

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed 11/19/2019

Game #	2166	Confirmed Packs	8,415
Game Name	\$250,000 50X Cashword	Active Packs	3,932
Quantity Printed	12,139,700	Warehouse Packs	126
Price Point	\$10	Returned Packs	65
Start Date	4/15/2019	Printed Payout Percentage	70.08%
Top Prize	\$ 250,000	Percent Sold	93.60%
Number of Top Prizes Remaining	0	Number of Weeks Out	31

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 391,870	Actual ticket production costs
Prize payout expense	\$ 78,664,860	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 79,056,730

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 113,627,592	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 113,627,592

Excess of Revenue over Expended \$ 34,570,862

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	\$	1,735,090
Next week	\$	2,761,580
Next week	\$	3,539,400
Avg Weekly Sales Current Game	\$	2,678,690
Avg Weekly Sales \$10; >9M Qty	\$	3,796,966
Percentage Of Variance In Sales		29%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2166	Printed Payout Percentage	70.08%
Game Name	\$250,000 50X Cashword	Actual Payout Percentage	69.23%
Percent Sold	93.60%	Number of Weeks Out	31
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			38

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

**NOT REQUIRED
ZERO TOP PRIZE**

Product Name

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

Lottery Operations Division Director

**NOT REQUIRED
ZERO TOP PRIZE**

Controller

Executive Director

Date



Play the Games of Texas!

Da Vinci Report
 Week End Date: 11/16/19
 11/19/19

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales				
														11/16/19	11/19/19	11/21/19	10/26/19	
Sold/Closing	2171	\$5	7,335,525	HIT \$250,000	9/3/19	10/16/19	11/30/19	11	66.02%	804	84	208	16,552	\$32,955.00	\$98,705.00	\$356,875.00	\$1,216,085.00	
	2118	\$5	7,338,825	HOT 55 HOT STREAK	3/4/19	10/6/19	11/20/19	37	73.21%	10	5	23,041	2,333	\$1,405.00	\$2,550.00	\$5,365.00	\$12,770.00	
	2066	\$5	7,334,475	PAC-MAN SLOTS	4/1/19	10/6/19	11/20/19	33	71.66%	9	16	20,835	4,849	-\$6,330.00	-\$9,585.00	-\$21,150.00	-\$20,100.00	
	2166	\$10	12,139,700	\$250,000 50X CASHWORD	4/15/19			31	93.60%	8,415	3,932	126	66	\$1,735,090.00	\$2,761,580.00	\$3,539,400.00	\$3,487,420.00	
	2172	\$10	6,119,450	HIT \$500,000	9/3/19	11/14/19	12/29/19	11	74.76%	16,808	5,431	30	37	\$3,281,720.00	\$3,960,520.00	\$3,995,030.00	\$3,913,090.00	
	2084	\$10	26,555,050	MEGA LOTERIA	10/1/18			59	98.38%	4,450	1,359	132	915	\$576,980.00	\$723,200.00	\$940,300.00	\$1,219,960.00	
	2137	\$10	8,137,300	RUBY 75	5/6/19	10/7/19	11/21/19	28	91.72%	136	6	1	8,567	-\$6,150.00	\$27,870.00	\$54,090.00	\$153,980.00	
	2122	\$10	5,987,100	THE BIG TICKET	2/18/19	10/6/19	11/20/19	39	92.41%	25	16	3,110	4,481	-\$4,150.00	-\$3,180.00	\$8,850.00	\$29,870.00	
	2126	\$10	6,117,600	WILD 10S	7/15/19			18	93.64%	3,236	3,148	0	122	\$1,053,380.00	\$1,329,140.00	\$1,754,680.00	\$1,991,900.00	
	2107	\$20	8,987,375	200X	12/3/18	10/14/19	11/28/19	50	96.46%	143	23	0	8,383	\$17,380.00	\$40,280.00	\$135,420.00	\$393,620.00	
	2138	\$20	7,221,600	DIAMOND 75	5/6/19	11/17/19	1/1/20	28	76.48%	5,379	4,087	45,720	4,449	\$1,647,540.00	\$2,193,560.00	\$2,536,060.00	\$2,872,200.00	
	2077	\$20	5,075,275	MILLIONAIRE CLUB	12/17/18	11/24/19	1/8/20	48	60.23%	3,323	2,395	71,017	682	\$564,700.00	\$679,000.00	\$691,390.00	\$693,380.00	
	2135	\$20	6,094,725	MILLION DOLLAR LOTERIA	4/15/19	10/9/19	11/23/19	31	89.81%	244	17	890	15,817	\$7,160.00	\$16,220.00	\$67,660.00	\$229,660.00	
	2114	\$30	5,971,025	300X	1/7/19	10/27/19	12/11/19	45	87.25%	389	327	16,398	8,430	\$191,460.00	\$423,660.00	\$693,430.00	\$1,241,430.00	

Liability for 2166 / for Life to Date

Product Status: SmartCash Enabled: N/A

Validation Range: 03/06/2019 - 12/31/2037

Outstanding Prizes

Tier Ref	SmartCash	Tier Value	Count	Amount	Tickets	Amount Paid	% paid	Est. Tickets Sold
1	N/A	\$10.00	137195	\$1,371,950.00	1198527	\$11,985,270.00	89.73%	10892804
2	N/A	\$20.00	17498	\$349,960.00	225373	\$4,507,460.00	92.80%	11265077
3	N/A	\$20.00	18361	\$367,220.00	224372	\$4,487,440.00	92.44%	11221419
4	N/A	\$20.00	27644	\$552,880.00	336535	\$6,730,700.00	92.41%	11218202
5	N/A	\$30.00	24621	\$738,630.00	339598	\$10,187,940.00	93.24%	11319063
6	N/A	\$30.00	8550	\$256,500.00	112726	\$3,381,780.00	92.95%	11283846
7	N/A	\$30.00	27444	\$823,320.00	336719	\$10,101,570.00	92.46%	11224829
8	N/A	\$50.00	4131	\$206,550.00	56578	\$2,828,900.00	93.20%	11313642
9	N/A	\$50.00	3881	\$194,050.00	56859	\$2,842,950.00	93.61%	11364030
10	N/A	\$50.00	9857	\$492,850.00	121583	\$6,079,150.00	92.50%	11229314
11	N/A	\$80.00	680	\$54,400.00	9442	\$755,360.00	93.28%	11324150
12	N/A	\$80.00	1147	\$91,760.00	16613	\$1,322,400.00	93.54%	11355677
13	N/A	\$80.00	1147	\$91,760.00	16530	\$1,322,400.00	93.51%	11351996
14	N/A	\$100.00	673	\$67,300.00	9464	\$946,400.00	93.36%	11333739
15	N/A	\$100.00	719	\$71,900.00	9357	\$935,700.00	92.86%	11273439
16	N/A	\$100.00	705	\$70,500.00	9431	\$943,100.00	93.04%	11295334
17	N/A	\$100.00	692	\$69,200.00	9431	\$943,100.00	93.16%	11309840
18	N/A	\$100.00	871	\$87,100.00	11780	\$1,178,000.00	93.12%	11303902
19	N/A	\$100.00	1189	\$118,900.00	14068	\$1,406,800.00	92.21%	11193635
20	N/A	\$200.00	123	\$24,600.00	1406	\$281,200.00	91.96%	11163125
21	N/A	\$200.00	77	\$15,400.00	948	\$189,600.00	92.49%	11227742
22	N/A	\$200.00	135	\$27,000.00	1906	\$381,200.00	93.39%	11336731
23	N/A	\$200.00	134	\$26,800.00	1893	\$378,600.00	93.39%	11337174
24	N/A	\$200.00	120	\$24,000.00	1919	\$383,800.00	94.11%	11425249
25	N/A	\$200.00	136	\$27,200.00	1892	\$378,400.00	93.29%	11325597
26	N/A	\$500.00	34	\$17,000.00	464	\$232,000.00	93.17%	11310885
27	N/A	\$500.00	31	\$15,500.00	471	\$235,500.00	93.82%	11390037
28	N/A	\$500.00	78	\$39,000.00	939	\$469,500.00	92.33%	11208631
29	N/A	\$1,000.00	22	\$22,000.00	184	\$184,000.00	89.32%	10843227
30	N/A	\$1,000.00	36	\$36,000.00	377	\$377,000.00	91.28%	11081517
31	N/A	\$1,000.00	19	\$19,000.00	187	\$187,000.00	90.78%	11020018
32	N/A	\$1,000.00	31	\$31,000.00	374	\$374,000.00	92.35%	11210488
33	N/A	\$10,000.00	0	\$0.00	5	\$50,000.00	100.00%	12139702
34	N/A	\$10,000.00	0	\$0.00	8	\$80,000.00	100.00%	12139701
35	N/A	\$10,000.00	1	\$10,000.00	9	\$90,000.00	90.00%	10925731
36	N/A	\$250,000.00	0	\$0.00	6	\$1,500,000.00	100.00%	12139701
Totals:								
			287982	\$6,411,230.00	3,127,974	\$78,664,860.00		

END OF PRODUCTION PRIZE STRUCTURE
MARCH 1, 2019 - (POOLS # 1 - 48 COMPLETE)

Prize Structure
TEXAS LOTTERY
GAME NO 2168 - \$250,000 SOLO CASHWORC
November 9, 2018 - VERSION A

Order Quantity: 12,158,796 Pack Size: 50 Pool Size: 120,000 Winner: 3,415,666 Total Payout: \$65,076,000.00
 Price Paid: \$10.00 Pack/Gam: 242,764 Number of Pools: 101.16 Non-Winner: 8,723,744 Payout: 7.88%

Pool	Winn	Value	Draw (1 of)	Prize	Pool	Total	Total Payout	% Prize Fund
01 1 L	2 Wards (\$10)	\$10	10,000	4,085	5.00	13,200.00	1,318,722	18.70%
02 1 L	3 Wards (\$20)	\$20	5,000	4,964	1.00	2,400.00	242,871	3.71%
03 2 L	2 Wards (\$10) x 2	\$20	5,000	50,178	1.00	2,400.00	242,733	3.71%
04 1 L	2 Wards (\$10)	\$20	5,000	33,334	1.50	3,600.00	364,179	5.59%
Total (\$20.00): 14,286 3.50 6,000.00 840,703 \$16,666,000.00 19.88%								
Total from Pools: 5,596 9.00 21,600.00 246,556 \$3,722,600.00 5.72%								
05 2 M	3 Wards (\$20) + 2 Wards (\$10)	\$30	3,000	33,308	1.50	3,600.00	364,219	5.59%
06 3 M	2 Wards (\$10) x 3	\$30	3,000	100,008	0.50	1,500.00	151,278	2.29%
07 1 M	2 Wards (\$10)	\$20	3,000	33,339	1.50	3,600.00	364,181	5.59%
Total (\$30.00): 14,287 3.50 6,000.00 840,650 \$16,666,000.00 19.88%								
08 1 M	4 Wards (\$50)	\$50	500	199,954	0.25	600.00	60,789	0.92%
09 3 M	(3 Wards (\$20) x 2) + 2 Wards (\$10)	\$50	500	199,854	0.25	600.00	60,746	0.92%
10 1 M	2 Wards (\$10)	\$20	500	62,303	0.54	1,500.00	151,448	2.29%
Total (\$50.00): 48,004 1.04 2,500.00 252,989 \$12,644,600.00 19.44%								
11 1 M	5 Wards (\$50)	\$50	500	119,338	0.04	100.00	16,122	0.25%
12 2 M	3 Wards (\$20) x 2	\$60	500	863,547	0.07	175.00	17,798	0.27%
13 3 M	4 Wards (\$50) + 3 Wards (\$10)	\$60	500	868,731	0.07	175.00	17,877	0.27%
Total (\$60.00): 296,411 0.19 450.00 45,659 \$3,644,700.00 5.60%								
14 1 M	8 Wards (\$100)	\$100	100	119,954	0.04	100.00	16,137	0.25%
15 2 M	3 Wards (\$50) + 3 Wards (\$20)	\$100	100	120,814	0.04	100.00	16,678	0.25%
16 1 M	4 Wards (\$50)	\$100	100	119,891	0.04	100.00	16,133	0.25%
17 3 M	(3 Wards (\$20) x 2) + 2 Wards (\$10)	\$100	100	119,219	0.04	100.00	16,133	0.25%
18 1 M	3 Wards (\$20)	\$100	100	99,542	0.05	125.00	12,841	0.19%
19 1 M	2 Wards (\$10)	\$100	100	79,697	0.06	150.00	16,487	0.25%
Total (\$100.00): 177,529 0.28 675.00 68,300 \$5,458,000.00 8.39%								
20 1 M	7 Wards (\$200)	\$200	200	793,637	0.01	15.00	1,829	0.03%
21 1 M	6 Wards (\$100)	\$200	200	114,628	0.00	10.00	1,828	0.03%
22 3 M	8 Wards (\$100) + 3 Wards (\$50) + 3 Wards (\$20)	\$200	200	59,477	0.01	20.00	2,841	0.04%
23 2 M	6 Wards (\$100) x 2	\$200	200	59,695	0.01	20.00	2,847	0.04%
24 2 M	3 Wards (\$20) x 2	\$200	200	59,375	0.01	20.00	2,839	0.04%
25 1 M	3 Wards (\$20)	\$200	200	59,645	0.01	20.00	2,828	0.04%
Total (\$200.00): 1,130,740 0.04 105.00 10,660 \$2,137,800.00 3.28%								
26 1 M	8 Wards (\$500)	\$500	500	24,793	0.00	5.00	488	0.00%
27 3 M	(3 Wards (\$20) x 2) + 2 Wards (\$10)	\$500	500	24,622	0.00	5.00	482	0.00%
28 1 M	2 Wards (\$10)	\$500	500	11,928	0.00	10.00	1,917	0.00%
Total (\$500.00): 601,631 0.01 20.00 2,017 \$1,008,500.00 1.55%								
Total (\$1.00): 6,792 0.00 12,000.00 1,226,115 \$1,753,100.00 2.69%								
Total (\$5.00): 1,358 0.00 12,200.00 1,458 \$1,666,000.00 2.56%								
Total (\$10.00): 3,538 0.00 12,725.00 3,415,666 \$3,877,800.00 5.90%								

Exact Quantity by Pool Level

Pool	Winn	Value	Draw (1 of)	Prize	Pool	Total	Total Payout	% Prize Fund
29 1 H	8 Wards (\$1,000)	\$1,000	5,000	589,525	0.00	2.00	298	0.24%
30 1 H	3 Wards (\$20)	\$1,000	5,000	293,947	0.00	4.00	413	0.46%
31 2 H	8 Wards (\$50) x 2	\$1,000	5,000	589,525	0.00	2.00	298	0.24%
32 1 H	6 Wards (\$100)	\$1,000	5,000	296,745	0.00	4.00	488	0.46%
Total (\$1,000.00): 2,969 67.46 0.01 12.00 1,230 \$4,005,000.00 6.15%								
33 1 H	10 Wards (\$10,000)	\$10,000	10,000	24,274	0.00	0.05	8	0.00%
34 2 H	9 Wards (\$1,000) x 2	\$10,000	10,000	15,174	0.00	0.08	8	0.00%
35 1 H	7 Wards (\$200)	\$10,000	10,000	12,970	0.00	0.10	16	0.12%
Total (\$10,000.00): 27,218 0.05 0.23 23 \$20,000.00 0.27%								
Total (\$20,000.00): 2,023 33.33 0.00 0.06 8 \$1,500,000.00 2.27%								
Total (\$50,000.00): 1,458 12.20 0.00 0.00 6 \$1,666,000.00 2.56%								
Total (\$100,000.00): 1,017 12.73 0.00 0.00 6 \$1,753,100.00 2.69%								

There will be no more than sixteen (16) winners per pool.
 The \$20 prize was included in \$2,179 but should be programmed as a 2nd tier prize and not part of the 1st tier.
 CON = win 25 or more
 GOLD BAR = win 25 or more
 STACK OF BILLS = win 100 or more
 POT OF GOLD = win 500 or more

Pool	Winn	Value	Draw (1 of)	Prize	Pool	Total	Total Payout	% Prize Fund
12,158,796	3,415,666	\$38,777,800.00	121,276	1,358,722	121,276	1,358,722	\$1,358,722	3.50%
364,163	60,709	\$6,070,900.00	60,709	242,871	242,871	242,871	\$242,871	0.63%
364,179	60,740	\$6,074,000.00	60,740	242,733	242,733	242,733	\$242,733	0.63%
131,440	12,651	\$1,265,100.00	12,651	16,133	16,133	16,133	\$16,133	0.04%
10,122	17,780	\$1,778,000.00	17,780	17,877	17,877	17,877	\$17,877	0.05%
15,257	15,257	\$1,525,700.00	15,257	16,487	16,487	16,487	\$16,487	0.04%
1,529	1,529	\$152,900.00	1,529	1,829	1,829	1,829	\$1,829	0.00%
1,025	2,041	\$204,100.00	2,041	2,841	2,841	2,841	\$2,841	0.00%
2,027	2,027	\$202,700.00	2,027	2,839	2,839	2,839	\$2,839	0.00%
2,028	2,028	\$202,800.00	2,028	2,828	2,828	2,828	\$2,828	0.00%
498	498	\$49,800.00	498	488	488	488	\$488	0.00%
502	502	\$50,200.00	502	482	482	482	\$482	0.00%
1,017	1,017	\$101,700.00	1,017	1,917	1,917	1,917	\$1,917	0.00%

ORIG ORDER
 Shipment #1
 COMPLETE
 Pools 1-128

No.

11/19/19
 Game Name \$250,000 50X
 Cashword 2166 1034504-5 SGI 362-19-9019RV2 RL013
 Game No Inv No. Vendor TLC PO #

Description/Tickets Delivered Qty	Units per 1000	Unit Price	Amount
Delivered 12,139,700	12,139.70	\$32.28	\$391,869.52
Ordered 12,000,000			\$391,869.52

2% under 11,760,000
 2% over 12,240,000
 Acceptable Range 0

Sub Total \$391,869.52
 Total ~~\$391,869.52~~

Instant Ticket Game Analysis
8/27/17-8/31/19

Average Number of Weeks for 85% Average Sell Through

Print Quantities	Average Number of Weeks for 85% Average Sell Through			
	\$1	\$2	\$3	\$5
< 5M	None	Week 12*	None	None
5M-9.99M	Week 13	Week 18	Week 15*	Week 18
10M-14.99M	None	None	None	Week 28
15M-19.99M	Week 23*	None	Week 33	Week 40
20M-24.99M	None	None	None	Week 45*
25M-29.99M	Week 43	None	None	None
30M-34.99M	Week 41*	None	None	None
>35M	None	Week 66	Week 45*	Week 53*

Average Weekly Dollar Sales at 85% Average Sell Through

Print Quantities	Average Weekly Dollar Sales at 85% Average Sell Through			
	\$1	\$2	\$3	\$5
< 5M	None	\$714,918	None	None
5M-9.99M	\$643,343	\$727,322	\$1,030,894	\$2,013,538
10M-14.99M	None	None	None	\$1,919,318
15M-19.99M	\$633,249	None	\$1,264,141	\$2,076,678
20M-24.99M	None	None	None	\$2,010,891
25M-29.99M	\$669,499	None	None	None
30M-34.99M	\$629,856	None	None	None
>35M	None	\$981,218	\$2,027,184	\$3,256,460

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