

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed 9/30/2019

Game #	2068	Confirmed Packs	8,890
Game Name	Weekly Half Grand	Active Packs	5,870
Quantity Printed	30,502,050	Warehouse Packs	10,422
Price Point	\$1	Returned Packs	9
Start Date	8/20/2018	Printed Payout Percentage	59.83%
Top Prize Annuity Cost	\$ 425,000	Percent Sold	86.66%
Number of Top Prizes Remaining	1	Number of Weeks Out	58

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 246,457	Actual ticket production costs
Prize payout expense	\$ 14,789,078	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 15,035,535

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 26,433,077	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 26,433,077

Excess of Revenue over Expended \$ 11,397,542

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	\$	260,707
Next week	\$	265,995
Next week	\$	292,150
Avg Weekly Sales Current Game	\$	272,951
Avg Weekly Sales \$1; 30M - 34.99M Qty*	\$	629,856
Percentage Of Variance In Sales		57%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2068	Printed Payout Percentage	59.83%
Game Name	Weekly Half Grand	Actual Payout Percentage	55.95%
Percent Sold	86.66%	Number of Weeks Out	58
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.*			41

* only one game at this level with 85% sell through

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 Bowusock 9/30/19
Instant Product Coordinator Date

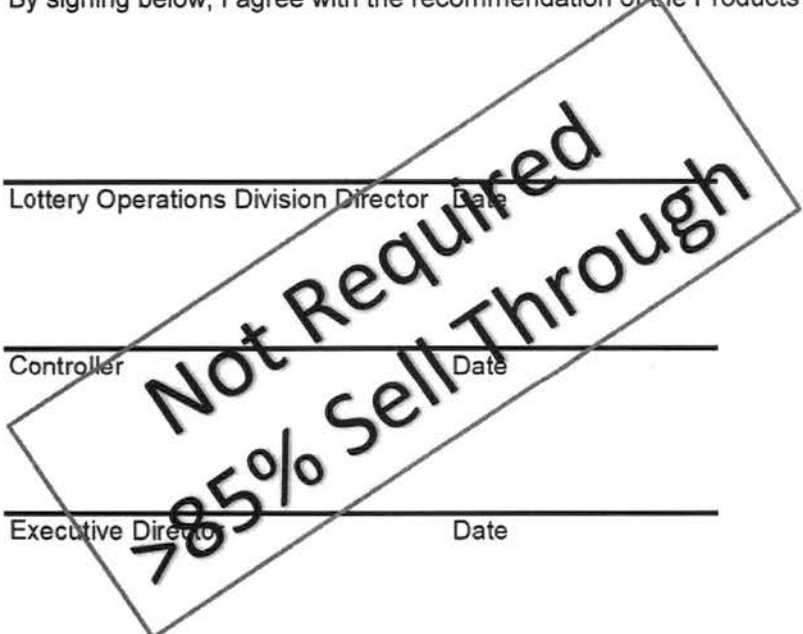
[Signature] 10/7/19
Products Manager Date

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

Lottery Operations Division Director Date

Controller Date

Executive Director Date





Play the Games of Texas!

Da Vinci Report
Week End Date: 9/28/19

9/30/19

Product Line	Game	\$	Ticket Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales					
														9/28/19	9/21/19	9/14/19	9/7/19	9/30/19	
Baseline	2170	\$1	9,177,900	HIT \$5,000	9/3/19			4	28.05%	20,131	12,603	7,960	3	\$818,442.00	\$791,991.00	\$695,721.00	\$289,112.00	\$0	
	2124	\$1	853,200	WINNING 75	8/8/19			7	0.00%	0	0	4,242	0	\$0	\$0	\$0	\$0	\$0	\$0
	2174	\$2	7,042,625	20X	9/3/19			4	28.47%	16,530	10,558	10,101	6	\$1,219,128.00	\$1,183,864.00	\$1,127,208.00	\$479,528.00	\$0	
	2162	\$2	40,877,750	BREAK THE BANK	8/6/19			8	9.66%	14,919	9,448	288,573	8	\$1,087,466.00	\$1,064,784.00	\$1,056,846.00	\$1,152,648.00	\$0	
	2120	\$2	7,211,875	DOUBLE MATCH	7/15/19			11	65.10%	10,409	7,524	157	94	\$668,742.00	\$725,474.00	\$776,922.00	\$933,476.00	\$0	
	2080	\$2	35,449,750	WEEKLY GRAND	8/19/19			6	5.35%	17,307	11,767	237,339	19	\$865,350.00	\$798,698.00	\$759,184.00	\$660,672.00	\$0	
	2175	\$5	7,208,550	\$100,000 FRENZY	9/16/19			2	10.70%	27,290	10,073	44,872	0	\$2,406,635.00	\$1,449,265.00	\$375.00	\$0	\$0	
	2152	\$5	5,625,525	50X FAST CASH	7/15/19			11	59.59%	14,096	7,101	6,928	103	\$942,025.00	\$1,026,115.00	\$1,146,470.00	\$1,359,120.00	\$0	
	2165	\$5	11,079,000	BINGO TIMES 20	8/5/19			8	30.87%	20,032	9,064	70,169	25	\$1,907,900.00	\$2,019,935.00	\$2,069,060.00	\$2,302,515.00	\$0	
	2155	\$5	7,239,375	BONUS JACKPOT	8/5/19			8	36.22%	24,883	8,237	25,936	283	\$1,241,125.00	\$1,341,325.00	\$1,302,485.00	\$1,617,210.00	\$0	
	2158	\$5	9,750,750	COWBOYS	8/19/19			6	18.89%	15,518	9,877	77,703	7	\$1,498,060.00	\$1,499,280.00	\$1,653,455.00	\$1,795,405.00	\$0	
	2171	\$5	7,335,525	HIT \$250,000	9/3/19			4	36.23%	30,863	11,449	14,789	13	\$3,389,870.00	\$3,777,420.00	\$4,254,580.00	\$1,864,465.00	\$0	
	2159	\$5	5,626,275	HOUSTON TEXANS	8/19/19			6	18.52%	15,432	8,564	35,294	127	\$850,175.00	\$930,880.00	\$1,001,225.00	\$1,027,450.00	\$0	
	2172	\$10	6,119,450	HIT \$500,000	9/3/19			4	28.46%	28,207	9,579	44,746	12	\$4,439,550.00	\$4,799,370.00	\$5,390,610.00	\$2,797,610.00	\$0	
	2167	\$10	26,558,050	MEGA LOTTERIA	9/16/19			2	2.21%	25,827	7,282	490,868	1	\$3,937,160.00	\$1,933,160.00	\$500.00	\$0	\$0	
	2126	\$10	6,117,600	WILD 10S	7/15/19			11	70.34%	23,234	8,174	1,376	17	\$2,550,730.00	\$2,820,280.00	\$2,881,490.00	\$3,813,140.00	\$0	
	2173	\$30	5,135,150	HIT \$1,000,000	9/3/19			4	10.91%	34,030	8,974	136,759	26	\$4,473,570.00	\$4,672,530.00	\$4,949,850.00	\$2,709,750.00	\$0	
Mature	1878	\$1	854,700	CASH ON THE SPOT	9/18/17			106	0.00%	0	0	2,415	65	\$0	\$0	\$0	\$0	\$0	
	2149	\$1	9,149,850	FIREBALL 5S	6/29/19			13	88.08%	3,233	2,583	20	240	\$176,405.00	\$237,232.00	\$315,252.00	\$426,792.00	\$0	
	1804	\$1	829,650	LUCKY STARS	9/18/17			106	0.00%	0	0	101	765	\$0	\$0	\$0	\$0	\$0	
	2132	\$1	16,882,800	TOPAZ 7S	5/6/19			21	80.86%	11,666	8,101	221	113	\$391,809.00	\$438,965.00	\$468,388.00	\$503,081.00	\$0	
	2142	\$1	9,163,200	TRIPLE YOUR CASH	6/3/19			17	82.20%	5,307	3,898	24	328	\$208,902.00	\$252,213.00	\$277,746.00	\$313,113.00	\$0	
	2088	\$1	30,502,050	WEEKLY HALF GRAND	8/20/18			58	86.66%	8,990	5,870	10,422	9	\$260,707.00	\$265,995.00	\$292,150.00	\$279,359.00	\$0	
	2146	\$2	7,053,375	AMAZING 8S	6/17/19			15	82.19%	4,666	3,770	120	473	\$316,988.00	\$420,710.00	\$467,504.00	\$553,334.00	\$0	
	2090	\$2	40,562,000	BREAK THE BANK	8/15/18			67	89.90%	6,036	2,712	19,735	36	\$319,474.00	\$327,380.00	\$405,122.00	\$460,494.00	\$0	
	2052	\$3	35,689,250	\$50,000 BONUS CASHWORD	2/4/19			34	55.55%	14,397	9,179	99,981	18	\$1,752,465.00	\$1,770,843.00	\$1,730,871.00	\$1,723,611.00	\$0	
	2089	\$3	5,999,875	BLOCK-O	6/3/19			17	75.46%	4,193	4,038	855	1,086	\$447,573.00	\$530,796.00	\$575,451.00	\$613,197.00	\$0	
	1828	\$3	41,527,800	TEXAS LOTERIA	9/17/18			54	61.78%	18,984	11,203	177,207	20	\$1,394,437.00	\$1,390,748.00	\$1,365,072.00	\$1,399,215.00	\$0	
	2134	\$5	7,221,000	\$500 FRENZY	4/15/19			24	86.15%	3,860	2,028	6,363	184	\$396,120.00	\$372,905.00	\$414,980.00	\$492,315.00	\$0	
	2129	\$5	10,394,625	BONUS BREAK THE BANK	4/21/19			26	60.59%	14,536	7,942	30,096	9	\$1,071,305.00	\$1,049,695.00	\$1,124,500.00	\$1,220,320.00	\$0	

Liability for 2068 / for Life to Date

Product Status: SmartCash Enabled: Validation Range: 05/15/2018 - 12/31/2037
 Active N/A

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	807428	\$807,428.00	2852911	\$2,852,911.00	77.94%	23773654
2	2	N/A	\$2.00	319380	\$638,760.00	1307619	\$2,615,238.00	80.37%	24514495
3	3	N/A	\$4.00	91938	\$367,752.00	416411	\$1,665,644.00	81.91%	24985569
4	4	N/A	\$5.00	69131	\$345,655.00	337479	\$1,687,395.00	83.00%	25316153
5	5	N/A	\$10.00	48877	\$488,770.00	256139	\$2,561,390.00	83.98%	25614277
6	6	N/A	\$20.00	10178	\$203,560.00	56143	\$1,122,860.00	84.65%	25821030
7	0	N/A	\$40.00	3096	\$123,840.00	17201	\$688,040.00	84.75%	25849424
8	0	N/A	\$100.00	592	\$59,200.00	3206	\$320,600.00	84.41%	25747649
9	0	N/A	\$425,000.00	1	\$425,000.00	3	\$1,275,000.00	75.00%	22876542
Totals:				1350621	\$3,459,965.00	5,247,112	\$14,789,078.00		

END OF PRODUCTION PRIZE STRUCTURE
May 7, 2018 - (POOLS # 1 - 136 COMPLETE)

Prize Structure
 TEXAS LOTTERY
 GAME NO.2068 "WEEKLY HALF GRAND"
 January 12, 2018 - VERSION A

Order Quantity: 30,502,050 Pack Size: 150 Pool Size: 240,000 Winners: 6,597,733 Total Payout: \$18,249,043.00
 Price Point: \$1.00 Packs/Game: 203,347 Number of Pools: 127.09 Non-winners: 23,904,317 Prize Fund: \$18,249,043.00
 Revenue: \$30,502,050.00 Packs/Pool: 1,800 Overall Odds: 4.6231 Payout: 59.83%

Kind	Wins	Tier Level	Get	Win	Value	Odds (1 in)	Pack	Pool	Total	Total Prize Cost	% Prize Fund
Low Tiers											
01	1	L	\$1	\$1	\$1.00	8.3331	18.00	28,800.00	3,660,339	\$3,660,339.00	20.06%
02	1	L	\$2	\$2	\$2.00	18.7474	8.00	12,800.00	1,626,999	\$3,253,998.00	17.83%
03	1	L	\$4	\$4	\$4.00	60.0222	2.50	4,000.00	508,349	\$2,033,396.00	11.14%
04	1	L	\$5	\$5	\$5.00	75.0155	2.00	3,200.00	406,610	\$2,033,050.00	11.14%
05	1	L	\$10	\$10	\$10.00	100.0015	1.50	2,400.00	305,016	\$3,050,160.00	16.71%
06	1	L	\$20	\$20	\$20.00	459.9154	0.33	522.00	66,321	\$1,326,420.00	7.27%
Total (Low Tiers)										\$15,357,383.00	84.15%
Mid Tiers											
07	1	M	\$40	\$40	\$40.00	1502.7861	0.10	160.00	20,297	\$811,890.00	4.45%
08	1	M	\$100	\$100	\$100.00	8031.0821	0.02	30.00	3,798	\$379,800.00	2.08%
Total (Mid Tiers)										\$1,191,690.00	6.53%
High Tiers											
09	1	H	\$500 WK/20 years	\$425,000	\$425,000.00	7625512.5000	0.00	0.03	4	\$1,700,000.00	9.32%
Total (High Tiers)										\$1,700,000.00	9.32%
Total										\$18,249,043.00	100.00%

* Exact Quantity by Kind Level

(3) HGRND = \$500 per week for 20 years

There will be no more than thirty-five (35) winners per pack for this game.

ORIGINAL ORDER

SHIPMENT # 1 - 3
 COMPLETE
 POOLS # 1-136

30,502,050	3,660,339
1,626,999	508,349
406,610	305,016
66,321	20,297
3,798	4



INTEROFFICE MEMO

Gary Grief, Executive Director Ed Rogers, Acting Charitable Director

Payment Approval

May 15, 2018

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

Vendor Name: Scientific Games, Inc

Invoice Number: 1032467-3

Tx Game name: TX-2068 Weekly Half Grand

PO #: 362-18-9019RL006

DB

Shipment	Quantity	Price	Total
1	10133.85	\$8.08	\$81,881.51
2	10135.05	\$8.08	\$81,891.20
3	10233.15	\$8.08	\$82,683.85

Total Amount **\$246,456.56**

The above referenced invoice(s) have been reviewed and certified as proper, accurate and should be paid by the Texas Lottery Commission.

Dale Bowersock
 Dale Bowersock (Instant Product Coordinator)
 Please forward to the next person for approval

DB

5/15/18
Date

[Signature]
 Robert Tirloni (Products Manager)
 Please forward to the next person for approval

5/16/18
Date

[Signature]
 Ryan Mindell (Lottery Operations Division Director)

5/16/18
Date

Please return to Maria Perez in the Office of the Controller by

May 25, 2018

2018 MAY 15 PM 1:59



1500 BLUEGRASS LAKES PARKWAY
ALPHARETTA, GEORGIA 30004
770.664.3700

Sold To:

TEXAS LOTTERY
P.O. BOX 16630
AUSTIN, TX 78761-6630

Invoice: 1032467-3
P.O. 362-18-9019 RL006
May 15, 2018

<u>Game</u>	<u>Description</u>	<u>Shipment</u>	<u>Quantity</u>	<u>Price Per 1000</u>	<u>Total Price</u>
TX-2068	Weekly Half Grand	1	10,133,850	\$8.08	\$81,881.51
TX-2068	Weekly Half Grand	2	10,135,050	\$8.08	\$81,891.20
TX-2068	Weekly Half Grand	3	10,233,150	\$8.08	\$82,683.85
TOTAL DUE					<u>\$246,456.56</u>

Please Remit Payment Via Wire Transfer

Bank: Bank of America
Swift: BOFAUS3N
Acct name: Scientific Games International, Inc. - Operating
Acct #: 501017395032
Wire Routing #: 026009593

Instant Ticket Game Analysis
2/26/17-2/23/19

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	Week 12*	None	None	None	2M	None	None	None	None	
5M-9.99M	Week 15	Week 18	Week 18	Week 17	3M	None	None	None	Week 52*		
10M-14.99M	Week 20	None	None	Week 16*	4M	None	None	None	None		
15M-19.99M	Week 23	None	Week 32*	Week 48	5M	None	Week 42	None	None		
20M-24.99M	None	None	None	Week 57	6M	Week 22	None	None	None		
25M-29.99M	Week 58*	None	None	None	7M	None	Week 49*	None	None		
30M-34.99M	Week 41*	Week 57*	None	None	8M	Week 25*	None	None	None		
>35M	None	Week 55*	Week 57	Week 53*	>9M	Week 43	Week 49*	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	\$714,918	None	None	None	2M	None	None	None	None	
5M-9.99M	\$543,741	\$753,911	\$1,037,655	\$2,105,631	3M	None	None	None	\$2,913,384		
10M-14.99M	\$527,618	None	None	\$2,919,843	4M	None	None	None	None		
15M-19.99M	\$633,249	None	\$1,302,836	\$1,502,081	5M	None	\$2,300,088	None	None		
20M-24.99M	None	None	None	\$1,710,701	6M	\$2,715,030	None	None	None		
25M-29.99M	\$438,898	None	None	None	7M	None	\$2,502,908	None	None		
30M-34.99M	\$629,856	\$1,039,084	None	None	8M	\$2,822,095	None	None	None		
>35M	None	\$1,243,302	\$1,731,457	\$3,256,460	>9M	\$2,847,773	\$3,190,792	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