

TEXAS DEPARTMENT OF LICENSING AND REGULATION

Scratch Ticket Game Closing Analysis

SUMMARY REPORT

Scratch Ticket Information

Date Completed

9/22/2025

Game #	2652	Confirmed Packs	7,081
Game Name	Bonus Money	Active Packs	3,643
Quantity Printed	8,199,350	Warehouse Packs	53,808
Price Point	\$10	Returned Packs	912
Start Date	3/3/2025	Printed Payout Percentage	70.00%
Top Prize	\$250,000	Percent Sold	59.00%
Number of Top Prizes Remaining	3	Number of Weeks Out	29

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 1,292,452	Actual ticket production costs
Prize payout expense	\$ 33,136,550	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs

\$ 34,429,002

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 48,376,165	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 48,376,165	

Excess of Revenue over Expended \$ 13,947,163

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

Previous 3 Weeks Sales from DaVinci		
Most recent week sales	\$	595,040
Next week	\$	683,030
Next week	\$	773,980
Avg Weekly Sales Current Game	\$	684,017
Avg Weekly Sales \$10; 5M-9.99M Qty	\$	2,729,088
Percentage Of Variance In Sales		75%

TEXAS DEPARTMENT OF LICENSING AND REGULATION

Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2652	Printed Payout Percentage	70.00%
Game Name	Bonus Money	Actual Payout Percentage	68.50%
Percent Sold	59.00%	Number of Weeks Out	29
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			22

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):



9/22/2025

Scratch Ticket Strategy Coordinator

Date



For Will Russ

9/22/2025

Products Manager

Date

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



9/24/2025

Interim Lottery Operations Division Director

Date



10/6/2025

Chief Financial Officer

Date



10/7/2025

Interim Lottery and Charitable Bingo Deputy Executive Director

Date



10/8/2025

Executive Director

Date



Play the Games of Texas!

Da Vinci Report

9/22/25

Week End Date:9/20/25

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														9/20/25	9/13/25	9/6/25	8/30/25
Mature	2458	\$2	9,178,250	GREAT 8S	1/21/25			35	85.39%	2,085	1,592	5,686	484	\$116,814.00	\$146,216.00	\$179,446.00	\$187,212.00
	2618	\$3	20,211,750	\$60,000 BLITZ WORD SEARCH	1/6/25			37	39.44%	6,096	4,223	85,288	794	\$482,304.00	\$531,114.00	\$571,500.00	\$617,442.00
	2504	\$3	35,510,250	CROSSWORD	3/4/24			81	72.03%	6,881	5,077	65,308	155	\$712,821.00	\$774,822.00	\$804,759.00	\$749,685.00
	2628	\$3	32,682,825	TEXAS LOTERIA	5/19/25			18	19.74%	13,054	10,352	322,596	59	\$1,182,693.00	\$1,270,164.00	\$1,270,524.00	\$1,159,323.00
	2619	\$5	16,884,975	\$200,000 BLITZ	1/6/25			37	40.83%	6,447	3,635	121,403	229	\$445,560.00	\$509,295.00	\$622,370.00	\$647,625.00
	2643	\$5	14,216,325	50X	5/5/25			20	48.81%	13,458	6,121	74,536	122	\$801,340.00	\$973,740.00	\$1,075,750.00	\$1,130,795.00
	2584	\$5	17,318,475	BINGO TIMES 20	9/16/24			53	74.55%	6,352	4,337	46,292	76	\$661,675.00	\$770,810.00	\$791,175.00	\$751,545.00
	2639	\$5	7,217,100	DOUBLE SIDED DOLLARS	5/19/25			18	55.88%	5,535	3,449	29,989	1,446	\$457,720.00	\$545,075.00	\$657,295.00	\$675,455.00
	2657	\$5	7,318,950	JAWS	6/2/25			16	64.61%	5,901	4,701	22,063	239	\$601,805.00	\$721,865.00	\$876,890.00	\$941,240.00
	2651	\$5	7,158,300	LADY LUCK MULTIPLIER	6/16/25			14	55.64%	8,349	5,484	26,374	244	\$731,590.00	\$897,705.00	\$1,054,910.00	\$1,122,735.00
	2649	\$5	7,101,525	LUCKY \$YMBOLS	3/3/25			29	67.63%	2,317	1,238	22,832	3,135	\$148,915.00	\$189,325.00	\$205,765.00	\$221,785.00
	2581	\$5	30,271,200	SUPER CROSSWORD	12/16/24			40	43.33%	11,670	6,985	206,882	62	\$1,515,945.00	\$1,684,695.00	\$1,670,765.00	\$1,643,330.00
	2648	\$5	59,199,675	SUPER LOTERIA	4/21/25			22	26.13%	22,168	12,257	541,728	67	\$4,219,660.00	\$4,511,840.00	\$4,674,665.00	\$4,404,295.00
	2582	\$10	22,209,750	\$250,000 50X CASHWORD	7/1/24			64	81.03%	22,372	6,142	50,286	78	\$2,199,140.00	\$2,706,490.00	\$2,813,430.00	\$2,711,810.00
	2474	\$10	9,174,000	\$250 GRAND	6/2/25			16	42.80%	13,556	6,276	82,800	137	\$1,218,720.00	\$1,499,610.00	\$1,713,670.00	\$1,862,090.00
	2620	\$10	13,291,800	\$500,000 BLITZ	1/6/25			37	42.06%	8,615	4,101	138,486	371	\$679,230.00	\$791,520.00	\$941,200.00	\$952,650.00
	2644	\$10	11,083,650	100X	5/5/25			20	49.24%	16,451	6,369	86,608	79	\$1,490,530.00	\$1,678,800.00	\$1,830,020.00	\$1,966,490.00
	2652	\$10	8,199,350	BONUS MONEY	3/3/25			29	59.00%	7,081	3,643	53,808	912	\$595,040.00	\$683,030.00	\$773,980.00	\$772,480.00
	2494	\$10	7,920,850	DAZZLING WINNINGS	4/21/25			22	45.49%	9,472	4,006	69,556	903	\$705,140.00	\$792,860.00	\$931,660.00	\$1,001,400.00
	2563	\$10	49,168,200	MEGA LOTERIA	2/19/24			83	86.04%	20,126	4,630	106,488	322	\$2,026,600.00	\$2,301,820.00	\$2,328,370.00	\$2,341,950.00
	2609	\$20	8,139,175	\$100, \$200, \$500 OR \$1,000!	11/18/24			44	52.99%	9,847	3,404	137,349	160	\$935,360.00	\$1,027,940.00	\$1,048,700.00	\$1,129,600.00
	2621	\$20	7,159,825	\$1,000,000 BLITZ	1/6/25			37	43.61%	11,048	4,454	143,083	321	\$841,920.00	\$951,060.00	\$1,017,140.00	\$1,089,620.00
	2658	\$20	15,267,250	\$1,000,000 CROSSWORD	6/16/25			14	20.46%	29,239	9,048	441,599	66	\$4,416,040.00	\$4,856,460.00	\$4,930,860.00	\$4,995,700.00
	2645	\$20	6,606,600	200X	5/5/25			20	51.42%	20,843	7,530	96,112	93	\$2,087,940.00	\$2,244,480.00	\$2,386,920.00	\$2,553,440.00
	2556	\$20	8,179,550	BIG MONEY	12/2/24			42	45.78%	7,497	3,311	164,549	198	\$771,800.00	\$838,060.00	\$880,840.00	\$889,960.00
	2630	\$20	5,946,300	COLOSSAL CASH	2/17/25			31	48.23%	10,243	4,543	105,562	284	\$807,040.00	\$890,900.00	\$896,660.00	\$1,030,760.00
	2638	\$20	5,965,950	MEGA JUMBO BUCKS	3/3/25			29	55.12%	12,804	5,348	86,155	185	\$1,172,920.00	\$1,254,540.00	\$1,343,180.00	\$1,445,240.00
	2586	\$20	25,615,950	MILLION DOLLAR LOTERIA	4/15/24			75	89.12%	30,154	6,427	65,846	722	\$2,903,220.00	\$3,261,500.00	\$3,487,860.00	\$3,659,360.00
	2633	\$30	7,210,250	\$3 MILLION CASH	4/7/25			24	32.85%	13,892	5,558	171,454	193	\$1,868,820.00	\$2,087,550.00	\$2,025,780.00	\$2,200,500.00
	2616	\$30	7,216,125	30X SUPREME	12/16/24			40	43.16%	9,136	3,842	149,035	193	\$966,030.00	\$1,135,860.00	\$1,196,130.00	\$1,255,080.00
	2591	\$30	6,047,525	ULTIMATE RICHES	8/19/24			57	59.36%	6,775	2,612	87,184	146	\$736,920.00	\$890,100.00	\$854,310.00	\$908,640.00
	2624	\$50	6,039,620	\$5 MILLION ROYALE	4/21/25			22	32.04%	16,996	5,578	179,818	109	\$3,236,750.00	\$3,890,100.00	\$3,784,900.00	\$4,084,200.00
	2589	\$50	6,082,060	500X	9/16/24			53	67.07%	10,378	3,812	83,648	103	\$2,169,150.00	\$2,618,750.00	\$2,476,200.00	\$2,594,550.00

Tier	Reference	Tier Value	Outstanding Tier Count	Outstanding Tier Amount	Tickets Paid	Amount Paid	Estimated Tickets Sold
1	1	\$10.00	406,856	\$4,068,560.00	544243	\$5,442,430.00	4,691,876.284
2	2	\$20.00	235,993	\$4,719,860.00	321571	\$6,431,420.00	4,728,915.746
3	0	\$25.00	138,939	\$3,473,475.00	189004	\$4,725,100.00	4,725,546.657
4	0	\$50.00	27,698	\$1,384,900.00	37847	\$1,892,350.00	4,734,469.44
5	0	\$50.00	27,358	\$1,367,900.00	38282	\$1,914,100.00	4,781,954.855
6	0	\$50.00	13,703	\$685,150.00	19099	\$954,950.00	4,774,080.411
7	0	\$100.00	14,434	\$1,443,400.00	19685	\$1,968,500.00	4,730,625.304
8	0	\$100.00	17,126	\$1,712,600.00	23861	\$2,386,100.00	4,773,335.212
9	0	\$100.00	17,155	\$1,715,500.00	23895	\$2,389,500.00	4,772,800.688
10	0	\$200.00	1,600	\$320,000.00	2220	\$444,000.00	4,765,067.277
11	0	\$200.00	2,900	\$580,000.00	3952	\$790,400.00	4,729,105.546
12	0	\$200.00	4,012	\$802,400.00	5536	\$1,107,200.00	4,754,042.899
13	0	\$500.00	293	\$146,500.00	399	\$199,500.00	4,727,659.899
14	0	\$500.00	305	\$152,500.00	381	\$190,500.00	4,553,866.398
15	0	\$500.00	287	\$143,500.00	398	\$199,000.00	4,764,001.897
16	0	\$500.00	886	\$443,000.00	1189	\$594,500.00	4,698,326.338
17	0	\$1,000.00	29	\$29,000.00	43	\$43,000.00	4,896,834.013
18	0	\$1,000.00	133	\$133,000.00	183	\$183,000.00	4,748,357.758
19	0	\$1,000.00	143	\$143,000.00	171	\$171,000.00	4,465,251.11
20	0	\$5,000.00	3	\$15,000.00	8	\$40,000.00	5,963,163.452
21	0	\$5,000.00	3	\$15,000.00	8	\$40,000.00	5,963,163.452
22	0	\$5,000.00	3	\$15,000.00	6	\$30,000.00	5,466,233.255
23	0	\$250,000.00	3	\$750,000.00	4	\$1,000,000.00	4,685,342.912
		Totals	909,862	\$24,259,245.00	1231985	\$33,136,550.00	

NO. OF TICKETS:	8,199,350	Minimum:	7,879,200	TEXAS LOTTERY COMMISSION					
NO. POOLS:	68.33	Maximum:	8,200,800	"BONUS MONEY" - GAME NO. 2652					
PACK SIZE:	50	END OF PRODUCTION PRIZE STRUCTURE							
PACKS/POOL:	2,400	21-Jan-25							
PACKS/GAME:	163,987								
8,199,350		\$10 TICKETS		\$81,993,500	REVENUE	PRIZE FUND	\$57,395,795	PAYOUT %	70.00%

PRIZE LEVEL	PRIZE CODE	TIER CODE	GET:	# OF WAYS TO WIN:	WIN:	ODDS OF 1 IN:	WINNERS IN 68.33 POOLS	WINNERS IN 50 (PER PACK*)	WINNERS IN 120,000 (Per Pool)	PRIZE COST	PERCENT OF PRIZE FUND **	VALIDATION TIER LEVELS
1	1	L	\$10	1	\$10	8.62	951,099	5.800	13,920.000	\$9,510,990	16.57%	LOW-TIER
2	2	L	\$20	1	\$20	14.71	557,564	3.400	8,160.000	\$11,151,280	19.43%	36.00%
3	0	M	\$25	1	\$25	25.00	327,943	2.000	4,800.000	\$8,198,575	14.28%	****
4	0	M	\$50	1	\$50	125.09	65,545	0.400	960.000	\$3,277,250	5.71%	****
5	0	M	\$10"5X"	1	\$50	124.91	65,640	0.400	960.000	\$3,282,000	5.72%	****
6	0	M	\$25 x 2	2	\$50	249.96	32,802	0.200	480.000	\$1,640,100	2.86%	****
7	0	M	\$100	1	\$100	240.32	34,119	0.208	500.000	\$3,411,900	5.94%	
8	0	M	\$20"5X"	1	\$100	200.05	40,987	0.250	600.000	\$4,098,700	7.14%	
9	0	M	\$10"10X"	1	\$100	199.74	41,050	0.250	600.000	\$4,105,000	7.15%	
10	0	M	\$200	1	\$200	2,146.43	3,820	0.023	56.000	\$764,000	1.33%	
11	0	M	\$20"10X"	1	\$200	1,196.64	6,852	0.042	100.000	\$1,370,400	2.39%	
12	0	M	\$20 x 10	10	\$200	858.75	9,548	0.058	140.000	\$1,909,600	3.33%	
13	0	M	\$500	1	\$500	11,848.77	692	0.004	10.0000	\$346,000	0.60%	
14	0	M	\$100"5X"	1	\$500	11,952.41	686	0.004	10.0000	\$343,000	0.60%	
15	0	M	\$50"10X"	1	\$500	11,969.85	685	0.004	10.0000	\$342,500	0.60%	MID-TIER
16	0	M	\$20 x 10 + \$100 + \$200	12	\$500	3,951.49	2,075	0.013	30.0000	\$1,037,500	1.81%	59.46%
17	0	H	\$1,000	1	\$1,000	113,879.86	72	0.000	1.0537	\$72,000	0.13%	
18	0	H	\$100"10X"	1	\$1,000	25,947.31	316	0.002	4.6248	\$316,000	0.55%	
19	0	H	\$200"5X"	1	\$1,000	26,112.58	314	0.002	4.5955	\$314,000	0.55%	
20	0	H	\$500"10X"	1	\$5,000	745,395.45	11	0.000	0.1610	\$55,000	0.10%	
21	0	H	\$200 x 5 + \$500 x 6 + \$1,000	12	\$5,000	745,395.45	11	0.000	0.1610	\$55,000	0.10%	
22	0	H	\$5,000	1	\$5,000	911,038.89	9	0.000	0.1317	\$45,000	0.08%	HIGH-TIER
23	0	H	\$250,000	1	\$250,000	1,171,335.71	7 ***	0.000	0.1024	\$1,750,000	3.05%	4.54%
						3.83	2,141,847	13.061	31,346.830	\$57,395,795	100.00%	100.00%



INTEROFFICE MEMO

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

Payment Approval

February 26, 2025

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

Vendor Name	Pollard Banknote Limited
P.O. Number (if applicable)	362-25-9010 RL005
Tx Game #/Name	Game #2652 Bonus Money
Draw #	
Invoice Number	8544323
Invoice Amount	\$1,292,451.92

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

JB 2/26/2025

Dale Bowersock (Scratch Ticket Strategy Coordinator)

2/26/2025

Date



For Will Russ

Will Russ (Products Manager)

2/26/2025

Date

for Robert Tirloni

Robert Tirloni (Lottery Operations Division Director)

2/26/2025

Date

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

March 8, 2025



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

INVOICE NO.: 8544323

Sold To: Texas Lottery Commission P.O. Box 16630 Austin, TX 78761-6630 United States	Ship To: Texas Lottery Commission P.O. Box 16630 Austin, TX 78761-6630 United States
Terms: Net 30 days after date of invoice	Due Date: March 15, 2025

Invoice Date	Order No.	Your Order	Customer No.
February 13, 2025	1237133		5008

Order name: BONUS MONEY #2652
PO Number:

Product Description	Quantity	Unit Price	Amount
Ticket Size 10 x 4	8,199,350	62.51 /M	512,541.37
Spectrum Scratch FXtra™	8,199,350	70.00 /M	573,954.50
Four colour process / Spectrum overprints	8,199,350	10.00 /M	81,993.50
Flood UV varnish on ticket front	8,199,350	2.40 /M	19,678.44
Integrated Overprints / Continuous Image	8,199,350	6.00 /M	49,196.10
Additional scene within a book	8,199,350	0.17 /M	1,393.89
Multiple Play Area	8,199,350	2.40 /M	19,678.44
Spectrum Scratch FXtra®	1	5,940.00 Ea	5,940.00
Inserts	1	28,075.68 Ea	28,075.68

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

Before Taxes:	1,292,451.92 USD
Freight:	0.00
Deposit:	0.00
Amount Due:	1,292,451.92 USD

Scratch Ticket Game Closing Analysis

02/26/23 Thru 02/22/25

Average Number of Weeks for 85% Average Sell Through (2 Years)

	Price Point								
Print Quantities	\$1	\$2	\$3	\$5	\$10	\$20	\$30	\$50	\$100
< 5M	None	None	None	None	Week 27*	None	None	None	None
5M-9.99M	Week 19	Week 24	Week 13*	Week 25	Week 22	None	None	Week 58*	None
10M-14.99M	Week 24*	None	None	Week 48*	None	Week 37*	None	None	None
15M-19.99M	Week 42	None	None	Week 64*	None	None	None	None	None
20M-24.99M	None	Week 50*	None	None	Week 72*	None	None	None	None
25M-29.99M	None	None	None	None	None	Week 63*	None	None	None
30M-34.99M	None	None	None	Week 54	None	None	None	None	None
>=35M	None	None	None	None	None	None	None	None	None

Average Weekly Dollar Sales at 85% Average Sell Through (2 Years)

	Price Point								
Print Quantities	\$1	\$2	\$3	\$5	\$10	\$20	\$30	\$50	\$100
< 5M	None	None	None	None	\$1,295,512	None	None	None	None
5M-9.99M	\$434,607	\$484,912	\$1,163,923	\$1,295,271	\$2,729,088	None	None	\$3,038,356	None
10M-14.99M	\$465,971	None	None	\$1,077,365	None	\$4,652,039	None	None	None
15M-19.99M	\$357,603	None	None	\$1,120,927	None	None	None	None	None
20M-24.99M	None	\$831,376	None	None	\$2,865,487	None	None	None	None
25M-29.99M	None	None	None	None	None	\$6,794,150	None	None	None
30M-34.99M	None	None	None	\$3,182,680	None	None	None	None	None
>=35M	None	None	None	None	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