

**TEXAS LOTTERY COMMISSION**  
**Scratch Ticket Game Closing Analysis**  
**SUMMARY REPORT**

**Scratch Ticket Information**

Date Completed 4/2/2021

Game #	2269	Confirmed Packs	1,943
Game Name	Gifts Galore	Active Packs	899
Quantity Printed	7,308,125	Warehouse Packs	3,913
Price Point	\$2	Returned Packs	2,217
Start Date	11/16/2020	Printed Payout Percentage	65.02%
Top Prize	\$ 2,000	Percent Sold	82.32%
Number of Top Prizes Remaining	17	Number of Weeks Out	19

**Current Game Sales Analysis**

**TANGIBLE COSTS**

**Expenditure Impact:**

Cost to print tickets	\$ 334,543	Actual ticket production costs
Prize payout expense	\$ 6,876,029	Data from Instant Ticket Tier Liability screen in ES

**Estimated Direct Costs** \$ 7,210,572

**TANGIBLE BENEFITS**

**Revenue Impact:**

Estimated sales	\$ 12,032,097	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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**Total Estimated Benefits** \$ 12,032,097

**Excess of Revenue over Expended** **\$ 4,821,525**

**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	\$	69,478
Next week	\$	79,610
Next week	\$	88,012
Avg Weekly Sales Current Game	\$	79,033
Avg Weekly Sales \$2; 5M - 9.99M Qty	\$	786,271
<b>Percentage Of Variance In Sales</b>		<b>90%</b>

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

**Instant Ticket Information**

Game #	2269	Printed Payout Percentage	65.02%
Game Name	Gifts Galore	Actual Payout Percentage	57.15%
Percent Sold	82.32%	Number of Weeks Out	19
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			16

**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):

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\_\_\_\_\_  
Instant Product 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

## Bowersock, Dale

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**From:** Grief, Gary  
**Sent:** Thursday, April 8, 2021 8:55 AM  
**To:** Pyka, Kathy  
**Cc:** Bowersock, Dale; Sanchez, Sheila  
**Subject:** RE: Under 85%: April Pre-call Recommendations

Approved and thanks.

---

**From:** Pyka, Kathy <Kathy.Pyka@lottery.state.tx.us>  
**Sent:** Thursday, April 8, 2021 8:40 AM  
**To:** Grief, Gary <Gary.Grief@lottery.state.tx.us>  
**Cc:** Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>; Sanchez, Sheila <Sheila.Sanchez@lottery.state.tx.us>  
**Subject:** FW: Under 85%: April Pre-call Recommendations  
**Importance:** High

Gary,

I have reviewed and approved the attached game closings. Following your review, please feel free to return to Dale.

Thanks,

Kathy

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**From:** Stuckey, Kelly <[Kelly.Stuckey@lottery.state.tx.us](mailto:Kelly.Stuckey@lottery.state.tx.us)>  
**Sent:** Wednesday, April 7, 2021 4:20 PM  
**To:** Pyka, Kathy <[Kathy.Pyka@lottery.state.tx.us](mailto:Kathy.Pyka@lottery.state.tx.us)>  
**Cc:** Bowersock, Dale <[Dale.Bowersock@lottery.state.tx.us](mailto:Dale.Bowersock@lottery.state.tx.us)>; Tirloni, Robert <[Robert.Tirloni@lottery.state.tx.us](mailto:Robert.Tirloni@lottery.state.tx.us)>  
**Subject:** FW: Under 85%: April Pre-call Recommendations  
**Importance:** High

Kathy, I have reviewed the 3 attached game analysis. They are ready for your review and approval.

Thanks,

Kelly

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**From:** Tirloni, Robert <[Robert.Tirloni@lottery.state.tx.us](mailto:Robert.Tirloni@lottery.state.tx.us)>  
**Sent:** Wednesday, April 7, 2021 9:28 AM  
**To:** Stuckey, Kelly <[Kelly.Stuckey@lottery.state.tx.us](mailto:Kelly.Stuckey@lottery.state.tx.us)>  
**Cc:** Mindell, Ryan <[Ryan.Mindell@lottery.state.tx.us](mailto:Ryan.Mindell@lottery.state.tx.us)>; Bowersock, Dale <[Dale.Bowersock@lottery.state.tx.us](mailto:Dale.Bowersock@lottery.state.tx.us)>  
**Subject:** FW: Under 85%: April Pre-call Recommendations  
**Importance:** High

Kelly, I'm approving these three documents on Ryan's behalf. I have Ryan's signature authority today. –RT, 4/7/21

**Robert Tirloni**  
**Products Manager | Texas Lottery Commission**  
**Office: 512-344-5406**

[robert.tirloni@lottery.state.tx.us](mailto:robert.tirloni@lottery.state.tx.us)

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**From:** Bowersock, Dale <[Dale.Bowersock@lottery.state.tx.us](mailto:Dale.Bowersock@lottery.state.tx.us)>  
**Sent:** Wednesday, April 7, 2021 9:05 AM  
**To:** Tirloni, Robert <[Robert.Tirloni@lottery.state.tx.us](mailto:Robert.Tirloni@lottery.state.tx.us)>  
**Subject:** FW: Under 85%: April Pre-call Recommendations  
**Importance:** High

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**From:** Tirloni, Robert <[Robert.Tirloni@lottery.state.tx.us](mailto:Robert.Tirloni@lottery.state.tx.us)>  
**Sent:** Monday, April 5, 2021 9:55 AM  
**To:** Mindell, Ryan <[Ryan.Mindell@lottery.state.tx.us](mailto:Ryan.Mindell@lottery.state.tx.us)>  
**Cc:** Bowersock, Dale <[Dale.Bowersock@lottery.state.tx.us](mailto:Dale.Bowersock@lottery.state.tx.us)>  
**Subject:** FW: Under 85%: April Pre-call Recommendations  
**Importance:** High

I'm approving the three attached Game Close Analysis docs. –RT, 4/5/21

**Robert Tirloni**  
**Products Manager | Texas Lottery Commission**  
**Office: 512-344-5406**  
[robert.tirloni@lottery.state.tx.us](mailto:robert.tirloni@lottery.state.tx.us)

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**From:** Bowersock, Dale <[Dale.Bowersock@lottery.state.tx.us](mailto:Dale.Bowersock@lottery.state.tx.us)>  
**Sent:** Tuesday, March 30, 2021 12:41 PM  
**To:** Tirloni, Robert <[Robert.Tirloni@lottery.state.tx.us](mailto:Robert.Tirloni@lottery.state.tx.us)>  
**Cc:** Burrola, Jessica <[Jessica.Burrola@lottery.state.tx.us](mailto:Jessica.Burrola@lottery.state.tx.us)>  
**Subject:** Under 85%: April Pre-call Recommendations

Approved. DB 3/30/21

Please review and if you approve forward your Approval to the next person in the list.

Approvals required:

- Dale Bowersock
- Robert Tirloni
- Ryan Mindell
- Kathy Pyka (via Kelly Stuckey)
- Gary Grief

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**From:** Gough, Riley <[Riley.Gough@IGT.com](mailto:Riley.Gough@IGT.com)>  
**Sent:** Tuesday, March 30, 2021 12:30 PM

**To:** Bowersock, Dale <[Dale.Bowersock@lottery.state.tx.us](mailto:Dale.Bowersock@lottery.state.tx.us)>  
**Cc:** ProductsScratchTeam <[ProductsScratchTeam@lottery.state.tx.us](mailto:ProductsScratchTeam@lottery.state.tx.us)>; Tirloni, Robert <[Robert.Tirloni@lottery.state.tx.us](mailto:Robert.Tirloni@lottery.state.tx.us)>  
**Subject:** RE: April Pre-call Recommendations

**CAUTION: This email originated outside the Texas Lottery's email system. DO NOT click links or open attachments unless you expect them from the sender and know the content is safe.**

Hi Dale,

I do not have concerns with the below list of games.

Thanks,  
Riley

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**From:** Bowersock, Dale <[Dale.Bowersock@lottery.state.tx.us](mailto:Dale.Bowersock@lottery.state.tx.us)>  
**Sent:** Monday, March 29, 2021 8:41 AM  
**To:** Gough, Riley <[Riley.Gough@IGT.com](mailto:Riley.Gough@IGT.com)>  
**Cc:** ProductsScratchTeam <[ProductsScratchTeam@lottery.state.tx.us](mailto:ProductsScratchTeam@lottery.state.tx.us)>; Tirloni, Robert <[robert.tirloni@lottery.state.tx.us](mailto:robert.tirloni@lottery.state.tx.us)>  
**Subject:** April Pre-call Recommendations

**CAUTION: This email originated outside of IGT. Do not click links or open attachments unless you recognize the sender and know the content is safe.**

Riley,  
Below are the games I would recommend for Pre-call on April 9.

**Slow-moving Games:**

\$2 – #2269, Gifts Galore, 19 weeks in market, 82.32% sold, last week's sales = \$69,478  
\$2 - #2262, Veterans Cash, 23 weeks in market, 68.75% sold, last week's sales = \$185,692  
\$5 - #2267, Holiday Bucks, 21 weeks in market, 82.21% sold, last week's sales = \$127,785

**Mature Games:**

\$3 - #2168, \$50,000 Bonus Cashword, 96.69% sold, last week's sales = \$688,320  
\$5 - #2270, Caesars, 19 weeks in market, 87.02% sold, last week's sales = \$832,025  
\$5 - #2164, \$100,000 VIP Cashword, 98.24% sold, last week's sales = \$417,830

**Close Dates:**

Pre-Call – April 9, 2021  
Call – May 9, 2021  
End of Game (Close) – June 23, 2021  
End of Validations – December 20, 2021

Please let me know if you have any concerns with these games.



**Dale Bowersock**

Scratch Ticket Strategy Coordinator

Phone: 800-375-6886, 5166

Direct: 512-344-5166

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## **Bowersock, Dale**

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**From:** Tirloni, Robert  
**Sent:** Wednesday, April 7, 2021 8:49 AM  
**To:** Products  
**Subject:** FW: Ryan Out; Robert in Charge

For your files in case I approve something for Ryan and you need documentation that I had his signature authority for today.

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**From:** Mendoza, Merry <Merry.Mendoza@lottery.state.tx.us>  
**Sent:** Wednesday, April 7, 2021 8:11 AM  
**To:** ManagersLO <ManagersLO@lottery.state.tx.us>; Guarnero, Annika <Annika.Guarnero@lottery.state.tx.us>  
**Subject:** Ryan Out; Robert in Charge

Ryan Mindell will be out of the office today. In his absence, Robert Tirloni will be in charge and have full signature authority including jackpot.



# Play the Games of Texas!

**Da Vinci Report**
**3/29/21**

**Week End Date: 3/27/21**

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														3/27/21	3/20/21	3/13/21	3/6/21
Mature	2246	\$2	35,700,000	BONUS GAME BINGO	9/21/20			27	42.69%	11,741	9,176	140,436	93	\$1,187,888.00	\$1,151,366.00	\$1,096,978.00	\$1,146,644.00
	2240	\$2	40,055,875	BREAK THE BANK	9/21/20			27	38.58%	11,788	9,558	170,491	14	\$1,159,692.00	\$1,138,154.00	\$1,141,258.00	\$1,118,052.00
	2269	\$2	7,308,125	GIFTS GALORE	11/16/20			19	82.32%	1,943	899	3,913	2,217	\$69,478.00	\$79,610.00	\$88,012.00	\$118,434.00
	2262	\$2	5,953,375	VETERANS CASH	10/19/20			23	68.75%	3,992	2,772	6,634	389	\$185,692.00	\$170,684.00	\$168,436.00	\$185,986.00
	2163	\$3	41,105,925	TEXAS LOTERIA	4/6/20			51	62.42%	14,720	11,441	176,574	28	\$1,548,981.00	\$1,465,815.00	\$1,400,454.00	\$1,420,176.00
	2147	\$5	7,260,150	\$100 GRAND	12/7/20			16	72.25%	7,821	4,885	12,507	135	\$713,675.00	\$776,290.00	\$781,855.00	\$895,340.00
	2250	\$5	22,721,550	BINGO TIMES 20	11/23/20			18	22.42%	11,627	8,765	212,646	14	\$1,738,000.00	\$1,684,965.00	\$1,596,785.00	\$1,567,785.00
	2276	\$5	9,101,400	CASH MONEY	12/21/20			14	64.32%	12,983	7,744	20,553	10	\$1,313,500.00	\$1,354,890.00	\$1,382,675.00	\$1,492,445.00
	2270	\$5	7,327,125	CAESARS	11/16/20			19	87.02%	5,517	4,752	772	270	\$832,025.00	\$937,185.00	\$960,965.00	\$998,570.00
	2267	\$5	7,281,750	HOLIDAY BUCKS	11/2/20			21	82.21%	2,490	1,131	9,189	2,728	\$127,785.00	\$146,200.00	\$158,115.00	\$239,650.00
	2249	\$5	54,041,700	SUPER LOTERIA	11/2/20			21	35.95%	22,123	12,758	421,002	35	\$5,280,750.00	\$5,139,120.00	\$4,842,440.00	\$4,673,605.00
	2335	\$10	12,021,150	\$50 OR \$100!	12/7/20			16	49.51%	11,636	5,878	101,358	18	\$2,282,150.00	\$2,455,910.00	\$2,206,910.00	\$2,503,360.00
	2271	\$10	8,192,300	COOL RICHES	9/21/20			27	68.17%	10,657	4,600	32,442	423	\$1,028,170.00	\$1,082,840.00	\$1,045,510.00	\$1,172,700.00
	2255	\$20	9,050,125	\$1,000,000 EXTREME CASH	9/8/20			29	56.72%	15,163	8,165	130,123	35	\$3,283,340.00	\$3,151,860.00	\$2,722,300.00	\$2,711,560.00
	1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			202	70.24%	14,452	7,260	387,031	29	\$3,182,420.00	\$3,029,480.00	\$2,602,660.00	\$2,559,780.00
	2040	\$20	7,214,300	MAD MONEY MULTIPLIER	10/19/20			23	47.95%	10,304	5,662	131,777	28	\$2,041,700.00	\$1,991,180.00	\$1,799,360.00	\$1,779,500.00
	2298	\$20	11,819,775	MILLION DOLLAR LOTERIA	11/16/20			19	52.05%	33,948	10,672	175,550	41	\$8,443,520.00	\$8,257,900.00	\$7,471,660.00	\$7,116,540.00
	2209	\$30	12,028,825	\$250 MILLION CASH PARTY	3/16/20			54	54.47%	11,426	6,906	198,034	28	\$3,371,940.00	\$3,299,160.00	\$2,669,790.00	\$2,738,310.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			158	49.39%	12,506	6,820	666,873	28	\$4,343,010.00	\$4,157,820.00	\$3,643,860.00	\$3,577,500.00
	2261	\$50	5,430,340	\$200 MILLION CASH	8/17/20			32	83.56%	13,292	5,335	22,829	46	\$5,938,150.00	\$5,885,900.00	\$5,373,150.00	\$5,310,250.00
	2274	\$50	5,139,100	500X LOTERIA SPECTACULAR	10/5/20			25	74.95%	15,145	4,709	41,831	44	\$4,549,550.00	\$6,503,350.00	\$7,346,550.00	\$7,248,650.00
Sold/Closing	2252	\$1	12,231,900	\$5,000 EXTREME CASH	9/8/20	3/11/21	4/25/21	29	96.94%	332	298	260	452	\$22,371.00	\$32,723.00	\$43,761.00	\$57,425.00
	2259	\$1	10,139,550	7-11-21	10/5/20	2/28/21	4/14/21	25	96.21%	58	76	167	1,130	\$1,730.00	\$8,135.00	\$17,418.00	\$29,871.00
	2265	\$1	9,176,250	TIC TAC SNOW	11/2/20	4/4/21	5/19/21	21	94.53%	382	309	337	1,522	\$15,195.00	\$17,273.00	\$24,075.00	\$32,773.00
	2257	\$2	7,317,750	LUCKY NO. 13	9/8/20	2/23/21	4/9/21	29	94.72%	54	59	430	715	\$206.00	\$3,974.00	\$8,218.00	\$35,512.00
	2060	\$2	35,449,750	WEEKLY GRAND	8/19/19	2/25/21	4/11/21	84	95.56%	762	495	477	563	\$149,568.00	\$238,714.00	\$391,390.00	\$643,554.00
	2168	\$3	35,604,750	\$50,000 BONUS CASHWORD	2/17/20			58	96.69%	4,543	2,905	461	63	\$688,320.00	\$849,399.00	\$1,082,766.00	\$1,361,922.00
	2164	\$5	22,076,025	\$100,000 VIP CASHWORD	3/16/20			54	98.24%	2,114	1,747	204	137	\$417,830.00	\$596,005.00	\$764,550.00	\$1,138,820.00
	2253	\$5	13,996,275	\$200,000 EXTREME CASH	9/8/20			29	93.75%	4,666	5,370	359	118	\$1,425,325.00	\$1,525,430.00	\$1,460,735.00	\$1,463,325.00
	2235	\$5	9,893,475	COWBOYS	8/17/20	4/4/21	5/19/21	32	56.73%	882	867	53,285	389	\$156,775.00	\$196,170.00	\$218,285.00	\$250,415.00
	2236	\$5	5,627,925	HOUSTON TEXANS	8/17/20	4/4/21	5/19/21	32	65.92%	728	629	21,909	933	\$108,540.00	\$117,720.00	\$152,050.00	\$175,110.00
	2260	\$5	9,129,300	LADY LUCK 7	10/5/20			25	90.41%	3,076	2,365	5,271	9	\$466,905.00	\$468,750.00	\$495,905.00	\$563,020.00

**Liability for 2269 / for Life to Date**

Product Status:  
Active

SmartCash Enabled:  
N/A

Validation Range: 08/08/2020 - 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	230578	\$461,156.00	490521	\$981,042.00	68.02%	4971285
2	2	N/A	\$4.00	49907	\$199,628.00	115686	\$462,744.00	69.86%	5105576
3	3	N/A	\$4.00	55738	\$222,952.00	129327	\$517,308.00	69.88%	5107059
4	4	N/A	\$5.00	59657	\$298,285.00	144995	\$724,975.00	70.85%	5177772
5	5	N/A	\$10.00	13508	\$135,080.00	35217	\$352,170.00	72.28%	5282098
6	6	N/A	\$10.00	30122	\$301,220.00	86831	\$868,310.00	74.24%	5425870
7	7	N/A	\$10.00	26957	\$269,570.00	70504	\$705,040.00	72.34%	5286751
8	8	N/A	\$10.00	14364	\$143,640.00	44077	\$440,770.00	75.42%	5511887
9	9	N/A	\$20.00	2533	\$50,660.00	7197	\$143,940.00	73.97%	5405609
10	10	N/A	\$20.00	10206	\$204,120.00	28757	\$575,140.00	73.81%	5393828
11	11	N/A	\$20.00	6878	\$137,560.00	22343	\$446,860.00	76.46%	5587948
12	12	N/A	\$20.00	4600	\$92,000.00	14914	\$298,280.00	76.43%	5585393
13	0	N/A	\$50.00	693	\$34,650.00	2459	\$122,950.00	78.01%	5701357
14	0	N/A	\$50.00	202	\$10,100.00	712	\$35,600.00	77.90%	5692981
15	0	N/A	\$50.00	189	\$9,450.00	734	\$36,700.00	79.52%	5811661
16	0	N/A	\$50.00	187	\$9,350.00	728	\$36,400.00	79.56%	5814551
17	0	N/A	\$200.00	26	\$5,200.00	67	\$13,400.00	72.04%	5264993
18	0	N/A	\$200.00	19	\$3,800.00	72	\$14,400.00	79.12%	5782252
19	0	N/A	\$200.00	15	\$3,000.00	81	\$16,200.00	84.38%	6166230
20	0	N/A	\$200.00	13	\$2,600.00	79	\$15,800.00	85.87%	6275455
21	0	N/A	<b>\$2,000.00</b>	<b>17</b>	\$34,000.00	34	\$68,000.00	66.67%	4872083
			<b>Totals:</b>	<b>506409</b>	<b>\$2,628,021.00</b>	<b>1,195,335</b>	<b>\$6,876,029.00</b>		

NO. OF TICKETS: 7,308,125  
 NO. POOLS: 30.45  
 PACK SIZE: 125  
 PACKS/POOL: 1,920  
 PACKS/GAME: 58,465

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

TEXAS LOTTERY COMMISSION  
 "GIFTS GALORE" - GAME NO. 2269  
 END OF PRODUCTION PRIZE STRUCTURE  
 28-Jul-20

VERSION A

7,308,125      \$2 TICKETS      \$14,616,250      REVENUE      PRIZE FUND      \$9,504,050      PAYOUT %      65.02%

PRIZE LEVEL	PRIZE CODE	TIER CODE	GET:	# OF WAYS TO WIN:	WIN:	ODDS OF 1 IN:	WINNERS IN 30.45 POOLS	WINNERS IN 125 (PER PACK*)	WINNERS IN 240,000 (Per Pool)	PRIZE COST	PERCENT OF PRIZE FUND **	VALIDATION TIER LEVELS
1	1	L	\$2	1	\$2	10.13	721,099	12.33	23,681.007	\$1,442,198	15.17%	
2	2	L	\$4	1	\$4	44.13	165,593	2.83	5,438.101	\$662,372	6.97%	
3	3	L	\$2"DBL"	1	\$4	39.49	185,065	3.17	6,077.564	\$740,260	7.79%	
4	4	L	\$5	1	\$5	35.71	204,652	3.50	6,720.805	\$1,023,260	10.77%	
5	5	L	\$10	1	\$10	149.99	48,725	0.83	1,600.137	\$487,250	5.13%	
6	6	L	\$2 + \$4"DBL"	2	\$10	62.49	116,953	2.00	3,840.755	\$1,169,530	12.31%	
7	7	L	\$5"DBL"	1	\$10	74.99	97,461	1.67	3,200.635	\$974,610	10.25%	
8	8	L	\$2 x 5	5	\$10	125.05	58,441	1.00	1,919.212	\$584,410	6.15%	
9	9	L	\$20	1	\$20	751.09	9,730	0.17	319.535	\$194,600	2.05%	
10	10	L	\$10"DBL"	1	\$20	187.57	38,963	0.67	1,279.551	\$779,260	8.20%	
11	11	L	\$2 x 5 + \$5"DBL"	6	\$20	250.10	29,221	0.50	959.622	\$584,420	6.15%	
12	12	L	\$2"DBL" + \$4 x 4	5	\$20	374.51	19,514	0.33	640.843	\$390,280	4.11%	95.04% LOW-TIER
13	0	M	\$10 x 5	5	\$50	2,318.57	3,152	0.05	103.000	\$157,600	1.66%	
14	0	M	\$10 + \$20"DBL"	2	\$50	7,995.76	914	0.02	30.000	\$45,700	0.48%	
15	0	M	\$10 + \$10"DBL" + \$10"DBL"	3	\$50	7,917.80	923	0.02	30.000	\$46,150	0.49%	
16	0	M	\$5 x 10	10	\$50	7,987.02	915	0.02	30.000	\$45,750	0.48%	
17	0	M	\$200	1	\$200	78,581.99	93	0.00	3.000	\$18,600	0.20%	
18	0	M	\$20 x 5 + \$50"DBL"	6	\$200	80,309.07	91	0.00	3.000	\$18,200	0.19%	
19	0	M	\$10 x 6 + \$50"DBL" + \$20"DBL"	8	\$200	76,126.30	96	0.00	3.000	\$19,200	0.20%	
20	0	M	\$20 x 10	10	\$200	79,436.14	92	0.00	3.000	\$18,400	0.19%	3.89% MID-TIER
21	0	H	\$200 x 10	10	\$2,000	143,296.57	51	0.00	1.675	\$102,000	1.07%	1.07% HIGH-TIER
						4.29	1,701,744	29.11	55,884	\$9,504,050	100.00%	100.00%
Note: "DBL" = win DOUBLE the prize by revealing one (1) "Tree" Play Symbol.						4.2945						

Consolidated odds are 1 in:

\$2	10.13	721,099
\$4	20.84	350,658
\$5	35.71	204,652
\$10	22.73	321,580
\$20	75.01	97,428
\$50	1,237.83	5,904
\$200	19,645.50	372
\$2,000	143,296.57	51
		1,701,744

\* Each of the following GLEPS will be used in approximately 16.67% of each pack of 125 tickets.

\*\* Number are rounded.



# INTEROFFICE MEMO

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

## Payment Approval (VIA EMAIL)

August 13, 2020

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

<b>Vendor Name</b>	<u>Pollard Banknote Limited</u>
<b>Invoice Number</b>	<u>8516824</u>
<b>Invoice Amount:</b>	<u>\$334,542.80</u>
<b>Tx Game Name:</b>	<u>Game #2269 Gifts Galore</u>
<b>P.O. Number (if applicable)</b>	<u>362-20-9010RV1RL019</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

**August 23, 2020**

## INVOICE NO.: 8516824

<b>Sold To:</b> Texas Lottery Commission P.O. Box 16630 Austin, TX 78761-6630 United States	<b>Ship To:</b> Texas Lottery Commission P.O. Box 16630 Austin, TX 78761-6630 United States
Terms: Net 30 days after date of invoice	Due Date: September 10, 2020

Invoice Date	Order No.	Your Order	Customer No.
August 11, 2020	1095500		5008

**Order name:** GIFTS GALORE #2269  
**PO Number:**

Product Description	Quantity	Unit Price	Amount
Ticket Size 4 x 4	7,308,125	14.54 /M	106,260.14
Fluorescent / Neon ink	7,308,125	1.06 /M	7,746.61
Integrated Overprints / Continuous Image	7,308,125	4.00 /M	29,232.50
Silver Scratch FX®	7,308,125	24.00 /M	175,395.00
Silver Scratch FX®	1	5,000.00 Ea	5,000.00
Inserts	1	10,908.55 Ea	10,908.55

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

<b>Before Taxes:</b>	334,542.80 USD
<b>Freight:</b>	0.00
<b>Deposit:</b>	0.00
<b>Amount Due:</b>	334,542.80 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**  
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