

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

**Scratch Ticket Information**

Date Completed 7/2/2018

Game #	1874	Confirmed Packs	3,505
Game Name	Big Money	Active Packs	1,166
Quantity Printed	7,249,875	Warehouse Packs	-
Price Point	\$2	Returned Packs	1,301
Start Date	1/15/2018	Printed Payout Percentage	64.99%
Top Prize	\$ 30,000	Percent Sold	87.82%
Number of Top Prizes Remaining	1	Number of Weeks Out	24

**Current Game Sales Analysis**

**TANGIBLE COSTS**

**Expenditure Impact:**

Cost to print tickets	\$ 114,186	Actual ticket production costs
Prize payout expense	\$ 7,914,893	Data from Instant Ticket Tier Liability screen in ES

**Estimated Direct Costs**      \$ 8,029,079

**TANGIBLE BENEFITS**

**Revenue Impact:**

Estimated sales	\$ 12,733,680	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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**Total Estimated Benefits**      \$ 12,733,680

**Excess of Revenue over Expended**      \$ 4,704,602

**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	\$	114,494
Next week	\$	139,572
Next week	\$	163,024
<b>Avg Weekly Sales Current Game</b>	<b>\$</b>	<b>139,030</b>
<b>Avg Weekly Sales \$2; 5M-9.99M Qty</b>	<b>\$</b>	<b>743,055</b>
<b>Percentage Of Variance In Sales</b>		<b>81%</b>

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

**Instant Ticket Information**

Game #	1874	Printed Payout Percentage	64.99%
Game Name	Big Money	Actual Payout Percentage	62.16%
Percent Sold	87.82%	Number of Weeks Out	24
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			19

**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):

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*Dale Boussock*      7/2/18  
Instant Product Coordinator      Date

*Gene McCoy for RT*      7/2/18  
Products Manager      Date

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

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

\_\_\_\_\_  
Cont

\_\_\_\_\_  
Exec      or      Date

**Not Required  
>85% Sold**

**Play the Games of Texas!**

\* **Da Vinci Report** \* **7/2/18**

\* **Week End Date: 6/30/18** \*

Product Line	Game	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
													6/30/18	6/23/18	6/16/18	6/9/18
Baseline	2043	\$1	17,131,950	5/7/18			8	35.36%	18,541	9,758	42,881	22	\$752,195.00	\$794,917.00	\$776,716.00	\$864,761.00
	2048	\$1	9,285,500	6/4/18			4	31.44%	17,546	9,183	13,150	9	\$831,402.00	\$908,238.00	\$807,952.00	\$374,972.00
	2050	\$1	9,301,650	6/27/18			0	2.43%	25,160	6,123	25,061	107	\$226,049.00	\$0	\$0	\$0
	2015	\$2	7,274,625	6/18/18			2	9.17%	17,830	8,824	24,571	4	\$858,064.00	\$475,594.00	\$0	\$0
	2041	\$2	7,171,375	6/25/18			1	0.13%	2,072	454	53,289	7	\$19,000.00	\$0	\$0	\$0
	2080	\$2	40,562,000	6/15/18			2	0.27%	11,819	3,246	305,210	21	\$194,964.00	\$25,250.00	\$0	\$0
	2028	\$2	7,235,875	5/21/18			6	34.39%	13,638	8,107	14,858	6	\$697,558.00	\$800,598.00	\$928,204.00	\$1,027,526.00
	2054	\$2	7,205,875	4/16/18			11	60.93%	13,813	6,526	711	35	\$576,054.00	\$635,352.00	\$712,708.00	\$806,206.00
	2044	\$3	7,341,125	5/21/18			6	32.64%	14,575	8,957	14,134	9	\$1,172,787.00	\$1,286,905.00	\$1,384,398.00	\$1,419,576.00
	1837	\$5	7,040,775	6/18/18			2	16.79%	16,817	8,281	49,659	8	\$3,551,050.00	\$2,360,045.00	\$0	\$0
	2045	\$5	11,005,125	4/16/18			11	65.12%	22,989	8,768	15,971	23	\$2,477,160.00	\$2,702,790.00	\$2,838,005.00	\$3,016,760.00
	2038	\$5	7,339,500	4/2/18			13	48.79%	11,893	5,318	30,572	178	\$638,205.00	\$736,930.00	\$834,710.00	\$892,370.00
	2049	\$5	7,334,250	6/27/18			0	2.93%	21,579	8,944	59,778	20	\$1,073,685.00	\$0	\$0	\$0
	2061	\$5	7,335,675	6/4/18			4	25.69%	19,367	9,139	41,869	11	\$1,918,170.00	\$2,495,935.00	\$3,092,420.00	\$1,913,380.00
	2032	\$5	7,706,850	5/21/18			6	28.03%	18,294	9,278	44,907	5	\$1,291,990.00	\$1,524,380.00	\$1,801,555.00	\$2,209,070.00
	1844	\$5	7,192,125	5/7/18			8	42.14%	16,390	7,439	30,248	7	\$1,217,450.00	\$1,413,195.00	\$1,414,350.00	\$1,669,435.00
	2046	\$10	8,311,000	5/7/18			8	34.48%	21,810	8,733	74,986	12	\$3,354,430.00	\$3,570,510.00	\$3,617,680.00	\$3,684,110.00
	2076	\$10	9,170,500	6/27/18			0	0.89%	30,199	4,113	143,499	28	\$817,500.00	\$0	\$0	\$0
	2047	\$20	9,177,950	4/2/18			13	33.55%	28,208	9,209	202,283	24	\$4,266,620.00	\$4,289,000.00	\$4,321,840.00	\$4,336,060.00
	2057	\$50	3,611,100	6/18/18			2	4.23%	18,944	5,543	145,961	3	\$4,360,400.00	\$3,271,350.00	\$0	\$0
Mature	1878	\$1	854,700	9/18/17			41	0.00%	0	0	4,661	151	\$0	\$0	\$0	\$0
	1626	\$1	1,091,250	9/12/14			198	0.00%	0	0	446	65	\$0	\$0	\$0	\$0
	2012	\$1	29,860,050	1/2/18			28	58.97%	9,970	5,203	64,070	9	\$350,445.00	\$386,399.00	\$410,154.00	\$439,913.00
	1804	\$1	829,650	9/18/17			41	0.00%	0	0	2,858	386	\$0	\$0	\$0	\$0
	1622	\$1	11,141,400	2/5/18			21	76.62%	6,751	3,741	3,937	608	\$161,664.00	\$207,887.00	\$212,294.00	\$220,476.00
	1857	\$1	30,420,450	10/2/17			39	82.41%	12,018	7,029	14,186	17	\$392,871.00	\$418,919.00	\$441,918.00	\$434,376.00
	1893	\$2	7,092,375	3/19/18			15	70.16%	7,696	3,911	1,761	584	\$330,574.00	\$396,876.00	\$456,066.00	\$493,638.00
	1874	\$2	7,249,875	1/15/18			24	87.82%	3,505	1,166	0	1,301	\$114,494.00	\$139,572.00	\$163,024.00	\$180,934.00
	2009	\$2	7,076,375	2/19/18			19	71.54%	4,971	2,332	5,030	1,428	\$201,536.00	\$243,550.00	\$258,110.00	\$285,520.00
	2078	\$2	35,978,375	1/10/18			24	27.65%	15,239	9,030	180,945	8	\$797,708.00	\$800,180.00	\$849,946.00	\$850,724.00

## Liability for 1874 / for Life to Date

Product Status:  
ActiveSmartCash Enabled:  
N/A

Validation Range: 03/15/2017 - 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	\$2.00	108970	\$217,940.00	470959	\$941,918.00	81.21%	5887606
2	2	N/A	\$4.00	98146	\$392,584.00	481885	\$1,927,540.00	83.08%	6023136
3	3	N/A	\$4.00	29569	\$118,276.00	144470	\$577,880.00	83.01%	6018130
4	4	N/A	\$5.00	18788	\$93,940.00	97245	\$486,225.00	83.81%	6075979
5	5	N/A	\$10.00	4420	\$44,200.00	24562	\$245,620.00	84.75%	6144207
6	6	N/A	\$10.00	6467	\$64,670.00	37047	\$370,470.00	85.14%	6172407
7	7	N/A	\$10.00	2164	\$21,640.00	12300	\$123,000.00	85.04%	6165200
8	8	N/A	\$20.00	6268	\$125,360.00	37213	\$744,260.00	85.58%	6204769
9	9	N/A	\$20.00	2224	\$44,480.00	12294	\$245,880.00	84.68%	6139272
10	0	N/A	\$50.00	426	\$21,300.00	2608	\$130,400.00	85.96%	6231929
11	0	N/A	\$50.00	447	\$22,350.00	2585	\$129,250.00	85.26%	6181044
12	0	N/A	\$50.00	2091	\$104,550.00	13004	\$650,200.00	86.15%	6245602
13	0	N/A	\$50.00	2162	\$108,100.00	13149	\$657,450.00	85.88%	6226151
14	0	N/A	\$50.00	213	\$10,650.00	1290	\$64,500.00	85.83%	6222447
15	0	N/A	\$100.00	154	\$15,400.00	760	\$76,000.00	83.15%	6028342
16	0	N/A	\$100.00	261	\$26,100.00	1544	\$154,400.00	85.54%	6201555
17	0	N/A	\$100.00	278	\$27,800.00	1527	\$152,700.00	84.60%	6133273
18	0	N/A	\$100.00	26	\$2,600.00	122	\$12,200.00	82.43%	5976248
19	0	N/A	\$1,000.00	10	\$10,000.00	51	\$51,000.00	83.61%	6061370
20	0	N/A	\$1,000.00	6	\$6,000.00	24	\$24,000.00	80.00%	5799899
21	0	N/A	\$30,000.00	1	\$30,000.00	5	\$150,000.00	83.33%	6041562
Totals:				283091	\$1,507,940.00	1,354,644	\$7,914,893.00		

NO. OF TICKETS: 7,249,875  
 NO. POOLS: 30-21  
 PACK SIZE: 125.00  
 PACKS/POOL: 1920.00  
 PACKS/GAME: 57,999

TEXAS LOTTERY COMMISSION  
 "BIG MONEY" - GAME NUMBER 1874  
 END OF PRODUCTION PRIZE STRUCTURE  
 JANUARY 10, 2017 - VERSION 2

PRIZE LEVEL	# OF WINS	TIER CODE	GET	ODDS OF 1 IN:	WINNERS IN 30-21 POOLS	REVENUE	WINNERS IN 125 (PER PACK*)	PRIZE FUNT - \$9,422,833	PAYOUT % - 64.9861750%	PERCENT OF PRIZE FUND**	VALIDATION TIER LEVELS**
\$2	1	L	\$2	12.50	579,929	\$14,499,750	10.00	\$1,159,858	12.31%		
\$4	2	L	\$2 x 2	12.50	580,031		10.00	\$2,320,124	24.62%		
\$4	1	L	\$4	41.66	174,039		3.00	\$696,156	7.39%		
\$5	1	L	\$5	62.48	116,033		2.00	\$880,165	6.16%		
\$5	2	L	\$5 x 2	250.15	28,982		0.50	\$289,820	3.08%		
\$10	5	L	(\$2 x 2) + (\$2 x 3)	166.61	43,514		0.75	\$435,140	4.62%		
\$10	1	L	\$10	501.24	14,464		0.25	\$144,640	1.53%		LOW
\$20	1	L	\$20	166.74	43,481		0.75	\$869,620	9.23%		
\$20	1	L	\$20	499.37	14,518		0.25	\$290,360	3.08%		72.02%
\$50	10	M	\$2 x 10 (WINALL)	2,389.54	3,034		-	\$151,700	1.61%		
\$50	10	M	(\$4 x 5) + (\$5 x 4) + \$10 (WINALL)	2,391.12	3,032		-	\$151,600	1.61%		
\$50	10	M	(\$5 x 2) + (\$2 x 5) + (\$10 x 3) (WINALL)	480.28	15,095		-	\$754,750	8.01%		
\$50	10	M	\$5 x 10 (WINALL)	473.51	15,311		-	\$765,550	8.12%		
\$50	10	M	(\$2 x 5) + (\$5 x 4) + \$20	4,823.60	1,503		-	\$75,150	0.80%		
\$50	10	M	\$50	7,932.03	914		-	\$91,400	0.97%		
\$100	10	M	(\$10 x 7) + (\$5 x 2) + \$20	4,016.55	1,805		-	\$180,500	1.92%		
\$100	10	M	\$10 x 10 (WINALL)	4,016.55	1,805		-	\$180,500	1.92%		
\$100	10	M	(\$20 x 3) + (\$5 x 6) + \$10 (WINALL)	48,985.64	148		-	\$14,800	0.16%		MID
\$100	10	M	\$100	118,850.41	61		-	\$61,000	0.65%		25.11%
\$1,000	10	H	\$1,000	241,662.50	30		-	\$30,000	0.32%		HIGH
\$30,000	1	H	\$30,000	1,208,312.50	6		-	\$180,000	1.91%		100.00%
				2 Decimals: 4.43	6 ***		27.50	\$9,422,833			
				4 Decimals: 4.4268	1,637,735						

"DOLLAR" symbol = WIN  
 "BIG" symbol = WINALL

TEXAS LOTTERY COMMISSION  
 "BIG MONEY" - GAME NUMBER 1874  
 PRIZE STRUCTURE  
 JANUARY 10, 2017 - VERSION 2

WIN	GET	A	B	C	D
\$2	\$2	8 = \$ 16	13 = \$ 26	10 = \$ 20	9 = \$ 18
\$4	\$4	11 = \$ 44	8 = \$ 32	10 = \$ 40	11 = \$ 44
\$4	\$4	3 = \$ 12	1 = \$ 4	3 = \$ 12	5 = \$ 20
\$5	\$5	1 = \$ 5	3 = \$ 15	1 = \$ 5	3 = \$ 15
\$10	\$10	1 = \$ 10	0 = \$ 0	1 = \$ 10	0 = \$ 0
\$10	\$10	1 = \$ 10	0 = \$ 0	0 = \$ 0	0 = \$ 0
\$10	\$10	0 = \$ 0	0 = \$ 0	1 = \$ 10	0 = \$ 0
\$20	\$20	0 = \$ 0	1 = \$ 20	1 = \$ 20	1 = \$ 20
\$20	\$20	1 = \$ 20	0 = \$ 0	0 = \$ 0	0 = \$ 0
\$20	\$20	26 = \$117	28 = \$117	27 = \$117	29 = \$117

Consolidated odds are 1 in:

\* Each of the following GLEIPS will be used in approximately 25% of the packs in the game.  
 \*\* Numbers are rounded.  
 \*\*\* This exact number of prizes is guaranteed delivery to the TL.C.  
 Note: There will be no more than 30 winners per pack for this game

No.

03/27/17

Game Name  
Big Money

Game No  
1874

Inv No.  
90093760

Vendor  
IGT

TLC PO #  
362-17-9009 RL016

Description/Tickets Delivered Qty	Units per 1000	Unit Price	Amount
7,249,875	7,249.88	\$15.75	\$114,185.53
			<u>\$114,185.53</u>

Delivered 7,249,875  
Ordered 7,200,000

2% under 7,056,000  
2% over 7,344,000

Acceptable Range 0

Sub Total \$114,185.53  
Total \$114,185.53

**Instant Ticket Game Analysis  
2/28/16-2/24/18**

**Average Number of Weeks for 85% Average Sell Through**

Print Quantities	Price Point					Print Quantities	Price Point		
	\$1	\$2	\$3	\$5	\$10		\$20	\$50	
< 5M	None	Week 12*	None	None	None	2M	None	None	None
5M-9.99M	Week 16	Week 19	Week 17	Week 18	None	3M	None	None	None
10M-14.99M	Week 19	None	None	None	None	4M	None	None	None
15M-19.99M	None	None	None	Week 52*	Week 19	5M	Week 19	Week 43*	None
20M-24.99M	None	Week 34*	Week 38*	Week 59*	Week 15	6M	Week 15	None	None
25M-29.99M	None	Week 39*	None	None	None	7M	None	Week 49*	None
30M-34.99M	Week 41*	None	None	Week 39*	None	8M	None	Week 35*	None
>35M	None	Week 61	Week 50	Week 52*	Week 31	>9M	Week 31	Week 41*	None

**Average Weekly Dollar Sales at 85% Average Sell Through**

Print Quantities	Price Point					Print Quantities	Price Point		
	\$1	\$2	\$3	\$5	\$10		\$20	\$50	
< 5M	None	\$714,918	None	None	None	2M	None	None	None
5M-9.99M	\$512,110	\$743,055	\$1,109,054	\$1,865,496	None	3M	None	None	None
10M-14.99M	\$511,766	None	None	None	None	4M	None	None	None
15M-19.99M	None	None	None	\$1,508,375	\$2,537,188	5M	\$2,537,188	\$2,329,740	None
20M-24.99M	None	\$1,078,385	\$1,398,153	\$1,450,990	\$3,483,559	6M	\$3,483,559	None	None
25M-29.99M	None	\$1,309,641	None	None	None	7M	None	\$2,502,908	None
30M-34.99M	\$636,048	None	None	\$3,329,657	None	8M	None	\$3,985,513	None
>35M	None	\$1,023,347	\$1,825,122	\$3,361,809	\$3,614,099	>9M	\$3,614,099	\$3,781,160	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**

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**From:** Tirloni, Robert  
**Sent:** Friday, June 22, 2018 9:23 PM  
**To:** Products  
**Cc:** Mendoza, Merry; Bland, Angie; Mindell, Ryan; Austin, Casey; Pyka, Kathy; Stuckey, Kelly  
**Subject:** Robert Tirloni -- out of office 6/25 -7/4

I will be out of the office from Monday, 6/25 – Wednesday, 7/4 returning on Thursday, 7/5.

Rene' McCoy will have my signature/approval authority while I am out including approving ISR's and ereqs.

Thanks.

**Robert Tirloni | Products Manager**  
Texas Lottery Commission  
512-344-5406