

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

9/4/2018

Game #	1893	Confirmed Packs	2,296
Game Name	A Cut Above	Active Packs	1,325
Quantity Printed	7,092,375	Warehouse Packs	1,550
Price Point	\$2	Returned Packs	3,785
Start Date	3/19/2018	Printed Payout Percentage	65.03%
Top Prize	\$ 30,000	Percent Sold	81.50%
Number of Top Prizes Remaining	2	Number of Weeks Out	24

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 312,912	Actual ticket production costs
Prize payout expense	\$ 7,081,752	Data from Instant Ticket Tier Liability screen in ES
Estimated Direct Costs	\$ 7,394,664	

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 11,560,571	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 11,560,571	

Excess of Revenue over Expended \$ 4,165,907

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	\$	97,948
Next week	\$	115,012
Next week	\$	123,152
Avg Weekly Sales Current Game	\$	112,037
Avg Weekly Sales \$2; 5M - 9.99M Qty	\$	743,055
Percentage Of Variance In Sales		85%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	1893	Printed Payout Percentage	65.03%
Game Name	A Cut Above	Actual Payout Percentage	61.26%
Percent Sold	81.50%	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):

Dale Bowersock 9/4/18
Instant Product Coordinator Date

[Signature] 9/6/18
Products Manager Date

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

[Signature] 9-6-18
Lottery Operations Division Director Date

Kathy Lynn 9/17/2018
Controller Date

[Signature] 9/10/18
Executive Director Date



Da Vinci Report
 Week End Date: 9/1/18
 9/4/18

Product Line	Game	Game \$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														9/1/18	8/25/18	8/18/18	8/11/18
Baseline	2086	\$1	9,298,800	10 GRAND	9/4/18			0	0.00%	27	5	27,223	0	\$0	\$0	\$0	\$0
	2064	\$1	8,937,750	DOUBLE DOUBLER	8/6/18			4	33.31%	17,407	10,721	7,789	1	\$863,640.00	\$863,231.00	\$830,135.00	\$419,974.00
	2088	\$1	30,502,050	WEEKLY HALF GRAND	8/20/18			2	2.27%	19,148	11,090	165,724	0	\$441,803.00	\$250,569.00	\$0	\$0
	2015	\$2	7,274,625	2X CASH	6/18/18			11	50.37%	9,633	5,798	10,502	49	\$473,870.00	\$500,154.00	\$545,188.00	\$620,750.00
	2041	\$2	7,171,375	ACES AND 8S	8/25/18			10	26.84%	13,372	7,241	18,976	3	\$549,304.00	\$489,366.00	\$469,316.00	\$471,010.00
	2079	\$2	35,539,375	BLACKOUT BINGO	7/9/18			9	8.86%	14,519	9,021	231,726	0	\$1,131,832.00	\$1,009,110.00	\$975,336.00	\$947,122.00
	2080	\$2	40,562,000	BREAK THE BANK	6/15/18			11	10.98%	15,642	9,044	260,369	2	\$1,172,100.00	\$1,079,924.00	\$1,088,052.00	\$1,032,762.00
	2048	\$2	7,212,875	DOUBLE MATCH	7/16/18			7	39.48%	14,930	9,781	7,745	3	\$975,574.00	\$830,514.00	\$879,978.00	\$839,180.00
	1837	\$5	7,040,775	\$100,000 JACKPOT	6/18/18			11	66.50%	12,781	6,251	9,410	11	\$1,454,585.00	\$1,540,665.00	\$1,610,390.00	\$1,774,275.00
	2087	\$5	7,708,125	\$250,000,000 PAYOUT	9/4/18			0	0.00%	34	10	55,331	0	\$0	\$0	\$0	\$0
	1848	\$5	8,098,800	25X THE MONEY	7/16/18			7	60.76%	23,007	8,898	5,482	2	\$2,990,670.00	\$3,037,965.00	\$3,217,050.00	\$3,412,475.00
	2063	\$5	5,613,825	50X FAST CASH	8/6/18			4	32.26%	27,664	10,879	6,280	0	\$2,069,955.00	\$2,339,835.00	\$2,832,820.00	\$1,812,710.00
	2069	\$5	9,910,350	COWBOYS	8/20/18			2	5.21%	17,448	10,519	93,892	0	\$1,664,675.00	\$918,290.00	\$0	\$0
	2049	\$5	7,334,250	FROGGER	8/27/18			9	47.79%	13,805	7,579	26,791	2	\$1,080,725.00	\$1,187,510.00	\$1,413,895.00	\$1,495,820.00
	2070	\$5	5,581,950	HOUSTON TEXANS	8/20/18			2	4.17%	17,572	9,783	41,908	0	\$618,155.00	\$546,890.00	\$0	\$0
	2061	\$5	7,335,675	LION'S SHARE	6/4/18			13	54.21%	8,243	4,890	28,861	139	\$801,785.00	\$847,100.00	\$931,640.00	\$1,029,160.00
	2056	\$10	28,522,850	\$200 MILLION CASH EXPLOSION	9/4/18			0	0.00%	23	7	527,624	0	\$0	\$0	\$0	\$0
	2076	\$10	9,170,500	CASINO ACTION SUPER TICKET	6/27/18			9	22.13%	17,736	7,190	113,085	21	\$1,999,560.00	\$1,898,080.00	\$1,984,300.00	\$1,970,000.00
	2075	\$10	6,076,350	THE GLITTER IS GOLD	7/16/18			7	37.55%	18,858	9,059	44,239	3	\$3,077,710.00	\$2,917,320.00	\$3,160,480.00	\$3,378,680.00
	2067	\$20	7,123,800	STACKS OF CASH	7/16/18			7	18.73%	23,437	9,554	193,690	0	\$3,629,140.00	\$3,431,500.00	\$3,642,380.00	\$3,899,040.00
	2057	\$50	3,611,100	200X THE CASH	6/18/18			11	24.22%	14,760	6,062	111,617	5	\$3,856,550.00	\$3,818,050.00	\$3,870,450.00	\$3,921,050.00
Mature	2043	\$1	17,131,950	5X THE CASH	5/7/18			17	67.94%	13,941	9,168	9,807	10	\$588,632.00	\$547,097.00	\$597,715.00	\$622,474.00
	1878	\$1	854,700	CASH ON THE SPOT	9/18/17			50	0.00%	0	0	4,659	140	\$0	\$0	\$0	\$0
	2012	\$1	29,860,050	HOT 7S	1/2/18			35	67.62%	6,052	4,362	51,707	46	\$270,086.00	\$247,422.00	\$268,218.00	\$276,666.00
	1804	\$1	829,650	LUCKY STARS	9/18/17			50	0.00%	0	0	2,627	387	\$0	\$0	\$0	\$0
	1893	\$2	7,092,375	A CUT ABOVE	3/19/18			24	81.50%	2,296	1,325	1,550	3,785	\$97,948.00	\$115,012.00	\$123,152.00	\$144,258.00
	2028	\$2	7,235,875	CINCO 5 SPOT	5/21/18			15	61.90%	5,229	3,391	10,659	575	\$255,132.00	\$295,348.00	\$337,718.00	\$354,704.00
	2054	\$2	7,205,875	CRAZY CASH MULTIPLIER	4/16/18			20	82.10%	4,656	2,465	207	1,826	\$188,216.00	\$235,660.00	\$243,288.00	\$275,628.00
	2078	\$2	35,978,375	WEEKLY GRAND	1/10/18			33	37.04%	13,961	9,415	163,053	6	\$735,770.00	\$742,308.00	\$725,908.00	\$712,322.00
	2081	\$3	35,675,375	DOUBLE BONUS CROSSWORD	3/15/18			24	46.55%	16,056	10,295	121,518	4	\$2,164,617.00	\$2,064,567.00	\$2,084,487.00	\$2,060,472.00

Liability for 1893 / for Life to Date

Product Status: Active SmartCash Enabled: N/A Validation Range: 09/13/2017 - 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	195341	\$390,682.00	542266	\$1,084,532.00	73.52%	5214096
2	2	N/A	\$5.00	86926	\$434,630.00	272070	\$1,360,350.00	75.79%	5375052
3	3	N/A	\$10.00	34953	\$349,530.00	116430	\$1,164,300.00	76.91%	5454808
4	4	N/A	\$10.00	17822	\$178,220.00	67331	\$673,310.00	79.07%	5607984
5	5	N/A	\$10.00	12194	\$121,940.00	44456	\$444,560.00	78.47%	5565730
6	6	N/A	\$15.00	8582	\$128,730.00	29314	\$439,710.00	77.35%	5486222
7	7	N/A	\$20.00	4267	\$85,340.00	14654	\$293,080.00	77.45%	5492926
8	8	N/A	\$20.00	5825	\$116,500.00	22611	\$452,220.00	79.52%	5639530
9	9	N/A	\$20.00	1908	\$38,160.00	7474	\$149,480.00	79.66%	5650011
10	10	N/A	\$20.00	3933	\$78,660.00	14998	\$299,960.00	79.22%	5618902
11	0	N/A	\$30.00	343	\$10,290.00	1283	\$38,490.00	78.91%	5596258
12	0	N/A	\$30.00	611	\$18,330.00	2501	\$75,030.00	80.37%	5699881
13	0	N/A	\$30.00	523	\$15,690.00	1991	\$59,730.00	79.20%	5616912
14	0	N/A	\$50.00	456	\$22,800.00	1477	\$73,850.00	76.41%	5419264
15	0	N/A	\$50.00	374	\$18,700.00	1544	\$77,200.00	80.50%	5709398
16	0	N/A	\$50.00	465	\$23,250.00	1887	\$94,350.00	80.23%	5690183
17	0	N/A	\$100.00	87	\$8,700.00	265	\$26,500.00	75.28%	5339430
18	0	N/A	\$100.00	71	\$7,100.00	285	\$28,500.00	80.06%	5677884
19	0	N/A	\$100.00	69	\$6,900.00	291	\$29,100.00	80.83%	5733003
20	0	N/A	\$100.00	71	\$7,100.00	279	\$27,900.00	79.71%	5653636
21	0	N/A	\$100.00	157	\$15,700.00	586	\$58,600.00	78.87%	5593717
22	0	N/A	\$1,000.00	5	\$5,000.00	11	\$11,000.00	68.75%	4876007
23	0	N/A	\$30,000.00	2	\$60,000.00	4	\$120,000.00	66.67%	4728249
Totals:				374985	\$2,141,952.00	1,144,008	\$7,081,752.00		

No.

09/20/17

Game Name
A Cut Above

Game No
1893

Inv No.
8505428

Vendor
PBL

TLC PO #
362-17-9010 RL031

Amount
\$299,227.30
\$299,227.30

Description/Tickets Delivered Qty Units per 1000 Unit Price
7,092,375 7,092.375 \$42.19

Delivered 7,092,375
Ordered 6,960,000

2% under 6,820,800
2% over 7,099,200

Acceptable
Range 0

Lump Sum-Scratch FX Silver Foil \$3,000.00
Lump Sum-4X4 on Holographic Foil \$10,685.17

Total \$312,912.47

NO. OF TICKETS: 7,092,375
 NO. POOLS: 29.55
 PACK SIZE: 125
 PACKS/POOL: 1,920
 PACKS/GAME: 56,739

Minimum: 6,820,800
 Maximum: 7,099,200

TEXAS LOTTERY COMMISSION
 "A CUT ABOVE" - GAME NO. 1893
 END OF PRODUCTION PRIZE STRUCTURE
 5-Sep-17

VERSION A

PAYOUT % - 65.03%

PRIZE TIER	PRIZE LEVEL REFERENCE NUMBER	TIER CODE	GET	# OF WAYS TO WIN	\$2 TICKETS	ODDS OF 1 IN:	WINNERS IN POOLS 29.55	WINNERS IN 125 (PER PACK*)	PRIZE FUND	WINNERS IN 240,000	PRIZE COST	PERCENT OF FUND **	VALIDATION TIER LEVELS
1	\$2	L	\$2	1	7,092,375	9.62	737,607	13.00	\$9,223,704	24960,000	\$1,475,214	15.99%	
2	\$5	L	\$5	1		19.76	358,996	6.33		12148,122	\$1,794,980	19.46%	
3	\$10	L	\$10	1		46.85	151,383	2.67		5122,673	\$1,513,830	16.41%	
4	\$2 x 5	L	\$2 x 5	5		83.29	85,153	1.50		2881,506	\$851,530	9.23%	
5	\$5 x 2	L	\$5 x 2	2		125.20	56,650	1.00		1916,988	\$566,500	6.14%	
6	\$15	L	\$15	1		187.15	37,896	0.67		1282,369	\$568,440	6.10%	
7	\$20	L	\$20	1		374.84	18,921	0.33		640,271	\$378,420	4.10%	
8	\$10 x 2	L	\$10 x 2	2		249.42	28,436	0.50		962,250	\$568,720	6.17%	
9	\$5 x 4	L	\$5 x 4	4		755.96	9,382	0.17		317,479	\$187,640	2.03%	LOW TIER
10	\$5 x 2 + \$10	L	\$5 x 2 + \$10	3		374.64	18,931	0.33		640,609	\$378,620	4.10%	89.81%
11	\$30	M	\$30	1		4,361.85	1,626	0.03		55,022	\$48,780	0.53%	
12	\$2 x 5 + \$5 x 2 + \$10	M	\$2 x 5 + \$5 x 2 + \$10	8		2,279.04	3,112	0.05		105,307	\$93,360	1.01%	
13	\$15 x 2	M	\$15 x 2	2		2,821.15	2,514	0.04		85,072	\$75,420	0.82%	
14	\$50	M	\$50	1		3,669.10	1,933	0.03		65,411	\$96,650	1.05%	
15	\$5 x 10	M	\$5 x 10	10		3,697.80	1,918	0.03		64,904	\$95,900	1.04%	
16	\$2 x 5 + \$10 x 2 + \$20	M	\$2 x 5 + \$10 x 2 + \$20	8		3,015.47	2,352	0.04		79,590	\$117,600	1.27%	
17	\$100	M	\$100	1		20,148.79	352	0.01		11,911	\$35,200	0.38%	
18	\$5 x 8 + \$50 + \$10	M	\$5 x 8 + \$50 + \$10	10		19,922.40	356	0.01		12,047	\$35,600	0.39%	
19	\$10 + \$15 x 2 + \$30 x 2	M	\$10 + \$15 x 2 + \$30 x 2	5		19,701.04	360	0.01		12,182	\$36,000	0.39%	
20	\$50 x 2	M	\$50 x 2	2		20,263.93	350	0.01		11,844	\$35,000	0.38%	MID TIER
21	\$10 x 6 + \$20 x 2	M	\$10 x 6 + \$20 x 2	8		9,545.59	743	0.01		25,142	\$74,300	0.81%	8.06%
22	\$1,000	H	\$1,000	1		443,273.44	16	-		0.541	\$16,000	0.17%	HIGH TIER
23	\$30,000	H	\$30,000	1		1,182,062.50	6	-		0.203	\$180,000	1.95%	100.00%
							1,518,993	26.77	\$9,223,704	51,401		100.00%	100.00%
							4.67						
							4.6691						

Consolidated odds are 1 in:

\$2	9.62
\$5	19.76
\$10	24.19
\$15	187.15
\$20	37.896
\$30	75,670
\$50	7,252
\$100	1,143.38
\$1,000	3,281.99
\$30,000	443,273.44
	16
	1,182,062.50
	6
	1,518,993

* Each of the following GLEPS will be used in approximately 16.67% of each pack of 125 tickets.
 ** Numbers are rounded.
 *** This number of prizes is guaranteed delivery to the Lottery

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

Average Number of Weeks for 85% Average Sell Through

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

Average Weekly Dollar Sales at 85% Average Sell Through

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