

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Instant Ticket Information

Date Completed

7/14/2023

Game #	2333	Confirmed Packs	15,776
Game Name	\$250,000 50X Cashword	Active Packs	4,656
Quantity Printed	28,628,600	Warehouse Packs	8,305
Price Point	\$10	Returned Packs	127
Start Date	12/20/2021	Printed Payout Percentage	69.79%
Top Prize	\$ 250,000	Percent Sold	93.44%
Number of Top Prizes Remaining	0	Number of Weeks Out	81

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 873,172	Actual ticket production costs
Prize payout expense	\$ 184,910,840	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 185,784,012

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 267,505,638	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 267,505,638

Excess of Revenue over Expended \$ 81,721,626

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	\$	1,581,320
Next week	\$	1,813,680
Next week	\$	2,365,600
Avg Weekly Sales Current Game	\$	1,920,200
Avg Weekly Sales \$10; >=35M Qty*	\$	8,066,364
Percentage Of Variance In Sales		76%

Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2333	Printed Payout Percentage	69.79%
Game Name	\$250,000 50X Cashword	Actual Payout Percentage	69.12%
Percent Sold	93.44%	Number of Weeks Out	81
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.*			47

* No games at the 25M-29.99M level so the >=35M level 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):

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

Deputy Executive Director Date

Not Required - All Top Prizes Claimed

Executive Director Date



Play the Games of Texas!

Da Vinci Report

7/14/23

Week End Date:7/8/23

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														7/8/23	7/1/23	6/24/23	6/17/23
Sold/Closing	2440	\$5	12,237,000	\$200,000 CASH BLOWOUT	9/6/22	6/4/23	7/19/23	44	78.19%	82	47	25,040	4,474	\$24,400.00	\$2,070.00	\$81,040.00	\$165,165.00
	2454	\$5	7,217,250	CASH PLU\$	12/5/22	6/4/23	7/19/23	31	76.87%	49	22	15,989	3,664	\$9,980.00	\$7,880.00	\$31,410.00	\$63,085.00
	2444	\$5	10,272,825	DAY OF THE DEAD	10/3/22	6/4/23	7/19/23	40	49.29%	8	2	62,096	6,733	-\$1,115.00	-\$12,335.00	-\$8,175.00	-\$6,485.00
	2456	\$5	7,191,150	LUCKY 7	12/19/22	6/4/23	7/19/23	29	91.07%	30	14	2,234	3,729	\$5,405.00	\$12,330.00	\$26,465.00	\$66,495.00
	2425	\$5	32,632,050	SUPER CROSSWORD	2/24/22			71	93.61%	7,771	3,654	10,407	407	\$823,610.00	\$852,930.00	\$943,490.00	\$1,225,705.00
	2333	\$10	28,628,600	\$250,000 50X CASHWORD	12/20/21			81	93.44%	15,776	4,656	8,305	127	\$1,581,320.00	\$1,813,680.00	\$2,365,600.00	\$2,714,220.00
	2369	\$10	12,077,250	\$50, \$100 OR \$500!	8/1/22	6/4/23	7/19/23	49	98.49%	31	1	66	2,047	\$690.00	-\$1,540.00	\$7,540.00	\$9,130.00
	2433	\$10	49,110,750	MEGA LOTERIA	2/7/22	7/2/23	8/16/23	74	99.04%	413	125	18	5,595	\$85,240.00	\$123,120.00	\$150,470.00	\$198,600.00
	2434	\$20	16,932,075	MILLION DOLLAR LOTERIA	9/19/22			42	96.89%	11,392	2,909	100	845	\$1,689,620.00	\$2,370,860.00	\$2,934,240.00	\$3,853,220.00
	2358	\$50	5,984,660	\$1,000,000 ULTIMATE	12/20/21			81	96.30%	5,821	2,409	653	138	\$1,139,600.00	\$1,282,000.00	\$1,391,750.00	\$1,486,200.00
	2344	\$50	10,279,600	500X LOTERIA SPECTACULAR	10/18/21			90	90.60%	9,626	2,894	31,641	137	\$1,807,250.00	\$1,850,300.00	\$1,813,700.00	\$1,859,750.00

Liability for 2333 / for Life to Date**Product Status:**
Active**SmartCash Enabled:**
N/A**Validation Range:** 12/16/2021 - 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	\$10.00	320792	\$3,207,920.00	2828720	\$28,287,200.00	89.81%	25712647
2	2	N/A	\$20.00	42458	\$849,160.00	530128	\$10,602,560.00	92.58%	26505751
3	3	N/A	\$20.00	43425	\$868,500.00	528979	\$10,579,580.00	92.41%	26456712
4	4	N/A	\$20.00	62987	\$1,259,740.00	795683	\$15,913,660.00	92.66%	26528573
5	0	N/A	\$30.00	59163	\$1,774,890.00	799729	\$23,991,870.00	93.11%	26656578
6	0	N/A	\$30.00	20156	\$604,680.00	266236	\$7,987,080.00	92.96%	26613746
7	0	N/A	\$30.00	61978	\$1,859,340.00	796846	\$23,905,380.00	92.78%	26562584
8	0	N/A	\$50.00	9786	\$489,300.00	133424	\$6,671,200.00	93.17%	26672315
9	0	N/A	\$50.00	9337	\$466,850.00	133787	\$6,689,350.00	93.48%	26760952
10	0	N/A	\$50.00	20244	\$1,012,200.00	265994	\$13,299,700.00	92.93%	26603860
11	0	N/A	\$80.00	1552	\$124,160.00	22300	\$1,784,000.00	93.49%	26765796
12	0	N/A	\$80.00	2657	\$212,560.00	39060	\$3,124,800.00	93.63%	26805214
13	0	N/A	\$80.00	2722	\$217,760.00	39027	\$3,122,160.00	93.48%	26762039
14	0	N/A	\$100.00	1623	\$162,300.00	22232	\$2,223,200.00	93.20%	26680823
15	0	N/A	\$100.00	1629	\$162,900.00	22202	\$2,220,200.00	93.16%	26671653
16	0	N/A	\$100.00	2080	\$208,000.00	27693	\$2,769,300.00	93.01%	26628550
17	0	N/A	\$100.00	2092	\$209,200.00	27688	\$2,768,800.00	92.98%	26617484
18	0	N/A	\$100.00	2090	\$209,000.00	27715	\$2,771,500.00	92.99%	26621092
19	0	N/A	\$100.00	2633	\$263,300.00	33215	\$3,321,500.00	92.66%	26525857
20	0	N/A	\$200.00	237	\$47,400.00	3321	\$664,200.00	93.34%	26721635
21	0	N/A	\$200.00	157	\$31,400.00	2232	\$446,400.00	93.43%	26747189
22	0	N/A	\$200.00	305	\$61,000.00	4478	\$895,600.00	93.62%	26803025
23	0	N/A	\$200.00	326	\$65,200.00	4438	\$887,600.00	93.16%	26669548
24	0	N/A	\$200.00	304	\$60,800.00	4463	\$892,600.00	93.62%	26802903
25	0	N/A	\$200.00	287	\$57,400.00	4472	\$894,400.00	93.97%	26902101
26	0	N/A	\$500.00	78	\$39,000.00	1128	\$564,000.00	93.53%	26776998
27	0	N/A	\$500.00	78	\$39,000.00	1116	\$558,000.00	93.47%	26758389
28	0	N/A	\$500.00	182	\$91,000.00	2206	\$1,103,000.00	92.38%	26446688
29	0	N/A	\$1,000.00	39	\$39,000.00	432	\$432,000.00	91.72%	26258078
30	0	N/A	\$1,000.00	75	\$75,000.00	870	\$870,000.00	92.06%	26356488
31	0	N/A	\$1,000.00	36	\$36,000.00	437	\$437,000.00	92.39%	26449679
32	0	N/A	\$1,000.00	78	\$78,000.00	893	\$893,000.00	91.97%	26328877
33	0	N/A	\$10,000.00	1	\$10,000.00	9	\$90,000.00	90.00%	25765743
34	0	N/A	\$10,000.00	0	\$0.00	12	\$120,000.00	100.00%	28628597
35	0	N/A	\$10,000.00	1	\$10,000.00	13	\$130,000.00	92.86%	26583698
36	0	N/A	\$250,000.00	0	\$0.00	12	\$3,000,000.00	100.00%	28628597
Totals:				671588	\$14,901,960.00	7,371,190	\$184,910,840.00		

Prize Structure
TEXAS LOTTERY
GAME NO.2333 "\$250,000 50X CASHWORD"
January 12, 2021 - VERSION A

ORIGINAL ORDER

Order Quantity:	28,628,600	Pack Size:	50	Pool Size:	120,000	Winners:	8,042,778	Prize Fund:	\$199,812,800.00
Price Point:	\$10.00	Packs/Game:	572,572	Number of Pools:	238.57	Non-winners:	20,585,822	Payout:	69.79%
Revenue:	\$286,286,000.00	Packs/Pool:	2,400			Overall Odds:	3.5595		

Tier			"GAMES 1-3"	Bonus	Win	Value	Odds (1 in)	Winners			Total Prize Cost	% Prize Fund
Kind	Wins	Level						Pack	Pool	Total		
Low Tiers												
01	1	L	2 Words (\$10)		\$10	\$10.00	9.0899	5.50	13,200.00	3,149,512	\$31,495,120.00	15.76%
02	1	L	3 Words (\$20)		\$20	\$20.00	49.9988	1.00	2,400.00	572,586	\$11,451,720.00	5.73%
03	2	L	2 Words (\$10) x 2		\$20	\$20.00	50.0147	1.00	2,400.00	572,404	\$11,448,080.00	5.73%
04	1	L	2 Words (\$10)	2X	\$20	\$20.00	33.3406	1.50	3,600.00	858,670	\$17,173,400.00	8.59%
Total (\$20.00):							14.2882	3.50	8,400.00	2,003,660	\$40,073,200.00	20.06%
Total (Low Tiers):							5.5555	9.00	21,600.00	5,153,172	\$71,568,320.00	35.82%
Mid Tiers												
05	2	M	3 Words (\$20) + 2 Words (\$10)		\$30	\$30.00	33.3320	1.50	3,600.00	858,892	\$25,766,760.00	12.90%
06	3	M	2 Words (\$10) x 3		\$30	\$30.00	99.9630	0.50	1,200.00	286,392	\$8,591,760.00	4.30%
07	1	M	2 Words (\$10)	3X	\$30	\$30.00	33.3347	1.50	3,600.00	858,824	\$25,764,720.00	12.89%
Total (\$30.00):							14.2850	3.50	8,400.00	2,004,108	\$60,123,240.00	30.09%
08	1	M	4 Words (\$50)		\$50	\$50.00	199.9064	0.25	600.00	143,210	\$7,160,500.00	3.58%
09	3	M	(3 Words (\$20) x 2) + 2 Words (\$10)		\$50	\$50.00	200.0266	0.25	600.00	143,124	\$7,156,200.00	3.58%
10	1	M	2 Words (\$10)	5X	\$50	\$50.00	100.0168	0.50	1,200.00	286,238	\$14,311,900.00	7.16%
Total (\$50.00):							50.0000	1.00	2,400.00	572,572	\$28,628,600.00	14.33%
11	1	M	5 Words (\$80)		\$80	\$80.00	1200.2599	0.04	100.00	23,852	\$1,908,160.00	0.96%
12	2	M	3 Words (\$20) x 2	2X	\$80	\$80.00	686.2574	0.07	175.00	41,717	\$3,337,360.00	1.67%
13	3	M	4 Words (\$50) + 3 Words (\$20) + 2 Words (\$10)		\$80	\$80.00	685.7314	0.07	175.00	41,749	\$3,339,920.00	1.67%
Total (\$80.00):							266.7642	0.19	450.00	107,318	\$8,585,440.00	4.30%
14	1	M	6 Words (\$100)		\$100	\$100.00	1200.1090	0.04	100.00	23,855	\$2,385,500.00	1.19%
15	2	M	5 Words (\$80) + 3 Words (\$20)		\$100	\$100.00	1201.3176	0.04	100.00	23,831	\$2,383,100.00	1.19%
16	1	M	4 Words (\$50)	2X	\$100	\$100.00	961.5625	0.05	125.00	29,773	\$2,977,300.00	1.49%
17	3	M	(3 Words (\$20) x 2) + 2 Words (\$10)	2X	\$100	\$100.00	961.3365	0.05	125.00	29,780	\$2,978,000.00	1.49%
18	1	M	3 Words (\$20)	5X	\$100	\$100.00	960.5301	0.05	125.00	29,805	\$2,980,500.00	1.49%
19	1	M	2 Words (\$10)	10X	\$100	\$100.00	798.6108	0.06	150.00	35,848	\$3,584,800.00	1.79%
Total (\$100.00):							165.5866	0.30	725.00	172,892	\$17,289,200.00	8.65%
20	1	M	7 Words (\$200)		\$200	\$200.00	8046.2619	0.01	15.00	3,558	\$711,600.00	0.36%
21	1	M	6 Words (\$100)	2X	\$200	\$200.00	11983.5077	0.00	10.00	2,389	\$477,800.00	0.24%
22	3	M	6 Words (\$100) + 5 Words (\$80) + 3 Words (\$20)		\$200	\$200.00	5985.4903	0.01	20.00	4,783	\$956,600.00	0.48%
23	2	M	6 Words (\$100) x 2		\$200	\$200.00	6009.3619	0.01	20.00	4,764	\$952,800.00	0.48%
24	2	M	3 Words (\$20) x 2	5X	\$200	\$200.00	6005.5800	0.01	20.00	4,767	\$953,400.00	0.48%
25	1	M	3 Words (\$20)	10X	\$200	\$200.00	6015.6756	0.01	20.00	4,759	\$951,800.00	0.48%
Total (\$200.00):							1144.2286	0.04	105.00	25,020	\$5,004,000.00	2.50%
26	1	M	8 Words (\$500)		\$500	\$500.00	23738.4743	0.00	5.00	1,206	\$603,000.00	0.30%
27	3	M	(3 Words (\$20) x 2) + 2 Words (\$10)	10X	\$500	\$500.00	23977.0519	0.00	5.00	1,194	\$597,000.00	0.30%
28	1	M	2 Words (\$10)	50X	\$500	\$500.00	11988.5260	0.00	10.00	2,388	\$1,194,000.00	0.60%
Total (\$500.00):							5979.2398	0.01	20.00	4,788	\$2,394,000.00	1.20%
Total (Mid Tiers):							9.9174	5.04	12,100.00	2,886,698	\$122,024,480.00	61.07%
High Tiers												
29	1	H	9 Words (\$1,000)		\$1,000	\$1,000.00	60782.5902	0.00	2.00	471	\$471,000.00	0.24%
30	1	H	3 Words (\$20)	50X	\$1,000	\$1,000.00	30294.8148	0.00	4.00	945	\$945,000.00	0.47%
31	2	H	8 Words (\$500) x 2		\$1,000	\$1,000.00	60525.5814	0.00	2.00	473	\$473,000.00	0.24%
32	1	H	6 Words (\$100)	10X	\$1,000	\$1,000.00	29483.6251	0.00	4.00	971	\$971,000.00	0.49%
Total (\$1,000.00):							10010.0000	0.01	12.00	2,860	\$2,860,000.00	1.43%
33	1	H	10 Words (\$10,000)		\$10,000	\$10,000.00	2862860.0000	0.00	0.04	10	\$100,000.00	0.05%
34	2	H	9 Words (\$1,000) x 2	5X	\$10,000	\$10,000.00	2385716.6667	0.00	0.05	12	\$120,000.00	0.06%
35	1	H	7 Words (\$200)	50X	\$10,000	\$10,000.00	2044900.0000	0.00	0.06	14	\$140,000.00	0.07%
Total (\$10,000.00):							795238.8889	0.00	0.15	36	\$360,000.00	0.18%
36	1	H	11 Words (\$250,000)		\$250,000	\$250,000.00	2385716.6667	0.00	0.05	12 *	\$3,000,000.00	1.50%
Total (High Tiers):							9844.7730	0.01	12.21	2,908	\$6,220,000.00	3.11%
Total :							3.5595	14.05	33,712.21	8,042,778	\$199,812,800.00	100.00%

*Exact Quantity by Kind Level

2X = win 2X the PRIZE
3X = win 3X the PRIZE
5X = win 5X the PRIZE
10X = win 10X the PRIZE
50X = win 50X the PRIZE

**The \$30 and \$50 prizes are included in GLEPS but should be programmed as a mid-tier prize and not part of the low-tier file.

SHIPMENT # 1-9
COMPLETE
POOLS # 1-261

28628600

3149512

572586

572404

858670

858892

286392

858824

143210

143124

286238

23852

41717

41749

23855

23831

29773

29780

29805

35848

3558

2389

4783

4764

4767

4759

1206

1194

2388

471

945

473

971

10

12

14

12



INTEROFFICE MEMO

Gary Grief, Executive Director

LaDonna Castañuela, Charitable Bingo Operations Director

Payment Approval

December 28, 2021

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

Vendor Name	Scientific Games
P.O. Number (if applicable)	362-21-9019RL017
Invoice Number	105452
Tx Game Name:	Game #2333 \$250,000 50X CASHWORD
Invoice Amount:	\$873,172.30

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

JB

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

12/28/2021

Dale Bowersock

12/28/2021

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

Date

Dale Bowersock

12/28/2021

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

Date


Ryan Mindell

1/3/2022

Ryan Mindell (Lottery Operations Division Director)

Date



 SCIENTIFIC GAMES		Invoice No 105452	Invoice Date 22-DEC-21	Due Date 05-FEB-22
1500 Bluegrass Lakes Parkway AlpharettaGA30004 Ph:770.664.3700 Corporate-CollectionDept@scientificgames.com		Payment Terms 45 NET	Total Amount 873,172.30	Invoice Currency USD
		Customer # 27292	Exchange Rate :	
Bill To Texas Lottery Attn: Accounts Payable P.O. BOX 16630 AustinTX 78761-6630 United States		Ship To Texas Lottery c/o Gtech 8520 Tuscany Way Bldg 6 Suite 100 AUSTINTX 78754-4819 United States		
Comments: DRC0222242/222248/222250/222249/222245/222243/222246/222247/222244-206967/206968/206969/206970/206971/206972/206973/206974/206975-42729-				
PO #:		Sales Order #:		Bill Date :

Item Number	Item Description	Qty	Price	Amount
	TX-2333 \$250,000 50X CASHWORD	28,628.60	25.70000	735,755.02
	OPT15 CLEARMARK * MARKING SYSTEM	28,628.60	4.80000	137,417.28
	Sub Total			873,172.30
	Tax			0.00
	Total			873,172.30
	Total Quantity	57,257.20		

Thank you For Your Business!	Subtotal	Freight	Tax	Total
	873,172.30	0.00	0.00	873,172.30

Remittance Information USD Wire Instructions: Bank: Bank of America Swift: BOFAUS3N Acct name: Scientific Games International, Inc. Acct #: 501017395032 Wire Routing #: 026009593 ACH Routing #: 122400724	Mailing Instructions Scientific Games International, Inc. PO Box 740845 Los Angeles CA 90074-0845
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Burrola, Jessica

From: Tirloni, Robert
Sent: Tuesday, December 28, 2021 1:48 PM
To: Products
Subject: R.Tirloni Signature Authority -- 12/28 and 12/29, 12/30 &12/31

Dale Bowersock will have my signature/approval authority each afternoon on 12/28 and 12/29.

Dale will have signature authority on 12/30 and 12/31.

Please let him know if you have an ISR that needs approval.

I will be in town and around so reach out if you need something by calling my cell.

Robert Tirloni
Products Manager | Texas Lottery Commission
Office: 512-344-5406
robert.tirloni@lottery.state.tx.us

Scratch Ticket Game Closing Analysis

02/28/21 Thru 02/25/23

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	Week 13*	Week 21	Week 13	Week 17	Week 30	Week 41	Week 66*	Week 45	None
10M-14.99M	Week 17	None	None	Week 27	Week 43	None	None	None	None
15M-19.99M	Week 25	None	None	Week 47*	None	None	None	None	None
20M-24.99M	None	None	None	None	None	None	None	None	None
25M-29.99M	None	Week 59*	Week 54*	None	None	Week 59*	None	None	None
30M-34.99M	None	Week 55*	None	None	None	None	None	None	None
>=35M	None	None	None	Week 55*	Week 47	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	\$605,763	\$671,354	\$1,218,171	\$1,985,045	\$2,418,561	\$3,720,871	\$3,548,614	\$6,136,988	None
10M-14.99M	\$575,127	None	None	\$2,099,094	\$2,648,035	None	None	None	None
15M-19.99M	\$589,321	None	None	\$1,645,025	None	None	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	None	\$7,343,720	None	None	None
30M-34.99M	None	\$1,037,735	None	None	None	None	None	None	None
>=35M	None	None	None	\$4,608,748	\$8,066,364	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

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