# TEXAS LOTTERY COMMISSION

# Scratch Ticket Game Closing Analysis SUMMARY REPORT

Scratch Ticket Information		Date Completed	4/12/2017
Game #	1865	Confirmed Packs	4,265
Game Name	San Antonio Spurs	Active Packs	1,758
Quantity Printed	2,999,250	Warehouse Packs	19,000
Price Point	\$5	Returned Packs	30
Start Date	1/16/2017	Printed Payout Percentage	68 02%
Top Prize	\$ 100,000	Percent Sold	35 30%
Number of Top Prizes Remaining	1	Number of Weeks Out	12

Current Game Sales Analysis							
TANGIBLE COSTS							
Expenditure Impact:							
Cost to print tickets			No print cost / licensed property game				
Licensing fee	\$	375,000					
2nd chance draw prizes	\$	575,960	Merchandise Prize Packs				
Experiential Prize Fee	\$	35,033	Trip Prizes				
Prize payout expense	\$	3,367,790	Data from Instant Ticket Tier Liability screen in ES				
Estimated Direct Costs	\$	4,353,783					
TANGIBLE BENEFITS							
Revenue Impact:							
Estimated sales	\$	5,293,676	Based on # of tkts printed, times % sold from DaVinci report, times the price point				
Total Estimated Benefits	\$	5,293,676					
Excess of Revenue over Expended	\$	939,893					

## 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 Inform	nation	
Previous 3	Weeks Sales from DaV	<u>'inci</u>	
Most recent week sales	\$	241,045	
Next week	\$	274,250	
Next week	\$	294,410	
Avg Weekly Sales Current Game	\$	269,902	
Avg Weekly Sales \$5, 5M-9 99M Qty*	\$	1,964,653	
Percentage Of Variance In Sales	D . 4	86%	
	Faye 1		

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

## **Instant Ticket Information**

Game #	1865	Printed Payout Percentage	68.02%
Game Name	San Antonio Spurs	Actual Payout Percentage	75 16%
Percent Sold	35.30%	Number of Weeks Out	12
Average # of Weeks for 85% Sell-th	rough for Same Price Poi	nt Game With Similar Print Run *	18
* 5-9 99M range was used due to no data at	the <5M range.		
Recommendation			
Based on the findings in this Su	ımmary Report, I am reco	mmending closing the above game	
I am recommending closing the	e above game based on th	ne below business reason(s)	
The NBA regular season has conclu	ded and other \$5 games	offer greater sales and revenue potentia	<u>ll.</u>
Day Bourd Soch Instant Product Coordinator	4/12/17 Date		
Products Manager	4   12   17		

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

Ellog In Milly (Mge 4./217)
Lottery Operations Division Director Date

Controller Date

Executive Director Date



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Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold C	onfirmed	Active	Ware	Return	4/8/17	4/1/17	3/25/17	3/18/17
Baseline	1836	\$1	10,277 100	FIESTA DE GANANCIAS	3/20/17			3	11.26%	22,060	10,709	25,134	18	\$486,224.00	\$424,246.00	\$246,787.00	\$0
	1876	\$1	9,019,200	MAD MONEY	2/20/17			7	46.50%	18,479	9,913	693	65	\$652,637.00	\$586,982.00	\$571,226.00	\$677,251.00
	1767	\$1	11 189,400	WIN IT ALL	2/10/17			8	50.51%	17,535	7,804	8,069	49	\$610,742.00	\$685,925.00	\$716,742.00	\$805,726.00
	1699	\$2	7,306,500	BIG CASH MONEY	3/6/17			5	38.37%	18,763	8,930	5,332	14	\$1,028,872.00	\$1,254,720.00	\$1,274,034.00	\$1,307 424.00
	1695	\$2	7 123,625	CARD SUITS	4/3/17			1	3.39%	24,614	8,714	18,376	8	\$483,404.00	\$0	\$0	\$0
	1775	\$2	7,311,375	ROYAL RICHES	1/16/17			12	57.85%	13,832	6,713	1,605	90	\$577,080.00	\$693,372.00	\$686,458.00	\$792,730.00
	1868	\$3	35,655,625	BONUS CASHWORD	3/6/17			5	9.57%	19,308	9,827	223,362	15	\$2,372,205.00	\$2,434,104.00	\$2,254,551.00	\$2,095,986.00
	1850	\$3	7,215,750	COMBO PLAY	4/3/17			1	3.39%	20,362	9,117	23,105	9	\$733,518.00	\$0	\$0	\$0
	1806	\$3	41,524,725	TEXAS LOTERIA	3/14/17			4	1.80%	24,200	7,807	507 128	6	\$1 165,818.00	\$828,741.00	\$234,249.00	\$17,325.00
	1835	\$5	8,420,025	CASH FORTUNE	3/20/17			3	18.34%	25,153	9,913	52,372	8	\$2,363,530.00	\$3,196,040.00	\$2,161,825.00	\$0
	1752	<b>\$</b> 5	7,339,425	CASH MULTIPLIER	2/6/17			9	56.40%	19,147	7 400	13,364	91	\$1,209,970.00	\$1 476,495.00	\$1,518,460.00	\$1,760,245.00
	1821	\$5	8,302,125	CLASSY CASH	4/3/17			1	4.36%	27 151	10,243	63,177	10	\$1,811,285.00	\$0	\$0	\$0
	1863	\$5	2,967,075	DALLAS MAVERICKS	1/16/17			12	30.88%	4,679	1,725	18,611	622	\$207,810.00	\$232,100.00	\$280,920.00	\$335,235.00
	1755	<b>\$</b> 5	7,217,775	EASY MONEY	3/8/17			4	22.28%	23,822	9,331	38,912	12	\$1 411 480.00	\$1,722,130.00	\$1,886,075.00	\$2,218,735.00
	1864	\$5	2,289,825	HOUSTON ROCKETS	1/16/17			12	32.77%	2,659	1 435	15,205	548	\$178,530.00	\$213,145.00	\$220,270.00	\$270,275.00
	1831	\$5	8,442,750	LUCKY 7 FLIP MULTIPLIER	2/20/17			7	51.70%	24,683	8,743	17 469	16	\$1,820,170.00	\$2,130,370.00	\$2,285,665.00	\$2,796,035.00
	1833	\$5	8,165,775	LUCKY NO. 7	3/6/17			5	39.32%	22,124	8,783	30,717	13	\$2,436,660.00	\$2,880,150.00	\$3,168,945.00	\$4,216,390.00
	1865	<b>\$</b> 5	2,999,250	SAN ANTONIO SPURS	1/16/17			12	35.30%	4,265	1,758	19,000	30	\$241,045.00	\$274,250.00	\$294,410.00	\$343,035.00
	1867	\$10	15,298,150	MEGA LOTERIA	2/6/17			9	29.52%	30,669	10,377	166,630	14	\$4,600,860.00	\$4,942,820.00	\$4,770,610.00	\$5,106,130.00
	1834	\$10	9,676,300	WILLY WONKA GOLDEN TICKET	3/20/17			3	19.65%	32,893	11,891	98,890	32	\$6,740,880.00	\$7,076,080.00	\$5,197,010.00	\$0
	1829	\$20	9,107 450	100X THE CASH	1/16/17			12	34.87%	32,570	11,394	185,610	15	\$4,889,460.00	\$5,155,000.00	\$4,847,060.00	\$4,968,440.00
	1853	\$20	7,203,050	MONEY	3/8/17			4	15.49%	25,797	8,766	201,699	19	\$4,358,980.00	\$4,754,380.00	\$4,925,080.00	\$5,830,220.00
					<u> </u>		1										
Mature	1825	\$1	30,598,200	5X THE CASH	1/3/17			14	45.86%	24,317	10,516	70,699		\$804,597.00		\$832,993.00	
	1626	\$1	1,091,250	DID I WIN?	9/12/14			134	0.00%	0	0	1,292	4	\$0	\$0	\$0	\$0
	1447	\$1	860,400	MONEY CRAZE	9/17/12			238	0.00%	0	0	0	172	\$0	\$0	\$0	\$0
	1800	\$1	30,135,750	WEEKLY BONUS	6/20/16			42	64.49%	14,809	6,127	46,396	275	\$327,516.00	\$398,103.00	\$398,952.00	\$430,766.00
	1823	\$2	21,536,125	10X THE CASH	12/19/16			16	57.53%	23,891	9,590	35,417	8	\$1 187,214.00	\$1,275,128.00	\$1,278,552.00	\$1,370,630.00
	1802	\$2	29,893,250	BREAK THE BANK	8/1/16			36	79.11%	19,862	9,625	15,217	17	\$1,336,574.00	\$1 427,974.00	\$1,372,394.00	\$1,418,214.00
	1795	\$2	35,193,500	INSTANT BINGO	3/7/16			57	85.07%	17,897	9,101	10,576	9	\$1,086,392.00	\$1 179,610.00	\$1 100,974.00	\$1 131,838.00
	1793	\$2	38,037,250	WEEKLY GRAND	9/19/16			29	42.06%	18,189	9,824	144,776	15	\$998,442.00	\$1 108,938.00	\$1,046,340.00	\$1,060,696.00

1/3

2,999,250

Pack Size:

75

Pool Size:

# Prize Structure TEXAS LOTTERY

#### GAME NO.1865 "SAN ANTONIO SPURS"

#### November 17 2016 - VERSION D 120,000

798,223

Instant Payout Total Payout

968

1,7674 19.96 31,940.88 798.223 \$10,200,138.32

\$575,960.00

\$26,280.00

\$8,753.32

5.65%

0.26%

0.09%

\$9,589,145.00 \$10,200,138.32

ORIGINAL ORDER

	Price Point: Revenue:	\$5,00 \$14,996,250.00	Packs/Game: 39,99 Packs/Pool: 1,60			24.99 Non-winners Overall Odds.	2,201,027 3,757409			rout:	\$9,589,145.00 \$10,200 63.94%	138.32 58.02%	ORIGINAL OR SHIPMENT # 1 COMPLETE
Kind	Wins			Get	Win	Value	Odds (1 in)	Pack	Winners	Total	Total Prize Cost	% Prize Fund	POOLS # 1 – 30 2,999,2
~	SEE SEE	STATE OF THE STATE	AND STATE OF THE PARTY OF THE P			Low York			wa silahi				2,333,2
01	-	-0 0 =		\$5	\$5	\$5.00	8.8296	8,50	13,600.00	339,682	\$1,698,410.00	16.65%	339,6
03	2			\$10 \$5 x 2	\$10	\$10.00	23.0580	3,25	5,200.00	130,074	\$1,300,740.00	12.75%	130,0
isani	COLUMN TO A STATE OF	NAMES OF THE OWNERS OF THE OWNER, WHEN THE OWN	NATIONAL PROPERTY OF THE PARTY	SSX2	\$10	\$10.00	21.4330	3.50	5,600.00	139,936	\$1,399,360.00	13.72%	139,
04	1		PATRICIA DE LA COMPONIONE DEL COMPONIONE DE LA COMPONIONE	\$15	\$15	Total (\$10.00):	11.1079	6,75	10,800.00	270,010	\$2,700,100.00	26.47%	
05	2			\$10 + \$5	\$15	\$15.00	74.9625	1.00	1,600.00	40,010	\$600,150.00	5.88%	40,
06	3			\$5×3	\$15	\$15.00 \$15.00	75.0000	1.00	1,600.00	39,990	\$599,850.00	5.88%	39,
187707	SNEEDS ON	STANKED HIT	AND THE PERSONS		915 UNIVERSITE	AND AND LOSS OF THE PROPERTY O	149.9325	0.50	800.00	20,004	\$300,060.00	2.94%	20,
		and out the			NUMBER OF STREET	Total (\$15.00);	29.9913	2.50	4,000,00	100,004	\$1,500,060.00	14.71%	1
				NEED WELLS		hild Tiers	42201		23,400 00	100 (403)	\$5,896,670,00	07 e3%	
07	1		THE RESERVE TO SERVE THE PERSON NAMED IN COLUMN TWO IS NOT THE PERSON NAMED IN COLUMN TWO IS NAMED IN COLUMN TWO	\$25	\$25	\$25.00	299.7751	0.25	400.00	10,005	\$250,125.00	2.45%	
08	3			(\$10 x 2) \$5	\$25	\$25.00	300,4056	0.25	400.00	9,984	\$249,600.00	2.45%	10,
09	1			\$5 (HOOP)	\$25	\$25.00	75.0000	1.00	1,600.00	39,990	\$999,750.00	9.80%	9,
						Total (\$25.00):	50,0050	1.50	2,400.00	59,979	\$1,499,475.00	14.70%	39,
10	1			\$50	\$50	\$50.00	1190,6511	0.06	100.00	2,519	\$125,950,00	1.23%	22
11	4		\$25	5 + (\$10 x 2) + \$5	\$50	\$50.00	1198,2621	0.06	100.00	2,513	\$125,150.00		2,
12	3			\$20 + (\$15 x 2)	\$50	\$50.00	1205,4863	0.06	100.00	2,488	\$124,400.00	1.23%	2,
13	4		(\$10 x 2) +	\$5 + \$5 (HOOP)	\$50	\$50.00	370.8730	0.20	323.00	8,087	\$404,350,00	1.22%	2,
14	1			\$10 (HOOP)	\$50	\$50.00	370,8730	0.20	323.00	8,087	\$404,350,00	3,96%	8,
					SEASTERN SERVICE OF THE PERSON	Total (\$50.00):	126.6361	0.59	946.00	23,684	\$1,184,200.00	3.96%	8,
15	1			\$100	\$100	\$100.00	4837.5000	0.02	25.00	620	\$62,000.00	11.61% 0.61%	
16	5		\$50 + \$25	5 + (\$10 x 2) + \$5	\$100	\$100.00	4708.3987	0.02	25.00	637	\$63,700.00	0.62%	3
17	6		(52)	0 x 2) + (\$15 x 4)	\$100	\$100.00	4949.2574	0.02	25.00	606	\$60,600,00	0.59%	
18	7		\$25 + \$10 (H	HOOP) + (\$5 x 5)	\$100	\$100.00	2412.9123	0.03	50.00	1,243	\$124,300.00	1.22%	
19	1			\$20 (HOOP)	\$100	\$100.00	2384.1415	0.03	50,00	1,258	\$125,800.00		1,
				10 mg	1000000	Total (\$100,00):	687.2709	0.11	175.00	4,364	\$436,400.00	1.23%	1,
20	1			\$500	\$500	\$500.00	39990,0000	0.00	3.00	75	\$37,500.00	4.28%	
21	20	\$10	00 + (\$50 x 3) + (\$25 x 7) + (\$1	10 x 6) + (\$5 x 3)	\$500	\$500.00	39463.8158	0.00	3.00	76	\$38,000.00	0.37%	
22	7			+ \$50 + (\$25 x 4)	\$500	\$500.00	59985.0000	0.00	2.00	50	\$25,000.00	0.37%	
23	5		(\$100 x 2) + \$50 (HC	OOP) + (\$25 x 2)	\$500	\$500,00	23803,5714	0.00	5.00	126	\$63,000.00	0.25%	1 .
24	1			\$100 (HOOP)	\$500	\$500.00	23803.5714	0.00	5.00	126	\$63,000.00	0.62%	1
				HEROTO DESIGNATION	HARMEN.	Total (\$500.00):	6620.8609	0.01	18.00	453	\$226,500.00	0.62%	1
			<b>国际内部</b>		WORLDHIS COLLOWS	ala (Mid Tiers)	13 5976		3.530.00	08.480	\$3,346,675,00	AND RESIDENCE OF THE PARTY OF T	1
SALE						High fleys				200	***************************************	32 é1 vy	
25	1		THE WAY THE WAY	\$1,000	\$1,000	\$1,000.00	299925.0000	0.00	0.40	10	\$10,000.00	0.100	1
26	20		(\$100 x 3) + (\$50	x 11) + (\$25 x 6)	\$1,000	\$1,000.00	299925.0000	0.00	0.40	10	\$10,000.00	0.10%	
27	2			100 (HOOP) x 2	\$1,000	\$1,000.00	124968.7500	0.00	0.96	24	\$24,000.00	0.10%	1
7.25					To	ital (\$1,000,00):	68164.7727	0.00	1.76	44	\$44,000.00	0.43%	1
28	1			\$100,000	\$100,000	\$100,000.00	999750.0000	0.00	0.12	3	\$300,000.00	2.94%	1
		S 100 1/2 1 1		CONTRACTOR OF STREET		list (High Throa)	83813 e256	0.00	0.12		The second secon		
				Total (Low	Tiers + Mid Tier	CHICAGO CONTRACTOR CON	3.7574	19.96	31,940.88	798,223	\$9,589,145.00	94.01%	

PRIZE PACKS

NBA ALL-STAR 2018 TRIPS

NBA ALL-STAR 2018 TRIPS Federal Withholding

Exact Quantity by Kind Level

\$595.00

\$6,570.00

\$2,188.33

## PER THOUSAND PRICING

Description	Quantity	Unit Price	Unit Price Adj.	Total Price
1 Base Ticket Price [per 1000 order qty (matrix interpolated)]	3,000,000 00	\$29 87	(\$29.87)	\$0 00
2 Full UV Coating (display) Ticket front [\$0 08 per 1000/sq inch]	3,000,000.00	\$2.56	(\$2.56)	\$0 00
	Subtotal Per 1000:	\$0.00		\$0 00
		TOTAL OF	RDER PRICE:	\$0.00

## All prices in USD

The Total Order Price above is an estimate for the full order quantity, and may differ from the invoice based on actual tickets delivered.

All print costs for this Game are included in the Goods and Services Fee

If the Spalding Ball and/or name is used, please include:

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- c) The TLC shall indicate that rights to use the Property have been obtained from Company in any press releases issued by the TLC relating to any lottery games, including associated promotional events, using the Property
- d) The TLC agrees to place any applicable patent markings on the ticket back as appropriate as may be required by Licensor or Company
- e) The TLC shall provide Licensor with samples of point of sale, advertising, marketing and other promotional materials if Licensor so requests.
- f) The TLC shall provide SGI with the following samples for the Game, as appropriate:
  - i Five (5) packs of voided lottery tickets,
  - ii. Ten (10) samples of all point-of-sale and printed advertising pieces,
  - iii Six (6) samples of retailer sell-in and related communications materials, and
  - iv Two (2) dubs of all TV and/or radio advertising

#### **PRICING**

- a) The TLC shall pay SGI a licensing and sponsorship marketing support fee (the "Fee") for the Game equal to two and one-half percent (2.5%) of actual sales, provided that the total Fee will not exceed three hundred seventy-five thousand dollars (\$375.000).
- b) The TLC shall allocate five hundred seventy-five thousand nine hundred sixty dollars (\$575,960) (hereinafter, the "Goods and Services Fee") for nine hundred sixty-eight (968) merchandise prize packs, as such prize packs are more fully described in "Merchandise Prize Packs and Experiential Prize Specifications" below (hereinafter the "Merchandise Prize Packs"). Each Merchandise Prize Pack is valued at five hundred ninety-five dollars (\$595). For clarity, the TLC shall only pay for Merchandise Prize Packs that are actually fulfilled and the maximum Goods and Services Fee is five hundred seventy-five thousand nine hundred sixty dollars (\$575,960) In the event more than nine hundred sixty-eight (968) Merchandise Prize Packs are claimed, or a Merchandise Prize Pack is not claimed, the TLC shall have no obligation to pay for any such excess or any unclaimed prize.
- c) The TLC shall allocate thirty-five thousand thirty-three dollars and thirty-two cents (\$35,033.32) for the four (4) 2018 All-Star Game Experiential Prizes (the "Experiential Prize") described in "Merchandise Prize Packs and Experiential Prize Specifications" below at six thousand five hundred seventy dollars (\$6 570) each, plus tax withholdings of two thousand one hundred eighty-eight dollars and thirty-three cents (\$2 188.33) for each Experiential Prize to be withheld and paid by the TLC

# Liability for 1865 / for Life to Date

Proc Activ		Status <sup>,</sup>	SmartCash N/A	Enabled	Validation Rang	e: 12/21/2	2016 - 12/31/2037	•	
			Outstan	iding 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	227332	\$1,136,660 00	112350	\$561,750 00	33 08%	992003
2	2	N/A	\$10 00	86365	\$863,650 00	43709	\$437,090.00	33.60%	1007843
3	3	N/A	\$10 00	92093	\$920,930.00	47843	\$478,430 00	34 19%	1025419
4	4	N/A	\$15 00	26397	\$395,955 00	13613	\$204,195 00	34 02%	1020464
5	5	N/A	\$15 00	26211	\$393,165.00	13779	\$206,685 00	34 46%	1033425
6	6	N/A	\$15 00	13133	\$196,995.00	6871	\$103,065 00	34.35%	1030186
7	ŏ	N/A	\$25 00	6538	\$163,450 00	3467	\$86,675 00	34 65%	1039320
8	Ö	N/A	\$25 00	6534	\$163,350 00	3450	\$86,250.00	34.56%	1036399
9	Ö	N/A	\$25 00	26194	\$654,850 00	13796	\$344,900 00	34 50%	1034700
10	Ö	N/A	\$50 00	1659	\$82,950 00	860	\$43,000 00	34 14%	1023959
11	Ō	N/A	\$50 00	1655	\$82,750.00	848	\$42,400 00	33.88%	1016126
12	Ō	N/A	\$50 00	1632	\$81,600.00	856	\$42,800 00	34 41%	1031896
13	0	N/A	\$50 00	5224	\$261,200 00	2863	\$143,150 00	35.40%	1061809
14	0	N/A	\$50 00	5239	\$261,950 00	2848	\$142,400 00	35.22%	1056246
15	0	N/A	\$100.00	409	\$40,900 00	211	\$21,100 00	34 03%	1020712
16	0	N/A	\$100.00	394	\$39,400.00	243	\$24,300 00	38 15%	1144140
17	0	N/A	\$100 00	389	\$38,900 00	217	\$21,700 00	35 81%	1073988
18	0	N/A	\$100.00	816	\$81,600 00	427	\$42,700 00	34 35%	1030313
19	0	N/A	\$100 00	826	\$82,600 00	432	\$43,200 00	34 34%	1029949
20	0	N/A	\$500.00	53	\$26,500 00	22	\$11,000 00	29 33%	879780
21	0	N/A	\$500.00	43	\$21,500 00	33	\$16,500 00	43.42%	1302305
22	0	N/A	\$500.00	32	\$16,000 00	18	\$9,000 00	36 00%	1079730
23	0	N/A	\$500 00	88	\$44,000.00	38	\$19,000 00	30.16%	904535
24	0	N/A	\$500 00	81	\$40,500.00	45	\$22,500 00	35 71%	1071160
25	0	N/A	\$1,000 00	7	\$7,000 00	3	\$3,000 00	30 00%	899775
26	0	N/A	\$1,000 00	7	\$7,000.00	3	\$3,000 00	30 00%	899775
27	0	N/A	\$1,000 00	16 /	\$16,000.00	8	\$8,000 00	33.33%	999750
28	0	N/A	\$100,000.00	1 🗸	\$100,000 00	2	\$200,000 00	66 67%	1999500
			Totals	529368	\$6,221,355 00	268,855	\$3,367 790 00		

### Instant Ticket Game Analysis 8/31/14-8/27/16

# Average Number of Weeks for 85% Average Sell Through

	Price Point						
Print Quantities	\$1	\$2	\$3	\$5			
< 5M	None	None	None	None			
5M-9.99M	Week 11*	Week 20	Week 18*	Week 18			
10M-14.99M	Week 18	None	Week 26	Week 26			
15M-19.99M	None	Week 21*	None	Week 26			
20M-24.99M	Week 35*	None	Week 25	Week 40			
25M-29.99M	Week 29	Week 38	Week 33	None			
30M-34.99M	None	None	None	None			
>35M	None	None	None	None			

		Price Point						
Print Quantities	\$10	\$20	\$25	\$50				
2M	None	None	None	None				
3M	None	Week 12*	None	None				
4M	None	None	None	None				
5M	Week 17	Week 47*	None	None				
6M	Week 27	None	None	None				
7M	None	None	None	None				
8M	Week 19	None	None	None				
>9M	Week 30	Week 39*	None	None				

# Average Weekly Dollar Sales at 85% Average Sell Through

	Price Point						
Print Quantities	\$1	\$2	\$3	\$5			
< 5M	None	None	None	None			
5M-9.99M	\$578,969	\$671,321	\$861,712	\$1,964,653			
10M-14.99M	\$557,959	None	\$1,236,839	\$2,142,670			
15M-19.99M	None	\$1,273,552	None	\$2,531,546			
20M-24.99M	\$551,431	None	\$2,124,488	\$2,208,168			
25M-29.99M	\$786,366	\$1,169,247	\$2,004,832	None			
30M-34.99M	None	None	None	None			
>35M	None	None	None	None			

	Price Point						
Print Quantities	\$10	\$20	\$25	\$50			
2M	None	None	None	None			
3M	None	\$5,141,903	None	None			
4M	None	None	None	None			
5M	\$2,712,692	\$2,150,202	None	None			
6M	\$1,986,191	None	None	None			
7M	None	None	None	None			
8M	\$4,563,190	None	None	None			
>9M	\$3,124,159	\$4,464,715	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

# Rogers, Ed

From:

Mendoza, Merry

Sent:

Wednesday, April 12, 2017 1.15 PM

To:

Anger, Michael, Biard, Bob: Cripe, Kelly; Fernandez, Mike; Grief, Gary; Pyka, Kathy; Rogers, Ed; Trevino, Nelda, Schuhmann, Stacy; Stuckey, Kelly; Terrell, Julie; McCoy, Rene; Bowersock, Dale; Bland, Angie, Page, Ray; Tirloni, Robert; Sanchez, Sheila; Austin, Casey; Veselka, David; Kidd, Clay; Leeper, Andrew; Ross, Dana; Simpson, MaryBeth, Pogue, Susan; Briones, Angela; Hendrix, Andrea, Daniel, Conchita, Ortega, Eliza; Elyabouri, Fattah, Carney, James; Vela, Carol, Young, Michelle; Byrd, Michelle; Moreno, Heidi; Pimentel, Tami, Perez, Liesa, Williams, Eric; Perez, Maria, Medina, Iris; Burrola, Jessica, Briones, Angela, Edwards, Teresa, Guarnero-Williams, Annika; Rogers, Ed; Anderson, Lisa;

Briones, Angela; Thomas, Lyndi; Poque, Susan

Subject:

Michael Anger out; Ed Rogers in charge

Michael Anger will be out of the office traveling on lottery business the afternoon of April 12 and all day April 13, 2017 In his absence Ed Rogers will be in charge of Lottery Operations and will have full signature authority, including jackpot estimation

<sup>\*\*\*</sup>Please continue to route signature items in the normal fashion