

TEAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed 8/30/2021

Game #	2160	Confirmed Packs	8,970
Game Name	Weekly Half Grand	Active Packs	7,550
Quantity Printed	30,596,400	Warehouse Packs	43,989
Price Point	\$1	Returned Packs	89
Start Date	12/7/2020	Printed Payout Percentage	59.90%
Top Prize	\$ 420,000	Percent Sold	69.18%
Number of Top Prizes Remaining	1	Number of Weeks Out	38

Current Game Sales AnalysisTANGIBLE COSTS**Expenditure Impact:**

Cost to print tickets	\$ 296,785	Actual ticket production costs
Prize payout expense	\$ 12,001,698	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs	\$ 12,298,483
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TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 21,166,590	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits	\$ 21,166,590
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Excess of Revenue over Expended	\$ 8,868,106
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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	\$	292,529
Next week	\$	319,231
Next week	\$	321,297
Avg Weekly Sales Current Game	\$	311,019
Avg Weekly Sales \$1; 25M - 29.99M Qty*	\$	776,998
Percentage Of Variance In Sales		60%

MASS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2160	Printed Payout Percentage	59.90%
Game Name	Weekly Half Grand	Actual Payout Percentage	56.70%
Percent Sold	69.18%	Number of Weeks Out	38
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.*			32

*There were no games at the 30-34.99M range so 25-29.99M was used. Only one game at this level with 85% sell through.

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 Bowersock

8/30/2021

Scratch Ticket Strategy Coordinator Date

Robert Fair

9/1/2021

Products Manager Date

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

[Signature]

9/1/2021

Lottery Operations Division Director Date

[Initials]

Kathy Pyra

9/2/2021

Controller Date

Larry Brief

9/2/2021

Executive Director Date



Da Vinci Report **8/30/21**

Week End Date:8/28/21

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														8/28/21	8/21/21	8/14/21	8/7/21
Baseline	2313	\$1	9,294,450	DOUBLE DOUBLER	7/6/21			8	62.04%	10,980	10,677	463	43	\$713,380.00	\$727,361.00	\$713,454.00	\$828,164.00
	2191	\$2	7,264,875	LEVEL UP!	8/16/21			2	9.54%	18,376	12,489	19,993	9	\$851,702.00	\$533,256.00	\$500.00	\$0
	2294	\$2	9,097,000	LUCKY 3	6/21/21			10	52.86%	8,515	7,418	16,709	10	\$715,748.00	\$783,972.00	\$914,764.00	\$1,082,234.00
	2323	\$5	9,897,375	COWBOYS	8/16/21			2	4.42%	28,454	12,882	83,073	10	\$1,382,530.00	\$802,810.00	\$0	\$0
	2314	\$5	7,325,925	CRAZY CASH	7/6/21			8	43.02%	15,475	9,384	29,055	1	\$1,359,780.00	\$1,534,415.00	\$1,583,235.00	\$1,877,505.00
	2317	\$5	7,214,175	DOUBLE YOUR MONEY	7/19/21			6	39.01%	17,930	10,286	28,377	9	\$1,674,430.00	\$1,948,465.00	\$2,313,085.00	\$2,795,735.00
	2297	\$5	7,320,450	GREAT 8S	8/2/21			4	29.36%	21,893	11,593	32,721	5	\$2,401,795.00	\$2,798,865.00	\$3,421,780.00	\$2,122,235.00
	2324	\$5	5,437,800	HOUSTON TEXANS	8/16/21			2	4.37%	15,186	10,934	41,757	3	\$653,740.00	\$534,540.00	\$0	\$0
	2273	\$5	7,333,500	ROSE GOLD RICHES	6/7/21			12	61.55%	9,937	5,961	19,720	6	\$834,075.00	\$921,440.00	\$1,078,910.00	\$1,272,610.00
	2295	\$5	7,196,175	TEXAS RED WHITE & BLUE	6/21/21			10	47.31%	11,324	6,851	30,683	15	\$882,230.00	\$952,700.00	\$1,196,595.00	\$1,516,385.00
	2309	\$10	15,693,550	\$100 MILLION CASH PAYOUT	6/7/21			12	37.19%	23,740	9,555	159,834	22	\$3,667,150.00	\$3,773,980.00	\$4,032,900.00	\$4,561,840.00
	2306	\$10	8,318,950	BREAK THE BANK SUPER TICKET	8/16/21			2	6.25%	44,462	9,880	98,926	8	\$3,153,470.00	\$2,042,410.00	\$0	\$0
	2336	\$10	15,610,600	POWER 10X	8/2/21			4	15.65%	34,266	11,377	213,548	23	\$5,716,010.00	\$6,318,170.00	\$7,330,910.00	\$5,072,150.00
	2203	\$20	8,559,050	\$1,000,000 EXTREME CASH	6/7/21			12	31.54%	26,032	9,894	194,432	37	\$3,828,120.00	\$3,816,620.00	\$3,910,400.00	\$4,109,900.00
	2343	\$20	25,454,075	MILLION DOLLAR LOTERIA	6/18/21			10	14.32%	40,346	11,385	812,389	24	\$8,204,780.00	\$8,233,920.00	\$8,080,100.00	\$8,259,160.00
Mature	2277	\$1	29,734,500	10X THE CASH	1/4/21			34	88.34%	9,121	7,510	3,750	77	\$396,848.00	\$412,136.00	\$438,485.00	\$454,335.00
	1878	\$1	854,700	CASH ON THE SPOT	9/18/17			206	0.00%	0	0	2,164	18	\$0	\$0	\$0	\$0
	1804	\$1	829,650	LUCKY STARS	9/18/17			206	0.00%	0	0	70	765	\$0	\$0	\$0	\$0
	2301	\$1	16,878,900	SAPPHIRE BLUE 7S	5/3/21			17	73.85%	10,351	9,400	7,289	15	\$462,025.00	\$490,735.00	\$519,061.00	\$566,486.00
	2160	\$1	30,596,400	WEEKLY HALF GRAND	12/7/20			38	69.18%	8,970	7,550	43,989	89	\$292,529.00	\$319,231.00	\$321,297.00	\$348,091.00
	2124	\$1	853,200	WINNING 7S	8/8/19			107	0.00%	0	0	4,198	576	\$0	\$0	\$0	\$0
	2246	\$2	35,700,000	BONUS GAME BINGO	9/21/20			49	74.00%	10,470	8,507	52,755	69	\$860,484.00	\$891,576.00	\$931,266.00	\$961,218.00
	2240	\$2	40,055,875	BREAK THE BANK	9/21/20			49	67.17%	10,922	8,755	78,700	23	\$881,122.00	\$933,688.00	\$964,236.00	\$980,630.00
	2339	\$2	9,169,750	MUCHO DINERO	4/19/21			19	66.17%	5,614	4,547	12,669	65	\$298,210.00	\$312,244.00	\$330,612.00	\$373,848.00
	2239	\$2	26,660,750	WEEKLY GRAND	2/22/21			27	42.63%	10,864	9,353	99,012	18	\$775,600.00	\$796,712.00	\$806,912.00	\$841,504.00
	2234	\$3	35,950,250	\$50,000 BONUS CASHWORD	2/22/21			27	42.71%	13,119	10,135	138,357	18	\$1,920,801.00	\$1,937,019.00	\$1,892,697.00	\$1,979,976.00
	2163	\$3	41,105,925	TEXAS LOTERIA	4/6/20			73	88.18%	16,590	12,344	31,766	29	\$1,349,085.00	\$1,404,423.00	\$1,393,329.00	\$1,417,296.00
	2334	\$5	10,266,675	\$50,000 POKER	3/15/21			24	79.20%	4,448	2,385	19,765	74	\$457,185.00	\$480,790.00	\$499,065.00	\$604,515.00
	2289	\$5	6,021,225	50X SPEEDWAY RICHES	4/5/21			21	86.82%	3,659	1,946	1,033	1,324	\$213,775.00	\$243,830.00	\$283,945.00	\$344,095.00
	2280	\$5	22,744,950	50X THE CASH	1/4/21			34	86.48%	13,793	7,421	16,361	20	\$1,856,650.00	\$1,979,765.00	\$2,046,435.00	\$2,100,710.00

Liability for 2160 / for Life to DateProduct Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 04/25/2019 - 12/31/2037

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	\$1.00	1468652	\$1,468,652.00	2203058	\$2,203,058.00	60.00%	18358106
2	2	N/A	\$2.00	154978	\$309,956.00	252960	\$505,920.00	62.01%	18972651
3	3	N/A	\$2.00	611861	\$1,223,722.00	1019890	\$2,039,780.00	62.50%	19123605
4	4	N/A	\$5.00	17863	\$89,315.00	33092	\$165,460.00	64.94%	19870396
5	5	N/A	\$5.00	17661	\$88,305.00	33294	\$166,470.00	65.34%	19991689
6	6	N/A	\$5.00	105958	\$529,790.00	199928	\$999,640.00	65.36%	19997898
7	7	N/A	\$10.00	17244	\$172,440.00	33782	\$337,820.00	66.21%	20256488
8	8	N/A	\$10.00	17017	\$170,170.00	34009	\$340,090.00	66.65%	20392603
9	9	N/A	\$20.00	16644	\$332,880.00	34382	\$687,640.00	67.38%	20616262
10	10	N/A	\$20.00	16308	\$326,160.00	34661	\$693,220.00	68.00%	20806800
11	0	N/A	\$40.00	817	\$32,680.00	1748	\$69,920.00	68.15%	20850879
12	0	N/A	\$40.00	7940	\$317,600.00	17551	\$702,040.00	68.85%	21066157
13	0	N/A	\$40.00	15161	\$606,440.00	33351	\$1,334,040.00	68.75%	21034394
14	0	N/A	\$100.00	200	\$20,000.00	428	\$42,800.00	68.15%	20852323
15	0	N/A	\$100.00	638	\$63,800.00	1393	\$139,300.00	68.59%	20985123
16	0	N/A	\$100.00	799	\$79,900.00	1765	\$176,500.00	68.84%	21061874
17	0	N/A	\$250.00	79	\$19,750.00	183	\$45,750.00	69.85%	21370768
18	0	N/A	\$250.00	90	\$22,500.00	165	\$41,250.00	64.71%	19797670
19	0	N/A	\$1,000.00	5	\$5,000.00	6	\$6,000.00	54.55%	16688946
20	0	N/A	\$1,000.00	27	\$27,000.00	45	\$45,000.00	62.50%	19122750
21	0	N/A	\$420,000.00	1	\$420,000.00	3	\$1,260,000.00	75.00%	22947306
Totals:				2469943	\$6,326,060.00	3,935,694	\$12,001,698.00		

NO. OF TICKETS:	30,596,400	MIN:	29,400,000
NO. POOLS:	127.49	MAX:	30,600,000
PACK SIZE:	150		
PACKS/POOL:	1600		
PACKS/GAME:	203,976		30,596,400

TEXAS LOTTERY COMMISSION
 "WEEKLY HALF GRAND" GAME NUMBER 2160
 END OF PRODUCTION PRIZE STRUCTURE
 FEBRUARY 25, 2019 - VERSION 3

\$1 TICKETS \$30,596,400 - REVENUE PRIZE FUND - \$18,327,758 PAYOUT % - 59.901681%

PRIZE TIER	# WINS	TIER CODE	GET:	WIN:	WINNERS IN			PRIZE COST	PERCENT OF PRIZE FUND**	VALIDATION TIER LEVELS**	
					ODDS OF 1 IN:	127.49 POOLS	WINNERS IN 150 (PER PACK*)				
1	1	L	\$1	\$1	8.33	3,671,710	18.00	28,800	\$ 3,671,710.00	20.03%	
2	1	L	\$2	\$2	75.00	407,938	2.00	3,200	\$ 815,876.00	4.45%	
3	2	L	\$1 x 2	\$2	18.75	1,631,751	8.00	12,800	\$ 3,263,502.00	17.81%	
4	1	L	\$5	\$5	600.46	50,955	0.25	400	\$ 254,775.00	1.39%	
5	3	L	(\$2 x 2) + \$1	\$5	600.46	50,955	0.25	400	\$ 254,775.00	1.39%	
6	5	L	\$1 x 5	\$5	100.03	305,886	1.50	2,400	\$ 1,529,430.00	8.34%	
7	1	L	\$10	\$10	599.62	51,026	0.25	400	\$ 510,260.00	2.78%	
8	4	L	(\$2 x 2) + \$5 + \$1	\$10	599.62	51,026	0.25	400	\$ 510,260.00	2.78%	
9	1	L	\$20	\$20	599.62	51,026	0.25	400	\$ 1,020,520.00	5.57%	LOW TIER
10	4	L	\$5 x 4	\$20	600.29	50,969	0.25	400	\$ 1,019,380.00	5.56%	70.11%
11	1	M	\$40	\$40	11,928.42	2,565	-	20	\$ 102,600.00	0.56%	
12	3	M	(\$10 x 2) + \$20	\$40	1,200.28	25,491	-	200	\$ 1,019,640.00	5.56%	
13	5	M	(\$5 x 2) + (\$10 x 3)	\$40	630.70	48,512	-	380	\$ 1,940,480.00	10.59%	
14	1	M	\$100	\$100	48,720.38	628	-	5	\$ 62,800.00	0.34%	
15	5	M	(\$10 x 2) + (\$20 x 2) + \$40	\$100	15,064.70	2,031	-	16	\$ 203,100.00	1.11%	
16	5	M	\$20 x 5	\$100	11,933.07	2,564	-	20	\$ 256,400.00	1.40%	
17	1	M	\$250	\$250	116,780.15	262	-	2	\$ 65,500.00	0.36%	MID TIER
18	5	M	(\$100 x 2) + (\$20 x 2) + \$10	\$250	119,985.88	255	-	2	\$ 63,750.00	0.35%	20.27%
19	1	H	\$1,000	\$1,000	2,781,490.91	11	-		\$ 11,000.00	0.06%	
20	4	H	\$250 x 4	\$1,000	424,950.00	72	-		\$ 72,000.00	0.39%	HIGH TIER
21	1	H	ANNUITY \$500 per week for 20 Years	\$420,000.00	7,649,100.00	4 ***	-		\$ 1,680,000.00	9.17%	9.62%
				2 Decimals:	4.78	6,405,637	31.00	50,245	\$ 18,327,758	100.00%	100.00%
				4 Decimals:	4.7765						

"HGRND" symbol = Win \$500/week/20 years
 NOTE: Annuity amount estimated at \$420,000



INTEROFFICE MEMO

Gary Grief, Executive Director Michael P. Farrell, Charitable Bingo Opera

0.0000

30,596.400
1,000.

30,596.4000

30,596.4

9.7

296,785.0000

0.0000

MB

Payment Approval

May 1, 2019

The attached invoice(s) for service is being submitted for approval.

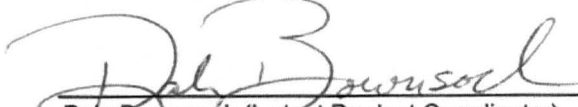
Vendor Name: IGT Global Solutions Corporation
 Invoice Number: 90106912
 Tx Game name: Weekly Half Grand Game #2160
 PO #: 362-19-9009RL011

	<u>Quantity:</u>	<u>Unit Price:</u>	<u>Amount:</u>
Truck 1	10312.800	\$9.70	\$100,034.16
Truck 2	10392.300	\$9.70	\$100,805.31
Truck 3	9891.300	\$9.70	\$95,945.61

Total Amount Due

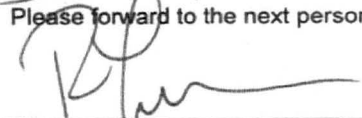
\$296,785.08

The above referenced invoice(s) have been reviewed and certified as proper, accurate and should be paid by the Texas Lottery Commission.

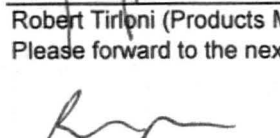

 Dale Bowersock (Instant Product Coordinator)
 Please forward to the next person for approval

DIS

5/1/19
Date


 Robert Tirloni (Products Manager)
 Please forward to the next person for approval

5/3/19
Date


 Ryan Mindell (Lottery Operations Division Director)

5-6-19
Date

Please return to Maria Perez in the Office of the Controller by

May 11, 2019



IGT Global Solutions Corporation
d/b/a IGT Solutions Corp. in the State of Texas
10 Memorial Boulevard
Providence, RI 02903
USA
Telephone 401 392-1000
Fax 401 392-1234
FED ID No. 05-0389840

INVOICE

INVOICE NUMBER: 90106912
DATE : April 26, 2019

RECEIVED

2019 MAY -1 AM 11:48

OFFICE OF THE
CONTROLLER

BILL TO: 20318
Texas Lottery Commission
Gary Grief, Executive Director
611 East 6th Street
Austin TX 78701

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
001 game# 2160	84217 010	"WEEKLY HALF GRAND" 2160 -Truck#1 2.40" x 4.00" Tickets @ \$9.70/M Full UV (\$0.08 per sq inch per thousand) \$0.76/M Process Printing on overprint integrated with Graphics (\$0.17 per sq inch per thousand) \$1.63/M TOTAL \$9.70/M	10,312,800PC	0.00970	100,034.16
002 game# 2160	84217 020	"WEEKLY HALF GRAND" 2160 -Truck#2	10,392,300PC	0.00970	100,805.31
003 game# 2160	84217 030	"WEEKLY HALF GRAND" 2160 -Truck#3	9,891,300PC	0.00970	95,945.61
				TOTAL AMOUNT DUE	USD <u><u>296,785.08</u></u>

REMARKS:
Unrounded Invoice Total \$ 296,785.0800

PAYMENT TERMS:
Due within 30 days

REMITTANCE:
Please remit payment in USD:

For wire transfer payments:
Wells Fargo Bank, N.A
420 Montgomery Street
San Francisco CA 94104
SWIFT: WFBIUS6S
ABA No. 121000248
Account No. 4417073848
Account Name: IGT Global Solutions Corp

For ACH payments:
Wells Fargo Bank, N.A
420 Montgomery Street
San Francisco CA 94104
ABA No. 121000248
Account No. 4417073848
Account Name: IGT Global Solutions Corporation

For each invoice being paid, please include entire invoice number(s) (8-digit and/or alpha-numeric) in reference field of the remittance transmission.

END OF DOCUMENT 90106912

**Closing Scratch Ticket Game Analysis
2/24/19-2/27/21**

Average Number of Weeks for 85% Average Sell Through

Print Quantities	Price Point				Print Quantities	Price Point			
	A	B	C	D		E	F	G	H
	\$1	\$2	\$3	\$5		\$10	\$20	\$30	\$50
< 5M	None	None	None	None	2M	None	None	None	None
5M-9.99M	Week 14	Week 16	Week 17	Week 17	3M	None	None	None	None
10M-14.99M	Week 16	None	None	Week 25	4M	Week 16*	None	None	Week 51*
15M-19.99M	Week 23	None	Week 31	Week 48	5M	Week 13*	None	Week 38*	Week 35*
20M-24.99M	None	None	None	Week 38	6M	Week 14	Week 24	None	None
25M-29.99M	Week 32*	None	None	None	7M	Week 16	Week 34	None	None
30M-34.99M	None	Week 46*	None	None	8M	Week 21	Week 40	None	None
>35M	None	Week 63	None	Week 42*	>9M	Week 30	Week 36*	None	None

Average Weekly Dollar Sales at 85% Average Sell Through

Print Quantities	Price Point				Print Quantities	Price Point			
	A	B	C	D		E	F	G	H
	\$1	\$2	\$3	\$5		\$10	\$20	\$30	\$50
< 5M	None	None	None	None	2M	None	None	None	None
5M-9.99M	\$560,738	\$776,573	\$927,958	\$1,946,842	3M	None	None	None	None
10M-14.99M	\$607,596	None	None	\$2,218,148	4M	\$2,364,236	None	None	\$3,873,162
15M-19.99M	\$633,975	None	\$1,585,325	\$1,515,020	5M	\$3,760,439	None	\$3,506,730	\$6,271,944
20M-24.99M	None	None	None	\$2,468,328	6M	\$4,039,631	\$4,400,564	None	None
25M-29.99M	\$776,998	None	None	None	7M	\$3,884,366	\$3,675,833	None	None
30M-34.99M	None	\$1,280,700	None	None	8M	\$3,381,845	\$3,828,587	None	None
>35M	None	\$1,061,088	None	\$4,122,095	>9M	\$4,682,820	\$5,671,831	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