

TEXAS LOTTERY COMMISSION
Instant Ticket Game Closing Analysis
SUMMARY REPORT

Instant Ticket Information

Date Completed 9/12/2016

Game #	1765	Confirmed Packs	1,718
Game Name	Gas Monkey Garage	Active Packs	1,235
Quantity Printed	7,326,375	Warehouse Packs	7,160
Price Point	\$2	Returned Packs	3,294
Start Date	3/21/2016	Printed Payout Percentage	64.89%
Top Prize	\$ 25,000	Percent Sold	75.55%
Number of Top Prizes Remaining	1	Number of Weeks Out	24

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 109,871	Actual ticket production costs
2nd chance draw prizes	\$ 867,330	Includes 2nd chance draw prizes + fed withholding taxes
Prize payout expense	\$ 6,054,548	Data from Instant Ticket Tier Liability screen in ES
Estimated Direct Costs	\$ 7,031,749	

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 11,070,153	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 11,070,153	

Excess of Revenue over Expended \$ 4,038,404

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	\$	92,266
Next week	\$	90,518
Next week	\$	120,738
Avg Weekly Sales Current Game	\$	101,174
Avg Weekly Sales \$5, 5M-9 99M Qty	\$	641,811
Percentage Of Variance In Sales		84%

TEXAS LOTTERY COMMISSION
Instant Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	1765	Printed Payout Percentage	64.89%
Game Name	Gas Monkey Garage	Actual Payout Percentage	62.53%
Percent Sold	75.55%	Number of Weeks Out	24
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run			21

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)

Out of office

 Instant Product Coordinator Date

[Signature] *9/12/16*

 Products Manager Date

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

[Signature] *9/13/16*

 Lottery Operations Division Director Date

Kathy Ryna *9/13/16*

 Controller Date

[Signature] *9/14/16*

 Executive Director Date


Play the Games of Texas!

Da Vinci Report 9/7/16

Week End Date 9/3/16

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														9/3/16	8/27/16	8/20/16	8/13/16
Baseline	1757	\$1	12,237,450	\$7 MILLION PAYOUT	8/1/16			5	36.46%	18,340	12,359	18,523	3	\$954,438.00	\$932,746.00	\$940,600.00	\$842,347.00
	1809	\$1	10,275,750	TEXAS A&M UNIVERSITY	9/6/16			0	0.39%	17,355	2,067	36,415	0	\$0	\$0	\$0	\$0
	1810	\$1	10,206,150	THE UNIVERSITY OF TEXAS	9/6/16			0	0.45%	17,103	2,278	35,955	0	\$0	\$0	\$0	\$0
	1800	\$1	30,135,750	WEEKLY BONUS	6/20/16			11	20.45%	14,006	9,678	134,445	3	\$527,890.00	\$506,561.00	\$512,303.00	\$551,626.00
	1802	\$2	29,893,250	BREAK THE BANK	8/1/16			5	5.78%	12,255	7,684	203,190	1	\$1,150,732.00	\$937,590.00	\$627,030.00	\$229,000.00
	1805	\$2	6,028,375	PITBULL	7/18/16			7	38.69%	12,623	8,657	7,054	23	\$779,536.00	\$535,060.00	\$608,908.00	\$652,094.00
	1785	\$3	8,088,250	BACK TO SCHOOL CROSSWORD	7/5/16			9	49.54%	15,818	8,377	6,563	7	\$1,539,384.00	\$1,513,881.00	\$1,527,900.00	\$1,417,824.00
	1801	\$3	20,504,625	TEXAS LOTERIA	6/27/16			10	16.29%	20,647	9,820	194,867	0	\$1,490,649.00	\$1,381,245.00	\$1,339,200.00	\$1,232,715.00
	1811	\$5	8,192,325	\$100,000 CASH	9/6/16			0	0.50%	18,842	4,151	72,014	0	\$0	\$0	\$0	\$0
	1799	\$5	20,213,625	\$100,000 SUPER CASHWORD	7/18/16			7	13.75%	18,095	8,860	203,488	1	\$1,977,820.00	\$1,798,285.00	\$1,827,775.00	\$1,912,095.00
	1758	\$5	8,317,950	\$27 MILLION PAYOUT	8/15/16			3	26.84%	22,423	9,674	44,362	0	\$3,813,715.00	\$3,885,135.00	\$2,100,160.00	\$0
	1766	\$5	5,626,350	50X FAST CASH	6/20/16			11	68.58%	12,331	7,237	1,929	164	\$1,107,740.00	\$1,075,705.00	\$1,201,925.00	\$1,323,915.00
	1776	\$5	9,894,750	COWBOYS	8/1/16			5	13.66%	15,546	10,159	86,445	1	\$1,421,655.00	\$1,306,390.00	\$1,409,325.00	\$1,265,750.00
	1777	\$5	5,529,750	HOUSTON TEXANS	8/1/16			5	15.69%	15,448	9,416	35,739	12	\$1,016,265.00	\$889,735.00	\$811,225.00	\$695,030.00
	1597	\$5	8,199,000	LUCKY NUMBERS	7/5/16			9	38.81%	14,254	7,408	44,000	2	\$1,255,470.00	\$1,292,245.00	\$1,381,670.00	\$1,489,710.00
	1763	\$5	7,329,450	WILD CASH	6/6/16			13	61.75%	9,162	5,874	20,912	67	\$1,014,380.00	\$971,605.00	\$1,083,160.00	\$1,233,990.00
	1759	\$10	28,632,550	\$200 MILLION PAYOUT	8/1/16			5	11.50%	33,491	11,339	456,180	5	\$6,073,710.00	\$5,883,900.00	\$6,661,400.00	\$7,405,980.00
	1769	\$10	5,500,500	\$250,000 EXTREME GREEN	7/5/16			9	46.59%	18,138	10,058	28,385	2	\$2,444,640.00	\$2,396,140.00	\$2,439,580.00	\$2,503,230.00
	1764	\$20	6,112,700	\$1,000,000 RICHES	8/15/16			3	10.88%	26,916	9,279	178,103	4	\$4,127,680.00	\$4,487,940.00	\$3,241,720.00	\$0
	1734	\$20	5,908,875	MILLIONAIRE'S CLUB	6/6/16			13	39.67%	20,285	7,311	112,990	8	\$2,619,160.00	\$2,459,260.00	\$2,770,300.00	\$3,144,280.00
Mature	1626	\$1	1,091,250	DID I WIN?	9/12/14			103	0.00%	0	0	3,253	708	\$0	\$0	\$0	\$0
	1738	\$1	25,696,500	HIT \$5,000	1/4/16			35	88.40%	8,410	5,140	4,409	4	\$315,339.00	\$288,953.00	\$299,050.00	\$301,692.00
	1689	\$1	11,210,100	LUCKY BUCKS	5/2/16			18	79.10%	6,260	5,055	2,459	59	\$281,911.00	\$286,424.00	\$294,150.00	\$329,854.00
	1447	\$1	860,400	MONEY CRAZE	9/17/12			207	0.00%	0	0	0	258	\$0	\$0	\$0	\$0
	1754	\$2	7,037,250	CATS VS DOGS - DOGS VS CATS	4/18/16			20	69.78%	2,713	1,819	5,941	5,152	\$134,498.00	\$123,072.00	\$185,000.00	\$198,384.00
	1765	\$2	7,326,375	GAS MONKEY GARAGE	3/21/16			24	75.55%	1,718	1,235	7,160	3,294	\$92,266.00	\$90,518.00	\$120,738.00	\$137,066.00
	1735	\$2	22,518,500	HIT \$50,000	1/4/16			35	71.47%	7,757	4,614	35,390	10	\$386,204.00	\$369,292.00	\$373,766.00	\$378,766.00
	1795	\$2	35,193,500	INSTANT BINGO	3/7/16			26	37.72%	15,717	9,402	147,921	5	\$998,076.00	\$909,402.00	\$912,382.00	\$904,628.00
	1708	\$2	7,032,375	QUEEN OF SPADES	5/16/16			16	71.38%	5,426	3,920	3,354	1,340	\$307,906.00	\$314,824.00	\$347,982.00	\$389,566.00
	1788	\$2	9,237,375	TRIPLE THE MONEY	5/9/16			17	64.12%	13,865	7,700	3,327	14	\$620,202.00	\$562,402.00	\$584,804.00	\$632,644.00

NO. OF TICKETS: 7,326,375
 NO. POOLS: 30.53
 PACK SIZE: 125.00
 PACKS/POOL: 1920.00
 PACKS/GAME: 58,611

MIN: 7,056,000
 MAX: 7,344,000

TEXAS LOTTERY COMMISSION
 "GAS MONKEY GARAGE" - GAME NUMBER 1765
 END OF PRODUCTION PRIZE STRUCTURE
 PRIZE FUND \$ 9,507,922.01
 November 20, 2015 VERSION 5

CASH PAYOUT % 58.9690809%
 TOTAL PAYOUT % 64.8883111%

PRIZE LEVEL	# OF WINS	TIER CODE	GET	WIN:	ODDS OF 1 IN:	WINNERS IN 30.53 POOLS	WINNERS IN 125 (PER PACK*)	WINNERS IN 240,000 (PER POOL)	PRIZE COST	PERCENT OF PRIZE FUND**	VALIDATION TIER LEVELS***	
1	1	L	\$2	\$2	10.42	703,075	12.00	23,040	\$ 1,406,150	14.79%		
2	1	L	\$2 (DBL)	\$4	13.88	527,658	9.00	17,280	\$ 2,110,632	22.20%		
3	1	L	\$4	\$4	41.64	175,955	3.00	5,760	\$ 703,820	7.40%		
4	1	L	\$5	\$5	62.46	117,306	2.00	3,840	\$ 586,530	6.17%		
5	1	L	\$5 (DBL)	\$10	166.46	44,012	0.75	1,440	\$ 440,120	4.63%		
6	4	L	\$2 (DBL) + (\$2 x 3)	\$10	124.92	58,648	1.00	1,920	\$ 586,480	6.17%		
7	1	L	\$10	\$10	499.92	14,655	0.25	480	\$ 146,550	1.54%		
8	6	L	(\$2 x 5) + \$5 (DBL)	\$20	501.84	14,599	0.25	480	\$ 291,980	3.07%	LOW TIER	
9	1	L	\$20	\$20	166.83	43,914	0.75	1,440	\$ 878,280	9.24%	75.21%	
10	2	M	\$5 (DBL) + \$20 (DBL)	\$50	2,398.94	3,054		100	\$ 152,700	1.61%		
11	3	M	\$5 (DBL) + (\$10 (DBL) x 2)	\$50	2,406.03	3,045		100	\$ 152,250	1.60%		
12	10	M	\$5 x 10	\$50	2,390.33	3,065		100	\$ 153,250	1.61%		
13	9	M	(\$2 x 5) + (\$5 x 2) + \$10 (DBL) + \$5 (DBL)	\$50	714.35	10,256		339	\$ 512,800	5.39%		
14	1	M	\$50	\$50	9,309.24	787		25	\$ 39,350	0.41%		
15	10	M	\$10 x 10	\$100	11,759.83	623		20	\$ 62,300	0.66%		
16	1	M	\$50 (DBL)	\$100	12,129.76	604		20	\$ 60,400	0.64%		
17	9	M	\$5 (DBL) + \$10 (DBL) + \$20 (DBL) + (\$5 x 6)	\$100	4,735.86	1,547		50	\$ 154,700	1.63%		
18	1	M	\$100	\$100	23,406.95	313		10	\$ 31,300	0.33%		
19	8	M	(\$100 (DBL) + \$50 (DBL) x 2) + (\$10 (DBL) x 5)	\$500	120,104.51	61		2	\$ 30,500	0.32%	MID TIER	
20	1	M	\$500	\$500	236,334.68	31		1	\$ 15,500	0.16%	14.36%	
21	1	H	\$25,000	\$25,000	1,465,275.00	5**			\$ 125,000	1.31%	HIGH TIER 1.34%	
				4.25	4.25	1,723,213	29.00	56,447	\$ 8,640,592	90.88%	90.88% **	
				4 Decimals:	4.2516							

SECOND CHANCE DRAWINGS*****					
Merchandise Prize Packs	\$395.00	1,200	\$	714,000.00	7.51%
Final Event Finalist (cash prizes)	\$10,000.00	4	\$	40,000.00	0.42%
Dodge Challenger SRT Hellcat Car Giveaway	\$75,000.00	1	\$	75,000.00	0.79%
Total Second Chance Prizes		1,205	\$	829,000.00	8.72%
				\$ 829,000.00	8.72%
Final Event Finalist Federal Withholding	\$3,332.67	4	\$	13,330.68	0.14%
Dodge Challenger SRT Hellcat Federal Withholding	\$24,999.33	1	\$	24,999.33	0.26%
		5	\$	38,330.01	0.40%
TOTAL (all prizes & taxes)		1,724,423		\$9,507,922.01	100.00%

2X symbol = Win DOUBLE the Prize Amount

2nd chance draw prize cost

\$ 829,000
 \$ 38,330.01
 \$ 867,330.01

Liability for 1765 / for Life to Date

Product Status: SmartCash Enabled Validation Range 02/25/2016 - 12/31/2037
 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	232959	\$465,918 00	470116	\$940,232.00	66.87%	4898831
2	2	N/A	\$4 00	162659	\$650,636 00	364999	\$1,459,996 00	69 17%	5067902
3	3	N/A	\$4 00	55395	\$221,580 00	120560	\$482,240 00	68 52%	5019850
4	4	N/A	\$5.00	35998	\$179,990 00	81308	\$406,540 00	69 31%	5078111
5	5	N/A	\$10 00	12890	\$128,900 00	31122	\$311,220 00	70.71%	5180665
6	6	N/A	\$10 00	16046	\$160,460 00	42602	\$426,020 00	72.64%	5321890
7	7	N/A	\$10 00	4406	\$44,060 00	10249	\$102,490 00	69.94%	5123713
8	8	N/A	\$20 00	3830	\$76,600 00	10769	\$215,380 00	73.77%	5404324
9	9	N/A	\$20 00	12835	\$256,700 00	31079	\$621,580 00	70 77%	5185052
10	0	N/A	\$50 00	869	\$43,450 00	2185	\$109,250 00	71 55%	5241692
11	0	N/A	\$50 00	860	\$43,000.00	2185	\$109,250 00	71 76%	5257185
12	0	N/A	\$50 00	798	\$39,900.00	2267	\$113,350 00	73.96%	5418888
13	0	N/A	\$50 00	2684	\$134,200 00	7572	\$378,600 00	73.83%	5409059
14	0	N/A	\$50 00	237	\$11,850.00	550	\$27,500 00	69.89%	5120084
15	0	N/A	\$100.00	161	\$16,100 00	462	\$46,200 00	74 16%	5433042
16	0	N/A	\$100.00	178	\$17,800 00	426	\$42,600 00	70.53%	5167277
17	0	N/A	\$100 00	444	\$44,400 00	1103	\$110,300 00	71.30%	5223653
18	0	N/A	\$100 00	100	\$10,000 00	213	\$21,300 00	68 05%	4985680
19	0	N/A	\$500 00	21	\$10,500 00	40	\$20,000 00	65.57%	4804180
20	0	N/A	\$500 00	10	\$5,000 00	21	\$10,500 00	67 74%	4963028
21	0	N/A	\$25,000.00	1	\$25,000.00	4	\$100,000 00	80 00%	5861100
Totals				543381	\$2,586,044.00	1,179,832	\$6,054,548.00		

09/07/16

Game Name Game # Invoice Vendor TLC PO #
Gas Monkey Garage 1796 90086606 IGT 362-16-9009 RL017

Truck #	Description/Tickets	Unit Price	Amount
1	Delivered		
	7,326,375 tickets	\$0.01447	106,012.65
	7,326,375 full uv	\$0.00128	9,377.76
			<hr/> 115,390.41

Delivered	7,326,375
Ordered	7,200,000
2% under	7,056,000
2% over	7,344,000
Accetable Range	0

Sub-total 115,390.41

Less Sanction Letter dated
2/10/16 total amt is \$826,628.60
processed \$821,108.74 to invoice
#90086608, game 1796 and
leaving a balance of \$5,519.86 to

2		519.86	<hr/> 5,519.86
			109,870.55

Instant Ticket Game Analysis
2/23/14-2/27/16

Average Number of Weeks for 85% Average Sell Through

Print Quantities	Price Point				Print Quantities	Price Point			
	\$1	\$2	\$3	\$5		\$10	\$20	\$25	\$50
< 5M	None	None	None	None	2M	None	None	None	None
5M-9.99M	Week 16	Week 21	Week 21*	Week 22	3M	None	Week 12*	None	Week 71*
10M-14.99M	Week 17	None	Week 26	Week 31	4M	Week 15*	Week 28*	None	None
15M-19.99M	None	None	Week 40*	Week 51	5M	Week 18	Week 47*	None	None
20M-24.99M	Week 36	None	Week 25	Week 39	6M	Week 26	None	None	None
25M-29.99M	Week 24*	Week 39*	Week 32*	None	7M	None	None	None	None
30M-34.99M	Week 51*	Week 66*	None	None	8M	Week 19	None	None	None
>35M	None	None	None	None	>9M	None	Week 39*	None	None

Average Weekly Dollar Sales at 85% Average Sell Through

Print Quantities	Price Point				Print Quantities	Price Point			
	\$1	\$2	\$3	\$5		\$10	\$20	\$25	\$50
< 5M	None	None	None	None	2M	None	None	None	None
5M-9.99M	\$476,747	\$641,811	\$888,939	\$1,723,223	3M	None	\$5,141,903	None	\$2,195,114
10M-14.99M	\$577,433	None	\$1,236,839	\$1,456,631	4M	\$2,420,727	\$2,572,436	None	None
15M-19.99M	None	None	\$1,056,146	\$1,448,693	5M	\$2,609,962	\$2,150,202	None	None
20M-24.99M	\$523,049	None	\$2,123,051	\$2,266,672	6M	\$2,024,322	None	None	None
25M-29.99M	\$906,926	\$1,139,763	\$1,998,723	None	7M	None	None	None	None
30M-34.99M	\$521,486	\$790,002	None	None	8M	\$4,563,190	None	None	None
>35M	None	None	None	None	>9M	None	\$4,464,715	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
Unaudited - For Internal Use Only