

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed 1/10/2022

Game #	2297	Confirmed Packs	2,607
Game Name	Great 8s	Active Packs	2,149
Quantity Printed	7,320,450	Warehouse Packs	7,980
Price Point	\$5	Returned Packs	1,803
Start Date	8/2/2021	Printed Payout Percentage	68.07%
Top Prize	\$ 100,000	Percent Sold	83.06%
Number of Top Prizes Remaining	0	Number of Weeks Out	23

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 235,133	Actual ticket production costs
Prize payout expense	\$ 20,136,625	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 20,371,758

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 30,401,829	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 30,401,829

Excess of Revenue over Expended **\$ 10,030,071**

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	\$	302,055	
Next week	\$	396,390	
Next week	\$	393,700	
Avg Weekly Sales Current Game	\$	364,048	
Avg Weekly Sales \$5; >5M-9.99M Qty	\$	1,904,150	
Percentage Of Variance In Sales		81%	

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2297	Printed Payout Percentage	68.07%
Game Name	Great 8s	Actual Payout Percentage	66.23%
Percent Sold	83.06%	Number of Weeks Out	23
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):

Not Required - All Top Prizes Claimed

Scratch Ticket Strategy Coordinator Date

Not Required - All Top Prizes Claimed

Products Manager Date

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

Not Required - All Top Prizes Claimed

Lottery Operations Division Director Date

Not Required - All Top Prizes Claimed

Controller Date

Not Required - All Top Prizes Claimed

Executive Director Date

Bowersock, Dale

From: WebsiteSupport@lottery.state.tx.us
Sent: Monday, January 10, 2022 5:20 AM
To: WEBSITE_SCRATCH_ZTP
Subject: ZTP Occurrence: Date 01/09/2022

All top prizes for the following game(s) have been claimed as of 01/09/2022.

Game Number	Game Name	Price	Prize Amount	Prizes Printed	Prizes Claimed	Pending Top Claims	Pending Top Claims Count	Prizes Remaining	Sales Begin Date	Pre-Call Date	Call Date	Sales End Date	C
2297	Great 8s	\$5	\$100,000	5	5		0	0	8/2/2021	1/7/2022	02/06/2022	03/23/2022	01

The Last Top Prize Claimed Date only reflects prizes claimed at a Texas Lottery® claim center. If the final top prize was validated at a retail location that validation date will not be reflected on this report.



Play the Games of Texas!

Da Vinci Report 1/10/22
Week End Date: 1/8/22

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														1/8/22	1/1/22	12/25/21	12/18/21
Sold/Closing	2246	\$2	35,700,000	BONUS GAME BINGO	9/21/20	2/6/22	3/23/22	68	96.15%	4,030	4,307	980	36	\$469,308.00	\$599,538.00	\$699,048.00	\$837,246.00
	2191	\$2	7,264,875	LEVEL UP!	8/16/21	1/9/22	2/23/22	21	83.29%	1,306	1,691	524	2,677	\$116,410.00	\$163,224.00	\$182,766.00	\$249,662.00
	2163	\$3	41,105,925	TEXAS LOTERIA	4/6/20	12/19/21	2/2/22	92	98.44%	399	301	325	3,063	\$48,234.00	\$70,833.00	\$90,897.00	\$120,126.00
	2314	\$5	7,325,925	CRAZY CASH	7/6/21	1/9/22	2/23/22	27	71.00%	913	981	21,252	2,834	\$140,815.00	\$170,905.00	\$178,625.00	\$219,115.00
	2317	\$5	7,214,175	DOUBLE YOUR MONEY	7/19/21	1/9/22	2/23/22	25	77.33%	822	957	15,053	2,500	\$153,060.00	\$217,405.00	\$228,840.00	\$288,260.00
	2297	\$5	7,320,450	GREAT 8S	8/2/21	2/6/22	3/23/22	23	83.06%	2,607	2,149	7,980	1,803	\$302,055.00	\$396,390.00	\$393,700.00	\$472,230.00
	2273	\$5	7,333,500	ROSE GOLD RICHES	6/7/21	1/9/22	2/23/22	31	80.52%	562	595	13,974	2,431	\$100,755.00	\$133,520.00	\$131,770.00	\$149,335.00
	2249	\$5	54,041,700	SUPER LOTERIA	11/2/20			62	98.63%	3,273	1,952	539	1,446	\$788,750.00	\$1,114,445.00	\$1,467,930.00	\$2,083,240.00
	2295	\$5	7,196,175	TEXAS RED WHITE & BLUE	6/21/21	1/9/22	2/23/22	29	65.86%	573	615	26,319	3,567	\$79,595.00	\$110,680.00	\$115,360.00	\$124,550.00
	2248	\$10	21,021,400	\$250,000 50X CASHWORD	1/18/21	12/15/21	1/29/22	51	97.72%	820	397	18	403	\$226,310.00	\$663,330.00	\$1,540,110.00	\$2,887,910.00
	2335	\$10	12,021,150	\$50 OR \$100!	12/7/20	2/6/22	3/23/22	57	87.56%	4,653	1,740	20,988	417	\$481,740.00	\$627,900.00	\$634,340.00	\$737,420.00
	2303	\$10	10,887,100	RUBY RED 7S	5/3/21	1/9/22	2/23/22	36	95.46%	1,465	1,986	398	843	\$682,940.00	\$1,161,800.00	\$1,428,970.00	\$1,729,910.00
	2292	\$10	10,252,350	WILD \$10	3/1/21	2/6/22	3/23/22	45	70.36%	2,839	1,965	54,923	148	\$324,700.00	\$388,690.00	\$320,200.00	\$277,970.00
	2287	\$20	8,996,025	\$1,000,000 CROSSWORD	2/1/21	1/4/22	2/18/22	49	97.86%	1,235	474	343	1,990	\$216,100.00	\$290,440.00	\$323,240.00	\$398,480.00
	2255	\$20	9,050,125	\$1,000,000 EXTREME CASH	9/8/20	11/29/21	1/13/22	70	96.67%	299	50	802	1,706	\$27,120.00	\$80,060.00	\$181,920.00	\$414,300.00
	2304	\$20	8,984,625	DIAMOND WHITE 7S	5/3/21	1/9/22	2/23/22	36	70.22%	2,770	2,669	93,391	739	\$880,860.00	\$1,504,140.00	\$1,786,680.00	\$2,187,100.00
	2338	\$50	5,118,680	500X LOTERIA SPECTACULAR	3/15/21			43	95.12%	6,403	1,423	85	2,209	\$935,700.00	\$1,040,350.00	\$1,238,800.00	\$1,609,500.00

Liability for 2297 / for Life to DateProduct Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 07/15/2021 - 09/20/2022

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	\$10.00	204879	\$2,048,790.00	803897	\$8,038,970.00	79.69%	5833691
2	2	N/A	\$15.00	48488	\$727,320.00	195513	\$2,932,695.00	80.13%	5865726
3	3	N/A	\$20.00	27538	\$550,760.00	118847	\$2,376,940.00	81.19%	5943324
4	4	N/A	\$20.00	9517	\$190,340.00	39297	\$785,940.00	80.50%	5893221
5	0	N/A	\$40.00	9018	\$360,720.00	39852	\$1,594,080.00	81.55%	5969604
6	0	N/A	\$50.00	1926	\$96,300.00	8189	\$409,450.00	80.96%	5926561
7	0	N/A	\$50.00	5448	\$272,400.00	25031	\$1,251,550.00	82.13%	6011948
8	0	N/A	\$100.00	205	\$20,500.00	829	\$82,900.00	80.17%	5869103
9	0	N/A	\$100.00	1862	\$186,200.00	8329	\$832,900.00	81.73%	5982928
10	0	N/A	\$100.00	455	\$45,500.00	2078	\$207,800.00	82.04%	6005485
11	0	N/A	\$100.00	457	\$45,700.00	2089	\$208,900.00	82.05%	6006449
12	0	N/A	\$250.00	64	\$16,000.00	241	\$60,250.00	79.02%	5784355
13	0	N/A	\$250.00	244	\$61,000.00	991	\$247,750.00	80.24%	5874142
14	0	N/A	\$250.00	118	\$29,500.00	498	\$124,500.00	80.84%	5918156
15	0	N/A	\$500.00	22	\$11,000.00	78	\$39,000.00	78.00%	5709951
16	0	N/A	\$500.00	132	\$66,000.00	487	\$243,500.00	78.68%	5759384
17	0	N/A	\$500.00	36	\$18,000.00	166	\$83,000.00	82.18%	6015815
18	0	N/A	\$500.00	38	\$19,000.00	165	\$82,500.00	81.28%	5950119
19	0	N/A	\$1,000.00	0	\$0.00	5	\$5,000.00	100.00%	7320450
20	0	N/A	\$1,000.00	6	\$6,000.00	6	\$6,000.00	50.00%	3660224
21	0	N/A	\$1,000.00	3	\$3,000.00	9	\$9,000.00	75.00%	5490337
22	0	N/A	\$1,000.00	3	\$3,000.00	14	\$14,000.00	82.35%	6028605
23	0	N/A	\$100,000.00	0	\$0.00	5	\$500,000.00	100.00%	7320450
Totals:				310459	\$4,777,030.00	1,246,616	\$20,136,625.00		

NO. OF TICKETS (+/-2%): **7,320,450**
 NO. POOLS: 20.33
 PACK SIZE: 75
 PACKS/POOL: 4,800
 PACKS/GAME: 97,606

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

TEXAS LOTTERY COMMISSION
 "GREAT 8s" - GAME NO. 2297
 PRIZE STRUCTURE
 11-Jan-21

VERSION A

7,320,450 \$5 TICKETS \$36,602,250 REVENUE PRIZE FUND \$24,913,655 PAYOUT % **68.07%**

PRIZE TIER	PRIZE CODE	TIER CODE	GET:	# OF WAYS TO WIN:	WIN:	ODDS OF 1 IN:	WINNERS IN 20.33 POOLS	WINNERS IN 75 (PER PACK*)	WINNERS IN 360,000 (Per Pool)	PRIZE COST	PERCENT OF PRIZE FUND **	VALIDATION TIER LEVELS
1	1	L	\$10	1	\$10	7.26	1,008,776	10.34	49,609	\$10,087,760	40.49%	
2	2	L	\$15	1	\$15	30.00	244,001	2.50	11,999	\$3,660,015	14.69%	
3	3	L	\$10* DBL*	1	\$20	50.01	146,385	1.50	7,199	\$2,927,700	11.75%	LOW-TIER
4	4	L	\$20	1	\$20	149.97	48,814	0.50	2,401	\$976,280	3.92%	70.85%
5	0	M	\$20* DBL*	1	\$40	149.79	48,870	0.50	2,400	\$1,954,800	7.85%	
6	0	M	\$50	1	\$50	723.72	10,115	0.10	500	\$505,750	2.03%	
7	0	M	\$10 + \$20* DBL*	2	\$50	240.18	30,479	0.31	1,500	\$1,523,950	6.12%	
8	0	M	\$100	1	\$100	7,079.74	1,034	0.01	50	\$103,400	0.42%	
9	0	M	\$50* DBL*	1	\$100	718.32	10,191	0.10	500	\$1,019,100	4.09%	
10	0	M	\$10 x 10	10	\$100	2,890.03	2,533	0.03	125	\$253,300	1.02%	
11	0	M	\$10* DBL* + \$20 x 4	5	\$100	2,875.27	2,546	0.03	125	\$254,600	1.02%	
12	0	M	\$250	1	\$250	24,001.48	305	0.00	15	\$76,250	0.31%	
13	0	M	\$100* DBL* + \$50	2	\$250	5,927.49	1,235	0.01	60	\$308,750	1.24%	
14	0	M	\$10 x 5 + \$20 x 10	15	\$250	11,883.85	616	0.01	30	\$154,000	0.62%	
15	0	M	\$500	1	\$500	73,204.50	100	0.00	5	\$50,000	0.20%	
16	0	M	\$250* DBL*	1	\$500	11,826.25	619	0.01	30	\$309,500	1.24%	
17	0	M	\$50 x 10	10	\$500	36,239.85	202	0.00	10	\$101,000	0.41%	MID-TIER
18	0	M	\$20 x 10 + \$50 x 2 + \$100* DBL*	13	\$500	36,061.33	203	0.00	10	\$101,500	0.41%	26.96%
19	0	H	\$1,000	1	\$1,000	1,464,090.00	5	0.00	0.25	\$5,000	0.02%	
20	0	H	\$50 x 15 + \$250	16	\$1,000	610,037.50	12	0.00	0.59	\$12,000	0.05%	
21	0	H	\$500* DBL*	1	\$1,000	610,037.50	12	0.00	0.59	\$12,000	0.05%	
22	0	H	\$20* DBL* + \$20 x 3 + \$50 x 10 + \$100 x 4	18	\$1,000	430,614.71	17	0.00	0.84	\$17,000	0.07%	HIGH-TIER
23	0	H	\$100,000	1	\$100,000	1,464,090.00	5 ***	0.00	0.25	\$500,000	2.01%	2.19%
							4.70	1,557,075	15.95	\$ 24,913,655	100.00%	100.00%
							4.7014					

Note: ***DBL*** = win DOUBLE the prize in GAME 4 by revealing one (1) "88" (DBL) Play Symbol.

Consolidated odds are 1 in:

\$10	7.26	1,008,776
\$15	30.00	244,001
\$20	37.50	195,199
\$40	149.79	48,870
\$50	180.33	40,594
\$100	449.00	16,304
\$250	3,395.38	2,156
\$500	6,512.86	1,124
\$1,000	159,140.22	46
\$100,000	1,464,090.00	5
		1,557,075

* 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: PRIZES STARTING AT \$10!



INTEROFFICE MEMO

Gary Grief, Executive Director LaDonna Castañuela, Charitable Bingo Operations Director

Payment Approval

July 28, 2021


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

Vendor Name	Pollard
P.O. Number (if applicable)	362-21-9010RL021
Tx Game Name	Game #2297 Great 8s
Invoice Number	8522387
Invoice Amount	\$235,132.85

The above referenced invoice(s) have been reviewed and certified as proper, accurate and should be paid by the Texas Lottery Commission.


JB 7/28/2021

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

7/28/2021
Date



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

7/28/2021
Date



7/28/2021



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

INVOICE NO.: 8522387

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: August 22, 2021

Invoice Date	Order No.	Your Order	Customer No.
July 23, 2021	1108300		5008

Order name: GREAT 8s #2297
PO Number:

Product Description	Quantity	Unit Price	Amount
Ticket Size 4 x 8	7,320,450	22.52 /M	164,856.53
Four colour process / Spectrum base graphics	7,320,450	8.00 /M	58,563.60
Multiple Play Area	7,320,450	1.60 /M	11,712.72

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

Before Taxes:	235,132.85 USD
Freight:	0.00
Deposit:	0.00
Amount Due:	235,132.85 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
8/25/19-8/28/21

Average Number of Weeks for 85% Average Sell Through

Print Quantities	Price Point				Print Quantities	Price Point			
	A	B	C	D		E	F	G	H
	\$1	\$2	\$3	\$5		\$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

Print Quantities	Price Point				Print Quantities	Price Point			
	A	B	C	D		E	F	G	H
	\$1	\$2	\$3	\$5		\$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