

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

6/28/2021

Game #	2286	Confirmed Packs	5,161
Game Name	Money Money Money	Active Packs	3,493
Quantity Printed	9,173,475	Warehouse Packs	22,777
Price Point	\$5	Returned Packs	162
Start Date	2/1/2021	Printed Payout Percentage	67.97%
Top Prize	\$ 100,000	Percent Sold	73.04%
Number of Top Prizes Remaining	3	Number of Weeks Out	21

Current Game Sales AnalysisTANGIBLE COSTS**Expenditure Impact:**

Cost to print tickets	\$ 702,573	Actual ticket production costs
Prize payout expense	\$ 22,044,840	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs **\$ 22,747,413**

TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 33,501,531	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits **\$ 33,501,531**

Excess of Revenue over Expended **\$ 10,754,118**

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	\$	545,510
Next week	\$	612,540
Next week	\$	722,595
Avg Weekly Sales Current Game	\$	626,882
Avg Weekly Sales \$5; 5M - 9.99M Qty	\$	1,946,842
Percentage Of Variance In Sales		68%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2286	Printed Payout Percentage	67.97%
Game Name	Money Money Money	Actual Payout Percentage	65.80%
Percent Sold	73.04%	Number of Weeks Out	21
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			17

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):



6/29/2021

Scratch Ticket Strategy Coordinator Date



6/29/2021

Products Manager Date

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



7/2/2021

Lottery Operations Division Director Date



Kathy Pyra

7/5/2021

Controller Date



7/5/2021

Executive Director Date



Play the Games of Texas!

Da Vinci Report

6/28/21

Week End Date:6/26/21

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														6/26/21	6/19/21	6/12/21	6/5/21
Mature	2334	\$5	10,266,675	\$50,000 POKER	3/15/21			15	67.24%	8,820	5,116	29,029	87	\$1,126,855.00	\$1,220,865.00	\$1,422,515.00	\$1,697,220.00
	2280	\$5	22,744,950	50X THE CASH	1/4/21			25	69.88%	17,323	8,832	61,899	36	\$2,157,135.00	\$2,181,470.00	\$2,311,120.00	\$2,588,150.00
	2250	\$5	22,721,550	BINGO TIMES 20	11/23/20			31	41.06%	14,201	8,874	153,037	9	\$1,463,650.00	\$1,486,425.00	\$1,533,595.00	\$1,654,275.00
	2247	\$5	18,355,500	BONUS BREAK THE BANK	12/28/20			26	34.12%	15,605	9,499	133,928	10	\$1,441,550.00	\$1,427,225.00	\$1,485,290.00	\$1,570,030.00
	2286	\$5	9,173,475	MONEY MONEY MONEY	2/1/21			21	73.04%	5,161	3,493	22,777	162	\$545,510.00	\$612,540.00	\$722,595.00	\$861,970.00
	2332	\$5	19,670,175	SUPER CROSSWORD	2/8/21			20	42.92%	18,568	8,834	119,240	15	\$2,225,760.00	\$2,272,835.00	\$2,377,100.00	\$2,472,790.00
	2249	\$5	54,041,700	SUPER LOTERIA	11/2/20			34	60.41%	30,176	14,104	234,286	13	\$4,944,370.00	\$4,981,065.00	\$5,083,790.00	\$5,354,595.00
	2291	\$5	12,237,675	WILLY WONKA GOLDEN TICKET	3/1/21			17	62.06%	9,360	5,814	44,779	156	\$831,465.00	\$976,550.00	\$1,056,005.00	\$1,282,020.00
	2248	\$10	21,021,400	\$250,000 50X CASHWORD	1/18/21			23	52.56%	27,611	8,887	158,871	24	\$3,937,220.00	\$3,932,560.00	\$4,029,970.00	\$4,445,120.00
	2335	\$10	12,021,150	\$50 OR \$100!	12/7/20			29	64.74%	9,791	3,587	68,683	419	\$1,045,860.00	\$1,027,260.00	\$1,070,250.00	\$1,217,980.00
	2281	\$10	17,131,100	100X THE CASH	1/4/21			25	76.59%	25,976	8,323	42,320	15	\$3,125,090.00	\$3,016,270.00	\$3,261,060.00	\$3,852,350.00
	2284	\$10	5,907,900	JUMBO BUCKS 300X	2/15/21			19	70.06%	16,132	8,145	7,426	185	\$1,493,600.00	\$1,467,150.00	\$1,530,960.00	\$1,645,560.00
	2320	\$10	10,137,050	LIMITED EDITION	2/1/21			21	51.72%	8,504	3,717	83,730	47	\$852,460.00	\$903,310.00	\$1,035,560.00	\$1,345,670.00
	2258	\$10	39,197,450	MEGA LOTERIA	3/15/21			15	29.58%	44,610	12,266	487,953	15	\$7,952,290.00	\$7,746,390.00	\$7,892,390.00	\$8,635,030.00
	2292	\$10	10,252,350	WILD \$10	3/1/21			17	53.69%	12,359	5,697	74,567	184	\$1,256,500.00	\$1,329,180.00	\$1,489,510.00	\$1,856,260.00
	2287	\$20	8,996,025	\$1,000,000 CROSSWORD	2/1/21			21	59.58%	29,431	8,568	102,973	31	\$4,250,440.00	\$4,175,440.00	\$4,349,700.00	\$4,814,240.00
	2255	\$20	9,050,125	\$1,000,000 EXTREME CASH	9/8/20			42	74.42%	17,710	6,526	65,187	40	\$1,960,740.00	\$1,813,880.00	\$1,976,900.00	\$2,314,420.00
	2282	\$20	9,107,850	200X THE CASH	1/4/21			25	70.95%	19,313	6,225	77,039	42	\$2,539,880.00	\$2,482,840.00	\$2,861,560.00	\$3,636,060.00
	1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			215	75.46%	19,127	7,270	310,017	204	\$2,431,140.00	\$2,401,860.00	\$2,474,340.00	\$2,594,240.00
	2040	\$20	7,214,300	MAD MONEY MULTIPLIER	10/19/20			36	59.64%	7,998	3,118	103,599	86	\$741,900.00	\$802,240.00	\$897,520.00	\$1,089,640.00
	2209	\$30	12,028,825	\$250 MILLION CASH PARTY	3/16/20			67	62.67%	12,439	5,620	158,460	403	\$1,889,460.00	\$1,911,000.00	\$1,854,150.00	\$2,126,970.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			171	53.16%	11,995	5,308	617,883	39	\$2,562,360.00	\$2,600,730.00	\$2,688,210.00	\$2,779,290.00
	2337	\$50	6,074,900	\$5 MILLION FORTUNE	1/18/21			23	58.25%	17,014	6,653	99,595	66	\$5,860,900.00	\$5,828,250.00	\$5,785,050.00	\$6,250,200.00
	2274	\$50	5,139,100	500X LOTERIA SPECTACULAR	10/5/20			38	88.62%	9,277	2,857	14,731	208	\$2,121,050.00	\$2,172,350.00	\$2,125,100.00	\$2,277,350.00
	2338	\$50	5,118,680	500X LOTERIA SPECTACULAR	3/15/21			15	39.58%	23,800	7,122	120,152	20	\$6,129,400.00	\$6,056,050.00	\$6,020,100.00	\$6,354,050.00
Sold/Closing	2290	\$1	10,869,000	INNER WINNER CHICKEN DINNER	3/1/21			17	92.29%	2,116	1,782	287	268	\$88,148.00	\$122,487.00	\$160,923.00	\$212,662.00
	2283	\$2	7,217,625	NEON 7S	2/15/21	6/21/21	8/5/21	19	90.92%	1,199	937	268	652	\$94,120.00	\$140,850.00	\$165,822.00	\$227,386.00
	2225	\$2	7,337,875	TRIPLE 333S	1/18/21	6/6/21	7/21/21	23	95.55%	69	36	270	896	\$2,000.00	\$12,972.00	\$27,850.00	\$46,474.00
	2147	\$5	7,260,150	\$100 GRAND	12/7/20	6/6/21	7/21/21	29	85.34%	258	319	7,413	1,376	\$40,025.00	\$104,760.00	\$183,055.00	\$265,305.00
	2276	\$5	9,101,400	CASH MONEY	12/21/20	7/4/21	8/18/21	27	85.54%	2,022	2,164	8,750	726	\$348,825.00	\$395,505.00	\$457,155.00	\$562,390.00
	2205	\$5	7,332,000	INSTANT JACKPOT	2/15/21	5/25/21	7/9/21	19	83.09%	518	216	3,222	342	\$67,515.00	\$195,075.00	\$353,775.00	\$696,450.00
	2260	\$5	9,129,300	LADY LUCK 7	10/5/20	6/6/21	7/21/21	38	97.60%	45	65	817	499	\$18,745.00	\$46,810.00	\$82,360.00	\$123,520.00

Liability for 2286 / for Life to Date**Product Status:**
Active**SmartCash Enabled:**
N/A**Validation Range:** 08/25/2020 - 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	293126	\$1,465,630.00	644784	\$3,223,920.00	68.75%	6306479
2	2	N/A	\$10.00	129700	\$1,297,000.00	298441	\$2,984,410.00	69.71%	6394484
3	3	N/A	\$10.00	122938	\$1,229,380.00	305101	\$3,051,010.00	71.28%	6538741
4	4	N/A	\$20.00	16747	\$334,940.00	44319	\$886,380.00	72.58%	6657702
5	5	N/A	\$20.00	40232	\$804,640.00	102536	\$2,050,720.00	71.82%	6588391
6	6	N/A	\$20.00	18055	\$361,100.00	43095	\$861,900.00	70.47%	6464937
7	0	N/A	\$50.00	7519	\$375,950.00	19955	\$997,750.00	72.63%	6662906
8	0	N/A	\$50.00	25411	\$1,270,550.00	66265	\$3,313,250.00	72.28%	6630746
9	0	N/A	\$50.00	6902	\$345,100.00	18630	\$931,500.00	72.97%	6693633
10	0	N/A	\$50.00	3016	\$150,800.00	7187	\$359,350.00	70.44%	6461801
11	0	N/A	\$100.00	561	\$56,100.00	1359	\$135,900.00	70.78%	6493100
12	0	N/A	\$100.00	2855	\$285,500.00	7337	\$733,700.00	71.99%	6603785
13	0	N/A	\$100.00	2364	\$236,400.00	6330	\$633,000.00	72.81%	6679100
14	0	N/A	\$100.00	1078	\$107,800.00	2868	\$286,800.00	72.68%	6667391
15	0	N/A	\$250.00	77	\$19,250.00	181	\$45,250.00	70.16%	6435654
16	0	N/A	\$250.00	614	\$153,500.00	1553	\$388,250.00	71.67%	6574253
17	0	N/A	\$250.00	265	\$66,250.00	631	\$157,750.00	70.42%	6460337
18	0	N/A	\$500.00	309	\$154,500.00	847	\$423,500.00	73.27%	6721395
19	0	N/A	\$500.00	39	\$19,500.00	84	\$42,000.00	68.29%	6264812
20	0	N/A	\$500.00	165	\$82,500.00	405	\$202,500.00	71.05%	6517995
21	0	N/A	\$1,000.00	11	\$11,000.00	20	\$20,000.00	64.52%	5918370
22	0	N/A	\$1,000.00	3	\$3,000.00	8	\$8,000.00	72.73%	6671618
23	0	N/A	\$1,000.00	1	\$1,000.00	8	\$8,000.00	88.89%	8154199
24	0	N/A	\$100,000.00	3	\$300,000.00	3	\$300,000.00	50.00%	4586737
Totals:				671991	\$9,131,390.00	1,571,947	\$22,044,840.00		

NO. OF TICKETS (+/-2%):

9,173,475

Minimum Quantity:

8,820,000

NO. POOLS:

25.48

Maximum Quantity:

9,180,000

PACK SIZE:

75

PACKS/POOL:

4,800

PACKS/GAME:

122,313

TEXAS LOTTERY COMMISSION

"MONEY MONEY MONEY" - GAME NO. 2286

PRIZE STRUCTURE

30-Apr-20

VERSION A

9,173,475

\$5 TICKETS

\$45,867,375

REVENUE

PRIZE FUND

\$31,176,230

PAYOUT %

67.97%

PRIZE TIER	PRIZE CODE	TIER CODE	GET:	# OF WAYS TO WIN:	WIN:	ODDS OF 1 IN:	WINNERS IN 25.48 POOLS	WINNERS IN 75 (PER PACK*)	WINNERS IN 360,000 (Per Pool)	PRIZE COST	PERCENT OF PRIZE FUND **	VALIDATION TIER LEVELS
1	1	L	\$5	1	\$5	9.78	937,910	7.6681	36,807	\$4,689,550	15.04%	LOW-TIER 59.50%
2	2	L	\$10	1	\$10	21.43	428,141	3.5004	16,802	\$4,281,410	13.73%	
3	3	L	\$5 "2X"	1	\$10	21.43	428,039	3.4995	16,798	\$4,280,390	13.73%	
4	4	L	\$5 x 4	4	\$20	150.22	61,066	0.4993	2,396	\$1,221,320	3.92%	
5	5	L	\$10 "2X"	1	\$20	64.25	142,768	1.1672	5,603	\$2,855,360	9.16%	
6	6	L	\$20	1	\$20	150.02	61,150	0.4999	2,400	\$1,223,000	3.92%	
7	0	M	\$5 "2X" + \$20 "2X"	2	\$50	333.90	27,474	0.22	1,078	\$1,373,700	4.41%	MID-TIER 38.41%
8	0	M	\$10 "5X"	1	\$50	100.06	91,676	0.75	3,600	\$4,583,800	14.70%	
9	0	M	\$5 x 10	10	\$50	359.29	25,532	0.21	1,000	\$1,276,600	4.09%	
10	0	M	\$50	1	\$50	899.10	10,203	0.08	400	\$510,150	1.64%	
11	0	M	\$100	1	\$100	4,777.85	1,920	0.02	75	\$192,000	0.62%	
12	0	M	\$20 "5X"	1	\$100	900.07	10,192	0.08	400	\$1,019,200	3.27%	
13	0	M	\$5 x 10 + \$10 "5X"	11	\$100	1,055.15	8,694	0.07	340	\$869,400	2.79%	
14	0	M	\$10 x 10	10	\$100	2,324.75	3,946	0.03	155	\$394,600	1.27%	
15	0	M	\$250	1	\$250	35,556.10	258	0.00	10	\$64,500	0.21%	
16	0	M	\$10 "5X" + \$20 x 10	11	\$250	4,233.26	2,167	0.02	85	\$541,750	1.74%	
17	0	M	\$50 "5X"	1	\$250	10,238.25	896	0.01	35	\$224,000	0.72%	
18	0	M	\$5 x 10 + \$50 "5X" + \$100 "2X"	12	\$500	7,935.53	1,156	0.01	45	\$578,000	1.85%	
19	0	M	\$500	1	\$500	74,581.10	123	0.00	5	\$61,500	0.20%	
20	0	M	\$50 x 2 + \$100 x 4	6	\$500	16,093.82	570	0.00	22	\$285,000	0.91%	
21	0	H	\$50 x 20	20	\$1,000	295,918.55	31	0.00	1.22	\$31,000	0.10%	HIGH-TIER 2.09%
22	0	H	\$10 "5X" + \$50 x 11 + \$100 x 4	16	\$1,000	833,952.27	11	0.00	0.43	\$11,000	0.04%	
23	0	H	\$1,000	1	\$1,000	1,019,275.00	9	0.00	0.35	\$9,000	0.03%	
24	0	H	\$100,000	1	\$100,000	1,528,912.50	6 ***	0.00	0.235461	\$600,000	1.92%	
						4.09	2,243,938	18.35	88,057.67	\$ 31,176,230	100.00%	100.00%
						4.0881						

Note: "2X" = win DOUBLE the prize by revealing a "2X" Play Symbol.
Note: "5X" = win 5 TIMES the prize by revealing a "5X" Play Symbol.

Consolidated odds are 1 in:	\$5	9.78	937,910
	\$10	10.71	856,180
	\$20	34.62	264,984
	\$50	59.23	154,885
	\$100	370.62	24,752
	\$250	2,762.26	3,321
	\$500	4,961.32	1,849
	\$1,000	179,872.06	51
	\$100,000	1,528,912.50	6
			2,243,938

* Each of the following GLEPS will be used in approximately 16.67% of each pack of 75 tickets.
** Numbers are rounded.
*** This Number of prizes is guaranteed delivery to the Lottery.

Callout:	Not applicable for this game.
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INTEROFFICE MEMO

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

Payment Approval (VIA EMAIL)

August 27, 2020

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

Vendor Name	Pollard Banknote Limited
Invoice Number	8516971
Invoice Amount:	\$702,573.03
Tx Game Name:	Game #2286 Money Money Money
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

September 6, 2020



140 Otter Street
Winnipeg, Manitoba
Canada R3T 0M8
Phone: (204) 474-2323
Fax: (204) 453-1375

INVOICE NO.: 8516971

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: September 26, 2020

Invoice Date	Order No.	Your Order	Customer No.
August 27, 2020	1102472		5008

Order name: MONEY MONEY MONEY #2286

PO Number:

Product Description	Quantity	Unit Price	Amount
Ticket Size 4 x 8	9,173,475	21.96 /M	201,449.51
Fluorescent / Neon ink	9,173,475	4.26 /M	39,079.00
Holographic Scratch FX®	9,173,475	48.00 /M	440,326.80
Holographic Scratch FX®	1	5,000.00 Ea	5,000.00
Inserts	1	16,717.72 Ea	16,717.72

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

Before Taxes:	702,573.03 USD
Freight:	0.00
Deposit:	0.00
Amount Due:	702,573.03 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

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