

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

6/27/2022

Game #	2203	Confirmed Packs	5,596
Game Name	\$1,000,000 Extreme Cash	Active Packs	2,273
Quantity Printed	8,559,050	Warehouse Packs	82,958
Price Point	\$20	Returned Packs	54
Start Date	6/7/2021	Printed Payout Percentage	74.98%
Top Prize	\$ 1,000,000	Percent Sold	73.06%
Number of Top Prizes Remaining	1	Number of Weeks Out	55

Current Game Sales Analysis**TANGIBLE COSTS****Expenditure Impact:**

Cost to print tickets	\$ 931,834	Actual ticket production costs
Prize payout expense	\$ 93,072,570	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 94,004,404

TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 125,064,839	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 125,064,839

Excess of Revenue over Expended **\$ 31,060,435**

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	\$	607,720
Next week	\$	652,580
Next week	\$	635,120
Avg Weekly Sales Current Game	\$	631,807
Avg Weekly Sales \$20; 5M - 9.99M Qty	\$	4,083,763
Percentage Of Variance In Sales		85%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2203	Printed Payout Percentage	74.98%
Game Name	\$1,000,000 Extreme Cash	Actual Payout Percentage	74.42%
Percent Sold	73.06%	Number of Weeks Out	55
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			39

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 Bowersock

6/28/2022

Scratch Ticket Strategy Coordinator Date

Robert Lee

6/28/2022

Products Manager Date

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

Roy Mitchell

7/11/2022

Lottery Operations Division Director Date

KG

Kelly Steckley

7/13/2022

Controller Date

Gary Brief

7/13/2022

Executive Director Date



Da Vinci Report **6/27/22**

Week End Date:6/25/22

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														6/25/22	6/18/22	6/11/22	6/4/22
Mature	2357	\$5	10,248,900	\$50,000 POKER	2/7/22			20	59.17%	3,328	2,265	45,443	2,344	\$421,880.00	\$479,340.00	\$534,200.00	\$597,730.00
	2247	\$5	18,355,500	BONUS BREAK THE BANK	12/28/20			78	84.83%	5,502	3,321	26,876	22	\$417,335.00	\$459,060.00	\$479,300.00	\$475,175.00
	2382	\$5	7,334,550	LUCKY	2/21/22			18	71.30%	3,898	3,106	15,112	2,623	\$360,300.00	\$467,340.00	\$507,670.00	\$602,150.00
	2374	\$5	27,786,375	POWER 50X	1/3/22			25	45.66%	13,740	8,649	175,800	20	\$1,446,510.00	\$1,550,590.00	\$1,700,935.00	\$1,672,405.00
	2385	\$5	7,080,600	SHOW ME \$100,000	3/21/22			14	86.99%	4,708	3,845	465	372	\$878,565.00	\$1,070,355.00	\$1,282,360.00	\$1,462,990.00
	2425	\$5	32,632,050	SUPER CROSSWORD	2/24/22			17	26.13%	18,062	9,435	289,915	24	\$2,228,075.00	\$2,352,625.00	\$2,393,480.00	\$2,575,785.00
	2342	\$5	59,686,425	SUPER LOTERIA	10/18/21			36	55.42%	27,614	13,881	305,429	23	\$4,652,125.00	\$4,740,845.00	\$4,976,490.00	\$5,212,595.00
	2366	\$5	7,333,350	TEXAS EDITION BUCKS & TRUCKS	3/7/22			16	76.18%	4,600	3,855	10,407	941	\$549,440.00	\$643,550.00	\$699,180.00	\$855,400.00
	2333	\$10	28,628,600	\$250,000 50X CASHWORD	12/20/21			27	33.96%	21,926	9,106	342,814	19	\$3,480,790.00	\$3,555,930.00	\$3,633,080.00	\$3,806,140.00
	2346	\$10	13,460,600	\$500,000 EXTREME LUCK	4/5/21			64	82.01%	9,734	5,323	30,713	41	\$1,387,110.00	\$1,456,670.00	\$1,427,080.00	\$1,485,030.00
	2348	\$10	11,152,000	\$50 OR \$100	12/6/21			29	66.95%	12,980	6,350	51,066	35	\$1,788,770.00	\$1,931,030.00	\$1,878,170.00	\$2,033,400.00
	2306	\$10	8,318,950	BREAK THE BANK SUPER TICKET	8/16/21			45	85.60%	8,329	5,421	7,987	45	\$899,610.00	\$989,420.00	\$999,330.00	\$1,070,230.00
	2380	\$10	12,227,050	CASH CELEBRATION	2/7/22			20	40.78%	10,844	6,209	125,845	22	\$1,223,580.00	\$1,318,780.00	\$1,330,310.00	\$1,415,050.00
	2433	\$10	49,110,750	MEGA LOTERIA	2/7/22			20	35.70%	41,483	13,170	567,223	23	\$8,376,240.00	\$8,497,600.00	\$8,761,250.00	\$9,075,770.00
	2375	\$10	22,860,600	POWER 100X	1/3/22			25	37.02%	16,721	9,036	259,080	27	\$2,085,370.00	\$2,197,820.00	\$2,213,870.00	\$2,320,810.00
	2203	\$20	8,559,050	\$1,000,000 EXTREME CASH	6/7/21			55	73.06%	5,596	2,273	82,958	54	\$607,720.00	\$652,580.00	\$635,120.00	\$706,300.00
	2354	\$20	10,280,400	\$1,000,000 JACKPOT	9/7/21			42	59.99%	16,185	5,997	139,481	53	\$1,435,480.00	\$1,572,080.00	\$1,557,620.00	\$1,654,300.00
	2367	\$20	16,392,750	CASH SPECTACULAR	11/15/21			32	31.63%	12,296	4,189	429,528	22	\$1,338,660.00	\$1,426,980.00	\$1,429,700.00	\$1,517,580.00
	2343	\$20	25,454,075	MILLION DOLLAR LOTERIA	6/18/21			53	78.61%	37,195	10,322	161,661	57	\$6,702,280.00	\$6,966,380.00	\$7,007,500.00	\$7,467,720.00
	2376	\$20	10,149,100	POWER 200X	1/3/22			25	47.84%	20,907	7,954	179,822	15	\$2,218,540.00	\$2,448,040.00	\$2,428,700.00	\$2,480,240.00
	2411	\$20	7,928,475	ULTIMATE 7S	2/21/22			18	54.40%	18,268	6,815	116,221	21	\$2,726,100.00	\$3,219,180.00	\$3,321,660.00	\$3,625,300.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			223	65.96%	12,527	5,683	442,089	52	\$2,361,030.00	\$2,460,120.00	\$2,433,810.00	\$2,359,770.00
	2293	\$30	9,177,650	CASH CELEBRATION!	4/5/21			64	83.74%	12,448	5,433	39,196	81	\$1,907,640.00	\$1,935,900.00	\$1,991,010.00	\$1,982,310.00
	2358	\$50	5,984,660	\$1,000,000 ULTIMATE	12/20/21			27	52.57%	18,627	6,538	113,889	25	\$3,585,700.00	\$3,723,500.00	\$3,744,250.00	\$3,908,150.00
	2378	\$50	6,116,960	\$200,000,000 CASH BLOWOUT!	3/7/22			16	37.88%	21,163	7,435	158,020	14	\$4,894,700.00	\$5,073,650.00	\$5,105,650.00	\$5,404,450.00
	2344	\$50	10,279,600	500X LOTERIA SPECTACULAR	10/18/21			36	45.98%	22,011	7,163	244,360	40	\$5,628,200.00	\$5,735,800.00	\$5,795,450.00	\$5,900,250.00
	2340	\$50	6,606,400	CASINO MILLIONS	9/20/21			40	79.77%	16,401	5,815	41,910	53	\$3,226,650.00	\$3,208,150.00	\$3,284,850.00	\$3,422,600.00
Sold/Closing	2296	\$1	10,217,250	LADY LUCK	11/1/21	5/29/22	7/13/22	34	93.59%	56	42	196	2,887	-\$1,897.00	\$2,479.00	\$15,654.00	\$27,720.00
	2370	\$2	9,288,250	TEXAS CASH	12/20/21	5/29/22	7/13/22	27	59.29%	213	165	23,157	2,182	-\$21,032.00	-\$9,964.00	\$36,614.00	\$89,136.00
	2234	\$3	35,950,250	\$50,000 BONUS CASHWORD	2/22/21	5/24/22	7/8/22	70	97.57%	293	85	352	1,475	\$3,627.00	\$28,119.00	\$82,809.00	\$174,621.00
	2250	\$5	22,721,550	BINGO TIMES 20	11/23/20	7/3/22	8/17/22	83	96.70%	1,250	1,069	2,612	1,079	\$176,420.00	\$260,430.00	\$311,810.00	\$403,320.00
	2368	\$5	7,217,700	JEOPARDY!	12/6/21	5/29/22	7/13/22	29	72.51%	132	116	17,172	5,647	-\$26,000.00	-\$5,275.00	\$31,350.00	\$100,700.00

Liability for 2203 / for Life to DateProduct Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 06/03/2020 - 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	\$20.00	230767	\$4,615,340.00	590916	\$11,818,320.00	71.92%	6155268
2	2	N/A	\$25.00	76717	\$1,917,925.00	197192	\$4,929,800.00	71.99%	6161813
3	3	N/A	\$50.00	75916	\$3,795,800.00	197961	\$9,898,050.00	72.28%	6186565
4	4	N/A	\$50.00	111601	\$5,580,050.00	299231	\$14,961,550.00	72.84%	6234015
5	5	N/A	\$75.00	19006	\$1,425,450.00	49479	\$3,710,925.00	72.25%	6183737
6	6	N/A	\$75.00	55692	\$4,176,900.00	149711	\$11,228,325.00	72.89%	6238389
7	0	N/A	\$100.00	36849	\$3,684,900.00	95027	\$9,502,700.00	72.06%	6167466
8	0	N/A	\$100.00	24656	\$2,465,600.00	65671	\$6,567,100.00	72.70%	6222739
9	0	N/A	\$100.00	23556	\$2,355,600.00	62401	\$6,240,100.00	72.60%	6213493
10	0	N/A	\$200.00	2584	\$516,800.00	6670	\$1,334,000.00	72.08%	6169101
11	0	N/A	\$200.00	3902	\$780,400.00	10417	\$2,083,400.00	72.75%	6226665
12	0	N/A	\$200.00	6837	\$1,367,400.00	18078	\$3,615,600.00	72.56%	6210335
13	0	N/A	\$200.00	2988	\$597,600.00	8046	\$1,609,200.00	72.92%	6241264
14	0	N/A	\$500.00	99	\$49,500.00	259	\$129,500.00	72.35%	6192161
15	0	N/A	\$500.00	394	\$197,000.00	1047	\$523,500.00	72.66%	6218823
16	0	N/A	\$500.00	300	\$150,000.00	779	\$389,500.00	72.20%	6179332
17	0	N/A	\$500.00	403	\$201,500.00	1039	\$519,500.00	72.05%	6167027
18	0	N/A	\$500.00	408	\$204,000.00	1025	\$512,500.00	71.53%	6122139
19	0	N/A	\$1,000.00	4	\$4,000.00	8	\$8,000.00	66.67%	5706033
20	0	N/A	\$1,000.00	26	\$26,000.00	56	\$56,000.00	68.29%	5845204
21	0	N/A	\$1,000.00	16	\$16,000.00	38	\$38,000.00	70.37%	6023035
22	0	N/A	\$1,000.00	24	\$24,000.00	49	\$49,000.00	67.12%	5745115
23	0	N/A	\$1,000.00	21	\$21,000.00	48	\$48,000.00	69.57%	5954121
24	0	N/A	\$20,000.00	3	\$60,000.00	8	\$160,000.00	72.73%	6224763
25	0	N/A	\$20,000.00	2	\$40,000.00	7	\$140,000.00	77.78%	6657038
26	0	N/A	\$1,000,000.00	1	\$1,000,000.00	3	\$3,000,000.00	75.00%	6419287
			Totals:	672772	\$35,272,765.00	1,755,166	\$93,072,570.00		

NO. OF TICKETS: 8,559,050
 NO. POOLS: 71.33
 PACK SIZE: 25
 PACKS/POOL: 4,800
 PACKS/GAME: 342,362

Minimum: 8,232,000
 Maximum: 8,568,000

TEXAS LOTTERY COMMISSION
 "\$1,000,000 EXTREME CASH" - GAME NO. 2203
 END OF PRODUCTION PRIZE STRUCTURE
 29-May-20

VERSION A

8,559,050 \$20 TICKETS \$171,181,000 REVENUE PRIZE FUND \$128,345,335 PAYOUT % 74.98%

PRIZE LEVEL	PRIZE CODE	TIER CODE	GET:	# OF WAYS TO WIN:	WIN:	ODDS OF 1 IN:	WINNERS IN 71.33 POOLS	WINNERS IN 25 (PER PACK*)	WINNERS IN 120,000 (Per Pool)	PRIZE COST	PERCENT OF PRIZE FUND **	VALIDATION TIER LEVELS
1	1	L	\$20	1	\$20	10.42	821,683	2.400	11,520.000	\$16,433,660	12.80%	
2	2	G	\$25	1	\$25	31.25	273,909	0.800	3,840.000	\$6,847,725	5.34%	
3	3	G	\$50	1	\$50	31.25	273,877	0.800	3,840.000	\$13,693,850	10.67%	
4	4	G	\$25 x 2	2	\$50	20.83	410,832	1.200	5,760.000	\$20,541,600	16.00%	
5	5	G	\$75	1	\$75	124.98	68,485	0.200	960.000	\$5,136,375	4.00%	LOW TIER
6	6	G	\$25 + \$50	2	\$75	41.67	205,403	0.600	2,880.000	\$15,405,225	12.00%	60.82% ****
7	0	M	\$100	1	\$100	64.90	131,876	0.385	1,850.000	\$13,187,600	10.28%	
8	0	M	\$20 x 5	5	\$100	94.76	90,327	0.264	1,265.000	\$9,032,700	7.04%	
9	0	M	\$50 x 2	2	\$100	99.57	85,957	0.251	1,205.000	\$8,595,700	6.70%	
10	0	M	\$200	1	\$200	924.90	9,254	0.027	130.000	\$1,850,800	1.44%	
11	0	M	\$20 x 5 + \$25 + \$75	7	\$200	597.74	14,319	0.042	200.000	\$2,863,800	2.23%	
12	0	M	\$20"10X"	1	\$200	343.53	24,915	0.073	350.000	\$4,983,000	3.88%	
13	0	M	\$25 x 8	8	\$200	775.70	11,034	0.032	155.000	\$2,206,800	1.72%	
14	0	M	\$500	1	\$500	23,907.96	358	0.001	5.0000	\$179,000	0.14%	
15	0	M	\$20"20X" + \$100	2	\$500	5,939.66	1,441	0.004	20.0000	\$720,500	0.56%	
16	0	M	\$25 + \$75 x 5 + \$100	7	\$500	7,932.39	1,079	0.003	15.0000	\$539,500	0.42%	
17	0	M	\$25"20X"	1	\$500	5,935.54	1,442	0.004	20.0000	\$721,000	0.56%	MID TIER
18	0	M	\$50"10X"	1	\$500	5,972.82	1,433	0.004	20.0000	\$716,500	0.56%	35.53%
19	0	H	\$1,000	1	\$1,000	713,254.17	12	0.000	0.1682	\$12,000	0.01%	
20	0	H	\$25 x 30 + \$50 + \$100 x 2	33	\$1,000	104,378.66	82	0.000	1.1497	\$82,000	0.06%	
21	0	H	\$100"10X"	1	\$1,000	158,500.93	54	0.000	0.7571	\$54,000	0.04%	
22	0	H	\$20"20X" + \$50"10X" + \$100	3	\$1,000	117,247.26	73	0.000	1.0235	\$73,000	0.06%	
23	0	H	\$25"20X" + \$50"10X"	2	\$1,000	124,044.20	69	0.000	0.9674	\$69,000	0.05%	
24	0	H	\$1,000"20X"	1	\$20,000	778,095.45	11	0.000	0.1542	\$220,000	0.17%	
25	0	H	\$20,000	1	\$20,000	951,005.56	9	0.000	0.1262	\$180,000	0.14%	
26	0	H	\$1,000,000	1	\$1,000,000	2,139,762.50	4 ***	0.000	0.0561	\$4,000,000	3.12%	3.65%
						3.53	2,427,938	7.092	34,039.402	\$128,345,335	100.00%	100.00%
						3.5252						

Note: "10X" = win 10 TIMES the prize by revealing one (1) "10X" Play Symbol.
 Note: "20X" = win 20 TIMES the prize by revealing one (1) "20X" Play Symbol.

Consolidated odds are 1 in:

\$20	10.42	821,683
\$25	31.25	273,909
\$50	12.50	684,709
\$75	31.25	273,888
\$100	27.77	308,160
\$200	143.80	59,522
\$500	1,487.75	5,753
\$1,000	29,513.97	290
\$20,000	427,952.50	20
\$1,000,000	2,139,762.50	4
		<u>2,427,938</u>

* Each of the following GLEPS will be used in approximately 20% of each pack of 25 tickets.
 ** Numbers are rounded.
 *** This Number of prizes is guaranteed delivery to the Lottery.
 **** \$25, \$50 and \$75 prizes are GLEPS and programmed as low tier prizes.



INTEROFFICE MEMO

Gary Grief, Executive Director Tom Hanson, Acting Charitable Bingo Operations Director

Payment Approval (VIA EMAIL)

June 3, 2020

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

Vendor Name	<u>Pollard Banknote Limited</u>
P.O. Number (if applicable)	<u>362-20-9010RL007</u>
Invoice Number	<u>8515737</u>
Tx Game Name:	<u>Game #2203 \$1,000,000 Extreme Cash</u>
Invoice Amount:	<u>\$931,833.76</u>

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

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

Dale Bowersock (Scratch Ticket Strategy Coordinator)
Please forward to the next person for approval

Date

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

Date

Ryan Mindell (Lottery Operations Division Director)

Date

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

June 13, 2020



140 Otter Street
Winnipeg, Manitoba
Canada R3T 0M8
Phone: (204) 474-2323
Fax: (204) 453-1375

INVOICE NO.: 8515737

Sold To: Texas Lottery Commission P.O. Box 16630 Austin, TX 78761-6630 United States	Ship To: Texas Lottery Commission P.O. Box 16630 Austin, TX 78761-6630 United States
Terms: Net 30 days after date of invoice	Due Date: June 30, 2020

Invoice Date	Order No.	Your Order	Customer No.
May 31, 2020	1063604		5008

Order name: \$1,000,000 EXTREME CASH #2203
PO Number:

Product Description	Quantity	Unit Price	Amount
Ticket Size 10 x 4	8,559,050	32.64 /M	279,367.39
Four colour process / Spectrum base graphics	8,559,050	10.00 /M	85,590.50
Silver Scratch FX®	8,559,050	60.00 /M	513,543.00
Multiple Play Area	8,559,050	2.00 /M	17,118.10
Silver Scratch FX®	1	5,000.00 Ea	5,000.00
Point of Sale Promotional Item	1	31,214.77 Ea	31,214.77

Under unit price '/M' = price per thousand.

Before Taxes:	931,833.76 USD
Freight:	0.00
Deposit:	0.00
Amount Due:	931,833.76 USD

Banking Instructions:

TD Bank, NA
2035 Limestone Rd.
Wilmington, DE 19808
ABA# 026013673
Bank Account # 3248176206

Delivery: Prepaid
Tax ID/Contract Number: NA
GST Registration Number: 819251463

Instant Ticket Game Analysis
03/01/20-02/26/22

Average Number of Weeks for 85% Average Sell Through

Print Quantities	A	B	C	D	E	F	G	H
	Price Point				Price Point			
	\$1	\$2	\$3	\$5	\$10	\$20	\$30	\$50
< 5M	None	None	Week 10*	None	None	None	None	None
5M-9.99M	Week 15	Week 16	None	Week 19	Week 17	Week 39	None	Week 34
10M-14.99M	Week 15	None	None	Week 23	Week 33	Week 32	None	None
15M-19.99M	Week 23	None	Week 27*	None	Week 34*	None	None	None
20M-24.99M	None	None	None	Week 39	Week 41*	None	None	None
25M-29.99M	Week 32*	None	None	None	Week 36*	None	None	None
30M-34.99M	None	None	None	None	None	None	None	None
>35M	None	Week 63	Week 70*	Week 48*	Week 43*	None	None	None

Average Weekly Dollar Sales at 85% Average Sell Through

Print Quantities	A	B	C	D	E	F	G	H
	Price Point				Price Point			
	\$1	\$2	\$3	\$5	\$10	\$20	\$30	\$50
< 5M	None	None	\$1,280,407	None	None	None	None	None
5M-9.99M	\$523,427	\$836,412	None	\$1,829,626	\$3,575,687	\$4,083,763	None	\$6,822,934
10M-14.99M	\$646,883	None	None	\$2,572,905	\$3,255,577	\$6,279,880	None	None
15M-19.99M	\$637,501	None	\$1,754,298	None	\$4,557,575	None	None	None
20M-24.99M	None	None	None	\$2,543,539	\$4,377,999	None	None	None
25M-29.99M	\$795,571	None	None	None	\$6,250,278	None	None	None
30M-34.99M	None	None	None	None	None	None	None	None
>35M	None	\$1,031,140	\$1,494,231	\$4,784,040	\$7,855,672	None	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
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