

**TEXAS LOTTERY COMMISSION**  
**Scratch Ticket Game Closing Analysis**  
**SUMMARY REPORT**

**Scratch Ticket Information**

Date Completed

1/14/2019

Game #	1859	Confirmed Packs	4,365
Game Name	Crossword Connect	Active Packs	2,701
Quantity Printed	22,450,575	Warehouse Packs	108
Price Point	\$5	Returned Packs	552
Start Date	6/28/2017	Printed Payout Percentage	67.96%
Top Prize	\$ 100,000	Percent Sold	96.92%
Number of Top Prizes Remaining	0	Number of Weeks Out	80

**Current Game Sales Analysis**

TANGIBLE COSTS

**Expenditure Impact:**

Cost to print tickets	\$ 588,879	Actual ticket production costs
Prize payout expense	\$ 72,053,905	Data from Instant Ticket Tier Liability screen in ES

**Estimated Direct Costs** \$ 72,642,784

TANGIBLE BENEFITS

**Revenue Impact:**

Estimated sales	\$ 108,795,486	Based on # of tkts printed, times % sold from DaVinci report, times the price point
<b>Total Estimated Benefits</b>	<u><b>\$ 108,795,486</b></u>	
<b>Excess of Revenue over Expended</b>	<u><b>\$ 36,152,703</b></u>	

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	\$ 545,130
Next week	\$ 632,175
Next week	\$ 721,355

Avg Weekly Sales Current Game \$ 632,887

Avg Weekly Sales \$5, 15-19.99M Qty\* \$ 1,508,375

Percentage Of Variance In Sales 58%

TEXAS LOTTERY COMMISSION  
Scratch Ticket Game Closing Analysis  
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	1859	Printed Payout Percentage	67.96%
Game Name	Crossword Connect	Actual Payout Percentage	66.23%
Percent Sold	96.92%	Number of Weeks Out	80
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.*			52

\* Only one game at this level with 85% sell through and there were no games at the 20-24.99M range so the 15-19.99M range was used for this analysis.

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):

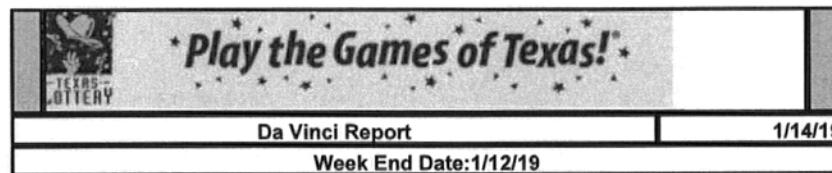
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By signing below, I agree with the recommendation of the Products Department Staff to close the above game.





Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														1/12/19	1/5/19	12/29/18	12/22/18
Sold/Closing	2048	\$2	7,212,875	DOUBLE MATCH	7/16/18	1/13/19	2/27/19	26	92.43%	553	782	84	2,155	\$72,086.00	\$93,868.00	\$108,172.00	\$131,758.00
	1806	\$3	41,524,725	TEXAS LOTERIA	3/14/17	12/16/18	1/30/19	96	94.82%	151	70	19,634	6,433	\$14,463.00	\$33,264.00	\$54,450.00	\$113,358.00
	1871	\$5	15,075,300	\$100,000 BING-O-RAMA	10/2/17	12/18/18	2/1/19	67	95.81%	409	75	158	3,736	-\$12,985.00	\$37,870.00	\$93,020.00	\$242,905.00
	1837	\$5	7,040,775	\$100,000 JACKPOT	6/18/18	12/16/18	1/30/19	30	95.36%	49	22	666	2,905	\$9,455.00	\$24,245.00	\$48,510.00	\$90,460.00
	1848	\$5	8,098,800	25X THE MONEY	7/16/18	12/16/18	1/30/19	26	97.42%	32	22	0	2,356	\$5,880.00	\$11,545.00	\$26,295.00	\$50,125.00
	2063	\$5	5,613,825	50X FAST CASH	8/6/18	12/27/18	2/10/19	23	83.85%	1,035	284	0	5,535	\$47,145.00	\$161,975.00	\$240,010.00	\$275,670.00
	1862	\$5	18,021,075	BONUS BREAK THE BANK	11/29/17	1/13/19	2/27/19	58	97.10%	806	472	274	3,797	\$99,665.00	\$129,020.00	\$162,135.00	\$200,620.00
	1859	\$5	22,450,575	CROSSWORD CONNECT	6/28/17			80	96.92%	4,365	2,701	108	552	\$545,130.00	\$632,175.00	\$721,355.00	\$817,245.00
	2061	\$5	7,335,675	LION'S SHARE	6/4/18	12/16/18	1/30/19	32	67.75%	45	23	27,344	3,326	\$1,500.00	\$4,165.00	\$23,735.00	\$23,675.00
	2013	\$5	21,411,450	LUCKY 7S	12/18/17	12/16/18	1/30/19	56	88.56%	37	56	29,156	2,572	\$13,260.00	\$60,835.00	\$95,295.00	\$201,385.00
	2032	\$5	7,706,850	PHARAOH'S GOLD	5/21/18	12/16/18	1/30/19	34	58.94%	47	38	37,502	3,667	-\$9,855.00	\$3,870.00	-\$3,025.00	\$9,760.00
	2095	\$5	7,337,700	RED HOT 7S	10/15/18	12/28/18	2/11/19	13	90.10%	1,660	248	0	774	\$204,975.00	\$709,945.00	\$1,276,445.00	\$1,703,375.00
	1877	\$5	40,544,550	SUPER LOTERIA	12/11/17			57	92.31%	19,852	10,106	8,169	17	\$3,449,650.00	\$3,637,495.00	\$3,571,580.00	\$3,392,500.00
	1844	\$5	7,192,125	THE MONEY GAME	5/7/18	12/16/18	1/30/19	36	70.02%	46	43	24,786	3,037	-\$4,375.00	\$9,545.00	\$18,735.00	\$21,150.00
	2046	\$10	8,311,000	50X THE CASH	5/7/18	12/19/18	2/2/19	36	96.79%	636	72	0	1,398	\$13,690.00	\$105,640.00	\$245,690.00	\$541,590.00
	2018	\$10	14,595,550	SUPER 7S	1/2/18			54	92.80%	6,420	3,028	9,910	11	\$1,126,880.00	\$1,413,200.00	\$1,373,760.00	\$1,335,080.00
	2021	\$20	9,179,100	\$1,000,000 BIG MONEY	1/2/18	12/2/18	1/16/19	54	47.70%	27	3	181,959	7,652	-\$10,820.00	\$720.00	\$15,040.00	\$36,020.00
	2014	\$20	9,178,150	MEGA 7S	12/4/17			58	91.84%	8,220	2,805	17,293	13	\$1,086,300.00	\$1,305,100.00	\$1,273,240.00	\$1,298,240.00

TICKET QUANTITY:

22,450,575

Minimum = 21,638,400

POOLS:

187.09

Maximum = 22,521,600

PACKS/GAME:

299,341

PACKS/POOL:

1,600

PACK SIZE:

75

POOL SIZE:

120,000

TEXAS LOTTERY COMMISSION

CROSSWORD CONNECT (Game Number 1859)

Version 6 dated December 28, 2016

RETAIL PRICE: \$5.00

REVENUE: \$112,252,875

PRIZE FUND: \$76,290,725

PERCENTAGE: 67.9632704%

END OF PRODUCTION PRIZE STRUCTURE

PRIZE LEVEL	PUZZLE 1 Win up to 1 time!	PUZZLE 2 Win up to 1 time!	CROSSWORD CONNECT WORD Win up to 1 time!	Number of Wins Per Ticket	Tier Code	TOTAL PRIZE AMOUNT	PRIZES PER		PRIZE COST	% OF PRIZE FUND	% PER PRIZE TIER **
							ODDS (1 IN:)	TOTAL PRIZES	120,000 POOL	PER PACK	
01	\$5 or	\$5 or		1	L	\$5	8.82	2,544,435	13,600.00	8.50	\$12,722,175 16.68%
02	\$10 or	\$10 or		1	L	\$10	74.99	299,392	1,600.00	1.00	\$2,993,920 3.92%
03	\$5	\$5		2	L	\$10	20.00	1,122,592	6,000.00	3.75	\$11,225,920 14.71%
04	\$10	\$5		2	L	\$15	75.01	299,290	1,600.00	1.00	\$4,489,350 5.88%
05	\$5	\$10		2	L	\$15	37.50	598,682	3,200.00	2.00	\$8,980,230 11.77%
06	\$10	\$10		2	L	\$20	37.50	598,654	3,200.00	2.00	\$11,973,080 15.69% Low Tier 68.66%
07	\$25 or	\$25 or		1	M	\$25	150.05	149,620	800.00		\$3,740,500 4.90%
08	\$50 or	\$50 or		1	M	\$50	2,404.73	9,336	50.00		\$466,800 0.61%
09	\$25	\$25		2	M	\$50	333.08	67,403	360.00		\$3,370,150 4.42%
10		\$50		1	M	\$50	150.09	149,580	800.00		\$7,479,000 9.80%
11	\$100 or	\$100		1	M	\$100	11,816.09	1,900	10.00		\$190,000 0.25%
12	\$50	\$50		2	M	\$100	5,998.02	3,743	20.00		\$374,300 0.49%
13	\$25	\$25	\$50	3	M	\$100	1,711.17	13,120	70.00		\$1,312,000 1.72%
14	\$50		\$50	2	M	\$100	3,007.44	7,465	40.00		\$746,500 0.98%
15		\$50	\$50	2	M	\$100	3,999.03	5,614	30.00		\$561,400 0.74%
16	\$100	\$50	\$50	3	M	\$200	1,993.48	11,262	60.00		\$2,252,400 2.95% Mid Tier
17	\$500 or	\$500		1	M	\$500	6,025.38	3,726	20.00		\$1,863,000 2.44% 29.30%
18	\$1,000 or	\$1,000		1	H	\$1,000	40,819.23	550	3.00		\$550,000 0.72% High Tier
19	\$100,000 or	\$100,000		1	H	\$100,000	2,245,057.50	10 ***			\$1,000,000 1.31% 2.03%
TOTAL PRIZES						1 in	3.81	5,886,374	31,463	18.25	\$76,290,725 100% 100%
						4 decimals	3.8140				

TEXAS LOTTERY COMMISSION  
CROSSWORD CONNECT (Game Number 1859)  
Version 6 dated December 28, 2016

Consolidated odds are 1 in:

\$5	8.82	2,544,435
\$10	15.79	1,421,984
\$15	25.00	897,972
\$20	37.50	598,654
\$25	150.05	149,620
\$50	99.20	226,319
\$100	705.06	31,842
\$200	1,993.48	11,262
\$500	6,025.38	3,726
\$1,000	40,819.23	550
\$100,000	2,245,057.50	10
Total Prizes		5,886,374.00

PRIZE:	GET:	A			B			C			D		
		9	=	\$ 45	9	=	\$ 45	8	=	\$ 40	8	=	\$ 40
\$5	P1 or P2: \$5	2	=	\$ 20	0	=	\$ 0	1	=	\$ 10	1	=	\$ 10
\$10	P1 or P2: \$10	4	=	\$ 40	5	=	\$ 50	2	=	\$ 20	4	=	\$ 40
\$10	P1 \$5 + P2 \$5	0	=	\$ 0	2	=	\$ 30	1	=	\$ 15	1	=	\$ 15
\$15	P1 \$10 + P2 \$5	2	=	\$ 30	2	=	\$ 30	2	=	\$ 30	2	=	\$ 30
\$15	P1 \$5 + P2 \$10	2	=	\$ 40	1	=	\$ 20	3	=	\$ 60	2	=	\$ 40
\$20	P1 \$10 + P2 \$10	19		\$175	19		\$175	17		\$175	18		\$175

\* Each of the following GLEPS will be used in approximately 25% of each pack of 75 tickets.

\*\* Numbers are rounded.

\*\*\* This exact number of prizes is guaranteed delivery to the TLC.

Note: There will be no more than 21 winners per pack for this game.

No. 06/02/17

Game Name	Game No	Inv No.	Vendor	TLC PO #
Crossword Connect	1859	90095057	IGT	362-17-9009 RL013

Description/Tickets Delivered Qty	Units per 1000	Unit Price	Amount
22,450,575	22,450.58	\$26.23	\$588,878.58
			\$588,878.58

Delivered	22,450,575
Ordered	22,080,000

2% under	21,638,400
2% over	22,521,600

Acceptable Range	0
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Sub Total	\$588,878.58
Total	<b>\$588,878.58</b>

**Liability for 1859 / for Life to Date**

Product Status: SmartCash Enabled: Validation Range: 05/28/2017 - 08/28/2019  
 Active N/A

**Outstanding Prizes**

Tier	Ref	SmartCash	Tier Value	Count	Amount	Tickets			% paid	Est. Tickets Sold
						Paid	Life to Date	Amount Paid		
1	1	N/A	\$5.00	281659	\$1,408,295.00	2262776	\$11,313,880.00	88.93%	19965384	
2	2	N/A	\$10.00	16739	\$167,390.00	282653	\$2,826,530.00	94.41%	21195363	
3	3	N/A	\$10.00	67035	\$670,350.00	1055557	\$10,555,570.00	94.03%	21109950	
4	4	N/A	\$15.00	13302	\$199,530.00	285988	\$4,289,820.00	95.56%	21452754	
5	5	N/A	\$15.00	26752	\$401,280.00	571930	\$8,578,950.00	95.53%	21447374	
6	6	N/A	\$20.00	23520	\$470,400.00	575134	\$11,502,680.00	96.07%	21568533	
7	0	N/A	\$25.00	6323	\$158,075.00	143297	\$3,582,425.00	95.77%	21501804	
8	0	N/A	\$50.00	346	\$17,300.00	8990	\$449,500.00	96.29%	21618537	
9	0	N/A	\$50.00	2368	\$118,400.00	65035	\$3,251,750.00	96.49%	21661842	
10	0	N/A	\$50.00	6608	\$330,400.00	142972	\$7,148,600.00	95.58%	21458775	
11	0	N/A	\$100.00	82	\$8,200.00	1818	\$181,800.00	95.68%	21481655	
12	0	N/A	\$100.00	134	\$13,400.00	3609	\$360,900.00	96.42%	21646840	
13	0	N/A	\$100.00	498	\$49,800.00	12622	\$1,262,200.00	96.20%	21598411	
14	0	N/A	\$100.00	282	\$28,200.00	7183	\$718,300.00	96.22%	21602475	
15	0	N/A	\$100.00	222	\$22,200.00	5392	\$539,200.00	96.05%	21562789	
16	0	N/A	\$200.00	408	\$81,600.00	10854	\$2,170,800.00	96.38%	21637235	
17	0	N/A	\$500.00	128	\$64,000.00	3598	\$1,799,000.00	96.56%	21679326	
18	0	N/A	\$1,000.00	28	\$28,000.00	522	\$522,000.00	94.91%	21307636	
19	0	N/A	\$100,000.00	0	\$0.00	10	\$1,000,000.00	100.00%	22450574	
Totals:				446434	\$4,236,820.00	5,439,940	\$72,053,905.00			

Instant Ticket Game Analysis  
8/28/16-8/25/18

Average Number of Weeks for 85% Average Sell Through

Print Quantities	Price Point					Print Quantities	Price Point				
	\$1	\$2	\$3	\$5	\$7		\$10	\$20	\$25	\$30	\$50
< 5M	None	Week 12*	None	None	None	2M	None	None	None	None	None
5M-9.99M	Week 16	Week 18	Week 17	Week 19	None	3M	None	None	None	None	Week 52*
10M-14.99M	Week 21	None	None	Week 16*	None	4M	None	None	None	None	None
15M-19.99M	None	None	Week 32*	Week 52*	None	5M	None	Week 33*	None	None	None
20M-24.99M	None	Week 34*	None	None	None	6M	Week 15	None	None	None	None
25M-29.99M	None	None	None	None	None	7M	None	Week 49*	None	None	None
30M-34.99M	Week 41	Week 57*	None	None	None	8M	None	None	None	None	None
>35M	None	Week 60	Week 64	Week 52*	None	>9M	Week 33	Week 41*	None	None	None

Average Weekly Dollar Sales at 85% Average Sell Through

Print Quantities	Price Point					Print Quantities	Price Point				
	\$1	\$2	\$3	\$5	\$7		\$10	\$20	\$25	\$30	\$50
< 5M	None	\$714,918	None	None	None	2M	None	None	None	None	None
5M-9.99M	\$515,035	\$758,306	\$1,248,375	\$1,874,253	None	3M	None	None	None	None	\$2,913,384
10M-14.99M	\$466,349	None	None	\$2,919,843	None	4M	None	None	None	None	None
15M-19.99M	None	None	\$1,302,836	\$1,508,375	None	5M	None	\$2,578,733	None	None	None
20M-24.99M	None	\$1,078,385	None	None	None	6M	\$3,483,559	None	None	None	None
25M-29.99M	None	None	None	None	None	7M	None	\$2,502,908	None	None	None
30M-34.99M	\$632,952	\$1,039,084	None	None	None	8M	None	None	None	None	None
>35M	None	\$1,119,742	\$1,583,593	\$3,361,809	None	>9M	\$3,182,478	\$3,781,160	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