

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed 8/28/2020

Game #	2190	Confirmed Packs	12,500
Game Name	Premier Play	Active Packs	4,259
Quantity Printed	5,506,820	Warehouse Packs	34,174
Price Point	\$50	Returned Packs	51
Start Date	12/2/2019	Printed Payout Percentage	79.96%
Top Prize	\$ 5,000,000	Percent Sold	79.73%
Number of Top Prizes Remaining	0	Number of Weeks Out	38

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 781,213	Actual ticket production costs
Prize payout expense	\$ 174,642,150	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 175,423,363

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 219,529,379	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 219,529,379

Excess of Revenue over Expended \$ 44,106,016

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	\$	3,853,650
Next week	\$	5,308,600
Next week	\$	5,477,800
Avg Weekly Sales Current Game	\$	4,880,017
Avg Weekly Sales \$50; 4M Qty*	\$	3,177,965
Percentage Of Variance In Sales		-54%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2190	Printed Payout Percentage	79.96%
Game Name	Premier Play	Actual Payout Percentage	79.55%
Percent Sold	79.73%	Number of Weeks Out	38
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.*			61

* No games at the 5M qty so the 4M qty 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):

Not Required -
All Top Prizes Claimed.

Prod _____ Date _____

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

Lottery Operations Division Director

Not Required -
All Top Prizes Claimed.

Exec _____ Date _____



Play the Games of Texas!

Da Vinci Report

8/28/20

Week End Date:8/22/20

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														8/22/20	8/15/20	8/8/20	8/1/20
Mature	2241	\$5	15,358,575	BINGO TIMES 20	2/17/20			27	58.59%	14,958	8,740	55,922	27	\$1,359,145.00	\$1,443,705.00	\$1,527,240.00	\$1,488,105.00
	2177	\$5	18,315,600	BONUS BREAK THE BANK	11/18/19			40	67.06%	14,147	8,557	52,995	23	\$1,267,625.00	\$1,411,385.00	\$1,477,550.00	\$1,471,805.00
	2195	\$5	20,072,100	MONOPOLY 50X	1/6/20			33	88.63%	14,848	8,203	2,260	46	\$1,412,295.00	\$1,552,180.00	\$1,636,200.00	\$1,710,285.00
	2221	\$5	7,148,925	SPACE INVADERS \$50,000 CASH IN	4/20/20			18	83.17%	8,080	3,805	1,726	689	\$508,000.00	\$617,130.00	\$673,825.00	\$810,325.00
	2237	\$5	40,877,775	SUPER LOTERIA	12/16/19			36	71.46%	28,595	12,101	99,589	29	\$4,369,560.00	\$4,363,810.00	\$4,582,010.00	\$4,531,795.00
	2056	\$10	28,522,850	\$200 MILLION CASH EXPLOSION	9/4/18			103	89.01%	18,813	6,396	30,409	73	\$2,532,680.00	\$2,743,840.00	\$2,806,590.00	\$2,802,090.00
	2226	\$10	18,095,250	\$250,000 50X CASHWORD	5/1/20			16	41.86%	29,615	9,251	159,466	28	\$4,832,570.00	\$4,941,260.00	\$5,237,640.00	\$5,081,970.00
	2223	\$10	7,279,250	BREAK THE BANK SUPER TICKET	5/4/20			16	77.82%	17,768	9,382	765	108	\$2,126,230.00	\$2,239,180.00	\$2,475,260.00	\$2,554,740.00
	1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			171	58.12%	19,821	7,506	545,087	46	\$3,075,420.00	\$3,285,900.00	\$3,341,760.00	\$3,310,540.00
	2245	\$20	12,034,525	MILLION DOLLAR LOTERIA	3/2/20			25	57.45%	37,494	10,311	141,377	29	\$6,260,980.00	\$6,576,720.00	\$6,867,500.00	\$6,607,260.00
	2197	\$20	8,934,650	MONOPOLY 200X	1/6/20			33	69.79%	21,089	8,626	71,298	48	\$2,603,140.00	\$2,908,120.00	\$2,995,740.00	\$3,089,120.00
	2145	\$20	7,217,400	MULTIPLIER SPECTACULAR	2/3/20			29	72.07%	22,058	8,364	44,391	43	\$2,949,340.00	\$3,222,400.00	\$3,336,260.00	\$3,240,480.00
	2209	\$30	12,028,825	\$250 MILLION CASH PARTY	3/16/20			23	28.98%	19,269	8,361	307,390	31	\$3,916,200.00	\$4,364,940.00	\$4,453,200.00	\$4,446,150.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			127	38.37%	18,484	7,261	806,483	45	\$4,056,120.00	\$4,143,930.00	\$4,195,680.00	\$3,917,040.00
	2227	\$50	5,138,000	\$1,000,000 GOLDEN RICHES	4/6/20			20	58.76%	19,087	7,384	72,331	47	\$6,049,100.00	\$7,954,900.00	\$8,579,100.00	\$8,365,500.00
	2190	\$50	5,506,820	PREMIER PLAY	12/2/19			38	79.73%	12,500	4,259	34,174	51	\$3,853,650.00	\$5,308,600.00	\$5,477,800.00	\$5,515,100.00
Out of Wareh	2230	\$2	7,334,000	FIND THE 9S	7/13/20			6	32.55%	25,595	10,219	0	192	\$1,030,280.00	\$1,107,368.00	\$1,139,958.00	\$925,380.00
	2217	\$5	11,914,425	LUCKY 7S	6/1/20			12	79.70%	16,634	10,319	29	70	\$2,705,380.00	\$2,927,380.00	\$3,202,685.00	\$3,250,720.00
	2153	\$10	6,116,850	EXTREME PAYOUT	6/15/20			10	81.78%	11,072	6,923	43	121	\$3,323,780.00	\$4,029,020.00	\$4,530,120.00	\$4,734,720.00
Sold/Closing	2206	\$1	9,299,550	TIC TAC TOAD	3/2/20	8/2/20	9/16/20	25	92.85%	222	154	118	2,593	\$9,757.00	\$27,496.00	\$47,752.00	\$56,538.00
	2127	\$2	7,109,375	4-WAY CASH	2/17/20	8/30/20	10/14/20	27	91.31%	1,027	747	407	1,546	\$80,404.00	\$96,126.00	\$103,638.00	\$124,182.00
	2220	\$2	7,321,250	EMERALD 8S	5/18/20	8/20/20	10/4/20	14	88.09%	2,301	1,583	327	344	\$269,792.00	\$322,644.00	\$468,298.00	\$579,536.00
	2204	\$2	7,199,000	SIZZLING HOT 7S	3/16/20	8/11/20	9/25/20	23	93.70%	455	221	45	1,014	\$43,428.00	\$91,834.00	\$112,574.00	\$145,646.00
	2199	\$5	7,131,225	88 FORTUNES	1/20/20	7/13/20	8/27/20	31	97.39%	0	0	378	1,317	\$1,430.00	\$2,275.00	\$10,845.00	\$25,675.00
	2207	\$5	7,098,225	JAMES BOND 007	3/2/20	7/31/20	9/14/20	25	98.87%	32	13	11	517	-\$595.00	\$5,330.00	\$19,635.00	\$43,995.00
	2213	\$5	7,045,350	MONEY MULTIPLIER	4/6/20	8/11/20	9/25/20	20	97.85%	190	136	325	388	\$45,100.00	\$85,810.00	\$136,960.00	\$164,470.00
	2211	\$5	7,341,450	PINK DIAMOND 7S	3/16/20	8/30/20	10/14/20	23	98.24%	287	285	320	366	\$53,880.00	\$80,375.00	\$99,755.00	\$130,315.00
	2192	\$5	7,218,150	TRIPLE DOUBLE 777 RED HOT	2/17/20	7/15/20	8/29/20	27	93.86%	33	9	327	3,508	\$10,485.00	\$39,595.00	\$66,205.00	\$150,135.00
	2224	\$10	12,075,500	\$250,000 50X CASHWORD	11/4/19	7/15/20	8/29/20	42	99.17%	10	0	80	1,296	-\$1,460.00	\$2,600.00	\$8,960.00	\$15,680.00
	2208	\$10	7,142,200	\$50 OR \$100!	3/2/20	8/30/20	10/14/20	25	98.84%	316	119	8	711	\$53,430.00	\$81,220.00	\$118,860.00	\$152,390.00
	2202	\$10	6,074,650	JUMBO BUCKS 300X	2/3/20	8/2/20	9/16/20	29	97.44%	180	54	8	2,000	\$23,650.00	\$52,080.00	\$89,430.00	\$124,370.00
	2167	\$10	26,558,050	MEGA LOTERIA	9/16/19			49	98.52%	4,531	1,020	296	427	\$732,930.00	\$1,095,870.00	\$1,607,180.00	\$2,236,300.00

Liability for 2190 / for Life to DateProduct Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 11/13/2019 - 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	\$50.00	136568	\$6,828,400.00	551853	\$27,592,650.00	80.16%	4414384
2	2	N/A	\$100.00	13818	\$1,381,800.00	55034	\$5,503,400.00	79.93%	4401648
3	3	N/A	\$100.00	26954	\$2,695,400.00	110717	\$11,071,700.00	80.42%	4428663
4	4	N/A	\$100.00	94604	\$9,460,400.00	387191	\$38,719,100.00	80.36%	4425515
5	0	N/A	\$200.00	4643	\$928,600.00	18312	\$3,662,400.00	79.77%	4392981
6	0	N/A	\$200.00	15187	\$3,037,400.00	62854	\$12,570,800.00	80.54%	4435177
7	0	N/A	\$200.00	14341	\$2,868,200.00	59002	\$11,800,400.00	80.45%	4430053
8	0	N/A	\$200.00	8996	\$1,799,200.00	36926	\$7,385,200.00	80.41%	4428048
9	0	N/A	\$500.00	461	\$230,500.00	1839	\$919,500.00	79.96%	4403061
10	0	N/A	\$500.00	7172	\$3,586,000.00	29555	\$14,777,500.00	80.47%	4431455
11	0	N/A	\$500.00	4986	\$2,493,000.00	20256	\$10,128,000.00	80.25%	4419069
12	0	N/A	\$500.00	4473	\$2,236,500.00	18465	\$9,232,500.00	80.50%	4432968
13	0	N/A	\$1,000.00	135	\$135,000.00	324	\$324,000.00	70.59%	3887167
14	0	N/A	\$1,000.00	329	\$329,000.00	808	\$808,000.00	71.06%	3913377
15	0	N/A	\$1,000.00	768	\$768,000.00	1754	\$1,754,000.00	69.55%	3829881
16	0	N/A	\$1,000.00	133	\$133,000.00	331	\$331,000.00	71.34%	3928356
17	0	N/A	\$1,000.00	541	\$541,000.00	1292	\$1,292,000.00	70.49%	3881511
18	0	N/A	\$10,000.00	25	\$250,000.00	68	\$680,000.00	73.12%	4026492
19	0	N/A	\$10,000.00	31	\$310,000.00	109	\$1,090,000.00	77.86%	4287452
20	0	N/A	\$5,000,000.00	0	\$0.00	3	\$15,000,000.00	100.00%	5506820
Totals:				334165	\$40,011,400.00	1,356,693	\$174,642,150.00		

NO. OF TICKETS:	5,506,820	Minimum:	5,292,000	TEXAS LOTTERY COMMISSION							
NO. POOLS:	46	Maximum:	5,508,000	"PREMIER PLAY" - GAME NO. 2190							
PACK SIZE:	20	END OF PRODUCTION PRIZE STRUCTURE									
PACKS/POOL:	6,000	5-Nov-19				VERSION A					
PACKS/GAME:	275,341										
5,506,820			\$50 TICKETS	\$275,341,000	REVENUE	PRIZE FUND	\$214,653,550	PAYOUT %:		77.96%	

PRIZE LEVEL	PRIZE CODE	TIER CODE	GET:	# OF WAYS		ODDS OF 1 IN:	WINNERS IN 46 POOLS	WINNERS IN 20 (PER PACK*)	WINNERS IN 120,000 (Per Pool)	PRIZE COST	PERCENT OF PRIZE FUND **	VALIDATION TIER LEVELS
				TO WIN:	WIN:							
1	1	G	\$50	1	\$50	8.00	688,421	2.500	15,000.000	\$34,421,050	16.04%	LOW TIER **** 48.10%
2	2	G	\$100	1	\$100	79.98	68,852	0.250	1,500.000	\$6,885,200	3.21%	
3	3	G	\$50 x 2	2	\$100	40.00	137,671	0.500	3,000.000	\$13,767,100	6.41%	
4	4	G	\$50"2X"	1	\$100	11.43	481,795	1.750	10,500.000	\$48,179,500	22.45%	
5	0	M	\$200	1	\$200	239.90	22,955	0.083	500.000	\$4,591,000	2.14%	MID TIER 40.84%
6	0	M	\$50"2X" x 2	2	\$200	70.56	78,041	0.283	1,700.000	\$15,608,200	7.27%	
7	0	M	\$100"2X"	1	\$200	75.08	73,343	0.267	1,600.000	\$14,668,600	6.83%	
8	0	M	\$50 + \$50 + \$100	3	\$200	119.92	45,922	0.167	1,000.000	\$9,184,400	4.28%	
9	0	M	\$500	1	\$500	2,394.27	2,300	0.008	50.000	\$1,150,000	0.54%	
10	0	M	\$50"2X" + \$50"2X" + \$50 x 6	8	\$500	149.94	36,727	0.133	800.000	\$18,363,500	8.55%	
11	0	M	\$50"10X"	1	\$500	218.16	25,242	0.092	550.000	\$12,621,000	5.88%	
12	0	M	\$100"5X"	1	\$500	240.07	22,938	0.083	500.000	\$11,469,000	5.34%	
13	0	H	\$1,000	1	\$1,000	11,997.43	459	0.002	10.000	\$459,000	0.21%	HIGH TIER 11.06%
14	0	H	\$50 x 20	20	\$1,000	4,843.29	1,137	0.004	25.000	\$1,137,000	0.53%	
15	0	H	\$50"2X" x 2 + \$100 + \$100"2X" + \$100"5X"	5	\$1,000	2,183.51	2,522	0.009	55.000	\$2,522,000	1.17%	
16	0	H	\$100 x 10	10	\$1,000	11,868.15	464	0.002	10.000	\$464,000	0.22%	
17	0	H	\$50"20X"	1	\$1,000	3,004.27	1,833	0.007	40.000	\$1,833,000	0.85%	
18	0	H	\$10,000	1	\$10,000	59,213.12	93	0.000	2.00000	\$930,000	0.43%	
19	0	H	\$50 x 6 + \$100 x 17 + \$500 x 10 + \$1,000 + \$2,000	35	\$10,000	39,334.43	140	0.001	3.00000	\$1,400,000	0.65%	
20	0	H	\$5,000,000	1	\$5,000,000	1,835,606.67	3 ***	0.000	0.066666 **	\$15,000,000	6.99%	
						3.26	1,690,858	6.14	36,845.067	\$ 214,653,550	100.00%	100.00%
						3.2568						

Note:
"2X" = win DOUBLE the prize by revealing a 2X Play Symbol.
"5X" = win 5 TIMES the prize by revealing a 5X Play Symbol.
"10X" = win 10 TIMES the prize by revealing a 10X Play Symbol.
"20X" = win 20 TIMES the prize by revealing a 20X Play Symbol.

Consolidated odds are 1 in:	\$50	8.00	688,421	* Each of the following GLEPS will be used in approximately 25% of each pack of 20 tickets.
	\$100	8.00	688,318	** Numbers are rounded.
	\$200	25.00	220,261	*** This number of prizes is guaranteed delivery to the Lottery.
	\$500	63.15	87,207	**** The \$50 and \$100 prize levels are included in the GLEPS and programmed as low tier prizes.
	\$1,000	858.43	6,415	
	\$10,000	23,634.42	233	
	\$5,000,000	1,835,606.67	3	
			1,690,858	



INTEROFFICE MEMO

Gary Grief, Executive Director Michael P. Farrell, Charitable

Payment Approval

November 21, 2019

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


Vendor Name: Pollard Banknote Limited
P.O. Number (if applicable): 362-19-9010 RL031
Invoice Number: 8513394
Tx Game Name: Premier Play #2190

	Quantity	Unit Price	
ticket size 12 x 4	5506.82	39.90	
integrated overprints	5506.82	12.00	
spectrum processing	5506.82	84.00	\$462,572.88
spectrum processing	1	5000.00	\$5,000.00
promotional item	1	27836.24	\$27,836.24

Total Amount

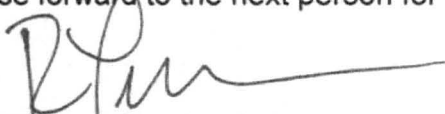
\$781,213.08

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


Dale Bowersock (Scratch Ticket Strategy Coordinator)
Please forward to the next person for approval

ES

11/21/19
Date


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

11/25/19
Date


Ryan Mindell (Lottery Operations Division Director)

11-26-19
Date

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

December 1, 2019

INVOICE NO.: 8513394

Sold To: Texas Lottery Commission P.O. Box 16630 Austin, TX 78761-6630 United States	Ship To: Texas Lottery Commission P.O. Box 16630 Austin, TX 78761-6630 United States
Terms: Net 30 days after date of invoice	

Invoice Date	Order No.	Your Order	Customer No.
November 20, 2019	1058264		5008

Order name: Premier Play #2190
PO Number:

Product Description	Quantity	Unit Price	Amount
Ticket Size 12 x 4	5,506,820	39.90 /M	219,722.12
Integrated Overprints / Continuous Image	5,506,820	12.00 /M	66,081.84
Spectrum process applied to Scratch FX®	5,506,820	84.00 /M	462,572.88
Spectrum process applied to Scratch FX®	1	5,000.00 Ea	5,000.00
Point of Sale Promotional Item	1	27,836.24 Ea	27,836.24

Under unit price '/M' = price per thousand.

Before Taxes:	781,213.08 USD
Freight:	0.00
Deposit:	0.00
Amount Due:	781,213.08 USD

Banking Instructions:

TD Bank, NA
2035 Limestone Rd.
Wilmington, DE 19808
ABA# 026013673
Bank Account # 3248176206

Delivery: Prepaid
Tax ID/Contract Number: NA
GST Registration Number: 819251463

2019 NOV 21 AM 8:24
OFFICE OF THE
CONTROLLER

Instant Ticket Game Analysis
2/25/18-2/29/20

Average Number of Weeks for 85% Average Sell Through

Print Quantities	Price Point				Print Quantities	Price Point			
	\$1	\$2	\$3	\$5		\$10	\$20	\$30	\$50
< 5M	None	None	None	None	2M	None	None	None	None
5M-9.99M	Week 13	Week 18	Week 16	Week 19	3M	None	None	None	Week 56*
10M-14.99M	None	None	None	Week 27	4M	Week 16*	None	None	Week 61*
15M-19.99M	Week 23	None	Week 34*	Week 26*	5M	Week 26*	Week 25*	Week 40*	None
20M-24.99M	None	None	None	None	6M	Week 20	Week 25*	None	None
25M-29.99M	Week 28*	None	None	None	7M	Week 25*	Week 64*	None	None
30M-34.99M	Week 56*	None	None	None	8M	Week 23	Week 38*	None	None
>35M	None	Week 60	Week 56	Week 47*	>9M	Week 27	Week 49*	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	\$30	\$50
< 5M	None	None	None	None	2M	None	None	None	None
5M-9.99M	\$616,770	\$761,968	\$962,270	\$1,810,073	3M	None	None	None	\$2,732,470
10M-14.99M	None	None	None	\$1,848,221	4M	\$2,364,236	None	None	\$3,177,965
15M-19.99M	\$631,464	None	\$1,225,446	\$3,225,872	5M	\$1,959,320	\$4,111,875	\$3,795,213	None
20M-24.99M	None	None	None	None	6M	\$3,291,377	\$4,223,614	None	None
25M-29.99M	\$900,100	None	None	None	7M	\$2,488,242	\$1,950,276	None	None
30M-34.99M	\$462,626	None	None	None	8M	\$3,151,041	\$4,005,888	None	None
>35M	None	\$1,085,176	\$1,761,946	\$3,641,275	>9M	\$4,077,657	\$3,200,387	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