

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

**Scratch Ticket Information**

Date Completed

10/21/2021

Game #	2332	Confirmed Packs	16,202
Game Name	Super Crossword	Active Packs	8,217
Quantity Printed	19,670,175	Warehouse Packs	28,257
Price Point	\$5	Returned Packs	14
Start Date	2/8/2021	Printed Payout Percentage	68.00%
Top Prize	\$ 100,000	Percent Sold	77.46%
Number of Top Prizes Remaining	0	Number of Weeks Out	36

**Current Game Sales Analysis**

**TANGIBLE COSTS**

**Expenditure Impact:**

Cost to print tickets	\$ 689,243	Actual ticket production costs
Prize payout expense	\$ 51,965,710	Data from Instant Ticket Tier Liability screen in ES

**Estimated Direct Costs**      \$ 52,654,953

**TANGIBLE BENEFITS**

**Revenue Impact:**

Estimated sales	\$ 76,182,588	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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**Total Estimated Benefits**      \$ 76,182,588

**Excess of Revenue over Expended**      \$ 23,527,635

**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	\$	2,023,150
Next week	\$	2,027,020
Next week	\$	2,119,035
Avg Weekly Sales Current Game	\$	2,056,402
Avg Weekly Sales \$5; 15M - 19.99M Qty	\$	1,515,020
<b>Percentage Of Variance In Sales</b>		<b>-36%</b>

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

**Instant Ticket Information**

Game #	2332	Printed Payout Percentage	68.00%
Game Name	Super Crossword	Actual Payout Percentage	68.21%
Percent Sold	77.46%	Number of Weeks Out	36
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			48

**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***

\_\_\_\_\_  
Scratch Ticket Strategy Coordinator      Date

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

\_\_\_\_\_  
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***

\_\_\_\_\_  
Lottery Operations Division Director      Date

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

\_\_\_\_\_  
Controller    Date

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

\_\_\_\_\_  
Executive Director                                      Date

## Bowersock, Dale

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**From:** WebsiteSupport@lottery.state.tx.us  
**Sent:** Thursday, October 21, 2021 5:24 AM  
**To:** WEBSITE\_SCRATCH\_ZTP  
**Subject:** ZTP Occurrence: Date 10/20/2021

All top prizes for the following game(s) have been claimed as of 10/20/2021.

Game Number	Game Name	Price	Prize Amount	Prizes Printed	Prizes Claimed	Pending Top Claims	Pending Top Claims Count	Prizes Remaining	Sales Begin Date	Pre-Call Date	Call Date	Sales End Date	Last Top Prize Claimed Date
2332	Super Crossword	\$5	\$100,000	8	8		0	0	2/8/2021				10/20/2021

The Last Top Prize Claimed Date only reflects prizes claimed at a Texas Lottery® claim center. If the final top prize was validated at a retail location that validation date will not be reflected on this report.



**Da Vinci Report** **10/21/21**

**Week End Date:10/16/21**

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														10/16/21	10/9/21	10/2/21	9/25/21
Mature	2247	\$5	18,355,500	BONUS BREAK THE BANK	12/28/20			42	57.11%	13,769	8,794	78,554	17	\$1,242,535.00	\$1,234,495.00	\$1,287,590.00	\$1,263,240.00
	2314	\$5	7,325,925	CRAZY CASH	7/6/21			15	60.15%	7,738	5,043	22,324	60	\$676,065.00	\$692,025.00	\$813,520.00	\$848,785.00
	2273	\$5	7,333,500	ROSE GOLD RICHES	6/7/21			19	73.10%	4,627	3,105	15,275	278	\$459,370.00	\$466,065.00	\$560,205.00	\$561,275.00
	2332	\$5	19,670,175	SUPER CROSSWORD	2/8/21			36	77.46%	16,202	8,217	28,257	14	\$2,023,150.00	\$2,027,020.00	\$2,119,035.00	\$2,038,475.00
	2249	\$5	54,041,700	SUPER LOTERIA	11/2/20			50	88.40%	29,203	12,059	31,213	48	\$4,582,310.00	\$4,641,265.00	\$4,743,035.00	\$4,531,585.00
	2295	\$5	7,196,175	TEXAS RED WHITE & BLUE	6/21/21			17	59.00%	5,411	3,172	27,066	250	\$439,410.00	\$447,140.00	\$523,140.00	\$573,750.00
	2309	\$10	15,693,550	\$100 MILLION CASH PAYOUT	6/7/21			19	49.67%	15,784	7,102	129,139	20	\$2,426,230.00	\$2,442,010.00	\$2,644,060.00	\$2,479,510.00
	2248	\$10	21,021,400	\$250,000 50X CASHWORD	1/18/21			39	81.99%	21,559	8,718	37,671	30	\$3,588,640.00	\$3,607,860.00	\$3,816,870.00	\$3,609,460.00
	2346	\$10	13,460,600	\$500,000 EXTREME LUCK	4/5/21			28	48.69%	6,428	3,087	125,774	69	\$895,600.00	\$906,530.00	\$1,003,000.00	\$932,530.00
	2335	\$10	12,021,150	\$50 OR \$100!	12/7/20			45	79.27%	6,964	3,176	36,391	60	\$970,430.00	\$961,180.00	\$964,720.00	\$943,070.00
	2347	\$10	11,256,950	777	4/19/21			26	68.92%	7,048	4,237	55,570	29	\$1,102,620.00	\$1,123,040.00	\$1,232,240.00	\$1,209,090.00
	2258	\$10	39,197,450	MEGA LOTERIA	3/15/21			31	61.85%	41,800	12,364	229,154	35	\$7,638,890.00	\$7,629,940.00	\$7,871,800.00	\$7,570,340.00
	2303	\$10	10,887,100	RUBY RED 7S	5/3/21			24	76.13%	16,942	8,352	21,012	64	\$2,145,340.00	\$2,105,340.00	\$2,297,100.00	\$2,179,010.00
	2292	\$10	10,252,350	WILD \$10	3/1/21			33	66.24%	4,164	2,458	60,310	62	\$479,670.00	\$498,140.00	\$528,780.00	\$512,670.00
	2203	\$20	8,559,050	\$1,000,000 EXTREME CASH	6/7/21			19	43.15%	21,862	7,552	157,776	56	\$2,424,820.00	\$2,439,380.00	\$2,645,060.00	\$2,571,160.00
	2304	\$20	8,984,625	DIAMOND WHITE 7S	5/3/21			24	56.03%	22,088	8,220	121,364	31	\$2,602,600.00	\$2,725,180.00	\$2,879,420.00	\$2,852,700.00
	1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			231	80.84%	14,580	6,065	238,732	52	\$1,967,560.00	\$1,993,300.00	\$1,993,260.00	\$2,030,540.00
	2343	\$20	25,454,075	MILLION DOLLAR LOTERIA	6/18/21			17	24.98%	43,826	10,663	694,408	42	\$7,324,380.00	\$7,427,600.00	\$7,942,920.00	\$7,525,880.00
	2209	\$30	12,028,825	\$250 MILLION CASH PARTY	3/16/20			83	71.06%	10,643	5,058	119,423	54	\$1,667,010.00	\$1,682,610.00	\$1,727,130.00	\$1,727,940.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			187	57.01%	11,117	5,230	564,444	65	\$2,375,790.00	\$2,417,610.00	\$2,399,340.00	\$2,415,240.00
	2293	\$30	9,177,650	CASH CELEBRATION!	4/5/21			28	46.29%	16,206	7,284	168,131	42	\$3,241,260.00	\$3,266,580.00	\$3,358,650.00	\$3,385,980.00
	2338	\$50	5,118,680	500X LOTERIA SPECTACULAR	3/15/21			31	83.35%	25,324	6,848	3,540	44	\$6,055,500.00	\$5,987,200.00	\$6,431,050.00	\$6,914,100.00
	2312	\$50	6,731,160	MILLIONAIRE CLUB	4/19/21			26	65.31%	25,398	7,011	77,196	61	\$6,256,400.00	\$6,494,750.00	\$6,862,950.00	\$7,618,500.00
Sold/Closing	2277	\$1	29,734,500	10X THE CASH	1/4/21	11/14/21	12/29/21	41	95.79%	2,719	2,830	227	339	\$202,823.00	\$238,413.00	\$279,126.00	\$309,029.00
	2301	\$1	16,878,900	SAPPHIRE BLUE 7S	5/3/21			24	90.46%	3,732	4,409	237	238	\$280,918.00	\$342,134.00	\$389,498.00	\$400,504.00
	2160	\$1	30,596,400	WEEKLY HALF GRAND	12/7/20	10/3/21	11/17/21	45	74.89%	1,058	1,266	40,874	625	\$157,349.00	\$210,616.00	\$224,084.00	\$254,628.00
	2299	\$2	9,010,375	LUCKY DOG	3/15/21	10/3/21	11/17/21	31	93.51%	337	193	352	1,346	\$31,382.00	\$35,768.00	\$76,566.00	\$92,042.00
	2339	\$2	9,169,750	MUCHO DINERO	4/19/21	10/3/21	11/17/21	26	74.35%	745	530	11,518	1,077	\$84,752.00	\$128,854.00	\$196,456.00	\$233,590.00
	2163	\$3	41,105,925	TEXAS LOTERIA	4/6/20			80	95.54%	11,959	6,992	871	40	\$947,292.00	\$1,191,318.00	\$1,363,770.00	\$1,361,757.00
	2334	\$5	10,266,675	\$50,000 POKER	3/15/21	10/31/21	12/15/21	31	84.20%	1,313	1,122	16,602	152	\$273,650.00	\$320,640.00	\$367,520.00	\$367,250.00
	2289	\$5	6,021,225	50X SPEEDWAY RICHES	4/5/21	10/3/21	11/17/21	28	89.64%	531	266	1,033	2,794	\$34,900.00	\$48,040.00	\$107,005.00	\$128,105.00
	2280	\$5	22,744,950	50X THE CASH	1/4/21	11/14/21	12/29/21	41	96.51%	3,606	3,274	347	209	\$1,187,125.00	\$1,497,015.00	\$1,669,185.00	\$1,624,660.00

## Liability for 2332 / for Life to Date

Product Status:  
ActiveSmartCash Enabled:  
N/A

Validation Range: 11/25/2020 - 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	\$5.00	522837	\$2,614,185.00	1444282	\$7,221,410.00	73.42%	14442074
2	2	N/A	\$5.00	60263	\$301,315.00	201839	\$1,009,195.00	77.01%	15147570
3	3	N/A	\$10.00	60001	\$600,010.00	202167	\$2,021,670.00	77.11%	15168366
4	4	N/A	\$10.00	60519	\$605,190.00	201652	\$2,016,520.00	76.92%	15129553
5	5	N/A	\$10.00	58131	\$581,310.00	204170	\$2,041,700.00	77.84%	15310881
6	6	N/A	\$10.00	58517	\$585,170.00	203919	\$2,039,190.00	77.70%	15284192
7	7	N/A	\$15.00	28912	\$433,680.00	102155	\$1,532,325.00	77.94%	15331141
8	8	N/A	\$15.00	29038	\$435,570.00	102029	\$1,530,435.00	77.84%	15312231
9	9	N/A	\$15.00	57077	\$856,155.00	205192	\$3,077,880.00	78.24%	15389400
10	10	N/A	\$15.00	42712	\$640,680.00	154005	\$2,310,075.00	78.29%	15399306
11	11	N/A	\$15.00	14471	\$217,065.00	51179	\$767,685.00	77.96%	15334347
12	12	N/A	\$20.00	14312	\$286,240.00	51272	\$1,025,440.00	78.18%	15377671
13	13	N/A	\$20.00	28348	\$566,960.00	102687	\$2,053,740.00	78.37%	15414746
14	14	N/A	\$20.00	14226	\$284,520.00	51326	\$1,026,520.00	78.30%	15401382
15	15	N/A	\$20.00	14171	\$283,420.00	51381	\$1,027,620.00	78.38%	15417885
16	16	N/A	\$20.00	14366	\$287,320.00	51284	\$1,025,680.00	78.12%	15365807
17	0	N/A	\$25.00	13119	\$327,975.00	46937	\$1,173,425.00	78.16%	15373301
18	0	N/A	\$25.00	11775	\$294,375.00	42915	\$1,072,875.00	78.47%	15435098
19	0	N/A	\$25.00	19947	\$498,675.00	72921	\$1,823,025.00	78.52%	15445243
20	0	N/A	\$25.00	8245	\$206,125.00	29982	\$749,550.00	78.43%	15427608
21	0	N/A	\$25.00	3600	\$90,000.00	12794	\$319,850.00	78.04%	15350751
22	0	N/A	\$50.00	9377	\$468,850.00	34395	\$1,719,750.00	78.58%	15456357
23	0	N/A	\$50.00	17517	\$875,850.00	64357	\$3,217,850.00	78.60%	15461727
24	0	N/A	\$50.00	8159	\$407,950.00	30207	\$1,510,350.00	78.73%	15487071
25	0	N/A	\$50.00	7839	\$391,950.00	29233	\$1,461,650.00	78.85%	15510849
26	0	N/A	\$50.00	5330	\$266,500.00	19178	\$958,900.00	78.25%	15392305
27	0	N/A	\$100.00	5945	\$594,500.00	21400	\$2,140,000.00	78.26%	15393737
28	0	N/A	\$100.00	4606	\$460,600.00	16886	\$1,688,600.00	78.57%	15454614
29	0	N/A	\$200.00	981	\$196,200.00	3504	\$700,800.00	78.13%	15367735
30	0	N/A	\$500.00	378	\$189,000.00	1324	\$662,000.00	77.79%	15301593
31	0	N/A	\$1,000.00	35	\$35,000.00	120	\$120,000.00	77.42%	15228522
32	0	N/A	\$1,000.00	34	\$34,000.00	120	\$120,000.00	77.92%	15327409
33	0	N/A	\$100,000.00	0	\$0.00	8	\$800,000.00	100.00%	19670175
			<b>Totals:</b>	<b>1194788</b>	<b>\$14,916,340.00</b>	<b>3,806,820</b>	<b>\$51,965,710.00</b>		

NO. OF TICKETS: 19,670,175  
 NO. POOLS: 54.64  
 PACK SIZE: 75  
 PACKS/POOL: 4,800  
 PACKS/GAME: 262,269

Minimum: 19,051,200  
 Maximum: 19,828,800

TEXAS LOTTERY COMMISSION  
 "SUPER CROSSWORD" - GAME NO. 2332  
 END OF PRODUCTION PRIZE STRUCTURE  
 20-Nov-20

VERSION A

19,670,175 \$5 TICKETS \$98,350,875 REVENUE PRIZE FUND \$66,882,050 PAYOUT % 68.00%

PRIZE TIER	PRIZE CODE	TIER CODE	GET:	# OF WAYS TO WIN:	WIN:	ODDS OF 1 IN:	WINNERS IN 54.64 POOLS	WINNERS IN 75 (PER PACK*)	WINNERS IN 360,000 (Per Pool)	PRIZE COST	PERCENT OF PRIZE FUND **	VALIDATION TIER LEVELS
1	1	L	3 WORDS	1	\$5	10.00	1,967,119	7.50	36,000,000	\$9,835,595	14.71%	
2	2	L	(\$5) BONUS WORD	1	\$5	75.05	262,102	1.00	4,800,000	\$1,310,510	1.96%	
3	3	L	4 WORDS	1	\$10	75.03	262,168	1.00	4,800,000	\$2,621,680	3.92%	
4	4	L	3 WORDS x 2	2	\$10	75.03	262,171	1.00	4,800,000	\$2,621,710	3.92%	
5	5	L	3 WORDS + (\$5) BONUS WORD	2	\$10	74.99	262,301	1.00	4,800,000	\$2,623,010	3.92%	
6	6	L	(\$10) BONUS WORD	1	\$10	74.95	262,436	1.00	4,800,000	\$2,624,360	3.92%	
7	7	L	5 WORDS	1	\$15	150.08	131,067	0.50	2,400,000	\$1,966,005	2.94%	
8	8	L	4 WORDS + 3 WORDS	2	\$15	150.08	131,067	0.50	2,400,000	\$1,966,005	2.94%	
9	9	L	3 WORDS x 2 + (\$5) BONUS WORD	3	\$15	75.00	262,269	1.00	4,800,000	\$3,934,035	5.88%	
10	10	L	4 WORDS + (\$5) BONUS WORD	2	\$15	99.99	196,717	0.75	3,600,000	\$2,950,755	4.41%	
11	11	L	(\$15) BONUS WORD	1	\$15	299.62	65,650	0.25	1,200,000	\$984,750	1.47%	
12	12	L	5 WORDS + 3 WORDS	2	\$20	299.92	65,584	0.25	1,200,000	\$1,311,680	1.96%	
13	13	L	4 WORDS + (\$10) BONUS WORD	2	\$20	150.11	131,035	0.50	2,400,000	\$2,620,700	3.92%	
14	14	L	4 WORDS x 2	2	\$20	300.07	65,552	0.25	1,200,000	\$1,311,040	1.96%	
15	15	L	5 WORDS + (\$5) BONUS WORD	2	\$20	300.07	65,552	0.25	1,200,000	\$1,311,040	1.96%	LOW-TIER
16	16	L	(\$20) BONUS WORD	1	\$20	299.62	65,650	0.25	1,200,000	\$1,313,000	1.96%	61.76%
17	0	M	6 WORDS	1	\$25	327.53	60,056	0.229	1,100,000	\$1,501,400	2.24%	
18	0	M	5 WORDS + 4 WORDS	2	\$25	359.67	54,690	0.208	1,000,000	\$1,367,250	2.04%	
19	0	M	4 WORDS + 3 WORDS + (\$10) BONUS WORD	3	\$25	211.81	92,868	0.354	1,700,000	\$2,321,700	3.47%	
20	0	M	4 WORDS x 2 + (\$5) BONUS WORD	3	\$25	514.56	38,227	0.146	700,000	\$955,675	1.43%	
21	0	M	(\$25) BONUS WORD	1	\$25	1,199.84	16,394	0.063	300,000	\$409,850	0.61%	
22	0	M	7 WORDS	1	\$50	449.38	43,772	0.167	800,000	\$2,188,600	3.27%	
23	0	M	6 WORDS + (\$25) BONUS WORD	2	\$50	240.25	81,874	0.313	1,500,000	\$4,093,700	6.12%	
24	0	M	6 WORDS + 5 WORDS + (\$10) BONUS WORD	3	\$50	512.70	38,366	0.146	700,000	\$1,918,300	2.87%	
25	0	M	5 WORDS + 4 WORDS + (\$25) BONUS WORD	3	\$50	530.59	37,072	0.141	678,000	\$1,853,600	2.77%	
26	0	M	(\$50) BONUS WORD	1	\$50	802.60	24,508	0.094	450,000	\$1,225,400	1.83%	
27	0	M	8 WORDS	1	\$100	719.33	27,345	0.104	500,000	\$2,734,500	4.09%	
28	0	M	7 WORDS + (\$50) BONUS WORD	2	\$100	915.23	21,492	0.082	393,000	\$2,149,200	3.21%	
29	0	M	8 WORDS + (\$100) BONUS WORD	2	\$200	4,385.77	4,485	0.017	82,000	\$897,000	1.34%	MID-TIER
30	0	M	9 WORDS	1	\$500	11,557.09	1,702	0.006	31,000	\$851,000	1.27%	36.58%
31	0	H	10 WORDS	1	\$1,000	126,904.35	155	0.001	2,837	\$155,000	0.23%	
32	0	H	9 WORDS + (\$500) BONUS WORD	2	\$1,000	127,728.41	154	0.001	2,818	\$154,000	0.23%	HIGH-TIER
33	0	H	11 WORDS	1	\$100,000	2,458,771.88	8 ***	0.000	0.146	\$800,000	1.20%	1.66%
						3.93	5,001,608	19.07	91,539,802	\$66,882,050	100.00%	100.00%
						3.9328						

Consolidated odds are 1 in:

\$5	8.82	2,229,221
\$10	18.75	1,049,076
\$15	25.00	786,770
\$20	50.00	393,373
\$25	75.01	262,235
\$50	87.19	225,592
\$100	402.77	48,837
\$200	4,385.77	4,485
\$500	11,557.09	1,702
\$1,000	63,657.52	309
\$100,000	2,458,771.88	8
		5,001,608

\* Each of the following GLEPS will be used in approximately 25% of each pack of 75 tickets.  
 \*\* Numbers are rounded.  
 \*\*\* This number of prizes is guaranteed delivery to the Lottery.



# INTEROFFICE MEMO

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

### Payment Approval (VIA EMAIL)

November 30, 2020

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>	362-21-9010RL007
<b>Tx Game Name</b>	Game #2332 Super Crossword
<b>Invoice Number</b>	8518414
<b>Invoice Amount</b>	<b>\$689,242.93</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

\_\_\_\_\_  
Date

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

\_\_\_\_\_  
Date

\_\_\_\_\_  
Ryan Mindell (Lottery Operations Division Director)

\_\_\_\_\_  
Date

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

**December 10, 2020**

## Burrola, Jessica

---

**From:** Burrola, Jessica  
**Sent:** Tuesday, December 1, 2020 10:33 AM  
**To:** AccountsPayable  
**Cc:** Valle, Sidney; Perez, Maria; Burrola, Jessica  
**Subject:** FW: 11/30/2020 POLLARD INV #8518414 \$689242.93 FINAL APPROVAL  
**Attachments:** Pollard Inv #8518414.pdf; Pollard Inv #8518414 Approval Memo (1).pdf; 2332 - P O - 10\_9\_2020.pdf; itm rpt10.pdf; tx2332.e00.pdf; 2332 - EXECWP - 10\_6\_2020 (2).pdf; 2332 Super Crossword.PBL.8518414.pdf

Good Morning –  
Please see Final Approval of #8518414.  
Please let me know if you have any questions.  
Thank you,



Jessica Burrola | Scratch Ticket Specialist  
Texas Lottery Commission  
P.O. Box 16630 | Austin, TX 78761-6630 | 512-344-5125  
[jessica.burrola@lottery.state.tx.us](mailto:jessica.burrola@lottery.state.tx.us)

---

**From:** Mindell, Ryan <Ryan.Mindell@lottery.state.tx.us>  
**Sent:** Tuesday, December 1, 2020 10:04 AM  
**To:** Tirloni, Robert <Robert.Tirloni@lottery.state.tx.us>; Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>; Burrola, Jessica <Jessica.Burrola@lottery.state.tx.us>  
**Subject:** Fwd: 11/30/2020 POLLARD INV #8518414 \$689242.93 APPROVAL NEEDED

Approved

Sent from my iPad

Begin forwarded message:

**From:** "Tirloni, Robert" <[Robert.Tirloni@lottery.state.tx.us](mailto:Robert.Tirloni@lottery.state.tx.us)>  
**Date:** December 1, 2020 at 9:13:40 AM CST  
**To:** "Mindell, Ryan" <[Ryan.Mindell@lottery.state.tx.us](mailto:Ryan.Mindell@lottery.state.tx.us)>  
**Cc:** "Bowersock, Dale" <[Dale.Bowersock@lottery.state.tx.us](mailto:Dale.Bowersock@lottery.state.tx.us)>, "Burrola, Jessica" <[Jessica.Burrola@lottery.state.tx.us](mailto:Jessica.Burrola@lottery.state.tx.us)>  
**Subject:** FW: 11/30/2020 POLLARD INV #8518414 \$689242.93 APPROVAL NEEDED



Approved for payment, 12/1/2020. –RT

**Robert Tirloni**  
**Products Manager | Texas Lottery Commission**  
**Office: 512-344-5406**

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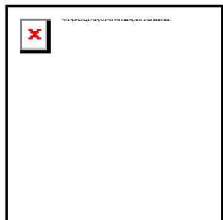
**From:** Bowersock, Dale <[Dale.Bowersock@lottery.state.tx.us](mailto:Dale.Bowersock@lottery.state.tx.us)>  
**Sent:** Tuesday, December 1, 2020 8:13 AM  
**To:** Tirloni, Robert <[Robert.Tirloni@lottery.state.tx.us](mailto:Robert.Tirloni@lottery.state.tx.us)>  
**Cc:** Burrola, Jessica <[Jessica.Burrola@lottery.state.tx.us](mailto:Jessica.Burrola@lottery.state.tx.us)>  
**Subject:** FW: 11/30/2020 POLLARD INV #8518414 \$689242.93 APPROVAL NEEDED

Approved. DB 12/1/2020

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**From:** Burrola, Jessica <[Jessica.Burrola@lottery.state.tx.us](mailto:Jessica.Burrola@lottery.state.tx.us)>  
**Sent:** Monday, November 30, 2020 2:27 PM  
**To:** Bowersock, Dale <[Dale.Bowersock@lottery.state.tx.us](mailto:Dale.Bowersock@lottery.state.tx.us)>  
**Cc:** Burrola, Jessica <[Jessica.Burrola@lottery.state.tx.us](mailto:Jessica.Burrola@lottery.state.tx.us)>  
**Subject:** 11/30/2020 POLLARD INV #8518414 \$689242.93 APPROVAL NEEDED

Good Afternoon –  
Attached is all of the usual back up information I include with the invoices.  
Please let me know if you have questions.  
Thanks,



Jessica Burrola | Scratch Ticket Specialist  
Texas Lottery Commission  
P.O. Box 16630 | Austin, TX 78761-6630 | 512-344-5125  
[jessica.burrola@lottery.state.tx.us](mailto:jessica.burrola@lottery.state.tx.us)

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**From:** AccountsPayable <[accountspayable@lottery.state.tx.us](mailto:accountspayable@lottery.state.tx.us)>  
**Sent:** Monday, November 30, 2020 2:07 PM  
**To:** Burrola, Jessica <[Jessica.Burrola@lottery.state.tx.us](mailto:Jessica.Burrola@lottery.state.tx.us)>  
**Cc:** Vela, Anthony <[Anthony.Vela@lottery.state.tx.us](mailto:Anthony.Vela@lottery.state.tx.us)>  
**Subject:** POLLARD INV #8518414 \$689242.93 APPROVAL NEEDED

*Please see attached invoice and approval memo.*

*Thank You,*  
*Maria Perez – Texas Lottery Commission*

*Accounts Payable – Office of the Controller*

*D (512) 344-5489*

*F (512) 344-5066*

*[maria.perez@lottery.state.tx.us](mailto:maria.perez@lottery.state.tx.us)*

---

**From:** Marni Hutsebaut <[mhutsebaut@pbl.ca](mailto:mhutsebaut@pbl.ca)>

**Sent:** Wednesday, November 25, 2020 2:45 PM

**To:** AccountsPayable <[accountspayable@lottery.state.tx.us](mailto:accountspayable@lottery.state.tx.us)>; Burrola, Jessica <[Jessica.Burrola@lottery.state.tx.us](mailto:Jessica.Burrola@lottery.state.tx.us)>

**Subject:** Texas Invoice #8518402, 8518414

**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.

Hello,

Please see the attached invoices.

Take care,

**Marni Hutsebaut**

Accounts Receivable Professional

Email [mhutsebaut@pbl.ca](mailto:mhutsebaut@pbl.ca)

Tel.204.474.2323 Ext 253

Fax.204.453.1375

Pollard Banknote Limited

140 Otter Street

Winnipeg, MB, Canada, R3T 0M8



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## INVOICE NO.: 8518414

<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
Terms: Net 30 days after date of invoice	Due Date: December 24, 2020

Invoice Date	Order No.	Your Order	Customer No.
November 24, 2020	1113240		5008

**Order name:** SUPER CROSSWORD #2332  
**PO Number:**

Product Description	Quantity	Unit Price	Amount
Ticket Size 4 x 8	19,670,175	20.77 /M	408,549.53
Four colour process / Spectrum base graphics	19,670,175	8.00 /M	157,361.40
Translucent marking system	19,670,175	2.24 /M	44,061.19
Flood UV varnish on ticket front	19,670,175	2.43 /M	47,798.53
Multiple Play Area	19,670,175	1.60 /M	31,472.28

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

<b>Before Taxes:</b>	689,242.93 USD
<b>Freight:</b>	0.00
<b>Deposit:</b>	0.00
<b>Amount Due:</b>	689,242.93 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

**Closing Scratch Ticket Game Analysis**  
2/24/19-2/27/21

**Average Number of Weeks for 85% Average Sell Through**

Print Quantities	Price Point				Print Quantities	Price Point			
	A	B	C	D		E	F	G	H
	\$1	\$2	\$3	\$5		\$10	\$20	\$30	\$50
< 5M	None	None	None	None	2M	None	None	None	None
5M-9.99M	Week 14	Week 16	Week 17	Week 17	3M	None	None	None	None
10M-14.99M	Week 16	None	None	Week 25	4M	Week 16*	None	None	Week 51*
15M-19.99M	Week 23	None	Week 31	Week 48	5M	Week 13*	None	Week 38*	Week 35*
20M-24.99M	None	None	None	Week 38	6M	Week 14	Week 24	None	None
25M-29.99M	Week 32*	None	None	None	7M	Week 16	Week 34	None	None
30M-34.99M	None	Week 46*	None	None	8M	Week 21	Week 40	None	None
>35M	None	Week 63	None	Week 42*	>9M	Week 30	Week 36*	None	None

**Average Weekly Dollar Sales at 85% Average Sell Through**

Print Quantities	Price Point				Print Quantities	Price Point			
	A	B	C	D		E	F	G	H
	\$1	\$2	\$3	\$5		\$10	\$20	\$30	\$50
< 5M	None	None	None	None	2M	None	None	None	None
5M-9.99M	\$560,738	\$776,573	\$927,958	\$1,946,842	3M	None	None	None	None
10M-14.99M	\$607,596	None	None	\$2,218,148	4M	\$2,364,236	None	None	\$3,873,162
15M-19.99M	\$633,975	None	\$1,585,325	\$1,515,020	5M	\$3,760,439	None	\$3,506,730	\$6,271,944
20M-24.99M	None	None	None	\$2,468,328	6M	\$4,039,631	\$4,400,564	None	None
25M-29.99M	\$776,998	None	None	None	7M	\$3,884,366	\$3,675,833	None	None
30M-34.99M	None	\$1,280,700	None	None	8M	\$3,381,845	\$3,828,587	None	None
>35M	None	\$1,061,088	None	\$4,122,095	>9M	\$4,682,820	\$5,671,831	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