

TEXAS LOTTERY COMMISSION
Instant Ticket Game Closing Analysis
SUMMARY REPORT

Instant Ticket Information

Date Completed

7/2/2018

Game #	1622	Confirmed Packs	6,751
Game Name	Pick 3	Active Packs	3,741
Quantity Printed	11,141,400	Warehouse Packs	3,937
Price Point	\$1	Returned Packs	608
Start Date	2/5/2018	Printed Payout Percentage	60.00%
Top Prize	\$3,000	Percent Sold	76.62%
Number of Top Prizes Remaining	6	Number of Weeks Out	21

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 92,130	Actual ticket production costs
Prize payout expense	\$ 4,723,327	Data from Instant Ticket Tier Liability screen in ES
Estimated Direct Costs	\$ 4,815,457	

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 8,536,541	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 8,536,541	

Excess of Revenue over Expended \$ 3,721,084

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	\$	161,664
Next week	\$	207,887
Next week	\$	212,294
Avg Weekly Sales Current Game	\$	193,948
Avg Weekly Sales \$1; 10M-14.99M Qty	\$	511,766
Percentage Of Variance In Sales		62%

TEXAS LOTTERY COMMISSION
Instant Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	1622	Printed Payout Percentage	60.00%
Game Name	Pick 3	Actual Payout Percentage	55.33%
Percent Sold	76.62%	Number of Weeks Out	21
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			19

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):

Dale Boussock 7/2/18
Instant Product Coordinator Date

Gene McCoy for PT 7/2/18
Products Manager Date

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

Raymond C. Page 7-2-18
Lottery Operations Division Director Date
for Ryan Minder

Kathy Pyma 7/5/18
Controller Date

By Bill 7/10/18
Executive Director Date



Play the Games of Texas!

Da Vinci Report

7/2/18

Week End Date: 6/30/18

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	6/30/18	6/23/18	6/16/18	6/9/18
Baseline	2043	\$1	17,131,950	5X THE CASH	5/7/18			8	35.36%	18,541	9,758	42,881	22	\$752,195.00	\$794,917.00	\$776,716.00	\$854,761.00
	2058	\$1	9,295,500	BLACKJACK	6/4/18			4	31.44%	17,546	9,183	13,150	9	\$831,402.00	\$908,238.00	\$807,952.00	\$374,972.00
	2050	\$1	9,301,650	SUPER 9S	6/27/18			0	2.43%	25,160	6,123	25,061	107	\$226,049.00	\$0	\$0	\$0
	2015	\$2	7,274,625	2X CASH	6/18/18			2	9.17%	17,830	8,824	24,571	4	\$858,064.00	\$475,594.00	\$0	\$0
	2041	\$2	7,171,375	ACES AND 8S	6/25/18			1	0.13%	2,072	454	53,289	7	\$19,000.00	\$0	\$0	\$0
	2080	\$2	40,582,000	BREAK THE BANK	6/15/18			2	0.27%	11,819	3,246	305,210	21	\$194,964.00	\$25,250.00	\$0	\$0
	2028	\$2	7,235,875	CINCO 5 SPOT	5/21/18			6	34.39%	13,638	8,107	14,858	6	\$697,558.00	\$800,598.00	\$928,204.00	\$1,027,526.00
	2054	\$2	7,205,875	CRAZY CASH MULTIPLIER	4/16/18			11	60.93%	13,813	6,526	711	35	\$576,054.00	\$635,352.00	\$712,708.00	\$806,206.00
	2044	\$3	7,341,125	THE CASH WHEEL	5/21/18			6	32.64%	14,575	8,957	14,134	9	\$1,172,787.00	\$1,288,905.00	\$1,384,398.00	\$1,419,576.00
	1837	\$5	7,040,775	\$100,000 JACKPOT	6/18/18			2	16.79%	16,817	8,281	49,659	8	\$3,551,050.00	\$2,360,045.00	\$0	\$0
	2045	\$5	11,005,125	20X THE CASH	4/16/18			11	65.12%	22,989	8,768	15,971	23	\$2,477,160.00	\$2,702,790.00	\$2,838,005.00	\$3,016,760.00
	2038	\$5	7,339,500	CINCO	4/2/18			13	48.79%	11,893	5,318	30,572	178	\$638,205.00	\$736,930.00	\$834,710.00	\$892,370.00
	2049	\$5	7,334,250	FROGGER	6/27/18			0	2.93%	21,579	8,944	59,778	20	\$1,073,685.00	\$0	\$0	\$0
	2061	\$5	7,335,675	LION'S SHARE	6/4/18			4	25.69%	19,367	9,139	41,989	11	\$1,919,170.00	\$2,495,935.00	\$3,092,420.00	\$1,913,380.00
	2032	\$5	7,706,850	PHARAOH'S GOLD	5/21/18			6	28.03%	18,294	9,278	44,907	5	\$1,291,990.00	\$1,524,380.00	\$1,801,555.00	\$2,209,070.00
	1844	\$5	7,192,125	THE MONEY GAME	5/7/18			8	42.14%	16,390	7,439	30,248	7	\$1,217,450.00	\$1,413,195.00	\$1,414,350.00	\$1,689,435.00
	2046	\$10	8,311,000	50X THE CASH	5/7/18			8	34.48%	21,810	8,733	74,986	12	\$3,354,430.00	\$3,570,510.00	\$3,617,680.00	\$3,684,110.00
Mature	2078	\$10	9,170,500	CASINO ACTION SUPER TICKET	6/27/18			0	0.89%	30,199	4,113	143,499	28	\$817,500.00	\$0	\$0	\$0
	2047	\$20	9,177,950	100X THE CASH	4/2/18			13	33.55%	28,208	9,209	202,283	24	\$4,266,620.00	\$4,289,000.00	\$4,321,840.00	\$4,336,060.00
	2057	\$50	3,611,100	200X THE CASH	6/18/18			2	4.23%	18,944	5,543	145,961	3	\$4,360,400.00	\$3,271,350.00	\$0	\$0
	1878	\$1	854,700	CASH ON THE SPOT	9/18/17			41	0.00%	0	0	4,651	151	\$0	\$0	\$0	\$0
	1628	\$1	1,091,250	DID I WIN?	9/12/14			198	0.00%	0	0	446	65	\$0	\$0	\$0	\$0
	2012	\$1	29,860,050	HOT 7'S	1/2/18			26	58.97%	9,970	5,203	64,070	9	\$350,445.00	\$386,399.00	\$410,154.00	\$439,913.00
	1804	\$1	829,650	LUCKY STARS	9/18/17			41	0.00%	0	0	2,858	386	\$0	\$0	\$0	\$0
	1622	\$1	11,141,400	PICK 3	2/5/18			21	76.62%	6,751	3,741	3,937	608	\$161,664.00	\$207,887.00	\$212,294.00	\$220,476.00
	1857	\$1	30,420,450	WEEKLY HALF GRAND	10/2/17			39	82.41%	12,018	7,029	14,186	17	\$392,871.00	\$418,919.00	\$441,918.00	\$434,376.00
	1893	\$2	7,092,375	A CUT ABOVE	3/19/18			15	70.16%	7,696	3,911	1,761	584	\$330,574.00	\$396,876.00	\$456,066.00	\$493,638.00
	1874	\$2	7,249,875	BIG MONEY	1/15/18			24	87.82%	3,505	1,166	0	1,301	\$114,494.00	\$139,572.00	\$163,024.00	\$180,934.00
	2009	\$2	7,076,375	BLING	2/19/18			19	71.54%	4,971	2,332	5,030	1,428	\$201,536.00	\$243,550.00	\$258,110.00	\$285,520.00
	2078	\$2	35,978,375	WEEKLY GRAND	1/10/18			24	27.65%	15,239	9,030	180,945	8	\$797,708.00	\$800,180.00	\$849,946.00	\$850,724.00

Liability for 1622 / for Life to DateProduct Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 07/11/2017 - 12/31/2037

Outstanding Prizes

Tier	Ref	SmartCash	Tier Value	Count	Amount	Tickets Paid Life to Date	Amount Paid Life to Date	% paid	Est. Tickets Sold
1	1	N/A	\$1.00	507150	\$507,150.00	978338	\$978,338.00	65.86%	7337693
2	2	N/A	\$0.00	478422	\$0.00	1007130	\$0.00	67.80%	7553312
3	3	N/A	\$2.00	48055	\$96,110.00	100519	\$201,038.00	67.66%	7537808
4	4	N/A	\$2.00	192133	\$384,266.00	402053	\$804,106.00	67.66%	7538772
5	5	N/A	\$5.00	11148	\$55,740.00	25993	\$129,965.00	69.98%	7797270
6	6	N/A	\$5.00	10189	\$50,945.00	26946	\$134,730.00	72.56%	8084453
7	7	N/A	\$5.00	19886	\$99,430.00	54390	\$271,950.00	73.23%	8158499
8	8	N/A	\$10.00	5331	\$53,310.00	13189	\$131,890.00	71.21%	7934337
9	9	N/A	\$10.00	4732	\$47,320.00	13883	\$138,830.00	74.58%	8309216
10	10	N/A	\$10.00	9861	\$98,610.00	27274	\$272,740.00	73.45%	8182861
11	11	N/A	\$20.00	5255	\$105,100.00	13344	\$266,880.00	71.75%	7993485
12	12	N/A	\$20.00	4705	\$94,100.00	13837	\$276,740.00	74.63%	8314289
13	0	N/A	\$40.00	619	\$24,760.00	1723	\$68,920.00	73.57%	8196683
14	0	N/A	\$40.00	3707	\$148,280.00	11838	\$473,520.00	76.15%	8484521
15	0	N/A	\$40.00	2986	\$119,440.00	8607	\$344,280.00	74.24%	8271718
16	0	N/A	\$100.00	71	\$7,100.00	159	\$15,900.00	69.13%	7702098
17	0	N/A	\$100.00	213	\$21,300.00	713	\$71,300.00	77.00%	8578637
18	0	N/A	\$100.00	307	\$30,700.00	852	\$85,200.00	73.51%	8190226
19	0	N/A	\$3,000.00	6	\$18,000.00	19	\$57,000.00	76.00%	8467463
Totals:				1304776	\$1,961,661.00	2,700,807	\$4,723,327.00		

NO. OF TICKETS: 11,141,400
 NO. POOLS: 46.42
 PACK SIZE: 150.00
 PACKS/POOL: 1,600.00
 PACKS/GAME: 74,276

TEXAS LOTTERY COMMISSION
 "PICK 3™" GAME NUMBER 1622
 PRIZE STRUCTURE
 April 7, 2017 - VERSION 7

\$1 TICKETS \$11,141,400 - REVENUE \$11,141,400
 PRIZE FUND - \$6,684,988 PAYOUT % - 60.0013284%

PRIZE TIER	# WINS	TIER CODE	PRIZE TYPE	GET	ODDS OF 1 IN:	WINNERS IN 46.42 POOLS	WINNERS IN 150 (PER PACK*)	WINNERS IN 240,000 (PER POOL)	PRIZE COST	PERCENT OF PRIZE FUND**	VALIDATION TIER LEVELS
1	1	L	1	\$1	7.50	1,485,488	20.00	32,000	\$ 1,485,488	22.22%	
2	1	L	32	"STAR" Pick 3 Quick Pick Ticket ***	7.50	1,485,552	20.00	32,000	\$ 0	0.00%	
3	1	L	1	\$2	74.99	148,574	2.00	3,200	\$ 297,148	4.45%	
4	2	L	1	\$1 x 2	18.75	594,186	8.00	12,800	\$ 1,188,372	17.78%	
5	1	L	1	\$5	299.98	37,141	0.50	800	\$ 185,705	2.78%	
6	3	L	1	(\$2 x 2) + \$1	300.02	37,135	0.50	800	\$ 185,675	2.78%	
7	4	L	1	(\$1 x 3) + \$2	150.00	74,276	1.00	1,600	\$ 371,380	5.56%	
8	1	L	1	\$10	601.59	18,520	0.25	400	\$ 185,200	2.77%	
9	5	L	1	\$2 x 5	598.52	18,615	0.25	400	\$ 186,150	2.78%	
10	4	L	1	\$5 + (\$2 x 2) + \$1	300.02	37,135	0.50	800	\$ 371,350	5.55%	
11	1	L	1	\$20	599.03	18,599	0.25	400	\$ 371,980	5.56%	
12	4	L	1	\$5 x 4	600.87	18,542	0.25	400	\$ 370,840	5.55%	
13	1	M	1	\$40	4,757.22	2,342	-	50	\$ 93,680	1.40%	
14	5	M	1	(\$10 x 3) + (\$5 x 2)	716.72	15,545	-	334	\$ 621,800	9.30%	
15	3	M	1	(\$10 x 2) + \$20	961.05	11,593	-	250	\$ 463,720	6.94%	
16	1	M	1	\$100	48,440.87	230	-	5	\$ 23,000	0.34%	
17	5	M	1	\$20 x 5	12,031.75	926	-	20	\$ 92,600	1.39%	
18	5	M	1	(\$40 x 2) + (\$5 x 2) + \$10	9,612.94	1,159	-	25	\$ 115,900	1.73%	
19	1	H	1	\$3,000	445,656.00	25	-	-	\$ 75,000	1.12%	
				2 decimals:	2.78	4,005,583	53.50	86,284	\$ 6,684,988	100.00%	
				4 decimals:	2.7815						

3 symbol = WIN
 STAR symbol = win a free \$1 Pick 3 Quick Pick Ticket (Any Order)

TEXAS LOTTERY COMMISSION
 "PICK 3™" GAME NUMBER 1622
 PRIZE STRUCTURE
 April 7, 2017 - VERSION 7

Consolidated odds are 1 in:

\$1	7.50	1,485,488
Pick 3 Ticket	7.50	1,485,552
\$2	15.00	742,760
\$5	75.00	148,552
\$10	150.01	74,270
\$20	299.98	37,141
\$40	377.93	29,480
\$100	4,812.70	2,315
\$3,000	445,656.00	25
		4,005,583

No.

07/20/17

Game Name

Pick 3

Game No

1622

Inv No.

90095963

Vendor

IGT

TLC PO #

362-17-9009 RL021

Description/Tickets Delivered Qty		Units per 1000	Unit Price	Amount
11,141,400		11,141.40	\$9.05	\$100,829.67
Delivered				
Ordered				
2% under		10,819,200		
2% over		11,260,800		
Acceptable Range		0		
Less Sactions				\$8,700.00
Total				\$92,129.67

**Instant Ticket Game Analysis
2/28/16-2/24/18**

Average Number of Weeks for 85% Average Sell Through

Print Quantities	Price Point					Print Quantities	Price Point		
	\$1	\$2	\$3	\$5			\$10	\$20	\$50
< 5M	None	Week 12*	None	None		2M	None	None	None
5M-9.99M	Week 16	Week 19	Week 17	Week 18		3M	None	None	None
10M-14.99M	Week 19	None	None	None		4M	None	None	None
15M-19.99M	None	None	None	Week 52*		5M	Week 19	Week 43*	None
20M-24.99M	None	Week 34*	Week 38*	Week 59*		6M	Week 15	None	None
25M-29.99M	None	Week 39*	None	None		7M	None	Week 49*	None
30M-34.99M	Week 41*	None	None	Week 39*		8M	None	Week 35*	None
>35M	None	Week 61	Week 50	Week 52*		>9M	Week 31	Week 41*	None

Average Weekly Dollar Sales at 85% Average Sell Through

Print Quantities	Price Point					Print Quantities	Price Point		
	\$1	\$2	\$3	\$5			\$10	\$20	\$50
< 5M	None	\$714,918	None	None		2M	None	None	None
5M-9.99M	\$512,110	\$743,055	\$1,109,054	\$1,865,496		3M	None	None	None
10M-14.99M	\$511,766	None	None	None		4M	None	None	None
15M-19.99M	None	None	None	\$1,508,375		5M	\$2,537,188	\$2,329,740	None
20M-24.99M	None	\$1,078,385	\$1,398,153	\$1,450,990		6M	\$3,483,559	None	None
25M-29.99M	None	\$1,309,641	None	None		7M	None	\$2,502,908	None
30M-34.99M	\$636,048	None	None	\$3,329,657		8M	None	\$3,985,513	None
>35M	None	\$1,023,347	\$1,825,122	\$3,361,809		>9M	\$3,614,099	\$3,781,160	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

Page, Ray

From: Bland, Angie
Sent: Monday, July 2, 2018 7:55 AM
To: Mendoza, Merry; Biard, Bob; Cripe, Kelly; Fernandez, Mike; Grief, Gary; Pyka, Kathy; Rogers, Ed; Trevino, Nelda; Schuhmann, Stacy; Stuckey, Kelly; Terrell, Julie; McCoy, Rene; Bowersock, Dale; Page, Ray; Tirloni, Robert; Sanchez, Sheila; Austin, Casey; Smylie, Stewart; Veselka, David; Kidd, Clay; Leeper, Andrew; Ross, Dana; Simpson, MaryBeth; Daniel, Conchita; Carney, James; Young, Michelle; Byrd, Michelle; Moreno, Heidi; Pimentel, Tami; Perez, Liesa; Perez, Maria; Medina, Iris; Burrola, Jessica; Briones, Angela; Edwards, Teresa; Rogers, Ed; Anderson, Lisa; Thomas, Lyndi; Kloesel, Shannon; Guarnero, Annika
Cc: Mindell, Ryan
Subject: Ryan Mindell out of office; Ray Page in charge July 2-6

All,

Ryan Mindell will be out of the office July 2-6, 2018. In his absence Ray Page will be in charge of Lottery Operations and will have full signature authority, including jackpot estimation.

Have a great day!
Angie

McCoy, Rene

From: Tirloni, Robert
Sent: Friday, June 22, 2018 9:23 PM
To: Products
Cc: Mendoza, Merry; Bland, Angie; Mindell, Ryan; Austin, Casey; Pyka, Kathy; Stuckey, Kelly
Subject: Robert Tirloni -- out of office 6/25 -7/4

Follow Up Flag: Flag for follow up
Flag Status: Flagged

I will be out of the office from Monday, 6/25 – Wednesday, 7/4 returning on Thursday, 7/5.

Rene' McCoy will have my signature/approval authority while I am out including approving ISR's and ereqs.

Thanks.

Robert Tirloni | Products Manager
Texas Lottery Commission
512-344-5406