

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed 8/20/2020

Game #	2220	Confirmed Packs	3,612
Game Name	Emerald 8s	Active Packs	2,642
Quantity Printed	7,321,250	Warehouse Packs	328
Price Point	\$2	Returned Packs	282
Start Date	5/18/2020	Printed Payout Percentage	65.07%
Top Prize	\$ 30,000	Percent Sold	86.25%
Number of Top Prizes Remaining	0	Number of Weeks Out	13

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 166,172	Actual ticket production costs
Prize payout expense	\$ 7,997,320	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 8,163,492

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 12,629,156	Based on # of tkts printed, times % sold from DaVinci report, times the price point
-----------------	---------------	---

Total Estimated Benefits \$ 12,629,156

Excess of Revenue over Expended \$ 4,465,664

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	\$	322,644
Next week	\$	468,298
Next week	\$	579,536
Avg Weekly Sales Current Game	\$	456,826
Avg Weekly Sales \$2; 5M - 9.99M Qty	\$	761,968
Percentage Of Variance In Sales		40%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2220	Printed Payout Percentage	65.07%
Game Name	Emerald 8s	Actual Payout Percentage	63.32%
Percent Sold	86.25%	Number of Weeks Out	13
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			18

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 _____ Date _____

Controller _____ Date _____

Executive Director _____ Date _____

Bowersock, Dale

From: WebsiteSupport@lottery.state.tx.us
Sent: Thursday, August 20, 2020 5:20 AM
To: WEBSITE_SCRATCH_ZTP
Subject: ZTP Occurrence: Date 08/19/2020

All top prizes for the following game(s) have been claimed as of 08/19/2020.

Game Number	Game Name	Price	Prize Amount	Prizes Printed	Prizes Claimed	Pending Top Claims	Pending Top Claims Count	Prizes Remaining	Sales Begin Date	Pre-Call Date	Call Date	Sales End Date	Last Top Prize Claimed Date
2220	Emerald 8s	\$2	\$30,000	5	5		0	0	5/18/2020				08/19/2020

The Last Top Prize Claimed Date only reflects prizes claimed at a Texas Lottery® claim center. If the final top prize was validated at a retail location that validation date will not be reflected on this report.



Play the Games of Texas!

Da Vinci Report

8/20/20

Week End Date:8/15/20

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														8/15/20	8/8/20	8/1/20	7/25/20
Baseline	2216	\$1	17,132,100	HOT 7S	6/1/20			11	50.42%	15,563	9,743	27,332	18	\$600,372.00	\$684,286.00	\$691,333.00	\$719,796.00
	2222	\$1	9,297,600	MATCH 2 WIN	5/18/20			13	64.45%	8,707	4,706	5,758	801	\$272,224.00	\$307,744.00	\$331,385.00	\$353,264.00
	2228	\$1	9,299,850	PRIZE PIGGY	7/6/20			6	48.77%	12,299	8,783	7,545	22	\$572,662.00	\$751,421.00	\$906,618.00	\$930,198.00
	2232	\$1	9,168,000	TRIPLE 777	8/3/20			2	12.81%	17,897	10,964	19,630	1	\$750,519.00	\$423,046.00	\$450.00	\$0
	2220	\$2	7,321,250	EMERALD 8S	5/18/20			13	86.25%	3,612	2,642	328	282	\$322,644.00	\$468,298.00	\$579,536.00	\$706,380.00
	2062	\$2	7,065,750	WILD TRIPLER	7/20/20			4	30.31%	16,883	10,327	8,210	15	\$1,138,894.00	\$1,221,162.00	\$1,223,962.00	\$699,748.00
	2231	\$5	5,626,200	50X FAST CASH	7/20/20			4	31.10%	20,721	11,204	15,839	16	\$2,027,525.00	\$2,414,770.00	\$2,674,175.00	\$1,631,285.00
	2235	\$5	9,893,475	COWBOYS	8/17/20			0	0.00%	28,668	7,500	90,626	81	\$1,125.00	\$0	\$0	\$0
	2229	\$5	7,122,225	DOUBLE DIAMOND	7/6/20			6	36.73%	14,796	9,346	32,751	16	\$1,544,435.00	\$1,892,850.00	\$2,273,215.00	\$2,532,230.00
	2233	\$5	7,111,425	GOLD MINE 9X	8/3/20			2	20.71%	24,605	10,979	30,029	4	\$4,409,140.00	\$2,951,360.00	\$2,250.00	\$0
	2236	\$5	5,627,925	HOUSTON TEXANS	8/17/20			0	0.00%	27,241	5,808	37,561	71	\$750.00	\$0	\$0	\$0
	2215	\$5	7,188,075	ROUTE 66 ROAD TO \$1,000,000!	6/15/20			9	59.20%	11,921	6,851	18,076	58	\$1,085,925.00	\$1,323,005.00	\$1,624,580.00	\$1,798,765.00
	2128	\$5	7,253,550	WILD CASH MULTIPLIER	7/6/20			6	34.48%	15,401	9,621	35,399	14	\$1,432,155.00	\$1,832,160.00	\$2,169,205.00	\$2,394,795.00
	2244	\$10	26,557,800	MEGA LOTERIA	6/22/20			8	11.12%	37,110	10,759	410,480	193	\$6,415,070.00	\$6,132,940.00	\$5,375,160.00	\$4,509,310.00
	2268	\$10	8,125,100	ROYAL WINNINGS	8/18/20			0	0.00%	40,598	6,601	103,696	116	\$0	\$0	\$0	\$0
	2218	\$10	11,105,000	SUPER 7S	6/1/20			11	53.96%	27,573	10,697	56,059	6	\$4,276,330.00	\$4,622,350.00	\$4,641,360.00	\$4,746,870.00
	2219	\$20	8,837,100	MEGA 7S	6/1/20			11	39.60%	31,079	10,607	161,678	12	\$5,342,060.00	\$5,757,180.00	\$5,782,380.00	\$5,857,780.00
	2261	\$50	5,430,340	\$200 MILLION CASH	8/17/20			0	0.00%	33,836	6,500	223,010	25	\$2,000.00	\$0	\$0	\$0
Mature	1878	\$1	854,700	CASH ON THE SPOT	9/18/17			152	0.00%	0	0	2,172	22	\$0	\$0	\$0	\$0
	2212	\$1	9,187,950	FIND THE 9S	4/6/20			19	87.16%	3,662	1,771	615	814	\$119,377.00	\$143,406.00	\$164,698.00	\$176,331.00
	1804	\$1	829,650	LUCKY STARS	9/18/17			152	0.00%	0	0	70	765	\$0	\$0	\$0	\$0
	2193	\$1	29,035,950	MONOPOLY 10X	1/6/20			32	85.63%	11,919	7,151	5,437	27	\$409,910.00	\$444,415.00	\$463,669.00	\$435,207.00
	2124	\$1	853,200	WINNING 7S	8/8/19			53	0.00%	0	0	4,198	577	\$0	\$0	\$0	\$0
	2161	\$2	34,822,125	BINGO EXTRA	10/7/19			45	83.00%	14,151	8,908	19,443	60	\$1,097,852.00	\$1,219,312.00	\$1,172,646.00	\$1,145,682.00
	2162	\$2	40,877,750	BREAK THE BANK	8/5/19			54	84.96%	14,543	10,102	19,516	21	\$1,192,868.00	\$1,268,370.00	\$1,227,820.00	\$1,233,892.00
	2214	\$2	9,300,375	LUCHA LIBRE LOOT	4/20/20			17	61.55%	7,281	4,287	14,243	868	\$368,384.00	\$404,842.00	\$446,110.00	\$458,016.00
	2060	\$2	35,449,750	WEEKLY GRAND	8/19/19			52	64.75%	12,196	9,391	73,202	33	\$771,120.00	\$824,188.00	\$855,950.00	\$820,164.00
	2168	\$3	35,604,750	\$50,000 BONUS CASHWORD	2/17/20			26	44.19%	15,105	9,781	128,906	53	\$1,944,468.00	\$2,057,796.00	\$2,013,801.00	\$1,943,853.00
	2194	\$3	19,285,125	MONOPOLY 30X CROSSWORD	1/6/20			32	86.82%	8,995	7,944	983	67	\$1,082,592.00	\$1,178,853.00	\$1,191,534.00	\$1,172,997.00
	2163	\$3	41,105,925	TEXAS LOTERIA	4/6/20			19	23.91%	19,608	12,132	378,527	11	\$1,536,849.00	\$1,611,438.00	\$1,594,314.00	\$1,590,681.00

Liability for 2220 / for Life to DateProduct Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 04/23/2020 - 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	\$2.00	144930	\$289,860.00	616488	\$1,232,976.00	80.97%	5927706
2	2	N/A	\$4.00	83486	\$333,944.00	385079	\$1,540,316.00	82.18%	6016795
3	3	N/A	\$4.00	20279	\$81,116.00	96897	\$387,588.00	82.69%	6054201
4	4	N/A	\$5.00	19542	\$97,710.00	97628	\$488,140.00	83.32%	6100187
5	5	N/A	\$10.00	4598	\$45,980.00	24672	\$246,720.00	84.29%	6171160
6	6	N/A	\$10.00	6585	\$65,850.00	37325	\$373,250.00	85.00%	6223312
7	7	N/A	\$10.00	2274	\$22,740.00	12368	\$123,680.00	84.47%	6184211
8	8	N/A	\$20.00	6412	\$128,240.00	37530	\$750,600.00	85.41%	6252935
9	9	N/A	\$20.00	2153	\$43,060.00	12475	\$249,500.00	85.28%	6243682
10	0	N/A	\$50.00	507	\$25,350.00	3167	\$158,350.00	86.20%	6310941
11	0	N/A	\$50.00	652	\$32,600.00	3653	\$182,650.00	84.85%	6212433
12	0	N/A	\$50.00	2171	\$108,550.00	13065	\$653,250.00	85.75%	6278034
13	0	N/A	\$50.00	3401	\$170,050.00	21049	\$1,052,450.00	86.09%	6302862
14	0	N/A	\$50.00	225	\$11,250.00	1295	\$64,750.00	85.20%	6237512
15	0	N/A	\$100.00	87	\$8,700.00	534	\$53,400.00	85.99%	6295567
16	0	N/A	\$100.00	86	\$8,600.00	537	\$53,700.00	86.20%	6310611
17	0	N/A	\$100.00	271	\$27,100.00	1604	\$160,400.00	85.55%	6263085
18	0	N/A	\$100.00	14	\$1,400.00	106	\$10,600.00	88.33%	6467104
19	0	N/A	\$1,000.00	21	\$21,000.00	41	\$41,000.00	66.13%	4841471
20	0	N/A	\$1,000.00	7	\$7,000.00	24	\$24,000.00	77.42%	5668064
21	0	N/A	\$30,000.00	0	\$0.00	5	\$150,000.00	100.00%	7321249
Totals:				297701	\$1,530,100.00	1,365,542	\$7,997,320.00		

NO. OF TICKETS:	7,321,250	MIN: 7,056,000
NO. POOLS:	30.51	MAX: 7,344,000
PACK SIZE:	125	
PACKS/POOL:	1,920	
PACKS/GAME:	58,570	

TEXAS LOTTERY COMMISSION
"EMERALD 8s" - GAME NUMBER 2220
END OF PRODUCTION PRIZE STRUCTURE
JANUARY 15, 2020 - VERSION 3

7,321,250				S2 TICKETS		\$14,642,500	-	REVENUE	PRIZE FUND - \$9,527,420		PAYOUT % - 65.07%	
				WINNERS IN		WINNERS IN		WINNERS IN		PERCENT OF PRIZE FUND**		VALIDATION TIER LEVELS**
PRIZE LEVEL	# OF WINS	TIER CODE	GET:	WIN:	ODDS OF 1 IN:	30.51 POOLS		125 (PER PACK*)	240,000 (PER POOL)	PRIZE COST		
1	1	L	\$2	\$2	9.62	761,418		13.00	24,960	\$ 1,522,836	15.98%	
2	1	L	\$2 (DBL)	\$4	15.62	468,565		8.00	15,360	\$ 1,874,260	19.67%	
3	1	L	\$4	\$4	62.48	117,176		2.00	3,840	\$ 468,704	4.92%	
4	1	L	\$5	\$5	62.48	117,170		2.00	3,840	\$ 585,850	6.15%	
5	1	L	\$5 (DBL)	\$10	250.13	29,270		0.50	960	\$ 292,700	3.07%	
6	4	L	\$2 (DBL) + (\$2 x 3)	\$10	166.73	43,910		0.75	1,440	\$ 439,100	4.61%	
7	1	L	\$10	\$10	500.02	14,642		0.25	480	\$ 146,420	1.54%	
8	6	L	(\$2 x 5) + \$5 (DBL)	\$20	166.61	43,942		0.75	1,440	\$ 878,840	9.22%	LOW
9	1	L	\$20	\$20	500.50	14,628		0.25	480	\$ 292,560	3.07%	68.24%
10	2	M	\$5 (DBL) + \$20 (DBL)	\$50	1,992.72	3,674		-	120	\$ 183,700	1.93%	
11	3	M	\$5 (DBL) + (\$10 (DBL) x 2)	\$50	1,700.64	4,305		-	141	\$ 215,250	2.26%	
12	10	M	\$5 x 10	\$50	480.52	15,236		-	500	\$ 761,800	8.00%	
13	9	M	(\$2 x 5) + (\$5 x 2) + \$10 (DBL) + \$5 (DBL)	\$50	299.44	24,450		-	800	\$ 1,222,500	12.83%	
14	1	M	\$50	\$50	4,816.61	1,520		-	50	\$ 76,000	0.80%	
15	10	M	\$10 x 10	\$100	11,789.45	621		-	20	\$ 62,100	0.65%	
16	1	M	\$50 (DBL)	\$100	11,751.61	623		-	20	\$ 62,300	0.65%	
17	9	M	\$5 (DBL) + \$10 (DBL) + \$20 (DBL) + (\$5 x 6)	\$100	3,904.67	1,875		-	62	\$ 187,500	1.97%	MID
18	1	M	\$100	\$100	61,010.42	120		-	4	\$ 12,000	0.13%	29.21%
19	8	H	(\$100 (DBL) x 2) + (\$50 (DBL) x 6)	\$1,000	118,084.68	62		-	2	\$ 62,000	0.65%	
20	1	H	\$1,000	\$1,000	236,169.35	31		-	1	\$ 31,000	0.33%	HIGH
21	1	H	\$30,000	\$30,000	1,464,250.00	5 ***		-	-	\$ 150,000	1.57%	2.55%
				2 Decimals:	4.40	1,663,243		27.50	54,520	\$ 9,527,420	100.00%	100.00%
				4 Decimals:	4.4018							

GREEN "8" Play Symbol = DBL (Win DOUBLE the PRIZE.)

TEXAS LOTTERY COMMISSION
"EMERALD 8s" - GAME NUMBER 2220
END OF PRODUCTION PRIZE STRUCTURE
JANUARY 15, 2020 - VERSION 3

Consolidated odds are 1 in:	\$2	9.62	761,418
	\$4	12.50	585,741
	\$5	62.48	117,170
	\$10	83.36	87,822
	\$20	125.00	58,570
	\$50	148.85	49,185
	\$100	2,260.34	3,239
	\$1,000	78,723.12	93
	\$30,000	1,464,250.00	5
			1,663,243

WIN	GET	A	B	C	D
\$2	\$2	11 = \$ 22	16 = \$ 32	13 = \$ 26	12 = \$ 24
\$4	\$2 (DBL)	9 = \$ 36	6 = \$ 24	8 = \$ 32	9 = \$ 36
\$4	\$4	2 = \$ 8	0 = \$ 0	2 = \$ 8	4 = \$ 16
\$5	\$5	1 = \$ 5	3 = \$ 15	1 = \$ 5	3 = \$ 15
\$10	\$5 (DBL)	1 = \$ 10	0 = \$ 0	1 = \$ 10	0 = \$ 0
\$10	\$2 (DBL) + (\$2 x 3)	1 = \$ 10	2 = \$ 20	0 = \$ 0	0 = \$ 0
\$10	\$10	0 = \$ 0	0 = \$ 0	1 = \$ 10	0 = \$ 0
\$20	(\$2 x 5) + \$5 (DBL)	0 = \$ 0	1 = \$ 20	1 = \$ 20	1 = \$ 20
\$20	\$20	1 = \$ 20	0 = \$ 0	0 = \$ 0	0 = \$ 0
		26 \$111	28 \$111	27 \$111	29 \$111

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

** Numbers are rounded.

*** This exact number of prizes is guaranteed delivery to the TLC.

Note: There will be no more than 31 winners per pack for this game.



INTEROFFICE MEMO

Gary Grief, Executive Director Tom Hanson, Acting Charitable Bingo Operations Director

Payment Approval (VIA EMAIL)

April 29, 2020

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

Vendor Name	IGT
P.O. Number (if applicable)	362-20-9009RL014
Invoice Number	90112866
Tx Game Name:	Game #2220 Emerald 8s
Invoice Amount:	\$166,172.05

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

The above referenced invoices 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

Date

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

Date

Ryan Mindell (Lottery Operations Division Director)

Date

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

May 9, 2020



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: 90112866
DATE : April 28, 2020

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 2220	92594 010	EMERALD 8s" 2220 -Truck#1 4.00" x 4.00" Tickets \$ 14.47/M Full UV (\$.08 per sq inch per thousand) \$ 1.28/M Dual Color Imaging \$ 4.05/M Continuous 4 Color Process over entire ticket \$ 2.72/M TOTAL \$ 22.52/M	3,799,875 PC	0.02252	85,573.19
002 GAME 2220	92594 02C	EMERALD 8s" 2220 -Truck#2	3,521,375 PC	0.02252	79,301.37
003 GAME 2220	92594 030	Additional POS Cards {17,300 bundled in packs of 100} {\$75.00 per 1,000 inserts}			1,297.50
004 GAME 2220	92594 04C	Rounding Adjustment		{	0.01}
				TOTAL AMOUNT DUE	USD 166,172.05

REMARKS:
Unrounded Invoice Total \$ 166,172.0500

PAYMENT TERMS:
Due within 30 days

Continued...

INV ITEM NO.	SALES ORD.		QUANTITY	UNIT	EXTENDED
CUSTOMER PO NO.	SO ITEM NO	DESCRIPTION		PRICE	AMOUNT

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.

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