

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed 11/5/2018

Game #	1837	Confirmed Packs	4,451
Game Name	\$100,000 Jackpot	Active Packs	2,659
Quantity Printed	7,040,775	Warehouse Packs	850
Price Point	\$5	Returned Packs	87
Start Date	6/18/2018	Printed Payout Percentage	68.03%
Top Prize	\$ 100,000	Percent Sold	89.74%
Number of Top Prizes Remaining	1	Number of Weeks Out	20

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 162,642	Actual ticket production costs
Prize payout expense	\$ 21,023,745	Data from Instant Ticket Tier Liability screen in ES
Estimated Direct Costs	\$ 21,186,387	

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 31,591,957	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 31,591,957	

Excess of Revenue over Expended \$ 10,405,571

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	\$	601,330
Next week	\$	606,430
Next week	\$	714,265
Avg Weekly Sales Current Game	\$	640,675
Avg Weekly Sales \$5; 5-9.99 M Qty	\$	1,874,253
Percentage Of Variance In Sales		66%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	1837	Printed Payout Percentage	68.03%
Game Name	\$100,000 Jackpot	Actual Payout Percentage	66.55%
Percent Sold	89.74%	Number of Weeks Out	20
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):

Debi Bausack 11/16/18
Instant Product Coordinator Date

[Signature] 11/13/18
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

Exec Date

**Not Required
>85% Sold**



Play the Games of Texas!

Da Vinci Report
Week End Date: 11/3/18

11/5/18

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														11/3/18	10/27/18	10/20/18	10/13/18
Mature	2048	\$2	7,212,875	DOUBLE MATCH	7/6/18			16	79.63%	5,110	4,255	121	531	\$415,558.00	\$513,316.00	\$508,482.00	\$595,026.00
	2078	\$2	35,976,375	WEEKLY GRAND	1/10/18			42	46.76%	12,431	9,323	127,138	11	\$741,466.00	\$841,760.00	\$816,420.00	\$795,316.00
	2081	\$3	35,675,375	DOUBLE BONUS CROSSWORD	3/15/18			33	65.26%	16,017	10,111	69,440	25	\$2,334,384.00	\$2,203,839.00	\$2,230,035.00	\$2,198,919.00
	1837	\$5	7,040,775	\$100,000 JACKPOT	6/18/18			20	89.74%	4,451	2,659	850	87	\$601,330.00	\$606,430.00	\$714,265.00	\$828,370.00
	1859	\$5	22,450,575	CROSSWORD CONNECT	6/28/17			70	88.72%	11,211	6,214	13,627	28	\$1,237,910.00	\$1,203,520.00	\$1,231,990.00	\$1,210,565.00
	2049	\$5	7,334,250	FROGGER	6/27/18			18	66.81%	7,919	5,026	16,776	183	\$614,330.00	\$676,550.00	\$731,295.00	\$732,530.00
	2061	\$5	7,335,675	LIONS SHARE	6/4/18			22	65.13%	2,667	1,697	27,416	911	\$260,345.00	\$292,560.00	\$334,045.00	\$389,530.00
	2013	\$5	21,411,450	LUCKY 7S	12/18/17			46	85.31%	4,701	2,847	32,723	8	\$764,270.00	\$766,835.00	\$786,815.00	\$902,850.00
	2032	\$5	7,706,850	PHARAOH'S GOLD	5/21/18			24	57.09%	2,516	1,522	37,530	1,089	\$203,750.00	\$225,955.00	\$273,825.00	\$277,920.00
	1877	\$5	40,544,550	SUPER LOTERIA	12/11/17			47	75.43%	23,456	9,949	94,037	12	\$3,351,560.00	\$3,307,975.00	\$3,256,905.00	\$3,325,725.00
	1844	\$5	7,192,125	THE MONEY GAME	5/7/18			26	67.84%	2,376	1,538	24,810	844	\$186,895.00	\$206,295.00	\$237,575.00	\$263,665.00
	1759	\$10	28,632,550	\$200 MILLION PAYOUT	6/1/16			118	77.78%	7,779	3,662	113,013	28	\$1,021,350.00	\$1,013,530.00	\$992,120.00	\$1,074,030.00
	2046	\$10	8,311,000	50X THE CASH	5/7/18			26	87.06%	13,492	6,038	3	124	\$1,800,970.00	\$1,754,300.00	\$1,865,840.00	\$2,000,120.00
	2076	\$10	9,170,500	CASINO ACTION SUPER TICKET	6/27/18			18	39.76%	12,892	7,534	86,706	13	\$1,770,590.00	\$1,640,300.00	\$1,766,790.00	\$1,783,950.00
	2018	\$10	14,595,550	SUPER 7S	1/2/18			44	83.97%	8,184	3,550	32,872	24	\$1,276,020.00	\$1,221,310.00	\$1,312,250.00	\$1,478,500.00
	2075	\$10	6,076,350	THE GLITTER IS GOLD	7/16/18			16	63.91%	10,978	5,019	25,289	57	\$1,276,120.00	\$1,288,410.00	\$1,452,900.00	\$1,594,120.00
	1884	\$20	7,155,300	\$100 MILLION TEXAS RICHES	2/5/18			39	69.41%	7,974	3,758	73,628	33	\$1,231,980.00	\$1,218,840.00	\$1,219,140.00	\$1,240,600.00
	1671	\$20	34,144,650	\$500,000,000 CASH	5/18/15			181	41.09%	7,051	2,995	792,126	29	\$1,090,380.00	\$993,100.00	\$976,740.00	\$1,008,060.00
	2047	\$20	9,177,950	100X THE CASH	4/2/18			31	64.62%	18,952	7,221	100,314	9	\$2,746,960.00	\$2,631,180.00	\$2,643,940.00	\$2,723,060.00
	1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			77	28.22%	10,385	5,036	978,488	14	\$1,578,200.00	\$1,481,360.00	\$1,543,980.00	\$1,528,120.00
2014	\$20	9,178,150	MEGA 7S	12/4/17			48	84.33%	10,085	3,986	41,025	16	\$1,745,920.00	\$1,722,780.00	\$1,670,480.00	\$1,774,860.00	
2067	\$20	7,123,800	STACKS OF CASH	7/16/18			16	34.90%	15,256	6,934	160,674	13	\$2,049,620.00	\$1,992,460.00	\$2,121,060.00	\$2,258,720.00	
2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			33	15.28%	16,473	7,796	1,127,413	7	\$3,634,110.00	\$3,590,730.00	\$3,562,860.00	\$3,573,870.00	
2057	\$50	3,611,100	200X THE CASH	6/18/18			20	42.00%	12,966	5,848	83,458	36	\$3,658,650.00	\$3,413,100.00	\$3,502,150.00	\$3,418,250.00	
2030	\$50	3,670,680	ULTIMATE 7S	2/19/18			37	66.92%	8,136	3,876	46,897	27	\$2,311,600.00	\$2,197,700.00	\$2,290,400.00	\$2,239,950.00	
Out of Wareh	2066	\$1	9,298,800	10 GRAND	9/4/18			9	62.86%	11,932	9,480	80	12	\$605,283.00	\$654,539.00	\$655,269.00	\$627,235.00
	2064	\$1	8,937,750	DOUBLE DOUBLER	8/6/18			13	84.60%	3,984	3,142	0	136	\$231,690.00	\$297,750.00	\$344,217.00	\$413,820.00
	2063	\$5	5,613,825	50X FAST CASH	8/6/18			13	71.70%	12,637	5,167	0	872	\$709,150.00	\$805,680.00	\$906,075.00	\$1,076,845.00
Sold/Closing	2043	\$1	17,131,950	5X THE CASH	5/7/18			26	90.83%	4,887	4,119	0	232	\$289,616.00	\$336,149.00	\$370,433.00	\$417,702.00
	2058	\$1	9,295,500	BLACKJACK	6/4/18			22	93.51%	596	409	8	1,776	\$29,787.00	\$39,885.00	\$46,982.00	\$55,453.00
	2050	\$1	9,301,650	SUPER 9S	6/27/18			18	94.80%	531	451	0	1,049	\$32,564.00	\$47,672.00	\$64,645.00	\$82,104.00
	1893	\$2	7,092,375	A CUT ABOVE	3/19/18			33	84.59%	158	97	1,550	5,510	-\$1,084.00	\$5,394.00	\$20,548.00	\$54,694.00

Liability for 1837 / for Life to DateProduct Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 06/13/2017 - 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	\$5.00	102706	\$513,530.00	648343	\$3,241,715.00	86.32%	6077948
2	2	N/A	\$10.00	35702	\$357,020.00	245956	\$2,459,560.00	87.32%	6148310
3	3	N/A	\$10.00	31717	\$317,170.00	249887	\$2,498,870.00	88.74%	6247773
4	4	N/A	\$20.00	11585	\$231,700.00	82392	\$1,647,840.00	87.67%	6172824
5	5	N/A	\$20.00	9876	\$197,520.00	84001	\$1,680,020.00	89.48%	6300075
6	6	N/A	\$20.00	4790	\$95,800.00	42032	\$840,640.00	89.77%	6320487
7	0	N/A	\$50.00	1407	\$70,350.00	10365	\$518,250.00	88.05%	6199255
8	0	N/A	\$50.00	894	\$44,700.00	7888	\$394,400.00	89.82%	6324030
9	0	N/A	\$50.00	889	\$44,450.00	7907	\$395,350.00	89.89%	6329173
10	0	N/A	\$50.00	3703	\$185,150.00	25582	\$1,279,100.00	87.36%	6150490
11	0	N/A	\$50.00	3617	\$180,850.00	25766	\$1,288,300.00	87.69%	6174066
12	0	N/A	\$100.00	520	\$52,000.00	3881	\$388,100.00	88.18%	6208872
13	0	N/A	\$100.00	157	\$15,700.00	1301	\$130,100.00	89.23%	6282611
14	0	N/A	\$100.00	160	\$16,000.00	1307	\$130,700.00	89.09%	6272864
15	0	N/A	\$100.00	300	\$30,000.00	2622	\$262,200.00	89.73%	6317902
16	0	N/A	\$100.00	544	\$54,400.00	3886	\$388,600.00	87.72%	6176174
17	0	N/A	\$100.00	554	\$55,400.00	3861	\$386,100.00	87.45%	6157289
18	0	N/A	\$100.00	613	\$61,300.00	3774	\$377,400.00	86.03%	6056960
19	0	N/A	\$500.00	62	\$31,000.00	523	\$261,500.00	89.40%	6294573
20	0	N/A	\$500.00	80	\$40,000.00	869	\$434,500.00	91.57%	6447242
21	0	N/A	\$500.00	85	\$42,500.00	846	\$423,000.00	90.87%	6397954
22	0	N/A	\$500.00	76	\$38,000.00	514	\$257,000.00	87.12%	6133827
23	0	N/A	\$500.00	75	\$37,500.00	511	\$255,500.00	87.20%	6139651
24	0	N/A	\$1,000.00	12	\$12,000.00	47	\$47,000.00	79.66%	5608752
25	0	N/A	\$1,000.00	15	\$15,000.00	106	\$106,000.00	87.60%	6167951
26	0	N/A	\$1,000.00	27	\$27,000.00	92	\$92,000.00	77.31%	5443288
27	0	N/A	\$1,000.00	19	\$19,000.00	100	\$100,000.00	84.03%	5916617
28	0	N/A	\$10,000.00	2	\$20,000.00	6	\$60,000.00	75.00%	5280581
29	0	N/A	\$10,000.00	2	\$20,000.00	8	\$80,000.00	80.00%	5632620
30	0	N/A	\$100,000.00	1	\$100,000.00	6	\$600,000.00	85.71%	6034950
Totals:				210190	\$2,925,040.00	1,454,379	\$21,023,745.00		

Prize Structure
TEXAS LOTTERY
GAME NO. 1837 "\$100,000 JACKPOT"
MAY 1, 2017 - VERSION E

Order Quantity: 7,040,775 Pack Size: 75 Pool Size: 120,000 Winners: 1,664,589 Total Payout: \$23,948,785.00
 Price Point: \$5.00 Packs/Game: 93,877 Number of Pools: 58,67 Non-Winners: 5,376,206 Price Fund: \$23,948,785.00
 Revenue: \$35,203,875.00 Pack/Pool: 1,600 Overall Odds: 4,2298 Payout: 68.0288321%

Order	Kind	Win	Level	Gain	Win	Value	Chgs (1/m)	Pack	Pool	Total	Total Price Cost	% Prize Fund
01	1	L	L	\$5	\$5	\$5.00	9,3746	8.00	12,800.00	781,049	\$3,755,245.00	15.66%
02	1	L	L	\$10	\$10	\$10.00	24,9976	3.00	4,800.00	281,658	\$2,816,580.00	11.76%
03	2	L	L	\$5 x 2	\$10	\$10.00	25,0024	3.00	4,800.00	281,604	\$2,816,040.00	11.76%
							12,50000	6.00	9,600.00	593,262	\$5,632,620.00	23.52%
04	1	L	L	\$20	\$20	\$20.00	74,9202	1.00	1,600.00	93,977	\$1,879,540.00	7.85%
05	3	L	L	\$10 + (\$5 x 2)	\$20	\$20.00	75,0000	1.00	1,600.00	93,877	\$1,877,540.00	7.84%
06	4	L	L	\$5 x 4	\$20	\$20.00	150,3732	0.50	800.00	46,822	\$936,440.00	3.91%
							30,0021	2.50	4,000.00	234,676	\$4,693,520.00	19.60%
							4,5454	10.50	20,400.00	1,548,867	\$14,081,325.00	58.80%
07	1	M	M	\$50	\$50	\$50.00	568,0951	0.13	200.00	11,772	\$588,600.00	2.46%
08	5	M	M	\$20 + (\$10 x 2) + (\$5 x 2)	\$50	\$50.00	801,7280	0.09	150.00	8,782	\$439,100.00	1.83%
09	8	M	M	\$10 x 2 + (\$5 x 6)	\$50	\$50.00	800,4518	0.09	150.00	8,796	\$439,800.00	1.84%
10	1	M	M	\$10 (5X)	\$50	\$50.00	240,4226	0.31	500.00	29,285	\$1,464,250.00	6.11%
11	1	M	M	\$5 (10X)	\$50	\$50.00	239,6207	0.31	500.00	29,383	\$1,469,150.00	6.13%
							79,9924	0.94	1,500.00	88,018	\$4,400,900.00	18.39%
12	1	M	M	\$100	\$100	\$100.00	1599,8125	0.05	75.00	4,401	\$440,100.00	1.84%
13	4	M	M	\$50 + (\$20 x 2) + \$10	\$100	\$100.00	4829,0838	0.02	25.00	1,468	\$145,800.00	0.61%
14	13	M	M	\$20 + (\$10 x 4) + (\$5 x 6)	\$100	\$100.00	4799,4376	0.02	25.00	1,467	\$146,700.00	0.61%
15	9	M	M	\$20 x 3 + (\$10 x 2) + (\$5 x 4)	\$100	\$100.00	2408,5739	0.03	50.00	2,922	\$292,200.00	1.22%
16	1	M	M	\$5 (20X)	\$100	\$100.00	1589,3397	0.05	75.00	4,430	\$443,000.00	1.85%
17	1	M	M	\$10 (10X)	\$100	\$100.00	1594,7395	0.05	75.00	4,415	\$441,500.00	1.84%
18	1	M	M	\$20 (5X)	\$100	\$100.00	1604,9179	0.05	75.00	4,387	\$438,700.00	1.83%
							299,8626	0.25	400.00	23,480	\$2,348,000.00	9.80%
19	1	M	M	\$500	\$500	\$500.00	12035,5128	0.01	10.00	585	\$292,500.00	1.22%
20	23	M	M	\$5 (5X) + \$5 (10X) + \$5 (20X) + (\$50 x 2) + (\$10 x 9) + (\$5 x 3)	\$500	\$500.00	7419,1517	0.01	16.00	949	\$474,500.00	1.98%
21	16	M	M	\$20 (20X) + (\$10 x 5) + (\$5 x 10)	\$500	\$500.00	7562,5940	0.01	16.00	931	\$465,500.00	1.94%
22	1	M	M	\$50 (10X)	\$500	\$500.00	11933,5169	0.01	10.00	590	\$295,000.00	1.23%
23	1	M	M	\$100 (5X)	\$500	\$500.00	12014,9744	0.01	10.00	586	\$293,000.00	1.22%
							1893,7476	0.04	62.00	3,641	\$1,820,500.00	7.60%
							61,1502	1.23	1,982.00	115,139	\$9,566,400.00	35.25%
24	1	H	H	\$1,000	\$1,000	\$1,000.00	119335,1695	0.00	1.00	59	\$59,000.00	0.25%
25	23	H	H	\$20 (5X) + \$10 (10X) + \$5 (20X) + (\$100 x 2) + (\$50 x 5) + (\$20 x 12) + \$10	\$1,000	\$1,000.00	58188,2231	0.00	2.03	121	\$121,000.00	0.51%
26	1	H	H	\$100 (10X)	\$1,000	\$1,000.00	59166,1765	0.00	2.00	119	\$119,000.00	0.50%
27	1	H	H	\$50 (20X)	\$1,000	\$1,000.00	59166,1765	0.00	2.00	119	\$119,000.00	0.50%
							16843,6593	0.00	7.03	416	\$418,000.00	1.75%
28	1	H	H	\$10,000	\$10,000	\$10,000.00	880099,8750	0.00	0.14	8	\$80,000.00	0.33%
29	15	H	H	\$10,000 (5) + (\$500 x 10)	\$10,000	\$10,000.00	704077,5000	0.00	0.17	10	\$100,000.00	0.42%
							391154,1667	0.00	0.31	18	\$180,000.00	0.75%
30	1	H	H	\$100,000	\$100,000	\$100,000.00	1005925,0000	0.00	0.12	7	\$700,000.00	2.92%
							15500,3972	0.90	17.46	443	\$426,000.00	1.82%
							4,2298	17.73	28,389.46	1,664,589	\$23,948,785.00	100.00%

5X= Win 5 TIMES the prize
10X= Win 10 TIMES the prize
20X= Win 20 TIMES the prize

There will be no more than 19 winners per pack.

ORIGINAL ORDER

SHIPMENT # 1 - 2
COMPLETE
POOLS # 1 - 68

7040775	751049	751049	11772
281658	281658	8782	1458
281604	281604	8796	1467
93977	93877	29285	2922
46822	46822	29285	4430
		29383	4430
		4415	4415
		4387	4387
		585	585
		949	949
		931	931
		590	590
		586	586
		59	59
		121	121
		119	119
		119	119
		8	8
		10	10
		7	7

No.

06/15/17

Game Name	Game No	Inv No.	Vendor	TLC PO #
\$100,000 Jackpot	1837	1030050-2	SGI	362-17-9019 RL025

Description/Tickets Delivered Qty	Units per 1000	Unit Price	Amount
7,040,775	7,040.78	\$23.10	\$162,641.90

Delivered	7,040,775
Ordered	7,080,000

2% under	6,938,400
2% over	7,221,600

Acceptable Range	0
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Sub Total	\$162,641.90
Total	\$162,641.90

