

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

**Scratch Ticket Information**

Date Completed 3/29/2021

Game #	2168	Confirmed Packs	4,543
Game Name	\$50,000 Bonus Cashword	Active Packs	2,905
Quantity Printed	35,604,750	Warehouse Packs	461
Price Point	\$3	Returned Packs	63
Start Date	2/17/2020	Printed Payout Percentage	66.06%
Top Prize	\$ 50,000	Percent Sold	96.69%
Number of Top Prizes Remaining	1	Number of Weeks Out	58

**Current Game Sales Analysis**

**TANGIBLE COSTS**

**Expenditure Impact:**

Cost to print tickets	\$ 1,065,390	Actual ticket production costs
Prize payout expense	\$ 66,442,970	Data from Instant Ticket Tier Liability screen in ES

**Estimated Direct Costs** \$ 67,508,360

**TANGIBLE BENEFITS**

**Revenue Impact:**

Estimated sales	\$ 103,278,698	Based on # of tkts printed, times % sold from DaVinci report, times the price point
-----------------	----------------	---

**Total Estimated Benefits** \$ 103,278,698

**Excess of Revenue over Expended** \$ 35,770,338

**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	\$	688,320
Next week	\$	849,399
Next week	\$	1,082,766
Avg Weekly Sales Current Game	\$	873,495
Avg Weekly Sales \$3; >35M Qty	\$	1,629,327
Percentage Of Variance In Sales		46%

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

**Instant Ticket Information**

Game #	2168	Printed Payout Percentage	66.06%
Game Name	0,000 Bonus Cashword	Actual Payout Percentage	64.33%
Percent Sold	96.69%	Number of Weeks Out	58
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			62

**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):

---

---

---

\_\_\_\_\_  
Instant Product Coordinator                      Date

\_\_\_\_\_  
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

***Not Required - Over 85% Sold***

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

## Bowersock, Dale

---

**From:** Tirloni, Robert  
**Sent:** Tuesday, April 6, 2021 12:14 PM  
**To:** Bowersock, Dale  
**Subject:** FW: Over 85% Sold: April Pre-call Recommendations  
**Attachments:** 2168 \$50,000 Bonus Cashword.pdf; 2270 Caesars.pdf

**Importance:** High

The two attached Game Close Analysis documents are approved. –RT, 4/6/21

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

---

**From:** Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>  
**Sent:** Tuesday, March 30, 2021 12:42 PM  
**To:** Tirloni, Robert <Robert.Tirloni@lottery.state.tx.us>  
**Subject:** Over 85% Sold: April Pre-call Recommendations

Approved. DB 3/30/21

---

**From:** Gough, Riley <[Riley.Gough@IGT.com](mailto:Riley.Gough@IGT.com)>  
**Sent:** Tuesday, March 30, 2021 12:30 PM  
**To:** Bowersock, Dale <[Dale.Bowersock@lottery.state.tx.us](mailto:Dale.Bowersock@lottery.state.tx.us)>  
**Cc:** ProductsScratchTeam <[ProductsScratchTeam@lottery.state.tx.us](mailto:ProductsScratchTeam@lottery.state.tx.us)>; Tirloni, Robert <[Robert.Tirloni@lottery.state.tx.us](mailto:Robert.Tirloni@lottery.state.tx.us)>  
**Subject:** RE: April Pre-call Recommendations

**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.**

Hi Dale,

I do not have concerns with the below list of games.

Thanks,  
Riley

---

**From:** Bowersock, Dale <[Dale.Bowersock@lottery.state.tx.us](mailto:Dale.Bowersock@lottery.state.tx.us)>  
**Sent:** Monday, March 29, 2021 8:41 AM  
**To:** Gough, Riley <[Riley.Gough@IGT.com](mailto:Riley.Gough@IGT.com)>  
**Cc:** ProductsScratchTeam <[ProductsScratchTeam@lottery.state.tx.us](mailto:ProductsScratchTeam@lottery.state.tx.us)>; Tirloni, Robert

<[robert.tirloni@lottery.state.tx.us](mailto:robert.tirloni@lottery.state.tx.us)>

**Subject:** April Pre-call Recommendations

**CAUTION: This email originated outside of IGT. Do not click links or open attachments unless you recognize the sender and know the content is safe.**

Riley,

Below are the games I would recommend for Pre-call on April 9.

**Slow-moving Games:**

\$2 – #2269, Gifts Galore, 19 weeks in market, 82.32% sold, last week's sales = \$69,478

\$2 - #2262, Veterans Cash, 23 weeks in market, 68.75% sold, last week's sales = \$185,692

\$5 - #2267, Holiday Bucks, 21 weeks in market, 82.21% sold, last week's sales = \$127,785

**Mature Games:**

\$3 - #2168, \$50,000 Bonus Cashword, 96.69% sold, last week's sales = \$688,320

\$5 - #2270, Caesars, 19 weeks in market, 87.02% sold, last week's sales = \$832,025

\$5 - #2164, \$100,000 VIP Cashword, 98.24% sold, last week's sales = \$417,830

**Close Dates:**

Pre-Call – April 9, 2021

Call – May 9, 2021

End of Game (Close) – June 23, 2021

End of Validations – December 20, 2021

Please let me know if you have any concerns with these games.



**Dale Bowersock**

Scratch Ticket Strategy Coordinator

Phone: 800-375-6886, 5166

Direct: 512-344-5166

CONFIDENTIALITY NOTICE: This message is the property of International Game Technology PLC and/or its subsidiaries and may contain proprietary, confidential or trade secret information. This message is intended solely for the use of the addressee. If you are not the intended recipient and have received this message in error, please delete this message from your system. Any unauthorized reading, distribution, copying, or other use of this message or its attachments is strictly prohibited.



Play the Games of Texas!

Da Vinci Report

3/29/21

Week End Date:3/27/21

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														3/27/21	3/20/21	3/13/21	3/6/21
Mature	2246	\$2	35,700,000	BONUS GAME BINGO	9/21/20			27	42.69%	11,741	9,176	140,436	93	\$1,187,888.00	\$1,151,366.00	\$1,096,978.00	\$1,146,644.00
	2240	\$2	40,055,875	BREAK THE BANK	9/21/20			27	38.58%	11,788	9,558	170,491	14	\$1,159,692.00	\$1,138,154.00	\$1,141,258.00	\$1,118,052.00
	2269	\$2	7,308,125	GIFTS GALORE	11/16/20			19	82.32%	1,943	899	3,913	2,217	\$69,478.00	\$79,610.00	\$88,012.00	\$118,434.00
	2262	\$2	5,953,375	VETERANS CASH	10/19/20			23	68.75%	3,992	2,772	6,634	389	\$185,692.00	\$170,684.00	\$168,436.00	\$185,986.00
	2163	\$3	41,105,925	TEXAS LOTERIA	4/6/20			51	62.42%	14,720	11,441	176,574	28	\$1,548,981.00	\$1,465,815.00	\$1,400,454.00	\$1,420,176.00
	2147	\$5	7,260,150	\$100 GRAND	12/7/20			16	72.25%	7,821	4,885	12,507	135	\$713,675.00	\$776,290.00	\$781,855.00	\$895,340.00
	2250	\$5	22,721,550	BINGO TIMES 20	11/23/20			18	22.42%	11,627	8,765	212,646	14	\$1,738,000.00	\$1,684,965.00	\$1,596,785.00	\$1,567,785.00
	2276	\$5	9,101,400	CASH MONEY	12/21/20			14	64.32%	12,983	7,744	20,553	10	\$1,313,500.00	\$1,354,890.00	\$1,382,675.00	\$1,492,445.00
	2270	\$5	7,327,125	CAESARS	11/16/20			19	87.02%	5,517	4,752	772	270	\$832,025.00	\$937,185.00	\$960,965.00	\$998,570.00
	2267	\$5	7,281,750	HOLIDAY BUCKS	11/2/20			21	82.21%	2,490	1,131	9,189	2,728	\$127,785.00	\$146,200.00	\$158,115.00	\$239,650.00
	2249	\$5	54,041,700	SUPER LOTERIA	11/2/20			21	35.95%	22,123	12,758	421,002	35	\$5,280,750.00	\$5,139,120.00	\$4,842,440.00	\$4,673,605.00
	2335	\$10	12,021,150	\$50 OR \$100!	12/7/20			16	49.51%	11,636	5,878	101,358	18	\$2,282,150.00	\$2,455,910.00	\$2,206,910.00	\$2,503,360.00
	2271	\$10	8,192,300	COOL RICHES	9/21/20			27	68.17%	10,657	4,600	32,442	423	\$1,028,170.00	\$1,082,840.00	\$1,045,510.00	\$1,172,700.00
	2255	\$20	9,050,125	\$1,000,000 EXTREME CASH	9/8/20			29	56.72%	15,163	8,165	130,123	35	\$3,283,340.00	\$3,151,860.00	\$2,722,300.00	\$2,711,560.00
	1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			202	70.24%	14,452	7,260	387,031	29	\$3,182,420.00	\$3,029,480.00	\$2,602,660.00	\$2,559,780.00
	2040	\$20	7,214,300	MAD MONEY MULTIPLIER	10/19/20			23	47.95%	10,304	5,662	131,777	28	\$2,041,700.00	\$1,991,180.00	\$1,799,360.00	\$1,779,500.00
	2298	\$20	11,819,775	MILLION DOLLAR LOTERIA	11/16/20			19	52.05%	33,948	10,672	175,550	41	\$8,443,520.00	\$8,257,900.00	\$7,471,660.00	\$7,116,540.00
	2209	\$30	12,028,825	\$250 MILLION CASH PARTY	3/16/20			54	54.47%	11,426	6,906	198,034	28	\$3,371,940.00	\$3,299,160.00	\$2,669,790.00	\$2,738,310.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			158	49.39%	12,506	6,820	666,873	28	\$4,343,010.00	\$4,157,820.00	\$3,643,860.00	\$3,577,500.00
	2261	\$50	5,430,340	\$200 MILLION CASH	8/17/20			32	83.56%	13,292	5,335	22,829	46	\$5,938,150.00	\$5,885,900.00	\$5,373,150.00	\$5,310,250.00
	2274	\$50	5,139,100	500X LOTERIA SPECTACULAR	10/5/20			25	74.95%	15,145	4,709	41,831	44	\$4,549,550.00	\$6,503,350.00	\$7,346,550.00	\$7,248,650.00
Sold/Closing	2252	\$1	12,231,900	\$5,000 EXTREME CASH	9/8/20	3/11/21	4/25/21	29	96.94%	332	298	260	452	\$22,371.00	\$32,723.00	\$43,761.00	\$57,425.00
	2259	\$1	10,139,550	7-11-21	10/5/20	2/28/21	4/14/21	25	96.21%	58	76	167	1,130	\$1,730.00	\$8,135.00	\$17,418.00	\$29,871.00
	2265	\$1	9,176,250	TIC TAC SNOW	11/2/20	4/4/21	5/19/21	21	94.53%	382	309	337	1,522	\$15,195.00	\$17,273.00	\$24,075.00	\$32,773.00
	2257	\$2	7,317,750	LUCKY NO. 13	9/8/20	2/23/21	4/9/21	29	94.72%	54	59	430	715	\$206.00	\$3,974.00	\$8,218.00	\$35,512.00
	2060	\$2	35,449,750	WEEKLY GRAND	8/19/19	2/25/21	4/11/21	84	95.56%	762	495	477	563	\$149,568.00	\$238,714.00	\$391,390.00	\$643,554.00
	2168	\$3	35,604,750	\$50,000 BONUS CASHWORD	2/17/20			58	96.69%	4,543	2,905	461	63	\$688,320.00	\$849,399.00	\$1,082,766.00	\$1,361,922.00
	2164	\$5	22,076,025	\$100,000 VIP CASHWORD	3/16/20			54	98.24%	2,114	1,747	204	137	\$417,830.00	\$596,005.00	\$764,550.00	\$1,138,820.00
	2253	\$5	13,996,275	\$200,000 EXTREME CASH	9/8/20			29	93.75%	4,666	5,370	359	118	\$1,425,325.00	\$1,525,430.00	\$1,460,735.00	\$1,463,325.00
	2235	\$5	9,893,475	COWBOYS	8/17/20	4/4/21	5/19/21	32	56.73%	882	867	53,285	389	\$156,775.00	\$196,170.00	\$218,285.00	\$250,415.00
	2236	\$5	5,627,925	HOUSTON TEXANS	8/17/20	4/4/21	5/19/21	32	65.92%	728	629	21,909	933	\$108,540.00	\$117,720.00	\$152,050.00	\$175,110.00
	2260	\$5	9,129,300	LADY LUCK 7	10/5/20			25	90.41%	3,076	2,365	5,271	9	\$466,905.00	\$468,750.00	\$495,905.00	\$563,020.00

**Liability for 2168 / for Life to Date**Product Status:  
ActiveSmartCash Enabled:  
N/A

Validation Range: 06/29/2019 - 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	\$3.00	433491	\$1,300,473.00	3483165	\$10,449,495.00	88.93%	31664057
2	2	N/A	\$5.00	124195	\$620,975.00	1869635	\$9,348,175.00	93.77%	33386942
3	3	N/A	\$10.00	84314	\$843,140.00	1624714	\$16,247,140.00	95.07%	33848208
4	4	N/A	\$15.00	22222	\$333,330.00	476158	\$7,142,370.00	95.54%	34017188
5	5	N/A	\$20.00	17747	\$354,940.00	409557	\$8,191,140.00	95.85%	34125996
6	0	N/A	\$50.00	5515	\$275,750.00	136977	\$6,848,850.00	96.13%	34226706
7	0	N/A	\$100.00	2415	\$241,500.00	55363	\$5,536,300.00	95.82%	34116545
8	0	N/A	\$500.00	136	\$68,000.00	2839	\$1,419,500.00	95.43%	33977104
9	0	N/A	\$5,000.00	7	\$35,000.00	82	\$410,000.00	92.13%	32804377
10	0	N/A	\$50,000.00	1	\$50,000.00	17	\$850,000.00	94.44%	33626709
<b>Totals:</b>				<b>690043</b>	<b>\$4,123,108.00</b>	<b>8,058,507</b>	<b>\$66,442,970.00</b>		

END OF PRODUCTION PRIZE STRUCTURE  
June 24, 2019 - ( POOLS # 1 – 322 COMPLETE)

Prize Structure  
TEXAS LOTTERY  
GAME NO.2168 "\$50,000 BONUS CASHWORD"  
March 18, 2019 - VERSION A

									Total Payout					
Order Quantity:		35,604,750	Pack Size:		125	Pool Size:		120,000	Winners:		8,748,550	Prize Fund:		\$70,566,078.00
Price Point:		\$3.00	Packs/Game:		284,838	Number of Pools:		296.71	Non-winners:		26,856,200	Payout:		66.06%
Revenue:		\$106,814,250.00	Packs/Pool:		960				Overall Odds:		4.0698			
Kind	Wins	Tier	Get	Win	Value	Odds (1 in)	Winners			Total Prize Cost	% Prize Fund			
		Level					Pack	Pool	Total					
Low Tiers														
01	1	L	3 Words	\$3	\$3.00	9.0906	13.75	13,200.00	3,916,656	\$11,749,968.00	16.65%			
02	1	L	4 Words	\$5	\$5.00	17.8575	7.00	6,720.00	1,993,830	\$9,969,150.00	14.13%			
03	1	L	5 Words	\$10	\$10.00	20.8333	6.00	5,760.00	1,709,028	\$17,090,280.00	24.22%			
04	1	L	6 Words	\$15	\$15.00	71.4410	1.75	1,680.00	498,380	\$7,475,700.00	10.59%			
05	1	L	7 Words	\$20	\$20.00	83.3242	1.50	1,440.00	427,304	\$8,546,080.00	12.11%			
Total (Low Tiers):						4.1666	30.00	28,800.00	8,545,198	\$54,831,178.00	77.70%			
Mid Tiers														
06	1	M	8 Words	\$50	\$50.00	249.8719	0.50	480.00	142,492	\$7,124,600.00	10.10%			
07	1	M	9 Words	\$100	\$100.00	616.2337	0.20	195.00	57,778	\$5,777,800.00	8.19%			
08	1	M	10 Words	\$500	\$500.00	11967.9832	0.01	10.00	2,975	\$1,487,500.00	2.11%			
Total (Mid Tiers):						175.1814	0.71	685.00	203,245	\$14,389,900.00	20.39%			
High Tiers														
09	1	H	11 Words	\$5,000	\$5,000.00	400053.3708	0.00	0.30	89	\$445,000.00	0.63%			
10	1	H	12 Words	\$50,000	\$50,000.00	1978041.6667	0.00	0.06	18	\$900,000.00	1.28%			
Total (High Tiers):						332754.6729	0.00	0.36	107	\$1,345,000.00	1.91%			
Total :						4.0698	30.71	29,485.36	8,748,550	\$70,566,078.00	100.00%			

There will be no more than thirty-two (32) winners per pack.

ORIGINAL ORDER

SHIPMENT # 1-8
COMPLETE
POOLS # 1- 322
35604750
3916656
1993830
1709028
498380
427304
142492
57778
2975
89
18





# INTEROFFICE MEMO

Gary Grief, Executive Director Michael P. Farrell, Charitable

## Payment Approval

August 2, 2019

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

Vendor Name: Scientific Games, Inc  
Invoice Number: 07032019-01.  
Tx Game name: TX-2168 \$50,000 Bonus Cashword  
PO #: 362-19-9019RV2RL025

Shipment	Quantity	Price	Total
1	4533.38	\$29.43	\$133,417.23
additional charges	17542.38	\$1.00	\$17,542.38
2	4533.13	\$29.43	\$133,409.87
3	4535.00	\$29.43	\$133,465.05
4	4371.88	\$29.43	\$128,664.28
5	4281.875	\$29.43	\$126,015.58
6	4282.875	\$29.43	\$126,045.01
7	4535.38	\$29.43	\$133,476.09
8	4531.25	\$29.43	\$133,354.69

Total Amount

**\$1,065,390.17**

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

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

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

Ryan Mindell (Lottery Operations Division Director)

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

8/2/19  
Date

8/12/19  
Date

8-12-19  
Date

August 12, 2019





RECEIVED

2019 AUG -1 AM 9:53

OFFICE OF THE  
CONTROLLER

Invoice: TX 07032019-01  
"TX 2168 - \$50,000 Bonus Cashword"  
July 3, 2019

Supplier : Scientific Games International  
1500 Bluegrass Lakes Parkway  
Alpharetta, Georgia 30004 USA

Customer : TEXAS LOTTERY  
Attn: Accounts Payable  
P.O. BOX 16630  
AUSTIN, TX 78761-6630  
United States

<u>Game</u>	<u>Shipment</u>	<u>Description</u>	<u>Quantity</u>	<u>Price Per</u>	<u>Total Amount</u>
TX-2168	1	\$50,000 Bonus Cashword	4,533,375	29.43	\$133,417.23
		Additional Charges			\$17,542.38
TX-2168	2	\$50,000 Bonus Cashword	4,533,125	29.43	\$133,409.87
TX-2168	3	\$50,000 Bonus Cashword	4,535,000	29.43	\$133,465.05
TX-2168	4	\$50,000 Bonus Cashword	4,371,875	29.43	\$128,664.28
TX-2168	5	\$50,000 Bonus Cashword	4,281,875	29.43	\$126,015.58
TX-2168	6	\$50,000 Bonus Cashword	4,282,875	29.43	\$126,045.01
TX-2168	7	\$50,000 Bonus Cashword	4,535,375	29.43	\$133,476.09
TX-2168	8	\$50,000 Bonus Cashword	4,531,250	29.43	\$133,354.69
Total Due					\$1,065,390.17

Due Date: August 2, 2019

Wire Transfer Instructions:

Bank: Bank of America  
Swift: BOFAUS3N  
Acct Name: Scientific Games International, Inc.-Operating  
Acct #: 501017395032  
Wire Routing #: 026009593

**Instant Ticket Game Analysis**  
**8/26/18-8/30/20**

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

Print Quantities	Price Point				Print Quantities	Price Point			
	\$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 16	Week 17	3M	None	None	None	None
10M-14.99M	None	None	None	Week 27	4M	Week 16*	None	None	Week 56
15M-19.99M	Week 23*	None	Week 33	Week 26*	5M	Week 26*	Week 22*	Week 27	None
20M-24.99M	None	None	None	Week 48	6M	Week 14	Week 21	None	None
25M-29.99M	Week 30	None	None	None	7M	Week 18	Week 45	None	None
30M-34.99M	None	Week 46*	None	None	8M	Week 20*	Week 35*	None	None
>35M	None	Week 54*	Week 62	Week 47*	>9M	Week 40	None	None	None

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

Print Quantities	Price Point				Print Quantities	Price Point			
	\$1	\$2	\$3	\$5		\$10	\$20	\$30	\$50
< 5M	None	None	None	None	2M	None	None	None	None
5M-9.99M	\$598,210	\$786,271	\$962,270	\$1,910,553	3M	None	None	None	None
10M-14.99M	None	None	None	\$1,965,388	4M	\$2,364,236	None	None	\$3,525,563
15M-19.99M	\$629,679	None	\$1,405,386	\$3,225,872	5M	\$1,959,320	\$4,672,585	\$5,273,477	None
20M-24.99M	None	None	None	\$2,129,434	6M	\$4,039,631	\$5,031,851	None	None
25M-29.99M	\$838,549	None	None	None	7M	\$3,610,003	\$3,302,718	None	None
30M-34.99M	None	\$1,280,700	None	None	8M	\$3,479,987	\$4,349,250	None	None
>35M	None	\$1,286,299	\$1,629,327	\$3,641,275	>9M	\$4,179,750	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