



SUPPORTING TEXAS EDUCATION
AND VETERANS



RETAILER CASH INCENTIVE PROGRAM (RCIP) #33 AUGUST 23 – NOVEMBER 21, 2020

Drawings Planned for December 15, pending audit

- Reach your **Minimum Sales Goal (MSG)*** and earn an entry into the drawing for your Tier.
- Earn an additional entry for each additional \$1,000 in sales** over your **MSG**.
- Only one drawing prize per location. A chain with multiple locations may win at more than one location.
- There is a limit of 10 million entries for each drawing. If the total number of entries exceeds the limit, the total number of entries for each retailer will be reduced by an equal percentage in order to not exceed 10 million. The number of entries earned by a retailer will not be reduced below one.

Tier 1

Retailers with average weekly sales of \$10,000 or more during the **EP** or **AEP** earn up to \$200*** for reaching your **MSG*** plus an additional \$100*** for each additional \$1,000 in sales** over your goal.

# of Prizes	Prize Amount	Total
1	\$100,000	\$100,000
1	\$50,000	\$50,000
1	\$25,000	\$25,000
9	\$10,000	\$90,000
20	\$5,000	\$100,000
40	\$2,500	\$100,000
135	\$1,000	\$135,000
207		\$600,000

Tier 2

Retailers with average weekly sales of less than \$10,000 during the **EP** or **AEP** earn up to \$50*** for reaching your **MSG*** plus an additional \$75*** for each additional \$1,000 in sales** over your goal.

# of Prizes	Prize Amount	Total
1	\$50,000	\$50,000
1	\$10,000	\$10,000
10	\$5,000	\$50,000
20	\$2,500	\$50,000
150	\$1,000	\$150,000
180	\$500	\$90,000
362		\$400,000



Bonus Entries

Reach your **Minimum Sales Goal*** and earn one bonus drawing entry for every \$50 of **FIREBALL** on **Pick 3™** you sell during the program.



Reach your **Minimum Sales Goal*** and earn one bonus drawing entry for every \$50 of **FIREBALL** on **Daily 4™** you sell during the program.

Who is Not Eligible for RCIP #33

- Retailers who started selling after **March 14, 2020**.
- Retailers who did not have sales all 13 weeks either **August 25 – November 23, 2019**, or **March 8 – June 6, 2020**.
- Retailers who are not active as of **November 21, 2020**.
- **If the Texas Lottery identifies irregularities in pack settlements or returns, a retailer may be disqualified from retailer incentives and promotions.**

For more information, talk to your LSR or call 800-375-6886.

Meeting Your Minimum Sales Goal*

Dist _____ LSR _____ Day _____

Ret #	Name
EP or AEP Weekly Sales Average** (used to set Minimum Sales Goal*)	
Minimum Sales Goal* (will not be less than \$78,000)	Tier

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Incentive Sales Include

- Lotto Texas with Extra![®]
- Texas Two Step[®]
- Daily 4[™] plus FIREBALL
- Pick 3[™] plus FIREBALL
- All or Nothing[™]
- Cash Five[®]
- Lone Star Lineup[®]
- All Scratch Tickets

How to Track Your Progress

- Terminal – Select REPORTS then Retailer Incentive then Primary
- Lottery Services Portal (LSP) at tx-lsp.lotteryservices.com or call 800-375-6886
- Ask your lottery sales representative (LSR)

Eligibility Period (EP) August 25 – November 23, 2019

The EP is the same time period last year as this year's program. For retailers with sales all 13 weeks of the EP, your **Minimum Sales Goal* (MSG)** is your weekly sales average** during the EP x 13 weeks + 29.2% of that 13-week total + \$500. **MSG = ((EP \$avg x 13) + 29.2%) + \$500**

Example for retailer with \$6,000 weekly sales average last year (EP): $\$6,000 \times 13 = \$78,000$. $\$78,000 \times 1.292 = \$100,776$. $\$100,776 + \$500 = \text{MSG of } \$101,276$. Retailer's Average Weekly Sales to Make Goal = \$7,790.46.

Alternate Eligibility Period (AEP) March 8 – June 6, 2020

Retailers who do not have sales all 13 weeks of the EP must have sales all 13 weeks of the AEP. Your **MSG*** is your weekly sales average** during the AEP (adjusted for seasonality) x 13 weeks + 4.4% of that 13-week total + \$500.

MSG = ((AEP \$avg (adj) x 13) + 4.4%) + \$500

Program Payments***

- The Texas Lottery has a limited budget for retailer incentive payments in this program of \$7,500,000 plus \$1,000,000 for drawing prizes.
- Eligible retailers will be notified of final payment amount via letter, terminal report and LSP report prior to electronic funds transfer (EFT).
- Retailer Incentive EFT will occur on a different day (usually a Friday) than regular lottery bank sweep (usually a Wednesday).
- Pending audit, base program and drawing payments are tentatively planned for **January 1, 2021**.

* **Minimum Sales Goal** for eligible retailers will not be less than \$78,000.

** Incentive sales do not include *Mega Millions[®]*, *Megaplier[®]*, *Just the Jackpot[™]*, *Powerball[®]* or *Power Play[®]*.

*** If total retailer incentive payments exceed the allocated program budget, all payments will be reduced by an equal percentage in order to not exceed total program budget. Drawing prizes will not be reduced.