

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

2/24/2025

Game #	2505	Confirmed Packs	7,117
Game Name	Super Cashword	Active Packs	3,150
Quantity Printed	32,640,150	Warehouse Packs	29,176
Price Point	\$5	Returned Packs	1,000
Start Date	6/5/2023	Printed Payout Percentage	68.02%
Top Prize	\$ 100,000	Percent Sold	90.03%
Number of Top Prizes Remaining	1	Number of Weeks Out	90

Current Game Sales AnalysisTANGIBLE COSTS**Expenditure Impact:**

Cost to print tickets	\$ 1,130,655	Actual ticket production costs
Prize payout expense	\$ 98,071,230	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs	\$ 99,201,885
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TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 146,929,635	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 146,929,635	

Excess of Revenue over Expended	\$ 47,727,750
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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	\$	547,805
Next week	\$	609,780
Next week	\$	658,370
Avg Weekly Sales Current Game	\$	605,318
Avg Weekly Sales \$5; 30M-34.99M Qty*	\$	4,625,724
Percentage Of Variance In Sales		87%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2505	Printed Payout Percentage	68.02%
Game Name	Super Cashword	Actual Payout Percentage	66.75%
Percent Sold	90.03%	Number of Weeks Out	90
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.*			28

*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):



2/24/2025

Scratch Ticket Strategy Coordinator Date



For Will Russ

2/24/2025

Products Manager Date

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

Not Required - Over 85% Sold

Lottery Operations Division Director Date

Not Required - Over 85% Sold

Controller Date

N/A

Deputy Executive Director Date

Not Required - Over 85% Sold

Executive Director Date



Play the Games of Texas!

Da Vinci Report

Week End Date: 2/22/25

2/24/25

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														2/22/25	2/15/25	2/8/25	2/1/25
Mature	2518	\$50	7,928,240	500X LOTERIA SPECTACULAR	5/20/24			40	50.58%	22,554	5,416	164,688	21	\$3,608,750.00	\$3,778,650.00	\$3,674,600.00	\$3,732,050.00
	2479	\$50	8,214,280	CASH ROYALE	7/17/23			84	58.71%	5,959	1,291	160,476	321	\$654,050.00	\$721,150.00	\$674,550.00	\$787,600.00
	2599	\$50	4,161,240	COLOSSAL CASHWORD	11/18/24			14	29.29%	24,951	6,203	110,369	1,471	\$3,248,200.00	\$3,421,450.00	\$3,610,650.00	\$3,728,850.00
	2548	\$50	6,070,220	LUXE	3/4/24			51	58.22%	14,273	3,313	105,764	763	\$1,689,200.00	\$1,842,900.00	\$1,779,450.00	\$1,820,850.00
	2400	\$100	10,379,010	\$20 MILLION SUPREME	5/16/22			145	77.07%	9,092	2,181	144,467	65	\$1,419,800.00	\$1,504,200.00	\$1,581,200.00	\$1,824,200.00
	2588	\$100	5,243,580	\$400 MILLION MEGA BUCKS	2/5/24			55	60.56%	21,924	5,062	107,301	37	\$3,897,700.00	\$4,090,000.00	\$4,462,000.00	\$5,029,600.00
	2515	\$100	8,875,515	LOTERIA SUPREME	4/3/23			99	71.98%	23,641	5,307	132,679	69	\$4,071,100.00	\$4,244,700.00	\$4,395,600.00	\$4,804,000.00
Sold/Closing	2593	\$1	9,012,750	\$5,000 LUCKY 7S	9/3/24	2/2/25	3/19/25	25	95.68%	160	70	161	854	-\$1,138.00	\$15,061.00	\$117,882.00	\$113,317.00
	2552	\$2	24,253,375	BREAK THE BANK	12/4/23	3/9/25	4/23/25	64	95.08%	808	378	45	1,375	\$48,174.00	\$64,162.00	\$160,708.00	\$117,940.00
	2502	\$5	16,958,025	BINGO TIMES 20	9/18/23	2/2/25	3/19/25	75	86.12%	304	144	27,311	1,020	\$13,200.00	\$49,470.00	\$105,700.00	\$105,005.00
	2499	\$5	7,338,450	EXTREME GREEN	7/15/24	2/2/25	3/19/25	32	58.53%	363	202	35,417	1,505	\$17,885.00	\$71,275.00	\$142,485.00	\$141,205.00
	2592	\$5	7,018,575	GAME OF THRONES	10/7/24	2/6/25	3/23/25	20	75.73%	2,367	1,231	8,299	1,503	\$221,410.00	\$427,225.00	\$694,355.00	\$718,835.00
	2540	\$5	7,186,500	HIGH ROLLER	8/5/24	3/9/25	4/23/25	29	51.52%	1,333	1,111	41,701	374	\$122,080.00	\$145,475.00	\$157,865.00	\$153,775.00
	2505	\$5	32,640,150	SUPER CASHWORD	6/5/23			90	90.03%	7,117	3,150	29,176	1,000	\$547,805.00	\$609,780.00	\$658,370.00	\$689,665.00
	2595	\$10	8,195,600	\$500,000 LUCKY 7S	9/3/24	2/11/25	3/28/25	25	88.30%	4,795	2,805	1,065	649	\$1,215,630.00	\$1,810,250.00	\$2,150,260.00	\$2,138,690.00
	2511	\$20	25,214,400	MILLION DOLLAR LOTERIA	6/5/23			90	93.81%	12,527	2,454	44,412	40	\$1,394,820.00	\$1,498,340.00	\$1,433,860.00	\$1,434,540.00
	2536	\$50	4,135,520	MILLIONS CLUB	11/15/23			66	90.95%	11,193	2,823	2,232	116	\$1,199,600.00	\$1,234,750.00	\$1,199,550.00	\$1,328,700.00

Liability for 2505 / SUPER CASHWORD

Tier ↕	Reference ↕	Tier Value ↕	Outstanding Tier Count ↕	Outstanding Tier Amount ↕	Tickets Paid ↕	Amount Paid ↕	Estimated Tickets Sold ↕	Percent Paid ↕	Last Date Cashed ↕
1	1	\$5.00	496,889	\$2,484,445.00	2549557	\$12,747,785.00	27,316,395.207	8,369%	02/23/2025
2	2	\$5.00	52,406	\$262,030.00	382655	\$1,913,275.00	28,708,426.171	8,795%	02/23/2025
3	3	\$10.00	39,693	\$396,930.00	286817	\$2,868,170.00	28,672,169.007	8,784%	02/23/2025
4	4	\$10.00	40,196	\$401,960.00	286173	\$2,861,730.00	28,620,149.726	8,768%	02/23/2025
5	5	\$10.00	36,667	\$366,670.00	289729	\$2,897,290.00	28,973,388.213	8,877%	02/23/2025
6	6	\$10.00	37,273	\$372,730.00	289188	\$2,891,880.00	28,913,529.329	8,858%	02/23/2025
7	7	\$15.00	24,468	\$367,020.00	193187	\$2,897,805.00	28,970,860.573	8,876%	02/23/2025
8	8	\$15.00	24,555	\$368,325.00	192943	\$2,894,145.00	28,955,155.732	8,871%	02/23/2025
9	9	\$15.00	47,347	\$710,205.00	387855	\$5,817,825.00	29,089,125	8,912%	02/23/2025
10	10	\$15.00	35,529	\$532,935.00	290867	\$4,363,005.00	29,087,190.131	8,911%	02/23/2025
11	11	\$15.00	12,161	\$182,415.00	96737	\$1,451,055.00	28,995,116.444	8,883%	02/23/2025
12	12	\$20.00	11,826	\$236,520.00	96931	\$1,938,620.00	29,090,930.971	8,913%	02/23/2025
13	13	\$20.00	23,243	\$464,860.00	194304	\$3,886,080.00	29,152,834.586	8,932%	02/23/2025
		Totals	1,053,624	\$12,931,110.00	6965691	\$98,071,230.00			

[illegible]

NO. OF TICKETS: 32,640,150
NO. POOLS: 90.67
PACK SIZE: 75
PACKS/POOL: 4,800
PACKS/GAME: 435,202

TEXAS LOTTERY COMMISSION
"SUPER CASHWORD" - GAME NO. 2505
END OF PRODUCTION PRIZE STRUCTURE
11-Jan-23

Minimum: 31,987,347
Maximum: 33,292,953

32,640,150

\$5 TICKETS

\$163,200,750

REVENUE

PRIZE FUND

\$111,002,340

PAYOUT %

68.02%

PRIZE TIER	PRIZE CODE	TIER CODE	GEI	# OF WAYS TO WIN:	WIN:	ODDS OF 1 IN:	WINNERS IN 90.67 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	10.71	3,046,446	7.00	33,600,000	\$15,232,230	13.72%	
2	2	L	(\$5) BONUS WORD	1	\$5	75.02	435,061	1.00	4,800,000	\$2,175,305	1.96%	
3	3	L	4 WORDS	1	\$10	99.97	326,510	0.75	3,600,000	\$3,265,100	2.94%	
4	4	L	3 WORDS x 2	2	\$10	100.01	326,369	0.75	3,600,000	\$3,265,690	2.94%	
5	5	L	3 WORDS + (\$5) BONUS WORD	1	\$10	100.00	326,396	0.75	3,600,000	\$3,263,960	2.94%	
6	6	L	(\$10) BONUS WORD	1	\$10	99.98	326,461	0.75	3,600,000	\$3,264,610	2.94%	
7	7	L	5 WORDS	1	\$15	149.96	217,655	0.50	2,400,000	\$3,264,825	2.94%	
8	8	L	4 WORDS + 3 WORDS	2	\$15	150.07	217,498	0.50	2,400,000	\$3,262,470	2.94%	
9	9	L	3 WORDS x 2 + (\$5) BONUS WORD	3	\$15	75.00	435,202	1.00	4,800,000	\$6,528,030	5.88%	
10	10	L	4 WORDS + (\$5) BONUS WORD	2	\$15	100.00	326,396	0.75	3,600,000	\$4,895,940	4.41%	
11	11	L	(\$15) BONUS WORD	1	\$15	299.73	108,898	0.25	1,200,000	\$1,633,470	1.47%	
12	12	L	5 WORDS + 3 WORDS	2	\$20	300.12	108,757	0.25	1,200,000	\$2,175,140	1.96%	
13	13	L	4 WORDS + (\$10) BONUS WORD	2	\$20	150.04	217,547	0.50	2,400,000	\$4,350,940	3.92%	
14	14	L	4 WORDS x 2	2	\$20	99.99	326,445	0.75	3,600,000	\$6,528,900	5.88%	
15	15	L	5 WORDS + (\$5) BONUS WORD	2	\$20	299.98	108,806	0.25	1,200,000	\$2,176,120	1.96%	LOW-TIER
16	16	L	(\$20) BONUS WORD	1	\$20	299.73	108,898	0.25	1,200,000	\$2,177,960	1.96%	60.77%
17	0	M	6 WORDS	1	\$25	300.12	108,757	0.25	1,200,000	\$2,718,925	2.45%	****
18	0	M	5 WORDS + 4 WORDS	2	\$25	217.639	149,97	0.50	2,400,000	\$5,440,975	4.90%	****
19	0	M	4 WORDS + 3 WORDS + (\$10) BONUS WORD	3	\$25	299.98	108,806	0.25	1,200,000	\$2,720,150	2.45%	****
20	0	M	4 WORDS x 2 + (\$5) BONUS WORD	3	\$25	300.16	108,741	0.25	1,200,000	\$2,718,525	2.45%	****
21	0	M	(\$25) BONUS WORD	1	\$25	300.16	108,741	0.25	1,200,000	\$2,718,525	2.45%	****
22	0	M	7 WORDS	1	\$50	450.02	72,530	0.167	800,000	\$3,626,500	3.27%	
23	0	M	6 WORDS + (\$25) BONUS WORD	2	\$50	360.23	90,610	0.208	1,000,000	\$4,530,500	4.08%	
24	0	M	6 WORDS + 5 WORDS + (\$10) BONUS WORD	3	\$50	513.45	63,570	0.146	700,000	\$3,178,500	2.86%	
25	0	M	5 WORDS + 4 WORDS + (\$25) BONUS WORD	3	\$50	554.63	58,850	0.135	650,000	\$2,942,500	2.65%	
26	0	M	(\$50) BONUS WORD	1	\$50	799.67	40,817	0.094	450,000	\$2,040,850	1.84%	
27	0	M	8 WORDS	1	\$100	898.01	36,347	0.083	400,000	\$3,634,700	3.27%	
28	0	M	7 WORDS + (\$50) BONUS WORD	2	\$100	1,044.95	31,236	0.072	344,000	\$3,123,600	2.81%	
29	0	M	8 WORDS + (\$100) BONUS WORD	2	\$200	4,989.32	6,542	0.015	72,000	\$1,508,400	1.18%	MID-TIER
30	0	M	9 WORDS	1	\$500	13,268.35	2,460	0.006	27,000	\$1,230,000	1.11%	
31	0	H	10 WORDS	1	\$1,000	207,899.04	157	0.000	1,732	\$157,000	0.14%	
32	0	H	9 WORDS + (\$500) BONUS WORD	2	\$1,000	211,949.03	154	0.000	1,699	\$154,000	0.14%	HIGH-TIER
33	0	H	11 WORDS	1	\$100,000	2,510,780.77	13	0.000	0.143	\$1,300,000	1.17%	1.45%
							8,019,315	18.43	88,446,574	\$111,002,340	100.00%	100.00%
							4.0702					

Consolidated odds are 1 in:

\$5	9.38
\$10	25.00
\$15	25.00
\$20	37.50
\$25	50.01
\$50	100.01
\$100	482.96
\$200	4,989.32
\$500	13,268.35
\$1,000	104,952.25
\$100,000	2,510,780.77
8,019,315	

* 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.
**** The \$25 prize level is included in the GLEPS but should be programmed as Mid-Tier and not part of the Low-Tier file.

CALLOUT: Not applicable for this game



INTEROFFICE MEMO

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

Payment Approval

January 31, 2023

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

Vendor Name	<u>Pollard Banknote Limited</u>
P.O. Number (if applicable)	<u>362-23-9010RL001</u>
Tx Game Name	<u>Game #2505 Super Cashword</u>
Invoice Number	<u>8531856</u>
Invoice Amount	<u>\$1,130,654.80</u>

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


 Dale Bowersock (Scratch Ticket Strategy Coordinator)

2/3/2023

Date

JB 2/2/2023


 Will Russ (Products Manager)

2/5/2023

Date




 Robert Tirloni (Lottery Operations Division Director)

2/5/2023

Date

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

February 10, 2023



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

INVOICE NO.: 8531856

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: February 23, 2023

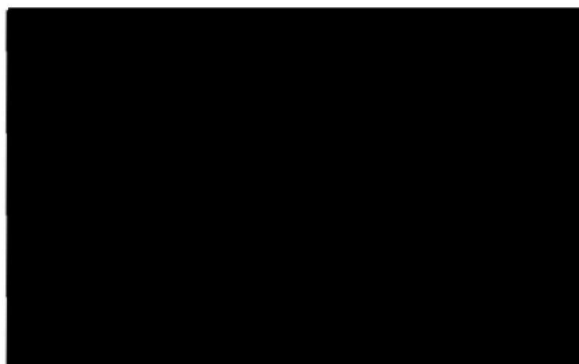
Invoice Date	Order No.	Your Order	Customer No.
January 24, 2023	1175775		5008

Order name: SUPER CASHWORD #2505
PO Number:

Product Description	Quantity	Unit Price	Amount
Ticket Size 4 x 8	32,640,150	20.37 /M	664,879.86
Translucent marking system	32,640,150	2.24 /M	73,113.94
Four colour process / Spectrum overprints	32,640,150	8.00 /M	261,121.20
Flood UV varnish on ticket front	32,640,150	2.43 /M	79,315.56
Multiple Play Area	32,640,150	1.60 /M	52,224.24

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

Before Taxes:	1,130,654.80 USD
Freight:	0.00
Deposit:	0.00
Amount Due:	1,130,654.80 USD



Scratch Ticket Game Closing Analysis

08/28/22 Thru 08/31/24

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	*Week 27	None	None	None	None	None
5M-9.99M	*Week 22	Week 20	Week 13	Week 20	Week 22	None	None	None	None	None
10M-14.99M	*Week 15	*Week 28	None	*Week 48	None	*Week 37	None	None	None	None
15M-19.99M	Week 44	None	None	None	None	*Week 35	None	None	None	None
20M-24.99M	None	None	None	None	None	None	None	None	None	None
25M-29.99M	None	None	None	None	None	*Week 63	None	None	None	None
30M-34.99M	None	*Week 65	*Week 68	*Week 28	None	None	None	None	None	None
>=35M	None	None	None	*Week 52	*Week 54	None	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	\$1,295,512	None	None	None	None	None
5M-9.99M	\$386,976	\$781,096	\$1,232,303	\$1,696,811	\$2,627,029	None	None	None	None	None
10M-14.99M	\$649,617	\$620,682	None	\$1,077,365	None	\$4,652,039	None	None	None	None
15M-19.99M	\$350,256	None	None	None	None	\$8,401,824	None	None	None	None
20M-24.99M	None	None	None	None	None	None	None	None	None	None
25M-29.99M	None	None	None	None	None	\$6,794,150	None	None	None	None
30M-34.99M	None	\$783,971	\$1,222,418	\$4,625,724	None	None	None	None	None	None
>=35M	None	None	None	\$4,803,626	\$7,966,148	None	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