

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

3/28/2022

Game #	2365	Confirmed Packs	1,908
Game Name	Break the Snowbank	Active Packs	1,937
Quantity Printed	7,235,875	Warehouse Packs	5,355
Price Point	\$2	Returned Packs	74
Start Date	11/15/2021	Printed Payout Percentage	65.00%
Top Prize	\$ 30,000	Percent Sold	80.44%
Number of Top Prizes Remaining	2	Number of Weeks Out	19

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

Cost to print tickets	\$ 133,647	Actual ticket production costs
Prize payout expense	\$ 6,840,218	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs **\$ 6,973,865**

TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 11,641,076	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 11,641,076	

Excess of Revenue over Expended \$ 4,667,211

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	\$	132,814
Next week	\$	168,702
Next week	\$	158,380
Avg Weekly Sales Current Game	\$	153,299
Avg Weekly Sales \$2; 5M-9.99M Qty	\$	810,337
Percentage Of Variance In Sales		81%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2365	Printed Payout Percentage	65.00%
Game Name	Break the Snowbank	Actual Payout Percentage	58.76%
Percent Sold	80.44%	Number of Weeks Out	19
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):



3/28/2022

Instant Product Coordinator Date

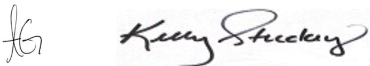
3/29/2022

Products Manager Date

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



3/29/2022

Lottery Operations Division Director Date

3/30/2022

Controller Date

4/4/2022

Executive Director Date



Play the Games of Texas!

Da Vinci Report

3/28/22

Week End Date:3/26/22

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														3/26/22	3/19/22	3/12/22	3/5/22
Baseline	2384	\$1	16,942,500	EZ LOTERIA	3/7/22			3	17.25%	18,471	14,387	56,760	2	\$1,047,057.00	\$1,162,861.00	\$712,490.00	\$600.00
	2372	\$1	34,835,250	POWER 20X	1/3/22			12	27.52%	12,990	10,889	141,789	6	\$671,486.00	\$730,820.00	\$768,250.00	\$858,171.00
	2310	\$2	9,234,500	\$30,000 JACKPOT	3/21/22			1	2.68%	19,394	10,496	39,722	46	\$494,850.00	\$250.00	\$0	\$0
	2329	\$2	33,566,750	IMITED EDITION BREAK THE BANK	1/17/22			10	19.40%	12,809	10,818	189,952	8	\$1,286,366.00	\$1,398,592.00	\$1,464,308.00	\$1,607,242.00
	2419	\$2	9,054,500	TRIPLE PLAY!	1/17/22			10	50.31%	9,768	9,692	14,777	10	\$820,022.00	\$976,530.00	\$1,116,622.00	\$1,379,424.00
	2373	\$3	24,134,125	POWER 30X CROSSWORD	1/3/22			12	32.52%	14,189	10,196	103,235	44	\$1,641,732.00	\$1,755,408.00	\$1,838,148.00	\$2,178,453.00
	2357	\$5	10,248,900	\$50,000 POKER	2/7/22			7	36.09%	15,059	8,838	60,747	2	\$2,148,355.00	\$2,243,580.00	\$2,655,610.00	\$3,217,475.00
	2382	\$5	7,334,550	LUCKY	2/21/22			5	37.80%	20,632	12,747	25,333	4	\$2,090,655.00	\$2,681,010.00	\$2,947,415.00	\$3,950,205.00
	2374	\$5	27,786,375	POWER 50X	1/3/22			12	28.74%	20,207	10,942	229,601	19	\$2,481,010.00	\$2,649,635.00	\$2,806,210.00	\$3,218,200.00
	2385	\$5	7,080,600	SHOW ME \$100,000	3/21/22			1	7.76%	33,374	12,152	37,145	6	\$2,745,945.00	\$750.00	\$0	\$0
	2425	\$5	32,632,050	SUPER CROSSWORD	2/24/22			4	5.37%	29,294	10,701	367,607	9	\$2,852,015.00	\$2,763,930.00	\$2,262,460.00	\$861,855.00
	2366	\$5	7,333,350	TEXAS EDITION BUCKS & TRUCKS	3/7/22			3	26.87%	23,657	13,690	31,302	14	\$3,357,055.00	\$4,047,860.00	\$2,445,905.00	\$1,500.00
	2380	\$10	12,227,050	CASH CELEBRATION	2/7/22			7	21.65%	27,233	11,925	150,042	3	\$3,148,660.00	\$3,212,610.00	\$3,530,170.00	\$4,076,050.00
	2433	\$10	49,110,750	MEGA LOTERIA	2/7/22			7	11.71%	47,674	13,623	796,323	16	\$9,749,720.00	\$9,503,060.00	\$9,365,940.00	\$9,434,460.00
	2375	\$10	22,860,600	POWER 100X	1/3/22			12	22.68%	23,651	10,948	315,430	8	\$3,453,310.00	\$3,630,690.00	\$3,745,180.00	\$4,016,230.00
	2376	\$20	10,149,100	POWER 200X	1/3/22			12	29.63%	27,034	10,474	244,094	13	\$3,826,160.00	\$3,900,840.00	\$4,132,220.00	\$4,526,860.00
	2411	\$20	7,928,475	ULTIMATE 7S	2/21/22			5	20.41%	34,910	11,368	199,958	11	\$6,150,140.00	\$6,433,180.00	\$6,706,440.00	\$7,932,840.00
	2378	\$50	6,116,960	\$200,000,000 CASH BLOWOUT!	3/7/22			3	8.97%	30,646	9,245	233,101	6	\$9,358,000.00	#####	\$7,955,100.00	\$3,000.00
Mature	2351	\$1	16,858,800	\$5,000 JACKPOT	9/7/21			29	85.74%	7,080	5,941	1,664	21	\$272,656.00	\$279,831.00	\$289,065.00	\$310,835.00
	1878	\$1	854,700	CASH ON THE SPOT	9/18/17			236	0.00%	0	0	1,812	14	\$0	\$0	\$0	\$0
	2361	\$1	11,381,100	COZY CASH	11/1/21			21	87.19%	2,256	1,421	3,032	1,220	\$81,229.00	\$106,697.00	\$120,131.00	\$137,889.00
	2296	\$1	10,217,250	LADY LUCK	11/1/21			21	84.90%	3,699	3,853	314	475	\$203,101.00	\$272,988.00	\$299,438.00	\$353,565.00
	1804	\$1	829,650	LUCKY STARS	9/18/17			236	0.00%	0	0	64	687	\$0	\$0	\$0	\$0
	2124	\$1	853,200	WINNING 7S	8/8/19			137	0.00%	0	0	2,664	443	\$0	\$0	\$0	\$0
	2325	\$2	28,601,250	BONUS GAME BINGO	12/13/21			15	21.05%	12,687	9,565	156,068	10	\$995,926.00	\$1,023,384.00	\$1,014,388.00	\$1,093,538.00
	2365	\$2	7,235,875	BREAK THE SNOWBANK	11/15/21			19	80.44%	1,908	1,937	5,355	74	\$132,814.00	\$168,702.00	\$158,380.00	\$182,356.00
	2370	\$2	9,288,250	TEXAS CASH	12/20/21			14	47.89%	6,789	5,222	25,263	45	\$329,206.00	\$373,076.00	\$386,660.00	\$415,836.00
	2234	\$3	35,950,250	\$50,000 BONUS CASHWORD	2/22/21			57	89.58%	12,453	8,714	5,928	45	\$1,463,841.00	\$1,534,044.00	\$1,545,195.00	\$1,731,828.00
	2327	\$3	28,614,750	TEXAS LOTERIA	10/4/21			25	40.91%	18,036	12,637	190,810	28	\$1,527,576.00	\$1,561,527.00	\$1,575,696.00	\$1,696,089.00
	2352	\$5	18,177,675	\$200,000 JACKPOT	9/7/21			29	63.44%	12,259	7,739	65,840	24	\$1,335,670.00	\$1,451,250.00	\$1,470,555.00	\$1,601,750.00

Liability for 2365 / for Life to Date**Product Status:**
Active**SmartCash Enabled:**
N/A**Validation Range:** 08/06/2021 - 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	281733	\$563,466.00	586528	\$1,173,056.00	67.55%	4887981
2	2	N/A	\$4.00	138372	\$553,488.00	324767	\$1,299,068.00	70.12%	5074013
3	3	N/A	\$4.00	17680	\$70,720.00	40256	\$161,024.00	69.48%	5027744
4	4	N/A	\$5.00	34119	\$170,595.00	81656	\$408,280.00	70.53%	5103455
5	5	N/A	\$10.00	7819	\$78,190.00	21124	\$211,240.00	72.98%	5281091
6	6	N/A	\$10.00	10952	\$109,520.00	32429	\$324,290.00	74.75%	5409100
7	7	N/A	\$10.00	3938	\$39,380.00	10540	\$105,400.00	72.80%	5267724
8	8	N/A	\$20.00	10326	\$206,520.00	33096	\$661,920.00	76.22%	5515142
9	9	N/A	\$20.00	3803	\$76,060.00	10662	\$213,240.00	73.71%	5333487
10	0	N/A	\$50.00	864	\$43,200.00	2607	\$130,350.00	75.11%	5434723
11	0	N/A	\$50.00	981	\$49,050.00	3096	\$154,800.00	75.94%	5494792
12	0	N/A	\$50.00	3282	\$164,100.00	11797	\$589,850.00	78.23%	5660960
13	0	N/A	\$50.00	5381	\$269,050.00	18729	\$936,450.00	77.68%	5620933
14	0	N/A	\$50.00	394	\$19,700.00	1143	\$57,150.00	74.37%	5381005
15	0	N/A	\$100.00	124	\$12,400.00	473	\$47,300.00	79.23%	5732946
16	0	N/A	\$100.00	143	\$14,300.00	459	\$45,900.00	76.25%	5517054
17	0	N/A	\$100.00	479	\$47,900.00	1779	\$177,900.00	78.79%	5700895
18	0	N/A	\$100.00	21	\$2,100.00	90	\$9,000.00	81.08%	5866925
19	0	N/A	\$1,000.00	5	\$5,000.00	25	\$25,000.00	83.33%	6029895
20	0	N/A	\$1,000.00	11	\$11,000.00	19	\$19,000.00	63.33%	4582720
21	0	N/A	\$30,000.00	2	\$60,000.00	3	\$90,000.00	60.00%	4341525
Totals:				520429	\$2,565,739.00	1,181,278	\$6,840,218.00		

TICKET QUANTITY: 7,235,875

MIN QUANTITY 7,056,000

7,344,000

PC DocuSign Envelope ID: C1295992-2DFA-499F-A783-D9DC53768F29

BREAK THE SNOWBANK

Texas Lottery Game # 2365

IGT Job # 013877

Version 2 dated May 5, 2021

PACKS / GAME: 57,887

PACKS / POOL: 1,920

PACK SIZE: 125

POOL SIZE: 240,000

RETAIL PRICE: \$2.00

REVENUE: \$14,471,750

PRIZE FUND: \$9,405,957

PERCENTAGE: 64.9952977%

INSTANT FUND: \$9,405,957

INSTANT-WIN PAYOUT: 64.9952977%

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 125 (PER PACK)	PRIZE COST	% OF PRIZE FUND	% PER PRIZE TIER
1	L	\$2	1	\$2	8.33	868,261	28,800	15.00	\$1,736,522	18.46%	
2	L	\$2 (DBL)	1	\$4	15.62	463,139	15,360	8.00	\$1,852,556	19.70%	
3	L	\$4	1	\$4	124.89	57,936	1,920	1.00	\$231,744	2.46%	
4	L	\$5	1	\$5	62.50	115,775	3,840	2.00	\$578,875	6.15%	
5	L	\$5 (DBL)	1	\$10	250.00	28,943	960	0.50	\$289,430	3.08%	
6	L	\$2 (DBL) + (\$2 x 3)	4	\$10	166.80	43,381	1,440	0.75	\$433,810	4.61%	
7	L	\$10	1	\$10	499.78	14,478	480	0.25	\$144,780	1.54%	
8	L	(\$2 x 5) + \$5 (DBL)	6	\$20	166.64	43,422	1,440	0.75	\$868,440	9.23%	
9	L	\$20	1	\$20	500.23	14,465	480	0.25	\$289,300	3.08%	Low Tier: 68.31%
10	M	\$5 (DBL) + \$20 (DBL)	2	\$50	2,084.67	3,471	115		\$173,550	1.85%	
11	M	\$5 (DBL) + (\$10 (DBL) x 2)	3	\$50	1,774.80	4,077	135		\$203,850	2.17%	
12	M	\$5 x 10	10	\$50	479.86	15,079	500		\$753,950	8.02%	
13	M	(\$5 x 2) + \$10 (DBL) + \$20 (DBL)	9	\$50	300.12	24,110	800		\$1,205,500	12.82%	
14	M	\$50	1	\$50	4,707.79	1,537	51		\$76,850	0.82%	
15	M	\$10 x 10	10	\$100	12,120.39	597	20		\$59,700	0.63%	
16	M	\$50 (DBL)	1	\$100	12,019.73	602	20		\$60,200	0.64%	
17	M	\$10 (DBL) + \$20 (DBL)	9	\$100	3,204.55	2,258	75		\$225,800	2.40%	
18	M	\$100	1	\$100	65,188.06	111	4		\$11,100	0.12%	Mid Tier: 29.45%
19	H	(DBL) x 2) + (\$50 (DBL) x 2)	8	\$1,000	241,195.83	30	1		\$30,000	0.32%	
20	H	\$1,000	1	\$1,000	241,195.83	30	1		\$30,000	0.32%	
21	H	\$30,000	1	\$30,000	1,447,175.00	5			\$150,000	1.59%	High Tier: 2.23%
TOTAL CASH PRIZES				1 in 2 Decimals:	4.25	1,701,707	56,442	28.50	\$9,405,957	100.00%	
				1 in 4 Decimals:	4.2521						



INTEROFFICE MEMO

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

Payment Approval

August 20, 2021

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

Vendor Name	IGT
P.O. Number (if applicable)	362-21-9009RL028
Invoice Number	90120869
Tx Game Name:	Game #2365 Break The Snowbank
Invoice Amount:	\$133,646.61


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




8/20/2021


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

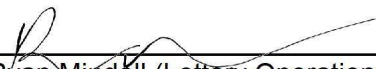
8/20/2021

Date


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

8/20/2021

Date


 Ryan Mindell (Lottery Operations Division Director)

8/22/2021

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: 90120869
 DATE : August 16, 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 2365	104027 010	Game 2365 BREAK THE SNOWBANK- TRK	3,587,750 PC	0.01447	51,914.74
002 GAME 2365	104027 020	Option 2365: Full UV	3,587,750 PC	0.00128	4,592.32
003 GAME 2365	104027 030	Option 2365: Integrated Graphic OP	3,587,750 PC	0.00272	9,758.68
004 GAME 2365	104027 040	Game 2365 BREAK THE SNOWBANK- TRK	3,648,125 PC	0.01447	52,788.37
005 GAME 2365	104027 050	Option 2365: Full UV	3,648,125 PC	0.00128	4,669.60
006 GAME 2365	104027 060	Option 2365: Integrated Graphic OP	3,648,125 PC	0.00272	9,922.90
				TOTAL AMOUNT DUE	USD 133,646.61

REMARKS:
 Unrounded Invoice Total \$133,646.6113

PAYMENT TERMS:
 Due within 30 days

Continued...

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

REMITTANCE:
Please remit payment in USD:

For wire transfer payments:

Wells Fargo Bank, N.A
420 Montgomery Street
San Francisco CA 94104
SWIFT: WFBUS6S
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

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