

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed 3/11/2021

Game #	2252	Confirmed Packs	916
Game Name	\$5,000 Extreme Cash	Active Packs	920
Quantity Printed	12,231,900	Warehouse Packs	263
Price Point	\$1	Returned Packs	292
Start Date	9/8/2020	Printed Payout Percentage	60.04%
Top Prize	\$ 5,000	Percent Sold	96.13%
Number of Top Prizes Remaining	0	Number of Weeks Out	26

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 331,805	Actual ticket production costs
Prize payout expense	\$ 6,524,871	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 6,856,676

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 11,758,525	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 11,758,525

Excess of Revenue over Expended \$ 4,901,849

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	\$	57,425
Next week	\$	69,167
Next week	\$	64,364
Avg Weekly Sales Current Game	\$	63,652
Avg Weekly Sales \$1; 5M - 9.99M Qty*	\$	598,210
Percentage Of Variance In Sales		89%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2252	Printed Payout Percentage	60.04%
Game Name	\$5,000 Extreme Cash	Actual Payout Percentage	55.49%
Percent Sold	96.13%	Number of Weeks Out	26
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.*			14

* No data at the 10M-14.99M range so the 5M-9.99M range was used for this analysis.

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):

**** Not Required - All Top Prizes Claimed ****

Scratch Ticket Strategy Coordinator Date

**** Not Required - All Top Prizes Claimed ****

Products Manager Date

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

**** Not Required - All Top Prizes Claimed ****

Lottery Operations Division Director Date

**** Not Required - All Top Prizes Claimed ****

Controller Date

**** Not Required - All Top Prizes Claimed ****

Executive Director Date

Bowersock, Dale

From: WebsiteSupport@lottery.state.tx.us
Sent: Thursday, March 11, 2021 5:24 AM
To: WEBSITE_SCRATCH_ZTP
Subject: ZTP Occurrence: Date 03/10/2021

All top prizes for the following game(s) have been claimed as of 03/10/2021.

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
2252	\$5,000 Extreme Cash	\$1	\$5,000	12	12		0	0	9/8/2020	3/5/2021	04/04/2021	05/19/2021

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.




Da Vinci Report

3/11/21

Week End Date:3/6/21

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														3/6/21	2/27/21	2/20/21	2/13/21
Mature	2240	\$2	40,055,875	BREAK THE BANK	9/21/20			24	34.28%	12,574	9,694	181,592	23	\$1,118,052.00	\$1,153,102.00	\$731,592.00	\$1,203,688.00
	2269	\$2	7,308,125	GIFTS GALORE	11/16/20			16	80.70%	2,599	1,391	3,951	1,307	\$118,434.00	\$154,948.00	\$190,536.00	\$422,840.00
	2262	\$2	5,953,375	VETERANS CASH	10/19/20			20	64.34%	4,910	2,923	7,466	39	\$185,986.00	\$207,184.00	\$204,142.00	\$259,408.00
	2163	\$3	41,105,925	TEXAS LOTERIA	4/6/20			48	58.84%	15,517	11,556	192,901	10	\$1,420,176.00	\$1,436,277.00	\$971,262.00	\$1,473,255.00
	2253	\$5	13,996,275	\$200,000 EXTREME CASH	9/8/20			26	87.45%	10,559	8,159	1,100	146	\$1,463,325.00	\$1,509,445.00	\$1,027,605.00	\$1,622,590.00
	2250	\$5	22,721,550	BINGO TIMES 20	11/23/20			15	18.01%	13,156	8,692	222,986	9	\$1,567,785.00	\$1,587,345.00	\$1,139,705.00	\$1,664,730.00
	2270	\$5	7,327,125	CAESARS	11/16/20			16	79.57%	9,304	6,686	1,500	26	\$998,570.00	\$1,086,855.00	\$793,355.00	\$1,209,455.00
	2267	\$5	7,281,750	HOLIDAY BUCKS	11/2/20			18	81.03%	3,394	1,628	9,251	1,554	\$239,650.00	\$289,405.00	\$360,705.00	\$604,070.00
	2260	\$5	9,129,300	LADY LUCK 7	10/5/20			22	87.27%	3,851	2,796	7,340	49	\$563,020.00	\$650,065.00	\$454,810.00	\$758,930.00
	2249	\$5	54,041,700	SUPER LOTERIA	11/2/20			18	30.30%	24,001	13,010	455,091	21	\$4,673,605.00	\$4,679,470.00	\$3,230,555.00	\$5,022,305.00
	2271	\$10	8,192,300	COOL RICHES	9/21/20			24	64.32%	12,521	5,152	35,996	72	\$1,172,700.00	\$1,266,540.00	\$949,650.00	\$1,431,660.00
	2244	\$10	26,557,800	MEGA LOTERIA	6/22/20			37	87.47%	32,806	12,069	11,699	144	\$7,279,570.00	\$7,077,790.00	\$4,577,090.00	\$7,180,380.00
	2255	\$20	9,050,125	\$1,000,000 EXTREME CASH	9/8/20			26	51.66%	15,721	8,072	145,894	20	\$2,711,560.00	\$2,731,640.00	\$1,551,140.00	\$2,564,900.00
	1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			199	68.97%	13,179	6,730	404,395	33	\$2,559,780.00	\$2,429,740.00	\$1,357,520.00	\$2,296,940.00
	2040	\$20	7,214,300	MAD MONEY MULTIPLIER	10/19/20			20	43.90%	11,500	5,743	140,646	27	\$1,779,500.00	\$1,828,900.00	\$1,068,760.00	\$1,770,900.00
	2298	\$20	11,819,775	MILLION DOLLAR LOTERIA	11/16/20			16	41.83%	30,940	10,553	220,240	19	\$7,116,540.00	\$6,838,700.00	\$4,027,940.00	\$6,588,460.00
	2209	\$30	12,028,825	\$250 MILLION CASH PARTY	3/16/20			51	51.89%	11,334	6,883	209,129	22	\$2,738,310.00	\$2,741,790.00	\$1,524,390.00	\$2,530,950.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			155	48.20%	11,347	6,721	682,149	26	\$3,577,500.00	\$3,396,270.00	\$1,864,500.00	\$3,200,580.00
	2261	\$50	5,430,340	\$200 MILLION CASH	8/17/20			29	77.22%	13,459	5,788	37,128	25	\$5,310,250.00	\$5,153,800.00	\$2,796,600.00	\$4,954,950.00
	2274	\$50	5,139,100	500X LOTERIA SPECTACULAR	10/5/20			22	67.79%	18,473	7,890	50,796	20	\$7,248,650.00	\$7,034,550.00	\$3,843,250.00	\$6,606,450.00
Sold/Closing	2252	\$1	12,231,900	\$5,000 EXTREME CASH	9/8/20	4/4/21	5/19/21	26	96.13%	916	920	263	292	\$57,425.00	\$69,167.00	\$64,364.00	\$176,189.00
	2259	\$1	10,139,550	7-11-21	10/5/20	2/28/21	4/14/21	22	95.94%	285	269	167	718	\$29,871.00	\$38,617.00	\$34,695.00	\$83,593.00
	2265	\$1	9,176,250	TIC TAC SNOW	11/2/20	4/4/21	5/19/21	18	93.91%	746	519	343	1,005	\$32,773.00	\$42,610.00	\$46,879.00	\$186,197.00
	2257	\$2	7,317,750	LUCKY NO. 13	9/8/20	2/23/21	4/9/21	26	94.64%	230	227	432	216	\$35,512.00	\$84,172.00	\$73,846.00	\$141,054.00
	2060	\$2	35,449,750	WEEKLY GRAND	8/19/19	2/25/21	4/11/21	81	94.46%	2,942	3,565	483	50	\$643,554.00	\$732,470.00	\$459,500.00	\$749,690.00
	2168	\$3	35,604,750	\$50,000 BONUS CASHWORD	2/17/20			55	94.23%	7,460	5,626	699	12	\$1,361,922.00	\$1,452,015.00	\$1,052,703.00	\$1,517,028.00
	2266	\$3	4,939,750	WINTER WORDS	11/2/20	1/27/21	3/13/21	18	92.12%	25	13	196	656	-\$11,742.00	-\$19,533.00	\$10,656.00	\$33,081.00
	2164	\$5	22,076,025	\$100,000 VIP CASHWORD	3/16/20			51	96.63%	4,050	3,784	220	49	\$1,138,820.00	\$1,495,205.00	\$1,175,550.00	\$1,842,375.00
	2231	\$5	5,626,200	50X FAST CASH	7/20/20	2/7/21	3/24/21	33	89.60%	98	101	3,569	2,065	\$6,300.00	\$40,370.00	\$66,595.00	\$119,445.00
	2235	\$5	9,893,475	COWBOYS	8/17/20	4/4/21	5/19/21	29	55.57%	2,007	1,634	53,328	42	\$250,415.00	\$283,270.00	\$222,275.00	\$347,640.00
	2236	\$5	5,627,925	HOUSTON TEXANS	8/17/20	4/4/21	5/19/21	29	64.58%	1,520	1,143	21,916	619	\$175,110.00	\$165,835.00	\$157,490.00	\$232,490.00
	2263	\$5	7,337,700	MONEY MULTIPLIER	10/19/20	4/4/21	5/19/21	20	94.29%	2,152	1,548	196	376	\$259,855.00	\$329,925.00	\$241,375.00	\$449,835.00

Liability for 2252 / for Life to DateProduct Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 08/04/2020 - 11/16/2021

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	174154	\$174,154.00	926708	\$926,708.00	84.18%	10296839
2	2	N/A	\$2.00	43227	\$86,454.00	283191	\$566,382.00	86.76%	10612049
3	3	N/A	\$2.00	31637	\$63,274.00	212929	\$425,858.00	87.06%	10649584
4	4	N/A	\$3.00	38610	\$115,830.00	287656	\$862,968.00	88.17%	10784388
5	5	N/A	\$5.00	4133	\$20,665.00	36724	\$183,620.00	89.88%	10994549
6	6	N/A	\$5.00	3938	\$19,690.00	36919	\$184,595.00	90.36%	11052928
7	7	N/A	\$5.00	10097	\$50,485.00	71370	\$356,850.00	87.61%	10715881
8	8	N/A	\$10.00	6891	\$68,910.00	74734	\$747,340.00	91.56%	11199250
9	9	N/A	\$10.00	12782	\$127,820.00	109367	\$1,093,670.00	89.54%	10951921
10	10	N/A	\$10.00	6220	\$62,200.00	75333	\$753,330.00	92.37%	11298980
11	0	N/A	\$25.00	237	\$5,925.00	3354	\$83,850.00	93.40%	11424615
12	0	N/A	\$25.00	337	\$8,425.00	3724	\$93,100.00	91.70%	11216842
13	0	N/A	\$100.00	32	\$3,200.00	476	\$47,600.00	93.70%	11461386
14	0	N/A	\$100.00	89	\$8,900.00	922	\$92,200.00	91.20%	11155105
15	0	N/A	\$100.00	32	\$3,200.00	468	\$46,800.00	93.60%	11449058
16	0	N/A	\$5,000.00	0	\$0.00	12	\$60,000.00	100.00%	12231899
Totals:				332416	\$819,132.00	2,123,887	\$6,524,871.00		

Prize Structure
TEXAS LOTTERY
GAME NO.2252 "\$5,000 EXTREME Cash"
March 16, 2020 - VERSION A

Order Quantity:	12,231,900	Pack Size:	150	Pool Size:	120,000	Winners:	2,456,303	Prize Fund:	\$7,344,003.00
Price Point:	\$1.00	Packs/Game:	81,546	Number of Pools:	101.93	Non-winners:	9,775,597	Payout:	60.04%
Revenue:	\$12,231,900.00	Packs/Pool:	800			Overall Odds:	4.98		

ORIGINAL ORDER

SHIPMENT # 1
COMPLETE
POOLS # 1-116
12231900
1100862
326418
244566
326266
40857
40857
81467
81625
122149
81553
3591
4061
508
1011
500
12

Kind	Wins	Tier Level	Get	Win	Value	Odds (1 in)	Winners			Total Prize Cost	% Prize Fund
							Pack	Pool	Total		
Low Tiers											
01	1	L	\$1	\$1	\$1.00	11.1112	13.50	10,800.00	1,100,862	\$1,100,862.00	14.99%
02	1	L	\$2	\$2	\$2.00	37.4731	4.00	3,200.00	326,418	\$652,836.00	8.89%
03	2	L	\$1 x 2	\$2	\$2.00	50.0147	3.00	2,400.00	244,566	\$489,132.00	6.66%
Total (\$2.00):						21.4225	7.00	5,600.00	570,984	\$1,141,968.00	15.55%
04	1	L	\$3	\$3	\$3.00	37.4906	4.00	3,200.00	326,266	\$978,798.00	13.33%
05	1	L	\$5	\$5	\$5.00	299.3832	0.50	400.00	40,857	\$204,285.00	2.78%
06	3	L	(\$2 x 2) + \$1	\$5	\$5.00	299.3832	0.50	400.00	40,857	\$204,285.00	2.78%
07	1	L	\$1 w/ DIAMOND	\$5	\$5.00	150.1455	1.00	800.00	81,467	\$407,335.00	5.55%
Total (\$5.00):						74.9591	2.00	1,600.00	163,181	\$815,905.00	11.11%
08	1	L	\$10	\$10	\$10.00	149.8548	1.00	800.00	81,625	\$816,250.00	11.11%
09	1	L	\$2 w/ DIAMOND	\$10	\$10.00	100.1392	1.50	1,200.00	122,149	\$1,221,490.00	16.63%
10	5	L	\$2 x 5	\$10	\$10.00	149.9871	1.00	800.00	81,553	\$815,530.00	11.10%
Total (\$10.00):						42.8698	3.50	2,800.00	285,327	\$2,853,270.00	38.85%
Total (Low Tiers):						4.9995	30.00	24,000.00	2,446,620	\$6,890,803.00	93.83%
Mid Tiers											
11	1	M	\$25	\$25	\$25.00	3406.2657	0.04	35.00	3,591	\$89,775.00	1.22%
12	1	M	\$5 w/ DIAMOND	\$25	\$25.00	3012.0414	0.05	40.00	4,061	\$101,525.00	1.38%
Total (\$25.00):						1598.5233	0.09	75.00	7,652	\$191,300.00	2.60%
13	1	M	\$100	\$100	\$100.00	24078.5433	0.01	5.00	508	\$50,800.00	0.69%
14	1	M	\$20 w/ DIAMOND	\$100	\$100.00	12098.8131	0.01	10.00	1,011	\$101,100.00	1.38%
15	5	M	\$50 + (\$20 x 2) + (\$5 x 2)	\$100	\$100.00	24463.8000	0.01	5.00	500	\$50,000.00	0.68%
Total (\$100.00):						6058.3952	0.03	20.00	2,019	\$201,900.00	2.75%
Total (Mid Tiers):						1264.8020	0.12	95.00	9,671	\$393,200.00	5.35%
High Tiers											
16	1	H	\$5,000	\$5,000	\$5,000.00	1019325.0000	0.00	0.12	12	\$60,000.00	0.82%
Total (High Tiers):						1019325.0000	0.00	0.12	12	\$60,000.00	0.82%
Total :						4.9798	30.12	24,095.12	2,456,303	\$7,344,003.00	100.00%

DIAMOND = win 5 TIMES the prize

There will be no more than thirty-three (33) winners per pack.



INTEROFFICE MEMO

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

Payment Approval

August 6, 2020

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

Vendor Name:	Scientific Games
Invoice Number:	1038350
Invoice Amount:	\$331,805.20
Tx Game name:	Game #2252 \$5,000 Extreme Cash
PO #:(if applicable)	362-20-9019RL015

The above referenced invoice(s) 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

August 16, 2020



 SCIENTIFIC GAMES		Invoice No 1038350	Invoice Date 31-JUL-20	Due Date 30-AUG-2020
Scientific Games International, Inc. 1500 Bluegrass Lakes Parkway AlpharettaGA30004 Ph:770.664.3700		Payment Terms 30 NET	Total Amount 331,805.20	Invoice Currency USD
		Customer # 27292	Exchange Rate :	
Bill To		Ship To		
Texas Lottery Attn: Accounts Payable P.O. BOX 16630 AustinTX 78761-6630 United States		c/o Gtech 8520 Tuscany Way Bldg 6 Suite 100 AUSTINTX 78754-4819 United States		
Comments:				
PO #:		Sales Order #: 9005284		Bill Date : 08/03/2020

Item	Item Description	Price Point	Net Tickets	Net Sales	Unit Price	Amount
1048	TX-2252/\$5,000 EXTREME Cash - Full UV Coating (display) Ticket front	0	12,231.90	0	0.768	9,394.10
123456	TX-2252/\$5,000 EXTREME Cash - Fluorescent Ink(s)	0	12,231.90	0	0.960	11,742.62
353	TX-2252/\$5,000 EXTREME Cash - Pack Inserts Printed on Holographic Stock (up to 200,000 pieces)	0	80,010.00	0	0.240	19,202.40
353	TX-2252/\$5,000 EXTREME Cash - Pack Inserts Printed on Holographic Stock (up to 200,000 pieces)	0	1.00	0	128.020	128.02
357	TX-2252/\$5,000 EXTREME Cash - Sparkle®	0	12,231.90	0	14.400	176,139.36
357	TX-2252/\$5,000 EXTREME Cash - Sparkle®	0	1.00	0	4500.000	4,500.00
TX-2252	TX-2252/\$5,000 EXTREME Cash # 1	1.00	12,231.90	12,232	9.050	110,698.70

Thank You For Your Business!	Subtotal	Freight	Tax	Total
	331,805.20	0.00	0.00	331,805.20

Remittance Information: USD Wire Instructions: Bank: Bank of America Swift: BOFAUS3N Acct name: Scientific Games International, Inc. Acct #: 501017395032 Wire Routing #: 026009593 ACH Routing #: 122400724	Mailing Instructions: Scientific Games International, Inc. PO Box 740845 Los Angeles CA 90074-0845
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Instant Ticket Game Analysis
8/26/18-8/30/20

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 14	Week 16	Week 16	Week 17	3M	None	None	None	None
10M-14.99M	None	None	None	Week 27	4M	Week 16*	None	None	Week 56
15M-19.99M	Week 23*	None	Week 33	Week 26*	5M	Week 26*	Week 22*	Week 27	None
20M-24.99M	None	None	None	Week 48	6M	Week 14	Week 21	None	None
25M-29.99M	Week 30	None	None	None	7M	Week 18	Week 45	None	None
30M-34.99M	None	Week 46*	None	None	8M	Week 20*	Week 35*	None	None
>35M	None	Week 54*	Week 62	Week 47*	>9M	Week 40	None	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	\$598,210	\$786,271	\$962,270	\$1,910,553	3M	None	None	None	None
10M-14.99M	None	None	None	\$1,965,388	4M	\$2,364,236	None	None	\$3,525,563
15M-19.99M	\$629,679	None	\$1,405,386	\$3,225,872	5M	\$1,959,320	\$4,672,585	\$5,273,477	None
20M-24.99M	None	None	None	\$2,129,434	6M	\$4,039,631	\$5,031,851	None	None
25M-29.99M	\$838,549	None	None	None	7M	\$3,610,003	\$3,302,718	None	None
30M-34.99M	None	\$1,280,700	None	None	8M	\$3,479,987	\$4,349,250	None	None
>35M	None	\$1,286,299	\$1,629,327	\$3,641,275	>9M	\$4,179,750	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

Unaudited - For Internal Use Only