

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

**Scratch Ticket Information**

Date Completed

1/4/2022

Game #	2287	Confirmed Packs	1,616
Game Name	\$1,000,000 Crossword	Active Packs	709
Quantity Printed	8,996,025	Warehouse Packs	350
Price Point	\$20	Returned Packs	1,874
Start Date	2/1/2021	Printed Payout Percentage	75.08%
Top Prize	\$ 1,000,000	Percent Sold	97.74%
Number of Top Prizes Remaining	0	Number of Weeks Out	48

**Current Game Sales Analysis**

**TANGIBLE COSTS**

**Expenditure Impact:**

Cost to print tickets	\$ 611,010	Actual ticket production costs
Prize payout expense	\$ 131,079,110	Data from Instant Ticket Tier Liability screen in ES

**Estimated Direct Costs** \$ 131,690,120

**TANGIBLE BENEFITS**

**Revenue Impact:**

Estimated sales	\$ 175,854,297	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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**Total Estimated Benefits** \$ 175,854,297

**Excess of Revenue over Expended** \$ 44,164,177

**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	\$	290,440
Next week	\$	323,240
Next week	\$	398,480
Avg Weekly Sales Current Game	\$	337,387
Avg Weekly Sales \$20; 8M Qty	\$	3,828,587
<b>Percentage Of Variance In Sales</b>		<b>91%</b>

**TEXAS LOTTERY COMMISSION**  
**Scratch Ticket Game Closing Analysis**  
**RECOMMENDATION AND APPROVALS**

**Instant Ticket Information**

Game #	<input type="text" value="2287"/>	Printed Payout Percentage	<input type="text" value="75.08%"/>
Game Name	<input type="text" value="\$1,000,000 Crossword"/>	Actual Payout Percentage	<input type="text" value="74.54%"/>
Percent Sold	<input type="text" value="97.74%"/>	Number of Weeks Out	<input type="text" value="48"/>
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			<input type="text" value="40"/>

**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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***Not Required - All Top Prizes Claimed***

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Instant Product Coordinator                      Date

***Not Required - All Top Prizes Claimed***

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Products Manager                                      Date

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

***Not Required - All Top Prizes Claimed***

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Lottery Operations Division Director      Date

***Not Required - All Top Prizes Claimed***

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Controller    Date

***Not Required - All Top Prizes Claimed***

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Executive Director                                      Date

**Bowersock, Dale**

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**From:** Williams, Cashina  
**Sent:** Tuesday, January 4, 2022 10:25 AM  
**To:** \$1 Million Publicity  
**Subject:** \$1,000,000 Crossword, Game #2287 - \$1,000,000.00

**Importance:** High

Prize value - \$1,000,000.00

Claimant elected to remain anonymous.

[S:\Common\\\$1 Million Winner Information\CY 2022\20836806.HOUSTON.01-04-2022.pdf](S:\Common\$1 Million Winner Information\CY 2022\20836806.HOUSTON.01-04-2022.pdf)

Houston 111

Retailer #146123 – Galaxy Mart

7410 Fairbanks N Houston Ste A, Houston, TX 77040

713-937-7348

Contact: Amin J. Maknojia

**Cashina Williams**  
**Metropolitan Player Support Specialist**  
**Texas Lottery Commission**  
**713-869-6451 ext 131**



*Play the Games of Texas!*

Da Vinci Report

1/4/22

Week End Date:1/1/22

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														1/1/22	12/25/21	12/18/21	12/11/21
Sold/Closing	2301	\$1	16,878,900	SAPPHIRE BLUE 7S	5/3/21	12/19/21	2/2/22	35	96.91%	146	296	157	1,345	\$14,181.00	\$19,534.00	\$36,421.00	\$53,196.00
	2246	\$2	35,700,000	BONUS GAME BINGO	9/21/20			67	95.49%	4,388	5,206	1,188	45	\$599,538.00	\$699,048.00	\$837,246.00	\$851,210.00
	2191	\$2	7,264,875	LEVEL UP!	8/16/21	1/9/22	2/23/22	20	82.49%	1,523	1,972	553	2,422	\$163,224.00	\$182,766.00	\$249,662.00	\$288,688.00
	2163	\$3	41,105,925	TEXAS LOTERIA	4/6/20	12/19/21	2/2/22	91	98.40%	546	475	325	2,725	\$70,833.00	\$90,897.00	\$120,126.00	\$146,229.00
	2314	\$5	7,325,925	CRAZY CASH	7/6/21	1/9/22	2/23/22	26	70.61%	1,060	1,203	21,252	2,687	\$170,905.00	\$178,625.00	\$219,115.00	\$244,315.00
	2317	\$5	7,214,175	DOUBLE YOUR MONEY	7/19/21	1/9/22	2/23/22	24	76.90%	943	1,208	15,081	2,363	\$217,405.00	\$228,840.00	\$288,260.00	\$337,790.00
	2302	\$5	13,948,575	EMERALD GREEN 7S	5/3/21	11/23/21	1/7/22	35	97.64%	81	17	166	1,486	\$4,640.00	\$12,035.00	\$43,565.00	\$107,060.00
	2273	\$5	7,333,500	ROSE GOLD RICHES	6/7/21	1/9/22	2/23/22	30	80.25%	624	734	13,974	2,382	\$133,520.00	\$131,770.00	\$149,335.00	\$170,775.00
	2249	\$5	54,041,700	SUPER LOTERIA	11/2/20			61	98.34%	3,847	2,727	543	1,444	\$1,114,445.00	\$1,467,930.00	\$2,083,240.00	\$2,365,810.00
	2295	\$5	7,196,175	TEXAS RED WHITE & BLUE	6/21/21	1/9/22	2/23/22	28	65.64%	676	736	26,333	3,442	\$110,680.00	\$115,360.00	\$124,550.00	\$163,215.00
	2248	\$10	21,021,400	\$250,000 50X CASHWORD	1/18/21	12/15/21	1/29/22	50	97.61%	1,128	777	21	229	\$663,330.00	\$1,540,110.00	\$2,887,910.00	\$3,371,040.00
	2303	\$10	10,887,100	RUBY RED 7S	5/3/21	1/9/22	2/23/22	35	94.84%	1,920	2,814	423	680	\$1,161,800.00	\$1,428,970.00	\$1,729,910.00	\$1,902,200.00
	2287	\$20	8,996,025	\$1,000,000 CROSSWORD	2/1/21	1/9/22	2/23/22	48	97.74%	1,616	709	350	1,874	\$290,440.00	\$323,240.00	\$398,480.00	\$443,100.00
	2255	\$20	9,050,125	\$1,000,000 EXTREME CASH	9/8/20	11/29/21	1/13/22	69	96.66%	427	97	802	1,515	\$80,060.00	\$181,920.00	\$414,300.00	\$710,780.00
	2304	\$20	8,984,625	DIAMOND WHITE 7S	5/3/21	1/9/22	2/23/22	35	69.73%	3,430	3,550	93,561	579	\$1,504,140.00	\$1,786,680.00	\$2,187,100.00	\$2,264,820.00
	2338	\$50	5,118,680	500X LOTERIA SPECTACULAR	3/15/21			42	94.76%	6,702	1,560	85	2,266	\$1,040,350.00	\$1,238,800.00	\$1,609,500.00	\$1,716,000.00

**Liability for 2287 / for Life to Date**Product Status:  
ActiveSmartCash Enabled:  
N/A

Validation Range: 01/07/2021 - 08/23/2022

**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	\$20.00	41436	\$828,720.00	798426	\$15,968,520.00	95.07%	8552191
2	2	N/A	\$20.00	9970	\$199,400.00	349757	\$6,995,140.00	97.23%	8746696
3	3	N/A	\$40.00	3550	\$142,000.00	116375	\$4,655,000.00	97.04%	8729726
4	4	N/A	\$40.00	3205	\$128,200.00	116719	\$4,668,760.00	97.33%	8755603
5	5	N/A	\$40.00	4687	\$187,480.00	175521	\$7,020,840.00	97.40%	8762048
6	6	N/A	\$50.00	4628	\$231,400.00	175130	\$8,756,500.00	97.43%	8764415
7	7	N/A	\$50.00	7829	\$391,450.00	291861	\$14,593,050.00	97.39%	8761015
8	8	N/A	\$100.00	12303	\$1,230,300.00	407564	\$40,756,400.00	97.07%	8732422
9	0	N/A	\$150.00	639	\$95,850.00	21868	\$3,280,200.00	97.16%	8740617
10	0	N/A	\$150.00	220	\$33,000.00	6534	\$980,100.00	96.74%	8702994
11	0	N/A	\$150.00	175	\$26,250.00	6596	\$989,400.00	97.42%	8763518
12	0	N/A	\$200.00	315	\$63,000.00	12432	\$2,486,400.00	97.53%	8773717
13	0	N/A	\$200.00	195	\$39,000.00	6929	\$1,385,800.00	97.26%	8749783
14	0	N/A	\$200.00	1418	\$283,600.00	51125	\$10,225,000.00	97.30%	8753245
15	0	N/A	\$500.00	112	\$56,000.00	4386	\$2,193,000.00	97.51%	8772024
16	0	N/A	\$500.00	61	\$30,500.00	1974	\$987,000.00	97.00%	8726365
17	0	N/A	\$2,000.00	9	\$18,000.00	194	\$388,000.00	95.57%	8597186
18	0	N/A	\$2,000.00	9	\$18,000.00	195	\$390,000.00	95.59%	8599141
19	0	N/A	\$20,000.00	0	\$0.00	18	\$360,000.00	100.00%	8996025
20	0	N/A	\$1,000,000.00	0	\$0.00	4	\$4,000,000.00	100.00%	8996025
Totals:				90761	\$4,002,150.00	2,543,608	\$131,079,110.00		

NO. OF TICKETS: 8,996,025  
NO. POOLS: 75  
PACK SIZE: 25  
PACKS/POOL: 4,800  
PACKS/GAME: 359,841

Minimum: 8,820,000  
Maximum: 9,180,000

TEXAS LOTTERY COMMISSION  
"\$1,000,000 CROSSWORD" - GAME NO. 2287  
END OF PRODUCTION PRIZE STRUCTURE  
30-Dec-20

VERSION A

			8,996,025			\$20 TICKETS	\$179,920,500	REVENUE	PRIZE FUND	\$135,081,260	PAYOUT %	75.08%
PRIZE LEVEL	PRIZE CODE	TIER CODE	GET:	# OF WAYS TO WIN:	WIN:	ODDS OF 1 IN:	WINNERS IN 75 POOLS	WINNERS IN 25 (PER PACK*)	WINNERS IN 120,000 (Per Pool)	PRIZE COST	PERCENT OF PRIZE FUND **	VALIDATION TIER LEVELS
1	1	L	2 WORDS	1	\$20	10.71	839,862	2.333	11,200.000	\$16,797,240	12.43%	LOW-TIER 79.03%
2	2	L	\$20 BONUS WORD	1	\$20	25.01	359,727	1.000	4,800.000	\$7,194,540	5.33%	
3	3	G	3 WORDS	1	\$40	75.01	119,925	0.333	1,600.000	\$4,797,000	3.55%	
4	4	G	\$40 BONUS WORD	1	\$40	75.01	119,924	0.333	1,600.000	\$4,796,960	3.55%	
5	5	G	2 WORDS + \$20 BONUS WORD	2	\$40	49.92	180,208	0.500	2,400.000	\$7,208,320	5.34%	
6	6	G	\$50 BONUS WORD	1	\$50	50.05	179,758	0.500	2,400.000	\$8,987,900	6.65%	
7	7	G	4 WORDS	1	\$50	30.02	299,690	0.833	4,000.000	\$14,984,500	11.09%	
8	8	G	\$100 BONUS WORD	1	\$100	21.43	419,867	1.167	5,600.000	\$41,986,700	31.08%	
9	0	M	5 WORDS	1	\$150	399.70	22,507	0.063	300.000	\$3,376,050	2.50%	MID-TIER 17.14%
10	0	M	\$150 BONUS WORD	1	\$150	1,331.96	6,754	0.019	90.000	\$1,013,100	0.75%	
11	0	M	\$50 BONUS WORD + \$100 BONUS WORD	2	\$150	1,328.61	6,771	0.019	90.000	\$1,015,650	0.75%	
12	0	M	6 WORDS	1	\$200	705.74	12,747	0.035	170.000	\$2,549,400	1.89%	
13	0	M	\$200 BONUS WORD	1	\$200	1,262.78	7,124	0.020	95.000	\$1,424,800	1.05%	
14	0	M	4 WORDS + \$50 BONUS WORD + \$100 BONUS WORD	3	\$200	171.21	52,543	0.146	700.000	\$10,508,600	7.78%	
15	0	M	7 WORDS	1	\$500	2,000.01	4,498	0.013	60.0000	\$2,249,000	1.66%	
16	0	M	\$500 BONUS WORD	1	\$500	4,420.65	2,035	0.006	27.0000	\$1,017,500	0.75%	
17	0	H	8 WORDS	1	\$2,000	44,315.39	203	0.001	2.7079	\$406,000	0.30%	HIGH-TIER 3.83%
18	0	H	7 WORDS + \$500 BONUS WORD + \$1000 BONUS WORD	3	\$2,000	44,098.16	204	0.001	2.7212	\$408,000	0.30%	
19	0	H	9 WORDS	1	\$20,000	499,779.17	18	0.000	0.2401	\$360,000	0.27%	
20	0	H	10 WORDS	1	\$1,000,000	2,249,006.25	4 ***	0.000	0.0534	\$4,000,000	2.96%	
3.41							2,634,369	7.320	35,137.723	\$ 135,081,260	100.00%	100.00%
3.4149												



# INTEROFFICE MEMO

Gary Grief, Executive Director      Tom Hanson, Charitable Bingo Operations Director

## Payment Approval


January 21, 2021

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

<b>Vendor Name</b>	<b>Pollard</b>
<b>P.O. Number (if applicable)</b>	362-21-9010RL008
<b>Tx Game Name</b>	Game #2287 \$1000,000 Crossword
<b>Invoice Number</b>	8519201
<b>Invoice Amount</b>	<b>\$611,010.11</b>

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

1/21/2021

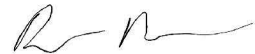
Date

  
 JB 1/21/2021

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

1/21/2021

Date

  
 Ryan Mindell (Lottery Operations Division Director)

1/22/2021

Date

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

**January 31, 2021**



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

## INVOICE NO.: 8519201

<b>Sold To:</b> Texas Lottery Commission P.O. Box 16630 Austin, TX 78761-6630 United States	<b>Ship To:</b> Texas Lottery Commission P.O. Box 16630 Austin, TX 78761-6630 United States
<b>Terms:</b> Net 30 days after date of invoice	<b>Due Date:</b> February 14, 2021

<b>Invoice Date</b>	<b>Order No.</b>	<b>Your Order</b>	<b>Customer No.</b>
January 15, 2021	1107453		5008

**Order name:** \$1,000,000 CROSSWORD #2287  
**PO Number:**

Product Description	Quantity	Unit Price	Amount
Ticket Size 12 x 4	8,996,025	37.72 /M	339,330.06
Four colour process / Spectrum base graphics	8,996,025	12.00 /M	107,952.30
Translucent marking system	8,996,025	3.36 /M	30,226.64
Multiple Play Area	8,996,025	2.40 /M	21,590.46
Foil stock (10pt) C1S	8,996,025	11.40 /M	102,554.68
Inserts	1	9,355.96 Ea	9,355.96

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

<b>Before Taxes:</b>	611,010.11 USD
<b>Freight:</b>	0.00
<b>Deposit:</b>	0.00
<b>Amount Due:</b>	611,010.11 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



**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