

Texas Lottery® Retailer Cash Incentive Program (RCIP) Overview

Budgetary Limitations

A budgetary allocation over and above the standard 5% sales commission provides funding for sales performance-based incentive programs. The Texas Lottery has a limited budget for retailer incentive payments in each program. If the total payments exceed the budgetary limitation, all payments will be reduced by an equal percentage in order to not exceed the allocated program budget. Drawing entries and prizes are not affected by the budgetary limitations. Funding for retailer bonuses **does not affect** the Retailer Cash Incentive Program.

Retailer Goals

All retailers have the same percent increase. Goals are based on year-over-year same store sales.

Tracking Retailer Status

Retailers may track their progress by viewing weekly updates on the terminal incentive report or by registering to use the Lottery Services Portal (LSP) at tx-lsp.lotteryservices.com.

LSP Reports:

Weekly progress in the current Primary RCIP can be tracked on the Incentive Status – Primary report. LSP also offers reports of all base program and drawing payments for completed Primary and Secondary RCIP.

Incentive Payment History - Primary
The information in this report is not audited.

Retailer Number: 123456 Reporting Period: Week to Date 03/02/2016
Business Name: LOTTERY STORE
Bill To Business Name: LOTTERY STORE
Bill To ID: 123456
State Tax ID: 123456789101

Retailer Type	Retailer ID	Business Name	Location City	Incentive ID	Incentive Plan Dates	Incentive Payment	Drawing Payment	Total Payment	Payment Date
Ind	123456	LOTTERY STORE	VERNON	1	9/6/2009 - 12/5/2009	\$150.00	\$500.00	\$650.00	01/15/2010
Ind	123456	LOTTERY STORE	VERNON	2	1/17/2010 - 4/17/2010	\$1,450.00	\$500.00	\$1,950.00	05/21/2010
Ind	123456	LOTTERY STORE	VERNON	3	5/9/2010 - 8/7/2010	\$0.00	\$0.00	\$0.00	
Ind	123456	LOTTERY STORE	VERNON	4	10/10/2010 - 1/8/2011	\$0.00	\$0.00	\$0.00	
Ind	123456	LOTTERY STORE	VERNON	5	2/6/2011 - 5/7/2011	\$6,200.00	\$500.00	\$6,700.00	06/17/2011
Ind	123456	LOTTERY STORE	VERNON	6	12/04/2011 - 2/11/2012	\$1,157.79	\$0.00	\$1,157.79	03/23/2012
Ind	123456	LOTTERY STORE	VERNON	7	3/4/2012 - 5/12/2012	\$1,825.22	\$0.00	\$1,825.22	06/08/2012
Ind	123456	LOTTERY STORE	VERNON	8	6/3/2012 - 8/11/2012	\$1,050.00	\$0.00	\$1,050.00	08/31/2012
Ind	123456	LOTTERY STORE	VERNON	9	8/26/2012 - 11/24/2012	\$975.00	\$500.00	\$1,475.00	12/14/2012
Ind	123456	LOTTERY STORE	VERNON	10	1/6/2013 - 4/6/2013	\$0.00	\$0.00	\$0.00	
Ind	123456	LOTTERY STORE	VERNON	11	5/5/2013 - 8/3/2013	\$825.00	\$0.00	\$825.00	08/30/2013
Ind	123456	LOTTERY STORE	VERNON	12	8/25/2013 - 11/23/2013	\$500.00	\$0.00	\$500.00	12/16/2013
Ind	123456	LOTTERY STORE	VERNON	13	1/5/2014 - 4/5/2014	\$650.00	\$0.00	\$650.00	04/28/2014
Ind	123456	LOTTERY STORE	VERNON	14	5/4/2014 - 8/2/2014	\$0.00	\$0.00	\$0.00	
Ind	123456	LOTTERY STORE	VERNON	15	8/24/2014 - 11/22/2014	\$0.00	\$0.00	\$0.00	
Ind	123456	LOTTERY STORE	VERNON	16	1/4/2015 - 4/4/2015	\$0.00	\$0.00	\$0.00	
Ind	123456	LOTTERY STORE	VERNON	17	5/3/2015 - 8/1/2015	\$3,435.97	\$0.00	\$3,435.97	08/31/2015
Ind	123456	LOTTERY STORE	VERNON	18	8/23/2015 - 11/21/2015	\$8,000.00	\$1,000.00	\$9,000.00	01/04/2016
Ind	123456	LOTTERY STORE	VERNON	19	01/03/2016-04/02/2016	NA	\$0.00	\$0.00	

Terminal Reports: Retailer Incentive

Retailers may view their status in the current Primary RCIP, as of last reconciliation week, including minimum goal, sales to date, potential cash earned to date, potential drawing entries to date and the estimated adjusted payment if the budget cap was exceeded at conclusion of program.

At the end of the most recent Secondary incentive program, audited results are available via the **Retailer Incentive – Secondary** report on the terminal and LSP.

Benefits to Retailers and Texas

As of January 10, 2020, over **\$180.90 million** has been awarded to retailers in 30 primary and seven secondary retailer cash incentive programs since the RCIP was introduced September 2009. Through their participation,

Texas Lottery retailers have earned extra revenue for their businesses while generating more than **\$2.36 billion** in additional lottery sales to yield more than **\$398.04 million** in incremental revenue.

TEXAS LOTTERY
THU JAN25 2018 06:11:18 CT
Printed at Retailer # 123456
RETAILER INCENTIVE PROGRAM
PRIMARY #24
STATUS AS OF SAT 25-NOV-2017
WEEK 13 OF 13 WEEKS
RETAILER 123456

MINIMUM GOAL	\$	83,169.48
SALES TO DATE	\$	80,612.48
BALANCE NEEDED TO MAKE GOAL	\$	2,557.48
POTENTIAL CASH	\$	0.00
POTENTIAL ENTRIES		0
POTENTIAL BONUS ENTRIES		0
POTENTIAL GOAL ENTRIES		0
WKLY SALE AVG TO MAKE GOAL	\$	0.00
EST ADJUSTED PYMT	\$	0.00

SALES EXCLUDE
MEGA MILLIONS, MEGAFLIER,
POWERBALL AND POWER PLAY
** UNAUDITED RESULTS **