

TEAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

2/22/2022

Game #	2318	Confirmed Packs	3,532
Game Name	Veterans Cash	Active Packs	2,104
Quantity Printed	6,083,500	Warehouse Packs	13,901
Price Point	\$2	Returned Packs	1,031
Start Date	10/18/2021	Printed Payout Percentage	64.99%
Top Prize	\$ 30,000	Percent Sold	54.80%
Number of Top Prizes Remaining	2	Number of Weeks Out	18

Current Game Sales Analysis**TANGIBLE COSTS****Expenditure Impact:**

Cost to print tickets	\$ 118,466	Actual ticket production costs
Prize payout expense	\$ 3,772,656	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs	\$ 3,891,122
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TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 6,667,516	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits	\$ 6,667,516
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Excess of Revenue over Expended	\$ 2,776,394
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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

Previous 3 Weeks Sales from DaVinci		
Most recent week sales	\$	150,944
Next week	\$	222,498
Next week	\$	200,084
Avg Weekly Sales Current Game	\$	191,175
Avg Weekly Sales \$2; 5M - 9.99M Qty	\$	810,337
Percentage Of Variance In Sales		76%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2318	Printed Payout Percentage	64.99%
Game Name	Veterans Cash	Actual Payout Percentage	56.58%
Percent Sold	54.80%	Number of Weeks Out	18
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			16

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):

Dale Bowersock 2/23/2022

Instant Product Coordinator Date

Robert Lee 2/25/2022

Products Manager Date

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

Roy Mitchell 2/27/2022

Lottery Operations Division Director Date

JG Kelly Steckley 3/1/2022

Controller Date

Gary Brief 3/1/2022

Executive Director Date



Da Vinci Report **2/22/22**

Week End Date:2/19/22

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														2/19/22	2/12/22	2/5/22	1/29/22
Baseline	2372	\$1	34,835,250	POWER 20X	1/3/22			7	16.51%	12,622	12,985	164,370	10	\$902,603.00	\$819,146.00	\$809,995.00	\$883,305.00
	2325	\$2	28,601,250	BONUS GAME BINGO	12/13/21			10	12.15%	10,521	8,964	178,638	7	\$954,834.00	\$1,035,050.00	\$967,856.00	\$791,470.00
	2329	\$2	33,566,750	LIMITED EDITION BREAK THE BANK	1/17/22			5	8.81%	12,288	11,940	216,942	1	\$1,427,874.00	\$1,471,540.00	\$1,291,904.00	\$1,189,830.00
	2370	\$2	9,288,250	TEXAS CASH	12/20/21			9	37.51%	8,485	6,406	29,853	14	\$491,662.00	\$847,208.00	\$1,118,396.00	\$550,580.00
	2419	\$2	9,054,500	TRIPLE PLAY!	1/17/22			5	21.33%	14,199	15,168	25,188	2	\$991,344.00	\$1,016,506.00	\$818,434.00	\$637,150.00
	2373	\$3	24,134,125	POWER 30X CROSSWORD	1/3/22			7	19.43%	16,058	11,149	124,475	3	\$2,209,425.00	\$2,181,873.00	\$2,173,554.00	\$2,270,973.00
	2357	\$5	10,248,900	\$50,000 POKER	2/7/22			2	9.93%	25,908	14,873	77,315	1	\$3,338,805.00	\$1,735,885.00	\$16,125.00	\$0
	2368	\$5	7,217,700	JEOPARDY!	12/6/21			11	52.83%	11,609	8,491	22,268	36	\$1,133,530.00	\$1,341,210.00	\$1,334,375.00	\$1,498,410.00
	2382	\$5	7,334,550	LUCKY	2/21/22			0	0.01%	26,324	5,893	44,230	0	\$1,875.00	\$0	\$0	\$0
	2371	\$5	7,338,975	LUCKY 7S	12/20/21			9	78.98%	9,080	8,706	502	42	\$2,433,430.00	\$3,003,830.00	\$2,980,795.00	\$2,855,845.00
	2374	\$5	27,786,375	POWER 50X	1/3/22			7	18.54%	20,676	13,368	261,990	0	\$3,302,130.00	\$3,486,705.00	\$3,437,545.00	\$3,722,485.00
	2333	\$10	28,628,600	\$250,000 50X CASHWORD	12/20/21			9	9.62%	21,554	7,955	482,479	5	\$3,837,470.00	\$3,919,890.00	\$3,918,310.00	\$3,699,530.00
	2348	\$10	11,152,000	\$50 OR \$100	12/6/21			11	30.81%	19,615	8,595	122,075	23	\$2,702,720.00	\$2,812,860.00	\$2,934,610.00	\$2,992,540.00
	2380	\$10	12,227,050	CASH CELEBRATION	2/7/22			2	6.87%	31,316	12,347	178,182	1	\$4,984,080.00	\$3,393,730.00	\$20,000.00	\$0
	2433	\$10	49,110,750	MEGA LOTERIA	2/7/22			2	2.29%	40,446	11,294	894,972	0	\$7,597,760.00	\$3,647,720.00	\$16,000.00	\$0
	2375	\$10	22,860,600	POWER 100X	1/3/22			7	14.53%	27,409	11,791	346,197	2	\$4,123,160.00	\$4,295,360.00	\$4,676,580.00	\$5,081,250.00
	2376	\$20	10,149,100	POWER 200X	1/3/22			7	19.32%	29,255	12,018	279,367	4	\$5,187,340.00	\$5,242,400.00	\$5,283,980.00	\$5,662,540.00
	2411	\$20	7,928,475	ULTIMATE 7S	2/21/22			0	0.00%	36,070	4,963	252,375	0	\$1,500.00	\$0	\$0	\$0
	2358	\$50	5,984,660	\$1,000,000 ULTIMATE	12/20/21			9	22.24%	22,223	9,217	196,036	18	\$7,061,400.00	\$7,217,300.00	\$6,956,000.00	\$6,955,500.00
Mature	2351	\$1	16,858,800	\$5,000 JACKPOT	9/7/21			24	77.22%	7,651	6,108	9,966	35	\$282,011.00	\$432,452.00	\$455,886.00	\$388,184.00
	1878	\$1	854,700	CASH ON THE SPOT	9/18/17			231	0.00%	0	0	1,816	14	\$0	\$0	\$0	\$0
	2361	\$1	11,381,100	COZY CASH	11/1/21			16	82.04%	3,998	3,359	3,697	402	\$187,838.00	\$442,156.00	\$652,407.00	\$525,104.00
	2296	\$1	10,217,250	LADY LUCK	11/1/21			16	70.83%	8,328	7,569	1,525	259	\$355,285.00	\$551,521.00	\$631,448.00	\$524,028.00
	1804	\$1	829,650	LUCKY STARS	9/18/17			231	0.00%	0	0	64	687	\$0	\$0	\$0	\$0
	2124	\$1	853,200	WINNING 7S	8/8/19			132	0.00%	0	0	2,664	443	\$0	\$0	\$0	\$0
	2365	\$2	7,235,875	BREAK THE SNOWBANK	11/15/21			14	74.64%	3,058	2,576	5,954	623	\$250,280.00	\$489,770.00	\$657,916.00	\$585,744.00
	2318	\$2	6,083,500	VETERANS CASH	10/18/21			18	54.80%	3,532	2,104	13,901	1,031	\$150,944.00	\$222,498.00	\$200,084.00	\$226,850.00
	2234	\$3	35,950,250	\$50,000 BONUS CASHWORD	2/22/21			52	82.38%	10,983	8,035	28,103	37	\$1,533,936.00	\$1,483,620.00	\$1,405,173.00	\$1,241,880.00
	2327	\$3	28,614,750	TEXAS LOTERIA	10/4/21			20	31.75%	16,880	12,162	226,357	21	\$1,532,319.00	\$1,603,377.00	\$1,512,924.00	\$1,479,180.00
	2362	\$3	6,116,875	WINTER WORDS	11/1/21			16	89.33%	1,594	961	190	1,085	\$173,316.00	\$319,845.00	\$413,736.00	\$434,241.00

Liability for 2318 / for Life to DateProduct Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 09/16/2021 - 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	\$2.00	352644	\$705,288.00	280364	\$560,728.00	44.29%	2694427
2	2	N/A	\$4.00	213437	\$853,748.00	175716	\$702,864.00	45.15%	2746910
3	3	N/A	\$4.00	53014	\$212,056.00	44206	\$176,824.00	45.47%	2766171
4	4	N/A	\$5.00	52224	\$261,120.00	45308	\$226,540.00	46.45%	2826059
5	5	N/A	\$10.00	12859	\$128,590.00	11377	\$113,770.00	46.94%	2855750
6	6	N/A	\$10.00	18717	\$187,170.00	17885	\$178,850.00	48.86%	2972607
7	7	N/A	\$10.00	6402	\$64,020.00	5722	\$57,220.00	47.20%	2871147
8	8	N/A	\$20.00	18403	\$368,060.00	18153	\$363,060.00	49.66%	3020948
9	9	N/A	\$20.00	6282	\$125,640.00	5830	\$116,600.00	48.13%	2928236
10	0	N/A	\$50.00	1475	\$73,750.00	1447	\$72,350.00	49.52%	3012602
11	0	N/A	\$50.00	1727	\$86,350.00	1697	\$84,850.00	49.56%	3015099
12	0	N/A	\$50.00	6135	\$306,750.00	6473	\$323,650.00	51.34%	3123294
13	0	N/A	\$50.00	10090	\$504,500.00	10331	\$516,550.00	50.59%	3077647
14	0	N/A	\$50.00	643	\$32,150.00	622	\$31,100.00	49.17%	2991254
15	0	N/A	\$100.00	238	\$23,800.00	245	\$24,500.00	50.72%	3085833
16	0	N/A	\$100.00	269	\$26,900.00	234	\$23,400.00	46.52%	2830097
17	0	N/A	\$100.00	798	\$79,800.00	837	\$83,700.00	51.19%	3114305
18	0	N/A	\$100.00	45	\$4,500.00	51	\$5,100.00	53.12%	3231859
19	0	N/A	\$1,000.00	15	\$15,000.00	10	\$10,000.00	40.00%	2433399
20	0	N/A	\$1,000.00	15	\$15,000.00	11	\$11,000.00	42.31%	2573788
21	0	N/A	\$30,000.00	2	\$60,000.00	3	\$90,000.00	60.00%	3650099
Totals:				755434	\$4,134,192.00	626,522	\$3,772,656.00		

PACKET QUANTITY: 6,083,500
 MIN QUANTITY 5,880,000
 PACES / GAME: 78,000
 PACKS / POOL: 1,920
 PACK SIZE: 125
 POOL SIZE: 240,000

PRIZE STRUCTURE
 VETERANS CASH
 Texas Lottery Game # 2318
 IGT Job # 013875
 Version 1 dated March 11, 2021

RETAIL PRICE: \$2.00
 REVENUE: \$12,167,000
 PRIZE FUND: \$7,906,848
 PERCENTAGE: 64.9860113%
 INSTANT FUND: \$7,906,848
 INSTANT-WIN PAYOUT: 64.9860113%

PRIZE LEVEL	TIER CODE	Description	Number of Wins Per Ticket	TOTAL PRIZE AMOUNT		WINNERS IN 240,000 (PER POOL)		WINNERS IN 125 (PER PACK)		% OF PRIZE FUND	% PER PRIZE TIER
				ODDS (1 IN:)	TOTAL PRIZES	PRIZE COST	PRIZE COST				
1	L	\$2	1	\$2	9.61	633,008	24,960	13.00	\$1,266,016	16.01%	
2	L	\$2 (DBL)	1	\$4	15.63	389,153	15,360	8.00	\$1,556,612	19.69%	
3	L	\$4	1	\$4	62.57	97,220	3,840	2.00	\$388,880	4.92%	
4	L	\$5	1	\$5	62.37	97,532	3,840	2.00	\$487,660	6.17%	
5	L	\$5 (DBL)	1	\$10	251.01	24,236	960	0.50	\$242,360	3.07%	
6	L	\$2 (DBL) + (\$2 x 3)	4	\$10	166.21	36,602	1,440	0.75	\$366,020	4.63%	
7	L	\$10	1	\$10	501.77	12,124	480	0.25	\$121,240	1.53%	
8	L	(\$2 x 5) + \$5 (DBL)	6	\$20	166.42	36,556	1,440	0.75	\$731,120	9.25%	
9	L	\$20	1	\$20	502.27	12,112	480	0.25	\$242,240	3.06%	Low Tier: 68.32%
10	M	\$5 (DBL) + \$20 (DBL)	2	\$50	2,081.96	2,922	115		\$146,100	1.85%	
11	M	(\$5 (DBL) + \$10 (DBL)) x 2	3	\$50	1,776.72	3,424	135		\$171,200	2.17%	
12	M	\$5 x 10	10	\$50	482.51	12,608	497		\$630,400	7.97%	
13	M	(\$5 x 2) + \$10 (DBL) + \$50	9	\$50	297.90	20,421	806		\$1,021,050	12.91%	
14	M	\$50	1	\$50	4,809.09	1,265	50		\$63,250	0.80%	
15	M	\$10 x 10	10	\$100	12,595.24	483	19		\$48,300	0.61%	
16	M	\$50 (DBL)	1	\$100	12,094.43	503	20		\$50,300	0.64%	
17	M	\$10 (DBL) + \$20 (DBL)	9	\$100	3,720.80	1,635	65		\$163,500	2.07%	
18	M	\$100	1	\$100	63,369.79	96	4		\$9,600	0.12%	Mid Tier: 29.14%
19	H	(DBL) x 2) + (\$50 (DBL) x 2)	8	\$1,000	243,340.00	25	1		\$25,000	0.32%	
20	H	\$1,000	1	\$1,000	233,980.77	26	1		\$26,000	0.33%	
21	H	\$30,000	1	\$30,000	1,216,700.00	5			\$150,000	1.90%	High Tier: 2.54%
TOTAL CASH PRIZES				1 in 2 Decimals:	4.40	1,381,956	54,513	27.50	\$7,906,848	100.00%	
				1 in 4 Decimals:	4.4021						

VETERANS CASH
 Texas Lottery Game # 2318
 IGT Job # 013875
 Version 1 dated March 11, 2021

Consolidated odds are 1 in:

\$2	9.61	633,008
\$4	12.51	486,373
\$5	62.37	97,532
\$10	83.38	72,962
\$20	125.00	48,668
\$50	149.69	40,640
\$100	2,239.05	2,717
\$1,000	119,284.31	51
\$30,000	1,216,700.00	5
		1,381,956

PRIZE LEVEL	Description	Number of Wins per Ticket	GLEPS TYPE:		A		B		C		D		TOTAL	
			PRIZE:	Number:	Amount:	Number:	Amount:	Number:	Amount:	Number:	Amount:	TOTAL	AMOUNT	
			PER GAME:	12,112		12,245		12,124		12,187		48,668		
			PER POOL:	480		480		480		480		1,920		
1	\$2	1	\$2	11	\$22	16	\$32	13	\$26	12	\$24	633,008	\$1,266,016	
2	\$2 (DBL)	1	\$4	9	\$36	6	\$24	8	\$32	9	\$36	389,153	\$1,556,612	
3	\$4	1	\$4	2	\$8	0	\$0	2	\$8	4	\$16	97,220	\$388,880	
4	\$5	1	\$5	1	\$5	3	\$15	1	\$5	3	\$15	97,532	\$487,660	
5	\$5 (DBL)	1	\$10	1	\$10	0	\$0	1	\$10	0	\$0	24,236	\$242,360	
6	\$2 (DBL) + (\$2 x 3)	4	\$10	1	\$10	2	\$20	0	\$0	0	\$0	36,602	\$366,020	
7	\$10	1	\$10	0	\$0	0	\$0	1	\$10	0	\$0	12,124	\$121,240	
8	(\$2 x 5) + \$5 (DBL)	6	\$20	0	\$0	1	\$20	1	\$20	1	\$20	36,556	\$731,120	
9	\$20	1	\$20	1	\$20	0	\$0	0	\$0	0	\$0	12,112	\$242,240	
TOTAL PRIZES				26	\$111	28	\$111	27	\$111	29	\$111	1,338,543	\$5,402,148	



INTEROFFICE MEMO

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

Payment Approval

September 17, 2021

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


Vendor Name	<u>IGT</u>
P.O. Number (if applicable)	<u>362-21-9009RL027</u>
Invoice Number	<u>90121355</u>
Tx Game Name:	<u>Game #2318 Veterans Cash</u>
Invoice Amount:	<u>\$118,465.71</u>

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




JB 9/20/2021

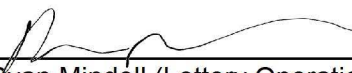
The above referenced invoices have been reviewed and certified as proper, accurate and should be paid by the Texas Lottery Commission.


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

9/20/2021
Date


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

9/20/2021
Date


 Ryan Mindell (Lottery Operations Division Director)

9/22/2021
Date

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

In an effort to close out FY 21 please forward ASAP, thank you for your help.



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: 90121355
 DATE : September 14, 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 2318	104704 010	Game 2318 VETERANS CASH - TRK 1	3,180,375 PC	0.01526	48,532.52
002 GAME 2318	104704 020	Option 2318 Full UV	3,180,375 PC	0.00128	4,070.88
003 GAME 2318	104704 030	Option 2318 Continuous 4 Color	3,180,375 PC	0.00272	8,650.62
004 GAME 2318	104704 040	Game 2318 VETERANS CASH - TRK 2	2,903,125 PC	0.01526	44,301.69
005 GAME 2318	104704 050	Option 2318 Full UV	2,903,125 PC	0.00128	3,716.00
006 GAME 2318	104704 060	Option 2318 Continuous 4 Color	2,903,125 PC	0.00272	7,896.50
007 GAME 2318	104704 070	Inserts 2318			1,297.50

TOTAL AMOUNT DUE USD 118,465.71

REMARKS:
 Unrounded Invoice Total \$118,765.71

PAYMENT TERMS:
 Due within 30 days

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
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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.

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
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