



# 2013



AN AGENCY OF THE  
STATE OF TEXAS

## ANNUAL REPORT OF NON-FINANCIAL DATA

*For Fiscal Year 2013*

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*Commissioners:*

J. Winston Krause,  
*Chairman*

Jodie G. Baggett

Veronica Ann Edwards

Katie Dickie Stavinoha



# TEXAS LOTTERY COMMISSION

Gary Grief, *Executive Director*

Sandra K. Joseph, *Charitable Bingo Operations Director*

December 20, 2013

Honorable Rick Perry, Governor  
Ursula Parks, Director, Legislative Budget Board  
John Keel, CPA, State Auditor

Lady and Gentlemen:

We are pleased to submit the Texas Lottery Commission's *Annual Report of Nonfinancial Data* for the year ended August 31, 2013, in compliance with TEX.GOV'T CODE ANN §2101.0115 and in accordance with the instructions for completing the Annual Report of Nonfinancial Data.

The accompanying report has not been audited and is considered to be independent of the agency's *Annual Financial Report*.

If you have any questions, please contact Kathy Pyka, Controller, at (512)344-5410.

Sincerely,

A handwritten signature in blue ink that reads "Gary Grief". The signature is written in a cursive style with a large, prominent "G" at the beginning.

Gary Grief  
Executive Director

**Unaudited**

**Texas Lottery Commission (362)**

**APPROPRIATION ITEM TRANSFER SCHEDULE\***

For Fiscal Year Ended August 31, 2013

**ITEM OF APPROPRIATION**

<b>ITEM OF APPROPRIATION</b>	<b>Transfers - In</b>	<b>Transfers - Out</b>	<b>Net Transfers</b>
<b>A. Goal: (Operate Lottery)</b>			
<b>Strategies:</b>			
<b>A.1.1.</b> 13005 Lottery Operations	\$ 45,509.64	\$ (542,737.22)	\$ (497,227.58)
<b>A.1.2.</b> 13012 Lottery Field Operations	10,654.38	(90,660.00)	(80,005.62)
<b>A.1.3.</b> 13006 Marketing and Promotion	230,689.89	(46,917.59)	183,772.30
<b>A.1.4.</b> 13008 Security	86,992.61	(74,221.68)	12,770.93
<b>A.1.5.</b> 13009 Central Administration	10,819.48	(766,022.60)	(755,203.12)
<b>A.1.6.</b> 13014 Lottery Operator Contract	-	-	-
<b>A.1.7.</b> 13015 Instant Ticket Production Contract	541,866.57	(3,473,904.00)	(2,932,037.43)
<b>A.1.8.</b> 13007 Mass Media Advertising Contracts	4,260,000.00	-	4,260,000.00
<b>A.1.9.</b> 13017 Drawing & Broadcast Contract	-	-	-
<b>A.1.10.</b> 13018 Market Research Contract	-	(192,069.48)	(192,069.48)
<b>A.1.11.</b> 13019 Retailer Bonus	-	-	-
<b>Total, Goal A: (Operate Lottery)</b>	<b>\$ 5,186,532.57</b>	<b>\$ (5,186,532.57)</b>	<b>\$ -</b>
<b>B. Goal: (Enforce Bingo Laws)</b>			
<b>Strategies:</b>			
<b>B.1.1.</b> 13004 Bingo Licensing	\$ 133,410.92	\$ -	\$ 133,410.92
<b>B.1.2.</b> 13010 Bingo Education and Development	2,167.76	(19,350.36)	(17,182.60)
<b>B.1.3.</b> 13003 Bingo Law Compliance Field Oper	-	(100,677.33)	(100,677.33)
<b>B.1.4.</b> 13020 Bingo Prize Fee Collection & Acct	19,449.01	(35,000.00)	(15,550.99)
<b>B.1.5.</b> 13021 Bingo Prize Fee Allocations	-	-	-
<b>Total, Goal B: (Enforce Bingo Laws)</b>	<b>\$ 155,027.69</b>	<b>\$ (155,027.69)</b>	<b>\$ -</b>
<b>NET APPROPRIATION ITEM TRANSFERS</b>	<b>\$ 5,341,560.26</b>	<b>\$ (5,341,560.26)</b>	<b>\$ -</b>

\*This schedule does not include Salary Increases, Benefit Replacement Pay or Capital Transfers.



**Unaudited**  
**Texas Lottery Commission - Agency 362**

**HUB STRATEGIC PLAN PROGRESS REPORT**

For the Fiscal Year Ended August 31, 2013

(Source: Texas Government Code, Section 2161.124)

Category	Actual for FY 12*	Actual for FY 13*	Goal for FY 14**
Heavy construction other than building contracts ***	N/A	N/A	N/A
Building construction, including general contractors and operative builders contracts ***	N/A	N/A	N/A
Special trade construction contracts	7.93%	0.65%	12.7%
Professional services contracts	75.68%	76.04%	23.6%
Other services contracts	26.55%	30.21%	24.6%
Commodities contracts	42.88%	45.68%	21.0%

\* Actual = Percentage spent with HUBs from Annual Statewide HUB report.

\*\*Goal = The goals for FY14 in the above chart represent the Texas Lottery Commission's agency-specific goals, which were developed and established in accordance with 34 TAC §20.13 (c).

\*\*\*NOTE: The Texas Lottery Commission does not have strategies or programs related to construction. Therefore, the "Heavy Construction" and "Building Construction" categories are not applicable.

  
 Prepared By

**Joyce Bertolacini, HUB Coordinator**  
 Printed Name

**(512) 344-5293**  
 Phone Number

  
 APPROVED BY (Signature Required)

**Gary Grief, Executive Director**  
 Printed Name

**(512) 344-5160**  
 Phone Number

**Unaudited**

**Texas Lottery Commission (362)**

**INDIRECT COST SCHEDULE**

For the Fiscal Year Ended August 31, 2013

**A. Payroll-related Costs**

*(must reconcile to Exhibit II, Annual Financial Report)*

FICA Employer Matching Contribution	\$ 126,427.76
Group Health Insurance	188,398.50
Retirement	93,357.49

**Total Payroll-related Costs** \$ 408,183.75

Benefit Replacement Pay (BRP)	<u>13,015.28</u>
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\$ 13,015.28

**B. Indirect Costs**

*(not reported on operation statements)*

Bond Debt Service Payments	
TFC	32,690.00
TPFA	-
Other (if applicable)	-

**Total Indirect Costs** *(not reported on operating statements)* \$ 32,690.00

**C. Indirect Costs - Statewide Full Cost Allocation Plan**

*(based on FY 2012 Data)*

Building Depreciation	1,833.00
CPA Fiscal and ITD	179,856.00
CPA Purchasing & Support (TPASS)	5,208.00
CPA Rebates	(1,303.00)
CPA Rebates Adjust FY2012	698.00
(313) Dept of Information Resources	1,013.00
(313) DIR Roll Forward Adjustment	(1,021.00)
TFC Planning & Asset Management	17,583.00
TFC Facility Design & Const & Construction	(11,514.00)
Governor Budget & Planning	<u>7,778.00</u>

**Total Indirect Costs - Statewide Full Cost Allocation Plan** \$ 200,131.00

**TOTAL INDIRECT COSTS** \$ 232,821.00

**Unaudited**

**Texas Lottery Commission (362)**

**SCHEDULE OF PROFESSIONAL / CONSULTING AND LEGAL SERVICE FEES**

For the Fiscal Year Ended August 31, 2013

**Professional/Consulting Fees**

Name	Type of Service	Amount
Davila Buschhorn & Associates, PC	Financial and Accounting Services	\$ 852,081.25
Delehanty Consulting	Financial and Accounting Services	106,292.50
Maxwell Locke and Ritter, LLP	Financial and Accounting Services	43,697.50
Weaver & Tidwell, LLP	Financial and Accounting Services	17,454.00
Barker & Herbert Analytical Laboratories, Inc.	Other Professional Services	156,300.00
Elephant Productions Inc.	Other Professional Services	2,770,963.81
Eubank & Young Statistical Consulting, LLC	Other Professional Services	133,600.00
Grant Thornton LLP	Other Professional Services	337,387.00
IPSOS-Reid Corp.	Other Professional Services	554,040.00
Texas Department of Public Safety	Other Professional Services	38,543.00
University of Houston	Other Professional Services	50,000.00
UT Center for Social Work	Other Professional Services	13,100.00
Catapult Systems, Inc.	Information Technology Services	99,180.00
Elsym Consulting, Inc.	Information Technology Services	192,000.00
Five Points & Associates, Inc	Information Technology Services	227,320.00
GOVDELIVERY, Inc.	Information Technology Services	12,060.00
RFD & Associates, Inc.	Information Technology Services	575,000.00
SunGard Availability Services	Information Technology Services	167,968.73
Payments to Other Vendors- Under \$10,000		<u>47,421.80</u>
<b>Total Professional/Consulting Fees</b>		<b>\$ 6,394,409.59</b>
<b>Legal Service Fees</b>		
Meyertons Hood Kilvin Kowert & Goetzel PC	Legal Services- Other	<u>\$ 41,693.58</u>
<b>Total Legal Service Fees</b>		<b>\$ 41,693.58</b>
<b>Total Professional/Consulting &amp; Legal Services Fees</b>		<b><u>\$ 6,436,103.17</u></b>



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**Unaudited**

**Texas Lottery Commission (362)**

**SCHEDULE OF SPACE OCCUPIED**

For the Fiscal Year Ended August 31, 2013

<u>Location</u>	<u>Address</u>	<u>Lessor</u>
<b><u>STATE-OWNED</u></b>		
El Paso	401 E. Franklin Ave, Ste. 150	State Owned
<b><u>FREE SPACE</u></b>		
None		
<b><u>LEASED SPACE</u></b>		
Abilene	209 S. Danville, Suite C-103	Tital Tower LLC DBA Tital Towers 1 LLC
Amarillo	7120 IH-40 West, Suite 110	Amarillo Independent School District
Austin Warehouse & Office Space	8006 Cameron Rd., Suite 720-A	Sabrehal International, LTD
Austin Central Office	611 E. 6th Street	Grant Buildings, L.P.
Austin Convention Center Parking Garage	601 E. 5th Street	City of Austin
<hr/>		
Beaumont	6444 Concord Road	Walker Brothers Properties, L.L.C.
Corpus Christi	4639 Corona, Suite 19	Corona Business Park, L.L.C.
Dallas	1555 W. Mockingbird Ln., Ste 203	Oakbrook Ltd.
Fort Worth	4040 Fossil Creek Blvd, Ste 102	Perry-Tubb Holdings, L.L.P.
Houston	1919 N. Loop W., Suite 100	Weingarten Realty Investors
Houston Parking Garage	1919 N. Loop W., Suite 100	Weingarten Realty Investors
Laredo	1202 Del Mar Blvd., Ste. 4	ANB Resources-Laredo, LTD
Lubbock	6202 Iola Avenue, Ste #900A	Alliance Realty Services
McAllen	4501 West Business 83	John P Tomac and Vazma I Tomac, Trustees
Odessa	4682 E. University, Ste. 100	American Heritage Commercial Properties, Inc.
San Antonio	9514 Console, Ste. 111	Sonora Properties
Tyler	3800 Paluxy Dr., Ste. 330	Genecov Investment, Ltd
Victoria	2306 Leary Ln, Ste. 400	JOVA Incorporated
		<b>Total Lease Space</b>
		<b>TOTAL ALL SPACE</b>

**Note:** Excludes parking spaces and state owned space.

**Unaudited**

**Texas Lottery Commission (362)**

<u>Lease No.</u>	<u>Type</u>	<u>Usable Square Feet / Units</u>		<u>FTE's</u>	<u>Rental per Month</u>		<u>Actual Annual Cost</u>	<u>Remarks</u>
					<u>Sq. Ft./ Units</u>	<u>Cost per Month</u>		
	Office	1,052	Sq. Ft.	2.00	0.0000	0.00	0.00	
		<b>1,052</b>		<b>2.00</b>		<b>\$ -</b>	<b>\$ -</b>	
362-9612	Office	500	Sq. Ft.	2.00	0.6378	\$ 318.92	\$ 3,827.04	Lease expires 7/31/15
304-09612	Office	500	Sq. Ft.	2.00	0.9031	451.54	5,418.48	Lease expires 4/30/12
362-8905-E7A	W/H, Off	21,600	Sq. Ft.	2.00	1.0417	22,500.00	270,000.00	Lease expires 2/14/15
362-9756-E7A	Office	75,578	Sq. Ft.	246.50	2.5442	192,288.46	2,307,461.52	Lease expires 5/7/20
362-1121	Reserved Parking	102	Spaces		130.00	13,260.00	159,120.00	Lease expires 5/31/20
	Unreserved Parking	10	Spaces		110.00	1,100.00	13,200.00	Lease expires 5/31/20
303-6-10142	Office	1,044	Sq. Ft.	2.00	0.9804	1,023.56	12,282.72	Lease expires 2/29/16
362-1612	Office	1,030	Sq. Ft.	2.00	0.84	866.06	10,392.72	Lease expires 10/31/14
362-09873	Office	3,746	Sq. Ft.	9.00	1.4002	5,245.00	62,940.00	Lease expires 7/31/18
304-09996	Office	880	Sq. Ft.	3.00	1.1378	1,001.29	12,015.48	Lease expires 8/28/14
304-10614	Office	2,359	Sq. Ft.	10.00	1.5595	3,678.88	44,146.56	Lease expires 8/31/18
304-10614	Parking	11	Spaces	0.00	30.0000	330.00	3,960.00	Lease expires 8/31/18
304-08087	Office	704	Sq. Ft.	2.00	1.1843	833.72	10,004.64	Lease expires 5/31/18
303-7-10360	Office	615	Sq. Ft.	2.00	0.9615	591.31	7,095.72	Lease expires 6/30/17
324-10252-E11D	Office	960	Sq. Ft.	2.00	1.3705	1,315.67	15,788.04	Lease expires 11/30/14
303-20112	Office	1,064	Sq. Ft.	4.00	0.6667	709.33	8,511.96	Lease expires 8/31/14
303-9328	Office	2,418	Sq. Ft.	6.00	0.9684	2,341.63	28,099.56	Lease expires 4/30/16
304-09797	Office	500	Sq. Ft.	3.00	1.0590	529.49	6,353.88	Lease expires 8/31/17
303-1-20268	Office	754	Sq. Ft.	2.00	1.2958	977.02	11,724.24	Lease expires 7/31/17
		114,252		299.50		249,361.88	2,992,342.56	
		<b>115,304</b>		<b>301.50</b>		<b>\$ 249,361.88</b>	<b>\$ 2,992,342.56</b>	

**Unaudited**  
**Texas Lottery Commission (362)**

**SCHEDULE OF ITEMIZED PURCHASES**

For the Fiscal Year Ended August 31, 2013

<b>Need for specifications</b>	<b>Competing products not satisfactory</b>
Hosting & Maintenance Fee	This service was purchased from GovDelivery Inc. to improve ongoing communication and outreach to Lottery stakeholders. Changing to another vendor for this service would be at a considerable cost to the TLC. Another benefit is that GovDelivery is the only vendor that provides users an option to access other Texas State Agencies' subscription programs.
Maintenance Services	Garron Lottery Products is the manufacturer of the existing machines and equipment utilized by the TLC. The working components of the machine and the design are proprietary in nature and can only be serviced by Garron Lottery Products.
Maintenance Services	Smartplay International Inc. is the manufacturer of the existing machines and equipment utilized by the TLC. The working components of the machine and the design are proprietary in nature and can only be serviced by Smartplay International Inc.
Promotional Event	Participation in this event allows the Texas Lottery to promote and educate the public on Lottery products in areas of the state that have limited promotional opportunities. TLC attendance is based on location, participation and time of the event.
Promotional event	Participation in this event allows the Texas Lottery to promote and educate the public on Lottery products in areas of the state that have limited promotional opportunities. TLC attendance is based on location, participation and time of the event.
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**Unaudited  
Texas Lottery Commission (362)**

<b>Products purchased</b>	<b>PO amount</b>	<b>Vendor name</b>	<b>PO number</b>
Hosting and maintenance fee for GovDelivery Digital and Email Subscription Management Services	\$ 12,060.00	GovDelivery Inc	362-13-9206
Maintenance on draw machines and equipment	\$ 12,617.50	Garron Lottery Products	362-13-9446
Maintenance on draw machines and equipment	\$ 14,400.00	Smartplay International Inc	362-13-9448
Rental of promotional space and related services	\$ 6,000.00	The Pecan Street Association Inc	362-13-0012
Rental of promotional space and related services	\$ 8,000.00	Rave Marketing & Events LLC	362-13-0159
Rental of promotional space and related services	\$ 18,500.00	Round Rock Baseball Club LP	362-13-0145
Rental of promotional space and related services	\$ 7,000.00	Poteet Strawberry Festival	362-13-2090
Rental of promotional space and related services	\$ 10,250.00	Mayfest Inc	362-13-2111
Rental of promotional space and related services	\$ 6,000.00	Univision Radio Broadcasting Texas LP	362-13-2112
Rental of promotional space and related services	\$ 8,500.00	Corpus Christi Baseball Club LP	362-13-4128



**Unaudited  
Texas Lottery Commission (362)**

<b>Need for specifications</b>	<b>Competing products not satisfactory</b>
Promotional event	Participation in this event allows the Texas Lottery to promote and educate the public on Lottery products in areas of the state that have limited promotional opportunities. TLC attendance is based on location, participation and time of the event.
Promotional event	Participation in this event allows the Texas Lottery to promote and educate the public on Lottery products in areas of the state that have limited promotional opportunities. TLC attendance is based on location, participation and time of the event.
Conference Registration	The Texas Conference for Women provides the opportunity to bring together thousands of women for networking, professional development and personal growth. The 2013 conference is being held in Austin, Texas which also provides an excellent training opportunity for Texas Lottery employees to attend at only the cost of registration.
Licensed Property	Licensed property scratch-off games help serves a niche by capitalizing on well known, branded concepts. The agency believes that the strength of the Dallas Cowboys' brand combined with the excitement related to second chance drawings for merchandise and experiential prize packages will create a successful game that will contribute positively to lottery sales and revenue generation for the Foundation School Fund.
Licensed Property	Licensed property scratch-off games help serve a niche by capitalizing on well known, branded concepts. The agency believes that the strength of the Houston Texans' brand combined with the excitement related to second chance drawings for merchandise and experiential prize packages will create a successful game that will contribute positively to lottery sales and revenue generation for the Foundation School Fund.
Membership Dues	North American Association of State and Provincial Lotteries (NASPL) represents 52 lottery organizations. The Association's mission is to assemble and disseminate information and benefits of state and provincial lottery organizations through education and communications and where appropriate, publicly advocate the positions of the Association on matters of general policy. Executive Director, Gary Grief, currently serves on the Executive Committee of NASPL.
Drawing Machines and Ball Sets	The Daily 4 Drawing Machines and ball sets are custom designed by Smartplay International. Purchasing these Drawing Machines and Ball Sets from Smartplay International will ensure that the specifications for the Daily 4 draw game drawings are constant, along with the current appearance, consistency and design.
Promotional event	Participation in this event allows the Texas Lottery to promote and educate the public on Lottery products in areas of the state that have limited promotional opportunities. TLC attendance is based on location, participation and time of the event.
Promotional event	Participation in this event allows the Texas Lottery to promote and educate the public on Lottery products in areas of the state that have limited promotional opportunities. TLC attendance is based on location, participation and time of the event.
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**Unaudited  
Texas Lottery Commission (362)**

<b>Products purchased</b>	<b>PO amount</b>	<b>Vendor name</b>	<b>PO number</b>
Rental of promotional space and related services	\$ 7,500.00	City of Richardson	362-13-2119
Rental of promotional space and related services	\$ 7,500.00	Town of Addison	362-13-2180
Registration costs to attend the 14th Annual Texas Conference for Women	\$ 5,720.00	The Texas Conference for Women	362-13-0222
Licensed Property Scratch-Off Games with the Dallas Cowboys	\$ 3,700,000.00	Pro Silver Star Ltd	362-13-2219
Licensed Property Scratch-off Games with the Houston Texans	\$ 1,485,000.00	Houston NFL Holdings LP	362-13-2217
Membership Dues for North American Association of State & Provincial Lotteries	\$ 16,000.00	North American Association of State and Provincial Lotteries	362-13-0214
Daily 4 Machines and Ball Sets	\$ 44,334.00	Smartplay International Inc	362-13-4158
Rental of promotional space and related services	\$ 11,000.00	City of Grapevine DBA CVB Festival Operations Account	362-13-0003
Rental of promotional space and related services	\$ 6,000.00	SL Baseball LLC	362-13-0219
Rental of promotional space and related services	\$ 13,500.00	Hicks Cedar Park LLC	362-13-0084

**Unaudited**  
**Texas Lottery Commission (362)**

**Need for specifications**

**Competing products not satisfactory**

Promotional event	Participation in this event allows the Texas Lottery to promote and educate the public on Lottery products in areas of the state that have limited promotional opportunities. TLC attendance is based on location, participation and time of the event.
Lease Hold Improvements	The Texas Lottery Commission leases the Austin Headquarters building from Spire Realty and is currently requesting a lease hold improvement to meet business needs. As indicated in the attached documents, all lease hold improvements must be handled through Spire Realty who is required to obtain competitive bids for improvements over \$5,000.
Hardware and Software	The Texas Lottery Commission leases the hardware and software with Unique Digital, Inc. and Insight Investments Corp. which will terminate in February 2013. The hardware and software is in excellent condition and this procurement will result in a substantial cost savings to the agency.
Licensed Property	Licensed property scratch-off games help serves a niche by capitalizing on well known, branded concepts. The TLC has evaluated the potential for a licensed property scratch-off game featuring the KISS brand. The agency believes that the strength of the KISS brand combined with the excitement related to second chance drawings for merchandise and experiential prize packages will create a successful game that will contribute positively to lottery sales and revenue generation for the Foundation School Fund.

**Unaudited**  
**Texas Lottery Commission (362)**

<b>Products purchased</b>	<b>PO amount</b>	<b>Vendor name</b>	<b>PO number</b>
Rental of promotional space and related services	\$ 6,500.00	TFOC Inc - The Friends of Conroe	362-13-0004
Lease Hold Improvements for Grant Building - Austin L.P.	\$ 73,634.28	Grant Building - Austin LP c/o Spire Realty Group LLC	362-13-4013
Buyout of Used Equipment; Dell Hardware & Commvault Software	\$ 14,480.00	Insight Investments LLC	362-13-2060
Licensed Property Scratch-off Games with the KISS band	\$ 624,000.00	KISS Catalog Ltd c/o Joseph Young Associates Ltd	362-13-9020

**Unaudited**

**Texas Lottery Commission (362)**

**SCHEDULE OF VEHICLES PURCHASED**

For the Fiscal Year Ended August 31, 2013

<b>Make</b>	<b>Model</b>	<b>Purchase Price</b>	<b>Type of Use</b>	<b>Fuel Efficiency</b>
Ford	2013 E250 Cargo Van	\$21,992.00	Delivery	14 MPG



**Unaudited**

**Texas Lottery Commission (362)**

**PERSONNEL USE OF STATE VEHICLES**

For the Fiscal Year Ended August 31, 2013

<b>Year</b>	<b>License Plate</b>	<b>Model</b>	<b>Description</b>	<b>Name and job title of each employee authorized to use a state-owned or state-leased vehicle:</b>
1996	709005	Dodge Ram 1500	Cargo Van	By Lottery Commission policy, a Commission motor vehicle may not be assigned to a specific employee or agency head, but must be available for use by all eligible employees authorized to operate the vehicles. Therefore, all Lottery Commission state-owned or state-leased vehicles are considered pooled vehicles and are used in the daily course of business by employees meeting the Lottery's requirements for operating a vehicle.
2013	1141206	Ford E250	Cargo Van	



# 2013



## TEXAS LOTTERY COMMISSION

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AN AGENCY OF THE  
STATE OF TEXAS