

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

5/26/2020

Game #	2200	Confirmed Packs	3,248
Game Name	Quick 7s	Active Packs	2,398
Quantity Printed	9,245,700	Warehouse Packs	5
Price Point	\$1	Returned Packs	602
Start Date	2/3/2020	Printed Payout Percentage	60.01%
Top Prize	\$ 1,000	Percent Sold	88.85%
Number of Top Prizes Remaining	21	Number of Weeks Out	16

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 109,562	Actual ticket production costs
Prize payout expense	\$ 4,624,588	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 4,734,150

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 8,214,804	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 8,214,804

Excess of Revenue over Expended \$ 3,480,654

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	\$	136,903
Next week	\$	194,150
Next week	\$	246,602
Avg Weekly Sales Current Game	\$	192,552
Avg Weekly Sales \$1; 5M - 9.99M Qty	\$	616,770
Percentage Of Variance In Sales		69%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2200	Printed Payout Percentage	60.01%
Game Name	Quick 7s	Actual Payout Percentage	56.30%
Percent Sold	88.85%	Number of Weeks Out	16
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			13

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):

Scratch Ticket Strategy Coordinator Date

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

**Not Required
Over 85% Sold**

Executive Director Date

Bowersock, Dale

From: Tirloni, Robert
Sent: Monday, June 1, 2020 5:26 PM
To: Bowersock, Dale
Subject: FW: Game Close Analysis Documents
Attachments: 1828 Texas Loteria.pdf; 2074 Super Loteria.pdf; 2082 Super Crossword.pdf; 2144 Million Dollar Loteria.pdf; 2187 Diamond Dollars.pdf; 2200 Quick 7s.pdf; 2201 \$50,000 Poker.pdf; 2198 Hearts.pdf

I approve of the Game Closings attached for games 1828, 2074, 2082, 2144, 2187, 2200, 2201 and 2198.

From: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Sent: Tuesday, May 26, 2020 4:53 PM
To: Tirloni, Robert <Robert.Tirloni@lottery.state.tx.us>
Subject: Game Close Analysis Documents

Approved. DB 5/26/2020

Attached are the Analysis documents for June Pre-Call.



Play the Games of Texas!

Da Vinci Report

5/26/20

Week End Date:5/23/20

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														5/23/20	5/16/20	5/9/20	5/2/20
Baseline	2212	\$1	9,187,950	FIND THE 9S	4/6/20			7	50.42%	10,470	9,087	8,754	15	\$698,123.00	\$770,622.00	\$774,775.00	\$790,077.00
	2222	\$1	9,297,600	MATCH 2 WIN	5/18/20			1	4.35%	19,348	10,318	27,082	2	\$403,434.00	\$600.00	\$0	\$0
	2206	\$1	9,299,550	TIC TAC TOAD	3/2/20			12	75.29%	7,233	6,554	429	42	\$385,650.00	\$505,098.00	\$555,093.00	\$591,545.00
	2220	\$2	7,321,250	EMERALD 8S	5/18/20			1	6.11%	17,189	10,054	24,211	2	\$893,952.00	\$1,000.00	\$0	\$0
	2214	\$2	9,300,375	LUCHA LIBRE LOOT	4/20/20			5	23.17%	13,559	11,395	30,033	3	\$806,028.00	\$981,360.00	\$975,330.00	\$945,990.00
	2204	\$2	7,199,000	SIZZLING HOT 7S	3/16/20			10	65.37%	9,169	6,948	1,779	12	\$825,532.00	\$996,946.00	\$1,079,342.00	\$1,158,474.00
	2163	\$3	41,105,925	TEXAS LOTERIA	4/6/20			7	7.77%	16,524	11,502	471,793	7	\$1,832,490.00	\$1,787,211.00	\$1,688,784.00	\$1,517,679.00
	2164	\$5	22,076,025	\$100,000 VIP CASHWORD	3/16/20			10	21.98%	15,289	10,289	198,982	13	\$2,633,600.00	\$2,610,815.00	\$2,691,740.00	\$2,765,645.00
	2213	\$5	7,045,350	MONEY MULTIPLIER	4/6/20			7	66.46%	11,391	9,715	6,080	9	\$2,976,590.00	\$3,088,390.00	\$3,113,525.00	\$3,288,780.00
	2211	\$5	7,341,450	PINK DIAMOND 7S	3/16/20			10	74.87%	9,747	8,328	3,069	10	\$2,291,505.00	\$2,393,160.00	\$2,510,815.00	\$2,589,315.00
	2221	\$5	7,148,925	SPACE INVADERS \$50,000 CASH IN	4/20/20			5	39.48%	18,399	13,013	22,865	6	\$2,288,625.00	\$2,668,755.00	\$3,025,500.00	\$3,663,960.00
	2226	\$10	18,095,250	\$250,000 50X CASHWORD	5/1/20			3	4.61%	32,467	9,221	296,657	5	\$4,822,960.00	\$2,954,820.00	\$565,590.00	\$0
	2208	\$10	7,142,200	\$50 OR \$100!	3/2/20			12	79.58%	14,491	8,802	1,322	22	\$5,124,520.00	\$5,166,520.00	\$4,988,140.00	\$5,123,090.00
	2223	\$10	7,279,250	BREAK THE BANK SUPER TICKET	5/4/20			3	23.81%	33,965	10,063	59,126	12	\$5,414,230.00	\$6,562,530.00	\$5,350,650.00	\$1,000.00
	2245	\$20	12,034,525	MILLION DOLLAR LOTERIA	3/2/20			12	22.60%	22,296	9,515	331,508	20	\$6,692,620.00	\$6,352,860.00	\$5,813,460.00	\$5,487,020.00
	2209	\$30	12,028,825	\$250 MILLION CASH PARTY	3/16/20			10	13.07%	15,762	9,239	388,658	34	\$5,097,510.00	\$5,265,690.00	\$5,219,100.00	\$5,573,460.00
	2227	\$50	5,138,000	\$1,000,000 GOLDEN RICHES	4/6/20			7	19.33%	14,472	8,625	178,253	32	\$8,184,450.00	\$8,166,350.00	\$7,484,250.00	\$7,309,900.00
Mature	1878	\$1	854,700	CASH ON THE SPOT	9/18/17			140	0.00%	0	0	2,172	22	\$0	\$0	\$0	\$0
	1804	\$1	829,650	LUCKY STARS	9/18/17			140	0.00%	0	0	70	765	\$0	\$0	\$0	\$0
	2193	\$1	29,035,950	MONOPOLY 10X	1/6/20			20	64.57%	11,903	9,880	43,389	18	\$709,085.00	\$771,202.00	\$745,503.00	\$741,859.00
	2200	\$1	9,245,700	QUICK 7S	2/3/20			16	88.85%	3,248	2,398	5	602	\$136,903.00	\$194,150.00	\$246,602.00	\$283,684.00
	2124	\$1	853,200	WINNING 7S	8/8/19			41	0.00%	0	0	4,198	577	\$0	\$0	\$0	\$0
	2127	\$2	7,109,375	4-WAY CASH	2/17/20			14	70.93%	7,843	5,920	1,581	80	\$467,958.00	\$559,332.00	\$590,476.00	\$678,668.00
	2161	\$2	34,822,125	BINGO EXTRA	10/7/19			33	62.10%	12,478	8,967	80,126	34	\$1,297,036.00	\$1,364,494.00	\$1,340,700.00	\$1,340,276.00
	2162	\$2	40,877,750	BREAK THE BANK	8/5/19			42	65.92%	12,258	9,794	85,134	18	\$1,377,450.00	\$1,449,904.00	\$1,431,492.00	\$1,360,120.00
	2198	\$2	7,218,250	HEARTS	1/20/20			18	86.84%	3,635	2,545	320	425	\$229,900.00	\$274,188.00	\$325,900.00	\$379,922.00
	2060	\$2	35,449,750	WEEKLY GRAND	8/19/19			40	50.54%	10,381	9,716	115,729	27	\$814,060.00	\$907,770.00	\$862,746.00	\$872,226.00
	2168	\$3	35,604,750	\$50,000 BONUS CASHWORD	2/17/20			14	21.34%	13,304	9,815	196,920	23	\$2,097,243.00	\$2,169,837.00	\$2,054,907.00	\$2,029,260.00
	2194	\$3	19,285,125	MONOPOLY 30X CROSSWORD	1/6/20			20	60.37%	10,173	9,256	38,895	35	\$1,429,911.00	\$1,506,012.00	\$1,584,273.00	\$1,604,517.00
	2199	\$5	7,131,225	88 FORTUNES	1/20/20			18	87.06%	4,463	3,548	2,691	45	\$843,335.00	\$909,600.00	\$912,405.00	\$937,635.00

Liability for 2200 / for Life to Date**Product Status:**
Active**SmartCash Enabled:**
N/A**Validation Range:** 10/22/2019 - 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	189045	\$189,045.00	673883	\$673,883.00	78.09%	7220208
2	2	N/A	\$2.00	35502	\$71,004.00	149412	\$298,824.00	80.80%	7470600
3	3	N/A	\$2.00	117579	\$235,158.00	498803	\$997,606.00	80.92%	7482020
4	4	N/A	\$5.00	4827	\$24,135.00	25993	\$129,965.00	84.34%	7797646
5	5	N/A	\$5.00	4844	\$24,220.00	25974	\$129,870.00	84.28%	7792452
6	6	N/A	\$5.00	9496	\$47,480.00	52142	\$260,710.00	84.59%	7821299
7	7	N/A	\$10.00	2285	\$22,850.00	13125	\$131,250.00	85.17%	7874744
8	8	N/A	\$10.00	2203	\$22,030.00	13207	\$132,070.00	85.70%	7923942
9	9	N/A	\$10.00	4289	\$42,890.00	26531	\$265,310.00	86.08%	7959041
10	10	N/A	\$20.00	2089	\$41,780.00	13321	\$266,420.00	86.44%	7992340
11	11	N/A	\$20.00	2068	\$41,360.00	13340	\$266,800.00	86.58%	8004779
12	0	N/A	\$40.00	257	\$10,280.00	1678	\$67,120.00	86.72%	8017718
13	0	N/A	\$40.00	1403	\$56,120.00	10172	\$406,880.00	87.88%	8125033
14	0	N/A	\$40.00	1142	\$45,680.00	8457	\$338,280.00	88.10%	8145732
15	0	N/A	\$100.00	33	\$3,300.00	161	\$16,100.00	82.99%	7672977
16	0	N/A	\$100.00	97	\$9,700.00	674	\$67,400.00	87.42%	8082492
17	0	N/A	\$100.00	116	\$11,600.00	851	\$85,100.00	88.00%	8136598
18	0	N/A	\$500.00	1	\$500.00	19	\$9,500.00	95.00%	8783415
19	0	N/A	\$500.00	8	\$4,000.00	95	\$47,500.00	92.23%	8527587
20	0	N/A	\$1,000.00	4	\$4,000.00	10	\$10,000.00	71.43%	6604071
21	0	N/A	\$1,000.00	17	\$17,000.00	24	\$24,000.00	58.54%	5412117
Totals:				377305	\$924,132.00	1,527,872	\$4,624,588.00		



INTEROFFICE MEMO

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

9,245,700.00
1,000.00
9,245,700.00

Payment Approval

October 25, 2019

9,245,700.00
11.85

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

109,561,561.55

Vendor Name: IGT Global Solutions Corporation
Invoice Number: 90109881
Tx Game name: Quick 7's Game #2200
PO #: 362-20-9009RL001

Q15

0.0000

	Quantity:	Unit Price:	Amount:
Truck 1	9245.700	\$11.85	\$109,561.55

Total Amount Due

\$109,561.55

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

Dale Bowersock

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

[Signature]

10/25/19
Date

Robert Tirloni

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

10/25/19
Date

Ryan Mindell

Ryan Mindell (Lottery Operations Division Director)

10/29/19
Date

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

November 4, 2019



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

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: 90109881
DATE : October 23, 2019

RECEIVED

2019 OCT 25 PM 2:36

OFFICE OF THE
CONTROLLER

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
001 game# 2200	88211 010	"QUICK 7s" 2200 -Truck#1 2.4" x 4.00" Tickets \$ 9.46/M Full UV (\$0.08 per sq inch per thousand) \$.76/M Continuous 4 Color Process over entire ticket (0.17 per sq. inch per thousand) \$ 1.63/M TOTAL \$ 11.85/M	9,245,700	PC	0.01185
TOTAL AMOUNT DUE					USD 109,561.55

REMARKS:
Unrounded Invoice Total \$ 109,561.5450

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: WFBUS6S
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.

NO. OF TICKETS:	9,245,700	MIN:	8,937,600
NO. POOLS:	38.52	MAX:	9,302,400
PACK SIZE:	150		
PACKS/POOL:	1,600		
PACKS/GAME:	61,638	9,245,700	

TEXAS LOTTERY COMMISSION

"QUICK 7s" GAME NUMBER 2200

END OF PRODUCTION PRIZE STRUCTURE

July 29, 2019 - VERSION 3

\$1 TICKETS \$9,245,700 - REVENUE PRIZE FUND - \$5,548,720 PAYOUT % - 60.0140606%

PRIZE	#	TIER			ODDS OF	WINNERS IN	WINNERS IN	WINNERS IN	PRIZE	PERCENT	VALIDATION
TIER	WINS	CODE	GET:	WIN:	1 IN:	38.52 POOLS	150 (PER PACK*)	240,000 (PER POOL)	COST	OF PRIZE FUND**	TIER LEVELS
1	1	L	\$1	\$1	10.71	862,928	14.00	22,400	\$ 862,928	15.55%	
2	1	L	\$2	\$2	50.00	184,914	3.00	4,800	\$ 369,828	6.67%	
3	2	L	\$1 x 2	\$2	15.00	616,382	10.00	16,000	\$ 1,232,764	22.22%	
4	1	L	\$5	\$5	299.99	30,820	0.50	800	\$ 154,100	2.78%	
5	3	L	(\$2 x 2) + \$1	\$5	300.01	30,818	0.50	800	\$ 154,090	2.78%	
6	4	L	(\$1 x 3) + \$2	\$5	150.00	61,638	1.00	1,600	\$ 308,190	5.55%	
7	1	L	\$10	\$10	599.98	15,410	0.25	400	\$ 154,100	2.78%	
8	6	L	(\$1 x 5) + \$5	\$10	599.98	15,410	0.25	400	\$ 154,100	2.78%	
9	4	L	\$5 + (\$2 x 2) + \$1	\$10	299.99	30,820	0.50	800	\$ 308,200	5.55%	
10	1	L	\$20	\$20	599.98	15,410	0.25	400	\$ 308,200	5.55%	LOW TIER
11	6	L	(\$2 x 5) + \$10	\$20	600.06	15,408	0.25	400	\$ 308,160	5.55%	77.76%
12	1	M	\$40	\$40	4,778.14	1,935	-	50	\$ 77,400	1.39%	
13	5	M	(\$5 x 2) + (\$10 x 3)	\$40	798.76	11,575	-	300	\$ 463,000	8.34%	
14	6	M	(\$10 x 2) + (\$5 x 4)	\$40	963.19	9,599	-	250	\$ 383,960	6.92%	
15	1	M	\$100	\$100	47,658.25	194	-	5	\$ 19,400	0.35%	
16	4	M	(\$20 x 3) + \$40	\$100	11,991.83	771	-	20	\$ 77,100	1.39%	
17	6	M	(\$10 x 2) + (\$20 x 4)	\$100	9,561.22	967	-	25	\$ 96,700	1.74%	
18	1	M	\$500	\$500	462,285.00	20	-		\$ 10,000	0.18%	MID TIER
19	6	M	(\$100 x 4) + (\$50 x 2)	\$500	89,764.08	103	-		\$ 51,500	0.93%	21.25%
20	1	H	\$1,000	\$1,000	660,407.14	14	-		\$ 14,000	0.25%	HIGH TIER
21	6	H	(\$100 x 5) + \$500	\$1,000	225,504.88	41	-		\$ 41,000	0.74%	0.99%
					4.8529	1,905,177	30.50	49,450	\$ 5,548,720	100.00%	100.00%

TEXAS LOTTERY COMMISSION

"QUICK 7s" GAME NUMBER 2200

END OF PRODUCTION PRIZE STRUCTURE

July 29, 2019 - VERSION 3

Consolidated odds are 1 in:	\$1	10.71	862,928
	\$2	11.54	801,296
	\$5	75.00	123,276
	\$10	150.00	61,640
	\$20	300.01	30,818
	\$40	400.09	23,109
	\$100	4,785.56	1,932
	\$500	75,168.29	123
	\$1,000	168,103.64	55
			1,905,177

WIN:	GET	A	B	C	D
\$1	\$1	16 = \$ 16	12 = \$ 12	16 = \$ 16	12 = \$ 12
\$2	\$2	3 = \$ 6	3 = \$ 6	3 = \$ 6	3 = \$ 6
\$2	\$1 x 2	9 = \$ 18	11 = \$ 22	9 = \$ 18	11 = \$ 22
\$5	\$5	0 = \$ 0	1 = \$ 5	0 = \$ 0	1 = \$ 5
\$5	(\$2 x 2) + \$1	0 = \$ 0	0 = \$ 0	1 = \$ 5	1 = \$ 5
\$5	(\$1 x 3) + \$2	0 = \$ 0	1 = \$ 5	1 = \$ 5	2 = \$ 10
\$10	\$10	1 = \$ 10	0 = \$ 0	0 = \$ 0	0 = \$ 0
\$10	(\$1 x 5) + \$5	0 = \$ 0	1 = \$ 10	0 = \$ 0	0 = \$ 0
\$10	\$5 + (\$2 x 2) + \$1	0 = \$ 0	1 = \$ 10	0 = \$ 0	1 = \$ 10
\$20	\$20	1 = \$ 20	0 = \$ 0	0 = \$ 0	0 = \$ 0
\$20	(\$2 x 5) + \$10	0 = \$ 0	0 = \$ 0	0 = \$ 0	0 = \$ 0
		30 = \$ 70	30 = \$ 70	31 = \$ 70	31 = \$ 70

* Each of the four GLEPS types will be used in approximately 25% of the packs in the game.

** Numbers are rounded.

Note: There will be no more than 33 winners per pack.

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