N/A	\$1,000.00	31	\$31,000.00	72	\$72,000.00	69.90%	5731968
18	0	N/A	\$1,000.00	33	\$33,000.00	120	\$120,000.00	78.43%	6431294
19	0	N/A	\$10,000.00	2	\$20,000.00	8	\$80,000.00	80.00%	6559919
20	0	N/A	\$250,000.00	2	\$500,000.00	3	\$750,000.00	60.00%	4919940
Totals:				563980	\$14,311,370.00	1,693,528	\$43,103,370.00		

8 OF TICKETS:				8,199,900		Minimum:		7,879,200		TEXAS LOTTERY COMMISSION									
NO. POOLS:				68		Maximum:		8,200,800		PINK DIAMONDS GAME NO. 2527									
PACK SIZE:				50		END OF PRODUCTION PRIZE STRUCTURE													
PACKS/POOL:				2,400		22-Aug-23													
PACKS/GAME:				163,998															
8,199,900						\$10 TICKETS		\$81,999,000		REVENUE		PRIZE FUND		\$57,414,740		TOTAL PAYOUT		70.02%	
PRIZE	PRIZE	TIER		# OF WAYS		ODDS OF		WINNERS IN		WINNERS IN		WINNERS IN		PRIZE		PERCENT		VALIDATION	
LEVEL	CODE	CODE	GET:	TO WIN:	WIN:	1 IN:	68.33	50	120,000	COST	FUND **	TIER	LEVELS						
1	1	L	\$10	1	\$10	7.69	1,065,738	6.500	15600.00	\$10,657,380	18.56%								
2	2	L	\$10 "2X"	1	\$20	37.52	218,536	1.333	3200.00	\$4,370,720	7.61%		LOW-TIER						
3	3	L	\$20	1	\$20	29.99	273,440	1.667	4000.00	\$5,468,800	9.53%		35.70%						
4	0	M	\$10 + \$10 "2X"	2	\$30	30.00	273,367	1.667	4000.00	\$8,201,010	14.28%		****						
5	0	M	\$30	1	\$30	149.77	54,751	0.333	800.00	\$1,642,530	2.86%		****						
6	0	M	\$10 "5X"	1	\$50	33.34	245,934	1.500	3600.00	\$12,296,700	21.42%		****						
7	0	M	\$50	1	\$50	149.77	54,751	0.333	800.00	\$2,737,550	4.77%		****						
8	0	M	\$10 "2X" + \$30	2	\$50	300.24	27,311	0.167	400.00	\$1,365,550	2.38%		****						
9	0	M	\$100	1	\$100	2,073.82	3,954	0.024	58.00	\$395,400	0.69%								
10	0	M	\$10 "5X" + \$20 + \$30	3	\$100	797.97	10,276	0.063	150.00	\$1,027,600	1.79%								
11	0	M	\$50 "2X"	1	\$100	918.34	8,929	0.054	130.00	\$892,900	1.56%								
12	0	M	\$10 x 5 + \$50 "5X"	6	\$300	459.69	17,838	0.108	260.00	\$5,351,400	9.32%								
13	0	M	\$20 "5X" + \$100 "2X"	2	\$300	23,906.41	343	0.002	5.00	\$102,900	0.18%								
14	0	M	\$10 x 30	30	\$300	10,761.02	762	0.005	11.00	\$228,600	0.40%		MID-TIER						
15	0	M	\$300	1	\$300	24,188.50	339	0.002	5.00	\$101,700	0.18%		59.82%						
16	0	H	\$1,000	1	\$1,000	8,470.97	968	0.006	14.00	\$968,000	1.69%								
17	0	H	\$20 x 5 + \$50 "2X" + \$100 "5X" + \$300	8	\$1,000	79,610.68	103	0.001	1.51	\$103,000	0.18%								
18	0	H	\$20 x 10 + \$30 x 10 + \$50 x 10	30	\$1,000	53,594.12	153	0.001	2.24	\$153,000	0.27%								
19	0	H	\$10,000	1	\$10,000	819,990.00	10	0.000	0.15	\$100,000	0.17%		HIGH-TIER						
20	0	H	\$250,000	1	\$250,000	1,639,980.00	5 ***	0.000	0.07	\$1,250,000	2.18%		4.48%						
						3.63	2,257,508	13.77	33,036.966	\$	57,414,740	100.00%	100.00%						



INTEROFFICE MEMO

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

Payment Approval

September 19, 2023

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

Vendor Name	<u>Pollard</u>
P.O. Number (if applicable)	<u>362-23-9010RL020</u>
Tx Game #/ Name	<u>#2527 Pink Diamonds</u>
Draw #	<u></u>

Invoice Number:

8535753

Invoice Amount:

\$1,042,598.71

credit memo #8535641
9/14/23 ok to short pay by 0.01 cent

-\$48.12
-\$0.01

Total Amount

\$1,042,550.58

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

JB

Dale Bowersock
Dale Bowersock (Scratch Ticket Strategy Coordinator)

9/19/2023

9/19/2023

Date

Will Russ
Will Russ (Products Manager)

9/19/2023

Date

Will Russ for Robert Tirloni
Robert Tirloni (Lottery Operations Division Director)

9/19/2023

Date



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

In an effort to close out FY 23 please forward ASAP, thank you for your help.



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

INVOICE NO.: 8535753

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: October 12, 2023

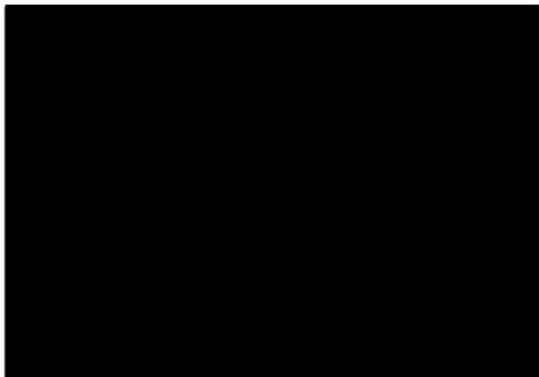
Invoice Date	Order No.	Your Order	Customer No.
September 12, 2023	1194576		5008

Order name: PINK DIAMONDS #2527
PO Number:

Product Description	Quantity	Unit Price	Amount
Ticket Size 10 x 4	8,199,900	30.74 /M	252,064.93
Spectrum Scratch FXtra™	8,199,900	90.00 /M	737,991.00
Full bleed display printing	8,199,900	3.04 /M	24,927.70
Spectrum Scratch FXtra®	1	7,500.00 Ea	7,500.00
Inserts	1	20,115.08 Ea	20,115.08

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

Before Taxes:	1,042,598.71 USD
Freight:	0.00
Deposit:	0.00
Amount Due:	1,042,598.71 USD



Scratch Ticket Game Closing Analysis

02/27/22 Thru 02/24/24

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 17	Week 13	Week 20	Week 26	*Week 36	*Week 97	*Week 56	None
10M-14.99M	*Week 15	*Week 28	None	None	*Week 29	None	None	None	None
15M-19.99M	Week 30	None	None	None	None	Week 53	None	None	None
20M-24.99M	None	None	None	*Week 76	None	None	None	None	None
25M-29.99M	None	None	None	None	None	None	None	None	None
30M-34.99M	None	None	*Week 68	None	None	None	None	None	None
>=35M	None	None	*Week 97	*Week 52	*Week 54	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	\$889,989	\$1,232,303	\$1,698,404	\$2,234,215	\$3,886,072	\$2,359,958	\$4,641,250	None
10M-14.99M	\$649,617	\$620,682	None	None	\$3,571,641	None	None	None	None
15M-19.99M	\$506,021	None	None	None	None	\$6,498,580	None	None	None
20M-24.99M	None	None	None	\$1,301,423	None	None	None	None	None
25M-29.99M	None	None	None	None	None	None	None	None	None
30M-34.99M	None	None	\$1,222,418	None	None	None	None	None	None
>=35M	None	None	\$1,254,889	\$4,803,626	\$7,966,148	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: Tuesday, May 28, 2024 2:21 PM
To: Bowersock, Dale
Cc: ProductsScratchTeam
Subject: RE: June 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,

Please keep the below three games open and available in-market:

- \$2 Bonus 7 (#2546)
- \$30 Winner's Circle (#2053)
- \$10 Cash Blowout (#2413)

Otherwise, the Pre-call list looks good.

Thank you,
Riley

From: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Sent: Tuesday, May 28, 2024 8:13 AM
To: Gough, Riley <Riley.Gough@IGT.com>
Cc: ProductsScratchTeam <ProductsScratchTeam@lottery.state.tx.us>
Subject: June 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,

Since we are short a day this time due to the holiday, please reply as soon as possible so I can get the analysis documents routed in time.

June close dates would be:

Pre-call: Fri. 6/7/24

Call: Sun. 7/7/24

End of Game (Close): Wed. 8/21/24

End of Validations: Mon. 2/17/25

Games qualifying for Pre-call are:

Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return
2322	\$2	7,235,625	10X THE CASH	12/18/23			23	82.92%	2,865	1,140	1,599	3,313
2546	\$2	9,249,750	BONUS 7	1/16/24			19	57.93%	5,241	2,656	19,215	2,438
2427	\$2	30,059,250	CLASSIC BINGO!	2/20/23			66	85.52%	5,305	4,145	22,546	265
2480	\$5	7,169,550	\$20,000,000 CASH SPECTACULAR!	12/18/23			23	60.43%	1,691	1,118	32,397	1,916
2537	\$5	7,324,125	LUCKY X10	12/4/23			25	74.55%	1,323	922	20,324	1,685
2413	\$10	28,619,300	CASH BLOWOUT	3/6/23			64	45.81%	8,556	3,883	295,424	48
2527	\$10	8,199,900	PINK DIAMONDS	10/2/23			34	76.66%	5,955	2,814	27,053	471
2367	\$20	16,392,750	CASH SPECTACULAR	11/15/21			132	75.70%	7,098	2,820	147,199	47
2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			323	86.48%	7,178	3,349	169,839	38

Game Variance Calculation spreadsheets are attached.

Thanks,
Dale

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