

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

**Scratch Ticket Information**

Date Completed

6/13/2022

Game #	2345	Confirmed Packs	18,162
Game Name	\$1,000,000 Crossword	Active Packs	5,888
Quantity Printed	9,157,250	Warehouse Packs	16,321
Price Point	\$20	Returned Packs	36
Start Date	10/4/2021	Printed Payout Percentage	75.04%
Top Prize	\$ 1,000,000	Percent Sold	88.08%
Number of Top Prizes Remaining	0	Number of Weeks Out	36

**Current Game Sales Analysis**

**TANGIBLE COSTS**

**Expenditure Impact:**

Cost to print tickets	\$ 621,793	Actual ticket production costs
Prize payout expense	\$ 120,926,360	Data from Instant Ticket Tier Liability screen in ES

**Estimated Direct Costs** \$ 121,548,153

**TANGIBLE BENEFITS**

**Revenue Impact:**

Estimated sales	\$ 161,314,116	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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**Total Estimated Benefits** \$ 161,314,116

**Excess of Revenue over Expended** \$ 39,765,963

**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	\$	3,003,440
Next week	\$	4,064,020
Next week	\$	4,110,080
Avg Weekly Sales Current Game	\$	3,725,847
Avg Weekly Sales \$20; 5M-9.99M Qty	\$	4,083,763
<b>Percentage Of Variance In Sales</b>		<b>9%</b>

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

**Instant Ticket Information**

Game #	<div>2345</div>	Printed Payout Percentage	<div>75.04%</div>
Game Name	<div>\$1,000,000 Crossword</div>	Actual Payout Percentage	<div>74.96%</div>
Percent Sold	<div>88.08%</div>	Number of Weeks Out	<div>36</div>
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			<div>39</div>

**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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Scratch Ticket Strategy 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:** WebsiteSupport@lottery.state.tx.us  
**Sent:** Monday, June 13, 2022 5:20 AM  
**To:** WEBSITE\_SCRATCH\_ZTP  
**Subject:** ZTP Occurrence: Date 06/12/2022

All top prizes for the following game(s) have been claimed as of 06/12/2022.

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
2345	\$1,000,000 Crossword	\$20	\$1,000,000	4	4		0	0	10/4/2021				01/31/2022

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.



# Play the Games of Texas!

Da Vinci Report

6/13/22

Week End Date:6/11/22

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														6/11/22	6/4/22	5/28/22	5/21/22
Mature	2382	\$5	7,334,550	LUCKY	2/21/22			16	69.05%	4,831	3,957	15,837	2,087	\$507,670.00	\$602,150.00	\$630,830.00	\$735,630.00
	2374	\$5	27,786,375	POWER 50X	1/3/22			23	43.50%	13,321	9,004	183,962	15	\$1,700,935.00	\$1,672,405.00	\$1,630,270.00	\$1,591,855.00
	2425	\$5	32,632,050	SUPER CROSSWORD	2/24/22			15	23.33%	17,877	9,788	302,388	16	\$2,393,480.00	\$2,575,785.00	\$2,508,895.00	\$2,454,180.00
	2342	\$5	59,686,425	SUPER LOTERIA	10/18/21			34	52.27%	26,423	14,104	332,498	18	\$4,976,490.00	\$5,212,595.00	\$5,145,700.00	\$5,137,555.00
	2366	\$5	7,333,350	TEXAS EDITION BUCKS & TRUCKS	3/7/22			14	72.92%	5,947	4,856	11,611	563	\$699,180.00	\$855,400.00	\$922,165.00	\$953,595.00
	2333	\$10	28,628,600	\$250,000 50X CASHWORD	12/20/21			25	31.50%	21,542	9,063	357,736	18	\$3,633,080.00	\$3,806,140.00	\$3,771,630.00	\$3,633,380.00
	2346	\$10	13,460,600	\$500,000 EXTREME LUCK	4/5/21			62	79.90%	9,538	5,418	36,803	36	\$1,427,080.00	\$1,485,030.00	\$1,369,960.00	\$1,356,560.00
	2348	\$10	11,152,000	\$50 OR \$100	12/6/21			27	63.61%	13,082	6,537	58,620	28	\$1,878,170.00	\$2,033,400.00	\$1,894,780.00	\$1,847,030.00
	2306	\$10	8,318,950	BREAK THE BANK SUPER TICKET	8/16/21			43	83.33%	8,586	5,575	11,619	41	\$999,330.00	\$1,070,230.00	\$1,006,140.00	\$1,060,980.00
	2380	\$10	12,227,050	CASH CELEBRATION	2/7/22			18	38.70%	11,901	6,616	129,330	14	\$1,330,310.00	\$1,415,050.00	\$1,425,720.00	\$1,441,030.00
	2433	\$10	49,110,750	MEGA LOTERIA	2/7/22			18	32.27%	40,749	13,359	602,476	8	\$8,761,250.00	\$9,075,770.00	\$9,121,530.00	\$8,883,290.00
	2375	\$10	22,860,600	POWER 100X	1/3/22			23	35.15%	16,981	9,060	267,825	21	\$2,213,870.00	\$2,320,810.00	\$2,243,100.00	\$2,229,200.00
	2345	\$20	9,157,250	\$1,000,000 CROSSWORD	10/4/21			36	88.08%	18,162	5,888	16,321	36	\$3,003,440.00	\$4,064,020.00	\$4,110,080.00	\$4,052,060.00
	2203	\$20	8,559,050	\$1,000,000 EXTREME CASH	6/7/21			53	72.32%	6,287	2,548	84,577	56	\$635,120.00	\$706,300.00	\$712,760.00	\$722,140.00
	2354	\$20	10,280,400	\$1,000,000 JACKPOT	9/7/21			40	58.53%	16,522	6,254	145,222	55	\$1,557,620.00	\$1,654,300.00	\$1,661,660.00	\$1,636,200.00
	2367	\$20	16,392,750	CASH SPECTACULAR	11/15/21			30	30.79%	11,896	4,347	435,432	23	\$1,429,700.00	\$1,517,580.00	\$1,508,720.00	\$1,524,120.00
	2343	\$20	25,454,075	MILLION DOLLAR LOTERIA	6/18/21			51	75.92%	37,354	10,815	189,626	47	\$7,007,500.00	\$7,467,720.00	\$7,421,060.00	\$7,316,940.00
	2376	\$20	10,149,100	POWER 200X	1/3/22			23	45.54%	21,078	8,302	188,703	16	\$2,428,700.00	\$2,480,240.00	\$2,511,760.00	\$2,502,980.00
	2411	\$20	7,928,475	ULTIMATE 7S	2/21/22			16	50.65%	22,951	8,106	122,529	21	\$3,321,660.00	\$3,625,300.00	\$3,571,480.00	\$3,526,800.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			221	65.49%	12,399	5,779	448,685	49	\$2,433,810.00	\$2,359,770.00	\$2,352,930.00	\$2,402,850.00
	2293	\$30	9,177,650	CASH CELEBRATION!	4/5/21			62	82.35%	12,593	5,579	44,280	83	\$1,991,010.00	\$1,982,310.00	\$2,029,350.00	\$2,016,780.00
	2358	\$50	5,984,660	\$1,000,000 ULTIMATE	12/20/21			25	50.13%	19,494	6,812	120,540	30	\$3,744,250.00	\$3,908,150.00	\$4,043,450.00	\$4,158,600.00
	2378	\$50	6,116,960	\$200,000,000 CASH BLOWOUT!	3/7/22			14	34.62%	22,829	7,527	166,807	10	\$5,105,650.00	\$5,404,450.00	\$5,429,200.00	\$6,012,400.00
	2344	\$50	10,279,600	500X LOTERIA SPECTACULAR	10/18/21			34	43.77%	23,432	7,226	255,011	41	\$5,795,450.00	\$5,900,250.00	\$6,186,850.00	\$6,235,350.00
	2340	\$50	6,606,400	CASINO MILLIONS	9/20/21			38	77.82%	17,252	6,004	47,686	40	\$3,284,850.00	\$3,422,600.00	\$3,515,300.00	\$3,730,050.00
Sold/Closing	2351	\$1	16,858,800	\$5,000 JACKPOT	9/7/21	5/8/22	6/22/22	40	94.71%	129	84	671	2,470	\$10,879.00	\$22,954.00	\$33,014.00	\$62,348.00
	2361	\$1	11,381,100	COZY CASH	11/1/21	5/8/22	6/22/22	32	89.59%	51	13	2,872	3,606	\$1,168.00	\$1,820.00	-\$5,287.00	-\$2,204.00
	2296	\$1	10,217,250	LADY LUCK	11/1/21	5/29/22	7/13/22	32	93.58%	193	160	197	2,698	\$15,654.00	\$27,720.00	\$29,695.00	\$43,090.00
	2365	\$2	7,235,875	BREAK THE SNOWBANK	11/15/21	5/8/22	6/22/22	30	85.12%	38	19	5,064	2,002	-\$1,260.00	-\$1,254.00	-\$20,976.00	-\$4,770.00
	2370	\$2	9,288,250	TEXAS CASH	12/20/21	5/29/22	7/13/22	25	59.46%	660	610	23,167	1,521	\$36,614.00	\$89,136.00	\$120,882.00	\$140,696.00
	2234	\$3	35,950,250	\$50,000 BONUS CASHWORD	2/22/21	5/24/22	7/8/22	68	97.54%	984	507	363	1,063	\$82,809.00	\$174,621.00	\$281,241.00	\$392,835.00
	2319	\$5	9,169,050	\$500 FRENZY	11/15/21	5/8/22	6/22/22	30	82.93%	58	27	16,221	2,851	\$10,460.00	\$14,155.00	\$26,205.00	\$88,905.00

**Liability for 2345 / for Life to Date**Product Status:  
ActiveSmartCash Enabled:  
N/A

Validation Range: 05/25/2021 - 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	\$20.00	119744	\$2,394,880.00	735109	\$14,702,180.00	85.99%	7874543
2	2	N/A	\$20.00	44527	\$890,540.00	321585	\$6,431,700.00	87.84%	8043533
3	3	N/A	\$40.00	14975	\$599,000.00	107026	\$4,281,040.00	87.73%	8033244
4	4	N/A	\$40.00	14598	\$583,920.00	107533	\$4,301,320.00	88.05%	8062707
5	5	N/A	\$40.00	21649	\$865,960.00	161548	\$6,461,920.00	88.18%	8075107
6	6	N/A	\$50.00	21869	\$1,093,450.00	161209	\$8,060,450.00	88.05%	8063399
7	7	N/A	\$50.00	36505	\$1,825,250.00	268711	\$13,435,550.00	88.04%	8062007
8	8	N/A	\$100.00	52187	\$5,218,700.00	375192	\$37,519,200.00	87.79%	8039063
9	0	N/A	\$150.00	2903	\$435,450.00	20105	\$3,015,750.00	87.38%	8001847
10	0	N/A	\$150.00	877	\$131,550.00	5990	\$898,500.00	87.23%	7987757
11	0	N/A	\$150.00	842	\$126,300.00	6045	\$906,750.00	87.77%	8037690
12	0	N/A	\$200.00	1611	\$322,200.00	11366	\$2,273,200.00	87.59%	8020444
13	0	N/A	\$200.00	890	\$178,000.00	6389	\$1,277,800.00	87.77%	8037597
14	0	N/A	\$200.00	6438	\$1,287,600.00	46985	\$9,397,000.00	87.95%	8053710
15	0	N/A	\$500.00	569	\$284,500.00	4025	\$2,012,500.00	87.61%	8023058
16	0	N/A	\$500.00	258	\$129,000.00	1819	\$909,500.00	87.58%	8019758
17	0	N/A	\$2,000.00	23	\$46,000.00	188	\$376,000.00	89.10%	8159066
18	0	N/A	\$2,000.00	31	\$62,000.00	173	\$346,000.00	84.80%	7765707
19	0	N/A	\$20,000.00	2	\$40,000.00	16	\$320,000.00	88.89%	8139777
20	0	N/A	\$1,000,000.00	0	\$0.00	4	\$4,000,000.00	100.00%	9157249
Totals:				340498	\$16,514,300.00	2,341,018	\$120,926,360.00		

NO. OF TICKETS: 9,157,250  
NO. POOLS: 76.31  
PACK SIZE: 25  
PACKS/POOL: 4,800  
PACKS/GAME: 366,290

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

TEXAS LOTTERY COMMISSION  
"\$1,000,000 CROSSWORD" - GAME NO. 2345  
END OF PRODUCTION PRIZE STRUCTURE  
17-May-21

VERSION A

9,157,250			\$20 TICKETS	\$183,145,000	REVENUE	PRIZE FUND	\$137,440,660	PAYOUT %	75.04%

Consolidated odds are 1 in:

\$20	7.50	1,220,965
\$40	21.43	427,329
\$50	18.75	488,294
\$100	21.43	427,379
\$150	249.10	36,762
\$200	124.29	73,679
\$500	1,372.70	6,671
\$2,000	22,065.66	415
\$20,000	508,736.11	18
\$1,000,000	2,289,312.50	4
		2,681,516

\* Each of the following GLEPS will be used in approximately 16.67% of each pack of 25 tickets.  
\*\* Numbers are rounded.  
\*\*\* This Number of prizes is guaranteed delivery to the Lottery.  
\*\*\*\* The \$40, \$50 and \$100 prizes are included in the GLEPS, programmed as G-Tiers and included in the Low.

CALLOUT	Not applicable for this game.
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# INTEROFFICE MEMO

Gary Grief, Executive Director      Tyler Vance, Acting Charitable Bingo Operations Director

## Payment Approval

June 1, 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>	362-21-9010RL019
<b>Tx Game Name</b>	Game #2345 \$1,000,000 Crossword
<b>Invoice Number</b>	8521293
<b>Invoice Amount</b>	<b>\$621,792.84</b>

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

JB 6/2/2021



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

6/2/2021

Date

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

6/2/2021

Date

Ryan Mindell (Lottery Operations Division Director)

6/2/2021

Date

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

**June 11, 2021**



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

## INVOICE NO.: 8521293

<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> June 27, 2021

Invoice Date	Order No.	Your Order	Customer No.
May 28, 2021	1128145		5008

**Order name:** \$1,000,000 CROSSWORD #2345  
**PO Number:**

Product Description	Quantity	Unit Price	Amount
Ticket Size 12 x 4	9,157,250	37.72 /M	345,411.47
Four colour process / Spectrum base graphics	9,157,250	12.00 /M	109,887.00
Translucent marking system	9,157,250	3.36 /M	30,768.36
Multiple Play Area	9,157,250	2.40 /M	21,977.40
Foil stock (10pt) C1S	9,157,250	11.40 /M	104,392.65
Inserts	1	9,355.96 Ea	9,355.96

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

<b>Before Taxes:</b>	621,792.84 USD
<b>Freight:</b>	0.00
<b>Deposit:</b>	0.00
<b>Amount Due:</b>	621,792.84 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**  
**03/01/20-02/26/22**

**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	\$10	\$20	\$30	\$50
< 5M	None	None	Week 10*	None	None	None	None	None
5M-9.99M	Week 15	Week 16	None	Week 19	Week 17	Week 39	None	Week 34
10M-14.99M	Week 15	None	None	Week 23	Week 33	Week 32	None	None
15M-19.99M	Week 23	None	Week 27*	None	Week 34*	None	None	None
20M-24.99M	None	None	None	Week 39	Week 41*	None	None	None
25M-29.99M	Week 32*	None	None	None	Week 36*	None	None	None
30M-34.99M	None	None	None	None	None	None	None	None
>35M	None	Week 63	Week 70*	Week 48*	Week 43*	None	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	\$10	\$20	\$30	\$50
< 5M	None	None	\$1,280,407	None	None	None	None	None
5M-9.99M	\$523,427	\$836,412	None	\$1,829,626	\$3,575,687	\$4,083,763	None	\$6,822,934
10M-14.99M	\$646,883	None	None	\$2,572,905	\$3,255,577	\$6,279,880	None	None
15M-19.99M	\$637,501	None	\$1,754,298	None	\$4,557,575	None	None	None
20M-24.99M	None	None	None	\$2,543,539	\$4,377,999	None	None	None
25M-29.99M	\$795,571	None	None	None	\$6,250,278	None	None	None
30M-34.99M	None	None	None	None	None	None	None	None
>35M	None	\$1,031,140	\$1,494,231	\$4,784,040	\$7,855,672	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