# Scratch Ticket Game Closing Analysis SUMMARY REPORT 

Scratch Ticket Information
Date Completed
10/8/2021


Weekly Sales Comparison Information

## Previous 3 Weeks Sales from DaVinci

Most recent week sales

| $\$$ | $1,669,185$ |
| ---: | ---: |
| $\$$ | $1,624,660$ |
| $\$$ | $1,683,095$ |
| $\$$ | $1,658,980$ |
| $\$$ | $2,468,328$ |
|  | $33 \%$ |

## Instant Ticket Information



## Recommendation

Based on the findings in this Summary Report, I am recommending closing the above game.
$\square$ I am recommending closing the above game based on the below business reasons):


10/8/2021
Scratch Ticket Strategy Coordinator


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

Not Required - Over 85\% Sold
Lottery Operations Division Director Date

Not Required - Over 85\% Sold
Controller Date

Not Required - Over 85\% Sold
Executive Director
Date

-Play the Games of Texas!!

| Da Vinci Report | 10/8/21 |
| :--- | :--- |


| Product Line | Game | \$ | Tix Run | Name | Start | Call | Close | Wks | \% Sold | Confirmed | Active | Ware | Return | Net Sales |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  | 10/2/21 | 9/25/21 | 9/18/21 | 9/11/21 |
| Mature | 2273 | \$5 | 7,333,500 | ROSE GOLD RICHES | 6/7/21 |  |  | 17 | 70.58\% | 5,639 | 3,750 | 16,110 | 259 | \$560,205.00 | \$561,275.00 | \$664,120.00 | \$695,120.00 |
|  | 2332 | \$5 | 19,670,175 | SUPER CROSSWORD | 2/8/21 |  |  | 34 | 73.35\% | 16,686 | 8,086 | 38,093 | 24 | \$2,119,035.00 | \$2,038,475.00 | \$2,109,415.00 | \$2,090,085.00 |
|  | 2249 | \$5 | 54,041,700 | SUPER LOTERIA | 11/2/20 |  |  | 48 | 84.98\% | 29,022 | 13,221 | 50,504 | 53 | \$4,743,035.00 | \$4,531,585.00 | \$4,632,685.00 | \$4,556,260.00 |
|  | 2295 | \$5 | 7,196,175 | TEXAS RED WHITE \& BLUE | 6/21/21 |  |  | 15 | 56.54\% | 6,652 | 3,924 | 27,697 | 205 | \$523,140.00 | \$573,750.00 | \$636,930.00 | \$730,085.00 |
|  | 2309 | \$10 | 15,693,550 | \$100 MILLION CASH PAYOUT | 6/7/21 |  |  | 17 | 46.56\% | 17,806 | 7,583 | 135,291 | 43 | \$2,644,060.00 | \$2,479,510.00 | \$2,672,670.00 | \$3,157,290.00 |
|  | 2248 | \$10 | 21,021,400 | \$250,000 50X CASHWORD | 1/18/21 |  |  | 37 | 78.57\% | 22,998 | 8,703 | 49,785 | 43 | \$3,816,870.00 | \$3,609,460.00 | \$3,748,650.00 | \$3,754,960.00 |
|  | 2346 | \$10 | 13,460,600 | \$500,000 EXTREME LUCK | 4/5/21 |  |  | 26 | 47.35\% | 7,170 | 3,285 | 128,119 | 78 | \$1,003,000.00 | \$932,530.00 | \$992,910.00 | \$1,098,750.00 |
|  | 2335 | \$10 | 12,021,150 | \$50 OR \$100! | 12/7/20 |  |  | 43 | 77.66\% | 7,147 | 3,172 | 39,950 | 62 | \$964,720.00 | \$943,070.00 | \$998,730.00 | \$1,052,670.00 |
|  | 2347 | \$10 | 11,256,950 | 777 | 4/19/21 |  |  | 24 | 66.94\% | 8,166 | 4,495 | 58,261 | 32 | \$1,232,240.00 | \$1,209,090.00 | \$1,303,790.00 | \$1,457,670.00 |
|  | 2258 | \$10 | 39,197,450 | MEGA LOTERIA | 3/15/21 |  |  | 29 | 57.96\% | 41,593 | 12,186 | 257,168 | 60 | \$7,871,800.00 | \$7,570,340.00 | \$7,626,620.00 | \$7,627,440.00 |
|  | 2303 | \$10 | 10,887,100 | RUBY RED 7 S | 5/3/21 |  |  | 22 | 72.22\% | 17,678 | 8,345 | 28,291 | 59 | \$2,297,100.00 | \$2,179,010.00 | \$2,304,600.00 | \$2,530,810.00 |
|  | 2292 | \$10 | 10,252,350 | WILD \$10 | 3/1/21 |  |  | 31 | 65.29\% | 4,873 | 2,742 | 61,195 | 130 | \$528,780.00 | \$512,670.00 | \$587,070.00 | \$663,530.00 |
|  | 2203 | \$20 | 8,559,050 | \$1,000,000 EXTREME CASH | 6/7/21 |  |  | 17 | 40.31\% | 22,837 | 7,827 | 166,084 | 68 | \$2,645,060.00 | \$2,571,160.00 | \$2,734,060.00 | \$3,163,540.00 |
|  | 2255 | \$20 | 9,050,125 | \$1,000,000 EXTREME CASH | 9/8/20 |  |  | 56 | 88.72\% | 13,358 | 5,387 | 16,527 | 89 | \$1,588,540.00 | \$1,533,320.00 | \$1,728,320.00 | \$1,781,760.00 |
|  | 2282 | \$20 | 9,107,850 | 200X THE CASH | 1/4/21 |  |  | 39 | 87.83\% | 9,620 | 3,793 | 26,392 | 70 | \$1,653,280.00 | \$1,560,460.00 | \$1,650,000.00 | \$1,816,440.00 |
|  | 2304 | \$20 | 8,984,625 | DIAMOND WHITE 7S | 5/3/21 |  |  | 22 | 53.07\% | 22,983 | 8,673 | 129,841 | 34 | \$2,879,420.00 | \$2,852,700.00 | \$2,852,740.00 | \$3,156,960.00 |
|  | 1838 | \$20 | 34,728,300 | INSTANT MILLIONAIRE | 5/15/17 |  |  | 229 | 80.26\% | 15,259 | 6,232 | 245,217 | 57 | \$1,993,260.00 | \$2,030,540.00 | \$2,183,980.00 | \$2,231,920.00 |
|  | 2343 | \$20 | 25,454,075 | MILLION DOLLAR LOTERIA | 6/18/21 |  |  | 15 | 22.08\% | 43,830 | 10,760 | 721,305 | 58 | \$7,942,920.00 | \$7,525,880.00 | \$7,690,060.00 | \$7,774,660.00 |
|  | 2209 | \$30 | 12,028,825 | \$250 MILLION CASH PARTY | 3/16/20 |  |  | 81 | 70.13\% | 10,900 | 5,240 | 123,196 | 56 | \$1,727,130.00 | \$1,727,940.00 | \$2,023,830.00 | \$1,950,720.00 |
|  | 2053 | \$30 | 34,080,725 | \$750 MILLION WINNER'S CIRCLE | 3/19/18 |  |  | 185 | 56.54\% | 11,713 | 5,163 | 569,813 | 52 | \$2,399,340.00 | \$2,415,240.00 | \$2,396,010.00 | \$2,314,740.00 |
|  | 2293 | \$30 | 9,177,650 | CASH CELEBRATION! | 4/5/21 |  |  | 26 | 43.93\% | 16,571 | 7,424 | 175,622 | 45 | \$3,358,650.00 | \$3,385,980.00 | \$3,756,390.00 | \$3,674,490.00 |
|  | 2338 | \$50 | 5,118,680 | 500X LOTERIA SPECTACULAR | 3/15/21 |  |  | 29 | 78.65\% | 26,908 | 7,612 | 12,429 | 44 | \$6,431,050.00 | \$6,914,100.00 | \$8,252,500.00 | \$8,003,800.00 |
|  | 2312 | \$50 | 6,731,160 | millionaire club | 4/19/21 |  |  | 24 | 61.52\% | 27,374 | 7,348 | 86,349 | 65 | \$6,862,950.00 | \$7,618,500.00 | \$9,510,800.00 | \$9,148,550.00 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Sold/Closing | 2277 | \$1 | 29,734,500 | 10X THE CASH | 1/4/21 |  |  | 39 | 94.30\% | 4,488 | 3,828 | 261 | 317 | \$279,126.00 | \$309,029.00 | \$356,199.00 | \$396,878.00 |
|  | 2160 | \$1 | 30,596,400 | WEEKLY HALF GRAND | 12/7/20 | 10/3/21 | 11/17/21 | 43 | 73.68\% | 2,423 | 3,153 | 40,874 | 544 | \$224,084.00 | \$254,628.00 | \$276,546.00 | \$302,774.00 |
|  | 2299 | \$2 | 9,010,375 | LUCKY DOG | 3/15/21 | 10/3/21 | 11/17/21 | 29 | 93.13\% | 709 | 538 | 352 | 1,255 | \$76,566.00 | \$92,042.00 | \$97,624.00 | \$125,810.00 |
|  | 2339 | \$2 | 9,169,750 | MUCHO DINERO | 4/19/21 | 10/3/21 | 11/17/21 | 24 | 73.19\% | 1,543 | 1,523 | 11,519 | 932 | \$196,456.00 | \$233,590.00 | \$271,534.00 | \$277,088.00 |
|  | 2163 | \$3 | 41,105,925 | TEXAS LOTERIA | 4/6/20 |  |  | 78 | 93.81\% | 13,914 | 10,078 | 3,473 | 36 | \$1,363,770.00 | \$1,361,757.00 | \$1,418,817.00 | \$1,381,263.00 |
|  | 2334 | \$5 | 10,266,675 | \$50,000 POKER | 3/15/21 | 10/31/21 | 12/15/21 | 29 | 83.04\% | 2,602 | 1,674 | 16,685 | 78 | \$367,520.00 | \$367,250.00 | \$387,655.00 | \$396,660.00 |
|  | 2289 | \$5 | 6,021,225 | 50X SPEEDWAY RICHES | 4/5/21 | 10/3/21 | 11/17/21 | 26 | 89.36\% | 1,121 | 639 | 1,033 | 2,591 | \$107,005.00 | \$128,105.00 | \$151,190.00 | \$178,700.00 |
|  | 2280 | \$5 | 22,744,950 | 50X THE CASH | 1/4/21 |  |  | 39 | 94.15\% | 7,462 | 5,656 | 389 | 140 | \$1,669,185.00 | \$1,624,660.00 | \$1,683,095.00 | \$1,773,815.00 |
|  | 2291 | \$5 | 12,237,675 | WILLY WONKA GOLDEN TICKET | 3/1/21 | 10/3/21 | 11/17/21 | 31 | 71.07\% | 958 | 756 | 41,518 | 895 | \$162,110.00 | \$180,295.00 | \$215,480.00 | \$249,385.00 |

## Liability for 2280 / for Life to Date

| Product Status: SmartCash Enabled: $\quad$ Validation Range: 12/11/2020-12/31/2037 |  |  |
| :---: | :---: | :---: |
| Active |  |  |
| Outstanding Prizes |  |  |


| Tier |  | 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 | 252489 | \$1,262,445.00 | 2173669 | \$10,868,345.00 | 89.59\% | 20377894 |
| 2 | 2 | N/A | \$10.00 | 32683 | \$326,830.00 | 321334 | \$3,213,340.00 | 90.77\% | 20645126 |
| 3 | 3 | N/A | \$10.00 | 98156 | \$981,560.00 | 1317139 | \$13,171,390.00 | 93.06\% | 21167502 |
| 4 | 4 | N/A | \$15.00 | 19668 | \$295,020.00 | 283525 | \$4,252,875.00 | 93.51\% | 21269494 |
| 5 | 5 | N/A | \$20.00 | 12850 | \$257,000.00 | 189281 | \$3,785,620.00 | 93.64\% | 21298993 |
| 6 | 6 | N/A | \$20.00 | 8611 | \$172,220.00 | 92387 | \$1,847,740.00 | 91.47\% | 20805735 |
| 7 | 0 | N/A | \$25.00 | 11708 | \$292,700.00 | 177872 | \$4,446,800.00 | 93.82\% | 21340277 |
| 8 | 0 | N/A | \$25.00 | 14408 | \$360,200.00 | 250960 | \$6,274,000.00 | 94.57\% | 21510026 |
| 9 | 0 | N/A | \$50.00 | 3706 | \$185,300.00 | 72102 | \$3,605,100.00 | 95.11\% | 21633025 |
| 10 | 0 | N/A | \$50.00 | 5174 | \$258,700.00 | 100978 | \$5,048,900.00 | 95.13\% | 21636328 |
| 11 | 0 | N/A | \$50.00 | 6151 | \$307,550.00 | 69625 | \$3,481,250.00 | 91.88\% | 20898663 |
| 12 | 0 | N/A | \$100.00 | 292 | \$29,200.00 | 3520 | \$352,000.00 | 92.34\% | 21002682 |
| 13 | 0 | N/A | \$100.00 | 559 | \$55,900.00 | 8946 | \$894,600.00 | 94.12\% | 21407293 |
| 14 | 0 | N/A | \$100.00 | 494 | \$49,400.00 | 8964 | \$896,400.00 | 94.78\% | 21556960 |
| 15 | 0 | N/A | \$100.00 | 2429 | \$242,900.00 | 35529 | \$3,552,900.00 | 93.60\% | 21289460 |
| 16 | 0 | N/A | \$200.00 | 79 | \$15,800.00 | 871 | \$174,200.00 | 91.68\% | 20853527 |
| 17 | 0 | N/A | \$200.00 | 532 | \$106,400.00 | 8029 | \$1,605,800.00 | 93.79\% | 21331527 |
| 18 | 0 | N/A | \$200.00 | 67 | \$13,400.00 | 1197 | \$239,400.00 | 94.70\% | 21539323 |
| 19 | 0 | N/A | \$500.00 | 69 | \$34,500.00 | 884 | \$442,000.00 | 92.76\% | 21098148 |
| 20 | 0 | N/A | \$500.00 | 31 | \$15,500.00 | 475 | \$237,500.00 | 93.87\% | 21351484 |
| 21 | 0 | N/A | \$500.00 | 38 | \$19,000.00 | 402 | \$201,000.00 | 91.36\% | 20780613 |
| 22 | 0 | N/A | \$5,000.00 | 2 | \$10,000.00 | 8 | \$40,000.00 | 80.00\% | 18195961 |
| 23 | 0 | N/A | \$5,000.00 | 0 | \$0.00 | 5 | \$25,000.00 | 100.00\% | 22744951 |
| 24 | 0 | N/A | \$200,000.00 | 1 | \$200,000.00 | 8 | \$1,600,000.00 | 88.89\% | 20217734 |
|  |  |  | Totals: | 470197 | \$5,491,525.00 | 5,117,710 | \$70,256,160.00 |  |  |

## DocuSign Envelope ID: 3C9A4CCC-62DD-401C-9E20-55825496F3F5



| Game Name | Trip Prize | Total Trip Prize (including withholding taxes) | \# Second-Chance Drawings | Winners Per Drawing |
| :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} 10 \mathrm{X}^{\boxed{ }} \text { the Cash } \\ (\$ 1.00) \end{gathered}$ | $\begin{gathered} \text { Twenty-Five (25) } \\ \text { @ \$18,522.00 } \\ \text { each } \end{gathered}$ | $\begin{gathered} \text { Twenty-Five (25)@ } \\ \$ 24,370.74 \text { each } \end{gathered}$ | 5 | 5 |
| 30X the Cash Crossword (\$3.00) | Forty-five (45) @ <br> \$18,522.00 each | Forty-five (45) @ \$24,370.10 each | 5 | 9 |
| $\begin{aligned} & \text { 50X the Cash } \\ & (\$ 5.00) \end{aligned}$ | $\begin{aligned} & \text { Seventy (70)@ } \\ & \$ 18,522.00 \text { each } \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { Seventy (70)@ } \\ & \$ 24,369.47 \text { each } \\ & \hline \end{aligned}$ | 5 | 14 |
| $\begin{aligned} & \text { 100X the Cash } \\ & (\$ 10.00) \end{aligned}$ | $\begin{aligned} & \text { Eighty (80)@ } \\ & \$ 18,522.00 \text { each } \end{aligned}$ | $\begin{aligned} & \hline \text { Eighty (80) @ } \\ & \$ 24,367.89 \text { each } \end{aligned}$ | 5 | 16 |
| $\begin{aligned} & \text { 200X the Cash } \\ & (\$ 20.00) \end{aligned}$ | Two hundred eighty (280) @ \$18,522.00 each | Two hundred eighty (280) @ \$24,364.74 each | 5 | 56 |

Total Allocation of twelve million one hundred eighty-three thousand three hundred forty-four dollars and thirty cents $(\$ 12,183,344.30)$ (includes two million nine hundred twenty-two thousand three hundred forty-four dollars and thirty cents $(\$ 2,922,344.30)$ that will be used by the TLC for payment of withholding taxes).

## 3. TRIP PRIZE DRAWINGS

(a) The TLC shall conduct a total of five (5) promotional second-chance Drawings. The number of Trip Prize winners for each Drawing by game price point is shown in the chart in Section 2 above. The TLC shall determine the dates and times for each Drawing and PBL shall publicize the dates and times on the Promotion microsite.
(b) The Texas Lottery website/Luck Zone and the Luck Zone feature of the Texas Lottery App are the only permissible methods of entry into the Drawings. Entries sent via any other method will not be eligible to enter any Drawings. The number of entries the player receives per non-winning Eligible Game ticket entered is determined by the price point. A $\$ 1$ non-winning Eligible Game ticket receives one (1) entry, a \$3 non-winning Eligible Game ticket receives three (3) entries, a $\$ 5$ non-winning Eligible Game ticket receives five (5) entries, a $\$ 10$ non-winning Eligible Game ticket receives ten (10) entries, and a \$20 non-winning Eligible Game ticket receives twenty (20) entries. All entries must be submitted from a location within the state of Texas. Entrants must provide a valid Texas address. Entrants must be 18 years of age or older to enter the Drawings. Entries received after the deadline for the final Drawing will not be eligible for any Drawing prize.
(c) After a winning entry is drawn and all related validation procedures by the TLC are complete, the TLC will notify PBL and title to the awarded Trip Prize shall

## Interoffice Memo

## Payment Approval (VIA EMAIL)

December 16, 2020

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

Vendor Name
P.O. Number (if applicable)

Tx Game Name

Pollard
362-21-9010RL003
Game \#2280 50X The Cash

| Invoice Number: | Invoice Amount: |
| :---: | :---: |
| $\$ 1,825,951.07$ |  |

LESS SANCTIONS LETTER DATED 12/16/20
-\$200.00

## Total Amount

\$1,825,751.07

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.

| Approved Signature | Date |
| :---: | :---: |
| Approved Signature |  |
| Approved Signature | Date |
| Date |  |

140 Otter Street Winnipeg, Manitoba Canada R3T OM8 Phone: (204) 474-2323
Fax: (204) 453-1375

## INVOICE NO.: 8518753

| Sold To: Texas Lottery Commission P.O. Box 16630 Austin, TX 78761-6630 United States |  | Ship To: | Texas Lottery P.O. Box 1 Austin, TX United Stat |  |
| :---: | :---: | :---: | :---: | :---: |
| Terms: Net 30 days after date of invoice |  | Due Date: January 13, 2021 |  |  |
| Invoice Date | Order No. |  | Your Order | Customer No. |
| December 14, 2020 | 1080096 |  |  | 5008 |

Order name: 50X THE CASH \#2280
PO Number:

| Product Description | Quantity | Unit Price | Amount |  |
| :--- | ---: | ---: | ---: | ---: |
| Ticket Size $4 \times 8$ | $22,744,950$ | 20.65 | $/ \mathrm{M}$ | $469,683.22$ |
| Holographic Scratch FX® | $22,744,950$ | 48.00 | $/ \mathrm{M}$ | $1,091,757.60$ |
| Four colour process / Spectrum base graphics | $22,744,950$ | 8.00 | $/ \mathrm{M}$ | $181,959.60$ |
| Fluorescent / Neon Ink Base | $22,744,950$ | 2.13 | $/ \mathrm{M}$ | $48,446.74$ |
| Holographic Scratch FX® | 1 | $5,000.00$ | Ea | $5,000.00$ |
| Inserts | 1 | $29,103.91$ | Ea | $29,103.91$ |

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

| Before Taxes: | $1,825,951.07$ USD |
| ---: | :---: |
| Freight: | 0.00 |
| Deposit: | 0.00 |
| Amount Due: | $1,825,951.07$ USD |

## Banking Instructions:

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

Delivery:
Tax ID/Contract Number:
GST Registration Number:

Prepaid
NA
819251463

Closing Scratch Ticket Game Analysis
2/24/19-2/27/21
Average Number of Weeks for 85\% Average Sell Through


Average Weekly Dollar Sales at 85\% Average Sell Through


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

