

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

**Scratch Ticket Information**

Date Completed 2/22/2021

|                                |                  |                           |        |
|--------------------------------|------------------|---------------------------|--------|
| Game #                         | 2263             | Confirmed Packs           | 3,415  |
| Game Name                      | Money Multiplier | Active Packs              | 2,467  |
| Quantity Printed               | 7,337,700        | Warehouse Packs           | 209    |
| Price Point                    | \$5              | Returned Packs            | 363    |
| Start Date                     | 10/19/2020       | Printed Payout Percentage | 68.03% |
| Top Prize                      | \$ 100,000       | Percent Sold              | 92.68% |
| Number of Top Prizes Remaining | 1                | Number of Weeks Out       | 18     |

**Current Game Sales Analysis**

**TANGIBLE COSTS**

**Expenditure Impact:**

|                       |               |  |
|-----------------------|---------------|--|
| Cost to print tickets | \$ 627,168    | Actual ticket production costs                       |
| Prize payout expense  | \$ 22,511,205 | Data from Instant Ticket Tier Liability screen in ES |

**Estimated Direct Costs** **\$ 23,138,373**

**TANGIBLE BENEFITS**

**Revenue Impact:**

|                 |               |   |
|-----------------|---------------|---|
| Estimated sales | \$ 34,002,902 | Based on # of tkts printed, times % sold from DaVinci report, times the price point |
|-----------------|---------------|---|

**Total Estimated Benefits** **\$ 34,002,902**

**Excess of Revenue over Expended** **\$ 10,864,529**

**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               | \$ | 241,375   |
| Next week                            | \$ | 449,835   |
| Next week                            | \$ | 604,540   |
| Avg Weekly Sales Current Game        | \$ | 431,917   |
| Avg Weekly Sales \$5; 5M - 9.99M Qty | \$ | 1,910,553 |
| Percentage Of Variance In Sales      |    | 77%       |

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

**Instant Ticket Information**

|   |                  |                           |        |
|---|------------------|---------------------------|--------|
| Game #  | 2263             | Printed Payout Percentage | 68.03% |
| Game Name   | Money Multiplier | Actual Payout Percentage  | 66.20% |
| Percent Sold  | 92.68%           | Number of Weeks Out       | 18     |
| Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run. |                  |                           | 17     |

**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):

---

---

---

Approved via Email

Scratch Ticket Strategy Coordinator      Date

Approved via Email

Products Manager      Date

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

Not Required - Over 85% Sold

Lottery Operations Division Director      Date

Not Required - Over 85% Sold

Controller      Date

Not Required - Over 85% Sold

Executive Director      Date

## **Bowersock, Dale**

---

**From:** Tirloni, Robert  
**Sent:** Sunday, February 28, 2021 9:46 PM  
**To:** Bowersock, Dale  
**Subject:** FW: March Pre-call Analysis Documents - Over 85% Sold  
**Attachments:** 2252 \$5,000 Extreme Cash.pdf; 2263 Money Multiplier.pdf; 2265 Tic Tac Snow.pdf; RE: March Pre-call Recommendations

All three attached game close documents are approved. –RT, 2/28/2021

**Robert Tirloni**  
**Products Manager | Texas Lottery Commission**  
**Office: 512-344-5406**  
**robert.tirloni@lottery.state.tx.us**

---

**From:** Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>  
**Sent:** Monday, February 22, 2021 3:31 PM  
**To:** Tirloni, Robert <Robert.Tirloni@lottery.state.tx.us>  
**Subject:** March Pre-call Analysis Documents - Over 85% Sold

Approved. DB 2/22/21

Attached are the analysis documents for games over 85% sold. I won't need these back until Thursday, 3/4.



**Dale Bowersock**  
Scratch Ticket Strategy Coordinator  
Phone: 800-375-6886, 5166  
Direct: 512-344-5166



# Play the Games of Texas!

Da Vinci Report

2/22/21

Week End Date:2/20/21

| Product Line | Game | \$   | Tix Run    | Name                          | Start    | Call    | Close   | Wks | % Sold | Confirmed | Active | Ware    | Return | Net Sales      |                |                |                |
|--------------|------|------|------------|-------------------------------|----------|---------|---------|-----|--------|-----------|--------|---------|--------|----------------|----------------|----------------|----------------|
|              |      |      |            |                               |          |         |         |     |        |           |        |         |        | 2/20/21        | 2/13/21        | 2/6/21         | 1/30/21        |
| Mature       | 2253 | \$5  | 13,996,275 | \$200,000 EXTREME CASH        | 9/8/20   |         |         | 24  | 83.20% | 11,020    | 8,933  | 9,521   | 35     | \$1,027,605.00 | \$1,622,590.00 | \$1,865,665.00 | \$1,934,965.00 |
|              | 2270 | \$5  | 7,327,125  | CAESARS                       | 11/16/20 |         |         | 14  | 73.87% | 11,515    | 8,368  | 4,365   | 3      | \$793,355.00   | \$1,209,455.00 | \$1,352,010.00 | \$1,526,330.00 |
|              | 2235 | \$5  | 9,893,475  | COWBOYS                       | 8/17/20  |         |         | 27  | 54.49% | 2,820     | 2,388  | 53,611  | 73     | \$222,275.00   | \$347,640.00   | \$390,250.00   | \$410,425.00   |
|              | 2267 | \$5  | 7,281,750  | HOLIDAY BUCKS                 | 11/2/20  |         |         | 16  | 79.57% | 4,706     | 2,684  | 9,291   | 1,007  | \$360,705.00   | \$604,070.00   | \$851,390.00   | \$808,225.00   |
|              | 2236 | \$5  | 5,627,925  | HOUSTON TEXANS                | 8/17/20  |         |         | 27  | 63.36% | 2,238     | 1,647  | 21,999  | 661    | \$157,490.00   | \$232,490.00   | \$272,865.00   | \$295,340.00   |
|              | 2260 | \$5  | 9,129,300  | LADY LUCK 7                   | 10/5/20  |         |         | 20  | 84.61% | 4,805     | 3,882  | 9,143   | 9      | \$454,810.00   | \$758,930.00   | \$1,027,510.00 | \$1,130,880.00 |
|              | 2249 | \$5  | 54,041,700 | SUPER LOTERIA                 | 11/2/20  |         |         | 16  | 26.84% | 22,873    | 13,118 | 486,707 | 2      | \$3,230,555.00 | \$5,022,305.00 | \$5,500,985.00 | \$5,327,485.00 |
|              | 2254 | \$10 | 11,095,550 | \$500,000 EXTREME CASH        | 9/8/20   |         |         | 24  | 78.65% | 17,722    | 9,372  | 17,781  | 6      | \$1,573,330.00 | \$2,506,230.00 | \$2,984,270.00 | \$3,324,080.00 |
|              | 2271 | \$10 | 8,192,300  | COOL RICHES                   | 9/21/20  |         |         | 22  | 61.34% | 12,825    | 7,259  | 40,338  | 20     | \$949,650.00   | \$1,431,660.00 | \$1,593,350.00 | \$1,629,670.00 |
|              | 2244 | \$10 | 26,557,800 | MEGA LOTERIA                  | 6/22/20  |         |         | 35  | 82.06% | 31,468    | 11,844 | 45,636  | 127    | \$4,577,090.00 | \$7,180,380.00 | \$7,767,430.00 | \$7,872,460.00 |
|              | 2255 | \$20 | 9,050,125  | \$1,000,000 EXTREME CASH      | 9/8/20   |         |         | 24  | 48.66% | 16,927    | 8,395  | 158,466 | 11     | \$1,551,140.00 | \$2,564,900.00 | \$2,818,480.00 | \$3,010,460.00 |
|              | 1838 | \$20 | 34,728,300 | INSTANT MILLIONAIRE           | 5/15/17  |         |         | 197 | 68.25% | 13,443    | 6,745  | 417,331 | 16     | \$1,357,520.00 | \$2,296,940.00 | \$2,519,520.00 | \$2,625,560.00 |
|              | 2040 | \$20 | 7,214,300  | MAD MONEY MULTIPLIER          | 10/19/20 |         |         | 18  | 41.40% | 13,684    | 6,426  | 147,180 | 9      | \$1,068,760.00 | \$1,770,900.00 | \$2,079,120.00 | \$2,171,000.00 |
|              | 2219 | \$20 | 8,837,100  | MEGA 7S                       | 6/1/20   |         |         | 38  | 88.75% | 15,293    | 7,141  | 15,156  | 53     | \$1,440,500.00 | \$2,357,640.00 | \$2,742,400.00 | \$2,807,200.00 |
|              | 2298 | \$20 | 11,819,775 | MILLION DOLLAR LOTERIA        | 11/16/20 |         |         | 14  | 35.92% | 31,076    | 10,126 | 257,083 | 7      | \$4,027,940.00 | \$6,588,460.00 | \$7,121,880.00 | \$7,100,160.00 |
|              | 2209 | \$30 | 12,028,825 | \$250 MILLION CASH PARTY      | 3/16/20  |         |         | 49  | 50.37% | 11,887    | 7,004  | 218,022 | 19     | \$1,524,390.00 | \$2,530,950.00 | \$2,716,950.00 | \$2,721,600.00 |
|              | 2053 | \$30 | 34,080,725 | \$750 MILLION WINNER'S CIRCLE | 3/19/18  |         |         | 153 | 47.52% | 11,552    | 6,944  | 694,002 | 20     | \$1,864,500.00 | \$3,200,580.00 | \$3,436,980.00 | \$3,458,280.00 |
|              | 2261 | \$50 | 5,430,340  | \$200 MILLION CASH            | 8/17/20  |         |         | 27  | 73.37% | 15,890    | 6,050  | 48,086  | 20     | \$2,796,600.00 | \$4,954,950.00 | \$5,262,600.00 | \$5,316,200.00 |
|              | 2274 | \$50 | 5,139,100  | 500X LOTERIA SPECTACULAR      | 10/5/20  |         |         | 20  | 62.23% | 22,996    | 8,060  | 63,393  | 12     | \$3,843,250.00 | \$6,606,450.00 | \$7,137,100.00 | \$7,166,250.00 |
| Sold/Closing | 2252 | \$1  | 12,231,900 | \$5,000 EXTREME CASH          | 9/8/20   |         |         | 24  | 95.10% | 1,490     | 1,492  | 268     | 279    | \$64,364.00    | \$176,189.00   | \$300,328.00   | \$248,525.00   |
|              | 2259 | \$1  | 10,139,550 | 7-11-21                       | 10/5/20  | 2/28/21 | 4/14/21 | 20  | 95.26% | 812       | 737    | 174     | 586    | \$34,695.00    | \$83,593.00    | \$128,499.00   | \$130,103.00   |
|              | 2265 | \$1  | 9,176,250  | TIC TAC SNOW                  | 11/2/20  |         |         | 16  | 93.09% | 1,179     | 918    | 356     | 705    | \$46,879.00    | \$186,197.00   | \$491,739.00   | \$385,045.00   |
|              | 2257 | \$2  | 7,317,750  | LUCKY NO. 13                  | 9/8/20   | 2/28/21 | 4/14/21 | 24  | 93.82% | 1,067     | 1,082  | 433     | 96     | \$73,846.00    | \$141,054.00   | \$162,238.00   | \$187,774.00   |
|              | 2060 | \$2  | 35,449,750 | WEEKLY GRAND                  | 8/19/19  |         |         | 79  | 92.52% | 8,377     | 9,268  | 665     | 15     | \$459,500.00   | \$749,690.00   | \$854,686.00   | \$786,506.00   |
|              | 2168 | \$3  | 35,604,750 | \$50,000 BONUS CASHWORD       | 2/17/20  |         |         | 53  | 91.60% | 10,567    | 7,706  | 3,330   | 8      | \$1,052,703.00 | \$1,517,028.00 | \$1,666,362.00 | \$1,647,237.00 |
|              | 2266 | \$3  | 4,939,750  | WINTER WORDS                  | 11/2/20  | 1/27/21 | 3/13/21 | 16  | 92.33% | 250       | 121    | 197     | 430    | \$10,656.00    | \$33,081.00    | \$86,814.00    | \$169,953.00   |
|              | 2164 | \$5  | 22,076,025 | \$100,000 VIP CASHWORD        | 3/16/20  |         |         | 49  | 94.24% | 8,584     | 7,251  | 328     | 32     | \$1,175,550.00 | \$1,842,375.00 | \$1,958,375.00 | \$1,931,655.00 |
|              | 2231 | \$5  | 5,626,200  | 50X FAST CASH                 | 7/20/20  | 2/7/21  | 3/24/21 | 31  | 89.44% | 566       | 473    | 3,569   | 1,582  | \$66,595.00    | \$119,445.00   | \$123,615.00   | \$162,740.00   |
|              | 2263 | \$5  | 7,337,700  | MONEY MULTIPLIER              | 10/19/20 |         |         | 18  | 92.68% | 3,415     | 2,467  | 209     | 363    | \$241,375.00   | \$449,835.00   | \$604,540.00   | \$790,645.00   |
|              | 2215 | \$5  | 7,188,075  | ROUTE 66 ROAD TO \$1,000,000! | 6/15/20  | 2/7/21  | 3/24/21 | 36  | 84.08% | 459       | 349    | 11,926  | 1,112  | \$37,565.00    | \$68,010.00    | \$95,215.00    | \$95,460.00    |
|              | 2237 | \$5  | 40,877,775 | SUPER LOTERIA                 | 12/16/19 | 2/7/21  | 3/24/21 | 62  | 99.32% | 294       | 131    | 32      | 1,778  | \$20,290.00    | \$49,580.00    | \$72,740.00    | \$97,540.00    |
|              | 2128 | \$5  | 7,253,550  | WILD CASH MULTIPLIER          | 7/6/20   | 2/7/21  | 3/24/21 | 33  | 71.88% | 516       | 515    | 22,687  | 1,699  | \$63,230.00    | \$110,890.00   | \$141,045.00   | \$163,200.00   |

**Liability for 2263 / for Life to Date**Product Status:  
ActiveSmartCash Enabled:  
N/A

Validation Range: 08/14/2020 - 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       | \$5.00       | 103830 | \$519,150.00   | 809430                    | \$4,047,150.00           | 88.63% | 6503465           |
| 2       | 2   | N/A       | \$10.00      | 28724  | \$287,240.00   | 248480                    | \$2,484,800.00           | 89.64% | 6577364           |
| 3       | 3   | N/A       | \$10.00      | 29778  | \$297,780.00   | 279994                    | \$2,799,940.00           | 90.39% | 6632335           |
| 4       | 4   | N/A       | \$20.00      | 10170  | \$203,400.00   | 104011                    | \$2,080,220.00           | 91.09% | 6684137           |
| 5       | 5   | N/A       | \$20.00      | 4695   | \$93,900.00    | 44201                     | \$884,020.00             | 90.40% | 6633133           |
| 6       | 0   | N/A       | \$25.00      | 5420   | \$135,500.00   | 55766                     | \$1,394,150.00           | 91.14% | 6687709           |
| 7       | 0   | N/A       | \$25.00      | 929    | \$23,225.00    | 9265                      | \$231,625.00             | 90.89% | 6669000           |
| 8       | 0   | N/A       | \$50.00      | 3503   | \$175,150.00   | 37314                     | \$1,865,700.00           | 91.42% | 6707963           |
| 9       | 0   | N/A       | \$50.00      | 5475   | \$273,750.00   | 57619                     | \$2,880,950.00           | 91.32% | 6700968           |
| 10      | 0   | N/A       | \$50.00      | 765    | \$38,250.00    | 7379                      | \$368,950.00             | 90.61% | 6648439           |
| 11      | 0   | N/A       | \$100.00     | 101    | \$10,100.00    | 918                       | \$91,800.00              | 90.09% | 6610410           |
| 12      | 0   | N/A       | \$100.00     | 342    | \$34,200.00    | 3720                      | \$372,000.00             | 91.58% | 6719902           |
| 13      | 0   | N/A       | \$100.00     | 675    | \$67,500.00    | 6785                      | \$678,500.00             | 90.95% | 6673766           |
| 14      | 0   | N/A       | \$100.00     | 606    | \$60,600.00    | 6519                      | \$651,900.00             | 91.49% | 6713609           |
| 15      | 0   | N/A       | \$250.00     | 19     | \$4,750.00     | 188                       | \$47,000.00              | 90.82% | 6664191           |
| 16      | 0   | N/A       | \$250.00     | 148    | \$37,000.00    | 1592                      | \$398,000.00             | 91.49% | 6713573           |
| 17      | 0   | N/A       | \$250.00     | 44     | \$11,000.00    | 532                       | \$133,000.00             | 92.36% | 6777181           |
| 18      | 0   | N/A       | \$500.00     | 59     | \$29,500.00    | 657                       | \$328,500.00             | 91.76% | 6733057           |
| 19      | 0   | N/A       | \$500.00     | 28     | \$14,000.00    | 278                       | \$139,000.00             | 90.85% | 6666276           |
| 20      | 0   | N/A       | \$500.00     | 27     | \$13,500.00    | 290                       | \$145,000.00             | 91.48% | 6712722           |
| 21      | 0   | N/A       | \$500.00     | 12     | \$6,000.00     | 92                        | \$46,000.00              | 88.46% | 6491042           |
| 22      | 0   | N/A       | \$1,000.00   | 4      | \$4,000.00     | 16                        | \$16,000.00              | 80.00% | 5870160           |
| 23      | 0   | N/A       | \$1,000.00   | 5      | \$5,000.00     | 12                        | \$12,000.00              | 70.59% | 5179552           |
| 24      | 0   | N/A       | \$1,000.00   | 2      | \$2,000.00     | 4                         | \$4,000.00               | 66.67% | 4891800           |
| 25      | 0   | N/A       | \$1,000.00   | 3      | \$3,000.00     | 11                        | \$11,000.00              | 78.57% | 5765335           |
| 26      | 0   | N/A       | \$100,000.00 | 1      | \$100,000.00   | 4                         | \$400,000.00             | 80.00% | 5870160           |
| Totals: |     |           |              | 195365 | \$2,449,495.00 | 1,675,077                 | \$22,511,205.00          |        |                   |

|                         |           |                   |           |                                    |           |
|-------------------------|-----------|-------------------|-----------|------------------------------------|-----------|
| NO. OF TICKETS (+/-2%): | 7,337,700 | Minimum Quantity: | 7,056,000 | TEXAS LOTTERY COMMISSION           |           |
| NO. POOLS:              | 20.38     | Maximum Quantity: | 7,344,000 | "MONEY MULTIPLIER" - GAME NO. 2263 |           |
| PACK SIZE:              | 75        |                   |           | END OF PRODUCTION PRIZE STRUCTURE  |           |
| PACKS/POOL:             | 4,800     |                   |           | 7-Aug-20                           | VERSION A |
| PACKS/GAME:             | 97,836    |                   |           |                                    |           |

|           |             |              |         |            |              |          |        |
|-----------|-------------|--------------|---------|------------|--------------|----------|--------|
| 7,337,700 | \$5 TICKETS | \$36,688,500 | REVENUE | PRIZE FUND | \$24,960,700 | PAYOUT % | 68.03% |
|-----------|-------------|--------------|---------|------------|--------------|----------|--------|

| PRIZE<br>TIER | PRIZE<br>CODE | TIER<br>CODE | GET:  | # OF WAYS<br>TO WIN: | WIN:      | ODDS OF<br>1 IN: | WINNERS IN<br>20<br>POOLS | WINNERS IN<br>75<br>(PER PACK*) | WINNERS IN<br>360,000<br>(Per Pool) | PRIZE<br>COST | PERCENT<br>OF PRIZE<br>FUND ** | VALIDATION<br>TIER<br>LEVELS |
|---------------|---------------|--------------|---|----------------------|-----------|------------------|---------------------------|---------------------------------|-------------------------------------|---------------|--------------------------------|------------------------------|
| 1             | 1             | L            | \$5   | 1                    | \$5       | 8.03             | 913,260                   | 9.33                            | 44,806                              | \$4,566,300   | 18.29%                         | LOW TIER                     |
| 2             | 2             | L            | \$10  | 1                    | \$10      | 26.47            | 277,204                   | 2.83                            | 13,600                              | \$2,772,040   | 11.11%                         |                              |
| 3             | 3             | L            | \$5"2X"   | 1                    | \$10      | 23.69            | 309,772                   | 3.17                            | 15,198                              | \$3,097,720   | 12.41%                         |                              |
| 4             | 4             | L            | \$10"2X"  | 1                    | \$20      | 64.26            | 114,181                   | 1.17                            | 5,602                               | \$2,283,620   | 9.15%                          |                              |
| 5             | 5             | L            | \$20  | 1                    | \$20      | 150.07           | 48,896                    | 0.50                            | 2,399                               | \$977,920     | 3.92%                          |                              |
| 6             | 0             | M            | \$5"5X"   | 1                    | \$25      | 119.92           | 61,186                    | 0.63                            | 3,000                               | \$1,529,650   | 6.13%                          | MID TIER                     |
| 7             | 0             | M            | \$5 + \$10"2X"                                  | 2                    | \$25      | 719.81           | 10,194                    | 0.10                            | 500                                 | \$254,850     | 1.02%                          |                              |
| 8             | 0             | M            | \$10"5X"  | 1                    | \$50      | 179.77           | 40,817                    | 0.42                            | 2,000                               | \$2,040,850   | 8.18%                          |                              |
| 9             | 0             | M            | \$5"10X"  | 1                    | \$50      | 116.30           | 63,094                    | 0.65                            | 3,100                               | \$3,154,700   | 12.64%                         |                              |
| 10            | 0             | M            | \$50  | 1                    | \$50      | 900.99           | 8,144                     | 0.08                            | 400                                 | \$407,200     | 1.63%                          |                              |
| 11            | 0             | M            | \$100   | 1                    | \$100     | 7,200.88         | 1,019                     | 0.01                            | 50                                  | \$101,900     | 0.41%                          |                              |
| 12            | 0             | M            | \$20"5X"  | 1                    | \$100     | 1,806.43         | 4,062                     | 0.04                            | 200                                 | \$406,200     | 1.63%                          |                              |
| 13            | 0             | M            | \$5"10X" + \$10"5X"                             | 2                    | \$100     | 983.61           | 7,460                     | 0.08                            | 365                                 | \$746,000     | 2.99%                          |                              |
| 14            | 0             | M            | \$10"10X"                                       | 1                    | \$100     | 1,029.85         | 7,125                     | 0.07                            | 350                                 | \$712,500     | 2.85%                          |                              |
| 15            | 0             | M            | \$250   | 1                    | \$250     | 35,447.83        | 207                       | 0.00                            | 10                                  | \$51,750      | 0.21%                          |                              |
| 16            | 0             | M            | \$10"5X" + \$20"10X"                            | 2                    | \$250     | 4,217.07         | 1,740                     | 0.02                            | 84                                  | \$435,000     | 1.74%                          |                              |
| 17            | 0             | M            | \$50"5X"  | 1                    | \$250     | 12,739.06        | 576                       | 0.01                            | 28                                  | \$144,000     | 0.58%                          |                              |
| 18            | 0             | M            | \$100"2X" + \$50"5X" + \$5"10X"                 | 3                    | \$500     | 10,248.18        | 716                       | 0.01                            | 35                                  | \$358,000     | 1.43%                          |                              |
| 19            | 0             | M            | \$100"5X"                                       | 1                    | \$500     | 23,979.41        | 306                       | 0.00                            | 15                                  | \$153,000     | 0.61%                          |                              |
| 20            | 0             | M            | \$50"10X"                                       | 1                    | \$500     | 23,147.32        | 317                       | 0.00                            | 15                                  | \$158,500     | 0.63%                          |                              |
| 21            | 0             | M            | \$500   | 1                    | \$500     | 70,554.81        | 104                       | 0.00                            | 5                                   | \$52,000      | 0.21%                          |                              |
| 22            | 0             | H            | \$20"5X" + \$100 x 5 + \$250 + \$50 x 3         | 10                   | \$1,000   | 366,885.00       | 20                        | 0.00                            | 0.98                                | \$20,000      | 0.08%                          | HIGH TIER                    |
| 23            | 0             | H            | \$50 x 20                                       | 20                   | \$1,000   | 431,629.41       | 17                        | 0.00                            | 0.83                                | \$17,000      | 0.07%                          |                              |
| 24            | 0             | H            | \$1,000   | 1                    | \$1,000   | 1,222,950.00     | 6                         | 0.00                            | 0.29                                | \$6,000       | 0.02%                          |                              |
| 25            | 0             | H            | \$10 + \$20 x 12 + \$50 x 2 + \$100 x 4 + \$250 | 20                   | \$1,000   | 524,121.43       | 14                        | 0.00                            | 0.69                                | \$14,000      | 0.06%                          |                              |
| 26            | 0             | H            | \$100,000                                       | 1                    | \$100,000 | 1,467,540.00     | 5 ***                     | 0.00                            | 0.25                                | \$500,000     | 2.00%                          |                              |
|               |               |              |   |                      |           | 3.92             | 1,870,442                 | 19.12                           | 91,765.00                           | \$ 24,960,700 | 100.00%                        | 100.00%                      |

Note: "2X" = win DOUBLE the prize by revealing one (1) "2X" Play Symbol.

Note: "5X" = win 5 TIMES the prize by revealing one (1) "5X" Play Symbol.

Note: "10X" = win 10 TIMES the prize by revealing one (1) "10X" Play Symbol.

|                             |           |              |           |
|-----------------------------|-----------|--------------|-----------|
| Consolidated odds are 1 in: | \$5       | 8.03         | 913,260   |
|                             | \$10      | 12.50        | 586,976   |
|                             | \$20      | 45.00        | 163,077   |
|                             | \$25      | 102.80       | 71,380    |
|                             | \$50      | 65.48        | 112,055   |
|                             | \$100     | 373.12       | 19,666    |
|                             | \$250     | 2,908.32     | 2,523     |
|                             | \$500     | 5,085.03     | 1,443     |
|                             | \$1,000   | 128,731.58   | 57        |
|                             | \$100,000 | 1,467,540.00 | 5         |
|                             |           |              | 1,870,442 |

- \* Each of the following GLEPS will be used in approximately 16.67% of each pack of 75 tickets.
- \*\* Numbers are rounded.
- \*\*\* This Number of prizes is guaranteed delivery to the Lottery.



# INTEROFFICE MEMO

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

## Payment Approval (VIA EMAIL)

August 15, 2020

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

|                             |                             |
|-----------------------------|-----------------------------|
| Vendor Name                 | Pollard Banknote Limited    |
| Invoice Number              | 8516870                     |
| Invoice Amount:             | \$627,167.68                |
| Tx Game Name:               | Game #2263 Money Multiplier |
| P.O. Number (if applicable) | 362-20-9010RV1RL017         |

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

**August 25, 2020**

**INVOICE NO.: 8516870**

|  |  |
|--|--|
| <b>Sold To:</b> Texas Lottery Commission<br>P.O. Box 16630<br>Austin, TX 78761-6630<br>United States | <b>Ship To:</b> Texas Lottery Commission<br>P.O. Box 16630<br>Austin, TX 78761-6630<br>United States |
| Terms: Net 30 days after date of invoice   | Due Date: September 13, 2020   |

|                 |           |            |              |
|-----------------|-----------|------------|--------------|
| Invoice Date    | Order No. | Your Order | Customer No. |
| August 14, 2020 | 1097920   |            | 5008         |

**Order name:** MONEY MULTIPLIER #2263  
**PO Number:**

| Product Description                      | Quantity  | Unit Price   | Amount     |
|--|-----------|--------------|------------|
| Ticket Size 4 x 8                        | 7,337,700 | 22.52 /M     | 165,245.00 |
| Fluorescent / Neon ink                   | 7,337,700 | 4.26 /M      | 31,258.60  |
| Integrated Overprints / Continuous Image | 7,337,700 | 8.00 /M      | 58,701.60  |
| Silver Scratch FX®                       | 7,337,700 | 48.00 /M     | 352,209.60 |
| Silver Scratch FX®                       | 1         | 5,000.00 Ea  | 5,000.00   |
| Inserts                                  | 1         | 14,752.88 Ea | 14,752.88  |

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

|                      |                |
|----------------------|----------------|
| <b>Before Taxes:</b> | 627,167.68 USD |
| <b>Freight:</b>      | 0.00           |
| <b>Deposit:</b>      | 0.00           |
| <b>Amount Due:</b>   | 627,167.68 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



**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