

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

**Instant Ticket Information**

Date Completed

1/4/2022

Game #	2301	Confirmed Packs	146
Game Name	Sapphire Blue 7s	Active Packs	296
Quantity Printed	16,878,900	Warehouse Packs	157
Price Point	\$1	Returned Packs	1,345
Start Date	5/3/2021	Printed Payout Percentage	60.36%
Top Prize	\$ 7,000	Percent Sold	96.91%
Number of Top Prizes Remaining	0	Number of Weeks Out	35

**Current Game Sales Analysis**

**TANGIBLE COSTS**

**Expenditure Impact:**

Cost to print tickets	\$ 164,842	Actual ticket production costs
Non-cash Prize Allocation	\$ 462,240	From EOPPS
Prize payout expense	\$ 8,822,940	Data from Instant Ticket Tier Liability screen in ES

**Estimated Direct Costs** \$ 9,450,022

**TANGIBLE BENEFITS**

**Revenue Impact:**

Estimated sales	\$ 16,357,342	Based on # of tkts printed, times % sold from DaVinci report, times the price point
<b>Total Estimated Benefits</b>	<u><u>\$ 16,357,342</u></u>	

**Excess of Revenue over Expended** \$ 6,907,320

**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	\$	14,181
Next week	\$	19,534
Next week	\$	36,421
Avg Weekly Sales Current Game	\$	23,379
Avg Weekly Sales \$1; 15M-19.99M Qty	\$	633,975
<b>Percentage Of Variance In Sales</b>		<b>96%</b>

## Instant Ticket Information

## Recommendation



*Play the Games of Texas!*

Da Vinci Report

1/4/22

Week End Date:1/1/22

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														1/1/22	12/25/21	12/18/21	12/11/21
Sold/Closing	2301	\$1	16,878,900	SAPPHIRE BLUE 7S	5/3/21	12/19/21	2/2/22	35	96.91%	146	296	157	1,345	\$14,181.00	\$19,534.00	\$36,421.00	\$53,196.00
	2246	\$2	35,700,000	BONUS GAME BINGO	9/21/20			67	95.49%	4,388	5,206	1,188	45	\$599,538.00	\$699,048.00	\$837,246.00	\$851,210.00
	2191	\$2	7,264,875	LEVEL UP!	8/16/21	1/9/22	2/23/22	20	82.49%	1,523	1,972	553	2,422	\$163,224.00	\$182,766.00	\$249,662.00	\$288,688.00
	2163	\$3	41,105,925	TEXAS LOTERIA	4/6/20	12/19/21	2/2/22	91	98.40%	546	475	325	2,725	\$70,833.00	\$90,897.00	\$120,126.00	\$146,229.00
	2314	\$5	7,325,925	CRAZY CASH	7/6/21	1/9/22	2/23/22	26	70.61%	1,060	1,203	21,252	2,687	\$170,905.00	\$178,625.00	\$219,115.00	\$244,315.00
	2317	\$5	7,214,175	DOUBLE YOUR MONEY	7/19/21	1/9/22	2/23/22	24	76.90%	943	1,208	15,081	2,363	\$217,405.00	\$228,840.00	\$288,260.00	\$337,790.00
	2302	\$5	13,948,575	EMERALD GREEN 7S	5/3/21	11/23/21	1/7/22	35	97.64%	81	17	166	1,486	\$4,640.00	\$12,035.00	\$43,565.00	\$107,060.00
	2273	\$5	7,333,500	ROSE GOLD RICHES	6/7/21	1/9/22	2/23/22	30	80.25%	624	734	13,974	2,382	\$133,520.00	\$131,770.00	\$149,335.00	\$170,775.00
	2249	\$5	54,041,700	SUPER LOTERIA	11/2/20			61	98.34%	3,847	2,727	543	1,444	\$1,114,445.00	\$1,467,930.00	\$2,083,240.00	\$2,365,810.00
	2295	\$5	7,196,175	TEXAS RED WHITE & BLUE	6/21/21	1/9/22	2/23/22	28	65.64%	676	736	26,333	3,442	\$110,680.00	\$115,360.00	\$124,550.00	\$163,215.00
	2248	\$10	21,021,400	\$250,000 50X CASHWORD	1/18/21	12/15/21	1/29/22	50	97.61%	1,128	777	21	229	\$663,330.00	\$1,540,110.00	\$2,887,910.00	\$3,371,040.00
	2303	\$10	10,887,100	RUBY RED 7S	5/3/21	1/9/22	2/23/22	35	94.84%	1,920	2,814	423	680	\$1,161,800.00	\$1,428,970.00	\$1,729,910.00	\$1,902,200.00
	2287	\$20	8,996,025	\$1,000,000 CROSSWORD	2/1/21	1/9/22	2/23/22	48	97.74%	1,616	709	350	1,874	\$290,440.00	\$323,240.00	\$398,480.00	\$443,100.00
	2255	\$20	9,050,125	\$1,000,000 EXTREME CASH	9/8/20	11/29/21	1/13/22	69	96.66%	427	97	802	1,515	\$80,060.00	\$181,920.00	\$414,300.00	\$710,780.00
	2304	\$20	8,984,625	DIAMOND WHITE 7S	5/3/21	1/9/22	2/23/22	35	69.73%	3,430	3,550	93,561	579	\$1,504,140.00	\$1,786,680.00	\$2,187,100.00	\$2,264,820.00
	2338	\$50	5,118,680	500X LOTERIA SPECTACULAR	3/15/21			42	94.76%	6,702	1,560	85	2,266	\$1,040,350.00	\$1,238,800.00	\$1,609,500.00	\$1,716,000.00

**Liability for 2301 / for Life to Date**Product Status:  
ActiveSmartCash Enabled:  
N/A

Validation Range: 04/15/2021 - 08/02/2022

**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	\$1.00	277935	\$277,935.00	1635211	\$1,635,211.00	85.47%	14426793
2	2	N/A	\$2.00	26511	\$53,022.00	198541	\$397,082.00	88.22%	14890575
3	3	N/A	\$2.00	100100	\$200,200.00	800006	\$1,600,012.00	88.88%	15001812
4	4	N/A	\$5.00	4719	\$23,595.00	51493	\$257,465.00	91.60%	15461915
5	5	N/A	\$5.00	6010	\$30,050.00	50271	\$251,355.00	89.32%	15076476
6	6	N/A	\$5.00	8624	\$43,120.00	103869	\$519,345.00	92.33%	15584920
7	7	N/A	\$10.00	1849	\$18,490.00	26309	\$263,090.00	93.43%	15770544
8	8	N/A	\$10.00	1730	\$17,300.00	26357	\$263,570.00	93.84%	15839255
9	9	N/A	\$10.00	5277	\$52,770.00	50935	\$509,350.00	90.61%	15294363
10	10	N/A	\$20.00	1589	\$31,780.00	26569	\$531,380.00	94.36%	15926397
11	11	N/A	\$20.00	1382	\$27,640.00	26774	\$535,480.00	95.09%	16050421
12	0	N/A	\$40.00	11	\$440.00	273	\$10,920.00	96.13%	16225139
13	0	N/A	\$40.00	1969	\$78,760.00	25180	\$1,007,200.00	92.75%	15654746
14	0	N/A	\$40.00	580	\$23,200.00	13492	\$539,680.00	95.88%	16183209
15	0	N/A	\$100.00	40	\$4,000.00	658	\$65,800.00	94.27%	15911627
16	0	N/A	\$100.00	58	\$5,800.00	1333	\$133,300.00	95.83%	16175106
17	0	N/A	\$100.00	153	\$15,300.00	1977	\$197,700.00	92.82%	15666471
18	0	N/A	\$7,000.00	0	\$0.00	15	\$105,000.00	100.00%	16878900
Totals:				438537	\$903,402.00	3,039,263	\$8,822,940.00		

POOLS:	70.33	MAX QUANTITY	17,136,000
PACKS / GAME:	112,526		
PACKS / POOL:	1,600		
PACK SIZE:	150		
POOL SIZE:	240,000		

PRIZE STRUCTURE  
Sapphire Blue 7s  
Texas Lottery Game # 2301  
IGT Job # 012118  
Version 4 dated February 3, 2021

RETAIL PRICE:	\$1.00
REVENUE:	\$16,878,900
PRIZE FUND:	\$10,188,582
PERCENTAGE:	60.3628317%
INSTANT FUND:	\$9,726,342
INSTANT-WIN PAYOUT:	\$7.6242646%

PRIZE LEVEL	TIER CODE	Description	Number of Wins Per Ticket	TOTAL PRIZE AMOUNT	ODDS (1 IN)	TOTAL PRIZES	WINNERS IN 240,000 (PER POOL)	WINNERS IN 150 (PER PACK)	PRIZE COST	% OF PRIZE FUND	% PER PRIZE TIER
1	L	\$1	1	\$1	8.82	1,913,146	27,200	17.00	\$1,913,146	18.78%	
2	L	\$2	1	\$2	75.00	225,052	3,200	2.00	\$450,104	4.42%	
3	L	\$1 x 2	2	\$2	18.75	900,106	12,800	8.00	\$1,800,212	17.67%	
4	L	\$5	1	\$5	300.27	56,212	800	0.50	\$281,060	2.76%	
5	L	\$1 x 5 (WINALL)	1	\$5	299.90	56,281	800	0.50	\$281,405	2.76%	
6	L	(\$1 x 3) + \$2	4	\$5	150.04	112,493	1,600	1.00	\$562,465	5.52%	
7	L	\$10	1	\$10	599.44	28,158	400	0.25	\$281,580	2.76%	
8	L	\$5 x 2	2	\$10	600.95	28,087	400	0.25	\$280,870	2.76%	
9	L	+ \$2 + (\$1 x 3) (WINAL	1	\$10	300.27	56,212	800	0.50	\$562,120	5.52%	
10	L	\$20	1	\$20	599.44	28,158	400	0.25	\$563,160	5.53%	
11	L	\$5 x 4	4	\$20	599.48	28,156	400	0.25	\$563,120	5.53%	Low Tier: 74.00%
12	M	\$40	1	\$40	59,432.75	284	4		\$11,360	0.11%	
13	M	0 x 3) + (\$5 x 2) (WINAL	1	\$40	621.71	27,149	386		\$1,085,960	10.66%	
14	M	\$20 + (\$10 x 2)	3	\$40	1,199.47	14,072	200		\$562,880	5.52%	
15	M	\$100	1	\$100	24,181.81	698	10		\$69,800	0.69%	
16	M	\$10 x 2) + (\$20 x 2) + \$4	5	\$100	12,134.36	1,391	20		\$139,100	1.37%	
17	M	2) + (\$5 x 2) + \$10 (WIN	1	\$100	7,924.37	2,130	30		\$213,000	2.09%	Mid Tier: 20.44%
18	H	\$7,000	1	\$7,000	1,125,260.00	15			\$105,000	1.03%	High Tier: 1.03%
TOTAL CASH PRIZES				1 in 2 Decimals:	4.85	3,477,800	49,450	30.50	\$9,726,342	95.46%	
				1 in 4 Decimals:	4.8533						
SECOND-CHANCE DRAWINGS											
\$100 CASH PLUS ENTRY				\$428.00		1,080			\$462,240.00	4.54%	
SUB TOTAL						1,080			\$462,240.00	4.54%	
TOTAL CASH & SECOND-CHANCE PRIZES						3,478,880			\$10,188,582	100.00%	

Sapphire Blue 7s  
Texas Lottery Game # 2301  
IGT Job # 012118  
Version 4 dated February 3, 2021

Consolidated  
odds are 1 in:

\$1	8.82	1,913,146
\$2	15.00	1,125,158
\$5	75.02	224,986
\$10	150.09	112,457
\$20	299.73	56,314
\$40	406.67	41,505
\$100	4,000.69	4,219
\$7,000	1,125,260.00	15
		3,477,800

PRIZE LEVEL	Description	Number of Wins per Ticket	GLEPS TYPE:	A			B		C		D		TOTAL	
			PER GAME:	28,158			28,087		28,156		28,125		112,526	
			PER POOL:	400			400		400		400		1,600	
			PRIZE:	Number:	Amount:		Number:	Amount:	Number:	Amount:	Number:	Amount:	TOTAL	AMOUNT
1	\$1	1	\$1	19	\$19		15	\$15	19	\$19	15	\$15	1,913,146	\$1,913,146
2	\$2	1	\$2	2	\$4		2	\$4	2	\$4	2	\$4	225,052	\$450,104
3	\$1 x 2	2	\$2	7	\$14		9	\$18	7	\$14	9	\$18	900,106	\$1,800,212
4	\$5	1	\$5	0	\$0		1	\$5	0	\$0	1	\$5	56,212	\$281,060
5	\$1 x 5 (WINALL)	1	\$5	0	\$0		0	\$0	1	\$5	1	\$5	56,281	\$281,405
6	(\$1 x 3) + \$2	4	\$5	0	\$0		1	\$5	1	\$5	2	\$10	112,493	\$562,465
7	\$10	1	\$10	1	\$10		0	\$0	0	\$0	0	\$0	28,158	\$281,580
8	\$5 x 2	2	\$10	0	\$0		1	\$10	0	\$0	0	\$0	28,087	\$280,870
9	+ \$2 + (\$1 x 3) (WINAL	1	\$10	0	\$0		1	\$10	0	\$0	1	\$10	56,212	\$562,120
10	\$20	1	\$20	1	\$20		0	\$0	0	\$0	0	\$0	28,158	\$563,160
11	\$5 x 4	4	\$20	0	\$0		0	\$0	1	\$20	0	\$0	28,156	\$563,120
TOTAL PRIZES				30	\$67		30	\$67	31	\$67	31	\$67	3,432,061	\$7,539,242

EXECUTED March 9, 2021

Game Price Point	Allocation for Each Cash + Entry Prize (\$100)	Allocation for Promotional Support, VIP Prizes and Challenge Prizes (\$328)	Total Cash + Entry Prizes Awarded	# Second-Chance Drawings	Winners Per Drawing
\$20.00	\$1,406,000	\$4,611,680	14,060	5	2,812
\$10.00	\$270,000	\$885,600	2,700	5	540
\$5.00	\$216,000	\$708,480	2,160	5	432
\$1.00	\$108,000	\$354,240	1,080	5	216
<b>TOTALS</b>	<b>\$2,000,000</b>	<b>\$6,560,000</b>	<b>20,000</b>		<b>4,000</b>

3. MARKETING AND PROMOTIONAL SUPPORT PROVIDED BY THE COMPANY:

- a) Promotional support (including a Promotion microsite and drawing services for the VIP Prize and Challenge Prize Drawings), the Challenge contest (including hosting the Challenge and fulfillment of cash prizes won during the Challenge ("Challenge Cash Prizes")), point of sale materials with an estimated value of \$200,000, and holographic materials for the manufacturing of the Eligible games, all as described further herein;
- b) Fulfillment of twenty thousand (20,000) one hundred dollars (\$100) Cash + Entry Prizes valued at two million dollars (\$2,000,000);
- c) Fulfillment of thirty-five (35) VIP Prizes, each valued at seven thousand dollars (\$7,000) before taxes and nine thousand two hundred ten dollars and fifty-three cents (\$9,210.53) including federal taxes. The grand total value for all thirty-five (35) VIP Prizes and fulfillment is three hundred twenty-two thousand three hundred sixty-eight dollars and fifty-five cents (\$322,368.55) including federal taxes. IGT will be responsible for issuing and remitting payment for the tax portion of the VIP Prizes on behalf of each winner; and
- d) Fulfillment and hosting of fifty (50) Challenge Prizes and the Challenge contest, including Challenge Cash Prizes awarded at the Challenge, and hotel and travel accommodations to/from the Challenge. For each Challenge Prize, the travel and hotel accommodations only are valued at two thousand five hundred dollars (\$2,500) before taxes and three thousand two hundred eighty-nine dollars and forty-eight cents (\$3,289.48) including federal taxes. IGT will be responsible for issuing and remitting payment for the tax portion of the Challenge Prizes on behalf of each winner.

4. CASH + ENTRY PRIZE DRAWINGS

- a. The TLC shall conduct a total of five (5) promotional second-chance Cash + Entry Prize Drawings. The number of Cash + Entry Prize winners for each Drawing by game price point is shown in the



# INTEROFFICE MEMO

Gary Grief, Executive Director      Tyler Vance, Acting Charitable Bingo Operations Director

## Payment Approval

April 28, 2021

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

<b>Vendor Name</b>	IGT
<b>P.O. Number (if applicable)</b>	362-21-9009RL013
<b>Invoice Number</b>	90118769
<b>Tx Game Name:</b>	Game #2301 Sapphire Blue 7's
<b>Invoice Amount:</b>	\$164,842.03

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

JB

5/4/2021



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

*Dale Bowersock*

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

5/4/2021

Date

*Robert Tirloni*

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

5/4/2021

Date

*Ryan Mindell*

Ryan Mindell (Lottery Operations Division Director)

5/5/2021

Date

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

**May 8, 2021**



IGT Global Solutions Corporation  
 d/b/a IGT Solutions Corp. in the State of Texas  
 10 Memorial Boulevard  
 Providence, RI 02903  
 USA  
 Telephone 401 392-1000  
 Fax 401 392-1234  
 FED ID No. 05-0389840

# INVOICE

INVOICE NUMBER: 90118769  
 DATE : April 22, 2021

BILL TO: 20318  
 Texas Lottery Commission  
 Gary Grief, Executive Director  
 611 East 6th Street  
 Austin TX 78701

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
001 GAME 2301	101346 010	2301 SAPPHIRE BLUE 7s-Trk 1	8,057,850 PC	0.00816	65,752.06
002 GAME 2301	101346 020	2301 Option: Full UV	8,057,850 PC	0.00076	6,123.97
003 GAME 2301	101346 030	2301 SAPPHIRE BLUE 7s-Trk 2	8,821,050 PC	0.00816	71,979.77
004 GAME 2301	101346 040	2301 Option: Full UV	8,821,050 PC	0.00076	6,704.00
005 GAME 2301	101346 110	Holographic Pack Inserts			14,282.24
006 GAME 2301	101346 120	Rounding Adjustment			( 0.01)
				TOTAL AMOUNT DUE	USD 164,842.03

REMARKS:  
 Unrounded Invoice Total \$164,842.0280

PAYMENT TERMS:  
 Due within 30 days

Continued...

INV ITEM NO.	SALES ORD.		QUANTITY	UNIT	EXTENDED
CUSTOMER PO NO.	SO ITEM NO	DESCRIPTION		PRICE	AMOUNT

REMITTANCE:  
Please remit payment in USD:

For wire transfer payments:

Wells Fargo Bank, N.A  
420 Montgomery Street  
San Francisco CA 94104  
SWIFT: WFBIUS6S  
ABA No. 121000248  
Account No. 4417073848  
Account Name: IGT Global Solutions Corp

For ACH payments:

Wells Fargo Bank, N.A  
420 Montgomery Street  
San Francisco CA 94104  
ABA No. 121000248  
Account No. 4417073848  
Account Name: IGT Global Solutions Corporation

For each invoice being paid, please include entire invoice number(s) (8-digit and/or alpha-numeric) in reference field of the remittance transmission.

**Closing Scratch Ticket Game Analysis**  
**2/24/19-2/27/21**

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

	A	B	C	D		E	F	G	H
	Price Point					Price Point			
Print Quantities	\$1	\$2	\$3	\$5	Print Quantities	\$10	\$20	\$30	\$50
< 5M	None	None	None	None	2M	None	None	None	None
5M-9.99M	Week 14	Week 16	Week 17	Week 17	3M	None	None	None	None
10M-14.99M	Week 16	None	None	Week 25	4M	Week 16*	None	None	Week 51*
15M-19.99M	Week 23	None	Week 31	Week 48	5M	Week 13*	None	Week 38*	Week 35*
20M-24.99M	None	None	None	Week 38	6M	Week 14	Week 24	None	None
25M-29.99M	Week 32*	None	None	None	7M	Week 16	Week 34	None	None
30M-34.99M	None	Week 46*	None	None	8M	Week 21	Week 40	None	None
>35M	None	Week 63	None	Week 42*	>9M	Week 30	Week 36*	None	None

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

	A	B	C	D		E	F	G	H
	Price Point					Price Point			
Print Quantities	\$1	\$2	\$3	\$5	Print Quantities	\$10	\$20	\$30	\$50
< 5M	None	None	None	None	2M	None	None	None	None
5M-9.99M	\$560,738	\$776,573	\$927,958	\$1,946,842	3M	None	None	None	None
10M-14.99M	\$607,596	None	None	\$2,218,148	4M	\$2,364,236	None	None	\$3,873,162
15M-19.99M	\$633,975	None	\$1,585,325	\$1,515,020	5M	\$3,760,439	None	\$3,506,730	\$6,271,944
20M-24.99M	None	None	None	\$2,468,328	6M	\$4,039,631	\$4,400,564	None	None
25M-29.99M	\$776,998	None	None	None	7M	\$3,884,366	\$3,675,833	None	None
30M-34.99M	None	\$1,280,700	None	None	8M	\$3,381,845	\$3,828,587	None	None
>35M	None	\$1,061,088	None	\$4,122,095	>9M	\$4,682,820	\$5,671,831	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