

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

10/23/2023

Game #	2438	Confirmed Packs	26,083
Game Name	\$1,000,000 Crossword	Active Packs	5,887
Quantity Printed	19,277,675	Warehouse Packs	74,155
Price Point	\$20	Returned Packs	19
Start Date	6/6/2022	Printed Payout Percentage	75.03%
Top Prize	\$ 1,000,000	Percent Sold	85.41%
Number of Top Prizes Remaining	0	Number of Weeks Out	72

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 2,716,904	Actual ticket production costs
Prize payout expense	\$ 246,825,024	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 249,541,928

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 329,301,244	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 329,301,244

Excess of Revenue over Expended \$ 79,759,317

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	\$	3,038,340
Next week	\$	3,713,040
Next week	\$	3,859,940
Avg Weekly Sales Current Game	\$	3,537,107
Avg Weekly Sales \$20; 15M-19.99M Qty*	\$	8,401,824
Percentage Of Variance In Sales		58%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	<input type="text" value="2438"/>	Printed Payout Percentage	<input type="text" value="75.03%"/>
Game Name	<input type="text" value="\$1,000,000 Crossword"/>	Actual Payout Percentage	<input type="text" value="74.95%"/>
Percent Sold	<input type="text" value="85.41%"/>	Number of Weeks Out	<input type="text" value="72"/>
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.*			<input type="text" value="35"/>

* 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):

Not Required - All Top Prizes Claimed

Instant Product 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 Direct 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



Da Vinci Report **10/23/23**

Week End Date:10/21/23

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														10/21/23	10/14/23	10/7/23	9/30/23
Mature	2321	\$3	47,974,000	\$50,000 BONUS CASHWORD	4/11/22			80	71.47%	9,947	7,125	89,737	46	\$1,152,006.00	\$1,144,980.00	\$1,181,544.00	\$1,112,514.00
	2462	\$3	24,476,125	30X CASH BLITZ CROSSWORD	1/2/23			42	64.45%	6,720	4,969	55,571	72	\$643,689.00	\$644,763.00	\$672,864.00	\$658,026.00
	2431	\$3	32,785,800	SPECIAL EDITION LOTERIA	10/17/22			53	72.21%	14,772	10,909	92,889	31	\$1,150,185.00	\$1,211,292.00	\$1,237,356.00	\$1,177,011.00
	2478	\$5	7,218,525	\$100,000 JACKPOT	7/17/23			14	50.76%	7,379	3,482	29,422	2,769	\$516,490.00	\$584,825.00	\$639,815.00	\$785,530.00
	2477	\$5	7,219,050	\$200,000 COLOSSAL CASH	3/20/23			31	81.38%	6,907	3,843	4,973	183	\$463,820.00	\$498,370.00	\$454,040.00	\$394,320.00
	2463	\$5	28,138,800	50X CASH BLITZ	1/2/23			42	51.10%	8,037	3,736	168,311	165	\$552,425.00	\$612,960.00	\$641,420.00	\$693,635.00
	2498	\$5	7,218,600	CASH PAYOUT	6/19/23			18	59.84%	4,749	2,469	24,588	4,056	\$293,110.00	\$368,080.00	\$419,550.00	\$516,805.00
	2484	\$5	14,305,575	EMERALD 7S	5/1/23			25	60.56%	9,795	5,664	54,536	1,317	\$733,795.00	\$818,240.00	\$845,925.00	\$921,605.00
	2488	\$5	7,310,325	HIT \$100,000	6/5/23			20	79.39%	6,954	4,139	2,002	3,132	\$662,740.00	\$729,105.00	\$848,210.00	\$917,600.00
	2432	\$5	59,010,300	SPECIAL EDITION SUPER LOTERIA	12/5/22			46	75.43%	29,788	13,852	142,673	12	\$4,490,495.00	\$4,570,840.00	\$4,597,905.00	\$4,738,005.00
	2505	\$5	32,640,150	SUPER CASHWORD	6/5/23			20	23.43%	19,570	8,818	301,469	44	\$1,764,345.00	\$1,772,035.00	\$1,833,065.00	\$1,774,240.00
	2506	\$10	24,386,600	\$250,000 50X CASHWORD	6/19/23			18	26.11%	25,868	8,859	321,291	27	\$3,281,340.00	\$3,446,080.00	\$3,506,820.00	\$3,536,000.00
	2489	\$10	8,200,800	\$50,000,000 BLOWOUT!	6/5/23			20	59.65%	14,882	5,794	42,060	584	\$1,126,420.00	\$1,231,920.00	\$1,418,650.00	\$1,639,370.00
	2464	\$10	23,085,050	100X CASH BLITZ	1/2/23			42	45.87%	13,028	4,802	228,608	61	\$1,070,190.00	\$1,143,890.00	\$1,277,890.00	\$1,337,560.00
	2413	\$10	28,619,300	CASH BLOWOUT	3/6/23			33	32.60%	16,486	6,144	359,965	35	\$1,367,620.00	\$1,488,990.00	\$1,635,300.00	\$1,890,370.00
	2516	\$10	4,135,000	INSTANT \$1,000!	4/17/23			27	84.60%	4,996	1,097	269	4,940	\$205,840.00	\$214,060.00	\$211,290.00	\$299,590.00
	2510	\$10	50,141,200	MEGA LOTERIA	2/6/23			37	58.37%	41,992	13,171	353,988	21	\$7,863,890.00	\$7,847,490.00	\$8,104,340.00	\$7,958,190.00
	2485	\$10	11,250,850	RUBY 7S	5/1/23			25	54.41%	14,844	6,657	77,627	73	\$1,191,100.00	\$1,208,630.00	\$1,344,640.00	\$1,447,490.00
	2356	\$10	6,033,150	SUPER TICKET 777	5/15/23			23	78.41%	13,213	6,764	3,404	77	\$1,375,890.00	\$1,385,380.00	\$1,520,820.00	\$1,429,700.00
	2460	\$20	7,978,175	\$100,000,000 RICHES!	12/19/22			44	63.48%	9,804	2,340	101,536	382	\$618,000.00	\$620,320.00	\$775,440.00	\$811,060.00
	2438	\$20	19,277,675	\$1,000,000 CROSSWORD	6/6/22			72	85.41%	26,083	5,887	74,155	19	\$3,038,340.00	\$3,713,040.00	\$3,859,940.00	\$3,786,900.00
	2465	\$20	10,031,750	200X CASH BLITZ	1/2/23			42	60.72%	15,067	4,296	134,482	66	\$1,181,620.00	\$1,186,960.00	\$1,288,040.00	\$1,373,900.00
	2418	\$20	8,171,725	200X THE CASH	7/3/23			16	41.91%	29,844	7,557	148,171	43	\$2,598,920.00	\$2,761,840.00	\$3,019,640.00	\$3,221,840.00
	2367	\$20	16,392,750	CASH SPECTACULAR	11/15/21			101	66.00%	11,662	3,859	204,921	31	\$996,260.00	\$1,050,620.00	\$1,139,460.00	\$1,281,140.00
	2486	\$20	6,555,250	DIAMOND 7S	5/1/23			25	57.48%	19,360	6,527	82,183	67	\$1,409,720.00	\$1,481,980.00	\$1,544,560.00	\$1,676,480.00
	2475	\$20	9,008,050	JACKPOT MILLIONS	3/20/23			31	45.60%	18,957	4,139	168,158	362	\$962,080.00	\$978,420.00	\$1,093,120.00	\$1,206,480.00
	2511	\$20	25,214,400	MILLION DOLLAR LOTERIA	6/5/23			20	30.75%	44,514	11,181	634,837	38	\$7,673,340.00	\$7,862,140.00	\$8,143,560.00	\$8,109,000.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			292	81.83%	9,846	4,134	229,882	60	\$1,560,240.00	\$1,650,120.00	\$1,687,200.00	\$1,670,940.00
	2387	\$30	9,009,725	PREMIER CASH	4/4/22			81	79.51%	9,411	3,363	58,786	62	\$929,670.00	\$932,940.00	\$927,000.00	\$1,020,390.00
	2468	\$30	8,544,000	VIP CLUB	2/20/23			35	46.85%	15,509	5,532	157,776	110	\$1,595,700.00	\$1,655,640.00	\$1,663,590.00	\$1,752,600.00
	2423	\$50	6,608,840	\$1,000,000 DIAMOND RICHES	8/1/22			64	70.94%	12,886	4,805	75,674	87	\$1,991,300.00	\$1,972,850.00	\$1,965,100.00	\$2,073,900.00
	2455	\$50	10,237,540	\$5,000,000 ULTIMATE	1/16/23			40	39.17%	18,637	6,146	283,430	53	\$3,823,100.00	\$3,876,350.00	\$3,896,150.00	\$3,875,300.00
	2435	\$50	10,070,440	500X LOTERIA SPECTACULAR	3/6/23			33	37.51%	22,978	7,079	281,203	36	\$5,091,750.00	\$5,041,650.00	\$5,020,300.00	\$4,894,600.00

Liability for 2438 / for Life to Date

Product Status:
Active

SmartCash Enabled:
N/A

Validation Range: 05/18/2022 - 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	299295	\$5,985,900.00	1500025	\$30,000,500.00	83.37%	16071068
2	2	N/A	\$20.00	114692	\$2,293,840.00	656281	\$13,125,620.00	85.12%	16409876
3	3	N/A	\$40.00	38647	\$1,545,880.00	218518	\$8,740,720.00	84.97%	16380607
4	4	N/A	\$40.00	37747	\$1,509,880.00	219143	\$8,765,720.00	85.31%	16445044
5	5	N/A	\$40.00	56487	\$2,259,480.00	329014	\$13,160,560.00	85.35%	16452940
6	6	N/A	\$50.00	56469	\$2,823,450.00	329076	\$16,453,800.00	85.35%	16454162
7	7	N/A	\$50.00	94620	\$4,731,000.00	548067	\$27,403,350.00	85.28%	16439507
8	8	N/A	\$100.00	133989	\$13,398,900.00	765599	\$76,559,904.00	85.11%	16406364
9	0	N/A	\$150.00	7213	\$1,081,950.00	41027	\$6,154,050.00	85.05%	16395215
10	0	N/A	\$150.00	2442	\$366,300.00	13643	\$2,046,450.00	84.82%	16350967
11	0	N/A	\$150.00	2419	\$362,850.00	13671	\$2,050,650.00	84.97%	16379434
12	0	N/A	\$200.00	4059	\$811,800.00	23263	\$4,652,600.00	85.14%	16413752
13	0	N/A	\$200.00	2434	\$486,800.00	13645	\$2,729,000.00	84.86%	16359467
14	0	N/A	\$200.00	16613	\$3,322,600.00	95848	\$19,169,600.00	85.23%	16429932
15	0	N/A	\$500.00	1442	\$721,000.00	8220	\$4,110,000.00	85.08%	16400588
16	0	N/A	\$500.00	646	\$323,000.00	3717	\$1,858,500.00	85.19%	16423359
17	0	N/A	\$2,000.00	52	\$104,000.00	261	\$522,000.00	83.39%	16074994
18	0	N/A	\$2,000.00	54	\$108,000.00	251	\$502,000.00	82.30%	15864578
19	0	N/A	\$20,000.00	10	\$200,000.00	41	\$820,000.00	80.39%	15497738
20	0	N/A	\$1,000,000.00	0	\$0.00	8	\$8,000,000.00	100.00%	19277675
Totals:				869330	\$42,436,630.00	4,779,318	\$246,825,024.00		

NO. OF TICKETS: 19,277,675
 NO. POOLS: 160.65
 PACK SIZE: 25
 PACKS/POOL: 4,800
 PACKS/GAME: 771,107

Minimum: 18,698,400
 Maximum: 19,461,600

TEXAS LOTTERY COMMISSION
 "\$1,000,000 CROSSWORD" - GAME NO. 2438
 END OF PRODUCTION PRIZE STRUCTURE
 13-May-22

VERSION A

19,277,675

\$20 TICKETS

\$385,553,500

REVENUE

PRIZE FUND

\$289,261,650

PAYOUT %

75.03%

PRIZE LEVEL	PRIZE CODE	TIER CODE	GET:	# OF WAYS		ODDS OF 1 IN:	WINNERS IN	WINNERS IN	WINNERS IN	PRIZE COST	PERCENT OF PRIZE FUND **	VALIDATION TIER LEVELS
				TO WIN:	WIN:		160.65 POOLS	25 (PER PACK*)	120,000 (Per Pool)			
1	1	L	2 WORDS	1	\$20	10.71	1,799,320	2.333	11,200.000	\$35,986,400	12.44%	
2	2	L	\$20 BONUS WORD	1	\$20	25.00	770,973	1.000	4,800.000	\$15,419,460	5.33%	
3	3	G	3 WORDS	1	\$40	74.96	257,165	0.333	1,600.000	\$10,286,600	3.56%	
4	4	G	\$40 BONUS WORD	1	\$40	75.04	256,890	0.333	1,600.000	\$10,275,600	3.55%	
5	5	G	2 WORDS + \$20 BONUS WORD	2	\$40	50.01	385,501	0.500	2,400.000	\$15,420,040	5.33%	
6	6	G	\$50 BONUS WORD	1	\$50	50.00	385,545	0.500	2,400.000	\$19,277,250	6.66%	
7	7	G	4 WORDS	1	\$50	30.00	642,687	0.833	4,000.000	\$32,134,350	11.11%	LOW-TIER
8	8	G	\$100 BONUS WORD	1	\$100	21.43	899,588	1.167	5,600.000	\$89,958,800	31.10%	79.08% ****
9	0	M	5 WORDS	1	\$150	399.62	48,240	0.063	300.000	\$7,236,000	2.50%	
10	0	M	\$150 BONUS WORD	1	\$150	1,198.49	16,085	0.021	100.000	\$2,412,750	0.83%	
11	0	M	\$50 BONUS WORD + \$100 BONUS WORD	2	\$150	1,198.12	16,090	0.021	100.000	\$2,413,500	0.83%	
12	0	M	6 WORDS	1	\$200	705.57	27,322	0.035	170.000	\$5,464,400	1.89%	
13	0	M	\$200 BONUS WORD	1	\$200	1,198.93	16,079	0.021	100.000	\$3,215,800	1.11%	
14	0	M	4 WORDS + \$50 BONUS WORD + \$100 BONUS WORD	3	\$200	171.42	112,461	0.146	700.000	\$22,492,200	7.78%	
15	0	M	7 WORDS	1	\$500	1,995.21	9,662	0.013	60.0000	\$4,831,000	1.67%	MID-TIER
16	0	M	\$500 BONUS WORD	1	\$500	4,418.44	4,363	0.006	27.0000	\$2,181,500	0.75%	17.37%
17	0	H	8 WORDS	1	\$2,000	61,590.02	313	0.000	1.9484	\$626,000	0.22%	
18	0	H	7 WORDS + \$500 BONUS WORD + \$1000 BONUS WORD	3	\$2,000	63,205.49	305	0.000	1.8986	\$610,000	0.21%	
19	0	H	9 WORDS	1	\$20,000	377,993.63	51	0.000	0.3175	\$1,020,000	0.35%	HIGH-TIER
20	0	H	10 WORDS	1	\$1,000,000	2,409,709.38	8 ***	0.000	0.0498	\$8,000,000	2.77%	3.55%
						3.41	5,648,648	7.325	35,161.214	\$ 289,261,650	100.00%	100.00%
						3.4128						

Consolidated odds are 1 in:

\$20	7.50	2,570,293
\$40	21.43	899,556
\$50	18.75	1,028,232
\$100	21.43	899,588
\$150	239.73	80,415
\$200	123.68	155,862
\$500	1,374.52	14,025
\$2,000	31,193.65	618
\$20,000	377,993.63	51
\$1,000,000	2,409,709.38	8
		5,648,648

* 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 files.

CALLOUT	Not applicable for this game.
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INTEROFFICE MEMO

Gary Grief, Executive Director LaDonna Castañuela, Charitable Bingo Operations Director

Payment Approval

May 19, 2022

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

Vendor Name	Pollard banknote limited
P.O. Number (if applicable)	362-22-9010 RL003RV1
Tx Game Name	Game #2438 \$1,000,000 Crossword
Invoice Number	8527597
Invoice Amount	\$2,716,903.85

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.

JB

5/19/2022



5/20/2022

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

Date

5/20/2022

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

Date

5/20/2022

Ryan Mindell (Lottery Operations Division Director)

Date

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

May 29, 2022



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

INVOICE NO.: 8527597

Sold To: Texas Lottery Commission P.O. Box 16630 Austin, TX 78761-6630 United States	Ship To: IGT Texas Distribution Center 8520 Tuscany Way Building #6, Suite 100 Attn: Texas Lottery Warehouse Rep Austin, Texas 78754 United States
Terms: Net 30 days after date of invoice	Due Date: June 16, 2022

Invoice Date	Order No.	Your Order	Customer No.
May 17, 2022	1138908		5008

Order name: \$1,000,000 CROSSWORD #2438
PO Number:

Product Description	Quantity	Unit Price	Amount
Ticket Size 12 x 4	19,277,675	36.56 /M	704,791.80
Four colour process / Spectrum overprints	19,277,675	12.00 /M	231,332.10
Translucent marking system	19,277,675	3.36 /M	64,772.99
Multi-colour translucent marking system	19,277,675	2.40 /M	46,266.42
Spectrum process applied to Scratch FX®	19,277,675	84.00 /M	1,619,324.70
Spectrum process applied to Scratch FX®	1	5,000.00 Ea	5,000.00
Inserts	1	45,415.84 Ea	45,415.84

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

Before Taxes:	2,716,903.85 USD
Freight:	0.00
Deposit:	0.00
Amount Due:	2,716,903.85 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

Scratch Ticket Game Closing Analysis

08/29/21 Thru 08/26/23

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	None	Week 18	Week 13	Week 16	Week 26	Week 39	None	Week 55	None
10M-14.99M	Week 18	*Week 28	None	None	Week 37	None	None	*Week 75	None
15M-19.99M	Week 28	None	None	*Week 47	None	*Week 35	None	None	None
20M-24.99M	None	None	None	None	None	None	None	None	None
25M-29.99M	None	*Week 59	*Week 54	None	*Week 72	None	None	None	None
30M-34.99M	None	*Week 55	None	*Week 63	None	None	None	None	None
>=35M	None	None	None	*Week 55	*Week 51	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	None	\$836,861	\$1,218,171	\$2,103,552	\$2,534,946	\$3,775,938	None	\$4,951,385	None
10M-14.99M	\$525,017	\$620,682	None	None	\$2,836,350	None	None	\$5,794,776	None
15M-19.99M	\$530,463	None	None	\$1,645,025	None	*\$8,401,824	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	\$3,385,773	None	None	None	None
30M-34.99M	None	\$1,037,735	None	\$2,208,309	None	None	None	None	None
>=35M	None	None	None	\$4,608,748	\$8,277,057	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

Unaudited - For Internal Use Only