

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed 11/9/2020

Game #	2230	Confirmed Packs	6,604
Game Name	Find the 9s	Active Packs	2,873
Quantity Printed	7,334,000	Warehouse Packs	-
Price Point	\$2	Returned Packs	2,289
Start Date	7/13/2020	Printed Payout Percentage	64.99%
Top Prize	\$ 30,000	Percent Sold	77.94%
Number of Top Prizes Remaining	0	Number of Weeks Out	17

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 170,448	Actual ticket production costs
Prize payout expense	\$ 7,068,803	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs **\$ 7,239,251**

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 11,432,239	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits **\$ 11,432,239**

Excess of Revenue over Expended **\$ 4,192,988**

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	\$	269,908
Next week	\$	288,350
Next week	\$	349,724
Avg Weekly Sales Current Game	\$	302,661
Avg Weekly Sales \$2; 5M - 9.99M Qty	\$	761,968
Percentage Of Variance In Sales		60%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2230	Printed Payout Percentage	64.99%
Game Name	Find the 9s	Actual Payout Percentage	61.83%
Percent Sold	77.94%	Number of Weeks Out	17
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			18

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):

Scratch Ticket Strategy Coordinator Date

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

Not Required
All Top Prizes Claimed

Bowersock, Dale

From: WebsiteSupport@lottery.state.tx.us
Sent: Monday, November 9, 2020 5:19 AM
To: WEBSITE_SCRATCH_ZTP
Subject: ZTP Occurrence: Date 11/08/2020

All top prizes for the following game(s) have been claimed as of 11/08/2020.

Game Number	Game Name	Price	Prize Amount	Prizes Printed	Prizes Claimed	Pending Top Claims	Pending Top Claims Count	Prizes Remaining	Sales Begin Date	Pre-Call Date	Call Date	Sales End Date	Last Top Prize Claimed Date
2230	Find the 9s	\$2	\$30,000	10	10		0	0	7/13/2020				11/06/2020

The Last Top Prize Claimed Date only reflects prizes claimed at a Texas Lottery® claim center. If the final top prize was validated at a retail location that validation date will not be reflected on this report.



Play the Games of Texas!

Da Vinci Report 11/9/20
Week End Date: 11/7/20

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														11/7/20	10/31/20	10/24/20	10/17/20
Baseline	2252	\$1	12,231,900	\$5,000 EXTREME CASH	9/8/20			9	50.18%	10,244	7,918	20,463	16	\$583,360.00	\$618,498.00	\$666,081.00	\$671,295.00
	2259	\$1	10,139,550	7-11-21	10/5/20			5	38.86%	14,772	9,675	14,283	8	\$823,690.00	\$888,496.00	\$890,156.00	\$872,020.00
	2265	\$1	9,176,250	TIC TAC SNOW	11/2/20			1	3.85%	21,255	9,206	25,975	4	\$353,005.00	\$0	\$0	\$0
	2246	\$2	35,700,000	BONUS GAME BINGO	9/21/20			7	9.88%	14,405	9,601	231,147	38	\$1,337,008.00	\$1,148,168.00	\$1,091,306.00	\$1,103,050.00
	2240	\$2	40,055,875	BREAK THE BANK	9/21/20			7	9.17%	14,547	9,819	261,839	32	\$1,299,434.00	\$1,189,412.00	\$1,163,436.00	\$1,199,712.00
	2257	\$2	7,317,750	LUCKY NO. 13	9/8/20			9	59.24%	7,203	6,357	8,875	16	\$745,176.00	\$816,262.00	\$935,768.00	\$951,582.00
	2262	\$2	5,953,375	VETERANS CASH	10/19/20			3	7.83%	10,111	10,551	22,331	2	\$337,228.00	\$249,126.00	\$345,874.00	\$0
	2266	\$3	4,939,750	WINTER WORDS	11/2/20			1	6.40%	13,707	8,555	12,457	13	\$947,937.00	\$375.00	\$0	\$0
	2253	\$5	13,996,275	\$200,000 EXTREME CASH	9/8/20			9	42.58%	22,451	9,715	71,784	8	\$2,398,575.00	\$2,572,095.00	\$2,757,305.00	\$3,070,140.00
	2235	\$5	9,893,475	COWBOYS	8/17/20			12	35.71%	12,175	7,774	62,891	40	\$1,080,950.00	\$1,108,695.00	\$1,164,775.00	\$1,420,375.00
	2267	\$5	7,281,750	HOLIDAY BUCKS	11/2/20			1	4.98%	39,161	11,313	38,324	20	\$1,813,640.00	\$750.00	\$0	\$0
	2236	\$5	5,627,925	HOUSTON TEXANS	8/17/20			12	40.80%	10,436	6,039	25,120	630	\$724,335.00	\$707,460.00	\$800,300.00	\$947,065.00
	2260	\$5	9,129,300	LADY LUCK 7	10/5/20			5	34.98%	22,964	9,744	43,541	13	\$2,634,195.00	\$2,924,890.00	\$3,400,430.00	\$4,249,495.00
	2263	\$5	7,337,700	MONEY MULTIPLIER	10/19/20			3	26.02%	29,656	11,482	27,221	6	\$3,358,755.00	\$3,818,050.00	\$2,368,170.00	\$375.00
	2249	\$5	54,041,700	SUPER LOTERIA	11/2/20			1	0.44%	43,369	7,744	661,668	28	\$1,199,555.00	\$375.00	\$0	\$0
	2254	\$10	11,095,550	\$500,000 EXTREME CASH	9/8/20			9	34.74%	29,137	9,928	102,643	17	\$3,401,540.00	\$3,333,400.00	\$3,626,940.00	\$4,191,290.00
	2271	\$10	8,192,300	COOL RICHES	9/21/20			7	24.53%	31,333	9,422	80,125	105	\$2,455,440.00	\$2,326,970.00	\$2,480,990.00	\$2,890,790.00
	2264	\$10	5,629,800	MERRY MAGIC	10/19/20			3	20.70%	20,929	10,267	54,335	1	\$4,291,990.00	\$4,492,830.00	\$2,867,900.00	\$500.00
	2268	\$10	8,125,100	ROYAL WINNINGS	8/18/20			12	58.38%	23,045	8,494	31,637	34	\$2,502,330.00	\$2,496,120.00	\$2,683,520.00	\$3,176,600.00
	2255	\$20	9,050,125	\$1,000,000 EXTREME CASH	9/8/20			9	22.93%	25,258	8,495	241,843	15	\$3,291,060.00	\$3,477,640.00	\$3,891,940.00	\$4,543,960.00
	2040	\$20	7,214,300	MAD MONEY MULTIPLIER	10/19/20			3	9.23%	32,410	10,475	215,738	18	\$4,705,560.00	\$4,920,880.00	\$3,696,680.00	\$500.00
	2261	\$50	5,430,340	\$200 MILLION CASH	8/17/20			12	38.67%	22,369	7,168	133,607	34	\$6,904,100.00	\$6,929,200.00	\$6,974,750.00	\$7,238,150.00
	2274	\$50	5,139,100	500X LOTERIA SPECTACULAR	10/5/20			5	17.42%	28,825	8,276	171,263	11	\$8,692,900.00	\$8,891,950.00	\$8,992,000.00	#####
Mature	1878	\$1	854,700	CASH ON THE SPOT	9/18/17			164	0.00%	0	0	2,164	22	\$0	\$0	\$0	\$0
	2216	\$1	17,132,100	HOT 7S	6/1/20			23	85.69%	6,799	6,494	1,270	405	\$394,054.00	\$410,196.00	\$442,982.00	\$459,436.00
	1804	\$1	829,650	LUCKY STARS	9/18/17			164	0.00%	0	0	70	765	\$0	\$0	\$0	\$0
	2232	\$1	9,168,000	TRIPLE 777	8/3/20			14	79.15%	5,378	3,678	1,855	346	\$268,245.00	\$275,736.00	\$300,148.00	\$347,868.00
	2124	\$1	853,200	WINNING 7S	8/8/19			65	0.00%	0	0	4,198	576	\$0	\$0	\$0	\$0
	2230	\$2	7,334,000	FIND THE 9S	7/13/20			17	77.94%	6,604	2,873	0	2,289	\$269,908.00	\$288,350.00	\$349,724.00	\$410,360.00
	2060	\$2	35,449,750	WEEKLY GRAND	8/19/19			64	77.42%	8,738	8,395	43,304	53	\$694,830.00	\$676,726.00	\$717,654.00	\$709,180.00

Liability for 2230 / for Life to Date

Product Status:
Active

SmartCash Enabled:
N/A

Validation Range: 07/01/2020 - 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	\$2.00	254701	\$509,402.00	586363	\$1,172,726.00	69.72%	5113030
2	2	N/A	\$4.00	64706	\$258,824.00	160199	\$640,796.00	71.23%	5223981
3	3	N/A	\$4.00	59257	\$237,028.00	165664	\$662,656.00	73.65%	5401806
4	4	N/A	\$5.00	16417	\$82,085.00	42255	\$211,275.00	72.02%	5281875
5	5	N/A	\$10.00	23815	\$238,150.00	64162	\$641,620.00	72.93%	5348717
6	6	N/A	\$10.00	12081	\$120,810.00	36804	\$368,040.00	75.29%	5521541
7	7	N/A	\$20.00	5162	\$103,240.00	14384	\$287,680.00	73.59%	5397127
8	8	N/A	\$20.00	9735	\$194,700.00	29415	\$588,300.00	75.13%	5510334
9	9	N/A	\$20.00	2283	\$45,660.00	7480	\$149,600.00	76.62%	5619002
10	0	N/A	\$40.00	722	\$28,880.00	2104	\$84,160.00	74.45%	5460274
11	0	N/A	\$40.00	715	\$28,600.00	2298	\$91,920.00	76.27%	5593605
12	0	N/A	\$40.00	646	\$25,840.00	2393	\$95,720.00	78.74%	5775012
13	0	N/A	\$50.00	693	\$34,650.00	1847	\$92,350.00	72.72%	5333030
14	0	N/A	\$50.00	708	\$35,400.00	2369	\$118,450.00	76.99%	5646488
15	0	N/A	\$60.00	699	\$41,940.00	2375	\$142,500.00	77.26%	5666314
16	0	N/A	\$90.00	518	\$46,620.00	1719	\$154,710.00	76.84%	5635738
17	0	N/A	\$100.00	495	\$49,500.00	1653	\$165,300.00	76.96%	5643902
18	0	N/A	\$500.00	369	\$184,500.00	995	\$497,500.00	72.95%	5349948
19	0	N/A	\$500.00	361	\$180,500.00	1161	\$580,500.00	76.28%	5594463
20	0	N/A	\$1,000.00	6	\$6,000.00	12	\$12,000.00	66.67%	4889333
21	0	N/A	\$1,000.00	12	\$12,000.00	11	\$11,000.00	47.83%	3507565
22	0	N/A	\$30,000.00	0	\$0.00	5	\$150,000.00	100.00%	7334000
23	0	N/A	\$30,000.00	0	\$0.00	5	\$150,000.00	100.00%	7334000
Totals:				454101	\$2,464,329.00	1,125,673	\$7,068,803.00		



INTEROFFICE MEMO

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

Payment Approval (VIA EMAIL)

July 10, 2020

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

Vendor Name	Pollard Banknote Limited
Invoice Number	8516165
Invoice Amount:	\$170,448.15
Tx Game Name:	Game #2230 Find the 9's
P.O. Number (if applicable)	

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

July 20, 2020

INVOICE NO.: 8516165

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: July 30, 2020

Invoice Date	Order No.	Your Order	Customer No.
June 30, 2020	1063980		5008

Order name: FIND THE 9s #2230
PO Number:

Product Description	Quantity	Unit Price	Amount
Ticket Size 4 x 4	7,334,000	14.54 /M	106,636.36
Foil stock (10pt) C1S	7,334,000	3.80 /M	27,869.20
Four colour process / Spectrum base graphics	7,334,000	4.00 /M	29,336.00
Point of Sale Promotional Item	1	4,325.00 Ea	4,325.00
Point of Sale Promotional Item	1	2,281.59 Ea	2,281.59

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

Before Taxes:	170,448.15 USD
Freight:	0.00
Deposit:	0.00
Amount Due:	170,448.15 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

NO. OF TICKETS: 7,334,000
 NO. POOLS: 31
 PACK SIZE: 125
 PACKS/POOL: 1,920
 PACKS/GAME: 58,672

Minimum: 7,056,000
 Maximum: 7,344,000

TEXAS LOTTERY COMMISSION
 "FIND THE 9s" - GAME NO. 2230
 END OF PRODUCTION PRIZE STRUCTURE
 16-Jun-20

VERSION A

7,334,000 \$2 TICKETS \$14,668,000 REVENUE PRIZE FUND \$9,533,132 PAYOUT % 64.99%

PRIZE TIER	PRIZE LEVEL REFERENCE NUMBER	TIER CODE	GET:	# OF WAYS		ODDS OF 1 IN:	WINNERS IN	WINNERS IN	WINNERS IN	PRIZE COST	PERCENT OF PRIZE FUND **	VALIDATION TIER LEVELS
				TO WIN:	WIN:		30.56 POOLS	125 (PER PACK*)	240,000 (Per Pool)			
1	1	L	\$2	1	\$2	8.72	841,064	14.34	27,523.229	\$1,682,128	17.65%	
2	2	L	\$4	1	\$4	32.61	224,905	3.83	7,359.858	\$899,620	9.44%	
3	3	L	2 x \$2	2	\$4	32.61	224,921	3.83	7,360.382	\$899,684	9.44%	
4	4	L	\$5	1	\$5	125.00	58,672	1.00	1,920.000	\$293,360	3.08%	
5	5	L	\$10	1	\$10	83.36	87,977	1.50	2,878.986	\$879,770	9.23%	
6	6	L	2 x \$5	2	\$10	150.03	48,885	0.83	1,599.727	\$488,850	5.13%	
7	7	L	\$20	1	\$20	375.22	19,546	0.33	639.629	\$390,920	4.10%	
8	8	L	(2x"9")	1	\$20	187.33	39,150	0.67	1,281.156	\$783,000	8.21%	
9	9	L	2 x \$10	2	\$20	751.20	9,763	0.17	319.487	\$195,260	2.05%	68.32% LOW TIER
10	0	M	\$40	1	\$40	2,595.19	2,826	0.05	92.000	\$113,040	1.19%	
11	0	M	\$20 + (2x"9")	2	\$40	2,434.12	3,013	0.05	99.000	\$120,520	1.26%	
12	0	M	2 x \$10 + (2x"9")	3	\$40	2,413.29	3,039	0.05	99.000	\$121,560	1.28%	
13	0	M	\$50	1	\$50	2,887.40	2,540	0.04	83.000	\$127,000	1.33%	
14	0	M	(3x"9")	1	\$50	2,383.49	3,077	0.05	100.000	\$153,850	1.61%	
15	0	M	2 x \$20 + (2x"9")	3	\$60	2,385.82	3,074	0.05	100.000	\$184,440	1.93%	
16	0	M	\$20 + (2x"9") + \$50	3	\$90	3,278.50	2,237	0.04	73.000	\$201,330	2.11%	
17	0	M	\$50 + (3x"9")	2	\$100	3,414.34	2,148	0.04	70.000	\$214,800	2.25%	
18	0	M	\$500	1	\$500	5,376.83	1,364	0.02	45.000	\$682,000	7.15%	
19	0	M	(4x"9")	1	\$500	4,818.66	1,522	0.03	50.000	\$761,000	7.98%	28.11% MID TIER
20	0	H	\$500 + (4x"9")	2	\$1,000	407,444.44	18	0.00	0.589	\$18,000	0.19%	
21	0	H	\$1,000	1	\$1,000	318,869.57	23	0.00	0.753	\$23,000	0.24%	
22	0	H	(5x"9")	1	\$30,000	1,466,800.00	5 ***	0.00	0.164	\$150,000	1.57%	
23	0	H	\$30,000	1	\$30,000	1,466,800.00	5 ***	0.00	0.164	\$150,000	1.57%	3.58% HIGH TIER
						4.64	1,579,774	26.92	51,695	\$9,533,132	100.00%	100.00%
						4.6424						

NOTE: "9" = Win the corresponding prize in the PRIZE LEGEND by revealing two (2) or more "9" Play Symbols.

PRIZE LEGEND
(2x"9") = \$20
(3x"9") = \$50
(4x"9") = \$500
(5x"9") = \$30,000

Consolidated odds are 1 in:

\$2	8.72	841,064
\$4	16.30	449,826
\$5	125.00	58,672
\$10	53.59	136,862
\$20	107.13	68,459
\$40	826.09	8,878
\$50	1,305.68	5,617
\$60	2,385.82	3,074
\$90	3,278.50	2,237
\$100	3,414.34	2,148
\$500	2,541.23	2,886
\$1,000	178,878.05	41
\$30,000	733,400.00	10
		1,579,774

* Each of the following GLEPS will be used in approximately 16.67% of each pack of 125 tickets.
 ** Numbers are rounded.
 *** This number of prizes is guaranteed delivery to the Lottery.

CALLOUT:
(Information that appears on ticket front)
Not Applicable for this game.

Instant Ticket Game Analysis
2/25/18-2/29/20

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	None	None	None	2M	None	None	None	None
5M-9.99M	Week 13	Week 18	Week 16	Week 19	3M	None	None	None	Week 56*
10M-14.99M	None	None	None	Week 27	4M	Week 16*	None	None	Week 61*
15M-19.99M	Week 23	None	Week 34*	Week 26*	5M	Week 26*	Week 25*	Week 40*	None
20M-24.99M	None	None	None	None	6M	Week 20	Week 25*	None	None
25M-29.99M	Week 28*	None	None	None	7M	Week 25*	Week 64*	None	None
30M-34.99M	Week 56*	None	None	None	8M	Week 23	Week 38*	None	None
>35M	None	Week 60	Week 56	Week 47*	>9M	Week 27	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	None	None	None	2M	None	None	None	None
5M-9.99M	\$616,770	\$761,968	\$962,270	\$1,810,073	3M	None	None	None	\$2,732,470
10M-14.99M	None	None	None	\$1,848,221	4M	\$2,364,236	None	None	\$3,177,965
15M-19.99M	\$631,464	None	\$1,225,446	\$3,225,872	5M	\$1,959,320	\$4,111,875	\$3,795,213	None
20M-24.99M	None	None	None	None	6M	\$3,291,377	\$4,223,614	None	None
25M-29.99M	\$900,100	None	None	None	7M	\$2,488,242	\$1,950,276	None	None
30M-34.99M	\$462,626	None	None	None	8M	\$3,151,041	\$4,005,888	None	None
>35M	None	\$1,085,176	\$1,761,946	\$3,641,275	>9M	\$4,077,657	\$3,200,387	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