



2017







AN AGENCY OF THE STATE OF TEXAS

ANNUAL REPORT OF NON-FINANCIAL DATA

Commissioners:

J. Winston Krause, Chairman

Carmen Arrieta-Candelaria

Doug Lowe Robert Rivera



TEXAS LOTTERY COMMISSION

Gary Grief, Executive Director

Alfonso D. Royal III, Charitable Bingo Operations Director

December 14, 2017

Honorable Greg Abbott, Governor Ursula Parks, Director, Legislative Budget Board Lisa Collier, First Assistant State Auditor

Ladies and Gentlemen:

We are pleased to submit the Texas Lottery Commission's Annual Report of Nonfinancial Data for the year ended August 31, 2017, in compliance with the 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

Gary Grief

Executive Director

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SCHEDULE OF BONDED EMPLOYEESFor the Fiscal Year Ended August 31, 2017

LIST OF BONDED EMPLOYEES

None

SCHEDULE OF SPACE OCCUPIED

For the Fiscal Year Ended August 31, 2017

Location	Address	Lessor
STATE-OWNED		
El Paso	401 E. Franklin Ave, Suite 150	State Owned
		Total State-Owned Space
FREE SPACE		
None		
		Total Free Space
LEASED SPACE		
Abilene	209 S. Danville, Suite C-103	Titan Tower LP DBA Titan Towers 1, LP
Amarillo	7120 IH-40 West, Suite 110	Amarillo Independent School District
Austin Warehouse & Office Space	8006 Cameron Rd., Suite F	Sabrehal International, LTD
Austin Central Office	611 E. 6th Street	Lynx Grant, LLC
*Austin Convention Center Parking Garage	601 E. 5th Street	City of Austin Convention Center
Beaumont	6444 Concord Road	Walker Brothers Properties, LLC
Corpus Christi	4639 Corona, Suite 19	Corona Business Park, LLC
Dallas	8700 N Stemmons Fwy, Suite 140	8700 Ricchi LLC
Fort Worth	4040 Fossil Creek Blvd, Suite 102	Perry-Tubb Holdings, LLP
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., Suite 4	ANB Resources-Laredo, LTD
Lubbock	6202 Iola Avenue, Ste #900A	High Impact Properties Texas, LTD
McAllen	4501 West Business 83, Suite A2	Vazma I Tomac, Trustee of the Tomac Revocable Trust
Odessa	4682 E. University, Suite 100	American Heritage Commercial Properties, Inc.
San Antonio	9514 Console, Suite 111	AGS Real Estate Investments, LLC
Tyler	3800 Paluxy Dr., Suite 330	Genecov Investment, LTD
Victoria	2306 Leary Ln, Suite 400	Victoria PJNP, LLC
		Total Lease Space

Note: Total Lease Space excludes parking spaces.

TOTAL ALL SPACE

					Rent	tal pe	er Month			
		Usable			Cost per					
		Square Fe	eet		Sq. Ft./		Cost per	A	Actual Annual	
Lease No.	Туре	/ Units		FTE's	Units		Month		Cost	Remarks
	O#:	4.050	C = . E4	0.00	0.0000	Φ.		•		
	Office	1,052	Sq. Ft.	2.00	0.0000	\$	-	\$	-	
	_	1,052	Sq. Ft.	2.00		\$	-	\$		
		0	Sq. Ft.	0.00	0.0000	\$	-	\$	-	
	_	0	Sq. Ft.	0.00		\$	-	\$	-	
8976	Office	500	Sq. Ft.	2.00	0.6964	\$	348.18	\$	4,181.29	Lease expires 07/31/2
9612	Office	500	Sq. Ft.	2.00	0.9031		451.54		5,418.48	Lease expires 04/30/2
362-8905	W/H, Office	21,600	Sq. Ft.	2.00	1.0731		23,180.00		278,160.00	Lease expires 02/29/2
362-9756	Office	75,578	Sq. Ft.	268.00	2.6202		198,028.42		2,353,692.15	Lease expires 05/07/2
TLC001/015	Unreserved Parking	112	Spaces	0.00	160.000		17,920.00		210,915.37	Lease expires 09/30/2
303-6-10142	Office	1,044	Sq. Ft.	2.00	0.9878		1,031.23		12,374.76	Lease expires 02/28/2
1612	Office	1,030	Sq. Ft.	2.00	0.8442		869.52		10,434.24	Lease expires 10/31/
303-5-10925	Office	3,011	Sq. Ft.	10.00	1.1368		3,422.82		41,073.84	Lease expires 11/30/2
9996	Office	880	Sq. Ft.	3.00	1.1378		1,001.29		12,015.48	Lease expires 08/31/
10614	Office	2,359	Sq. Ft.	12.00	1.5751		3,715.67		44,588.04	Lease expires 08/31/
10614	Parking	12	Spaces	0.00	30.0000		360.00		4,320.00	Lease expires 08/31/
8087	Office	704	Sq. Ft.	2.00	1.1843		833.72		10,004.64	Lease expires 05/31/
303-7-10360	Office	585	Sq. Ft.	2.00	1.0148		593.67		7,124.04	Lease expires 06/30/2
10252	Office	960	Sq. Ft.	2.00	1.6348		1,569.36		18,804.24	Lease expires 12/31/
20112	Office	1,064	Sq. Ft.	4.00	1.3356		1,421.08		17,052.96	Lease expires 08/31/
9328	Office	2,418	Sq. Ft.	7.00	1.1250		2,720.25		32,643.00	Lease expires 04/30/2
9797	Office	500	Sq. Ft.	2.00	1.0590		529.49		6,353.88	Lease expires 12/31/
303-1-20268	Office	754	Sq. Ft.	2.00	1.3140		990.74		11,884.93	Lease expires 06/30/2
	<u> </u>	113,487	Sq. Ft.	324.00		\$	258,986.98	\$	3,081,041.34	
	_									
	<u>-</u>	114,539	Sq. Ft.	326.00		\$	258,986.98	\$	3,081,041.34	

SCHEDULE OF PROFESSIONAL/CONSULTING FEES AND LEGAL SERVICE FEES For the Fiscal Year Ended August 31, 2017

Professional/Consulting Fees

Name	Type of Service	Amount
Media Management Inc.	Consultant Services - Other	\$ 21,000.00
Texas State University	Educational/Training Services	10,351.25
DK Partners PC	Financial and Accounting Services	888,821.53
McConnell & Jones LLP	Financial and Accounting Services	228,871.66
Weaver & Tidwell LLP	Financial and Accounting Services	73,192.25
Berry Dunn McNeil & Parker LLC	Financial and Accounting Services	60,000.00
Barker & Herbert Analytical Laboratories Inc.	Other Professional Services	176,750.00
Elephant Productions Inc.	Other Professional Services	2,629,177.92
Eubank & Young Statistical Consulting LLC	Other Professional Services	169,290.00
Grant Thornton LLP	Other Professional Services	222,270.00
Texas Department of Public Safety	Other Professional Services	40,675.00
University of Houston	Other Professional Services	67,920.00
UT - Austin School of Social Work	Other Professional Services	14,050.00
Strategic Research Partners	Other Professional Services	142,600.00
Terry A Socol	Other Professional Services	200,625.00
Elsym Consulting Inc.	Information Technology Services	192,000.00
RFD & Associates Inc.	Information Technology Services	499,165.00
Solid Border Inc	Information Technology Services	11,276.00
Agencies of Change LLC	Information Technology Services	194,160.00
Texas Department of Information Resources	Computer Services-Statewide Tech Ctr	35,041.60
Payments to Other Vendors- Under \$10,000		18,318.75
	Total Professional/Consulting Fees	\$ 5,895,555.96
Legal Service Fees		
Meyertons Hood Kivlin Kowert & Goetzel PC	Legal Services	19,321.64
	Total Legal Service Fees	\$ 19,321.64
Total P	rofessional/Consulting & Legal Services Fees	\$ 5,914,877.60

SCHEDULE OF ITEMIZED PURCHASES

For the Fiscal Year Ended August 31, 2017

Need for specifications	Competing products not satisfactory
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. The purchase is for promotional space rental and for related services.
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Conference Registration	The Texas Conference for Women provides the opportunity to bring together thousands of women for networking, professional development and personal growth. The 2017 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.
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.
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. The purchase is for promotional space rental and for related services.
Promotional Sponsorship	ARK Group of Irving Inc. has the rights to license the trademarks of the Music Factory in Irving, Texas for advertising and promotional support (including the rights to place Texas Lottery advertisements in the Music Factory and related trademarks) to market and promote Texas Lottery games. In addition, this agreement provides the Texas Lottery promotions through Live Nation, the largest producer of live concerts in the world. The agency believes that the strength of the Music Factory venue and Live Nation brand combined with the opportunity to reach additional players with the Texas Lottery brand will enhance sales and lottery games, and contribute positively to lottery sales and revenue generation for the Foundation School Fund.

Products purchased	F	O amount	Vendor name	PO number
Maintenance on Drawing Machines and Equipment	\$	17,500.00	Garron Lottery Products	362-17-9003
Maintenance on Drawing Machines and Equipment	\$	18,920.00	Smartplay International, Inc.	362-17-9481
Participation in a promotional event	\$	8,000.00	The Pecan Street Association, Inc.	362-17-4152
Participation in a promotional event	\$	25,000.00	Texas Stars LP	362-17-4048
Participation in a promotional event	\$	18,500.00	Round Rock Baseball Club LP	362-17-4109
Participation in a promotional event	\$	9,000.00	Poteet Strawberry Festival	362-17-4108
Participation in a promotional event	\$	12,000.00	Mayfest, Inc.	362-17-4118
Participation in a promotional event	\$	7,500.00	Rey Feo Consejo Educational Foundation C/O Chase & Chase CPA's PLLC	362-17-4132
Participation in a promotional event	\$	9,000.00	Corpus Christi Baseball Club LP	362-17-4143
Participation in a promotional event	\$	7,500.00	City of Richardson	362-17-4120
Registration costs for Annual Texas Conference for Women	\$	10,230.00	The Texas Conference for Women	362-17-4167
Membership Dues for NASPL	\$	20,000.00	North American Association of State and Provincial Lotteries	362-17-9357
Participation in a promotional event	\$	9,135.00	El Paso Stadium Operations Company	362-17-4121
Promotional & Sponsorship Agreement	\$	100,000.00	.ARK Group of Irving, Inc.	362-17-9390

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. The purchase is for promotional space rental and for related services.
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. The purchase is for promotional space rental and for related services.
Drawing Machines & Ball Sets	The Texas Lottery is replacing three (3) of the current Daily 4 drawing machines. The three (3) drawing machines will be added to the existing fleet. The Daily 4 drawing machines are custom designed by Smartplay International for the Texas Lottery Commission. Purchasing these drawing machines from Smartplay International will ensure the specifications for the Daily 4 game drawings are constant, along with the current appearance, consistency and design.
Membership Dues	The World Lottery Association (WLA) has a role to play in setting international standards and recommending best practices in the lottery industry. Membership with this association will provide the Texas Lottery with additional resources to continue its mission of generating revenue for the State of Texas through the responsible management and sale of entertaining lottery products.
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. The purchase is for promotional space rental and for related services.
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. The purchase is for promotional space rental and for related services.
Registration	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. This seminar provides an excellent opportunity to keep abreast of industry marketing trends, new products, legal and financial activity.
Registration	National 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. The Conference provides an excellent opportunity to keep abreast of industry marketing trends, new products, legal and financial activity.
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. The purchase is for promotional space rental and for related services.
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. The purchase is for promotional space rental and for related services.
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. The purchase is for promotional space rental and for related services.
Leasehold Improvement	The Texas Lottery Commission leases the Lubbock Claim Center and is requesting a leasehold improvement to meet business needs for minor construction services to improve the overall appearance and functionality of the lease spaced. Leasehold improvements are handled through the leasing agent who is ultimately responsible for protecting the property.
Live Scan Fingerprinting Services	Morpho Trust has an exclusive Contract with the Texas Department of Public Safety for its fingerprinting services program and TXDPS will only accept electronic fingerprints through this system. Morpho Trust's system is the only option for the Texas Lottery to timely transmit electronic fingerprints in relation to its background checks.

Products purchased	Р	O amount	Vendor name	PO number
Participation in a promotional event	\$	8,000.00	City of Hidalgo	362-17-4116
Participation in a promotional event	\$	6,000.00	Townsquare Media of El Paso Inc.	362-17-4149
Daily 4 Drawing Machines & ball sets	\$	71,024.00	Smartplay International, Inc.	362-17-4146
Membership Dues for the World Lottery Association	\$	30,000.00	World Lottery Association	362-17-9321
Participation in a promotional event	\$	12,000.00	Feld Motor Sports Inc.	362-17-4105
Participation in a promotional event	\$	10,500.00	Texas Hunters Expo	362-17-4199
Registration costs for NASPL Professional Development Seminar	\$	9,100.00	National American Association of State and Provincial Lotteries	362-17-2121
Registration costs for NASPL Business Development and Product Innovation Conference	\$	10,125.00	National American Association of State and Provincial Lotteries	362-17-0016
Participation in a promotional event	\$	10,200.00	Houston Asian American Festival Association	362-17-4077
Participation in a promotional event	\$	10,000.00	SL Baseball, LLC	362-17-4094
Participation in a promotional event	\$	7,000.00	Pasadena Strawberry Festival	362-17-4111
Leasehold improvement for Lubbock Claim Center	\$	9,750.00	High Impact Properties Texas, LTD	362-17-4084
Live Scan Fingerprinting Services	\$	6,700.00	Morpho Trust USA, LLC	362-17-9335

Need for specifications	Competing products not satisfactory
Registrations	La Fleur's Magazine is the premier trade publication reporting on the worldwide lottery industry and is used by government lottery executives, industry supplies and government officials. Information related to the Texas Lottery's line of business will be covered during this 4-day conference through presentations, interactive breaks, lottery executive panels and private lottery marketer workshops. The December 2016 conference is being held in Austin, Texas and is co-sponsored by the Texas Lottery.
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.
Trademark License	Frisco Management, LP a Texas limited partnership that owns and/or has the rights to license the trademarks of The Star Complex in Frisco, Texas (the Dallas Cowboys new training complex), for advertising and value-added marketing and promotional support (including the rights to place Texas Lottery advertisements in and to use The Star Complex, complex and related trademarks) to market and promote Texas Lottery games, including but not limited to a Dallas Cowboys scratch-off games(s). The agency believes that the strength of the Dallas Cowboys' brand combined with the additional marketing and promotional support, will create a successful Dallas Cowboys game, enhance the sales of this game and other Texas Lottery games, and contribute positively to lottery sales and revenue generation for the Foundation School Fund.
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.

Products purchased	PO amount	Vendor name	PO number
Registration costs for LaFleur's 2016 Lottery Conclave & Interactive Summit Conference	\$ 22,900.00	TLF Publications, Inc.	362-17-0048
Licensed Property Scratch-off Games with the Houston Texans	\$ 1,485,750.00	Houston NFL Holdings, LP	362-17-9447
Trademark License and Promotional Support Agreement	\$ 824,000.00	Frisco Management LP	362-17-9039
Licensed Property Scratch-Off Games with the Dallas Cowboys	\$ 3,806,000.00	Pro Silver Star Ltd	362-17-9035

3

Unaudited

STATE AGENCY PROGRESS REPORT

(Source: Texas Government Code, Title 10, Subtitle D, Section 2161.124)

Agency Name: **Texas Lottery Commission** Report for Fiscal: Agency #: 362 2017 Fiscal 2016 Fiscal 2017 Fiscal 2018 **HUB Report Procurement Categories** Agency-% of Dollars Agency-% of Dollars Agency-Specific Specific Specific Spent Spent w/HUBs** **HUB Goal*** w/HUBs** **HUB Goal* HUB Goal*** Heavy construction other than building contracts 0.00% 0.00% 0.00% 0.00% 0.00% Building construction, including general contractors and operative builders contracts 0.00% 0.00% 0.00% 0.00% 0.00% Special trade construction contracts 10.20% 44.73% 11.10% 6.87% 10.70%

23.70%

26.00%

21.10%

* For each of the procurement categories listed, enter your Agency-Specific HUB Goals.

** For each of the procurement categories listed, enter the percentage of dollars the agency spent with HUBs as reflected in the Annual Abb Reports.

Prepared By:

Eric Williams, HUB Coordinator **Printed Name:**

Printed Name:

Approved by:

92.24%

11.82%

62.95%

Gary Grief, Executive Director

23.70%

26.00%

21.10%

Phone Number:

Professional services contracts

Other services contracts

Commodities contracts

512-344-5241

Phone Number:

512-344-5160

78.22%

12.92%

62.69%

23.70%

26.00%

21.10%

(Rev. 12/14)

AGENCY 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 to the TLC.

APPROPRIATION ITEM TRANSFER SCHEDULE*

For Fiscal Year Ended August 31, 2017

ITEM OF APPROPRIATION

TIEWIOF F	KEEKOEI	MATION							
			Transfers - In		Transfers - Out		Net Transfers		
A. Goal:	(Operate	Lottery)							
Strategies:									
A.1.1.	13005	Lottery Operations	\$	271,746.91	\$	(274,797.02)	\$	(3,050.11)	
A.1.2.	13012	Lottery Field Operations		106,933.35		(163,496.41)		(56,563.06)	
A.1.3.	13006	Marketing and Promotion		1,544,482.88		(414,598.94)		1,129,883.94	
A.1.4.	13008	Security		175,499.32		(1,155,127.87)		(979,628.55)	
A.1.5.	13009	Central Administration		69,310.38		(1,578,396.34)		(1,509,085.96)	
A.1.6.	13014	Lottery Operator Contract		-		-		-	
A.1.7.	13015	Instant Ticket Production Contract		2,567,231.85		-		2,567,231.85	
A.1.8.	13007	Mass Media Advertising Contracts		-		(115,915.11)		(115,915.11)	
A.1.9.	13017	Drawing & Broadcast Contract		-		(312,393.00)		(312,393.00)	
A.1.10.	13018	Market Research Contract		-		(135,305.00)		(135,305.00)	
A.1.11.	13019	Retailer Bonus		-		(585,175.00)		(585,175.00)	
A.1.12.	13023	Retailer Commissions		-		-		-	
Total, Goal A: (Operate Lottery)			\$	4,735,204.69	\$	(4,735,204.69)	\$	-	
B. Goal: (Enforce Bingo Laws)									
Strategies:									
B.1.1.	13004	Bingo Licensing	\$	78,000.00	\$	(92,385.00)	\$	(14,385.00)	
B.1.2.	13010	Bingo Education and Development		-		(35,349.00)		(35,349.00)	
B.1.3.	13003	Bingo Law Compliance Field Oper		-		(83,472.00)		(83,472.00)	
B.1.4.	13020	Bingo Prize Fee Collection & Acct		133,206.00		-		133,206.00	
Total, Goal B: (Enforce Bingo Laws)			\$	211,206.00	\$	(211,206.00)	\$		
	NET APP	PROPRIATION ITEM TRANSFERS	\$	4,946,410.69	\$	(4,946,410.69)	\$	-	

^{*}This schedule does not include Salary Increases, Benefit Replacement Pay, Capital Transfers or Rider Transfers.

SCHEDULE OF VEHICLES PURCHASED For the Fiscal Year Ended August 31, 2017

Make	Model	Purchase Price	Type of Use	Fuel Efficiency

Not Applicable



2017







TEXAS LOTTERY COMMISSION

P.O. BOX 16630 AUSTIN, TEXAS 78761-6630 PHONE 512.344.5000 FAX 512.478.3682

TXLOTTERY.ORG
TXBINGO.ORG



AN AGENCY OF THE STATE OF TEXAS

SCHEDULE OF STATE-OWNED OR LEASED VEHICLES **USED BY STATE EMPLOYEES**For the Fiscal Year Ended August 31, 2017

Voor	License Plate	Model	Description	Name and job title of each employee authorized to
Year	Piate	Model	Description	use a state-owned or state-leased vehicle:
2014 2013	1164644 1141206	Ford E350 Ford E250	Wagon XL Super Duty Ford 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.