

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed 4/30/2018

Game #	1879	Confirmed Packs	3,879
Game Name	Money Time	Active Packs	1,450
Quantity Printed	7,080,625	Warehouse Packs	-
Price Point	\$2	Returned Packs	521
Start Date	12/18/2017	Printed Payout Percentage	65.04%
Top Prize	\$ 30,000	Percent Sold	88.27%
Number of Top Prizes Remaining	3	Number of Weeks Out	19

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 111,938	Actual ticket production costs
Prize payout expense	\$ 7,702,994	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 7,814,932

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 12,500,135	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 12,500,135

Excess of Revenue over Expended \$ 4,685,203

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	\$	137,916
Next week	\$	168,482
Next week	\$	177,728
Avg Weekly Sales Current Game	\$	161,375
Avg Weekly Sales \$2; 5M-9.99M Qty	\$	743,055
Percentage Of Variance In Sales		78%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	<u>1879</u>	Printed Payout Percentage	<u>65.04%</u>
Game Name	<u>Money Time</u>	Actual Payout Percentage	<u>61.62%</u>
Percent Sold	<u>88.27%</u>	Number of Weeks Out	<u>19</u>
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			<u>19</u>

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 Bowusak 4/30/18
Instant Product Coordinator Date

R. M. 5/6/18
Products Manager Date

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

Lottery Operations Division Director

Controller

Executive

Date

**Not Required
>85% Sold**

LOTTERY

Play the Games of Texas!

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	4/29/18	4/30/18	4/1/18	4/7/18
Baseline	1622	\$1	11,141,400	PICK 3	2/5/18			12	57.12%	13,220	7,033	9,122	47	\$319,922.00	\$366,008.00	\$394,267.00	\$445,087.00	
	2037	\$1	9,299,250	SOME LIKE IT HOT	4/2/18			4	30.05%	19,492	11,823	9,421	5	\$790,760.00	\$811,023.00	\$779,020.00	\$413,679.00	
	1893	\$2	7,092,375	A CUT ABOVE	3/19/18			6	35.05%	16,790	9,615	8,811	2	\$740,010.00	\$829,848.00	\$926,614.00	\$993,334.00	
	2009	\$2	7,076,375	BLING	2/19/18			10	51.21%	12,621	6,059	6,756	70	\$475,472.00	\$534,764.00	\$677,620.00	\$839,948.00	
	2054	\$2	7,205,875	CRAZY CASH MULTIPLIER	4/16/18			2	10.03%	15,972	9,344	24,196	1	\$961,236.00	\$484,736.00	\$0	\$0	
	2081	\$3	35,675,375	DOUBLE BONUS CROSSWORD	3/15/18			6	9.22%	19,294	10,182	226,180	5	\$2,404,167.00	\$2,365,212.00	\$2,169,999.00	\$1,754,928.00	
	2045	\$5	11,005,125	20X THE CASH	4/16/18			2	12.65%	21,271	10,425	92,175	2	\$4,486,205.00	\$2,475,390.00	\$0	\$0	
	2038	\$5	7,339,500	CINCO	4/2/18			4	21.96%	23,532	10,897	40,135	3	\$1,707,900.00	\$2,069,440.00	\$2,593,930.00	\$1,687,200.00	
	2025	\$5	8,104,275	GAME OF LUCK	2/5/18			12	56.28%	13,419	5,991	26,084	104	\$943,085.00	\$1,006,380.00	\$1,171,840.00	\$1,245,690.00	
	2033	\$5	7,331,100	HIGH ROLLER	3/5/18			8	43.31%	19,558	8,919	25,427	7	\$1,309,130.00	\$1,434,345.00	\$1,524,210.00	\$1,650,605.00	
	2029	\$5	7,333,050	NUMBERS GAME	2/19/18			10	51.17%	16,932	6,841	21,713	98	\$968,815.00	\$1,145,890.00	\$1,328,075.00	\$1,406,125.00	
	2036	\$5	8,435,400	POWER 5S	3/19/18			6	43.09%	22,294	10,034	29,385	2	\$2,199,880.00	\$2,521,015.00	\$2,934,545.00	\$3,420,605.00	
	1847	\$10	6,118,800	\$250,000 CASH WINFALL	3/19/18			6	30.95%	23,755	9,461	48,696	4	\$2,651,580.00	\$2,939,950.00	\$3,239,730.00	\$3,501,700.00	
	2026	\$10	7,335,800	SUPER HIT SUPER TICKET	3/5/18			8	27.28%	25,149	7,772	71,606	41	\$1,955,830.00	\$2,120,950.00	\$2,178,850.00	\$2,307,000.00	
	1884	\$20	7,155,300	\$100 MILLION TEXAS RICHES	2/5/18			12	33.92%	24,775	7,190	154,476	4	\$2,639,540.00	\$2,718,640.00	\$2,756,020.00	\$3,034,600.00	
	2047	\$20	9,177,950	100X THE CASH	4/2/18			4	11.33%	37,765	8,554	273,280	2	\$4,942,820.00	\$5,330,400.00	\$6,036,460.00	\$4,479,700.00	
	2053	\$30	34,080,725	\$750 MILLION WINNERS CIRCLE	3/19/18			6	3.80%	31,778	9,260	1,266,132	7	\$5,676,150.00	\$5,984,100.00	\$6,316,770.00	\$6,712,620.00	
	2030	\$50	3,670,680	ULTIMATE 7S	2/19/18			10	23.16%	18,325	5,884	114,485	11	\$3,774,800.00	\$3,976,900.00	\$3,858,550.00	\$4,118,950.00	
Mature	1878	\$1	854,700	CASH ON THE SPOT	9/18/17			32	0.00%	0	0	4,661	171	\$0	\$0	\$0	\$0	\$0
	1626	\$1	1,091,250	DID I WIN?	9/12/14			189	0.00%	0	0	446	65	\$0	\$0	\$0	\$0	\$0
	2012	\$1	29,860,050	HOT 7S	1/2/18			17	45.24%	14,673	7,497	84,690	5	\$538,920.00	\$562,642.00	\$588,844.00	\$636,002.00	
	1804	\$1	829,650	LUCKY STARS	9/18/17			32	0.00%	0	0	2,970	378	\$0	\$0	\$0	\$0	\$0
	1857	\$1	30,420,450	WEEKLY HALF GRAND	10/2/17			30	68.95%	13,690	9,054	37,764	14	\$505,896.00	\$529,598.00	\$562,907.00	\$554,635.00	
	1874	\$2	7,249,875	BIG MONEY	1/15/18			15	74.28%	8,372	4,448	64	510	\$404,466.00	\$464,460.00	\$517,340.00	\$587,800.00	
	1858	\$2	39,846,125	BREAK THE BANK	5/11/17			50	79.41%	17,520	9,535	34,503	6	\$1,242,588.00	\$1,271,960.00	\$1,304,708.00	\$1,286,948.00	
	1861	\$2	34,912,250	INSTANT BINCO	5/1/17			52	77.31%	14,900	8,738	36,738	5	\$1,063,190.00	\$1,077,920.00	\$1,107,706.00	\$1,124,990.00	
	1879	\$2	7,080,625	MONEY TIME	12/18/17			19	88.27%	3,879	1,450	0	521	\$137,916.00	\$168,482.00	\$177,728.00	\$214,382.00	
	2078	\$2	35,978,375	WEEKLY GRAND	1/10/18			15	16.77%	16,015	9,627	211,824	1	\$914,414.00	\$952,494.00	\$970,622.00	\$948,390.00	
	1806	\$3	41,524,725	TEXAS LOTERIA	3/14/17			59	66.23%	21,818	11,305	149,643	7	\$1,540,596.00	\$1,548,231.00	\$1,531,437.00	\$1,555,044.00	
	2016	\$3	16,392,375	WILD 7S	1/2/18			17	56.26%	13,917	9,661	31,238	4	\$1,386,690.00	\$1,433,043.00	\$1,445,664.00	\$1,543,155.00	

Da Vinci

Liability for 1879 / for Life to Date

Product Status:
Active

SmartCash Enabled:
N/A

Validation Range: 09/20/2017 - 12/31/2037

Outstanding Prizes

Tier Ref	SmartCash	Tier Value	Count	Amount	Tickets		Est. Tickets Sold
					Paid Life to Date	Amount Paid Life to Date	
1	1	N/A	136357	\$272,714.00	543509	\$1,087,018.00	79.94%
2	2	N/A	48128	\$192,512.00	235074	\$940,296.00	83.01%
3	3	N/A	41040	\$164,160.00	185500	\$742,000.00	81.88%
4	4	N/A	14737	\$73,685.00	70208	\$351,040.00	82.65%
5	5	N/A	10663	\$106,630.00	60212	\$602,120.00	84.96%
6	6	N/A	2025	\$20,250.00	12102	\$121,020.00	85.67%
7	7	N/A	2222	\$22,220.00	11905	\$119,050.00	84.27%
8	8	N/A	7938	\$158,760.00	48707	\$974,140.00	85.99%
9	9	N/A	1949	\$38,980.00	12201	\$244,020.00	86.23%
10	10	N/A	2141	\$42,820.00	12037	\$240,740.00	84.90%
11	0	N/A	952	\$47,600.00	6472	\$323,600.00	87.18%
12	0	N/A	956	\$47,800.00	6125	\$306,250.00	86.50%
13	0	N/A	910	\$45,500.00	6184	\$309,200.00	87.17%
14	0	N/A	747	\$37,350.00	4675	\$233,750.00	86.22%
15	0	N/A	892	\$44,600.00	5057	\$252,850.00	85.01%
16	0	N/A	192	\$19,200.00	1275	\$127,500.00	86.91%
17	0	N/A	314	\$31,400.00	2037	\$203,700.00	86.64%
18	0	N/A	113	\$11,300.00	782	\$78,200.00	87.37%
19	0	N/A	239	\$23,900.00	1535	\$153,500.00	86.53%
20	0	N/A	101	\$10,100.00	490	\$49,000.00	82.91%
21	0	N/A	5	\$5,000.00	20	\$20,000.00	80.00%
22	0	N/A	1	\$1,000.00	14	\$14,000.00	93.33%
23	0	N/A	3	\$90,000.00	7	\$210,000.00	70.00%
Totals:			272625	\$1,507,481.00	1,226,128	\$7,702,994.00	

No.

09/20/17

Game Name
Money Time

Game No
1879

Inv No.
1030772

Vendor
SGI

TLC PO #
362-17-9019 RL043 RVI

Description/Tickets Delivered Qty
7,080,625

Units per 1000
7,080.63

Unit Price
\$15.11

Amount
\$106,988.24
\$106,988.24

Delivered
Ordered
7,080,625
7,080,000

2% under
2% over
6,938,400
7,221,600

Acceptable
Range
0

Sub Total \$106,988.24
15,000 add'l POS \$4,950.00
Total \$111,938.24

END OF PRODUCTION PRIZE STRUCTURE
September 8, 2017 - (POOLS # 1 - 68 COMPLETE)

Prize Structure
TEXAS LOTTERY
GAME NO. 1879 "Money Time"
June 23, 2017 - VERSION A

Order Quantity: 7,080,625
Price Point: \$2.00
Revenue: \$14,161,250.00

Pack Size: 125
Packs/Game: 56,645
Packs/Pool: 960

Pool Size: 120,000
Number of Pools: 59.01

Winners: 1,498,753
Non-winners: 5,581,872
Overall Odds: 4.7243

Price Fund: \$9,210,475.00
Payout: 65.04%

Total Payout

ORIGINAL ORDER

SHIPMENT # 1
COMPLETE
POOLS # 1-68

Kind	Wins	Tier Level	Get	Win	Value	Odds (1 in)	Pack	Pool	Total	Total Price Cost	% Prize Fund
Low Tiers											
01	1	L	\$2	\$2	\$2.00	10.4147	12.00	11,520.00	679,866	\$1,359,732.00	14.76%
02	2	L	\$2 x 2	\$4	\$4.00	25.0020	5.00	4,800.00	283,202	\$1,132,808.00	12.30%
03	1	L	\$4	\$4	\$4.00	31.2555	4.00	3,840.00	226,540	\$906,160.00	9.84%
Total (\$4.00)											
						13.8906	9.00	8,640.00	508,742	\$2,038,968.00	22.14%
04	1	L	\$5	\$5	\$5.00	83.3554	1.50	1,440.00	84,945	\$424,725.00	4.61%
05	2	L	\$5 x 2	\$10	\$10.00	99.9030	1.25	1,200.00	70,875	\$708,750.00	7.70%
06	5	L	\$2 x 5	\$10	\$10.00	501.2122	0.25	240.00	14,127	\$141,270.00	1.53%
07	1	L	\$10	\$10	\$10.00	501.2122	0.25	240.00	14,127	\$141,270.00	1.53%
Total (\$10.00)											
						71.4284	1.75	1,680.00	99,129	\$991,290.00	10.78%
08	2	L	\$10 x 2	\$20	\$20.00	125.0000	1.00	960.00	56,645	\$1,132,900.00	12.30%
09	4	L	\$5 x 4	\$20	\$20.00	500.3975	0.25	240.00	14,150	\$283,000.00	3.07%
10	1	L	\$20	\$20	\$20.00	499.4093	0.25	240.00	14,178	\$283,560.00	3.08%
Total (\$20.00)											
						83.3279	1.50	1,440.00	84,973	\$1,699,460.00	18.45%
Total (Low Tiers)											
						4.8542	25.75	24,720.00	1,458,855	\$5,514,175.00	70.73%
Mid Tiers											
11	4	M	(\$10 x 3) + \$20	\$50	\$50.00	993.7480	0.13	126.00	7,424	\$371,200.00	4.03%
12	6	M	\$5 x 2 + \$10 x 4	\$50	\$50.00	999.9470	0.13	120.00	7,081	\$354,050.00	3.84%
13	3	M	\$10 + \$20 x 2	\$50	\$50.00	998.1146	0.13	120.00	7,094	\$354,700.00	3.85%
14	10	M	\$5 x 10	\$50	\$50.00	1305.9065	0.10	92.00	5,422	\$271,100.00	2.94%
15	1	M	\$50	\$50	\$50.00	1190.2210	0.11	100.00	5,949	\$297,450.00	3.23%
Total (\$50.00)											
						214.7596	0.58	556.00	32,970	\$1,648,500.00	17.90%
16	2	M	\$50 x 2	\$100	\$100.00	4826.6019	0.03	25.00	1,467	\$146,700.00	1.59%
17	10	M	\$10 x 10	\$100	\$100.00	3011.7503	0.04	40.00	2,351	\$235,100.00	2.55%
18	4	M	\$10 + \$20 x 2 + \$50	\$100	\$100.00	7911.3128	0.02	15.00	895	\$89,500.00	0.97%
19	6	M	\$10 x 5 + \$50	\$100	\$100.00	3991.3331	0.03	30.00	1,774	\$177,400.00	1.93%
20	1	M	\$100	\$100	\$100.00	11980.7530	0.01	10.00	591	\$59,100.00	0.64%
Total (\$100.00)											
						1000.3709	0.12	120.00	7,078	\$707,800.00	7.68%
Total (Mid Tiers)											
						176.8035	0.71	678.00	40,048	\$2,056,300.00	29.58%
High Tiers											
21	10	H	\$100 x 10	\$1,000	\$1,000.00	283226.0000	0.00	0.42	25	\$25,000.00	0.27%
22	1	H	\$1,000	\$1,000	\$1,000.00	472041.8667	0.00	0.25	15	\$15,000.00	0.16%
Total (\$1,000.00)											
						177015.6250	0.00	0.68	40	\$40,000.00	0.43%
23	1	H	\$30,000	\$30,000	\$30,000.00	708062.5000	0.00	0.17	10	\$300,000.00	3.26%
Total (High Tiers)											
						141612.5000	0.00	0.85	50	\$340,000.00	3.89%
Total											
						4.7243	26.46	25,398.85	1,498,753	\$9,210,475.00	100.00%

*Exact Quantity by Kind Level

There will be no more than twenty-eight (28) winners per pack for this game.

7080625	679866	283202	226540	84945	70875	14127	14127	56645	14150	14178	7424	7081	7094	5422	5949	1467	2351	895	1774	591	25	15	10
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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