

# —TEXAS LOTTERY— RoundUp

News and Ideas for Texas Lottery Retailers

## Pick 3™ & Daily 4™ Now 4 Times a Day!

Page 2



**Morning**  
**Day**  
**Evening**  
**Night**



## STARTS SEPTEMBER 9!

**Secure Shield:**  
**Keyless Validation is Here!**

Page 4

**Retailer Cash Incentive**  
**Program Update**

Page 10

**Social Media 1 year Later**

Page 5

**August/September**  
**2013**

# RoundUp

August/September 2013

Email questions or comments about

RoundUp to:

roundup@lottery.state.tx.us

Editor:

Roger Prather

Graphic Designers:

Coleen McKechnie & Karen Guzman

Published by the

Texas Lottery Commission

Headquarters:

611 E. 6th Street

Austin TX 78701

Mailing Address:

PO Box 16630

Austin TX 78761-6630

Retailer Services Hotline:

1-800-375-6886

(Select Option 3, then Option 2 for  
licensing or accounting questions.)

Available 7 a.m. - 5:30 p.m. Central Time

Monday - Friday

GTECH Hotline:

1-800-458-0884

(For equipment problems  
or to order tickets.)

Available 24 hours,

7 days a week

Website:

txlottery.org

# Table of Contents

PICK 3 AND DAILY 4 GAME DRAWS .....	2
STATE FAIR OF TEXAS .....	3
SECURE SHIELD: KEYLESS VALIDATION .....	4
TEXAS LOTTERY ON FACEBOOK.....	5
RETAILER SPOTLIGHTS .....	6-9
RETAILER CASH INCENTIVE PROGRAM UPDATE .....	10
FAQS .....	11

## REMEMBER!

If you find your retailer ID number hidden in this issue of *RoundUp*, you can receive a prize package of Texas Lottery promotional items!

To claim your prize, call 1-800-37-LOTTO.  
You must call by September 30, 2013.



&



## Now 4 Times a Day!

Starting on September 9, 2013, the popular draw games *Pick 3*™ and *Daily 4*™ will be drawn four times a day every day except Sunday. The drawings will take place at 10:00 a.m. CT (morning), 12:27 p.m. CT (day), 6:00 p.m. CT (evening) and 10:12 p.m. CT (night). Sales for *Pick 3* and *Daily 4* that include the new draw times will begin on Sunday, September 8.

The additional draw times will increase the Multi-Draw options for players from 12 draws to 24 draws. Players can use Multi-Draw to play consecutive drawings or they can use Multi-Draw to also play their favorite draw time—for example, the next 24 evening drawings. The popular Advance play option will still be available and will not be affected by the new draws. Your LSR will be delivering new playslips and how-to-play brochures in August. Please remember to provide players the new playslips and remove old playslips. The old playslips will not work after the September 7 night draw.

The draw breaks for each of the *Pick 3* and *Daily 4* drawings are 9:48-10:03 a.m. CT (morning), 12:15-12:30 p.m. CT (day), 5:48-6:03 p.m. CT (evening) and 10:00 p.m. – 10:15 p.m. CT (night). The first new drawings for *Pick 3* and *Daily 4* will be held at 10:00 a.m. on September 9. Visit [txlottery.org](http://txlottery.org) to view the video of the first draw [147480] and the updated “How to Play” pages for both games. Mark your calendar to let your players know about these extra times to play *Pick 3* and *Daily 4*!



# The One and Only Texas Lottery Returns to the State Fair of Texas!

After the State Fair of Texas' beloved 52-foot icon, Big Tex, suffered damage at last year's fair, the State Fair selected "One & Only" as the inspiration behind this year's theme. In keeping with that theme, the one & only Texas Lottery will be joining the State Fair of Texas in Dallas this year from September 27 through October 20.

The lottery will entertain fairgoers with the *Games of Texas* at the Texas Lottery Luck Zone, located at East Park Plaza on Coliseum Drive. [138552] The Luck Zone is located directly next to the State Fair's newest attraction the Top o' Texas ride which will offer fairgoers a 360-degree panoramic view of Dallas while traversing a 500-foot tower!

Patrons can play their favorite jackpot draw games such as *Lotto Texas*®, *Mega Millions*®, *Powerball*® and *Texas Two Step*®. They can also play daily games like *Cash Five*®, *All or Nothing*™, \* *Pick 3*™ and *Daily 4*™ for a chance to win big bucks!

We are anticipating lots of excitement and lottery educational opportunities as we feature the [175088] Texas Lottery's iconic *Lotto Texas* draw game with the new add-on feature *Extra!*. Players also will have the chance to try their luck with popular scratch-off tickets like *10X Mega Money*.

The Texas Lottery Luck Zone will feature extraordinary player promotions like the Texas Lottery Spinning Wheel where players can instantly win Texas Lottery scratch-offs! [157266] They may even be lucky enough to land a trip inside the famous Texas Lottery Money Machine for their chance to win even more scratch-off tickets!

Don't forget to tell your customers to visit the State Fair of Texas and stop by the Texas Lottery Luck Zone for a unique "stay and play" experience and their chance to win!

\*At the time of publication, All or Nothing sales are temporarily stopped due to a game design issue.



# Keyless Validation is Here!

Texas Lottery retailers can now scan tickets and pay winners faster with the new Secure Shield™ barcode which is being added to all new scratch-off games. [512907] The new Secure Shield barcode will replace the current barcode found under the latex scratch area on the front of tickets. Games that are produced using Secure Shield will be easy for you to recognize because the back of each ticket will display the Secure Shield mark.

## NEW BAR CODE



**Secure Shield™**

**#1558 SCAREDY CASH**  
At Start of Game:  
OVERALL ODDS: 1 in 4.70 (including break-even prizes)  
TOP PRIZE ODDS: 1 in 1,000,000.00  
(Top prize odds may vary +/- 2%)

- Sign your ticket upon receipt.
- Prize amounts for this game are \$2, \$4, \$5, \$10, \$20, \$50, \$100, \$1,000 and \$20,000.
- Prizes over \$599 must be claimed at a claim center or by mail. To claim a prize by mail, send signed ticket and completed claim form to: Texas Lottery, P.O. Box 16600, Austin, TX 78761-6600. The Texas Lottery is not responsible for tickets lost in the mail.
- Prizes must be claimed no later than 180 days after closing of game. For information about claiming prizes or prizes already claimed, see txlottery.org or call 1-800-375-6886.
- Game closing procedures may be initiated for documented business reasons. These games may have prizes unclaimed, including top prizes. Game closing procedures will be initiated when all top prizes have been claimed. During closing, games may be sold even after all top prizes have been claimed. Claims are subject to applicable laws, rules, procedures and final decisions of Executive Director.
- Must be 18 or older to buy a lottery ticket. Please Play Responsibly.

Claimant Signature (Required) \_\_\_\_\_  
Name \_\_\_\_\_  
Street \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
Phone No. \_\_\_\_\_  
1558-VOID001-001(125)  
txlottery.org  
1-800-375-LOTTO

**VOID**

Secure Shield™

On Secure Shield tickets, you won't have to find and then enter the boxed four-digit VIRN after scanning the barcode on the back of the ticket. You just have to scan the Secure Shield barcode under the latex. [174313] However, it is important to remember that while we are introducing games with the new barcode, many games which have already been printed will still be available for sale. For a while, you will be validating tickets both ways until the supply of older games has been depleted. Just follow the familiar steps provided on your terminal screen.

If for some reason the scan of a ticket with the new Secure Shield barcode is unsuccessful, you can still validate the ticket by scanning the barcode on the back of the ticket—this automatically enters the Game, Pack and Ticket numbers. [311982] You will then enter the 13-digit validation number found under the latex on the front of the ticket. We expect the new Secure Shield validation method to save you time and provide smoother and quicker customer transactions. [131429] If you have any questions about validating tickets, talk to your lottery sales representative or call Texas Lottery Retailer Services at 1-800-375-6886.

# A Year in the Life of the Texas Lottery Facebook Page



As of September 10, the Texas Lottery pages on Facebook, Twitter and YouTube are officially one year old! [175290] These pages have provided information on games, winners and Texas Lottery events and promotions for both players and retailers.

Although we strive to provide entertaining and informative content all year long, a few events really captured the imagination of our online audience. The Texas Lottery started its social media pages with a Big Tex-sized “HOWDY!” at the State Fair of Texas. [173295] Visitors to the Texas Lottery Luck Zone had the chance to win Texas Lottery gear and scratch-off tickets just for clicking “Like” on the Texas Lottery Facebook page.

As the State Fair of Texas came to a close, the attention of the state (and the rest of the world) turned to Powerball. The *Powerball* jackpot started rolling on October 6 and ultimately rose to an estimated \$550 million for the drawing held November 28, 2012. The Texas Lottery began live-tweeting on Twitter to keep players informed of the winning numbers and winning tickets sold. [596267] The agency was even able to answer player questions on Facebook and Twitter as both the Texas Lottery and

*Powerball* websites strained to keep up with heavy online traffic. Less than six months later, the Texas Lottery would use the same strategy to keep players informed about the \$600 million jackpot advertised for the May 18 drawing.

No other event prompted as much social media attention as the Star Trek™ scratch-off ticket launch featuring William Shatner. The Texas Lottery held a photograph competition on Facebook for VIP access to the event, posted videos on YouTube and live-tweeted pictures and details from the launch directly from the Dallas Convention Center. [119345] The Star Trek™ event and associated promotions resulted in the Texas Lottery’s best month overall for user engagement and page views on social media. Plus, it was great fun for everyone involved.

Be sure to like, follow and subscribe for all the latest from the Texas Lottery!

[www.Facebook.com/TexasLottery](http://www.Facebook.com/TexasLottery)

[www.Twitter.com/TexasLottery](http://www.Twitter.com/TexasLottery)

[www.YouTube.com/TheTexasLottery](http://www.YouTube.com/TheTexasLottery)





# Retailer Spotlight

## Sunny Food Store

### *Retailer Promotion Pays Off in More Ways than One!*

How would you like to sell a top prizewinning lottery ticket at your store from a pack of tickets you earned for FREE? On May 16, 2013, a player claimed a top prize-winning *Weekly Grand* ticket (game #1440) from Sunny Food Store in Houston. That winning ticket is worth \$1,040,000 (\$1,000 per week for 20 years). What makes this experience even more exciting is that the winning ticket came from a free pack of *Weekly Grand* that Sunny Food Store earned during the Texas Lottery's *10X Mega Money* Retailer Promotion! For every eight packs of *10X Mega Money* a retailer settled (with validations) from February 24 through March 23, 2013, they earned a free pack of *Weekly Grand*. The \$2 pack has a value of \$250 and by selling the top prizewinning ticket Sunny Food Store owner Sunita Ali received a bonus of \$10,000!

Manager Yash Shah was thrilled [174708] to hear the news that they sold a winning ticket. "This really makes the store lucky," said Mr. Shah. He plans to tell all his customers about the winning ticket in order to generate excitement for lottery products sold at the store. Mr. Shah, who has worked for other Texas Lottery retailers, has always understood the importance of special promotions and he has continued to actively participate in promotions at Sunny Food Store. [141381] "I like retailer promotions because they remind me to plus sell lottery tickets and it feels good to accomplish a goal," said Mr. Shah.

When asked what other elements make Sunny Food Store successful, Mr. Shah explained they are always courteous to customers and know many of them by name. [155933] Building personal relationships goes a long way toward gaining regular customers. Their staff also pays out all prizes up to \$599 and emphasizes draw games to bring players into the store daily and even multiple times per day.

The Texas Lottery conducts various promotions to offer retailers a chance to earn prizes and free packs of tickets. As Sunny Food Store found out, you never know where or when a top prizewinning ticket will show up. It might even be from a free pack!







# SUNNY'S FOOD STORE



Sunny Food Store Manager  
Yash Shah

\$2,188  
in prizes were sold  
at this location  
last week!

AMERICAN LOTTERY  
INSTANT WINNERS  
BINGO  
50X CASH  
\$500,000  
\$100,000  
\$50,000  
\$25,000  
\$10,000  
\$5,000  
\$2,500  
\$1,000  
\$500  
\$250  
\$100  
\$50  
\$25  
\$10  
\$5  
\$2  
\$1

Gansito  
Donuts  
Cakes  
Pastries

SAM4S

AMERICAN LOTTERY  
INSTANT WINNERS  
BINGO  
50X CASH  
\$500,000  
\$100,000  
\$50,000  
\$25,000  
\$10,000  
\$5,000  
\$2,500  
\$1,000  
\$500  
\$250  
\$100  
\$50  
\$25  
\$10  
\$5  
\$2  
\$1

Sunflower Seeds  
99¢

Sunflower Seeds  
99¢

Sunflower Seeds  
99¢

Sunflower Seeds  
99¢



# Retailer Spotlight

## Chilly Mart

### Set For Life Ticket Brings Good Fortune to This Retailer

Annuity scratch-off games give lottery players a chance not only to win on the spot, but also to spread their winnings over 20 years! A retailer who sells a top prize also receives a significant bonus, as the owner of **Chilly Mart** in Richardson discovered last year.

Chilly Mart's lottery sales representative, Noelle Mosher, had been encouraging owner Suman Thapa to add annuity games to his product portfolio. Mr. Thapa began selling the \$2 *Weekly Grand* and the \$5 *Monthly Bonus* tickets but was apprehensive about selling the \$10 *Set For Life* ticket. After Noelle reassured him that *Set For Life* is a strong core game, he activated the pack and put it out for sale. [173452] Less than a month later, Noelle received an ecstatic call from Mr. Thapa saying the store had sold a winning *Set For Life* ticket! He kept exclaiming,

"It said 'Life!' It said 'Life!'" over and over to Noelle. Mr. Thapa received a \$10,000 bonus for selling a prizewinning scratch-off ticket of \$1 million or higher.

It was a lucky time for Chilly Mart because the store had sold a \$10,000 prizewinning ticket on *\$500,000,000 Blockbuster* just a few weeks earlier.

After the *Set For Life* prize was claimed and folks in the area learned of the winning ticket, Chilly Mart's sales skyrocketed 335 percent! [500272] To get the word out, Mr. Thapa and his employees told everyone who came in the store about the winning ticket. He also displayed six large coroplast signs featuring enlarged images of the winning tickets that emphasized the prize amounts.

Mr. Thapa also coordinated with GTECH and the Texas Lottery to offer a Customer Appreciation Day including the Texas Lottery promotional trailer and prizes to promote the lottery and engage and reward players. During that Customer Appreciation Day, Chilly Mart's luck continued. [500275] They sold a \$10,000 winning ticket to a lucky player! Hourly sales during the Customer Appreciation Day promotion averaged an impressive \$538 per hour.

One never knows where a top prizewinning ticket is going to be sold. When Chilly Mart was lucky enough to sell top prizewinning tickets the owner took full advantage of the energy and excitement that was generated. It paid off with substantial increases in sales and loyal new players!





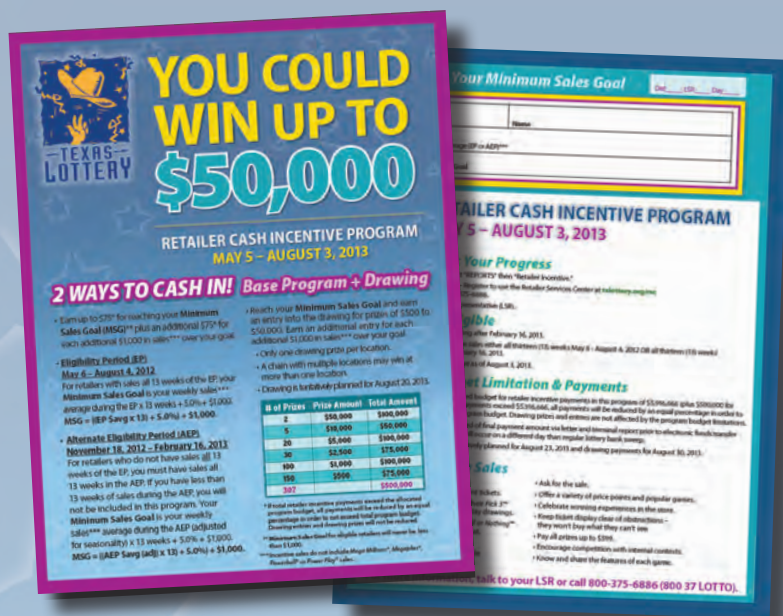
# BEER WINE CHILLY MART DRIVE IN



*Clerk Raju ("Ray") Ksadka helps Chilly Mart Customers*



# Retailer Cash Incentive Program UPDATE



Almost \$50 million in Retailer Cash Incentive Program payments have been paid to retailers since the programs were implemented four years ago. These payments are in addition to the standard five percent (5%) sales commission earned on every ticket sold, free packs awarded in various pack settlement promotions, and bonuses paid to lucky retailers who sold top-prizewinning tickets for specific draw games or scratch-off [458516] prizewinning tickets of \$1 million or more.

The summer program ran May 5 through August 3 and the drawing is planned for August 20. However, the drawing and all payments are dependent

on receipt of audited results. The 13-week fall program runs August 25 through November 23. Each retailer's goal is based on their own previous sales. The goals are designed to reward retailers who demonstrate outstanding sales performance and as the chart below indicates, many retailers have met the challenge in each program. Thank you for your continued efforts to sell the *Games of Texas*!

## Retailer Cash Incentive Program Summary to Date

	Dates	Retailers Paid Incentive	Incentive Payments	Retailers Paid Drawing	Drawing Payments
1	Sept 6 - Dec 5, 2009	1,845	\$495,490	307	\$500,000
2	Jan 17 - April 17, 2010	4,240	\$1,449,985	307	\$500,000
3	May 9 - Aug 7, 2010	4,158	\$2,585,800	307	\$500,000
4	Oct 10, 2010 - Jan 8, 2011	5,789	\$4,473,900	307	\$500,000
5	Feb 6 - May 7, 2011	11,886	\$13,864,300	307	\$500,000
6	Dec 4, 2011 - Feb 11, 2012	9,070	\$4,856,998	307	\$500,000
7	March 4 - May 12, 2012	9,568	\$4,856,996	307	\$500,000
8	June 3 - Aug 11, 2012	5,883	\$3,377,175	307	\$500,000
9	Aug 26 - Nov 24, 2012	5,632	\$4,106,175	307	\$500,000
10	Jan 6 - Apr 6, 2013	5,176	\$4,299,225	307	\$500,000
11	May 5 - Aug 3, 2013	Current Program			
Totals			\$44,366,044		\$5,000,000

Total Paid To Date \$49,366,044



# Frequently Asked Questions

## Q. How do I order scratch-off tickets?

**A.** You may order scratch-off tickets through your lottery sales representative (LSR) or by calling the GTECH Hotline at 1-800-458-0884. Your LSR will work with you and help promote lottery sales at your business by conducting inventory review and providing merchandising support. The hotline staff can also provide you with assistance in ticket ordering or processing.

## Q. The terminal displays "Claim at Lottery." What does that mean?

**A.** If the terminal displays "Claim at Lottery," the player will need to claim their prize at a local lottery claim center using a Texas Lottery claim form. **Please encourage the player to call the Texas Lottery at 1-800-375-6886 prior to going to a claim center for additional information.**

## Q. Where can a player claim a BIG (\$600 or more) winner?

**A.** It's exciting when players discover a large prize on their lottery ticket and you see that terminal message, "Claim at Lottery." Before you send them to Austin, let them know that any prize up to and including \$1,000,000 may be claimed at a local lottery claim center using a Texas Lottery claim form. Prizes over \$1,000,000, all *Lotto Texas*, *Powerball* and *Mega*

*Millions* jackpot prizes, and all prizes that are paid out in annuity payments must be claimed at the Texas Lottery Commission Headquarters in Austin. **Please have the player call 1-800-375-6886 for details on how to claim before visiting a claim center and for additional information.**

## Q. What are the Hotline hours?

**A.** The Texas Lottery Customer Service Hotline 1-800-375-6886 (1-800-37-LOTTO) is available Monday through Friday, 7:00 a.m. to 5:30 p.m.

[507364] The GTECH Retailer Hotline 1-800-458-0884 is available 24 hours, 7 days a week.

## Q. What is a draw break and what time does it occur?

**A.** The purpose of a draw break is to verify that wagering has stopped for that draw. During the break players cannot purchase tickets for any game that has a drawing during the draw break. For example, during draw break on Saturday night, players cannot purchase tickets for *Lotto Texas*, *Powerball*, *Cash Five*, *Daily 4 Pick 3* and *All or Nothing*\*\* because those games have drawings that night. But they may purchase tickets for *Mega Millions* or *Texas Two Step* during the break because those games do not have drawings on Saturday night.

## Texas Lottery Draw Games Schedule

GAME	DRAW BREAK (CT)	BROADCAST (CT)	LOCATION
Lotto Texas®	10:00-10:15 p.m.	10:12 p.m.	Austin, TX
Mega Millions®	9:45-10:15 p.m.	10:00 p.m.	Atlanta, GA
Powerball®	9:00-10:15 p.m.	9:59 p.m.	Tallahassee, FL
Texas Two Step®	10:00-10:15 p.m.	10:12 p.m.	Austin, TX
Cash Five®	10:00-10:15 p.m.	10:12 p.m.	Austin, TX
Daily 4™*	M 9:48-10:03 a.m.* D 12:15-12:30 p.m. E 5:48-6:03 p.m.* N 10:00-10:15 p.m.	M 10:00 a.m.* D 12:27 p.m. E 6:00 p.m.* N 10:12 p.m.	Austin, TX
Pick 3™*	M 9:48-10:03 a.m.* D 12:15-12:30 p.m. E 5:48-6:03 p.m.* N 10:00-10:15 p.m.	M 10:00 a.m.* D 12:27 p.m. E 6:00 p.m.* N 10:12 p.m.	Austin, TX
All or Nothing™**	M 9:48-10:03 a.m. D 12:15-12:30 p.m. E 5:48-6:03 p.m. N 10:00-10:15 p.m.	M 10:00 a.m. D 12:27 p.m. E 6:00 p.m. N 10:12 p.m.	Austin, TX

M=Morning Draw    D=Day Draw    E=Evening Draw    N=Night Draw

\*Starting September 9, 2013, *Daily 4™* and *Pick 3™* include drawings at 10:00 a.m. and 6:00 p.m.

\*\*At the time of publication, *All or Nothing* sales are temporarily stopped due to a game design issue.



# Retailer Bonuses



Game	Retailer	Location	Bonus
Cash Excitement #1486	Tetco #258	San Antonio	\$10,000
Texas Lottery® Black IV #1401	K S Food Mart	Center	\$10,000
Monthly Bonus #1453	Chevron Mini Mart #5	Houston	\$10,000
10X Mega Money #1536	La Porte Travel Plaza	La Porte	\$10,000
10X Mega Money #1536	Texas Ave Food Mart	Baytown	\$10,000
\$500,000,000 Extreme Cash Blast #1387	Jersey Village Grocers LLC	Houston	\$10,000
\$500 Million Frenzy #1354	Do So Shell	Burleson	\$10,000
\$500 Million Frenzy #1354	7-Eleven #72	Abilene	\$10,000
\$500,000,000 Blockbuster #1114	G Mart	Granbury	\$10,000
Weekly Grand #1440	Sunny Food Store	Houston	\$10,000



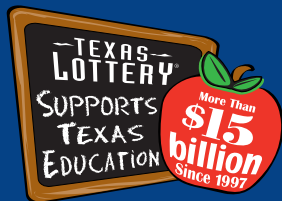
Draw Date	Retailer	Location	Bonus
4/8/13	Mickey's Conv. Food Store #8	Harker Heights	\$8,250
4/11/13	Tetco #34	Bulverde	\$2,000
5/9/13	Kroger #598	Plano	\$10,000



Draw Date	Retailer	Location	Bonus
4/3/13	Timewise Food Store #801	Montgomery	\$70,000
4/13/13	Connor Corner Grocery-Edna	Edna	\$60,000
5/11/13	Max-E-Mart #1	Cotulla	\$67,500



Draw Date	Retailer	Location	Bonus
5/29/13	Lone Star Food Store #48	Bells	\$400,000



PLAY RESPONSIBLY.

Visit us online at:  
[txlottery.org](http://txlottery.org)

## Play the Games of Texas!®

Note: At time of publication, All or Nothing sales are temporarily stopped due to a game design issue. Starting September 9, 2013, Pick 3 and Daily 4 will be drawn four times a day.

Mon

Tue

Wed

Thu

Fri

Sat



Morning/Day/Evening/Night

Morning/Day/Evening/Night

Morning/Day/Evening/Night

Morning/Day/Evening/Night

Morning/Day/Evening/Night

Morning/Day/Evening/Night



Morning/Day/Evening/Night

Morning/Day/Evening/Night

Morning/Day/Evening/Night

Morning/Day/Evening/Night

Morning/Day/Evening/Night

Morning/Day/Evening/Night



Morning/Day/Evening/Night

Morning/Day/Evening/Night

Morning/Day/Evening/Night

Morning/Day/Evening/Night

Morning/Day/Evening/Night

Morning/Day/Evening/Night



Morning/Day/Evening/Night

Morning/Day/Evening/Night

Morning/Day/Evening/Night

Morning/Day/Evening/Night

Morning/Day/Evening/Night

Morning/Day/Evening/Night



# Lotto Texas Proves Lucky for Players and Retailers Alike!



*L to R: Timewise North District Manager Michael Samuels, Territory Manager Sherry Joyner, Clerks Terrie Stephenson and Annette Pfeiffer, Store Manager Becky Walters, Clerks Mark Paul and Jim Parker.*

**Timewise Food Store #801** in Montgomery received a retailer bonus of \$70,000 for selling a \$7 million *Lotto Texas* jackpot-winning ticket for the April 3, 2013, drawing. Timewise shared \$5,000 with the winning store!



*Conner Corner Store Owners  
Mike and Debbie Van Pelt.*

**Conner Corner Store** in Edna received a \$60,000 retailer bonus for selling a \$6 million jackpot-winning *Lotto Texas* ticket for the April 13, 2013, drawing.



*L to R: Texas Lottery Draw Games Coordinator Julie Terrell, Merlin Maxey, Marisol Cordova, Max-E-Mart President Terry Maxey, Max-E-Mart Vice President Greg Maxey.*

**Max-E-Mart #1** in Cotulla sold the jackpot winning *Lotto Texas* on May 11, 2013, that was worth \$6.75 million. On June 11, the store received a bonus of \$67,500.