

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Instant Ticket Information

Date Completed 2/24/2025

Game #	2580	Confirmed Packs	2,180
Game Name	Houston Texans	Active Packs	1,195
Quantity Printed	5,504,925	Warehouse Packs	25,960
Price Point	\$5	Returned Packs	502
Start Date	8/19/2024	Printed Payout Percentage	67.89%
Top Prize	\$ 100,000	Percent Sold	57.05%
Number of Top Prizes Remaining	2	Number of Weeks Out	27

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 149,459	Actual ticket production costs
Licensing Fee	\$ 293,750	From Agreement Amendment
Non-cash Prize Allocation	\$ 1,349,390	From EOPPS (non-cash prizes plus withholdings)
Prize payout expense	\$ 9,397,355	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 11,189,953

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 15,702,799	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	<u><u>\$ 15,702,799</u></u>	

Excess of Revenue over Expended \$ 4,512,845

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	\$	144,210
Next week	\$	189,140
Next week	\$	212,150
Avg Weekly Sales Current Game	\$	181,833
Avg Weekly Sales \$5; 5M-9.99M Qty	\$	1,696,811
Percentage Of Variance In Sales		89%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2580	Printed Payout Percentage	67.89%
Game Name	Houston Texans	Actual Payout Percentage	68.44%
Percent Sold	57.05%	Number of Weeks Out	27
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			20

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):

This Houston Texans game needs to be pre-called in March to permit the game to be closed and the final drawing conducted prior to the launch of the next Houston Texans game tentatively scheduled to launch in August 2025, as well as to ensure the winners of season ticket prizes from the final drawing will receive tickets to the next season.



2/24/2025

Scratch Ticket Strategy Coordinator Date



For Will Russ

2/24/2025

Products Manager Date

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



for Robert Tirloni

2/24/2025

Lottery Operations Division Director Date



2/26/2025

Controller Date

N/A

Deputy Executive Director Date



2/27/2025

Executive Director Date



Play the Games of Texas!

Da Vinci Report

2/24/25

Week End Date:2/22/25

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														2/22/25	2/15/25	2/8/25	2/1/25
Mature	2508	\$3	32,963,925	TEXAS LOTERIA	1/16/24			58	69.02%	14,100	9,942	108,125	40	\$1,069,806.00	\$1,124,067.00	\$1,230,624.00	\$1,140,357.00
	2605	\$3	6,089,375	WINTER WORDS	11/4/24			16	81.64%	2,502	1,313	1,181	1,331	\$298,533.00	\$386,178.00	\$766,347.00	\$733,173.00
	2608	\$5	7,163,625	\$100,000 FORTUNE	11/18/24			14	53.33%	10,195	6,207	24,349	725	\$800,745.00	\$910,515.00	\$1,080,415.00	\$1,114,795.00
	2594	\$5	11,251,950	\$200,000 LUCKY 7S	9/3/24			25	76.93%	8,069	4,977	19,472	72	\$835,665.00	\$908,000.00	\$1,100,605.00	\$1,060,105.00
	2606	\$5	7,344,000	25 DAYS OF WINNING	11/4/24			16	71.06%	5,176	3,303	11,767	1,749	\$487,265.00	\$605,325.00	\$1,261,355.00	\$1,022,965.00
	2543	\$5	25,097,475	50X POWER BLITZ	1/2/24			60	53.83%	6,472	2,996	143,526	74	\$462,475.00	\$452,600.00	\$476,690.00	\$449,030.00
	2584	\$5	17,318,475	BINGO TIMES 20	9/16/24			23	38.02%	15,863	7,828	116,033	163	\$1,019,510.00	\$1,060,500.00	\$1,242,955.00	\$1,158,290.00
	2579	\$5	9,733,350	COWBOYS	8/19/24			27	42.93%	3,040	1,808	65,912	810	\$212,560.00	\$279,165.00	\$306,375.00	\$288,010.00
	2580	\$5	5,504,925	HOUSTON TEXANS	8/19/24			27	57.05%	2,180	1,195	25,960	502	\$144,210.00	\$189,140.00	\$212,150.00	\$203,695.00
	2585	\$5	49,850,175	SUPER LOTERIA	6/17/24			36	67.61%	37,544	13,336	155,248	540	\$4,749,105.00	\$4,861,510.00	\$5,092,420.00	\$4,904,840.00
	2602	\$5	7,342,350	WILD SIDE	10/21/24			18	56.36%	7,241	4,695	27,795	313	\$526,525.00	\$640,200.00	\$717,430.00	\$725,635.00
	2582	\$10	22,209,750	\$250,000 50X CASHWORD	7/1/24			34	43.97%	24,098	8,258	212,371	43	\$2,684,600.00	\$2,723,080.00	\$2,960,480.00	\$2,933,110.00
	2598	\$10	10,877,800	\$50 \$100 OR \$500	7/15/24			32	58.79%	11,635	4,465	71,015	98	\$1,143,390.00	\$1,199,130.00	\$1,204,020.00	\$1,237,380.00
	2544	\$10	20,116,650	100X POWER BLITZ	1/2/24			60	55.57%	9,775	3,648	162,969	22	\$1,111,450.00	\$969,440.00	\$1,113,240.00	\$1,154,930.00
	2413	\$10	28,619,300	CA\$H BLOWOUT	3/6/23			103	53.08%	4,318	1,767	260,929	10	\$408,470.00	\$381,520.00	\$402,290.00	\$364,960.00
	2612	\$10	8,199,300	CASH PAYOUT	10/7/24			20	54.62%	14,044	6,897	50,669	34	\$1,389,650.00	\$1,474,970.00	\$1,558,970.00	\$1,541,510.00
	2607	\$10	6,012,600	HOLIDAY GOLD	11/4/24			16	69.15%	9,426	4,136	13,178	1,893	\$850,650.00	\$1,035,940.00	\$1,503,890.00	\$1,414,820.00
	2623	\$10	25,555,150	LIMITED EDITION MEGA LOTERIA	8/5/24			29	58.12%	39,090	10,184	158,140	61	\$4,668,010.00	\$4,679,860.00	\$4,807,150.00	\$4,768,060.00
	2563	\$10	49,168,200	MEGA LOTERIA	2/19/24			53	64.17%	35,457	8,660	301,421	115	\$4,167,350.00	\$4,283,380.00	\$4,425,330.00	\$4,299,650.00
	2609	\$20	8,139,175	\$100, \$200, \$500 OR \$1,000!	11/18/24			14	27.20%	26,741	7,388	198,795	82	\$2,154,660.00	\$2,344,300.00	\$2,470,920.00	\$2,459,720.00
	2583	\$20	15,298,725	\$1,000,000 CROSSWORD	5/20/24			40	59.84%	36,510	8,263	194,987	54	\$4,245,880.00	\$4,451,800.00	\$4,467,260.00	\$4,476,780.00
	2596	\$20	5,105,225	\$1,000,000 LUCKY 7S	9/3/24			25	71.00%	16,491	5,418	34,319	80	\$1,541,560.00	\$1,753,580.00	\$1,865,140.00	\$1,793,100.00
	2545	\$20	10,249,975	200X POWER BLITZ	1/2/24			60	61.20%	11,328	3,395	141,892	57	\$960,060.00	\$980,820.00	\$1,066,440.00	\$1,065,200.00
	2570	\$20	6,117,700	JACKPOT MILLIONS	6/3/24			38	60.58%	13,045	4,524	75,862	56	\$914,500.00	\$902,280.00	\$889,480.00	\$873,820.00
	2603	\$20	6,609,600	LUCKY MILLIONS	10/21/24			18	40.00%	18,193	6,294	131,154	61	\$1,734,020.00	\$1,870,100.00	\$1,964,180.00	\$2,027,040.00
	2586	\$20	25,615,950	MILLION DOLLAR LOTERIA	4/15/24			45	55.17%	48,013	10,552	391,950	68	\$6,069,840.00	\$6,254,620.00	\$6,283,680.00	\$6,200,700.00
	2575	\$20	7,982,300	VIP MILLIONS	7/1/24			34	63.48%	12,958	4,651	96,055	50	\$1,534,720.00	\$1,622,640.00	\$1,768,900.00	\$1,867,340.00
	2561	\$30	7,080,625	MAXIMUM MILLIONS	4/1/24			47	51.59%	9,778	3,502	121,681	65	\$968,160.00	\$946,920.00	\$950,070.00	\$1,027,800.00
	2517	\$30	9,225,150	MILLIONAIRE MAKER	8/14/23			80	56.18%	9,931	2,489	146,551	47	\$760,800.00	\$587,040.00	\$654,090.00	\$676,530.00
	2591	\$30	6,047,525	ULTIMATE RICHES	8/19/24			27	40.43%	15,111	5,523	120,626	86	\$1,652,640.00	\$1,676,820.00	\$1,678,830.00	\$1,780,860.00
	2455	\$50	10,237,540	\$5,000,000 ULTIMATE	1/16/23			110	71.57%	6,575	1,486	135,654	67	\$767,400.00	\$827,650.00	\$777,850.00	\$834,000.00
	2589	\$50	6,082,060	500X	9/16/24			23	39.71%	20,093	5,103	154,600	28	\$3,308,200.00	\$3,362,400.00	\$3,506,350.00	\$3,756,300.00
	2435	\$50	10,070,440	500X LOTERIA SPECTACULAR	3/6/23			103	82.62%	6,556	1,452	77,673	61	\$860,700.00	\$916,300.00	\$863,700.00	\$979,100.00

Liability for 2580 / HOUSTON TEXANS

Tier 	Reference 	Tier Value 	Outstanding Tier Count 	Outstanding Tier Amount 	Tickets Paid 	Amount Paid 	Estimated Tickets Sold 	Percent Paid 	Last Date Cashed 
1	1	\$5.00	277,175	\$1,385,875.00	309789	\$1,548,945.00	2,905,400.009	5,278%	02/23/2025
2	2	\$10.00	133,688	\$1,336,880.00	159806	\$1,598,060.00	2,997,403.847	5,445%	02/23/2025
3	3	\$10.00	170,424	\$1,704,240.00	196787	\$1,967,870.00	2,950,068.696	5,359%	02/23/2025
4	4	\$20.00	49,368	\$987,360.00	60790	\$1,215,800.00	3,037,858.265	5,518%	02/23/2025
5	5	\$20.00	16,726	\$334,520.00	19914	\$398,280.00	2,991,950.776	5,435%	02/23/2025
6	0	\$50.00	11,261	\$563,050.00	14008	\$700,400.00	3,051,683.462	5,544%	02/23/2025
7	0	\$50.00	4,145	\$207,250.00	5022	\$251,100.00	3,015,788.519	5,478%	02/23/2025
8	0	\$100.00	2,012	\$201,200.00	2576	\$257,600.00	3,090,821.011	5,615%	02/23/2025
9	0	\$100.00	1,197	\$119,700.00	1508	\$150,800.00	3,068,919.372	5,575%	02/23/2025
10	0	\$100.00	776	\$77,600.00	1051	\$105,100.00	3,166,763.095	5,753%	02/23/2025
11	0	\$100.00	1,233	\$123,300.00	1521	\$152,100.00	3,040,301.715	5,523%	02/23/2025
12	0	\$100.00	823	\$82,300.00	1014	\$101,400.00	3,038,646.679	5,520%	02/23/2025
13	0	\$100.00	979	\$97,900.00	1295	\$129,500.00	3,134,950.693	5,695%	02/22/2025
		Totals	672,631	\$7,940,675.00	778482	\$9,397,355.00			

14	0	\$100.00	2,077	\$207,700.00	2503	\$250,300.00	3,008,477.571	5,465%	02/23/2025
15	0	\$100.00	208	\$20,800.00	251	\$25,100.00	3,010,318.463	5,468%	02/18/2025
16	0	\$500.00	308	\$154,000.00	369	\$184,500.00	3,000,468.722	5,451%	02/23/2025
17	0	\$500.00	192	\$96,000.00	241	\$120,500.00	3,063,942.09	5,566%	02/20/2025
18	0	\$500.00	32	\$16,000.00	30	\$15,000.00	2,663,673.384	4,839%	01/23/2025
19	0	\$5,000.00	4	\$20,000.00	4	\$20,000.00	2,752,462.577	5,000%	12/12/2024
20	0	\$5,000.00	1	\$5,000.00	1	\$5,000.00	2,752,462.766	5,000%	10/26/2024
21	0	\$100,000.00	1	\$100,000.00	1	\$100,000.00	2,752,462.766	5,000%	10/26/2024
22	0	\$100,000.00	1	\$100,000.00	1	\$100,000.00	2,752,462.766	5,000%	11/06/2024
		Totals	672,631	\$7,940,675.00	778482	\$9,397,355.00			

End of Production Prize Structure

TEXAS LOTTERY

GAME NO.2580 "HOUSTON TEXANS"

February 28, 2024 - VERSION A

Order Quantity:		5,504,925	Pack Size:		75	Pool Size:		120,000	Winners:		1,451,113	Prize Fund:	Instant Payout	Total Payout
Price Point:		\$5.00	Packs/Game:		73,399	Number of Pools:		45.87	Non-winners:		4,053,812		\$17,338,030.00	\$18,687,419.50
Revenue:		\$27,524,625.00	Packs/Pool:		1,600	Overall Odds:		3.7936				Payout:	62.99%	67.89%

Kind	Wins	Tier	Get	Win	Value	Odds (1 in)	Winners			Total Prize Cost	% Prize Fund
		Level					Pack	Pool	Total		
Low Tiers											
01	1	L	\$5	\$5	\$5.00	9.3786	8.00	12,800.00	586,964	\$2,934,820.00	15.70%
02	2	L	\$5 x 2	\$10	\$10.00	18.7565	4.00	6,400.00	293,494	\$2,934,940.00	15.71%
03	1	L	\$10	\$10	\$10.00	14.9912	5.00	8,000.00	367,211	\$3,672,110.00	19.65%
Total (\$10.00):						8.3319	9.00	14,400.00	660,705	\$6,607,050.00	35.36%
04	3	L	\$10 + (\$5 x 2)	\$20	\$20.00	49.9730	1.50	2,400.00	110,158	\$2,203,160.00	11.79%
05	1	L	\$20	\$20	\$20.00	150.2436	0.50	800.00	36,640	\$732,800.00	3.92%
Total (\$20.00):						37.5000	2.00	3,200.00	146,798	\$2,935,960.00	15.71%
Total (Low Tiers):						3.9477	19.00	30,400.00	1,394,467	\$12,477,830.00	66.77%
Mid Tiers											
06	1	M	\$10 (GOALPOST)	\$50	\$50.00	217.8529	0.34	550.00	25,269	\$1,263,450.00	6.76%
07	1	M	\$50	\$50	\$50.00	600.5154	0.13	200.00	9,167	\$458,350.00	2.45%
Total (\$50.00):						159.8596	0.47	750.00	34,436	\$1,721,800.00	9.21%
08	20	M	\$5 x 20	\$100	\$100.00	1199.8529	0.06	100.00	4,588	\$458,800.00	2.46%
09	11	M	\$10 (GOALPOST) + (\$5 x 10)	\$100	\$100.00	2035.0924	0.04	59.00	2,705	\$270,500.00	1.45%
10	7	M	\$10 (GOALPOST) + \$5 (GOALPOST) + (\$5 x 5)	\$100	\$100.00	3013.0952	0.03	40.00	1,827	\$182,700.00	0.98%
11	7	M	(\$10 x 5) + (\$5 (GOALPOST) x 2)	\$100	\$100.00	1998.8834	0.04	60.00	2,754	\$275,400.00	1.47%
12	7	M	\$50 + \$5 (GOALPOST) + (\$5 x 5)	\$100	\$100.00	2996.6930	0.03	40.00	1,837	\$183,700.00	0.98%
13	3	M	\$50 + (\$5 (GOALPOST) x 2)	\$100	\$100.00	2420.8113	0.03	50.00	2,274	\$227,400.00	1.22%
14	1	M	\$20 (GOALPOST)	\$100	\$100.00	1201.9487	0.06	100.00	4,580	\$458,000.00	2.45%
15	1	M	\$100	\$100	\$100.00	11993.3007	0.01	10.00	459	\$45,900.00	0.25%
Total (\$100.00):						261.8400	0.29	459.00	21,024	\$2,102,400.00	11.25%
16	20	M	(\$20 (GOALPOST) x 4) + (\$10 x 4) + (\$5 x 12)	\$500	\$500.00	8131.3516	0.01	14.44	677	\$338,500.00	1.81%
17	6	M	\$50 (GOALPOST) + \$20 (GOALPOST) + (\$10 (GOALPOST) x 2) + (\$5 (GOALPOST) x 2)	\$500	\$500.00	12713.4527	0.01	9.44	433	\$216,500.00	1.16%
18	1	M	\$500	\$500	\$500.00	88789.1129	0.00	1.29	62	\$31,000.00	0.17%
Total (\$500.00):						4697.0350	0.02	25.18	1,172	\$586,000.00	3.14%
Total (Mid Tiers):						97.2052	0.77	1,234.18	56,632	\$4,410,200.00	23.60%
High Tiers											
19	20	H	\$500 (GOALPOST) + (\$500 x 3) + (\$100 x 7) + (\$50 x 4) + (\$20 x 5)	\$5,000	\$5,000.00	688115.6250	0.00	0.18	8 *	\$40,000.00	0.21%
20	1	H	\$5,000	\$5,000	\$5,000.00	2752462.5000	0.00	0.04	2 *	\$10,000.00	0.05%
Total (\$5,000.00):						550492.5000	0.00	0.22	10	\$50,000.00	0.27%
21	20	H	\$5,000 x 20	\$100,000	\$100,000.00	2752462.5000	0.00	0.04	2 *	\$200,000.00	1.07%
22	1	H	\$100,000	\$100,000	\$100,000.00	2752462.5000	0.00	0.04	2 *	\$200,000.00	1.07%

				Total (\$100,000.00):	1376231.2500	0.00	0.09	4	\$400,000.00	2.14%
				Total (High Tiers):	393208.9286	0.00	0.31	14	\$450,000.00	2.41%
				Total (Low Tiers + Mid Tiers + High Tiers):	3.7936	19.77	31,634.49	1,451,113	\$17,338,030.00	92.78%
Other Prize Tiers										
-	-	O	HOUSTON TEXANS MERCHANDISE PRIZE PACK	\$580.00	-	-	-	810	\$469,800.00	2.51%
-	-	O	LUXURY SUITE & ON-FIELD CONTEST EXPERIENCE	\$49,550.00	-	-	-	5	\$247,750.00	1.33%
-	-	O	PRIVATE PLANE AWAY GAME TRIP	\$49,950.00	-	-	-	5	\$249,750.00	1.34%
-	-	O	SEASON TICKETS FOR 2 (ONE YEAR)	\$5,000.00	-	-	-	45	\$225,000.00	1.20%
-	-	O	LUXURY SUITE & ON-FIELD CONTEST EXPERIENCE Federal Withholding	\$15,645.79	-	-	-	5	\$78,228.95	0.42%
-	-	O	PRIVATE PLANE AWAY GAME TRIP Federal Withholding	\$15,772.11	-	-	-	5	\$78,860.55	0.42%
Total (Other Prize Tiers):					-	-	-	875	\$1,349,389.50	7.22%
Total :					3.7936	19.77	31,634.49	1,451,113	\$18,687,419.50	100.00%



INTEROFFICE MEMO

Ryan Mindell, Executive Director LaDonna Castañuela, Charitable Bingo Operations Director

Payment Approval

July 24, 2024

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

Vendor Name	Scientific Games
P.O. Number (if applicable)	362-24-9019RL022
Tx Game #/Name	#2580 Houston Texans
Draw #	
Invoice Number	TX 072324
Invoice Amount	\$149,458.71

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)

7/24/2024

Date

JB



Will Russ (Products Manager)

7/24/2024

Date





Robert Tirloni (Lottery Operations Division Director)

7/24/2024

Date

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

August 3, 2024



Invoice: TX 072324
 "TX 2580 HOUSTON TEXANS™"
 July 23, 2024

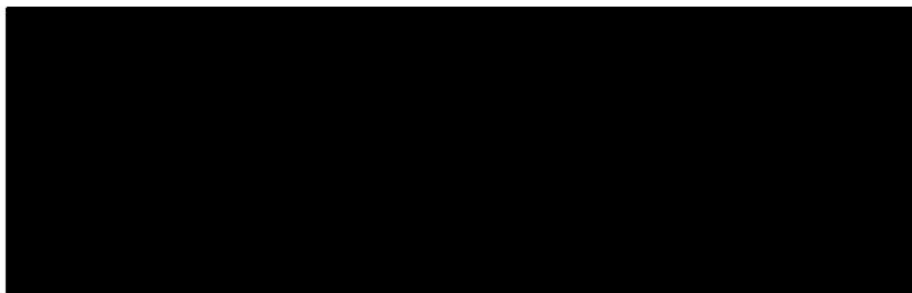
Supplier : Scientific Games International
 1500 Bluegrass Lakes Parkway
 Alpharetta, Georgia 30004 USA

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-2580	1	TX-2580 HOUSTON TEXANS	2,912,025	27.15 \$	79,061.48	1048694
TX-2580	2	TX-2580 HOUSTON TEXANS	2,592,900	27.15 \$	70,397.24	1048695
					<u>Total Due</u>	<u>\$149,458.71</u>

*Please include the SG invoice numbers with your remittance

Due Date: August 21, 2024



ADDENDUM NUMBER 2

TO TRADEMARK LICENSE AND PROMOTIONAL AGREEMENT

BETWEEN LICENSOR AND SPONSOR

CONTRACT YEARS JULY 1, 2023 – JUNE 30, 2025

2023-2024 and 2024-2025 NFL SEASONS. This ADDENDUM NO. 2 TO TRADEMARK LICENSE AND PROMOTIONAL AGREEMENT BETWEEN LICENSOR AND SPONSOR is attached to and fully incorporated into that certain TRADEMARK LICENSE AND PROMOTIONAL AGREEMENT, effective as of the last date shown the signature lines therein, by and between Houston NFL Holdings, L.P., d/b/a Houston Texans, and the Texas Lottery Commission (the “Agreement”).

1. FEES AND CONSIDERATION

In consideration of being granted the right to use the Team’s Trademarks during the Term, SPONSOR shall allocate funds not to exceed two hundred ninety-three thousand seven hundred fifty dollars (\$293,750) for Licensing Fees and one million one hundred ninety-two thousand three hundred dollars (\$1,192,300) in Merchandise and Experiential Allocation payments for the following:

- a. Payment to LICENSOR of a royalty based upon the actual Sales of the Game (as defined in Section 1.2 of the Agreement) that occur up to and including the date of the NFL Super Bowl game, as follows:

Licensing Fee Sales Allocation

(Based on actual ticket sales – invoiced monthly)

Sell Through Range*	Licensing Percentage	Price per Ticket	Actual Sales	Licensing Fee
Up to 4 million tickets	1.00	\$5	\$20,000,000	\$200,000
4,000,001 to 5.5 million	1.25	\$5	\$7,500,000	\$93,750
Total Licensing Fee Allocation:				\$293,750

- * License percentage fees apply directly to the relevant sales tier and are not retroactive to lower sales levels.

SPONSOR (with the assistance of PRINTER) agrees to print with the intent to distribute and sell approximately five million five hundred thousand (5,500,000) Texas Lottery scratch tickets bearing the Team’s Trademarks and that the scratch tickets shall be sold at retail for a price of \$5.00 per ticket.

For example: If the initial sales period indicated sales of 4,250,000 tickets, the invoiced amount would be calculated as:

- 4,000,000 tickets sold at \$5 = \$20,000,000 multiplied by 1.00% licensing fee percentage = \$200,000
- 250,000 tickets sold at \$5 = \$1,250,000 multiplied by 1.25% licensing fee percentage = \$15,625
- The total Licensing Fee invoice would be for two hundred fifteen thousand six hundred twenty-five dollars (\$215,625)

Licensing Fees shall not be paid on any Sales that occur after the date of the current season NFL Super Bowl game.

b. Payment to LICENSOR for merchandise and experiential prizes that will contain a pre-determined number of individual prizes to be awarded through promotional second-chance drawings conducted by SPONSOR and fulfilled by LICENSOR. The total allocation of the merchandise and experiential prizes will be one million one hundred ninety-two thousand three hundred dollars (\$1,192,300). Payment amounts are determined based upon the prize being fulfilled and are detailed as follows:

- i. Private Plane Away Game Trip – Owner for a Day, five (5) allocated and valued at forty-nine thousand nine hundred fifty dollars (\$49,950) each.
- ii. Suite and On-Field Contest Experience, five (5) allocated and valued at forty-nine thousand five hundred fifty dollars (\$49,550) each.
- iii. VIP Texans Season Tickets Package for One (1) Year, forty-five (45) allocated and valued at five thousand dollars (\$5,000) each.
- iv. Texans Merchandise Pack, eight hundred ten (810) allocated and valued at five hundred eighty dollars (\$580) each.

c. SPONSOR shall pay for all of the print costs incurred to print/produce the Game.

d. SPONSOR shall provide one thousand eight hundred and seventy-five (1,875) scratch tickets for the following promotions:

- i. One hundred fifty (150) – Radio Blitz (areas outside of Houston)
- ii. Three hundred (300) – Dear Drew, Texans TV feature, and social media promotions
- iii. One thousand four hundred twenty-five (1,425) – in-game fan promotion during all Home Games

LICENSOR is responsible for picking up the scratch tickets from the local Texas Lottery Claim Center and securing the scratch tickets in a safe place until tickets are needed for each promotion. LICENSOR is responsible for tracking all scratch ticket packs, including those which have been distributed. LICENSOR is responsible for distributing the scratch tickets for each promotion to recipients who are eighteen (18) years of age or older. LICENSOR shall ensure that selected scratch ticket recipients for each promotion are eighteen (18) years of age or older as identified by an official picture identification card.

Scratch Ticket Game Closing Analysis

08/28/22 Thru 08/31/24

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	*Week 27	None	None	None	None
5M-9.99M	*Week 22	Week 20	Week 13	Week 20	Week 22	None	None	None	None
10M-14.99M	*Week 15	*Week 28	None	*Week 48	None	*Week 37	None	None	None
15M-19.99M	Week 44	None	None	None	None	*Week 35	None	None	None
20M-24.99M	None	None	None	None	None	None	None	None	None
25M-29.99M	None	None	None	None	None	*Week 63	None	None	None
30M-34.99M	None	*Week 65	*Week 68	*Week 28	None	None	None	None	None
>=35M	None	None	None	*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	\$1,295,512	None	None	None	None
5M-9.99M	\$386,976	\$781,096	\$1,232,303	\$1,696,811	\$2,627,029	None	None	None	None
10M-14.99M	\$649,617	\$620,682	None	\$1,077,365	None	\$4,652,039	None	None	None
15M-19.99M	\$350,256	None	None	None	None	\$8,401,824	None	None	None
20M-24.99M	None	None	None	None	None	None	None	None	None
25M-29.99M	None	None	None	None	None	\$6,794,150	None	None	None
30M-34.99M	None	\$783,971	\$1,222,418	\$4,625,724	None	None	None	None	None
>=35M	None	None	None	\$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

From: [Gough, Riley](#)
To: [Bowersock, Dale](#)
Cc: [ProductsScratchTeam](#)
Subject: RE: March Pre-call Recommendations
Date: Monday, February 24, 2025 12:07:32 PM
Attachments: [image001.png](#)
[image002.png](#)
[image003.png](#)
[image004.png](#)

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,

No concerns with the games listed.

Thanks,
Riley

From: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Sent: Monday, February 24, 2025 8:43 AM
To: Gough, Riley <Riley.Gough@IGT.com>
Cc: ProductsScratchTeam <ProductsScratchTeam@lottery.state.tx.us>
Subject: March 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,
Below are the games which qualify for Pre-call in March.

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														2/22/25	2/15/25	2/8/25	2/1/25
Business Reason – Prize Fulfillment																	
	2579	\$5	9,733,350	COWBOYS	8/19/24			27	42.93%	3,040	1,808	65,912	810	\$212,560.00	\$279,165.00	\$306,375.00	\$288,010.00
	2580	\$5	5,504,925	HOUSTON TEXANS	8/19/24			27	57.05%	2,180	1,195	25,960	502	\$144,210.00	\$189,140.00	\$212,150.00	\$203,695.00
Under 85%																	
	2479	\$50	8,214,280	CASH ROYALE	7/17/23			84	58.71%	5,959	1,291	160,476	321	\$654,050.00	\$721,150.00	\$674,550.00	\$787,600.00
Mature Games																	
	2505	\$5	32,640,150	SUPER CASHWORD	6/5/23			90	90.03%	7,117	3,150	29,176	1,000	\$547,805.00	\$609,780.00	\$658,370.00	\$689,665.00

Tentative Close Dates:
Pre-call: 3/7/25
Call: 4/6/25
CLOSE: 5/21/25
EOV: 11/17/25

Please let me know if you have any concerns.

Thanks,
Dale

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From: [Russ, Will](#)
To: [ManagersLO](#); [Products](#); [Leeper, Andrew](#)
Cc: [Garcia, Gabriela](#); [Rey, Sergio](#)
Subject: Will Russ - Signature Authority to Dale Bowersock 2/20 - 3/4
Date: Wednesday, February 19, 2025 11:36:15 PM

I am out of the office Thursday, 2/20 – Tuesday, 3/4 and returning on Wednesday, 3/5. I will not have access to email Monday, 2/24 – Friday, 2/28.

Dale Bowersock will have Signature Authority for Products. Please reach out to him if you need something approved.

Thanks,

Will Russ | Products Manager | Texas Lottery®
1801 Congress Ave. | Austin, Texas | 78701
Office 512.344.5386 www.texaslottery.com

From: [Mendoza, Merry](#)
To: [Pina, Debbie](#); [Rylee, Juanita](#); [Mindell, Ryan](#); [Anderson, Lisa](#); [Williams, Eric](#); [Guarnero, Annika](#); [Curtis, Carrie](#); [Directors](#); [Dombi, Liz](#); [Byrd, Michelle](#); [ManagersLO](#); [Products](#); [Medina, Iris](#); [Human Resources](#); [Advertising Promotions](#); [ExecutiveAssistant](#); [Travel Coordinator](#)
Subject: Others in charge for Robert Tirloni, February 3-28, 2025
Date: Monday, February 3, 2025 7:06:07 AM

The following people will be in charge for Robert Tirloni and have full signature authority, including jackpot estimation. Please reach out if you should need assistance. Thanks.

February 3-7 – Kelly Stuckey
February 10-14 – Ray Page
February 17-21 – Kelly Stuckey
February 24-28 – Amy Snell