

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

**Scratch Ticket Information**

Date Completed

4/30/2018

Game #	1794	Confirmed Packs	5,010
Game Name	\$5 Set For Life	Active Packs	2,864
Quantity Printed	25,316,700	Warehouse Packs	104,692
Price Point	\$5	Returned Packs	4
Start Date	3/21/2016	Printed Payout Percentage	67.98%
Top Prize	\$2,500/wk 20 yrs	Percent Sold	66.25%
Number of Top Prizes Remaining	1	Number of Weeks Out	110

**Current Game Sales Analysis**

**TANGIBLE COSTS**

**Expenditure Impact:**

Cost to print tickets	\$ 568,360	Actual ticket production costs
Prize payout expense	\$ 56,797,855	Data from Instant Ticket Tier Liability screen in ES

**Estimated Direct Costs** \$ 57,366,215

**TANGIBLE BENEFITS**

**Revenue Impact:**

Estimated sales	\$ 83,861,569	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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**Total Estimated Benefits** \$ 83,861,569

**Excess of Revenue over Expended** \$ 26,495,354

**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**

	<u>Previous 3 Weeks Sales from DaVinci</u>	
Most recent week sales	\$	540,265
Next week	\$	545,930
Next week	\$	609,165
Avg Weekly Sales Current Game	\$	565,120
Avg Weekly Sales \$5; 20M -24.99M Qty*	\$	1,450,990
<b>Percentage Of Variance In Sales</b>		<b>61%</b>

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

**Instant Ticket Information**

Game #	1794	Printed Payout Percentage	67.98%
Game Name	\$5 Set For Life	Actual Payout Percentage	67.73%
Percent Sold	66.25%	Number of Weeks Out	110
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.*			59

\* There were no games at the 25-29.99M range so the 20-24.99M range was used.

**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 Bowersock*      *4/30/18*  
Instant Product Coordinator      Date

*RPM*      *5/6/18*  
Products Manager      Date

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

*R-n*      *5-7-18*  
Lottery Operations Division Director      Date

*Kathy Ryan*      *5/8/18*  
Controller      Date

*Ray King*      *5/8/18*  
Executive Director      Date



Da Vinci Report  
Week End Date: 4/28/18  
4/30/18

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales				
														4/28/18	4/21/18	4/14/18	4/7/18	
Mature	1871	\$5	15,075,300	\$100,000 BING-O-RAMA	10/21/17			30	56.14%	12,935	7,679	65,465	10	\$1,087,475.00	\$1,166,525.00	\$1,189,235.00	\$1,222,460.00	
	1794	\$5	25,316,700	\$5 SET FOR LIFE	3/21/16			110	66.25%	5,010	2,864	104,692	4	\$540,265.00	\$545,930.00	\$609,165.00	\$572,620.00	
	1862	\$5	18,021,075	BONUS BREAK THE BANK	11/29/17			21	46.60%	16,556	8,520	100,527	3	\$1,815,010.00	\$1,846,330.00	\$1,909,395.00	\$1,909,650.00	
	1859	\$5	22,450,575	CROSSWORD CONNECT	6/28/17			43	57.61%	12,480	6,614	105,384	13	\$1,470,595.00	\$1,406,720.00	\$1,460,725.00	\$1,406,275.00	
	2023	\$5	7,120,425	DAZZLING DOLLARS X9	1/15/18			15	88.02%	6,322	3,501	0	152	\$793,955.00	\$979,875.00	\$1,144,920.00	\$1,258,040.00	
	2013	\$5	21,411,450	LUCKY 75	12/18/17			19	53.90%	17,890	6,861	104,299	4	\$2,142,330.00	\$2,246,145.00	\$2,319,430.00	\$2,418,670.00	
	2020	\$5	9,179,325	MONEY	1/2/18			17	53.91%	9,560	4,819	40,427	18	\$661,925.00	\$678,460.00	\$805,515.00	\$830,350.00	
	1891	\$5	8,444,025	STRIKE IT RICH	11/15/17			23	49.31%	3,073	1,584	48,340	2,657	\$186,480.00	\$229,465.00	\$244,440.00	\$278,470.00	
	1877	\$5	40,544,550	SUPER LOTERIA	12/11/17			20	26.39%	27,093	10,649	338,881	2	\$3,849,690.00	\$3,845,430.00	\$3,903,840.00	\$3,700,275.00	
	1759	\$10	28,632,550	\$200 MILLION PAYOUT	8/1/16			91	65.52%	8,424	3,817	182,656	21	\$1,226,580.00	\$1,245,150.00	\$1,243,280.00	\$1,240,370.00	
	1860	\$10	13,338,450	BIG PLAY CASHWORD	7/17/17			41	58.93%	13,407	6,423	87,203	3	\$1,677,450.00	\$1,710,150.00	\$1,686,530.00	\$1,745,420.00	
	1885	\$10	26,550,900	MEGA LOTERIA	9/18/17			32	48.42%	25,241	9,263	229,173	2	\$4,747,550.00	\$4,812,460.00	\$4,730,500.00	\$4,719,410.00	
	2018	\$10	14,595,550	SUPER 75	1/2/18			17	45.99%	19,559	7,207	127,999	5	\$3,295,900.00	\$3,286,060.00	\$3,228,760.00	\$3,279,010.00	
	1897	\$10	9,120,050	TEXAS LOTTERY BLACK	9/9/17			34	86.90%	8,634	4,369	8,844	13	\$1,256,240.00	\$1,305,700.00	\$1,319,810.00	\$1,401,480.00	
	2021	\$20	9,179,100	\$1,000,000 BIG MONEY	1/2/18			17	28.42%	18,880	6,694	234,840	16	\$1,663,460.00	\$1,796,760.00	\$1,824,100.00	\$1,940,060.00	
	1845	\$20	7,210,600	100 MILLION GOLDEN TREASURES	8/7/17			38	56.59%	9,158	3,514	110,397	30	\$638,700.00	\$872,900.00	\$862,720.00	\$956,380.00	
	1671	\$20	34,144,650	\$500,000,000 CASH	5/18/15			154	36.79%	5,793	2,033	853,746	30	\$860,960.00	\$795,640.00	\$824,440.00	\$797,240.00	
	1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			50	21.58%	17,315	6,749	1,083,207	15	\$1,760,800.00	\$1,815,980.00	\$1,830,100.00	\$1,913,860.00	
	2014	\$20	9,178,150	MEGA 75	12/4/17			21	49.67%	23,726	6,155	151,866	3	\$3,326,500.00	\$3,257,720.00	\$3,221,760.00	\$3,402,600.00	
	1898	\$20	5,014,925	TEXAS LOTTERY GOLD	9/6/17			34	85.96%	11,424	4,051	10,600	27	\$1,122,700.00	\$1,148,520.00	\$1,124,800.00	\$1,247,420.00	
	2002	\$20	5,959,050	ULTIMATE CROSSWORD/BINGO	10/21/17			30	58.20%	13,852	4,627	78,556	22	\$1,681,900.00	\$1,724,480.00	\$1,735,360.00	\$1,724,120.00	
	1899	\$50	3,634,340	TEXAS LOTTERY PLATINUM	10/16/17			28	47.58%	11,087	3,719	78,197	38	\$1,839,500.00	\$1,868,300.00	\$1,822,050.00	\$1,939,500.00	
	1870	\$50	3,579,720	ULTIMATE MILLIONS	4/17/17			54	86.09%	6,289	2,332	14,692	32	\$1,304,650.00	\$1,283,900.00	\$1,202,250.00	\$1,307,450.00	
Out of Wareh	2024	\$1	9,211,950	WILD 9'S	3/5/18			8	72.65%	8,809	7,036	4	36	\$603,608.00	\$683,015.00	\$739,432.00	\$885,477.00	
Sold/Closing	2019	\$1	9,298,950	FAST \$90S	12/4/17			21	93.97%	597	523	0	1,294	\$36,362.00	\$39,331.00	\$58,023.00	\$65,203.00	
	1894	\$1	20,568,550	TEXAS LOTTERY RED	9/5/17			34	67.03%	1,774	2,077	36,314	1,438	\$131,117.00	\$166,841.00	\$188,647.00	\$198,219.00	
	2007	\$1	26,926,720	\$5 POUCH - HOLIDAY	11/6/17			25	39.85%	1,469	299	174,567	23,341	\$14,943.75	\$18,037.50	\$18,646.25	\$24,546.25	
	2085	\$2	4,987,375	FELZ NAVIDAD	11/15/17			23	90.43%	55	5	15	2,902	-\$12,404.00	-\$42,438.00	-\$51,102.00	\$9,896.00	
	2003	\$2	7,342,000	VETERANS CASH	10/16/17			28	83.59%	2,878	1,997	419	841	\$27,334.00	\$164,478.00	\$165,450.00	\$191,522.00	
	1868	\$3	35,655,625	BONUS CASHWORD	3/6/17			60	97.49%	1,065	305	0	646	\$155,565.00	\$408,561.00	\$770,646.00	\$1,110,579.00	
	1895	\$3	8,990,500	TEXAS LOTTERY BLUE	9/6/17			34	66.05%	135	164	16,113	3,419	-\$6,360.00	\$4,059.00	\$80,319.00	\$213,444.00	
	2010	\$5	7,326,675	\$500 FRENZY	12/4/17			21	92.72%	3,304	2,319	43	287	\$386,270.00	\$477,725.00	\$562,860.00	\$654,535.00	

Da Vinci

Liability for 1794 / for Life to Date

Product Status: Active

SmartCash Enabled: N/A

Validation Range: 01/22/2016 - 12/31/2037

Outstanding Prizes

Tier Ref	SmartCash	Tier Value	Count	Amount	Tickets		% paid	Est. Tickets Sold
					Life to Date	Amount Paid Life to Date		
1	N/A	\$5.00	1114497	\$5,572,485.00	1923347	\$9,616,735.00	63.31%	16028735
2	N/A	\$10.00	243823	\$2,438,230.00	431369	\$4,313,690.00	63.89%	16174420
3	N/A	\$10.00	698668	\$6,986,680.00	1326706	\$13,267,060.00	65.50%	16583513
4	N/A	\$20.00	60413	\$1,208,260.00	108258	\$2,165,160.00	64.18%	16249001
5	N/A	\$20.00	114716	\$2,294,320.00	222928	\$4,458,560.00	66.02%	16715242
6	N/A	\$50.00	7516	\$375,800.00	13553	\$677,650.00	64.33%	16285406
7	N/A	\$50.00	28533	\$1,426,500.00	55911	\$2,795,550.00	66.21%	16762375
8	N/A	\$50.00	14215	\$710,750.00	27974	\$1,398,700.00	66.31%	16786588
9	N/A	\$50.00	65229	\$3,261,450.00	124625	\$6,231,250.00	65.64%	16618526
10	N/A	\$100.00	766	\$76,600.00	1359	\$135,900.00	63.95%	16190774
11	N/A	\$100.00	2205	\$220,500.00	4131	\$413,100.00	65.20%	16506200
12	N/A	\$100.00	726	\$72,600.00	1391	\$139,100.00	65.71%	16634638
13	N/A	\$100.00	7221	\$722,100.00	13927	\$1,392,700.00	65.85%	16672294
14	N/A	\$100.00	1500	\$150,000.00	2894	\$289,400.00	65.86%	16674221
15	N/A	\$100.00	7189	\$718,900.00	13915	\$1,391,500.00	65.94%	16692659
16	N/A	\$100.00	2891	\$289,100.00	5577	\$557,700.00	65.86%	16673504
17	N/A	\$100.00	2912	\$291,200.00	5566	\$556,600.00	65.65%	16620989
18	N/A	\$500.00	18	\$9,000.00	35	\$17,500.00	66.04%	16718575
19	N/A	\$500.00	36	\$18,000.00	70	\$35,000.00	66.04%	16718575
20	N/A	\$500.00	35	\$17,500.00	73	\$36,500.00	67.59%	17112214
21	N/A	\$500.00	34	\$17,000.00	70	\$35,000.00	67.31%	17040086
22	N/A	\$500.00	18	\$9,000.00	35	\$17,500.00	66.04%	16718575
23	N/A	\$500.00	19	\$9,500.00	34	\$17,000.00	64.15%	16240901
24	N/A	\$500.00	36	\$18,000.00	73	\$36,500.00	66.97%	16955220
25	N/A	\$500.00	20	\$10,000.00	33	\$16,500.00	62.26%	15763228
26	N/A	\$1,000.00	4	\$4,000.00	7	\$7,000.00	63.64%	16110627
27	N/A	\$1,000.00	26	\$26,000.00	53	\$53,000.00	67.09%	16984621
28	N/A	\$1,000.00	12	\$12,000.00	28	\$28,000.00	70.00%	17721689
29	N/A	\$1,000.00	14	\$14,000.00	27	\$27,000.00	65.85%	16671972
30	N/A	\$1,000.00	29	\$29,000.00	51	\$51,000.00	63.75%	16139396
31	N/A	\$10,000.00	2	\$20,000.00	3	\$30,000.00	60.00%	15190019
32	N/A	\$10,000.00	7	\$70,000.00	14	\$140,000.00	66.67%	16877799
33	N/A	\$2,150,000.00	1	\$2,150,000.00	3	\$6,450,000.00	75.00%	18987522
Totals:			2373331	\$29,248,625.00	4,284,040	\$56,797,855.00		

04/30/18

Game Name      Game #   Invoice      Vendor      TLC PO #  
 \$5 Set For Life      1794   90086074      IGT      362-16-9009 RL010

Truck #	Description/Tickets Delivered		Unit Price Per 1000	Amount
1	3,590,250	tickets	\$0.01989	71,410.07
	3,590,250	full uv	\$0.00256	9,191.04
				<u>80,601.11</u>
2	3,669,525	tickets	\$0.01989	72,986.85
	3,669,525	full uv	\$0.00256	9,393.98
				<u>82,380.84</u>
3	3,665,625	tickets	\$0.01989	72,909.28
	3,665,625	full uv	\$0.00256	9,384.00
				<u>82,293.28</u>
4	3,630,300	tickets	\$0.01989	72,206.67
	3,630,300	full uv	\$0.00256	9,293.57
				<u>81,500.24</u>
5	3,639,600	tickets	\$0.01989	72,391.64
	3,639,600	full uv	\$0.00256	9,317.38
				<u>81,709.02</u>
6	3,656,850	tickets	\$0.01989	72,734.75
	3,656,850	full uv	\$0.00256	9,361.54
				<u>82,096.28</u>
7	3,464,550	tickets	\$0.01989	68,909.90
	3,464,550	full uv	\$0.00256	8,869.25
				<u>77,779.15</u>

Delivered      25,316,700  
 Ordered      25,200,000  
 2% under      24,696,000  
 2% over      25,704,000  
 Accetable  
 Range      0

Total      568,359.92

NO. OF TICKETS: 25,316,700  
 MIN: 24,696,400  
 NO. POOLS: 210,97  
 MAX: 25,704,000  
 PACK SIZE: 75.00  
 PAGES/POOL: 1,696.00  
 PRIZES/GAME: 337,556  
 25,316,700

MIN: 24,696,400  
 MAX: 25,704,000  
 \$5 TICKETS: \$124,583,500 - REVENUE  
 PRIZE FUND - \$86,646,480  
 PAYOUT % - 67.9766832%

PRIZE	#	TIER	TIER CODE	GELT	WINNERS IN	WINNERS IN (PER TICKET)	WINNERS IN (PER POOL)	PRIZE	PERCENT OF PRIZE FUND**	VALIDATION TIER LEVLS
1	1	L	L	\$5	3,037,844	9.00	14,400.00	\$15,189,200	17.65%	
2	1	L	L	\$10	675,192	2.00	3,200.00	6,751,920	7.84%	
3	2	L	L	\$5 x 2	2,025,374	6.00	9,600.00	20,253,740	23.54%	
4	1	L	L	\$10	150,110	0.50	800.00	3,375,420	3.92%	LOW TIER
5	3	L	L	(\$5 x 2) - \$10	337,644	1.00	1,600.00	6,752,880	7.95%	60.81%
6	1	M	M	\$50	21,069	21,069	100.00	1,053,450	1.22%	
7	7	M	M	(\$10 x 3) + (\$5 x 4)	84,444	42,189	400.00	4,212,280	4.91%	
8	5	M	M	(\$10 x 3) + \$15 + \$5	299,800	200.00	2,000.00	2,109,450	2.45%	
9	1	M	M	\$100	133,350	133,350	900.00	9,402,700	11.03%	
10	1	M	M	\$200 (GX)	11,913,740	2,125	10.00	212,500	0.23%	
11	1	M	M	\$50 x 2	3,995,690	6,336	30.00	633,600	0.74%	
12	2	M	M	\$100 (GX) + (\$5 x 8) - \$10	1,197,120	2,117	10.00	211,700	0.23%	
13	4	M	M	\$100 (GX) + (\$5 x 8) - \$10	1,197,120	2,148	10.00	211,480	0.23%	
14	4	M	M	\$100 (GX) + (\$5 x 8) - \$10	5,761,650	4,984	21.00	439,400	0.51%	
15	20	M	M	\$5 x 20	1,989,620	21,104	100.00	2,110,400	2.45%	
16	9	M	M	(\$20 x 2) + (\$5 x 4) + (\$15 x 2) - \$10	2,988,690	8,468	40.00	847,800	0.99%	
17	8	M	M	\$100 (GX) + (\$5 x 8) - \$20	4,776,738	8,478	40.00	847,800	0.99%	
18	1	M	M	\$500	338,836.79	106	0.25	26,500	0.03%	
19	20	M	M	(\$10 x 4) + (\$15 x 4) - (\$50 x 3) - (\$30 x 3)	334,413.80	104	0.50	54,000	0.06%	
20	20	M	M	(\$10 x 10) - (\$20 x 3) - (\$50 x 4) - \$100	234,429.81	104	0.50	52,000	0.06%	
21	17	M	M	(\$10 (GX) x 2) - (\$50 x 4) + (\$20 (GX) x 10)	477,673.58	53	0.25	26,500	0.03%	
22	10	M	M	\$50 x 10	477,673.58	53	0.25	26,500	0.03%	
23	10	M	M	(\$10 (GX) x 10)	232,263.30	109	0.50	54,500	0.06%	
24	16	M	M	\$5 (GX) + (\$15 x 3) + (\$20 x 3) - (\$50 x 4) + \$100	222,263.30	55	0.25	26,500	0.03%	
25	14	M	M	\$100 + \$20 (GX) - (\$50 x 2) + (\$20 x 10)	477,673.58	53	0.25	26,500	0.03%	
26	1	H	H	\$50 x 20	2,301,518.18	79	-	79,000	0.09%	MID TIER
27	20	H	H	\$1000 (GX) + (\$50 x 10)	320,464.56	40	-	40,000	0.04%	
28	11	H	H	(\$100 (GX) + (\$50 x 10)	632,917.50	41	-	41,000	0.04%	
29	8	H	H	\$500 + (\$100 x 3) + (\$50 x 4)	617,480.49	40	-	40,000	0.04%	
30	6	H	H	\$100 (GX) - (\$20 (GX) x 5)	316,438.75	80	-	80,000	0.09%	
31	1	H	H	\$10,000	5,063,340.00	5	-	50,000	0.06%	
32	1	H	H	\$10,000	1,203,557.14	4	-	210,000	0.24%	HIGH TIER
33	1	H	H	\$2,500 a week for 20 Years	6,329,175.00	21	-	8,600,480	9.99%	10.99%

\*X\* symbol = WINX5  
 \*Money Bag\* symbol = Auto Win  
 Note: Annuity amount estimated at \$2,150,000.00

\*\*\* SET FOR LIFE - (\$2,500 A WEEK FOR 20 YEARS) SCRATCH TICKET GAME NUMBER 1794  
 END OF PRODUCTION PRIZE STRUCTURE  
 October 29, 2015 - VERSION 4

Consolidated odds are 1 in:

Prize	Odds
\$5	8.33
\$10	9.37
\$20	50.00
\$50	75.00
\$100	341.33
\$500	30,619.25
\$1,000	100,863.25
\$10,000	973,192.25
\$2,500 a week for 20 yrs	6,329,175.00

WINNERS IN	PERCENT OF PRIZE FUND**	VALIDATION TIER LEVLS
3,037,844	17.65%	
2,700,566	7.84%	
506,315	23.54%	
337,556	3.92%	LOW TIER
341,133	7.95%	60.81%
74,170	1.22%	
639	4.91%	
251	2.45%	
36	11.03%	
4	0.23%	
76	0.74%	
41	0.23%	
104	0.23%	
53	0.23%	
109	0.23%	
55	0.03%	
79	0.03%	
40	0.06%	
41	0.06%	
80	0.09%	
5	0.06%	
21	0.24%	HIGH TIER
4	9.99%	10.99%

\*\* Numbers are rounded.  
 \*\*\* Low Tier-\$1-\$24.99, Mid Tier-\$25-\$59.99, High Tier-\$60+ (Used for Validation Purpose)  
 \*\*\*\* Guarantee prize delivery to TIC  
 Note: There will be no more than 22 winners per pack

**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	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**

Print Quantities	Price Point					Print Quantities	Price Point		
	\$1	\$2	\$3	\$5			\$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  
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