

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

12/18/2023

Game #	2414	Confirmed Packs	3,658
Game Name	10X the Money	Active Packs	1,611
Quantity Printed	9,192,375	Warehouse Packs	1,687
Price Point	\$2	Returned Packs	1,843
Start Date	6/19/2023	Printed Payout Percentage	65.01%
Top Prize	\$ 30,000	Percent Sold	86.49%
Number of Top Prizes Remaining	2	Number of Weeks Out	26

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

Cost to print tickets	\$ 394,974	Actual ticket production costs
Prize payout expense	\$ 9,753,963	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 10,148,937

TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 15,900,970	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 15,900,970

Excess of Revenue over Expended **\$ 5,752,033**

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	\$	123,206
Next week	\$	140,096
Next week	\$	181,290
Avg Weekly Sales Current Game	\$	148,197
Avg Weekly Sales \$2; 5M - 9.99M Qty	\$	836,861
Percentage Of Variance In Sales		82%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2414	Printed Payout Percentage	65.01%
Game Name	10X the Money	Actual Payout Percentage	61.34%
Percent Sold	86.49%	Number of Weeks Out	26
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			18

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):



12/18/2023

Scratch Ticket Strategy Coordinator Date



12/18/2023

Products Manager Date

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

Not Required
>85% Sold

Lottery Operations Division Director Date

Not Required
>85% Sold

Controller Date

Not Required
>85% Sold

Deputy Executive Director Date

Not Required
>85% Sold

Executive Director Date



Play the Games of Texas!

Da Vinci Report

12/18/23

Week End Date:12/16/23

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														12/16/23	12/9/23	12/2/23	11/25/23
Mature	2210	\$2	7,139,375	\$100 FRENZY	7/31/23			20	69.84%	5,000	3,388	5,164	1,411	\$197,736.00	\$217,116.00	\$253,108.00	\$248,536.00
	2414	\$2	9,192,375	10X THE MONEY	6/19/23			26	86.49%	3,658	1,611	1,687	1,843	\$123,206.00	\$140,096.00	\$181,290.00	\$184,934.00
	2503	\$2	22,221,750	BREAK THE BANK	3/20/23			39	77.56%	6,093	3,890	16,749	68	\$383,932.00	\$498,288.00	\$526,368.00	\$477,634.00
	2427	\$2	30,059,250	CLASSIC BINGO!	2/20/23			43	61.97%	10,174	7,341	71,621	142	\$630,858.00	\$633,744.00	\$691,228.00	\$645,218.00
	2321	\$3	47,974,000	\$50,000 BONUS CASHWORD	4/11/22			88	77.74%	9,640	7,052	66,119	47	\$1,102,848.00	\$1,156,773.00	\$1,153,362.00	\$1,083,981.00
	2462	\$3	24,476,125	30X CASH BLITZ CROSSWORD	1/2/23			50	70.41%	5,125	3,747	47,013	93	\$472,716.00	\$504,165.00	\$541,185.00	\$526,959.00
	2431	\$3	32,785,800	SPECIAL EDITION LOTERIA	10/17/22			61	78.82%	14,568	7,993	67,194	50	\$709,995.00	\$724,185.00	\$737,907.00	\$672,249.00
	2520	\$5	12,210,000	\$200,000 WINNINGS	9/5/23			15	41.01%	14,592	8,836	69,052	855	\$1,168,655.00	\$1,233,800.00	\$1,315,230.00	\$1,262,015.00
	2463	\$5	28,138,800	50X CASH BLITZ	1/2/23			50	53.88%	4,540	2,875	162,235	1,108	\$452,270.00	\$458,705.00	\$472,795.00	\$495,160.00
	2500	\$5	9,854,475	COWBOYS	8/14/23			18	40.25%	6,914	3,744	63,903	2,169	\$465,195.00	\$480,155.00	\$598,000.00	\$633,685.00
	2484	\$5	14,305,575	EMERALD 7S	5/1/23			33	67.14%	5,399	4,048	50,567	319	\$504,335.00	\$510,510.00	\$584,435.00	\$578,900.00
	2501	\$5	5,505,750	HOUSTON TEXANS	8/14/23			18	41.20%	3,153	1,824	33,169	3,454	\$199,115.00	\$238,375.00	\$310,850.00	\$311,990.00
	2432	\$5	59,010,300	SPECIAL EDITION SUPER LOTERIA	12/5/22			54	87.79%	31,810	15,029	42,272	35	\$4,583,025.00	\$4,607,150.00	\$4,756,725.00	\$4,623,860.00
	2505	\$5	32,640,150	SUPER CASHWORD	6/5/23			28	32.10%	17,892	9,591	264,983	33	\$1,751,960.00	\$1,796,520.00	\$1,861,985.00	\$1,755,620.00
	2506	\$10	24,386,600	\$250,000 50X CASHWORD	6/19/23			26	37.14%	28,469	9,346	264,626	44	\$3,394,960.00	\$3,422,460.00	\$3,455,540.00	\$3,346,250.00
	2489	\$10	8,200,800	\$50,000,000 BLOWOUT!	6/5/23			28	66.75%	8,469	3,388	39,198	1,369	\$535,220.00	\$589,760.00	\$679,470.00	\$622,680.00
	2521	\$10	10,146,750	\$500,000 WINNINGS	9/5/23			15	32.51%	19,765	7,867	106,567	80	\$1,608,230.00	\$1,640,450.00	\$1,780,280.00	\$1,636,440.00
	2464	\$10	23,085,050	100X CASH BLITZ	1/2/23			50	49.07%	9,102	3,783	217,672	1,567	\$800,700.00	\$854,430.00	\$933,780.00	\$868,740.00
	2413	\$10	28,619,300	CASH BLOWOUT	3/6/23			41	36.11%	13,297	5,700	343,816	139	\$1,205,530.00	\$1,226,050.00	\$1,234,360.00	\$1,190,250.00
	2510	\$10	50,141,200	MEGA LOTERIA	2/6/23			45	71.15%	53,591	14,233	213,110	41	\$8,122,870.00	\$8,042,410.00	\$8,269,120.00	\$8,127,190.00
	2485	\$10	11,250,850	RUBY 7S	5/1/23			33	61.27%	10,227	5,593	68,401	136	\$888,860.00	\$868,450.00	\$929,370.00	\$904,590.00
	2522	\$20	9,178,700	\$1,000,000 WINNINGS	9/5/23			15	22.97%	23,894	7,414	248,301	117	\$1,801,340.00	\$1,882,840.00	\$2,202,220.00	\$2,056,480.00
	2418	\$20	8,171,725	200X THE CASH	7/3/23			24	52.98%	21,845	5,526	121,873	171	\$1,778,720.00	\$1,780,100.00	\$2,173,260.00	\$2,218,020.00
	2367	\$20	16,392,750	CASH SPECTACULAR	11/15/21			109	68.30%	10,521	3,701	191,209	95	\$951,200.00	\$904,180.00	\$964,000.00	\$876,180.00
	2486	\$20	6,555,250	DIAMOND 7S	5/1/23			33	64.89%	14,995	5,193	68,628	130	\$1,050,080.00	\$1,073,820.00	\$1,251,300.00	\$1,129,320.00
	2475	\$20	9,008,050	JACKPOT MILLIONS	3/20/23			39	48.93%	11,664	2,747	164,825	1,897	\$571,700.00	\$591,480.00	\$738,500.00	\$694,960.00
	2511	\$20	25,214,400	MILLION DOLLAR LOTERIA	6/5/23			28	43.71%	55,751	12,235	491,700	32	\$8,240,840.00	\$8,121,560.00	\$8,508,620.00	\$8,053,280.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			300	83.09%	8,590	4,108	214,240	36	\$1,604,190.00	\$1,550,370.00	\$1,636,200.00	\$1,499,250.00
	2517	\$30	9,225,150	MILLIONAIRE MAKER	8/14/23			18	23.09%	18,261	7,483	255,443	110	\$2,775,180.00	\$2,651,100.00	\$2,897,430.00	\$2,693,580.00
	2387	\$30	9,009,725	PREMIER CASH	4/4/22			89	82.09%	7,887	3,196	51,557	54	\$804,240.00	\$834,300.00	\$936,660.00	\$811,410.00
	2468	\$30	8,544,000	VIP CLUB	2/20/23			43	51.56%	11,618	4,801	147,066	90	\$1,322,040.00	\$1,421,430.00	\$1,532,880.00	\$1,446,660.00
	2423	\$50	6,608,840	\$1,000,000 DIAMOND RICHES	8/1/22			72	75.34%	11,440	3,738	63,751	88	\$1,543,150.00	\$1,584,300.00	\$1,762,800.00	\$1,605,600.00
	2455	\$50	10,237,540	\$5,000,000 ULTIMATE	1/16/23			48	44.95%	19,098	5,043	254,763	64	\$3,397,050.00	\$3,410,750.00	\$3,580,150.00	\$3,300,550.00

Liability for 2414 / for Life to DateProduct Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 06/17/2022 - 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	196595	\$393,190.00	722549	\$1,445,098.00	78.61%	7226225
2	2	N/A	\$4.00	117795	\$471,180.00	470661	\$1,882,644.00	79.98%	7352278
3	3	N/A	\$4.00	28783	\$115,132.00	118444	\$473,776.00	80.45%	7395258
4	4	N/A	\$5.00	27727	\$138,635.00	119351	\$596,755.00	81.15%	7459437
5	5	N/A	\$10.00	6739	\$67,390.00	29980	\$299,800.00	81.65%	7505307
6	6	N/A	\$10.00	8908	\$89,080.00	46226	\$462,260.00	83.84%	7707163
7	7	N/A	\$10.00	3249	\$32,490.00	15108	\$151,080.00	82.30%	7565419
8	8	N/A	\$20.00	2790	\$55,800.00	15572	\$311,440.00	84.81%	7795646
9	9	N/A	\$20.00	6637	\$132,740.00	30183	\$603,660.00	81.97%	7535400
10	10	N/A	\$20.00	3082	\$61,640.00	15275	\$305,500.00	83.21%	7649045
11	0	N/A	\$50.00	669	\$33,450.00	3763	\$188,150.00	84.91%	7804807
12	0	N/A	\$50.00	802	\$40,100.00	4375	\$218,750.00	84.51%	7768329
13	0	N/A	\$50.00	2780	\$139,000.00	16357	\$817,850.00	85.47%	7857014
14	0	N/A	\$50.00	1139	\$56,950.00	6522	\$326,100.00	85.13%	7825697
15	0	N/A	\$50.00	2301	\$115,050.00	13027	\$651,350.00	84.99%	7812439
16	0	N/A	\$50.00	1388	\$69,400.00	6267	\$313,350.00	81.87%	7525619
17	0	N/A	\$50.00	333	\$16,650.00	1566	\$78,300.00	82.46%	7580441
18	0	N/A	\$100.00	109	\$10,900.00	656	\$65,600.00	85.75%	7882611
19	0	N/A	\$100.00	125	\$12,500.00	638	\$63,800.00	83.62%	7686415
20	0	N/A	\$100.00	335	\$33,500.00	1666	\$166,600.00	83.26%	7653421
21	0	N/A	\$100.00	172	\$17,200.00	971	\$97,100.00	84.95%	7809095
22	0	N/A	\$100.00	215	\$21,500.00	944	\$94,400.00	81.45%	7487145
23	0	N/A	\$100.00	57	\$5,700.00	326	\$32,600.00	85.12%	7824319
24	0	N/A	\$500.00	6	\$3,000.00	32	\$16,000.00	84.21%	7740947
25	0	N/A	\$500.00	6	\$3,000.00	32	\$16,000.00	84.21%	7740947
26	0	N/A	\$500.00	7	\$3,500.00	32	\$16,000.00	82.05%	7542461
27	0	N/A	\$30,000.00	1	\$30,000.00	1	\$30,000.00	50.00%	4596188
28	0	N/A	\$30,000.00	1	\$30,000.00	1	\$30,000.00	50.00%	4596188
Totals:				412751	\$2,198,677.00	1,640,525	\$9,753,963.00		

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	10.00	919,144	24,000	12.50	\$1,838,288	15.38%	
2	L	\$2 (DBL)	1	\$4	15.62	588,456	15,360	8.00	\$2,353,824	19.69%	
3	L	\$4	1	\$4	62.44	147,227	3,840	2.00	\$588,908	4.93%	
4	L	\$5	1	\$5	62.50	147,078	3,840	2.00	\$735,390	6.15%	
5	L	\$5 (DBL)	1	\$10	250.34	36,719	960	0.50	\$367,190	3.07%	
6	L	\$2 (DBL) + (\$2 x 3)	4	\$10	166.73	55,134	1,440	0.75	\$551,340	4.61%	
7	L	\$10	1	\$10	500.76	18,357	480	0.25	\$183,570	1.54%	
8	L	(\$2 x 5) + \$5 (DBL)	6	\$20	500.62	18,362	480	0.25	\$367,240	3.07%	
9	L	\$2 (10X)	1	\$20	249.66	36,820	960	0.50	\$736,400	6.16%	
10	L	\$20	1	\$20	500.76	18,357	480	0.25	\$367,140	3.07%	Low Tier: 67.68%
11	M	\$5 (DBL) + \$20 (DBL)	2	\$50	2,074.09	4,432	116		\$221,600	1.85%	
12	M	DBL) + \$10 (DBL) + \$2 (DBL)	3	\$50	1,775.62	5,177	135		\$258,850	2.17%	
13	M	\$5 x 10	10	\$50	480.35	19,137	500		\$956,850	8.01%	
14	M	(\$5 x 2) + \$10 (DBL) + \$5 (DBL)	9	\$50	1,199.89	7,661	200		\$383,050	3.20%	
15	M	\$4 (10X) + (\$5 x 2)	3	\$50	599.71	15,328	400		\$766,400	6.41%	
16	M	\$5 (10X)	1	\$50	1,200.83	7,655	200		\$382,750	3.20%	
17	M	\$50	1	\$50	4,840.64	1,899	50		\$94,950	0.79%	
18	M	\$10 x 10	10	\$100	12,016.18	765	20		\$76,500	0.64%	
19	M	\$50 (DBL)	1	\$100	12,047.67	763	20		\$76,300	0.64%	
20	M	) + \$10 (DBL) + \$20 (DBL)	5	\$100	4,593.89	2,001	52		\$200,100	1.67%	
21	M	\$5 (DBL) x 2) + \$10 (DBL)	6	\$100	8,042.32	1,143	30		\$114,300	0.96%	
22	M	\$10 (10X)	1	\$100	7,931.30	1,159	30		\$115,900	0.97%	
23	M	\$100	1	\$100	24,000.98	383	10		\$38,300	0.32%	
24	M	DBL) + (\$50 (DBL) + \$20 (DBL)	3	\$500	241,904.61	38	1		\$19,000	0.16%	
25	M	\$50 (10X)	1	\$500	241,904.61	38	1		\$19,000	0.16%	
26	M	\$500	1	\$500	235,701.92	39	1		\$19,500	0.16%	Mid Tier: 31.32%
27	H	(10X) x 5) + (\$500 (10X)	10	\$30,000	4,596,187.50	2			\$60,000	0.50%	
28	H	\$30,000	1	\$30,000	4,596,187.50	2			\$60,000	0.50%	High Tier: 1.00%
TOTAL CASH PRIZES				1 in 2 Decimals:	4.48	2,053,276	53,606	27.00	\$11,952,640	100.00%	
				1 in 4 Decimals:	4.4769						



INTEROFFICE MEMO

Gary Grief, Executive Director

LaDonna Castañuela, Charitable Bingo Operations Director

Payment Approval

June 7, 2022

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

Vendor Name	IGT
P.O. Number (if applicable)	362-22-9009RL011
Invoice Number	90126858
Tx Game Name:	Game #2414 10X the Money
Invoice Amount:	\$394,974.20

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.

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

6/8/2022

Date

JB
6/8/2022



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

6/8/2022

Date

Ryan Mindell (Lottery Operations Division Director)

6/8/2022

Date

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

June 17, 2022



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
 [REDACTED]

INVOICE

INVOICE NUMBER: 90126858
 DATE : June 1, 2022

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 2414	112695 010	Game 2414 10X THE MONEY - TRK 1	4,609,375 PC	0.01368	63,056.25
002 GAME 2414	112695 020	Option 2414 Holographic Stock	4,609,375 PC	0.02400	110,625.00
003 GAME 2414	112695 030	Option 2414 Full UV	4,609,375 PC	0.00128	5,900.00
004 GAME 2414	112695 040	Option 2414 Integrated Graphic Ove	4,609,375 PC	0.00272	12,537.50
005 GAME 2414	112695 050	Game 2414 10X THE MONEY - TRK 2	4,583,000 PC	0.01368	62,695.44
006 GAME 2414	112695 060	Option 2414 Holographic Stock	4,583,000 PC	0.02400	109,992.00
007 GAME 2414	112695 070	Option 2414 Full UV	4,583,000 PC	0.00128	5,866.24
008 GAME 2414	112695 080	Option 2414 Integrated Graphic Ove	4,583,000 PC	0.00272	12,465.76
009 GAME 2414	112695 090	Inserts			11,836.01
				TOTAL AMOUNT DUE	USD 394,974.20

REMARKS:
 Unrounded Invoice Total \$394,974.2000

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

Scratch Ticket Game Closing Analysis

08/29/21 Thru 08/26/23

Average Number of Weeks for 85% Average Sell Through

Print Quantities	Price Point				Price Point				
	\$1	\$2	\$3	\$5	\$10	\$20	\$30	\$50	\$100
< 5M	None	None	None	None	None	None	None	None	None
5M-9.99M	None	Week 18	Week 13	Week 16	Week 26	Week 39	None	Week 55	None
10M-14.99M	Week 18	*Week 28	None	None	Week 37	None	None	*Week 75	None
15M-19.99M	Week 28	None	None	*Week 47	None	*Week 35	None	None	None
20M-24.99M	None	None	None	None	None	None	None	None	None
25M-29.99M	None	*Week 59	*Week 54	None	*Week 72	None	None	None	None
30M-34.99M	None	*Week 55	None	*Week 63	None	None	None	None	None
>=35M	None	None	None	*Week 55	*Week 51	None	None	None	None

Average Weekly Dollar Sales at 85% Average Sell Through

Print Quantities	Price Point				Price Point				
	\$1	\$2	\$3	\$5	\$10	\$20	\$30	\$50	\$100
< 5M	None	None	None	None	None	None	None	None	None
5M-9.99M	None	\$836,861	\$1,218,171	\$2,103,552	\$2,534,946	\$3,775,938	None	\$4,951,385	None
10M-14.99M	\$525,017	\$620,682	None	None	\$2,836,350	None	None	\$5,794,776	None
15M-19.99M	\$530,463	None	None	\$1,645,025	None	\$8,401,824	None	None	None
20M-24.99M	None	None	None	None	None	None	None	None	None
25M-29.99M	None	\$830,007	\$1,352,586	None	\$3,385,773	None	None	None	None
30M-34.99M	None	\$1,037,735	None	\$2,208,309	None	None	None	None	None
>=35M	None	None	None	\$4,608,748	\$8,277,057	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