

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

4/25/2022

Game #	2296	Confirmed Packs	1,500
Game Name	Lady Luck	Active Packs	1,745
Quantity Printed	10,217,250	Warehouse Packs	205
Price Point	\$1	Returned Packs	871
Start Date	11/1/2021	Printed Payout Percentage	60.02%
Top Prize	\$ 1,000	Percent Sold	90.50%
Number of Top Prizes Remaining	7	Number of Weeks Out	25

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

Cost to print tickets	\$ 119,031	Actual ticket production costs
Prize payout expense	\$ 4,985,539	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs	\$ 5,104,570
-------------------------------	---------------------

TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 9,246,611	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 9,246,611	

Excess of Revenue over Expended	\$ 4,142,041
--	---------------------

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	\$	103,876
Next week	\$	124,007
Next week	\$	151,061
Avg Weekly Sales Current Game	\$	126,315
Avg Weekly Sales \$1; 10M-14.99M Qty	\$	646,883
Percentage Of Variance In Sales		80%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2296	Printed Payout Percentage	60.02%
Game Name	Lady Luck	Actual Payout Percentage	53.92%
Percent Sold	90.50%	Number of Weeks Out	25
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			15

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):



4/26/2022

Scratch Ticket Strategy Coordinator Date

4/27/2022

Products Manager Date

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

Not Required - >85% Sell Through

Lottery Operations Division Director Date

Not Required - >85% Sell Through

Controller Date

Not Required - >85% Sell Through

Executive Director Date



Play the Games of Texas!

Da Vinci Report

4/25/22

Week End Date:4/23/22

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														4/23/22	4/16/22	4/9/22	4/2/22
Mature	2368	\$5	7,217,700	JEOPARDY!	12/6/21			20	68.92%	3,983	3,055	17,465	1,454	\$362,115.00	\$409,325.00	\$449,465.00	\$536,105.00
	2374	\$5	27,786,375	POWER 50X	1/3/22			16	34.79%	16,407	9,943	212,206	16	\$1,964,485.00	\$1,974,970.00	\$2,114,950.00	\$2,352,355.00
	2342	\$5	59,686,425	SUPER LOTERIA	10/18/21			27	40.16%	27,108	14,257	426,312	28	\$5,353,160.00	\$5,313,755.00	\$5,280,975.00	\$5,663,350.00
	2309	\$10	15,693,550	\$100 MILLION CASH PAYOUT	6/7/21			46	71.64%	5,355	2,447	80,065	41	\$664,680.00	\$673,060.00	\$731,530.00	\$976,540.00
	2333	\$10	28,628,600	\$250,000 50X CASHWORD	12/20/21			18	22.25%	23,706	9,337	407,811	20	\$3,840,860.00	\$3,895,240.00	\$3,942,230.00	\$4,270,510.00
	2346	\$10	13,460,600	\$500,000 EXTREME LUCK	4/5/21			55	72.47%	10,608	5,453	55,776	30	\$1,437,720.00	\$1,455,840.00	\$1,534,580.00	\$1,723,450.00
	2353	\$10	14,299,500	\$500,000 JACKPOT	9/7/21			33	69.66%	15,581	7,731	60,755	38	\$1,705,460.00	\$1,735,400.00	\$1,882,360.00	\$2,140,650.00
	2348	\$10	11,152,000	\$50 OR \$100	12/6/21			20	51.15%	16,183	7,298	82,326	14	\$2,160,230.00	\$2,177,600.00	\$2,279,760.00	\$2,609,280.00
	2306	\$10	8,318,950	BREAK THE BANK SUPER TICKET	8/16/21			36	74.26%	9,540	6,290	24,779	34	\$1,139,950.00	\$1,170,210.00	\$1,182,780.00	\$1,293,600.00
	2375	\$10	22,860,600	POWER 100X	1/3/22			16	27.85%	21,366	9,886	295,649	23	\$2,726,400.00	\$2,686,870.00	\$2,973,310.00	\$3,445,070.00
	2336	\$10	15,610,600	POWER 10X	8/2/21			38	60.29%	6,446	3,032	113,193	43	\$695,370.00	\$720,330.00	\$806,390.00	\$1,001,280.00
	2345	\$20	9,157,250	\$1,000,000 CROSSWORD	10/4/21			29	72.64%	25,315	8,909	60,914	33	\$4,310,480.00	\$4,429,440.00	\$4,379,880.00	\$4,912,120.00
	2203	\$20	8,559,050	\$1,000,000 EXTREME CASH	6/7/21			46	69.24%	7,470	3,272	93,160	56	\$941,480.00	\$908,380.00	\$924,300.00	\$1,203,180.00
	2354	\$20	10,280,400	\$1,000,000 JACKPOT	9/7/21			33	52.42%	17,976	7,982	166,981	55	\$2,070,540.00	\$2,040,920.00	\$2,155,820.00	\$2,258,960.00
	2367	\$20	16,392,750	CASH SPECTACULAR	11/15/21			23	27.33%	14,174	5,982	454,441	32	\$2,090,060.00	\$2,140,580.00	\$2,222,520.00	\$2,562,360.00
	1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			258	88.49%	12,246	5,837	137,510	70	\$1,776,820.00	\$1,736,880.00	\$1,840,940.00	\$2,117,920.00
	2343	\$20	25,454,075	MILLION DOLLAR LOTERIA	6/18/21			44	65.72%	36,941	11,252	291,855	76	\$7,607,300.00	\$7,456,880.00	\$7,507,360.00	\$8,330,220.00
	2376	\$20	10,149,100	POWER 200X	1/3/22			16	36.31%	23,474	9,882	221,723	31	\$3,108,740.00	\$3,248,940.00	\$3,275,400.00	\$3,928,820.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			214	63.74%	12,911	6,055	471,784	45	\$2,614,920.00	\$2,690,010.00	\$2,769,060.00	\$3,097,230.00
	2293	\$30	9,177,650	CASH CELEBRATION!	4/5/21			55	76.88%	14,216	6,183	61,872	70	\$2,448,180.00	\$2,406,690.00	\$2,662,260.00	\$3,416,730.00
	2358	\$50	5,984,660	\$1,000,000 ULTIMATE	12/20/21			18	39.86%	20,818	7,654	148,375	19	\$5,012,000.00	\$5,046,450.00	\$5,116,600.00	\$5,899,250.00
	2344	\$50	10,279,600	500X LOTERIA SPECTACULAR	10/18/21			27	34.88%	23,636	7,875	298,929	33	\$6,989,800.00	\$6,717,250.00	\$6,706,700.00	\$7,614,550.00
	2340	\$50	6,606,400	CASINO MILLIONS	9/20/21			31	69.49%	18,146	6,908	72,618	39	\$4,749,650.00	\$4,742,350.00	\$4,718,500.00	\$5,580,550.00
Sold/Closing	2351	\$1	16,858,800	\$5,000 JACKPOT	9/7/21	5/8/22	6/22/22	33	91.53%	2,512	3,581	702	108	\$195,690.00	\$233,996.00	\$257,098.00	\$289,109.00
	2361	\$1	11,381,100	COZY CASH	11/1/21	5/8/22	6/22/22	25	89.05%	992	702	2,888	2,090	\$38,669.00	\$45,317.00	\$58,139.00	\$69,148.00
	2296	\$1	10,217,250	LADY LUCK	11/1/21			25	90.50%	1,500	1,745	205	871	\$103,876.00	\$124,007.00	\$151,061.00	\$192,739.00
	2365	\$2	7,235,875	BREAK THE SNOWBANK	11/15/21	5/8/22	6/22/22	23	83.86%	867	1,187	5,072	475	\$103,896.00	\$129,872.00	\$126,302.00	\$134,528.00
	2318	\$2	6,083,500	VETERANS CASH	10/18/21	4/3/22	5/18/22	27	60.40%	188	166	13,707	1,758	-\$22,896.00	\$26,092.00	\$44,886.00	\$86,950.00
	2234	\$3	35,950,250	\$50,000 BONUS CASHWORD	2/22/21			61	94.76%	6,573	5,889	643	46	\$1,134,825.00	\$1,412,970.00	\$1,469,028.00	\$1,574,037.00
	2319	\$5	9,169,050	\$500 FRENZY	11/15/21	5/8/22	6/22/22	23	80.95%	2,008	1,785	16,428	372	\$407,000.00	\$484,480.00	\$509,120.00	\$673,665.00
	2363	\$5	7,164,975	25 DAYS OF WINNING	11/1/21	4/3/22	5/18/22	25	91.87%	133	70	1,609	3,425	-\$43,895.00	-\$260.00	\$33,880.00	\$87,105.00
	2250	\$5	22,721,550	BINGO TIMES 20	11/23/20			74	92.64%	8,215	6,559	5,276	46	\$1,134,015.00	\$1,321,475.00	\$1,306,465.00	\$1,393,125.00

Liability for 2296 / for Life to Date**Product Status:**
Active**SmartCash Enabled:**
N/A**Validation Range:** 03/23/2021 - 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	\$1.00	246443	\$246,443.00	707161	\$707,161.00	74.16%	7576772
2	2	N/A	\$2.00	47099	\$94,198.00	157246	\$314,492.00	76.95%	7862300
3	3	N/A	\$2.00	153280	\$306,560.00	527873	\$1,055,746.00	77.50%	7918060
4	4	N/A	\$5.00	6444	\$32,220.00	27615	\$138,075.00	81.08%	8284135
5	5	N/A	\$5.00	6212	\$31,060.00	27820	\$139,100.00	81.75%	8352253
6	6	N/A	\$5.00	12506	\$62,530.00	55585	\$277,925.00	81.63%	8340688
7	7	N/A	\$10.00	2846	\$28,460.00	14205	\$142,050.00	83.31%	8511878
8	8	N/A	\$10.00	2617	\$26,170.00	14415	\$144,150.00	84.63%	8647349
9	9	N/A	\$10.00	5377	\$53,770.00	28682	\$286,820.00	84.21%	8604221
10	10	N/A	\$20.00	2551	\$51,020.00	14500	\$290,000.00	85.04%	8688647
11	11	N/A	\$20.00	2391	\$47,820.00	14614	\$292,280.00	85.94%	8780646
12	0	N/A	\$40.00	277	\$11,080.00	1842	\$73,680.00	86.93%	8881630
13	0	N/A	\$40.00	1604	\$64,160.00	11202	\$448,080.00	87.47%	8937500
14	0	N/A	\$40.00	1241	\$49,640.00	9417	\$376,680.00	88.36%	9027570
15	0	N/A	\$100.00	41	\$4,100.00	176	\$17,600.00	81.11%	8286801
16	0	N/A	\$100.00	78	\$7,800.00	784	\$78,400.00	90.95%	9292719
17	0	N/A	\$100.00	142	\$14,200.00	908	\$90,800.00	86.48%	8835488
18	0	N/A	\$500.00	6	\$3,000.00	35	\$17,500.00	85.37%	8722042
19	0	N/A	\$500.00	12	\$6,000.00	90	\$45,000.00	88.24%	9015220
20	0	N/A	\$1,000.00	2	\$2,000.00	14	\$14,000.00	87.50%	8940093
21	0	N/A	\$1,000.00	5	\$5,000.00	36	\$36,000.00	87.80%	8971243
Totals:				491174	\$1,147,231.00	1,614,220	\$4,985,539.00		

POOLS: 42.57
PACKS / GAME: 68,115
PACKS / POOL: 1,600
PACK SIZE: 150
POOL SIZE: 240,000

PRIZE STRUCTURE
Lady Luck
Texas Lottery Game # 2296
IGT Job # 012116
Version 4 dated November 17, 2020

RETAIL PRICE: \$1.00
REVENUE: \$10,217,250
PRIZE FUND: \$6,132,770
PERCENTAGE: 60.0236854%
INSTANT FUND: \$6,132,770
INSTANT-WIN PAYOUT: 60.0236854%

PRIZE LEVEL	TIER CODE	Description	Number of Wins Per Ticket	TOTAL PRIZE AMOUNT	ODDS (1 IN:)	TOTAL PRIZES	WINNERS IN 240,000 (PER POOL)	WINNERS IN 150 (PER PACK)	PRIZE COST	% OF PRIZE FUND	% PER PRIZE TIER
1	L	\$1	1	\$1	10.71	953,604	22,400	14.00	\$953,604	15.55%	
2	L	\$2	1	\$2	50.00	204,345	4,800	3.00	\$408,690	6.66%	
3	L	\$1 x 2	2	\$2	15.00	681,153	16,000	10.00	\$1,362,306	22.21%	
4	L	\$5	1	\$5	299.99	34,059	800	0.50	\$170,295	2.78%	
5	L	(\$2 x 2) + \$1	3	\$5	300.22	34,032	800	0.50	\$170,160	2.77%	
6	L	(\$1 x 3) + \$2	4	\$5	150.05	68,091	1,600	1.00	\$340,455	5.55%	
7	L	\$10	1	\$10	599.22	17,051	400	0.25	\$170,510	2.78%	
8	L	(\$1 x 5) + \$5	6	\$10	599.89	17,032	400	0.25	\$170,320	2.78%	
9	L	\$5 + (\$2 x 2) + \$1	4	\$10	299.99	34,059	800	0.50	\$340,590	5.55%	
10	L	\$20	1	\$20	599.22	17,051	400	0.25	\$341,020	5.56%	
11	L	(\$2 x 5) + \$10	6	\$20	600.84	17,005	400	0.25	\$340,100	5.55%	Low Tier: 77.75%
12	M	\$40	1	\$40	4,821.73	2,119	50		\$84,760	1.38%	
13	M	(\$5 x 4) + (\$10 x 2)	6	\$40	797.85	12,806	301		\$512,240	8.35%	
14	M	(\$5 x 4) + \$20	5	\$40	958.65	10,658	250		\$426,320	6.95%	
15	M	\$100	1	\$100	47,084.10	217	5		\$21,700	0.35%	
16	M	(\$20 x 3) + \$40	4	\$100	11,852.96	862	20		\$86,200	1.41%	
17	M	(\$10 x 2) + (\$20 x 4)	6	\$100	9,730.71	1,050	25		\$105,000	1.71%	
18	M	\$500	1	\$500	249,201.22	41			\$20,500	0.33%	
19	M	(\$100 x 4) + (\$50 x 2)	6	\$500	100,169.12	102	2		\$51,000	0.83%	Mid Tier: 21.32%
20	H	\$1,000	1	\$1,000	638,578.13	16			\$16,000	0.26%	
21	H	(\$100 x 5) + \$500	6	\$1,000	249,201.22	41			\$41,000	0.67%	High Tier: 0.93%
TOTAL CASH PRIZES				1 in 2 Decimals:	4.85	2,105,394	49,453	30.50	\$6,132,770	100.00%	
				1 in 4 Decimals:	4.8529						

Lady Luck
Texas Lottery Game # 2296
IGT Job # 012116
Version 4 dated November 17, 2020

Consolidated
odds are 1 in:

\$1	10.71	953,604
\$2	11.54	885,498
\$5	75.03	136,182
\$10	149.94	68,142
\$20	300.01	34,056
\$40	399.38	25,583
\$100	4,799.08	2,129
\$500	71,449.30	143
\$1,000	179,250.00	57
		2,105,394

PRIZE LEVEL	Description	Number of Wins per Ticket	GLEPS TYPE:	A		B		C		D		TOTAL	
			PER GAME:	17,051		17,032		17,005		17,027		68,115	
			PER POOL:	400		400		400		400		1,600	
			PRIZE:	Number:	Amount:	Number:	Amount:	Number:	Amount:	Number:	Amount:	TOTAL	AMOUNT
1	\$1	1	\$1	16	\$16	12	\$12	16	\$16	12	\$12	953,604	\$953,604
2	\$2	1	\$2	3	\$6	3	\$6	3	\$6	3	\$6	204,345	\$408,690
3	\$1 x 2	2	\$2	9	\$18	11	\$22	9	\$18	11	\$22	681,153	\$1,362,306
4	\$5	1	\$5	0	\$0	1	\$5	0	\$0	1	\$5	34,059	\$170,295
5	(\$2 x 2) + \$1	3	\$5	0	\$0	0	\$0	1	\$5	1	\$5	34,032	\$170,160
6	(\$1 x 3) + \$2	4	\$5	0	\$0	1	\$5	1	\$5	2	\$10	68,091	\$340,455
7	\$10	1	\$10	1	\$10	0	\$0	0	\$0	0	\$0	17,051	\$170,510
8	(\$1 x 5) + \$5	6	\$10	0	\$0	1	\$10	0	\$0	0	\$0	17,032	\$170,320
9	\$5 + (\$2 x 2) + \$1	4	\$10	0	\$0	1	\$10	0	\$0	1	\$10	34,059	\$340,590
10	\$20	1	\$20	1	\$20	0	\$0	0	\$0	0	\$0	17,051	\$341,020
11	(\$2 x 5) + \$10	6	\$20	0	\$0	0	\$0	1	\$20	0	\$0	17,005	\$340,100
TOTAL PRIZES				30	\$70	30	\$70	31	\$70	31	\$70	2,077,482	\$4,768,050



INTEROFFICE MEMO

Gary Grief, Executive Director Tyler Vance, Acting Charitable Bingo Operations Director

Payment Approval

March 30, 2021


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

Vendor Name	IGT
P.O. Number (if applicable)	362-21-9009RL010
Invoice Number	90118315
Tx Game Name:	Game #2296 Lady Luck
Invoice Amount:	\$119,030.96

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.


JB


 Dale Bowersock (Scratch Ticket Strategy Coordinator)
 Please forward to the next person for approval

3/30/2021


3/30/2021

Date


 Robert Tirloni (Products Manager)
 Please forward to the next person for approval

3/30/2021

Date


 Ryan Mindell (Lottery Operations Division Director)

3/30/2021

Date



Please return to Maria Perez in the Office of the Controller by

April 9, 2021



IGT Global Solutions Corporation
d/b/a IGT Solutions Corp. in the State of Texas
10 Memorial Boulevard
Providence, RI 02903
USA
Telephone 401 392-1000
Fax 401 392-1234
FED ID No. 05-0389840

INVOICE

INVOICE NUMBER: 90118315
DATE : March 29, 2021

BILL TO: 20318
Texas Lottery Commission
Gary Grief, Executive Director
611 East 6th Street
Austin TX 78701

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
001 GAME 2296	100664 010	2296 LADY LUCK-Trk 1 2.4" x 4.00" Tickets \$ 9.26/M	10,217,250 PC	0.00926	94,611.74
002 GAME 2296	100664 020	2296 Option: Full UV-Trk 1	10,217,250 PC	0.00076	7,765.11
003 GAME 2296	100664 030	2296 Option: Continuous 4 Color-Tr Process over entire ticket	10,217,250 PC	0.00163	16,654.12
004 GAME 2296	100664 040	Rounding Adjustment		(0.01)
				TOTAL AMOUNT DUE	USD 119,030.96

REMARKS:
Unrounded Invoice Total \$119,030.9625

PAYMENT TERMS:
Due within 30 days

REMITTANCE:
Please remit payment in USD:

For wire transfer payments:
Wells Fargo Bank, N.A
420 Montgomery Street
San Francisco CA 94104
SWIFT: WFBIUS6S
ABA No. 121000248
Account No. 4417073848
Account Name: IGT Global Solutions Corp

For ACH payments:
Wells Fargo Bank, N.A
420 Montgomery Street
San Francisco CA 94104
ABA No. 121000248
Account No. 4417073848
Account Name: IGT Global Solutions Corporation

For each invoice being paid, please include entire invoice number(s) (8-digit and/or alpha-numeric) in reference field of the remittance transmission.

END OF DOCUMENT 90118315

Instant Ticket Game Analysis
8/25/19-8/28/21

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	Week 10*	None	2M	None	None	None	None
5M-9.99M	Week 14	Week 16	Week 11*	Week 17	3M	None	None	None	None
10M-14.99M	Week 15	None	None	Week 19	4M	Week 16*	None	None	None
15M-19.99M	Week 23*	None	Week 29	Week 48	5M	Week 20	None	Week 38*	Week 36
20M-24.99M	None	None	None	Week 36	6M	Week 13	Week 23*	None	None
25M-29.99M	Week 32	None	None	None	7M	Week 16	Week 34	None	None
30M-34.99M	None	None	None	None	8M	Week 21*	Week 40	None	None
>35M	None	None	Week 59	Week 44*	>9M	Week 30	Week 33	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	\$1,280,407	None	2M	None	None	None	None
5M-9.99M	\$565,128	\$810,337	\$1,161,701	\$1,904,150	3M	None	None	None	None
10M-14.99M	\$646,883	None	None	\$2,800,321	4M	\$2,364,236	None	None	None
15M-19.99M	\$638,272	None	\$1,669,812	\$1,515,020	5M	\$2,813,557	None	\$3,506,730	\$6,331,310
20M-24.99M	None	None	None	\$2,620,225	6M	\$4,264,362	\$4,577,513	None	None
25M-29.99M	\$786,285	None	None	None	7M	\$3,884,366	\$3,675,833	None	None
30M-34.99M	None	None	None	None	8M	\$3,283,703	\$3,828,587	None	None
>35M	None	None	\$1,688,331	\$3,934,727	>9M	\$4,643,288	\$6,280,238	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