

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

5/24/2022

Game #	2234	Confirmed Packs	3,174
Game Name	\$50,000 Bonus Cashword	Active Packs	2,088
Quantity Printed	35,950,250	Warehouse Packs	376
Price Point	\$3	Returned Packs	246
Start Date	2/22/2021	Printed Payout Percentage	66.06%
Top Prize	\$ 50,000	Percent Sold	97.04%
Number of Top Prizes Remaining	0	Number of Weeks Out	65

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 712,893	Actual ticket production costs
Prize payout expense	\$ 67,201,371	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 67,914,264

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 104,658,368	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 104,658,368

Excess of Revenue over Expended **\$ 36,744,103**

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	\$	392,835
Next week	\$	483,468
Next week	\$	674,121
Avg Weekly Sales Current Game	\$	516,808
Avg Weekly Sales \$3; >35M Qty*	\$	1,494,231
Percentage Of Variance In Sales		65%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2234	Printed Payout Percentage	66.06%
Game Name	\$50,000 Bonus Cashword	Actual Payout Percentage	64.21%
Percent Sold	97.04%	Number of Weeks Out	65
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.*			70

* 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

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

Executive Director Date

Bowersock, Dale

From: WebsiteSupport@lottery.state.tx.us
Sent: Tuesday, May 24, 2022 5:25 AM
To: WEBSITE_SCRATCH_ZTP
Subject: ZTP Occurrence: Date 05/23/2022

All top prizes for the following game(s) have been claimed as of 05/23/2022.

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
2234	\$50,000 Bonus Cashword	\$3	\$50,000	18	18		0	0	2/22/2021				05/23/2022

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
5/24/22

Week End Date: 5/21/22

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														5/21/22	5/14/22	5/7/22	4/30/22
Mature	2352	\$5	18,177,675	\$200,000 JACKPOT	9/7/21			37	74.49%	10,818	7,027	40,743	35	\$1,081,265.00	\$1,182,665.00	\$1,255,810.00	\$1,332,690.00
	2357	\$5	10,248,900	\$50,000 POKER	2/7/22			15	53.97%	5,007	3,439	49,696	920	\$715,420.00	\$734,880.00	\$882,800.00	\$1,031,015.00
	2247	\$5	18,355,500	BONUS BREAK THE BANK	12/28/20			73	82.30%	5,203	3,447	33,091	52	\$493,395.00	\$481,235.00	\$531,975.00	\$544,955.00
	2374	\$5	27,786,375	POWER 50X	1/3/22			20	39.90%	14,433	9,061	195,263	14	\$1,591,855.00	\$1,663,720.00	\$1,836,445.00	\$1,998,425.00
	2342	\$5	59,686,425	SUPER LOTERIA	10/18/21			31	47.13%	27,517	14,525	368,567	19	\$5,137,555.00	\$5,065,115.00	\$5,291,375.00	\$5,312,150.00
	2333	\$10	28,628,600	\$250,000 50X CASHWORD	12/20/21			22	27.58%	23,197	8,947	376,914	14	\$3,633,380.00	\$3,678,040.00	\$3,939,860.00	\$4,021,240.00
	2346	\$10	13,460,600	\$500,000 EXTREME LUCK	4/5/21			59	76.72%	10,718	5,232	43,953	38	\$1,356,560.00	\$1,349,110.00	\$1,462,510.00	\$1,557,990.00
	2348	\$10	11,152,000	\$50 OR \$100	12/6/21			24	58.41%	15,204	6,438	67,372	26	\$1,847,030.00	\$1,875,140.00	\$2,133,550.00	\$2,239,960.00
	2306	\$10	8,318,950	BREAK THE BANK SUPER TICKET	8/16/21			40	79.63%	9,019	5,833	16,427	31	\$1,060,980.00	\$1,064,650.00	\$1,196,950.00	\$1,149,600.00
	2380	\$10	12,227,050	CASH CELEBRATION	2/7/22			15	35.29%	14,679	7,087	134,185	11	\$1,441,030.00	\$1,538,550.00	\$1,731,990.00	\$2,054,400.00
	2433	\$10	49,110,750	MEGA LOTERIA	2/7/22			15	26.78%	43,642	13,462	649,138	15	\$8,883,290.00	\$8,863,320.00	\$9,280,030.00	\$9,474,540.00
	2375	\$10	22,860,600	POWER 100X	1/3/22			20	32.18%	19,606	8,990	277,767	18	\$2,229,200.00	\$2,320,270.00	\$2,545,300.00	\$2,795,390.00
	2345	\$20	9,157,250	\$1,000,000 CROSSWORD	10/4/21			33	81.98%	25,907	8,150	25,787	27	\$4,052,060.00	\$4,134,700.00	\$4,395,960.00	\$4,517,160.00
	2203	\$20	8,559,050	\$1,000,000 EXTREME CASH	6/7/21			50	71.12%	6,961	2,641	87,681	57	\$722,140.00	\$737,660.00	\$807,720.00	\$944,920.00
	2354	\$20	10,280,400	\$1,000,000 JACKPOT	9/7/21			37	56.16%	18,035	6,450	152,436	48	\$1,636,200.00	\$1,850,560.00	\$2,009,600.00	\$2,182,260.00
	2367	\$20	16,392,750	CASH SPECTACULAR	11/15/21			27	29.43%	13,174	4,706	442,383	22	\$1,524,120.00	\$1,568,100.00	\$1,717,480.00	\$2,084,040.00
	1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			262	89.48%	12,404	5,439	123,413	63	\$1,643,640.00	\$1,638,780.00	\$1,753,200.00	\$1,829,240.00
	2343	\$20	25,454,075	MILLION DOLLAR LOTERIA	6/18/21			48	71.62%	38,582	10,916	228,275	62	\$7,316,940.00	\$7,262,320.00	\$7,637,780.00	\$7,834,400.00
	2376	\$20	10,149,100	POWER 200X	1/3/22			20	41.89%	22,520	8,582	200,720	11	\$2,502,980.00	\$2,633,400.00	\$2,946,260.00	\$3,238,160.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			218	64.79%	12,552	5,477	457,619	46	\$2,402,850.00	\$2,788,830.00	\$2,715,630.00	\$2,837,340.00
	2293	\$30	9,177,650	CASH CELEBRATION!	4/5/21			59	80.17%	13,590	5,773	50,245	80	\$2,016,780.00	\$2,251,890.00	\$2,293,350.00	\$2,494,470.00
	2358	\$50	5,984,660	\$1,000,000 ULTIMATE	12/20/21			22	46.22%	20,953	7,170	128,834	26	\$4,158,600.00	\$4,734,350.00	\$5,101,400.00	\$5,022,350.00
	2344	\$50	10,279,600	500X LOTERIA SPECTACULAR	10/18/21			31	40.29%	25,022	7,116	268,848	32	\$6,235,350.00	\$7,082,950.00	\$7,204,500.00	\$7,297,200.00
	2340	\$50	6,606,400	CASINO MILLIONS	9/20/21			35	74.73%	18,729	6,242	54,631	28	\$3,730,050.00	\$4,340,250.00	\$4,657,550.00	\$4,568,000.00
Sold/Closing	2351	\$1	16,858,800	\$5,000 JACKPOT	9/7/21	5/8/22	6/22/22	37	94.31%	458	656	672	597	\$62,348.00	\$107,712.00	\$144,040.00	\$154,283.00
	2361	\$1	11,381,100	COZY CASH	11/1/21	5/8/22	6/22/22	29	89.61%	171	147	2,872	2,912	-\$2,204.00	\$14,890.00	\$22,414.00	\$29,529.00
	2296	\$1	10,217,250	LADY LUCK	11/1/21	5/29/22	7/13/22	29	92.87%	434	616	197	1,984	\$43,090.00	\$49,686.00	\$70,991.00	\$78,379.00
	2365	\$2	7,235,875	BREAK THE SNOWBANK	11/15/21	5/8/22	6/22/22	27	85.28%	151	133	5,064	1,281	-\$4,770.00	\$41,098.00	\$75,474.00	\$93,424.00
	2370	\$2	9,288,250	TEXAS CASH	12/20/21	5/29/22	7/13/22	22	58.13%	1,881	1,755	23,178	759	\$140,696.00	\$151,586.00	\$201,132.00	\$221,116.00
	2234	\$3	35,950,250	\$50,000 BONUS CASHWORD	2/22/21			65	97.04%	3,174	2,088	376	246	\$392,835.00	\$483,468.00	\$674,121.00	\$902,013.00
	2319	\$5	9,169,050	\$500 FRENZY	11/15/21	5/8/22	6/22/22	27	82.82%	267	187	16,221	1,336	\$88,905.00	\$157,835.00	\$250,745.00	\$357,415.00
	2250	\$5	22,721,550	BINGO TIMES 20	11/23/20			78	95.26%	4,972	3,096	2,766	90	\$521,920.00	\$633,485.00	\$791,350.00	\$1,031,135.00

Liability for 2234 / for Life to Date

Product Status:
Active

SmartCash Enabled:
N/A

Validation Range: 08/07/2020 - 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	445342	\$1,336,026.00	3509092	\$10,527,276.00	88.74%	31901590
2	2	N/A	\$5.00	127793	\$638,965.00	1885487	\$9,427,435.00	93.65%	33668306
3	3	N/A	\$10.00	83999	\$839,990.00	1641613	\$16,416,130.00	95.13%	34200270
4	4	N/A	\$15.00	21795	\$326,925.00	481564	\$7,223,460.00	95.67%	34393635
5	5	N/A	\$20.00	17364	\$347,280.00	414001	\$8,280,020.00	95.97%	34503122
6	0	N/A	\$50.00	5345	\$267,250.00	138403	\$6,920,150.00	96.28%	34613507
7	0	N/A	\$100.00	2343	\$234,300.00	56079	\$5,607,900.00	95.99%	34508474
8	0	N/A	\$500.00	105	\$52,500.00	2888	\$1,444,000.00	96.49%	34689048
9	0	N/A	\$5,000.00	0	\$0.00	91	\$455,000.00	100.00%	35950249
10	0	N/A	\$50,000.00	0	\$0.00	18	\$900,000.00	100.00%	35950252
			Totals:	704086	\$4,043,236.00	8,129,236	\$67,201,371.00		

END OF PRODUCTION PRIZE STRUCTURE
August 3, 2020 - (POOLS # 1 – 324 COMPLETE)

Prize Structure
 TEXAS LOTTERY
 GAME NO.2234 "\$50,000 BONUS CASHWORD"
 March 6, 2020 - VERSION A

Order Quantity:	35,950,250	Pack Size:	125	Pool Size:	120,000	Winners:	8,833,322	Prize Fund:	\$71,244,607.00	Total Payout
Price Point:	\$3.00	Packs/Game:	287,602	Number of Pools:	299.59	Non-winners:	27,116,928	Payout:	66.06%	
Revenue:	\$107,850,750.00	Packs/Pool:	960			Overall Odds:	4.07			

Kind	Wins	Tier Level	Get	Win	Value	Odds (1 in)	Winners			Total Prize Cost	% Prize Fund
							Pack	Pool	Total		
Low Tiers											
01	1	L	3 Words	\$3	\$3.00	9.0911	13.75	13,200.00	3,954,434	\$11,863,302.00	16.65%
02	1	L	4 Words	\$5	\$5.00	17.8566	7.00	6,720.00	2,013,280	\$10,066,400.00	14.13%
03	1	L	5 Words	\$10	\$10.00	20.8333	6.00	5,760.00	1,725,612	\$17,256,120.00	24.22%
04	1	L	6 Words	\$15	\$15.00	71.4207	1.75	1,680.00	503,359	\$7,550,385.00	10.60%
05	1	L	7 Words	\$20	\$20.00	83.3407	1.50	1,440.00	431,365	\$8,627,300.00	12.11%
Total (Low Tiers):						4.1667	30.00	28,800.00	8,628,050	\$55,363,507.00	77.71%
Mid Tiers											
06	1	M	8 Words	\$50	\$50.00	250.0922	0.50	480.00	143,748	\$7,187,400.00	10.09%
07	1	M	9 Words	\$100	\$100.00	615.3547	0.20	195.00	58,422	\$5,842,200.00	8.20%
08	1	M	10 Words	\$500	\$500.00	12011.4434	0.01	10.00	2,993	\$1,496,500.00	2.10%
Total (Mid Tiers):						175.2277	0.71	685.00	205,163	\$14,526,100.00	20.39%
High Tiers											
09	1	H	11 Words	\$5,000	\$5,000.00	395057.6923	0.00	0.30	91	\$455,000.00	0.64%
10	1	H	12 Words	\$50,000	\$50,000.00	1997236.1111	0.00	0.06	18	\$900,000.00	1.26%
Total (High Tiers):						329818.8073	0.00	0.36	109	\$1,355,000.00	1.90%
Total :						4.0698	30.71	29,485.36	8,833,322	\$71,244,607.00	100.00%



INTEROFFICE MEMO

Gary Grief, Executive Director Tom Hanson, Charitable Bingo Operations Director

Payment Approval

August 12, 2020

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

Vendor Name:	<u>Scientific Games</u>
Invoice Number:	<u>TX 08122020</u>
Invoice Amount:	<u>\$712,893.46</u>
Tx Game name:	<u>Game #2234 \$50,000 Bonus Cashword</u>
PO #:(if applicable)	<u>362-20-9019RL013</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) Please forward to the next person for approval	Date

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

Ryan Mindell (Lottery Operations Division Director)	Date

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

August 22, 2020



Invoice: TX 08122020
"TX 2234 \$50,000 BONUS CASHWORD™"
August 11, 2020

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>	<u>SG Invoice #</u>
TX-2234	1	TX-2234 \$50,000 BONUS CASHWORD Additional Charges	4,535,250	19.83 \$	89,934.01	1038367
TX-2234	2	TX-2234 \$50,000 BONUS CASHWORD	4,534,375	19.83 \$	89,916.66	1038368
TX-2234	3	TX-2234 \$50,000 BONUS CASHWORD	4,534,750	19.83 \$	89,924.09	1038361
TX-2234	4	TX-2234 \$50,000 BONUS CASHWORD	4,535,250	19.83 \$	89,934.01	1038362
TX-2234	5	TX-2234 \$50,000 BONUS CASHWORD	4,533,625	19.83 \$	89,901.78	1038363
TX-2234	6	TX-2234 \$50,000 BONUS CASHWORD	4,534,250	19.83 \$	89,914.18	1038352
TX-2234	7	TX-2234 \$50,000 BONUS CASHWORD	4,532,625	19.83 \$	89,881.95	1038353
TX-2234	8	TX-2234 \$50,000 BONUS CASHWORD	4,210,125	19.83 \$	83,486.78	1038354
Total Due					\$712,893.46	

***Please include the SG invoice numbers with your remittance**

Due Date: September 12, 2020

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
03/01/20-02/26/22

Average Number of Weeks for 85% Average Sell Through

Print Quantities	A	B	C	D	E	F	G	H
	Price Point				Price Point			
	\$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

Print Quantities	A	B	C	D	E	F	G	H
	Price Point				Price Point			
	\$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