

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

5/27/2025

Game #	2413	Confirmed Packs	3,639
Game Name	Ca\$h Blowout	Active Packs	1,389
Quantity Printed	28,619,300	Warehouse Packs	248,786
Price Point	\$10	Returned Packs	21
Start Date	3/6/2023	Printed Payout Percentage	71.99%
Top Prize	\$ 1,000,000	Percent Sold	55.42%
Number of Top Prizes Remaining	3	Number of Weeks Out	116

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

Cost to print tickets	\$ 2,897,634	Actual ticket production costs
Prize payout expense	\$ 112,902,645	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs**\$ 115,800,279**TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 158,608,161	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 158,608,161	

Excess of Revenue over Expended \$ 42,807,882INTANGIBLE 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	\$	415,370
Next week	\$	372,470
Next week	\$	418,880
Avg Weekly Sales Current Game	\$	402,240
Avg Weekly Sales \$10; 20M-24.99M Qty*	\$	2,865,487
Percentage Of Variance In Sales		86%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2413	Printed Payout Percentage	71.99%
Game Name	Ca\$h Blowout	Actual Payout Percentage	71.18%
Percent Sold	55.42%	Number of Weeks Out	116
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.*			72

* No data at the \$10, 25M-29.99M level so the \$10 20M-24.99M level was used. Only one game at this level with 85% sell through.

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):

 5/28/2025

 Scratch Ticket Strategy Coordinator Date

 5/28/2025

 Products Manager Date

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

 5/29/2025

 Lottery Operations Division Director Date

 6/3/2025

 Controller Date

 6/3/2025

 Deputy Executive Director Date

Vacant

 Executive Director Date



Play the Games of Texas!

Da Vinci Report

5/27/25

Week End Date:5/24/25

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														5/24/25	5/17/25	5/10/25	5/3/25
Mature	2543	\$5	25,097,475	50X POWER BLITZ	1/2/24			73	57.03%	4,070	1,956	135,976	33	\$234,425.00	\$246,850.00	\$218,900.00	\$251,540.00
	2584	\$5	17,318,475	BINGO TIMES 20	9/16/24			36	57.31%	12,420	8,081	75,068	99	\$1,237,725.00	\$1,326,150.00	\$1,240,070.00	\$1,303,090.00
	2625	\$5	7,164,600	HOT PINK 7S	2/3/25			16	76.41%	13,086	5,410	91	1,309	\$789,645.00	\$964,450.00	\$1,051,285.00	\$1,290,625.00
	2615	\$5	7,259,550	JOKERS WILD	2/17/25			14	61.67%	8,905	6,086	19,529	311	\$880,470.00	\$934,105.00	\$1,034,400.00	\$1,212,200.00
	2581	\$5	30,271,200	SUPER CROSSWORD	12/16/24			23	26.26%	10,485	6,400	277,298	15	\$1,370,830.00	\$1,374,940.00	\$1,460,750.00	\$1,497,220.00
	2611	\$5	7,196,775	WILD CHERRIES	12/2/24			25	77.73%	3,514	2,259	12,199	2,354	\$282,370.00	\$310,120.00	\$338,855.00	\$378,360.00
	2582	\$10	22,209,750	\$250,000 50X CASHWORD	7/1/24			47	60.92%	23,438	7,544	136,741	26	\$2,784,960.00	\$2,663,070.00	\$2,788,730.00	\$2,938,170.00
	2598	\$10	10,877,800	\$50 \$100 OR \$500	7/15/24			45	72.74%	11,508	3,698	40,397	1,089	\$963,970.00	\$1,033,860.00	\$1,087,640.00	\$1,209,030.00
	2620	\$10	13,291,800	\$500,000 BLITZ	1/6/25			20	30.79%	14,598	6,170	160,258	45	\$1,135,640.00	\$1,093,710.00	\$1,315,130.00	\$1,492,200.00
	2544	\$10	20,116,650	100X POWER BLITZ	1/2/24			73	59.36%	6,604	2,138	152,771	45	\$391,110.00	\$374,070.00	\$418,710.00	\$506,440.00
	2626	\$10	8,003,750	7	12/2/24			25	84.36%	14,327	5,917	1,919	43	\$1,426,670.00	\$1,473,620.00	\$1,614,670.00	\$1,953,830.00
	2578	\$10	6,120,000	BINGO MANIA	2/3/25			16	48.54%	16,251	5,867	37,934	158	\$1,131,030.00	\$1,140,380.00	\$1,194,750.00	\$1,377,170.00
	2413	\$10	28,619,300	CASH BLOWOUT	3/6/23			116	55.42%	3,639	1,389	248,786	21	\$415,370.00	\$372,470.00	\$418,880.00	\$504,170.00
	2612	\$10	8,199,300	CASH PAYOUT	10/7/24			33	72.91%	9,561	4,011	28,808	77	\$781,370.00	\$773,460.00	\$849,280.00	\$1,013,010.00
	2623	\$10	25,555,150	LIMITED EDITION MEGA LOTERIA	8/5/24			42	83.31%	40,174	10,308	25,748	98	\$4,640,440.00	\$4,517,530.00	\$4,649,970.00	\$4,828,560.00
	2563	\$10	49,168,200	MEGA LOTERIA	2/19/24			66	75.75%	34,339	7,755	188,068	94	\$3,982,490.00	\$3,920,090.00	\$4,006,490.00	\$4,309,420.00
	2609	\$20	8,139,175	\$100, \$200, \$500 OR \$1,000!	11/18/24			27	40.95%	17,059	4,793	166,867	68	\$1,406,980.00	\$1,339,860.00	\$1,426,840.00	\$1,609,800.00
	2621	\$20	7,159,825	\$1,000,000 BLITZ	1/6/25			20	31.20%	17,643	5,970	170,470	64	\$1,182,040.00	\$1,213,180.00	\$1,327,340.00	\$1,577,640.00
	2583	\$20	15,298,725	\$1,000,000 CROSSWORD	5/20/24			53	79.07%	37,567	8,161	73,611	104	\$4,391,380.00	\$4,243,240.00	\$4,401,300.00	\$4,703,720.00
	2596	\$20	5,105,225	\$1,000,000 LUCKY 7S	9/3/24			38	86.03%	10,026	2,915	13,083	84	\$845,560.00	\$851,100.00	\$924,700.00	\$1,069,740.00
	2545	\$20	10,249,975	200X POWER BLITZ	1/2/24			73	64.92%	7,521	2,209	131,932	63	\$493,940.00	\$431,220.00	\$433,340.00	\$523,520.00
	2556	\$20	8,179,550	BIG MONEY	12/2/24			25	35.90%	14,545	4,798	187,773	56	\$1,206,560.00	\$1,178,800.00	\$1,278,420.00	\$1,499,800.00
	2630	\$20	5,946,300	COLOSSAL CASH	2/17/25			14	31.71%	24,145	7,659	127,422	159	\$1,612,620.00	\$1,589,940.00	\$1,720,720.00	\$2,085,060.00
	2570	\$20	6,117,700	JACKPOT MILLIONS	6/3/24			51	72.65%	10,672	4,009	49,713	94	\$934,380.00	\$1,037,880.00	\$1,027,660.00	\$1,149,260.00
	2603	\$20	6,609,600	LUCKY MILLIONS	10/21/24			31	53.29%	12,727	4,210	103,963	57	\$1,027,220.00	\$994,140.00	\$1,109,520.00	\$1,258,320.00
	2586	\$20	25,615,950	MILLION DOLLAR LOTERIA	4/15/24			58	72.08%	52,501	11,228	209,372	105	\$6,594,120.00	\$6,322,260.00	\$6,463,720.00	\$6,848,700.00
	2616	\$30	7,216,125	30X SUPREME	12/16/24			23	32.27%	14,984	5,408	172,379	58	\$1,627,920.00	\$1,537,170.00	\$1,651,860.00	\$1,802,880.00
	2517	\$30	9,225,150	MILLIONAIRE MAKER	8/14/23			93	60.09%	8,215	2,467	134,387	190	\$739,290.00	\$784,710.00	\$739,680.00	\$791,040.00
	2591	\$30	6,047,525	ULTIMATE RICHES	8/19/24			40	50.27%	10,483	3,595	104,047	73	\$1,064,490.00	\$1,050,540.00	\$1,094,520.00	\$1,128,210.00
	2455	\$50	10,237,540	\$5,000,000 ULTIMATE	1/16/23			123	73.66%	5,120	1,338	126,620	93	\$787,800.00	\$756,150.00	\$687,850.00	\$712,900.00
	2589	\$50	6,082,060	500X	9/16/24			36	52.91%	14,345	4,547	121,172	53	\$2,790,400.00	\$2,683,800.00	\$2,604,150.00	\$2,713,600.00
	2435	\$50	10,070,440	500X LOTERIA SPECTACULAR	3/6/23			116	84.97%	4,955	1,264	67,651	128	\$884,600.00	\$807,600.00	\$760,200.00	\$867,850.00
	2518	\$50	7,928,240	500X LOTERIA SPECTACULAR	5/20/24			53	64.35%	24,446	6,340	105,808	91	\$4,237,800.00	\$4,066,800.00	\$4,134,300.00	\$4,119,750.00

Tier	Reference	Tier Value	Outstanding Tier Count	Outstanding Tier Amount	Tickets Paid	Amount Paid	Estimated Tickets Sold	Percent Paid	Last Date Cashed
1	1	\$10.00	1,419,668	\$14,196,680.00	1671371	\$16,713,710.00	15,474,883.384	5,407%	05/26/2025
2	2	\$20.00	888,723	\$17,774,460.00	1057383	\$21,147,660.00	15,549,801.137	5,433%	05/26/2025
3	0	\$25.00	522,128	\$13,053,200.00	622723	\$15,568,075.00	15,567,000.731	5,439%	05/26/2025
4	0	\$50.00	103,999	\$5,199,950.00	124887	\$6,244,350.00	15,615,540.134	5,456%	05/26/2025
5	0	\$50.00	102,969	\$5,148,450.00	126057	\$6,302,850.00	15,752,198.877	5,504%	05/26/2025
6	0	\$50.00	51,270	\$2,563,500.00	63204	\$3,160,200.00	15,801,441.7	5,521%	05/26/2025
7	0	\$100.00	54,352	\$5,435,200.00	64949	\$6,494,900.00	15,580,715.297	5,444%	05/26/2025
8	0	\$100.00	69,965	\$6,996,500.00	85096	\$8,509,600.00	15,705,999.27	5,488%	05/26/2025
9	0	\$100.00	69,942	\$6,994,200.00	85167	\$8,516,700.00	15,714,239.168	5,491%	05/26/2025
10	0	\$200.00	5,950	\$1,190,000.00	7164	\$1,432,800.00	15,634,334.697	5,463%	05/26/2025
11	0	\$200.00	13,444	\$2,688,800.00	16387	\$3,277,400.00	15,721,379.408	5,493%	05/26/2025
12	0	\$200.00	29,563	\$5,912,600.00	36007	\$7,201,400.00	15,715,954.478	5,491%	05/26/2025
13	0	\$500.00	324	\$162,000.00	388	\$194,000.00	15,595,910.662	5,449%	05/24/2025
14	0	\$500.00	539	\$269,500.00	658	\$329,000.00	15,732,246.8	5,497%	05/14/2025
15	0	\$500.00	750	\$375,000.00	922	\$461,000.00	15,781,695.348	5,514%	05/23/2025
16	0	\$500.00	2,160	\$1,080,000.00	2606	\$1,303,000.00	15,648,740.206	5,468%	05/26/2025
17	0	\$1,000.00	125	\$125,000.00	137	\$137,000.00	14,965,053.759	5,229%	05/09/2025
18	0	\$1,000.00	232	\$232,000.00	276	\$276,000.00	15,549,068.539	5,433%	05/12/2025
19	0	\$1,000.00	147	\$147,000.00	177	\$177,000.00	15,634,617.609	5,463%	05/01/2025
20	0	\$1,000.00	147	\$147,000.00	186	\$186,000.00	15,985,554.971	5,586%	05/12/2025
21	0	\$10,000.00	4	\$40,000.00	6	\$60,000.00	17,171,577.833	6,000%	12/05/2024
22	0	\$10,000.00	4	\$40,000.00	6	\$60,000.00	17,171,577.833	6,000%	10/26/2024
23	0	\$50,000.00	7	\$350,000.00	3	\$150,000.00	8,585,788.917	3,000%	03/20/2025
24	0	\$1,000,000.00	3	\$3,000,000.00	5	\$5,000,000.00	17,887,065.362	6,250%	10/26/2024
		Totals	3,336,415	\$93,121,040.00	3965765	\$112,902,645.00			

NO. OF TICKETS: 28,619,300		Minimum: 28,619,300		TEXAS LOTTERY COMMISSION		VERSION B	
NO. POOLS: 238.49		Maximum: 29,191,686		"CASH BLOWOUT" - GAME NO. 2413		PAYOUT % 71.99%	
PACK SIZE: 50				END OF PRODUCTION PRIZE STRUCTURE			
PACKS/POOL: 2,400				17-Aug-21			
PACKS/GAME: 572,386							
		28,619,300		\$10 TICKETS		\$286,193,000	

Note: "5X" = win 5 TIMES the prize by revealing one (1) "5X" Play Symbol.

Note: "10X" = win 10 TIMES the prize by revealing one (1) "10X" Play Symbol.

Note: "20X" = win 20 TIMES the prize by revealing one (1) "20X" Play Symbol.

Consolidated odds are 1 in:

* Each of the following GLEPS will be used in approximately 20% of each pack of 50 tickets.
** Numbers are rounded.
*** This Number of prizes is guaranteed delivery to the Lottery.
**** The \$25 and \$50 prizes are included in the GLEPS but should be programmed as Mid-Tier prizes and not part of the Low-Tier file.

CALLOUT: (Information that appears on ticket front)	OVER \$200 MILLION IN PRIZES! OVER \$25,000 PRIZES BETWEEN \$100 AND \$1,000!
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INTEROFFICE MEMO

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

Payment Approval

September 7, 2021

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

Vendor Name	<u>Pollard</u>
P.O. Number (if applicable)	<u>362-21-9010RL029</u>
Tx Game Name	<u>Game #2413 Cash Blowout</u>
Invoice Number	<u>8523024</u>
Invoice Amount	<u>\$2,897,633.95</u>

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

9/8/2021



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

9/8/2021

Date

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

9/8/2021

Date

Ryan Mindell
 Ryan Mindell (Lottery Operations Division Director)

9/8/2021

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.



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

INVOICE NO.: 8523024

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 30, 2021

Invoice Date	Order No.	Your Order	Customer No.
August 31, 2021	1133405		5008

Order name: CA\$H BLOWOUT #2413
PO Number:

Product Description	Quantity	Unit Price	Amount
Ticket Size 10 x 4	28,619,300	27.00 /M	772,721.10
Four colour process / Spectrum base graphics	28,619,300	10.00 /M	286,193.00
Fluorescent / Neon Ink Base	28,619,300	2.66 /M	76,127.34
Silver Scratch FX®	28,619,300	60.00 /M	1,717,158.00
Silver Scratch FX®	1	5,000.00 Ea	5,000.00
Inserts	1	40,434.51 Ea	40,434.51

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

Before Taxes:	2,897,633.95 USD
Freight:	0.00
Deposit:	0.00
Amount Due:	2,897,633.95 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

Scratch Ticket Game Closing Analysis

02/26/23 Thru 02/22/25

Average Number of Weeks for 85% Average Sell Through (2 Years)

	Price Point								
Print Quantities	\$1	\$2	\$3	\$5	\$10	\$20	\$30	\$50	\$100
< 5M	None	None	None	None	Week 27*	None	None	None	None
5M-9.99M	Week 19	Week 24	Week 13*	Week 25	Week 22	None	None	Week 58*	None
10M-14.99M	Week 24*	None	None	Week 48*	None	Week 37*	None	None	None
15M-19.99M	Week 42	None	None	Week 64*	None	None	None	None	None
20M-24.99M	None	Week 50*	None	None	Week 72*	None	None	None	None
25M-29.99M	None	None	None	None	None	Week 63*	None	None	None
30M-34.99M	None	None	None	Week 54	None	None	None	None	None
>=35M	None	None	None	None	None	None	None	None	None

Average Weekly Dollar Sales at 85% Average Sell Through (2 Years)

	Price Point								
Print Quantities	\$1	\$2	\$3	\$5	\$10	\$20	\$30	\$50	\$100
< 5M	None	None	None	None	\$1,295,512	None	None	None	None
5M-9.99M	\$434,607	\$484,912	\$1,163,923	\$1,295,271	\$2,729,088	None	None	\$3,038,356	None
10M-14.99M	\$465,971	None	None	\$1,077,365	None	\$4,652,039	None	None	None
15M-19.99M	\$357,603	None	None	\$1,120,927	None	None	None	None	None
20M-24.99M	None	\$831,376	None	None	\$2,865,487	None	None	None	None
25M-29.99M	None	None	None	None	None	\$6,794,150	None	None	None
30M-34.99M	None	None	None	\$3,182,680	None	None	None	None	None
>=35M	None	None	None	None	None	None	None	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

From: [Gough, Riley](#)
To: [Bowersock, Dale](#)
Cc: [ProductsScratchTeam](#)
Subject: Re: June Pre-Call Recommendations
Date: Wednesday, May 28, 2025 2:49:34 PM
Attachments: [image001.png](#)
[image002.png](#)
[image003.png](#)
[image004.png](#)
[image005.png](#)
[image006.png](#)
[image007.png](#)

CAUTION: This email originated outside the Texas Lottery's email system.
DO NOT click links or open attachments unless you expect them from the sender and know the content is safe.

Hi Dale,

No issues with the list of games below.

Thanks,
Riley

From: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Sent: Tuesday, May 27, 2025 9:53 AM
To: Gough, Riley <Riley.Gough@IGT.com>
Cc: ProductsScratchTeam <ProductsScratchTeam@lottery.state.tx.us>
Subject: June Pre-Call Recommendations

CAUTION: This email originated outside of IGT. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Riley,
Below is the list of game's which qualify for pre-call in June. The variance calculation spreadsheets for the slow-moving games are attached.

The game close dates would be:

Pre-call date: 6/6/25
Call date: 7/6/25
EOG (Close) date: 8/20/25
EOV date: 2/16/26

Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
													5/24/25	5/17/25	5/10/25	5/3/25
2611	\$5	7,196,775	WILD CHERRIES	12/2/24			25	77.73%	3,514	2,259	12,199	2,354	\$282,370.00	\$310,120.00	\$338,855.00	\$378,360.00
2629	\$5	5,630,325	\$50 BLOWOUT	12/16/24			23	91.34%	2,588	1,860	420	670	\$289,740.00	\$344,140.00	\$414,595.00	\$489,875.00
2413	\$10	28,619,300	CASH BLOWOUT	3/6/23			116	55.42%	3,639	1,389	248,786	21	\$415,370.00	\$372,470.00	\$418,880.00	\$504,170.00
2570	\$20	6,117,700	JACKPOT MILLIONS	6/3/24			51	72.65%	10,672	4,009	49,713	94	\$934,380.00	\$1,037,880.00	\$1,027,660.00	\$1,149,260.00
2517	\$30	9,225,150	MILLIONAIRE MAKER	8/14/23			93	60.09%	8,215	2,467	134,387	190	\$739,290.00	\$784,710.00	\$739,680.00	\$791,040.00
2455	\$50	10,237,540	\$5,000,000 ULTIMATE	1/16/23			123	73.66%	5,120	1,338	126,620	93	\$787,800.00	\$756,150.00	\$687,850.00	\$712,900.00

Please let me know if you have concerns with pre-calling any of these games.

Thanks,

Dale Bowersock
Scratch Ticket Strategy Coordinator
Texas Lottery Commission

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From: [Rey, Sergio](#)
To: [Bowersock, Dale](#); [Guarnero, Annika](#)
Subject: RE: Game Closure Analysis - Signature Authority?
Date: Wednesday, April 23, 2025 9:37:12 AM

Hi, Dale. Myra let me know yesterday of your email, and we are coordinating all the delegations as fast as we can. All that to say, yes, you can move forward with Annika as the OC/CFO approver.

Thanks,
Sergio

From: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Sent: Wednesday, April 23, 2025 9:28 AM
To: Rey, Sergio <Sergio.Rey@lottery.state.tx.us>; Guarnero, Annika <Annika.Guarnero@lottery.state.tx.us>
Subject: Game Closure Analysis - Signature Authority?

I've got the game close analysis documents ready to route but I'm not sure who I'm routing them to in OC now. Is Annika signing these for the Controller position?

Dale

From: [Mendoza, Merry](#)
To: [Pina, Debbie](#); [Rylee, Juanita](#); [Mindell, Ryan](#); [Anderson, Lisa](#); [Williams, Eric](#); [Guarnero, Annika](#); [Directors](#); [Dombi, Liz](#); [Byrd, Michelle](#); [Colter, Valerie](#); [ManagersLO](#); [Products](#); [Medina, Iris](#); [Human Resources](#); [Advertising Promotions](#); [ExecutiveAssistant](#); [Travel Coordinator](#)
Subject: Robert Tirloni out of office May 29-30; Kelly Stuckey in charge
Date: Wednesday, May 28, 2025 5:03:51 PM

Robert Tirloni will be out of the office May 29-30, Kelly Stuckey will be in charge and have full signature authority, including jackpot estimation.

Please reach out should need assistance.