

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

**Scratch Ticket Information**

Date Completed 2/9/2018

Game #	1793	Confirmed Packs	7,114
Game Name	WEEKLY GRAND	Active Packs	6,773
Quantity Printed	38,037,250	Warehouse Packs	-
Price Point	\$2	Returned Packs	33
Start Date	9/19/2016	Printed Payout Percentage	64.91%
Top Prize	\$ 875,000	Percent Sold	94.83%
Number of Top Prizes Remaining	0	Number of Weeks Out	72

**Current Game Sales Analysis**

**TANGIBLE COSTS**

**Expenditure Impact:**

Cost to print tickets	\$ 433,244	Actual ticket production costs
Prize payout expense	\$ 44,939,871	Data from Instant Ticket Tier Liability screen in ES

**Estimated Direct Costs** \$ 45,373,115

**TANGIBLE BENEFITS**

**Revenue Impact:**

Estimated sales	\$ 72,141,448	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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**Total Estimated Benefits** \$ 72,141,448

**Excess of Revenue over Expended** \$ 26,768,333

**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	\$	882,810
Next week	\$	937,348
Next week	\$	905,876
<b>Avg Weekly Sales Current Game</b>	<b>\$</b>	<b>908,678</b>
<b>Avg Weekly Sales \$2; &gt;35M Qty</b>	<b>\$</b>	<b>1,050,513</b>
<b>Percentage Of Variance In Sales</b>		<b>14%</b>

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

**Instant Ticket Information**

Game #	1793	Printed Payout Percentage	64.91%
Game Name	WEEKLY GRAND	Actual Payout Percentage	62.29%
Percent Sold	94.83%	Number of Weeks Out	72
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			57*

\*only one game at this level with 85% sell through

**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):

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Instant Pr \_\_\_\_\_

Produ \_\_\_\_\_ Date \_\_\_\_\_

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

\_\_\_\_\_  
Lottery Operations Division Director Date

\_\_\_\_\_  
Controller

\_\_\_\_\_  
Exec \_\_\_\_\_ Date \_\_\_\_\_



**Play the Games of Texas!**

**Da Vinci Report**

**Week End Date: 2/3/18**

**2/9/18**

Product Line	Game	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
													2/3/18	1/27/18	1/20/18	1/13/18
Sold/Closing	1793	\$2	WEEKLY GRAND	9/19/16			72	94.83%	7,114	6,773	0	33	\$882,810.00	\$937,348.00	\$905,876.00	\$1,016,516.00
	1839	\$3	BACK TO SCHOOL CROSSWORD	6/28/17	1/7/18	2/21/18	31	94.86%	8	20	0	2,158	\$5,301.00	\$7,218.00	\$29,484.00	\$53,097.00
	2006	\$3	HOLIDAY WISHES	1/16/17	1/4/18	2/18/18	13	81.48%	66	17	15	3,301	\$141,363.00	\$180,408.00	\$292,683.00	\$612,333.00
	2004	\$5	DIAMOND MINE 9X	10/16/17	1/8/18	2/22/18	16	93.67%	87	25	23	2,099	\$31,100.00	\$65,400.00	\$251,430.00	\$772,515.00
	1807	\$5	SUPER LOTERIA	12/5/16			61	95.61%	8,491	2,480	10,349	38	\$1,036,295.00	\$1,141,710.00	\$1,275,190.00	\$1,569,080.00
	1827	\$10	50X THE CASH	1/3/17	12/27/17	2/10/18	57	96.68%	21	3	44	5,706	\$20,270.00	\$28,270.00	\$71,460.00	\$261,820.00
	1867	\$10	MEGA LOTERIA	2/6/17	1/7/18	2/21/18	52	98.08%	20	9	159	4,353	\$11,630.00	\$22,100.00	\$55,460.00	\$116,450.00
	1829	\$20	100X THE CASH	1/16/17	1/3/18	2/17/18	55	97.54%	57	37	90	4,254	\$84,320.00	\$112,640.00	\$183,000.00	\$492,360.00
	1822	\$20	WINNERS GALORE	12/5/16	1/7/18	2/21/18	61	39.62%	10	7	123,131	482	\$3,620.00	\$5,860.00	\$14,420.00	\$22,280.00

**Liability for 1793 / for Life to Date**

Product Status: SmartCash Enabled: Validation Range: 01/16/2016 - 09/23/2018  
 Active N/A

**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	\$2.00	344636	\$689,272.00	2393908	\$4,787,816.00	87.42%	33250397
2	2	N/A	\$2.00	345690	\$691,380.00	2088832	\$4,177,664.00	85.80%	32636149
3	3	N/A	\$4.00	147789	\$591,156.00	1373737	\$5,494,948.00	90.29%	34342612
4	4	N/A	\$4.00	105399	\$421,596.00	807459	\$3,229,836.00	88.45%	33645451
5	5	N/A	\$4.00	36136	\$144,544.00	268198	\$1,072,792.00	88.13%	33520784
6	6	N/A	\$4.00	31272	\$125,088.00	272990	\$1,091,960.00	89.72%	34127787
7	7	N/A	\$5.00	29722	\$148,610.00	274478	\$1,372,390.00	90.23%	34320803
8	8	N/A	\$5.00	33493	\$167,465.00	270845	\$1,354,225.00	88.99%	33851175
9	9	N/A	\$10.00	6921	\$69,210.00	69108	\$691,080.00	90.90%	34574679
10	10	N/A	\$10.00	7313	\$73,130.00	68738	\$687,380.00	90.38%	34379620
11	11	N/A	\$10.00	11111	\$111,110.00	141009	\$1,410,090.00	92.70%	35258970
12	12	N/A	\$10.00	13881	\$138,810.00	138337	\$1,383,370.00	90.88%	34568573
13	13	N/A	\$20.00	9978	\$199,560.00	66073	\$1,321,460.00	86.88%	33046708
14	14	N/A	\$20.00	4867	\$97,340.00	71260	\$1,425,200.00	93.61%	35605428
15	0	N/A	\$40.00	3200	\$128,000.00	53770	\$2,150,800.00	94.38%	35900700
16	0	N/A	\$40.00	3205	\$128,200.00	53906	\$2,156,240.00	94.39%	35902645
17	0	N/A	\$40.00	2294	\$91,760.00	26236	\$1,049,440.00	91.96%	34978804
18	0	N/A	\$40.00	2291	\$91,640.00	26232	\$1,049,280.00	91.97%	34982054
19	0	N/A	\$100.00	355	\$35,500.00	6161	\$616,100.00	94.55%	35964932
20	0	N/A	\$100.00	235	\$23,500.00	3728	\$372,800.00	94.07%	35781697
21	0	N/A	\$100.00	240	\$24,000.00	3722	\$372,200.00	93.94%	35733125
22	0	N/A	\$100.00	153	\$15,300.00	1427	\$142,700.00	90.32%	34353896
23	0	N/A	\$100.00	125	\$12,500.00	1452	\$145,200.00	92.07%	35022249
24	0	N/A	\$300.00	349	\$104,700.00	5991	\$1,797,300.00	94.50%	35943401
25	0	N/A	\$300.00	238	\$71,400.00	2277	\$683,100.00	90.54%	34437701
26	0	N/A	\$300.00	151	\$45,300.00	1765	\$529,500.00	92.12%	35039533
27	0	N/A	\$875,000.00	0	\$0.00	3	\$2,625,000.00	100.00%	38037228
28	0	N/A	\$875,000.00	0	\$0.00	2	\$1,750,000.00	100.00%	38037276
Totals:				1141044	\$4,440,071.00	8,491,644	\$44,939,871.00		





02/09/18

Game Name Weekly Grand    Game # 1793    Invoice 90086003    Vendor IGT    TLC PO# 362-16-9009 RL013

Truck #	Description/Tickets Delivered	Unit Price Per 1000	Amount
1	7,512,750 tickets	\$0.01139	85,570.22
2	7,856,375 tickets	\$0.01139	89,484.11
3	7,806,000 tickets	\$0.01139	88,910.34
4	7,510,125 tickets	\$0.01139	85,540.32
5	7,352,000 tickets	\$0.01139	83,739.28

Delivered 38,037,250  
Ordered 37,440,000  
2% under 36,691,200  
2% over 38,188,800  
Acceptable Range 0

Total 433,244.28  
rounded 433,244.28

Scratch Ticket Game Analysis  
8/30/15-8/26/17

Average Number of Weeks for 85% Average Sell Through

Quantities	Price Point			
	\$1	\$2	\$3	\$5
< 5M	None	None	None	None
5M-9.99M	Week 14	Week 21	Week 17	Week 19
10M-14.99M	Week 20	None	None	Week 13*
15M-19.99M	None	Week 21*	None	Week 34
20M-24.99M	None	Week 44	Week 33	Week 59
25M-29.99M	Week 33*	Week 38	None	None
30M-34.99M	None	None	None	Week 39*
>35M	None	Week 57*	Week 48*	None

Quantities	Price Point			
	\$10	\$20	\$30	\$50
2M	None	None	None	None
3M	None	None	None	None
4M	None	None	None	None
5M	Week 20	Week 43*	None	None
6M	Week 16*	None	None	None
7M	None	None	None	None
8M	None	Week 35*	None	None
>9M	Week 27	Week 51*	None	None

Average Weekly Dollar Sales at 85% Average Sell Through

Quantities	Price Point			
	\$1	\$2	\$3	\$5
< 5M	None	None	None	None
5M-9.99M	\$553,916	\$676,611	\$1,048,153	\$1,872,956
10M-14.99M	\$510,306	None	None	\$4,200,786
15M-19.99M	None	\$1,273,552	None	\$2,144,435
20M-24.99M	None	\$899,634	\$1,654,317	\$1,612,912
25M-29.99M	\$665,806	\$1,254,186	None	None
30M-34.99M	None	None	None	\$3,329,657
>35M	None	\$1,050,513	\$1,875,795	None

Quantities	Price Point			
	\$10	\$20	\$30	\$50
2M	None	None	None	None
3M	None	None	None	None
4M	None	None	None	None
5M	\$2,379,881	\$2,329,740	None	None
6M	\$3,257,867	None	None	None
7M	None	None	None	None
8M	None	\$3,985,513	None	None
>9M	\$3,597,569	\$3,423,888	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  
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