

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

**Scratch Ticket Information**

Date Completed

5/24/2021

Game #	2276	Confirmed Packs	7,107
Game Name	Ca\$h Money	Active Packs	4,175
Quantity Printed	9,101,400	Warehouse Packs	10,320
Price Point	\$5	Returned Packs	56
Start Date	12/21/2020	Printed Payout Percentage	67.99%
Top Prize	\$ 100,000	Percent Sold	80.43%
Number of Top Prizes Remaining	1	Number of Weeks Out	22

**Current Game Sales Analysis**

**TANGIBLE COSTS**

**Expenditure Impact:**

Cost to print tickets	\$ 310,570	Actual ticket production costs
Prize payout expense	\$ 24,248,375	Data from Instant Ticket Tier Liability screen in ES

**Estimated Direct Costs**      \$ 24,558,945

**TANGIBLE BENEFITS**

**Revenue Impact:**

Estimated sales	\$ 36,601,280	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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**Total Estimated Benefits**      \$ 36,601,280

**Excess of Revenue over Expended**      **\$ 12,042,335**

**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	\$	583,155
Next week	\$	628,945
Next week	\$	707,175
Avg Weekly Sales Current Game	\$	639,758
Avg Weekly Sales \$5; 5M-9.99M Qty	\$	1,946,842
<b>Percentage Of Variance In Sales</b>		<b>67%</b>

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

**Instant Ticket Information**

Game #	<div>2276</div>	Printed Payout Percentage	<div>67.99%</div>
Game Name	<div>Ca\$h Money</div>	Actual Payout Percentage	<div>66.25%</div>
Percent Sold	<div>80.43%</div>	Number of Weeks Out	<div>22</div>
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			<div>17</div>

**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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Scratch Ticket Strategy Coordinator      Date

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Products Manager      Date

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

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Lottery Operations Division Director      Date

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Controller      Date

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Executive Director      Date

## Bowersock, Dale

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**From:** Grief, Gary  
**Sent:** Wednesday, May 26, 2021 10:48 AM  
**To:** Pyka, Kathy  
**Cc:** Bowersock, Dale; Stuckey, Kelly; Sanchez, Sheila  
**Subject:** Re: June Pre-call - Less than 85% Sold

Approved and thanks.

On May 26, 2021, at 10:38 AM, Pyka, Kathy <Kathy.Pyka@lottery.state.tx.us> wrote:

Gary,

I have reviewed and approved the attached game close. Following your approval, please forward to Dale Bowersock.

Thanks, Kathy

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**From:** Stuckey, Kelly <Kelly.Stuckey@lottery.state.tx.us>  
**Sent:** Wednesday, May 26, 2021 10:31 AM  
**To:** Pyka, Kathy <Kathy.Pyka@lottery.state.tx.us>  
**Cc:** Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>; Tirloni, Robert <Robert.Tirloni@lottery.state.tx.us>  
**Subject:** FW: June Pre-call - Less than 85% Sold

Kathy, I have reviewed and this is ready for your review.

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**From:** Mindell, Ryan <[Ryan.Mindell@lottery.state.tx.us](mailto:Ryan.Mindell@lottery.state.tx.us)>  
**Sent:** Tuesday, May 25, 2021 4:25 PM  
**To:** Bowersock, Dale <[Dale.Bowersock@lottery.state.tx.us](mailto:Dale.Bowersock@lottery.state.tx.us)>; Pyka, Kathy <[Kathy.Pyka@lottery.state.tx.us](mailto:Kathy.Pyka@lottery.state.tx.us)>; Stuckey, Kelly <[Kelly.Stuckey@lottery.state.tx.us](mailto:Kelly.Stuckey@lottery.state.tx.us)>; Tirloni, Robert <[Robert.Tirloni@lottery.state.tx.us](mailto:Robert.Tirloni@lottery.state.tx.us)>  
**Subject:** Fwd: June Pre-call - Less than 85% Sold

Approved

Sent from my iPad

Begin forwarded message:

**From:** "Tirloni, Robert" <[Robert.Tirloni@lottery.state.tx.us](mailto:Robert.Tirloni@lottery.state.tx.us)>  
**Date:** May 25, 2021 at 2:41:13 PM CDT  
**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: June Pre-call - Less than 85% Sold

Ryan, I'm approving the attached Game Closing Analysis for game 2276. –RT, 5/25/2021

**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, May 25, 2021 8:15 AM  
**To:** Tirloni, Robert <[Robert.Tirloni@lottery.state.tx.us](mailto:Robert.Tirloni@lottery.state.tx.us)>  
**Subject:** June Pre-call - Less than 85% Sold

Approved. DB 5/25/21

Attached is a game close analysis for Game 2276, Ca\$h Money. Please review and forward your approval to the next person on the list below.

Approvals Required:

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

Please let me know if you have any questions.

Thank you,  
Dale

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**From:** Gough, Riley <[Riley.Gough@IGT.com](mailto:Riley.Gough@IGT.com)>  
**Sent:** Monday, May 24, 2021 3:57 PM  
**To:** Bowersock, Dale <[Dale.Bowersock@lottery.state.tx.us](mailto:Dale.Bowersock@lottery.state.tx.us)>  
**Cc:** Tirloni, Robert <[Robert.Tirloni@lottery.state.tx.us](mailto:Robert.Tirloni@lottery.state.tx.us)>; ProductsScratchTeam <[ProductsScratchTeam@lottery.state.tx.us](mailto:ProductsScratchTeam@lottery.state.tx.us)>  
**Subject:** RE: June Pre-call Recommendation

**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 see issues.

Thanks,  
Riley

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**From:** Bowersock, Dale <[Dale.Bowersock@lottery.state.tx.us](mailto:Dale.Bowersock@lottery.state.tx.us)>  
**Sent:** Monday, May 24, 2021 8:29 AM  
**To:** Gough, Riley <[Riley.Gough@IGT.com](mailto:Riley.Gough@IGT.com)>  
**Cc:** Tirloni, Robert <[robert.tirloni@lottery.state.tx.us](mailto:robert.tirloni@lottery.state.tx.us)>; ProductsScratchTeam  
<[ProductsScratchTeam@lottery.state.tx.us](mailto:ProductsScratchTeam@lottery.state.tx.us)>  
**Subject:** June Pre-call Recommendation

**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,  
There is only one game that qualifies for Pre-call on June 4.

Slow Moving Game:  
#2276 - \$5 – Ca\$h Money – 80.4% sold – 22 Weeks in Market – Last Week's Sales =  
\$583,155

Please let me know if you have any concerns with pre-calling this game.

Close dates:  
Pre-Call: 6/4/21  
Call: 7/4/21  
Close: 8/18/21  
EOV: 2/14/22

Thanks,

**Dale Bowersock**

Scratch Ticket Strategy Coordinator  
Phone: 800-375-6886, 5166  
Direct: 512-344-5166

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<image001.jpg>

<2276 Ca\$h Money.pdf>




Da Vinci Report

5/24/21

Week End Date:5/22/21

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														5/22/21	5/15/21	5/8/21	5/1/21
Mature	2163	\$3	41,105,925	TEXAS LOTERIA	4/6/20			59	72.15%	19,151	11,958	116,847	109	\$1,493,538.00	\$1,464,246.00	\$1,445,793.00	\$1,500,540.00
	2280	\$5	22,744,950	50X THE CASH	1/4/21			20	59.70%	16,311	8,611	93,388	49	\$2,295,655.00	\$2,225,350.00	\$2,428,840.00	\$2,546,820.00
	2250	\$5	22,721,550	BINGO TIMES 20	11/23/20			26	34.30%	13,809	8,740	173,470	36	\$1,594,100.00	\$1,581,505.00	\$1,593,780.00	\$1,673,345.00
	2247	\$5	18,355,500	BONUS BREAK THE BANK	12/28/20			21	26.08%	14,897	8,919	154,291	31	\$1,437,315.00	\$1,510,020.00	\$1,529,740.00	\$1,596,650.00
	2276	\$5	9,101,400	CASH MONEY	12/21/20			22	80.43%	7,107	4,175	10,320	56	\$583,155.00	\$628,945.00	\$707,175.00	\$846,280.00
	2205	\$5	7,332,000	INSTANT JACKPOT	2/15/21			14	76.87%	10,834	6,491	3,525	100	\$1,034,570.00	\$1,090,905.00	\$1,193,150.00	\$1,399,695.00
	2286	\$5	9,173,475	MONEY MONEY MONEY	2/1/21			16	65.26%	8,582	5,022	27,147	34	\$901,925.00	\$918,195.00	\$1,015,615.00	\$1,179,690.00
	2332	\$5	19,670,175	SUPER CROSSWORD	2/8/21			15	31.00%	17,916	8,771	150,298	42	\$2,365,645.00	\$2,337,905.00	\$2,382,905.00	\$2,510,760.00
	2249	\$5	54,041,700	SUPER LOTERIA	11/2/20			29	50.95%	28,559	13,439	302,925	72	\$5,100,275.00	\$4,854,340.00	\$4,739,960.00	\$4,962,535.00
	2248	\$10	21,021,400	\$250,000 50X CASHWORD	1/18/21			18	42.75%	27,947	8,848	198,079	53	\$4,400,850.00	\$4,348,530.00	\$4,525,800.00	\$4,807,130.00
	2335	\$10	12,021,150	\$50 OR \$100!	12/7/20			24	60.17%	9,570	3,495	80,103	75	\$1,101,070.00	\$1,175,360.00	\$1,254,950.00	\$1,463,540.00
	2281	\$10	17,131,100	100X THE CASH	1/4/21			20	66.70%	26,822	8,430	73,877	61	\$3,713,140.00	\$3,644,040.00	\$3,944,460.00	\$4,611,740.00
	2284	\$10	5,907,900	JUMBO BUCKS 300X	2/15/21			14	56.98%	17,049	7,350	22,521	228	\$1,590,340.00	\$1,573,480.00	\$1,669,270.00	\$1,894,850.00
	2320	\$10	10,137,050	LIMITED EDITION	2/1/21			16	46.29%	12,741	5,297	88,894	28	\$1,405,070.00	\$1,457,580.00	\$1,628,560.00	\$1,890,750.00
	2287	\$20	8,996,025	\$1,000,000 CROSSWORD	2/1/21			16	47.21%	28,932	8,548	146,140	60	\$4,711,540.00	\$4,530,320.00	\$4,676,100.00	\$5,221,460.00
	2255	\$20	9,050,125	\$1,000,000 EXTREME CASH	9/8/20			37	68.72%	17,217	6,840	85,515	73	\$2,299,700.00	\$2,222,640.00	\$2,349,620.00	\$2,785,520.00
	2282	\$20	9,107,850	200X THE CASH	1/4/21			20	62.64%	23,959	7,503	99,568	80	\$3,643,680.00	\$3,527,520.00	\$4,088,540.00	\$5,023,720.00
	1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			210	73.67%	18,248	6,953	334,993	89	\$2,533,320.00	\$2,794,260.00	\$2,811,060.00	\$3,032,360.00
	2040	\$20	7,214,300	MAD MONEY MULTIPLIER	10/19/20			31	56.40%	9,554	4,068	109,915	65	\$1,165,540.00	\$1,158,620.00	\$1,248,880.00	\$1,529,940.00
	2298	\$20	11,819,775	MILLION DOLLAR LOTERIA	11/16/20			27	78.23%	40,049	10,013	43,409	97	\$7,348,860.00	\$6,947,560.00	\$6,986,320.00	\$7,636,140.00
	2209	\$30	12,028,825	\$250 MILLION CASH PARTY	3/16/20			62	59.95%	12,962	5,707	171,053	56	\$2,073,360.00	\$2,119,890.00	\$2,149,410.00	\$2,308,110.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			166	51.85%	13,178	5,465	633,687	57	\$2,671,890.00	\$2,879,970.00	\$2,819,220.00	\$2,994,510.00
	2337	\$50	6,074,900	\$5 MILLION FORTUNE	1/18/21			18	48.38%	20,533	6,773	125,276	53	\$6,105,500.00	\$5,741,250.00	\$5,500,750.00	\$5,961,200.00
	2274	\$50	5,139,100	500X LOTERIA SPECTACULAR	10/5/20			33	84.34%	10,166	2,803	24,074	98	\$2,282,400.00	\$2,317,900.00	\$2,253,800.00	\$2,627,200.00
Sold/Closing	2275	\$2	7,218,375	777	12/21/20	5/6/21	6/20/21	22	94.11%	451	250	240	402	\$37,006.00	\$86,052.00	\$126,946.00	\$148,220.00
	2269	\$2	7,308,125	GIFTS GALORE	11/16/20	5/9/21	6/23/21	27	83.37%	175	64	3,860	3,544	-\$42,634.00	-\$9,184.00	\$19,706.00	\$27,476.00
	2225	\$2	7,337,875	TRIPLE 333S	1/18/21	6/6/21	7/21/21	18	94.58%	671	624	279	350	\$72,540.00	\$88,772.00	\$106,640.00	\$152,632.00
	2262	\$2	5,953,375	VETERANS CASH	10/19/20	5/9/21	6/23/21	31	77.41%	403	394	5,350	1,004	\$24,430.00	\$80,368.00	\$112,586.00	\$139,970.00
	2168	\$3	35,604,750	\$50,000 BONUS CASHWORD	2/17/20	5/9/21	6/23/21	66	98.39%	260	167	234	791	\$35,673.00	\$91,878.00	\$137,928.00	\$168,885.00
	2147	\$5	7,260,150	\$100 GRAND	12/7/20	6/6/21	7/21/21	24	82.91%	2,853	2,500	7,629	185	\$354,060.00	\$362,165.00	\$411,735.00	\$442,470.00
	2253	\$5	13,996,275	\$200,000 EXTREME CASH	9/8/20	4/16/21	5/31/21	37	97.94%	36	11	226	652	\$745.00	\$13,415.00	\$53,300.00	\$132,730.00
	2270	\$5	7,327,125	CAESARS	11/16/20	5/9/21	6/23/21	27	94.50%	307	285	79	850	\$50,690.00	\$135,180.00	\$209,175.00	\$260,485.00

**Liability for 2276 / for Life to Date**Product Status:  
ActiveSmartCash Enabled:  
N/A

Validation Range: 12/01/2020 - 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	\$5.00	225820	\$1,129,100.00	684270	\$3,421,350.00	75.19%	6843075
2	2	N/A	\$10.00	52562	\$525,620.00	190142	\$1,901,420.00	78.34%	7130324
3	3	N/A	\$10.00	57348	\$573,480.00	185368	\$1,853,680.00	76.37%	6950956
4	4	N/A	\$15.00	25917	\$388,755.00	95401	\$1,431,015.00	78.64%	7157080
5	5	N/A	\$15.00	25734	\$386,010.00	95618	\$1,434,270.00	78.79%	7171350
6	6	N/A	\$15.00	13942	\$209,130.00	46726	\$700,890.00	77.02%	7009824
7	7	N/A	\$20.00	6192	\$123,840.00	24179	\$483,580.00	79.61%	7245818
8	8	N/A	\$20.00	6148	\$122,960.00	24149	\$482,980.00	79.71%	7254504
9	9	N/A	\$20.00	6307	\$126,140.00	24052	\$481,040.00	79.23%	7210608
10	10	N/A	\$20.00	6893	\$137,860.00	23466	\$469,320.00	77.30%	7034930
11	0	N/A	\$30.00	10640	\$319,200.00	42485	\$1,274,550.00	79.97%	7278550
12	0	N/A	\$30.00	10790	\$323,700.00	42226	\$1,266,780.00	79.65%	7249051
13	0	N/A	\$30.00	10911	\$327,330.00	42272	\$1,268,160.00	79.48%	7234160
14	0	N/A	\$30.00	5114	\$153,420.00	17636	\$529,080.00	77.52%	7055485
15	0	N/A	\$60.00	3681	\$220,860.00	15233	\$913,980.00	80.54%	7330106
16	0	N/A	\$60.00	3737	\$224,220.00	15192	\$911,520.00	80.26%	7304583
17	0	N/A	\$60.00	4739	\$284,340.00	18813	\$1,128,780.00	79.88%	7270067
18	0	N/A	\$60.00	5760	\$345,600.00	22698	\$1,361,880.00	79.76%	7259244
19	0	N/A	\$60.00	1712	\$102,720.00	5908	\$354,480.00	77.53%	7056571
20	0	N/A	\$90.00	752	\$67,680.00	3026	\$272,340.00	80.10%	7289792
21	0	N/A	\$90.00	771	\$69,390.00	3007	\$270,630.00	79.59%	7244020
22	0	N/A	\$90.00	718	\$64,620.00	3082	\$277,380.00	81.11%	7381714
23	0	N/A	\$90.00	785	\$70,650.00	2998	\$269,820.00	79.25%	7212793
24	0	N/A	\$90.00	767	\$69,030.00	3046	\$274,140.00	79.88%	7270617
25	0	N/A	\$90.00	836	\$75,240.00	2959	\$266,310.00	77.97%	7096453
26	0	N/A	\$300.00	71	\$21,300.00	305	\$91,500.00	81.12%	7382784
27	0	N/A	\$300.00	168	\$50,400.00	590	\$177,000.00	77.84%	7084203
28	0	N/A	\$300.00	157	\$47,100.00	602	\$180,600.00	79.31%	7218765
29	0	N/A	\$300.00	83	\$24,900.00	303	\$90,900.00	78.50%	7144363
30	0	N/A	\$1,000.00	4	\$4,000.00	4	\$4,000.00	50.00%	4550699
31	0	N/A	\$1,000.00	2	\$2,000.00	5	\$5,000.00	71.43%	6501000
32	0	N/A	\$100,000.00	1	\$100,000.00	4	\$400,000.00	80.00%	7281120
<b>Totals:</b>				<b>489062</b>	<b>\$6,690,595.00</b>	<b>1,635,765</b>	<b>\$24,248,375.00</b>		

Prize Structure  
TEXAS LOTTERY  
GAME NO.2276 "CASH MONEY"  
July 7, 2020 - VERSION B

Order Quantity:	9,101,400	Pack Size:	75	Pool Size:	120,000	Winners:	2,124,827	Total Payout	
Price Point:	\$5.00	Packs/Game:	121,352	Number of Pools:	75.85	Non-winners:	6,976,573	Prize Fund:	\$30,938,970.00
Revenue:	\$45,507,000.00	Packs/Pool:	1,600			Overall Odds:	4.2834	Payout:	67.99%

ORIGINAL ORDER

Kind	Wins	Tier Level	Get	Win	Value	Odds (1 in)	Winners			Total Prize Cost	% Prize Fund
							Pack	Pool	Total		
Low Tiers											
01	1	L	\$5	\$5	\$5.00	10.0005	7.50	12,000.00	910,090	\$4,550,450.00	14.71%
02	2	L	\$5 x 2	\$10	\$10.00	37.5000	2.00	3,200.00	242,704	\$2,427,040.00	7.84%
03	1	L	\$10	\$10	\$10.00	37.4981	2.00	3,200.00	242,716	\$2,427,160.00	7.85%
Total (\$10.00):						18.7495	4.00	6,400.00	485,420	\$4,854,200.00	15.69%
04	1	L	\$5 w/ STAR	\$15	\$15.00	75.0210	1.00	1,600.00	121,318	\$1,819,770.00	5.88%
05	2	L	\$10 + \$5	\$15	\$15.00	75.0000	1.00	1,600.00	121,352	\$1,820,280.00	5.88%
06	1	L	\$15	\$15	\$15.00	150.0198	0.50	800.00	60,668	\$910,020.00	2.94%
Total (\$15.00):						30.0042	2.50	4,000.00	303,338	\$4,550,070.00	14.71%
07	4	L	\$5 x 4	\$20	\$20.00	299.6740	0.25	400.00	30,371	\$607,420.00	1.96%
08	3	L	\$10 + (\$5 x 2)	\$20	\$20.00	300.4060	0.25	400.00	30,297	\$605,940.00	1.96%
09	2	L	\$10 x 2	\$20	\$20.00	299.7925	0.25	400.00	30,359	\$607,180.00	1.96%
10	1	L	\$20	\$20	\$20.00	299.7925	0.25	400.00	30,359	\$607,180.00	1.96%
Total (\$20.00):						74.9790	1.00	1,600.00	121,386	\$2,427,720.00	7.85%
Total (Low Tiers):						5.0001	15.00	24,000.00	1,820,234	\$16,382,440.00	52.95%
Mid Tiers											
11	6	M	\$5 x 6	\$30	\$30.00	171.3205	0.44	700.00	53,125	\$1,593,750.00	5.15%
12	2	M	\$15 x 2	\$30	\$30.00	171.6727	0.44	700.00	53,016	\$1,590,480.00	5.14%
13	1	M	\$10 w/ STAR	\$30	\$30.00	171.1336	0.44	700.00	53,183	\$1,595,490.00	5.16%
14	1	M	\$30	\$30	\$30.00	400.0615	0.19	300.00	22,750	\$682,500.00	2.21%
Total (\$30.00):						49.9874	1.50	2,400.00	182,074	\$5,462,220.00	17.65%
15	6	M	\$10 x 6	\$60	\$60.00	481.1991	0.16	250.00	18,914	\$1,134,840.00	3.67%
16	3	M	\$20 x 3	\$60	\$60.00	480.8178	0.16	250.00	18,929	\$1,135,740.00	3.67%
17	4	M	\$5 w/ STAR x 4	\$60	\$60.00	386.4385	0.19	310.00	23,552	\$1,413,120.00	4.57%
18	1	M	\$20 w/ STAR	\$60	\$60.00	319.8187	0.23	375.00	28,458	\$1,707,480.00	5.52%
19	1	M	\$60	\$60	\$60.00	1194.4094	0.06	100.00	7,620	\$457,200.00	1.48%
Total (\$60.00):						93.3735	0.80	1,285.00	97,473	\$5,848,380.00	18.90%
20	2	M	\$15 w/ STAR x 2	\$90	\$90.00	2409.0524	0.03	50.00	3,778	\$340,020.00	1.10%
21	12	M	(\$20 x 2) + (\$5 x 10)	\$90	\$90.00	2409.0524	0.03	50.00	3,778	\$340,020.00	1.10%
22	9	M	\$10 x 9	\$90	\$90.00	2395.1053	0.03	50.00	3,800	\$342,000.00	1.11%
23	3	M	\$10 w/ STAR x 3	\$90	\$90.00	2405.8684	0.03	50.00	3,783	\$340,470.00	1.10%
24	1	M	\$30 w/ STAR	\$90	\$90.00	2386.9394	0.03	50.00	3,813	\$343,170.00	1.11%
25	1	M	\$90	\$90	\$90.00	2398.2609	0.03	50.00	3,795	\$341,550.00	1.10%
Total (\$90.00):						400.1143	0.19	300.00	22,747	\$2,047,230.00	6.62%
26	20	M	\$15 x 20	\$300	\$300.00	24205.8511	0.00	5.00	376	\$112,800.00	0.36%
27	6	M	\$50 x 6	\$300	\$300.00	12007.1240	0.01	10.00	758	\$227,400.00	0.74%
28	1	M	\$100 w/ STAR	\$300	\$300.00	11991.3043	0.01	10.00	759	\$227,700.00	0.74%
29	1	M	\$300	\$300	\$300.00	23578.7565	0.00	5.00	386	\$115,800.00	0.37%
Total (\$300.00):						3993.5937	0.02	30.00	2,279	\$683,700.00	2.21%
Total (Mid Tiers):						29.8825	2.51	4,015.00	304,573	\$14,041,530.00	45.38%
High Tiers											
30	20	H	\$50 x 20	\$1,000	\$1,000.00	1137675.0000	0.00	0.13	8	\$8,000.00	0.03%
31	1	H	\$1,000	\$1,000	\$1,000.00	1300200.0000	0.00	0.07	7	\$7,000.00	0.02%
Total (\$1,000.00):						606760.0000	0.00	0.20	15	\$15,000.00	0.05%
32	1	H	\$100,000	\$100,000	\$100,000.00	1820280.0000	0.00	0.07	5 *	\$500,000.00	1.62%
Total (High Tiers):						455070.0000	0.00	0.27	20	\$515,000.00	1.66%
Total :						4.2834	17.51	28,015.27	2,124,827	\$30,938,970.00	100.00%

\* Exact Quantity by Kind Level

STAR = win TRIPLE the prize

There will be no more than twenty (20) winners per pack.

SHIPMENT # 1-3
COMPLETE
POOLS # 1-83
9101400
910090
242704
242716
121318
121352
60668
30371
30297
30359
30359
53125
53016
53183
22750
18914
18929
23552
28458
7620
3778
3778
3800
3783
3813
3795
376
758
759
386
8
7
5





# INTEROFFICE MEMO

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

## Payment Approval (VIA EMAIL)

December 2, 2020

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

Vendor Name	Scientific Games
P.O. Number (if applicable)	362-21-9019RL003
Invoice Number	TX 112820
Tx Game Name:	Game #2276 Cash Money
Invoice Amount:	<b>\$310,569.78</b>

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

**December 12, 2020**



Invoice: TX 112820  
"TX 2276 CASH MONEY"™  
November 28, 2020

Supplier : Scientific Games International  
1500 Bluegrass Lakes Parkway  
Alpharetta, Georgia 30004 USA

Customer : TEXAS LOTTERY  
Attn: Accounts Payable  
P.O. BOX 16630  
AUSTIN, TX 78761-6630  
United States

<u>Game</u>	<u>Shipment</u>	<u>Description</u>	<u>Quantity</u>	<u>Price Per</u>	<u>Total Amount</u>	<u>SG Invoice #</u>
TX-2276	1	TX-2276 CASH MONEY	3,304,125	34.06 \$	112,538.50	1039186
		Additional Charges			576.10	
TX-2276	2	TX-2276 CASH MONEY	3,303,900	34.06 \$	112,530.83	1039190
TX-2276	3	TX-2276 CASH MONEY	2,493,375	34.06 \$	84,924.35	1039188
Total Due					<u>\$310,569.78</u>	

**\*Please include the SG invoice numbers with your remittance**

Due Date: December 28, 2020

Wire Transfer Instructions:

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

**Closing Scratch Ticket Game Analysis**  
**2/24/19-2/27/21**

**Average Number of Weeks for 85% Average Sell Through**

	A	B	C	D		E	F	G	H
	Price Point					Price Point			
Print Quantities	\$1	\$2	\$3	\$5	Print Quantities	\$10	\$20	\$30	\$50
< 5M	None	None	None	None	2M	None	None	None	None
5M-9.99M	Week 14	Week 16	Week 17	Week 17	3M	None	None	None	None
10M-14.99M	Week 16	None	None	Week 25	4M	Week 16*	None	None	Week 51*
15M-19.99M	Week 23	None	Week 31	Week 48	5M	Week 13*	None	Week 38*	Week 35*
20M-24.99M	None	None	None	Week 38	6M	Week 14	Week 24	None	None
25M-29.99M	Week 32*	None	None	None	7M	Week 16	Week 34	None	None
30M-34.99M	None	Week 46*	None	None	8M	Week 21	Week 40	None	None
>35M	None	Week 63	None	Week 42*	>9M	Week 30	Week 36*	None	None

**Average Weekly Dollar Sales at 85% Average Sell Through**

	A	B	C	D		E	F	G	H
	Price Point					Price Point			
Print Quantities	\$1	\$2	\$3	\$5	Print Quantities	\$10	\$20	\$30	\$50
< 5M	None	None	None	None	2M	None	None	None	None
5M-9.99M	\$560,738	\$776,573	\$927,958	\$1,946,842	3M	None	None	None	None
10M-14.99M	\$607,596	None	None	\$2,218,148	4M	\$2,364,236	None	None	\$3,873,162
15M-19.99M	\$633,975	None	\$1,585,325	\$1,515,020	5M	\$3,760,439	None	\$3,506,730	\$6,271,944
20M-24.99M	None	None	None	\$2,468,328	6M	\$4,039,631	\$4,400,564	None	None
25M-29.99M	\$776,998	None	None	None	7M	\$3,884,366	\$3,675,833	None	None
30M-34.99M	None	\$1,280,700	None	None	8M	\$3,381,845	\$3,828,587	None	None
>35M	None	\$1,061,088	None	\$4,122,095	>9M	\$4,682,820	\$5,671,831	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