

TEAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

3/25/2024

Game #	2534	Confirmed Packs	2,504
Game Name	Wild 7	Active Packs	1,750
Quantity Printed	7,059,750	Warehouse Packs	28,095
Price Point	\$5	Returned Packs	2,549
Start Date	11/15/2023	Printed Payout Percentage	68.08%
Top Prize	\$ 100,000	Percent Sold	61.19%
Number of Top Prizes Remaining	2	Number of Weeks Out	18

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

Cost to print tickets	\$ 217,017	Actual ticket production costs
Prize payout expense	\$ 14,272,255	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs**\$ 14,489,272**TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 21,599,305	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 21,599,305	

Excess of Revenue over Expended \$ 7,110,033INTANGIBLE 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	\$	253,210
Next week	\$	280,020
Next week	\$	347,165
Avg Weekly Sales Current Game	\$	293,465
Avg Weekly Sales \$5; 5M - 9.99M Qty	\$	2,103,552
Percentage Of Variance In Sales		86%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2534	Printed Payout Percentage	68.08%
Game Name	Wild 7	Actual Payout Percentage	66.08%
Percent Sold	61.19%	Number of Weeks Out	18
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):

Dale Bowersack

3/26/2024

Scratch Ticket Strategy Coordinator Date

Will Russ

3/29/2024

Products Manager Date

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

Will Russ for Robert Tirloni

3/29/2024

Lottery Operations Division Director Date

John G. [Signature]

4/2/2024

Controller Date

Roy Mitchell

4/4/2024

Deputy Executive Director Date

Roy Mitchell

4/4/2024

for Executive Director Date



Play the Games of Texas!

Da Vinci Report

3/25/24

Week End Date:3/23/24

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														3/23/24	3/16/24	3/9/24	3/2/24
Mature	2427	\$2	30,059,250	CLASSIC BINGO!	2/20/23			57	77.05%	9,677	6,247	36,716	60	\$615,758.00	\$616,228.00	\$624,916.00	\$627,880.00
	2492	\$2	6,048,000	VETERANS CASH	10/16/23			23	62.92%	3,684	1,541	8,641	2,565	\$105,826.00	\$99,914.00	\$103,402.00	\$127,582.00
	2321	\$3	47,974,000	\$50,000 BONUS CASHWORD	4/11/22			102	87.61%	5,698	3,411	35,435	148	\$601,785.00	\$724,623.00	\$929,736.00	\$1,088,061.00
	2431	\$3	32,785,800	SPECIAL EDITION LOTERIA	10/17/22			75	87.82%	5,210	2,778	40,337	1,795	\$340,110.00	\$356,790.00	\$404,346.00	\$458,064.00
	2480	\$5	7,169,550	\$20,000,000 CASH SPECTACULAR!	12/18/23			14	53.76%	4,563	3,381	33,632	621	\$532,250.00	\$575,535.00	\$659,440.00	\$800,030.00
	2520	\$5	12,210,000	\$200,000 WINNINGS	9/5/23			29	64.66%	9,857	6,713	38,483	18	\$895,745.00	\$861,145.00	\$873,420.00	\$961,520.00
	2502	\$5	16,958,025	BINGO TIMES 20	9/18/23			27	44.44%	12,853	8,541	100,995	151	\$1,381,850.00	\$1,393,170.00	\$1,421,275.00	\$1,439,090.00
	2537	\$5	7,324,125	LUCKY X10	12/4/23			16	69.09%	3,428	2,665	21,231	1,145	\$452,805.00	\$492,420.00	\$587,425.00	\$665,290.00
	2505	\$5	32,640,150	SUPER CASHWORD	6/5/23			42	48.11%	18,844	9,459	193,621	6	\$1,889,475.00	\$1,875,735.00	\$1,958,915.00	\$1,959,750.00
	2509	\$5	30,168,450	SUPER LOTERIA	12/18/23			14	37.80%	37,665	15,690	187,478	2	\$5,433,750.00	\$5,294,590.00	\$5,336,295.00	\$5,093,940.00
	2534	\$5	7,059,750	WILD 7	11/15/23			18	61.19%	2,504	1,750	28,095	2,549	\$253,210.00	\$280,020.00	\$347,165.00	\$409,770.00
	2506	\$10	24,386,600	\$250,000 50X CASHWORD	6/19/23			40	57.59%	31,221	9,790	160,377	24	\$3,618,710.00	\$3,470,040.00	\$3,644,890.00	\$3,701,840.00
	2521	\$10	10,146,750	\$500,000 WINNINGS	9/5/23			29	52.15%	14,129	6,405	73,621	86	\$1,251,430.00	\$1,158,160.00	\$1,215,190.00	\$1,309,140.00
	2464	\$10	23,085,050	100X CASH BLITZ	1/2/23			64	53.37%	5,793	2,552	204,564	142	\$543,840.00	\$594,850.00	\$604,190.00	\$667,810.00
	2386	\$10	8,145,250	BREAK THE BANK SUPER TICKET	11/6/23			20	30.56%	10,147	6,099	94,899	23	\$1,269,670.00	\$1,276,060.00	\$1,333,980.00	\$1,431,300.00
	2413	\$10	28,619,300	CASH BLOWOUT	3/6/23			55	42.68%	10,727	5,295	309,450	23	\$1,322,850.00	\$1,231,440.00	\$1,335,970.00	\$1,409,070.00
	2527	\$10	8,199,900	PINK DIAMONDS	10/2/23			25	67.79%	9,579	4,894	33,743	1,251	\$1,076,390.00	\$1,212,780.00	\$1,351,660.00	\$1,557,390.00
	2533	\$10	6,120,000	THE PERFECT GIFT	10/30/23			21	84.14%	2,638	1,286	2,644	10,123	\$315,580.00	\$374,600.00	\$465,170.00	\$625,070.00
	2514	\$20	8,189,250	\$1,000,000 CASH BLAST	12/4/23			16	26.26%	22,490	8,165	207,186	53	\$1,989,640.00	\$1,979,080.00	\$2,075,380.00	\$2,233,660.00
	2513	\$20	10,162,000	\$1,000,000 CROSSWORD	10/16/23			23	56.65%	43,379	9,736	115,842	20	\$5,326,840.00	\$5,195,420.00	\$5,331,940.00	\$5,470,160.00
	2490	\$20	8,189,275	\$1,000,000 GOLD RUSH	10/2/23			25	43.77%	10,996	4,316	166,078	57	\$1,269,960.00	\$1,318,800.00	\$1,428,540.00	\$1,510,100.00
	2522	\$20	9,178,700	\$1,000,000 WINNINGS	9/5/23			29	34.84%	17,137	6,387	212,543	63	\$1,468,460.00	\$1,415,280.00	\$1,467,560.00	\$1,536,540.00
	2535	\$20	6,119,575	\$85,000,000 EXPLOSION	11/15/23			18	44.56%	23,549	7,782	99,144	74	\$1,824,720.00	\$1,852,460.00	\$1,991,240.00	\$2,119,760.00
	2418	\$20	8,171,725	200X THE CASH	7/3/23			38	62.15%	8,135	2,111	109,724	1,542	\$637,680.00	\$628,560.00	\$698,080.00	\$752,260.00
	2367	\$20	16,392,750	CASH SPECTACULAR	11/15/21			123	72.89%	8,394	3,489	163,408	66	\$1,173,140.00	\$1,081,860.00	\$1,058,400.00	\$957,980.00
	2511	\$20	25,214,400	MILLION DOLLAR LOTERIA	6/5/23			42	67.02%	63,585	12,618	245,175	12	\$8,738,300.00	\$8,517,540.00	\$8,605,880.00	\$8,750,180.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			314	85.28%	7,716	4,053	185,087	28	\$1,582,140.00	\$1,535,070.00	\$1,654,290.00	\$1,686,480.00
	2517	\$30	9,225,150	MILLIONAIRE MAKER	8/14/23			32	35.80%	12,778	6,492	215,409	37	\$2,479,620.00	\$2,411,520.00	\$2,469,420.00	\$2,514,240.00
	2387	\$30	9,009,725	PREMIER CASH	4/4/22			103	86.67%	6,369	3,059	36,613	45	\$876,930.00	\$857,370.00	\$889,920.00	\$907,170.00
	2468	\$30	8,544,000	VIP CLUB	2/20/23			57	57.32%	6,403	2,673	135,355	44	\$790,380.00	\$797,880.00	\$886,530.00	\$1,026,180.00
	2423	\$50	6,608,840	\$1,000,000 DIAMOND RICHES	8/1/22			86	81.33%	9,374	2,752	47,268	61	\$1,177,150.00	\$1,149,850.00	\$1,275,900.00	\$1,448,100.00
	2455	\$50	10,237,540	\$5,000,000 ULTIMATE	1/16/23			62	54.77%	20,252	4,532	202,875	36	\$3,372,500.00	\$3,351,900.00	\$3,528,250.00	\$4,015,850.00
	2435	\$50	10,070,440	500X LOTERIA SPECTACULAR	3/6/23			55	61.18%	29,037	6,458	155,948	34	\$5,115,800.00	\$4,916,200.00	\$5,463,750.00	\$5,883,000.00

Liability for 2534 / for Life to Date**Product Status:**
Active**SmartCash Enabled:**
N/A**Validation Range:** 10/19/2023 - 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	237773	\$1,188,865.00	327007	\$1,635,035.00	57.90%	4087587
2	2	N/A	\$5.00	79068	\$395,340.00	109199	\$545,995.00	58.00%	4094810
3	3	N/A	\$10.00	38720	\$387,200.00	55417	\$554,170.00	58.87%	4155965
4	4	N/A	\$10.00	38730	\$387,300.00	55393	\$553,930.00	58.85%	4154783
5	5	N/A	\$10.00	76799	\$767,990.00	111438	\$1,114,380.00	59.20%	4179435
6	6	N/A	\$15.00	19289	\$289,335.00	27768	\$416,520.00	59.01%	4165908
7	7	N/A	\$15.00	19202	\$288,030.00	27871	\$418,065.00	59.21%	4179939
8	8	N/A	\$15.00	38040	\$570,600.00	56113	\$841,695.00	59.60%	4207446
9	9	N/A	\$15.00	38049	\$570,735.00	56081	\$841,215.00	59.58%	4206075
10	0	N/A	\$25.00	19081	\$477,025.00	27992	\$699,800.00	59.47%	4198086
11	0	N/A	\$25.00	29168	\$729,200.00	41422	\$1,035,550.00	58.68%	4142640
12	0	N/A	\$25.00	18885	\$472,125.00	28172	\$704,300.00	59.87%	4226518
13	0	N/A	\$50.00	9412	\$470,600.00	14128	\$706,400.00	60.02%	4237049
14	0	N/A	\$50.00	9715	\$485,750.00	13818	\$690,900.00	58.72%	4145311
15	0	N/A	\$50.00	9363	\$468,150.00	14154	\$707,700.00	60.19%	4248998
16	0	N/A	\$50.00	9326	\$466,300.00	14214	\$710,700.00	60.38%	4262841
17	0	N/A	\$100.00	491	\$49,100.00	688	\$68,800.00	58.35%	4119684
18	0	N/A	\$100.00	934	\$93,400.00	1403	\$140,300.00	60.03%	4238266
19	0	N/A	\$100.00	1148	\$114,800.00	1783	\$178,300.00	60.83%	4294621
20	0	N/A	\$100.00	915	\$91,500.00	1430	\$143,000.00	60.98%	4305092
21	0	N/A	\$100.00	1202	\$120,200.00	1757	\$175,700.00	59.38%	4191950
22	0	N/A	\$100.00	1158	\$115,800.00	1758	\$175,800.00	60.29%	4256186
23	0	N/A	\$100.00	1164	\$116,400.00	1786	\$178,600.00	60.54%	4274140
24	0	N/A	\$100.00	924	\$92,400.00	1427	\$142,700.00	60.70%	4285097
25	0	N/A	\$100.00	1229	\$122,900.00	1707	\$170,700.00	58.14%	4104561
26	0	N/A	\$500.00	25	\$12,500.00	35	\$17,500.00	58.33%	4118187
27	0	N/A	\$500.00	29	\$14,500.00	30	\$15,000.00	50.85%	3589703
28	0	N/A	\$500.00	49	\$24,500.00	68	\$34,000.00	58.12%	4103102
29	0	N/A	\$500.00	50	\$25,000.00	65	\$32,500.00	56.52%	3990293
30	0	N/A	\$500.00	42	\$21,000.00	80	\$40,000.00	65.57%	4629344
31	0	N/A	\$500.00	50	\$25,000.00	65	\$32,500.00	56.52%	3990293
32	0	N/A	\$500.00	45	\$22,500.00	67	\$33,500.00	59.82%	4223243
33	0	N/A	\$500.00	95	\$47,500.00	140	\$70,000.00	59.57%	4205808
34	0	N/A	\$1,000.00	3	\$3,000.00	2	\$2,000.00	40.00%	2823899
35	0	N/A	\$1,000.00	7	\$7,000.00	13	\$13,000.00	65.00%	4588837
36	0	N/A	\$1,000.00	9	\$9,000.00	11	\$11,000.00	55.00%	3882862
37	0	N/A	\$1,000.00	5	\$5,000.00	14	\$14,000.00	73.68%	5201921
38	0	N/A	\$1,000.00	13	\$13,000.00	7	\$7,000.00	35.00%	2470912
39	0	N/A	\$100,000.00	2	\$200,000.00	4	\$400,000.00	66.67%	4706499
			Totals:	700209	\$9,760,545.00	994,527	\$14,272,255.00		

TICKET QUANTITY: 7,059,750MIN QUANTITY 7,056,000
PC DocuSign Envelope ID: E7912894-F20C-4F2F-8282-D19A79335958
PACKS / GAME: 94,130
PACKS / POOL: 1,600
PACK SIZE: 75
POOL SIZE: 120,000

PRIZE STRUCTURE
WILD 7
Texas Lottery Game # 2534
IGT Job # 019029
Version 4 dated March 24, 2023

RETAIL PRICE: \$5.00
REVENUE: \$35,298,750
PRIZE FUND: \$24,032,800
PERCENTAGE: 68.0839973%
INSTANT FUND: \$24,032,800
INSTANT-WIN PAYOUT: 68.0839973%

PRIZE LEVEL	TIER CODE	GAME 1	GAME 2	Number of Wins Per Ticket	TOTAL PRIZE AMOUNT	ODDS (1 IN:)	TOTAL PRIZES	WINNERS IN 120,000 (PER POOL)	WINNERS IN 75 (PER PACK)	PRIZE COST	% OF PRIZE FUND	% PER PRIZE TIER
1	L	\$5	-	1	\$5	12.50	564,780	9,600	6.00	\$2,823,900	11.75%	Low Tier: 48.96%
2	L	-	\$5	1	\$5	37.50	188,267	3,200	2.00	\$941,335	3.92%	
3	L	\$10	-	1	\$10	74.99	94,137	1,600	1.00	\$941,370	3.92%	
4	L	-	\$10	1	\$10	75.01	94,123	1,600	1.00	\$941,230	3.92%	
5	L	\$5	\$5	2	\$10	37.50	188,237	3,200	2.00	\$1,882,370	7.83%	
6	L	\$15	-	1	\$15	150.03	47,057	800	0.50	\$705,855	2.94%	
7	L	-	\$15	1	\$15	149.97	47,073	800	0.50	\$706,095	2.94%	
8	L	\$5	\$10	2	\$15	74.98	94,153	1,600	1.00	\$1,412,295	5.88%	
9	L	\$5 x 2	\$5	3	\$15	75.00	94,130	1,600	1.00	\$1,411,950	5.88%	
10	M	\$25	-	1	\$25	149.97	47,073	800	0.50	\$1,176,825	4.90%	Mid Tier: 48.19%
11	M	\$5 (5X)	-	1	\$25	100.01	70,590	1,200	0.75	\$1,764,750	7.34%	
12	M	\$5 + \$10	\$5 x 2	4	\$25	150.03	47,057	800	0.50	\$1,176,425	4.90%	
13	M	\$50	-	1	\$50	299.90	23,540	400	0.25	\$1,177,000	4.90%	
14	M	\$5 (10X)	-	1	\$50	299.99	23,533	400	0.25	\$1,176,650	4.90%	
15	M	\$5 (5X) + \$10	\$5 + \$10	4	\$50	300.20	23,517	400	0.25	\$1,175,850	4.89%	
16	M	\$5 (5X)	\$25	2	\$50	299.90	23,540	400	0.25	\$1,177,000	4.90%	
17	M	\$100	-	1	\$100	5,987.91	1,179	20		\$117,900	0.49%	
18	M	\$10 (5X) x 2	-	2	\$100	3,020.86	2,337	40		\$233,700	0.97%	
19	M	\$5 (5X) + \$25	\$50	3	\$100	2,408.65	2,931	50		\$293,100	1.22%	
20	M	\$10 (5X) + (\$25 x 2)	-	3	\$100	3,010.55	2,345	40		\$234,500	0.98%	
21	M	\$25 x 4	-	4	\$100	2,385.86	2,959	50		\$295,900	1.23%	
22	M	\$5 (5X) + \$10 (5X)	\$25	3	\$100	2,421.04	2,916	50		\$291,600	1.21%	
23	M	\$10 x 2	(\$15 x 2) + \$50	5	\$100	2,393.14	2,950	50		\$295,000	1.23%	
24	M	-	\$50 x 2	2	\$100	3,002.87	2,351	40		\$235,100	0.98%	
25	M	\$10 (10X)	-	1	\$100	2,404.55	2,936	50		\$293,600	1.22%	
26	M	\$500	-	1	\$500	117,662.50	60	1		\$30,000	0.12%	
27	M	\$100 (5X)	-	1	\$500	119,656.78	59	1		\$29,500	0.12%	
28	M	\$50 (10X)	-	1	\$500	60,339.74	117	2		\$58,500	0.24%	
29	M	\$100 x 4	\$50 x 2	6	\$500	61,389.13	115	2		\$57,500	0.24%	
30	M	\$50 x 4) + (\$15 x 9) + (\$25	\$50 x 4	22	\$500	57,866.80	122	2		\$61,000	0.25%	
31	M	\$5 (10X) x 6	\$100 x 2	8	\$500	61,389.13	115	2		\$57,500	0.24%	
32	M	\$10 (10X) + (\$50 x 6)	\$25 x 4	11	\$500	63,033.48	112	2		\$56,000	0.23%	
33	M	\$5 x 4) + (\$10 x 6) + (\$15 x	(\$50 x 2) + (\$100 x 2)	22	\$500	30,041.49	235	4		\$117,500	0.49%	
34	H	\$1,000	-	1	\$1,000	1,411,950.00	5			\$5,000	0.02%	High Tier: 2.85%
35	H	\$100 (10X)	-	1	\$1,000	352,987.50	20			\$20,000	0.08%	
36	H	\$50 (10X) + (\$100 x 5)	-	6	\$1,000	352,987.50	20			\$20,000	0.08%	
37	H	\$10 (10X) x 10	-	10	\$1,000	371,565.79	19			\$19,000	0.08%	
38	H	\$5 x 4) + (\$10 x 13) + \$5	(\$100 x 3) + \$500	22	\$1,000	352,987.50	20			\$20,000	0.08%	
39	H	\$100,000	-	1	\$100,000	1,176,625.00	6			\$600,000	2.50%	
TOTAL CASH PRIZES					1 in 2 Decimals:	4.17	1,694,736	28,806	17.75	\$24,032,800	100.00%	
					1 in 4 Decimals:	4.1657						



INTEROFFICE MEMO

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

Payment Approval

October 27, 2023

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

Vendor Name	IGT
P.O. Number (if applicable)	362-23-9009RL014
Tx Game #/Name	#2534 Wild 7
Draw #	
Invoice Number	90138686
Invoice Amount	\$217,016.72

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

JB

10/27/2023

A handwritten signature in cursive script, appearing to read "Dale Bowersock".

Dale Bowersock (Scratch Ticket Strategy Coordinator)

10/28/2023

Date

A handwritten signature in cursive script, appearing to read "Will Russ".

Will Russ (Products Manager)

11/5/2023

Date

A handwritten signature in cursive script, appearing to read "Robert Tirloni".

Robert Tirloni (Lottery Operations Division Director)

11/6/2023

Date



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

November 6, 2023



IGT Global Solutions Corporation
10 Memorial Boulevard
Providence, RI 02903
United States
Email: IGTGlobalSolutionsAR@igt.com
FED ID No. 05-0389840

INVOICE

INVOICE NUMBER: 90138686
DATE : October 25, 2023

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

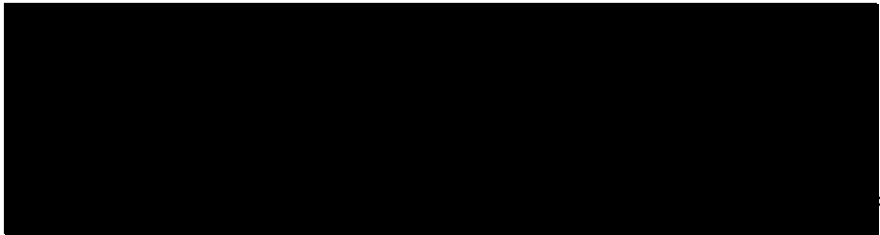
INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
001 GAME 2534	128709 010	Game 2534 WILD 7-TRK 1	3,398,325 PC	0.02274	77,277.91
002 GAME 2534	128709 020	Option 2534 Full UV	3,398,325 PC	0.00256	8,699.71
003 GAME 2534	128709 030	Option 2534 Integrated Graphic Ove	3,398,325 PC	0.00544	18,486.89
004 GAME 2534	128709 040	Game 2534 WILD 7-TRK 2	3,661,425 PC	0.02274	83,260.80
005 GAME 2534	128709 050	Option 2534 Full UV	3,661,425 PC	0.00256	9,373.25
006 GAME 2534	128709 060	Option 2534 Integrated Graphic Ove	3,661,425 PC	0.00544	19,918.15
007 GAME 2534	128709 070	Rounding Adjustment	1 PC	0.01	0.01
TOTAL AMOUNT DUE				USD	217,016.72

REMARKS:
Unrounded Invoice Total \$217,016.7150

PAYMENT TERMS:
Due within 30 days

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

REMITTANCE:
Please remit payment in USD:



olutions 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.

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: Gough, Riley <Riley.Gough@IGT.com>
Sent: Tuesday, March 26, 2024 12:08 PM
To: Bowersock, Dale
Cc: ProductsScratchTeam
Subject: RE: Game 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,

We would like to keep \$30 VIP Club (#2468) in market for a bit longer. We're fine with pre-calling the other games on the list.

Thanks,
Riley

From: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Sent: Monday, March 25, 2024 3:46 PM
To: Gough, Riley <Riley.Gough@IGT.com>
Cc: ProductsScratchTeam <ProductsScratchTeam@lottery.state.tx.us>
Subject: RE: Game 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 ignore the request for 2418 200X the Cash. I had the weeks mixed up in my head I guess.

From: Bowersock, Dale
Sent: Monday, March 25, 2024 1:47 PM
To: Gough, Riley <IGT> <Riley.Gough@igt.com>
Cc: ProductsScratchTeam <ProductsScratchTeam@lottery.state.tx.us>
Subject: RE: Game Pre-Call Recommendations

I just realized the snippets below might be hard to read, so here is the list of games:

\$2 – #2523, 20X
\$2 - #2492, Veterans Cash
\$3 - #2431, Special Edition Loteria
\$5 - #2534, Wild 7s
\$20 - #2418, 200X the Cash
\$30 - #2387, Premier Cash

\$30 - #2468, VIP Club

From: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Sent: Monday, March 25, 2024 1:41 PM
To: Gough, Riley <IGT> <Riley.Gough@igt.com>
Cc: ProductsScratchTeam <ProductsScratchTeam@lottery.state.tx.us>
Subject: Game Pre-Call Recommendations

Riley,
 Below are the April Pre-call Recommendations.

Dates:

- Pre-call = 4/5/24
- **Call = 5/5/24**
- Close = 6/19/24
- EOVS = 12/16/24

Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales		
													3/23/24	3/16/24	3/9/24
2523	\$2	8,857,250	20X	9/18/23			27	77.90%	3,198	1,401	8,135	1,877	\$130,374.00	\$148,770.00	\$154,992.00
2492	\$2	6,048,000	VETERANS CASH	10/16/23			23	62.92%	3,684	1,541	8,641	2,565	\$105,826.00	\$99,914.00	\$103,402.00
2431	\$3	32,786,800	SPECIAL EDITION LOTERIA	10/17/22			75	87.82%	5,210	2,778	40,337	1,795	\$340,110.00	\$356,790.00	\$404,346.00
2534	\$5	7,059,750	WILD 7	11/15/23			18	61.19%	2,504	1,750	28,095	2,549	\$253,210.00	\$280,020.00	\$347,165.00
2418	\$20	8,171,725	200X THE CASH	7/3/23			38	62.15%	8,135	2,111	109,724	1,542	\$637,680.00	\$628,560.00	\$698,080.00
2387	\$30	9,009,725	PREMIER CASH	4/4/22			103	86.67%	6,369	3,059	36,613	45	\$876,930.00	\$857,370.00	\$889,920.00
2468	\$30	8,544,000	VIP CLUB	2/20/23			57	57.32%	6,403	2,673	135,355	44	\$790,380.00	\$797,880.00	\$886,530.00

Attached are the variance calculations for the games under 85% sold.

Please let me know if you have any questions or concerns.

Thanks,
 Dale

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Executive Director Order No. 23-0009

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

Bowersock, Dale

From: Mendoza, Merry
Sent: Thursday, March 28, 2024 3:41 PM
To: Leeper, Andrew; Pina, Debbie; Rylee, Juanita; Mindell, Ryan; Anderson, Lisa; Williams, Eric; Guarnero, Annika; Curtis, Carrie; Directors; Dombi, Liz; Byrd, Michelle; ManagersLO; Products
Subject: Robert Tirloni out of Office; Will Russ in charge

Robert Tirloni will be out of the office March 29, 2024. Will Russ will be in charge and full signature authority, including jackpot estimation.