

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

5/26/2020

Game #	2082	Confirmed Packs	2,945
Game Name	Super Crossword	Active Packs	2,610
Quantity Printed	22,519,650	Warehouse Packs	338
Price Point	\$5	Returned Packs	149
Start Date	11/26/2018	Printed Payout Percentage	67.99%
Top Prize	\$100,000	Percent Sold	97.51%
Number of Top Prizes Remaining	1	Number of Weeks Out	78

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 590,690	Actual ticket production costs
Prize payout expense	\$ 72,922,785	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 73,513,475

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 109,794,554	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	<u>\$ 109,794,554</u>	

Excess of Revenue over Expended **\$ 36,281,079**

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	\$ 614,450
Next week	\$ 827,120
Next week	\$ 917,085
Avg Weekly Sales Current Game	<u>\$ 786,218</u>
Avg Weekly Sales \$5; 15 - 19.99M Qty*	<u>\$ 3,225,872</u>
Percentage Of Variance In Sales	<u>76%</u>

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2082	Printed Payout Percentage	67.99%
Game Name	Super Crossword	Actual Payout Percentage	66.42%
Percent Sold	97.51%	Number of Weeks Out	78
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.*			26

*There was no data for the 20-24.99M level so the 15-19.99M level was used. There was 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):

Scratch Ticket Strategy Coordinator Date

Products Manager Date

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

Lottery Operations Division Director Date

Executive Director Date

Not Required
Over 85% Sold

Bowersock, Dale

From: Tirloni, Robert
Sent: Monday, June 1, 2020 5:26 PM
To: Bowersock, Dale
Subject: FW: Game Close Analysis Documents
Attachments: 1828 Texas Loteria.pdf; 2074 Super Loteria.pdf; 2082 Super Crossword.pdf; 2144 Million Dollar Loteria.pdf; 2187 Diamond Dollars.pdf; 2200 Quick 7s.pdf; 2201 \$50,000 Poker.pdf; 2198 Hearts.pdf

I approve of the Game Closings attached for games 1828, 2074, 2082, 2144, 2187, 2200, 2201 and 2198.

From: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Sent: Tuesday, May 26, 2020 4:53 PM
To: Tirloni, Robert <Robert.Tirloni@lottery.state.tx.us>
Subject: Game Close Analysis Documents

Approved. DB 5/26/2020

Attached are the Analysis documents for June Pre-Call.



Da Vinci Report

5/26/20

Week End Date: 5/23/20

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														5/23/20	5/16/20	5/9/20	5/2/20
Sold/Closing	2186	\$5	7,113,225	POWER 5S	11/18/19	6/7/20	7/22/20	27	93.74%	1,403	1,609	1,768	151	\$363,130.00	\$407,995.00	\$431,775.00	\$430,010.00
	2082	\$5	22,519,650	SUPER CROSSWORD	11/26/18			78	97.51%	2,945	2,610	338	149	\$614,450.00	\$827,120.00	\$917,085.00	\$947,390.00
	2074	\$5	40,124,625	SUPER LOTERIA	1/21/19			70	99.59%	760	390	19	251	\$112,005.00	\$167,635.00	\$236,760.00	\$368,475.00
	2224	\$10	12,075,500	\$250,000 50X CASHWORD	11/4/19			29	96.93%	3,640	2,477	154	163	\$1,469,540.00	\$2,656,150.00	\$4,224,110.00	\$4,685,440.00
	2073	\$10	6,117,950	777	12/16/19	6/7/20	7/22/20	23	99.00%	381	278	1	240	\$110,000.00	\$171,990.00	\$293,180.00	\$405,120.00
	2187	\$10	7,259,850	DIAMOND DOLLARS	11/18/19			27	98.91%	502	560	4	180	\$226,240.00	\$385,150.00	\$611,160.00	\$926,420.00
	2181	\$10	4,473,300	WINTER Winnings	10/21/19	4/8/20	5/23/20	31	87.71%	0	0	0	9,668	-\$15,560.00	-\$18,640.00	-\$53,670.00	-\$63,740.00
	2093	\$20	7,344,000	\$100 OR \$200	10/1/18	6/7/20	7/22/20	86	99.33%	386	502	19	149	\$197,900.00	\$304,200.00	\$440,320.00	\$614,620.00
	2144	\$20	6,114,200	MILLION DOLLAR LOTERIA	10/7/19			33	97.97%	2,539	976	116	592	\$548,540.00	\$791,360.00	\$1,177,440.00	\$1,479,060.00
	2104	\$50	4,564,740	WINNING MILLIONS	11/14/18			79	98.66%	1,167	881	27	182	\$744,700.00	\$979,000.00	\$1,254,800.00	\$1,461,500.00

Liability for 2082 / for Life to Date

Product Status: **SmartCash Enabled:** **Validation Range:** 04/07/2018 - 12/31/2037
Active **N/A**

Outstanding Prizes

Tier	Ref	SmartCash	Tier Value	Count	Amount	Tickets			% paid	Est. Tickets Sold
						Paid Life to Date	Amount Paid Life to Date	% paid		
1	1	N/A	\$5.00	243326	\$1,216,630.00	2308878	\$11,544,390.00	90.47%	20372636	
2	2	N/A	\$10.00	14144	\$141,440.00	286152	\$2,861,520.00	95.29%	21458970	
3	3	N/A	\$10.00	56963	\$569,630.00	1068930	\$10,689,300.00	94.94%	21380299	
4	4	N/A	\$15.00	11169	\$167,535.00	289059	\$4,335,885.00	96.28%	21681880	
5	5	N/A	\$15.00	22306	\$334,590.00	578218	\$8,673,270.00	96.29%	21683174	
6	6	N/A	\$20.00	19282	\$385,640.00	581301	\$11,626,020.00	96.79%	21796646	
7	0	N/A	\$25.00	5228	\$130,700.00	144996	\$3,624,900.00	96.52%	21735935	
8	0	N/A	\$50.00	276	\$13,800.00	9171	\$458,550.00	97.08%	21861724	
9	0	N/A	\$50.00	4980	\$249,000.00	173191	\$8,659,550.00	97.20%	21890210	
10	0	N/A	\$75.00	380	\$28,500.00	14560	\$1,092,000.00	97.46%	21946861	
11	0	N/A	\$75.00	393	\$29,475.00	14660	\$1,099,500.00	97.39%	21931712	
12	0	N/A	\$100.00	67	\$6,700.00	1827	\$182,700.00	96.46%	21723020	
13	0	N/A	\$100.00	907	\$90,700.00	27199	\$2,719,900.00	96.77%	21792925	
14	0	N/A	\$200.00	395	\$79,000.00	12379	\$2,475,800.00	96.91%	21823293	
15	0	N/A	\$500.00	70	\$35,000.00	2547	\$1,273,500.00	97.33%	21917290	
16	0	N/A	\$1,000.00	58	\$58,000.00	506	\$506,000.00	89.72%	20203799	
17	0	N/A	\$100,000.00	1	\$100,000.00	11	\$1,100,000.00	91.67%	20643011	
Totals:				379945	\$3,636,340.00	5,513,585	\$72,922,785.00			



INTEROFFICE MEMO

Gary Grief, Executive Director

Alfonso D. Royal III, Charitable Bingo Ops

0-0000

0-0000

22-512-650-
1,000-
22-512-650-00

April 13, 2018

Payment Approval

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

Vendor Name: IGT Global Solutions Corporation

22-512-650-
26-23-
550-650-67-5

Invoice Number: 90100561

0-0000

Tx Game name: Game #2082 "Super Crossword"

PO #: 362-18-9009RL019

	Quantity:	Unit Price:	Am
Truck 1	3355.575	\$26.23	\$88,016.73
Truck 2	3868.575	\$26.23	\$101,472.72
Truck 3	3815.025	\$26.23	\$100,068.11
Truck 4	3771.975	\$26.23	\$98,938.90
Truck 5	3850.200	\$26.23	\$100,990.75
Truck 6	3858.300	\$26.23	\$101,203.21

Q3

Total Amount Due **\$590,690.42**

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

Dale Bowersock

Q3

4/16/18

Date

Dale Bowersock (Instant Product Coordinator)
Please forward to the next person for approval

Robert Tirloni for ST

4/16/18

Date

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

Ryan Mindell for RM

4/16/18

Date

Ryan Mindell (Acting Lottery Operations Division Director)

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

April 23, 2018



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

BILL TO: 20318
Texas Lottery Commission
Gary Grief, Executive Director
611 East 6th Street
Austin TX 78701

INVOICE

INVOICE NUMBER: 90100561
DATE : April 13, 2018

2018 APR 13 AM 11:07

OFFICE OF THE
COMMISSIONER

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
001 game# 2082	76134 010	"SUPER CROSSWORD" Game No.2082 - Truck#1 8.00" X 4.00" Tickets @ 20.02/M Full UV @ \$2.56/M Player's Mark @ \$ 3.65/M	3,355,575 PC	0.02623	88,016.73
		TOTAL @ \$26.23/M			
002 game# 2082	76134 020	"SUPER CROSSWORD" Game No.2082 - Truck#2 8.00" X 4.00" Tickets @ 20.02/M Full UV @ \$2.56/M Player's Mark @ \$ 3.65/M	3,868,575 PC	0.02623	101,472.72
		TOTAL @ \$26.23/M			
003 game# 2082	76134 030	"SUPER CROSSWORD" Game No.2082 - Truck#3 8.00" X 4.00" Tickets @ 20.02/M Full UV @ \$2.56/M Player's Mark @ \$ 3.65/M	3,815,025 PC	0.02623	100,068.11
		TOTAL @ \$26.23/M			
004 game# 2082	76134 040	"SUPER CROSSWORD" Game No.2082 - Truck#4 8.00" X 4.00" Tickets @ 20.02/M Full UV @ \$2.56/M Player's Mark @ \$ 3.65/M	3,771,975 PC	0.02623	98,938.90
		TOTAL @ \$26.23/M			
005 game# 2082	76134 050	"SUPER CROSSWORD" Game No.2082 - Truck#5 8.00" X 4.00" Tickets @ 20.02/M Full UV @ \$2.56/M Player's Mark @ \$ 3.65/M	3,850,200 PC	0.02623	100,990.75
		TOTAL @ \$26.23/M			

Continued...

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
006 game# 2082	76134 060	"SUPER CROSSWORD" Game No.2082 - Truck#6 8.00" X 4.00" Tickets @ 20.02/M Full UV @ \$2.56/M Player's Mark @ \$ 3.65/M	3,858,300 PC	0.02623	101,203.21
TOTAL @ \$26.23/M					
TOTAL AMOUNT DUE					
<u>USD</u>					
<u><u>590,690.42</u></u>					

REMARKS:

Unrounded Invoice Total \$ 590,690.4195

PAYMENT TERMS:

Due within 30 days

REMITTANCE:

Please remit payment in USD:

For wire transfer payments:

Bank of America
100 West 33rd Street
New York, NY 10001

SWIFT: BOFAUS3N

ABA No. 026009593

Account No. 07718069

Account Name: IGT Global Solutions Corp.

For ACH payments:

Bank of America
100 Federal Street
Boston, MA 02110

ABA No. 011000138

Account No. 07718069

Account Name: IGT Global Solutions Corp.

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

TICKET QUANTITY: 22,519,650
POOLS: 187.66
PACKS/GAME: 300,262
PACKS/POOL: 1,600
PACK SIZE: 75
POOL SIZE: 120,000

Minimum = 21,638,400
Maximum = 22,521,600

TEXAS LOTTERY COMMISSION
SUPER CROSSWORD (Game Number #2082)
Version 4 dated December 29, 2017

RETAIL PRICE: \$5.00
REVENUE: \$112,598,250
PRIZE FUND: \$76,559,125
PAYOUT PERCENTAGE: 67.99317%

PRIZE LEVEL	PUZZLE 1		PUZZLE 2		Number of Wins Per Ticket	Tier Code	TOTAL PRIZE AMOUNT	ODDS (1 IN:)	TOTAL PRIZES	PRIZES PER 120,000 POOL	PRIZES PER PACK	PRIZE COST	% OF PRIZE FUND	% PER PRIZE TIER
	Win up to 1 time!													
01	\$5 or	\$5		1		L	\$5	8.82	2,552,204	13,600	8.50	\$12,761,020	16.67%	Low
02	\$10 or	\$10		1		L	\$10	74.99	300,296	1,600	1.00	\$3,002,960	3.92%	68.64%
03	\$5	\$5		2		L	\$10	20.00	1,125,893	6,000	3.75	\$11,258,930	14.71%	
04	\$10	\$5		2		L	\$15	75.01	300,228	1,600	1.00	\$4,503,420	5.88%	
05	\$5	\$10		2		L	\$15	37.50	600,524	3,200	2.00	\$9,007,860	11.77%	
06	\$10	\$10		2		L	\$20	37.50	600,583	3,200	2.00	\$12,011,660	15.69%	
07	\$25 or	\$25		1		M	\$25	149.91	150,224	800		\$3,755,600	4.91%	Mid
08	\$50 or	\$50		1		M	\$50	2,383.79	9,447	50		\$472,350	0.62%	29.06%
09	\$25	\$25		2		M	\$50	126.39	178,171	950		\$8,908,550	11.64%	
10	\$25	\$50		2		M	\$75	1,507.34	14,940	80		\$1,120,500	1.46%	
11	\$50	\$25		2		M	\$75	1,496.02	15,053	80		\$1,128,975	1.47%	
12	\$100 or	\$100		1		M	\$100	11,889.99	1,894	10		\$189,400	0.25%	
13	\$50	\$50		2		M	\$100	801.24	28,106	150		\$2,810,600	3.67%	
14	\$100	\$100		2		M	\$200	1,762.93	12,774	68		\$2,554,800	3.34%	
15	\$500 or	\$500		1		M	\$500	8,605.14	2,617	14		\$1,308,500	1.71%	
16	\$1,000 or	\$1,000		1		H	\$1,000	39,928.46	564	3		\$564,000	0.74%	High
17	\$100,000 or	\$100,000		1		H	\$100,000	1,876,637.50	12			\$1,200,000	1.57%	2.30%
TOTAL PRIZES								1 in 3.82	5,893,530	31,405	18.25	\$76,559,125	100%	100%
								4 decimals	3.8211					

TEXAS LOTTERY COMMISSION
SUPER CROSSWORD (Game Number #2082)
Version 4 dated December 29, 2017

Consolidated odds are 1 in:

\$5	8.82	2,552,204
\$10	15.79	1,426,189
\$15	25.00	900,752
\$20	37.50	600,583
\$25	149.91	150,224
\$50	120.03	187,618
\$75	750.83	29,993
\$100	750.66	30,000
\$200	1,762.93	12,774
\$500	8,605.14	2,617
\$1,000	39,928.46	564
\$100,000	1,876,637.50	12
Total Prizes		5,893,530

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

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

** Numbers are rounded.

Note: There will be no more than 22 winners per pack for this game.

Instant Ticket Game Analysis
2/25/18-2/29/20

Average Number of Weeks for 85% Average Sell Through

Print Quantities	Price Point				Print Quantities	Price Point			
	\$1	\$2	\$3	\$5		\$10	\$20	\$30	\$50
< 5M	None	None	None	None	2M	None	None	None	None
5M-9.99M	Week 13	Week 18	Week 16	Week 19	3M	None	None	None	Week 56*
10M-14.99M	None	None	None	Week 27	4M	Week 16*	None	None	Week 61*
15M-19.99M	Week 23	None	Week 34*	Week 26*	5M	Week 26*	Week 25*	Week 40*	None
20M-24.99M	None	None	None	None	6M	Week 20	Week 25*	None	None
25M-29.99M	Week 28*	None	None	None	7M	Week 25*	Week 64*	None	None
30M-34.99M	Week 56*	None	None	None	8M	Week 23	Week 38*	None	None
>35M	None	Week 60	Week 56	Week 47*	>9M	Week 27	Week 49*	None	None

Average Weekly Dollar Sales at 85% Average Sell Through

Print Quantities	Price Point				Print Quantities	Price Point			
	\$1	\$2	\$3	\$5		\$10	\$20	\$30	\$50
< 5M	None	None	None	None	2M	None	None	None	None
5M-9.99M	\$616,770	\$761,968	\$962,270	\$1,810,073	3M	None	None	None	\$2,732,470
10M-14.99M	None	None	None	\$1,848,221	4M	\$2,364,236	None	None	\$3,177,965
15M-19.99M	\$631,464	None	\$1,225,446	\$3,225,872	5M	\$1,959,320	\$4,111,875	\$3,795,213	None
20M-24.99M	None	None	None	None	6M	\$3,291,377	\$4,223,614	None	None
25M-29.99M	\$900,100	None	None	None	7M	\$2,488,242	\$1,950,276	None	None
30M-34.99M	\$462,626	None	None	None	8M	\$3,151,041	\$4,005,888	None	None
>35M	None	\$1,085,176	\$1,761,946	\$3,641,275	>9M	\$4,077,657	\$3,200,387	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