

**TEXAS LOTTERY COMMISSION**  
**Scratch Ticket Game Closing Analysis**  
**SUMMARY REPORT**

**Scratch Ticket Information**

Date Completed 1/25/2021

Game #	2245	Confirmed Packs	4,971
Game Name	Million Dollar Loteria	Active Packs	1,766
Quantity Printed	12,034,525	Warehouse Packs	10
Price Point	\$20	Returned Packs	751
Start Date	3/2/2020	Printed Payout Percentage	75.17%
Top Prize	\$ 1,000,000	Percent Sold	98.03%
Number of Top Prizes Remaining	1	Number of Weeks Out	47

**Current Game Sales Analysis**

**TANGIBLE COSTS**

**Expenditure Impact:**

Cost to print tickets	\$ 567,067	Actual ticket production costs
Prize payout expense	\$ 175,444,110	Data from Instant Ticket Tier Liability screen in ES

**Estimated Direct Costs** \$ 176,011,177

**TANGIBLE BENEFITS**

**Revenue Impact:**

Estimated sales	\$ 235,948,897	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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**Total Estimated Benefits** \$ 235,948,897

**Excess of Revenue over Expended** **\$ 59,937,720**

**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	\$		1,061,800
Next week	\$		1,479,540
Next week	\$		2,272,100
Avg Weekly Sales Current Game	\$		1,604,480
Avg Weekly Sales \$20; >9M Qty*	\$		4,349,250
<b>Percentage Of Variance In Sales</b>			<b>63%</b>

**TEXAS LOTTERY COMMISSION**  
**Scratch Ticket Game Closing Analysis**  
**RECOMMENDATION AND APPROVALS**

**Instant Ticket Information**

Game #	2245	Printed Payout Percentage	75.17%
Game Name	Million Dollar Loteria	Actual Payout Percentage	74.36%
Percent Sold	98.03%	Number of Weeks Out	47
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.*			35

\* No data available at the >9M qty. 8M 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):

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\_\_\_\_\_  
Scratch Ticket Strategy Coordinator      Date

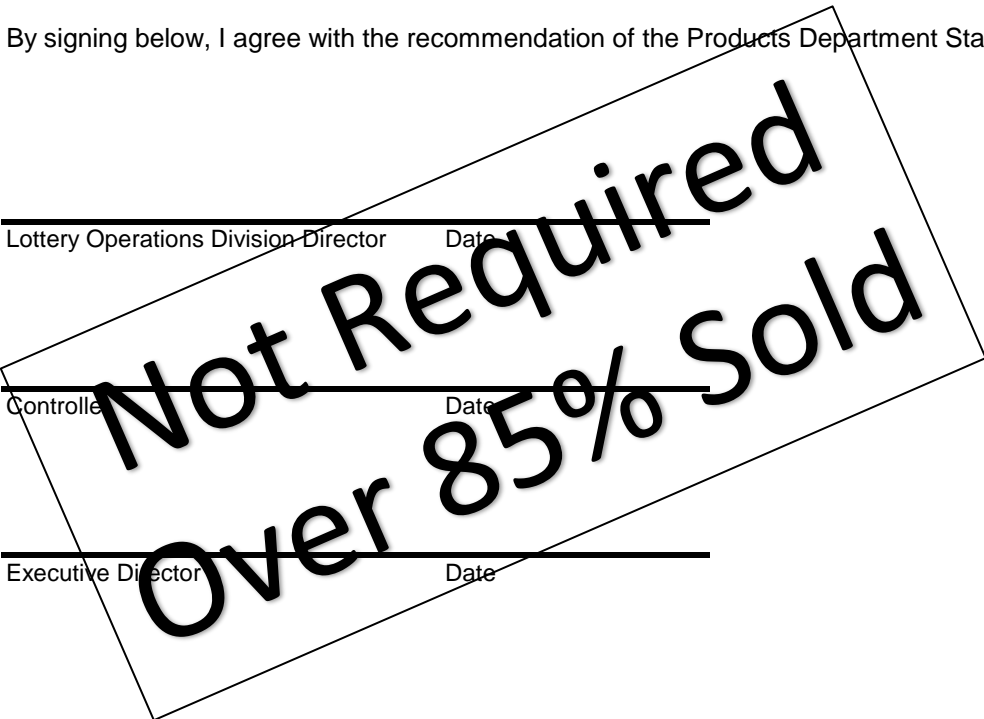
\_\_\_\_\_  
Products Manager      Date

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







<b>NO. OF TICKETS:</b>	<b>12,034,525</b>	<b>MINIMUM QTY:</b>	<b>11,760,000</b>
<b>NO. POOLS:</b>	<b>100.29</b>	<b>MAXIMUM QTY:</b>	<b>12,240,000</b>
<b>PACK SIZE:</b>	<b>25</b>		
<b>PACKS/POOL:</b>	<b>4,800</b>		
<b>PACKS/GAME:</b>	<b>481,381</b>		

TEXAS LOTTERY COMMISSION  
"MILLION DOLLAR LOTERIA" - GAME NUMBER 2245  
END OF PRODUCTION PRIZE STRUCTURE  
VERSION 2 - DECEMBER 11, 2019

\$20 TICKETS \$240,690,500 - REVENUE PRIZE FUND - \$180,926,250 PAYOUT % - **75.1696681%**

PRIZE TIER	# WINS	TIER CODE	GAME 1 (GRID) WIN UP TO 3 TIMES!	GAME 2 (MATCH 4) WIN UP TO 2 TIMES!	GAME 3 (MATCH 2) WIN UP TO 7 TIMES!	GAME 4 (MATCH 2) WIN \$100 or \$20!	WINNERS IN		WINNERS IN		PRIZE COST	PERCENT OF PRIZE FUND**	VALIDATION TIER LEVELS **
							ODDS OF 1 IN:	100.29 POOLS	25 (PER PACK*)	120,000 (PER POOL)			
1	1	L	\$20 or	\$20 or	\$20	\$20	49.96	240,902	0.50	2,400	\$ 4,818,040	2.66%	
2	2	L	(\$10 x 2) or	(\$10 x 2) or	(\$10 x 2)	\$20	25.03	480,897	1.00	4,800	\$ 9,617,940	5.32%	LOW TIER
3	2	L	\$10	\$10	\$10	\$20	16.67	721,860	1.50	7,200	\$ 14,437,200	7.98%	15.96%
4	1	G	\$30 or	\$30 or	\$30	\$30	99.83	120,549	0.25	1,200	\$ 3,616,470	2.00%	
5	2	G	\$20	\$10	\$10	\$30	50.03	240,562	0.50	2,400	\$ 7,216,860	3.99%	
6	3	G	\$20	\$10 x 2	\$10	\$30	49.97	240,819	0.50	2,400	\$ 7,224,570	3.99%	
7	2	G	\$20	\$10	\$10	\$30	100.06	120,270	0.25	1,200	\$ 3,608,100	1.99%	G* TIERS
8	3	G	\$20	\$10	\$10 x 3	\$30	99.99	120,353	0.25	1,200	\$ 3,610,590	2.00%	13.97%
9	1	M	\$40 or	\$40 or	\$40	\$40	1,202.13	10,011	-	100	\$ 400,440	0.22%	
10	3	M	\$20	\$10 x 2	\$40	\$40	598.49	20,108	-	200	\$ 804,320	0.44%	
11	3	M	\$20	\$10 x 2	\$40	\$40	600.41	20,044	-	200	\$ 801,760	0.44%	
12	3	M	\$20	\$10	\$10	\$40	300.02	40,112	-	400	\$ 1,604,480	0.89%	
13	4	M	\$10 x 2	\$10 x 2	\$10 x 2	\$40	400.99	30,012	-	300	\$ 1,200,480	0.66%	
14	4	M	\$10 x 4	\$10 x 4	\$10 x 4	\$40	399.29	30,140	-	300	\$ 1,205,600	0.67%	
15	2	M	(\$20 x 2) or	(\$20 x 2) or	(\$20 x 2)	\$40	598.52	20,107	-	200	\$ 804,280	0.44%	
16	2	M	\$30	\$10	\$40	\$40	300.18	40,091	-	400	\$ 1,603,640	0.89%	
17	2	M	\$30	\$10	\$40	\$40	399.66	30,112	-	300	\$ 1,204,480	0.67%	
18	1	M	\$50 or	\$50 or	\$50	\$50	1,201.65	10,015	-	100	\$ 500,750	0.28%	
19	2	M	(\$20 + \$30) or	(\$20 + \$30) or	(\$20 + \$30)	\$50	300.29	40,076	-	400	\$ 2,003,800	1.11%	
20	3	M	\$10	\$10	\$10	\$50	149.95	80,259	-	800	\$ 4,012,950	2.22%	
21	2	M	\$40	\$10	\$10	\$50	171.38	70,221	-	700	\$ 3,511,050	1.94%	
22	4	M	\$20	\$10	\$10 x 2	\$50	119.91	100,366	-	1,000	\$ 5,018,300	2.77%	
23	4	M	\$10 x 3	\$10 x 3	(\$10 x 3) + \$20	\$50	133.16	90,374	-	900	\$ 4,518,700	2.50%	
24	5	M	\$100 or	\$100 or	\$100	\$50	133.61	90,070	-	900	\$ 4,503,500	2.49%	
25	1	M	\$100 or	\$100 or	\$100	\$100	1,000.96	12,023	-	120	\$ 1,202,300	0.66%	
26	1	M	(\$20 + \$30 + \$50) or	(\$20 + \$30 + \$50) or	(\$20 + \$30 + \$50)	\$100	120.03	100,259	-	1,000	\$ 10,025,900	5.54%	
27	3	M	\$20 + \$30 + \$50	\$10 x 2	(\$10 x 2) + (\$20 x 2)	\$100	299.96	40,121	-	400	\$ 4,012,100	2.22%	
28	7	M	\$20	\$10 x 2	(\$10 x 2) + (\$20 x 2)	\$100	74.94	160,595	-	1,600	\$ 16,059,500	8.88%	
29	2	M	\$50	\$50	\$100	\$100	300.07	40,106	-	400	\$ 4,010,600	2.22%	
30	7	M	\$20 + \$30	\$10 x 5	\$100	\$100	100.06	120,276	-	1,200	\$ 12,027,600	6.65%	
31	3	M	\$20 + \$30	\$10 x 5	\$100	\$150	752.30	15,997	-	160	\$ 2,399,550	1.33%	
32	8	M	\$20 + \$30 + \$50	\$10 x 2	\$10 x 3	\$150	239.91	50,163	-	500	\$ 7,524,450	4.16%	
33	6	M	\$10 x 5	\$10 x 5	\$100	\$150	399.79	30,102	-	300	\$ 4,515,300	2.50%	
34	1	M	\$200 or	\$200 or	\$200	\$200	4,139.84	2,907	-	29	\$ 581,400	0.32%	
35	1	M	\$200	\$200	\$200	\$200	1,200.57	10,024	-	100	\$ 2,004,800	1.11%	
36	2	M	\$100	\$100	\$200	\$100	1,195.09	10,070	-	100	\$ 2,014,000	1.11%	
37	5	M	\$20 + \$30	\$20 + \$30	\$100	\$200	1,202.73	10,006	-	100	\$ 2,001,200	1.11%	
38	12	M	\$20 + \$30 + \$50	\$10 x 2	(\$10 x 6) + \$20	\$200	399.69	30,110	-	300	\$ 6,022,000	3.33%	
39	3	M	\$20 + \$30	\$10 x 2	\$200	\$250	2,297.10	5,239	-	52	\$ 1,309,750	0.72%	
40	9	M	\$20 + \$30 + \$50	\$10 x 3	\$100	\$250	921.83	13,055	-	130	\$ 3,263,750	1.80%	
41	9	M	\$50 + \$100	\$10 + \$40	\$10 x 5	\$250	918.74	13,099	-	130	\$ 3,274,750	1.81%	
42	1	M	\$500 or	\$500 or	\$500	\$500	113,533.25	106	-	1	\$ 53,000	0.03%	
43	10	M	\$50 + \$100	\$50 x 2	\$10 x 5	\$200	7,996.36	1,505	-	15	\$ 752,500	0.42%	
44	14	M	\$20 + \$30 + \$50	\$10 + \$20	\$10 x 7	\$100 + \$200	4,771.82	2,522	-	25	\$ 1,261,000	0.70%	MID TIER
45	9	M	\$50 + \$100 + \$200	\$10 x 3	\$10 x 3	\$100	8,028.37	1,499	-	15	\$ 749,500	0.41%	65.64%
46	1	H	\$1,000 or	\$1,000 or	\$1,000	\$1,000	116,840.05	103	-	1	\$ 103,000	0.06%	
47	12	H	\$100 + \$500	\$50 x 2	(\$50 x 2) + (\$20 x 5)	\$100	40,384.31	298	-	3	\$ 298,000	0.16%	
48	7	H	\$100	\$200 + \$500	\$50 x 4	\$1,000	116,840.05	103	-	1	\$ 103,000	0.06%	
49	14	H	\$50 + \$100 + \$200	\$20 + \$30	(\$50 x 5) + \$20 + \$30	\$100 + \$200	10,249.25	299	-	3	\$ 299,000	0.17%	
50	1	H	\$5,000 or	\$5,000 or	\$5,000	\$5,000	1,504,315.63	8	-	-	\$ 40,000	0.02%	
51	13	H	\$500 + \$1,000	\$500 + \$1,000	(\$500 x 3) + (\$50 x 4)	\$100 + \$200	156,292.53	77	-	-	\$ 385,000	0.21%	
52	13	H	\$100 + \$200 + \$500	\$200 x 2	(\$1,000 x 3) + (\$50 x 2) + \$100 + \$500	\$100	156,292.53	77	-	-	\$ 385,000	0.21%	
53	1	H	\$20,000 or	\$20,000 or	\$20,000	\$20,000	3,008,631.25	4	-	-	\$ 80,000	0.04%	
54	8	H	\$1,000 + \$5,000	\$1,000 x 2	(\$1,000 x 2) + (\$5,000 x 2)	\$20,000	1,504,315.63	8	-	-	\$ 160,000	0.09%	
55	12	H	\$5,000	\$5,000 x 2	(\$1,000 x 4) + (\$100 x 2) + \$500	\$100 + \$200	1,504,315.63	8	-	-	\$ 160,000	0.09%	HIGH TIER
56	1	H	\$1,000,000 or	\$1,000,000 or	\$1,000,000	\$1,000,000	2,005,754.17	6	***	-	\$ 6,000,000	3.32%	4.43%
						2 Decimals:	3.27	3,679,105	4.75	36,685	\$ 180,926,250	100.00%	100.00%
						4 Decimals:	3.2710						

TEXAS LOTTERY COMMISSION  
"MILLION DOLLAR LOTERIA" - GAME NUMBER 2245  
END OF PRODUCTION PRIZE STRUCTURE  
VERSION 2 - DECEMBER 11, 2019

Consolidated Odds 1 in:		1 in Odds		Total # of Winners
\$20		8.34		1,443,659
\$30		14.28		842,553
\$40		49.99		240,737
\$50		25.00		481,381
\$100		25.42		473,380
\$150		125.02		96,262
\$200		190.67		63,117
\$250		383.35		31,393
\$500		2,136.81		5,632
\$1,000		14,986.96		803
\$5,000		74,287.19		162
\$20,000		601,726.25		20
\$1,000,000		2,005,754.17		6
				<b>3,679,105</b>

PRIZE	GAME 1	GAME 2	GAME 3	GAME 4	A	B	C	D
\$20	\$20 or	\$20 or	\$20	-	1 = \$ 20	0 = \$ 0	1 = \$ 20	0 = \$ 0
\$20	-	(\$10 x 2) or	(\$10 x 2)	-	0 = \$ 0	3 = \$ 60	0 = \$ 0	1 = \$ 20
\$20	-	\$10	\$10	-	1 = \$ 20	2 = \$ 40	1 = \$ 20	2 = \$ 40
\$30	\$30 or	\$30 or	\$30	-	1 = \$ 30	0 = \$ 0	0 = \$ 0	0 = \$ 0
\$30	\$20	-	\$10	-	0 = \$ 0	1 = \$ 30	1 = \$ 30	0 = \$ 0
\$30	-	\$10 x 2	\$10	-	1 = \$ 30	0 = \$ 0	0 = \$ 0	1 = \$ 30
\$30	\$20	\$10	-	-	0 = \$ 0	0 = \$ 0	0 = \$ 0	1 = \$ 30
\$30	-	-	\$10 x 3	-	0 = \$ 0	0 = \$ 0	1 = \$ 30	0 = \$ 0
					4 = \$100	6 = \$130	4 = \$100	5 = \$120

\* Each of the following GLEPS will be used in approximately 25% of each pack of tickets.  
 \*\* Numbers are rounded.  
 \*\*\* This exact number of prizes is guaranteed delivery to TLC.  
 \*\*\*\* The \$30 prizes are GLEPS, are programmed as a G-Tier and will be included in the low-tier validation files.  
 Note: There will be no more than 11 winners per pack.



# INTEROFFICE MEMO

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

## Payment Approval

2245

12-001-10-1-1

12-000-1-1

12-001-10-1-1

12-001-10-1-1

47-12-1

207-10-1-1

12-001-10-1-1

February 19, 2020

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

OB

Vendor Name: IGT Global Solutions Corporation

Invoice Number: ✓ 90111821

Tx Game name: ✓ Game #2245 Million Dollar Loteria

PO #: ✓ 362-20-9009 RL010

Invoice Amount: ✓ **\$567,066.82**

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

DB

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

2/19/2020

Date

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

2/19/2020

Date

Ryan Mindell (Lottery Operations Division Director)

2-20-2020

Date

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

February 29, 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: 90111821  
 DATE : February 18, 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 GAMES# 2245	91173 010	"MILLION DOLLAR LOTERIA" 2245 -Truck#1 12.00" x 4.00" Tickets \$ 33.01/M Full UV (\$0.08 per sq inch per thousand) \$3.84/M Player's Mark (\$0.114 per sq inch per thousand) \$5.47/M Synchronized printing (\$0.10 per sq inch per thousand \$4.80/M Synchronized printing (2,500 Set Up Charge) Waived Synchronized printing (\$1,000 per each additional grid x 7 grids) Waived  TOTAL \$ 47.12/M	1,758,300 PC	0.04712	82,851.10
002 GAMES# 2245	91173 020	"MILLION DOLLAR LOTERIA" 2245 -Truck#2	1,911,575 PC	0.04712	90,073.41
003 GAMES# 2245	91173 030	"MILLION DOLLAR LOTERIA" 2245 -Truck#3	1,877,050 PC	0.04712	88,446.60
004 GAMES# 2245	91173 040	"MILLION DOLLAR LOTERIA" 2245 -Truck#4	1,906,125 PC	0.04712	89,816.61
005 GAMES# 2245	91173 050	"MILLION DOLLAR LOTERIA" 2245 -Truck#5	2,291,000 PC	0.04712	107,951.92
006 GAMES# 2245	91173 060	"MILLION DOLLAR LOTERIA" 2245 -Truck#6	2,290,475 PC	0.04712	107,927.18
				TOTAL AMOUNT DUE	USD <u>567,066.82</u>

REMARKS:  
 Unrounded Invoice Total \$ 567,066.8180

PAYMENT TERMS:  
 Due within 30 days

Continued...

**Instant Ticket Game Analysis  
8/26/18-8/30/20**

**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 14	Week 16	Week 16	Week 17	3M	None	None	None	None
10M-14.99M	None	None	None	Week 27	4M	Week 16*	None	None	Week 56
15M-19.99M	Week 23*	None	Week 33	Week 26*	5M	Week 26*	Week 22*	Week 27	None
20M-24.99M	None	None	None	Week 48	6M	Week 14	Week 21	None	None
25M-29.99M	Week 30	None	None	None	7M	Week 18	Week 45	None	None
30M-34.99M	None	Week 46*	None	None	8M	Week 20*	Week 35*	None	None
>35M	None	Week 54*	Week 62	Week 47*	>9M	Week 40	None	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	\$598,210	\$786,271	\$962,270	\$1,910,553	3M	None	None	None	None
10M-14.99M	None	None	None	\$1,965,388	4M	\$2,364,236	None	None	\$3,525,563
15M-19.99M	\$629,679	None	\$1,405,386	\$3,225,872	5M	\$1,959,320	\$4,672,585	\$5,273,477	None
20M-24.99M	None	None	None	\$2,129,434	6M	\$4,039,631	\$5,031,851	None	None
25M-29.99M	\$838,549	None	None	None	7M	\$3,610,003	\$3,302,718	None	None
30M-34.99M	None	\$1,280,700	None	None	8M	\$3,479,987	\$4,349,250	None	None
>35M	None	\$1,286,299	\$1,629,327	\$3,641,275	>9M	\$4,179,750	None	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