

2020



# MINORITY BUSINESS PARTICIPATION REPORT



AN AGENCY OF THE  
STATE OF TEXAS

*For The Fiscal Year Ending  
August 31, 2020*

*Commissioners:*  
Robert G. Rivera,  
*Chairman*  
Cindy Fields  
Mark A. Franz  
Erik C. Saenz  
Jamey Steen



# TEXAS LOTTERY COMMISSION

Gary Grief, *Executive Director*

Tyler Vance, *Acting Charitable Bingo Operations Director*

April 8, 2021

The Honorable Greg Abbott  
The Honorable Dan Patrick  
The Honorable Dade Phelan  
Members of the 87<sup>th</sup> Legislature

Ladies and Gentlemen:

In accordance with the Texas Government Code, §466.107, the Texas Lottery Commission is submitting its annual Minority Business Participation Report for fiscal year (FY) 2020.

During FY 2020, the agency achieved an overall participation of 14.78% in its minority/Historically Underutilized Business (HUB) contracting activity, which represented a decrease of approximately three percentage points from FY 2019's performance of 17.66%. Also, in FY 2020, a very limited number of outreach events were conducted as a result of the COVID-19 pandemic. In addition, the agency continued to surpass its 20% goal for minority retailers.

During FY 2021, the Texas Lottery will continue to implement initiatives designed to increase the minority/HUB participation in its business operations.

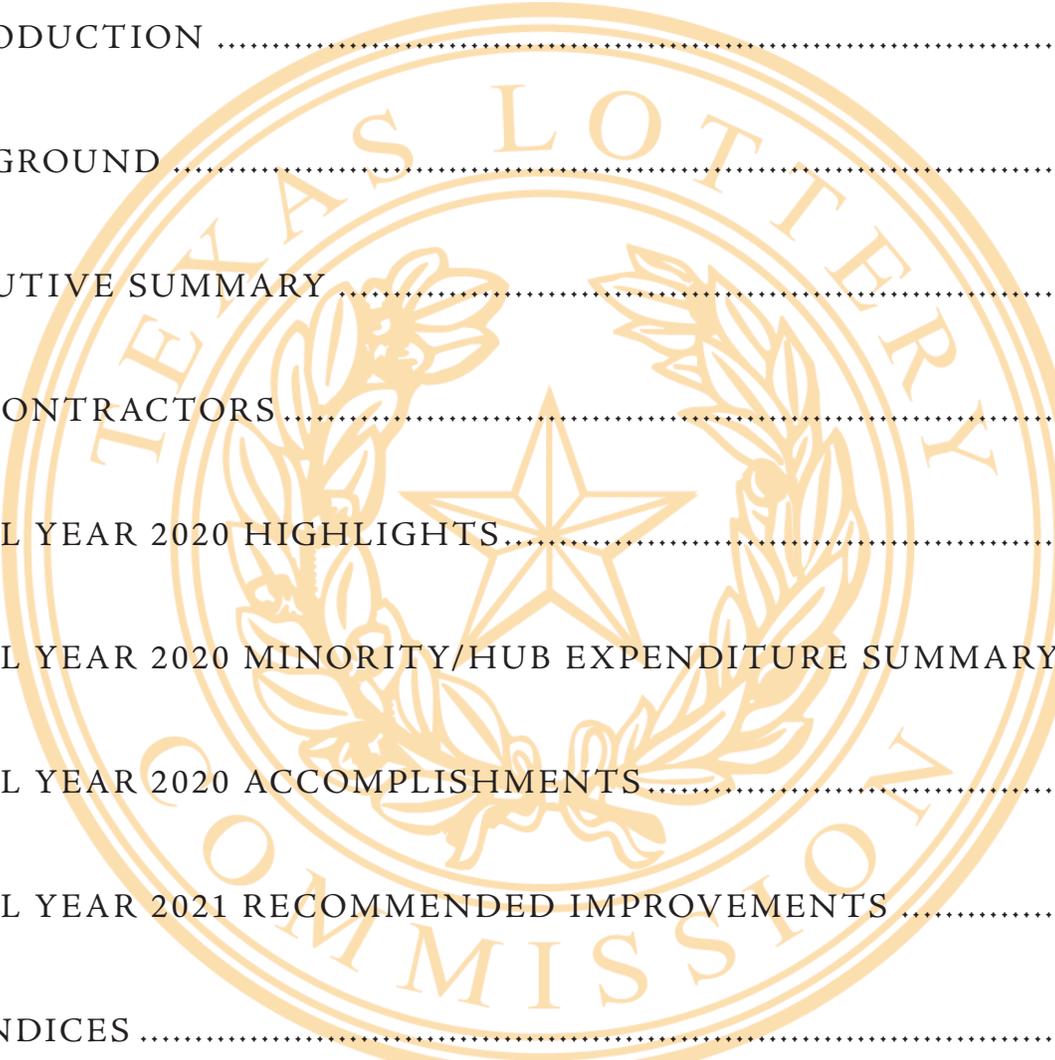
Should you have any questions regarding the report, please do not hesitate to contact our Executive Director, Gary Grief.

Sincerely,

A handwritten signature in black ink, appearing to read "R. Rivera".

Robert G. Rivera  
Chairman

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The seal of the Texas Lottery Commission is a large, circular emblem in the background. It features a central five-pointed star surrounded by a wreath of olive and oak branches. The words "TEXAS LOTTERY" are arched across the top, and "COMMISSION" is arched across the bottom.

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# MINORITY BUSINESS PARTICIPATION REPORT

FISCAL YEAR 2020

## INTRODUCTION

The Texas Lottery Commission (TLC) has prepared its annual Minority Business Participation Report for FY 2020 in accordance with Section 466.107 of the State Lottery Act. This report documents the agency’s level of minority business participation both in its lottery and bingo contracting activity, and in the licensing of lottery retailers. It also provides recommendations for the improvement of lottery-related minority business opportunities.

As defined by the State Lottery Act, a “minority business” is a “business entity at least 51% of which is owned by minority group members or, in the case of a corporation, at least 51% of the shares of which are owned by minority group members.” Minority group members include African Americans, American Indians, Asian Americans, Mexican Americans and other Americans of Hispanic origin. Throughout this report, the terms “minority-owned business” and “minority business” are used interchangeably.

The Texas Lottery Commission’s HUB Program adopts by reference the rules administered by the Office of the Comptroller of Public Accounts regarding historically underutilized businesses, which are set forth in the Texas Administrative Code, Title 34, Part 1, Chapter 20, Subchapter D, §§20.281 – 20.298. In addition to the minority group members noted above, the Comptroller’s definition also includes businesses owned by women and service-disabled veterans.

Although it is not specifically addressed by the State Lottery Act, the TLC also has a strong commitment to including minorities in its business operations by maintaining a diverse workforce. Information about this area is included in Appendix D of the report (page 26).



## BACKGROUND

### TEXAS LOTTERY COMMISSION VISION

To be the preeminent Lottery and Charitable Bingo agency through innovative leadership.

### TEXAS LOTTERY MISSION

The Texas Lottery is committed to generating revenue for the State of Texas through the responsible management and sale of entertaining lottery products. The Texas Lottery will incorporate the highest standard of security, integrity and responsible gaming principles, set and achieve challenging goals, provide quality customer service and utilize a TEAM approach.

### CHARITABLE BINGO MISSION

Provide authorized organizations the opportunity to raise funds for their charitable purposes by conducting bingo. Determine that all charitable bingo funds are used for a lawful purpose. Promote and maintain the integrity of the charitable bingo industry throughout Texas.

### CORE VALUES

The Texas Lottery Commission combines private business management principles with public service standards of conduct in all its operations. The following values guide us in our work:

- Integrity and Responsibility
- Innovation
- Fiscal Accountability
- Customer Responsiveness
- Teamwork
- Excellence

### MINORITY/HUB COMMITMENT

The Texas Lottery Commission is committed to assisting and including minority-owned businesses and Historically Underutilized Businesses (HUBs) in its procurement opportunities. In accordance with the provisions of the State Lottery Act and the state's HUB rules, the agency and its contractors make a good faith effort to contract and subcontract with minority-owned businesses for the purchase of goods and services for the operation of the agency.

### MINORITY/HUB PROGRAM

The TLC's Minority/HUB Program functions as part of the agency's Administration Division. The agency's HUB Coordinator is responsible for advising and assisting the TLC in complying with the requirements of the State Lottery Act and the state's HUB rules. The agency's Minority/HUB Program operates in three key areas to promote the inclusion and utilization of minority-owned businesses and HUBs: outreach activities, contract compliance and reporting.

## OUTREACH ACTIVITIES

Outreach activities make up one of the most important components of the TLC's Minority/HUB Program. The purpose of these activities is to inform minority/HUB vendors about opportunities to provide goods and services to the agency and its contractors. Outreach is performed primarily by participating in business opportunity forums and other events throughout the state. The TLC HUB Coordinator may also assist in planning and cosponsoring statewide events in cooperation with other state agencies. In addition, the agency conducts an annual HUB Forum to inform minority/HUB vendors about TLC procurement processes and to provide networking opportunities. In FY 2020, outreach events were severely hampered by the onset of the COVID-19 Pandemic. A very limited number of outreach events were conducted. A chart listing the outreach events in which the agency participated during FY 2020 is available in Appendix C (page 25).

Other types of outreach activities include providing information to prospective vendors via the TLC website, coordinating meetings with individual minority/HUB vendors, administering the agency's Mentor-Protégé Program, and assisting eligible businesses with obtaining state HUB certification.

## CONTRACT COMPLIANCE

The TLC's HUB Coordinator, Purchasing and Contracts staff, and administering divisions work collaboratively to maintain vendor compliance with contract terms relating to minority and HUB participation. The first step in this process involves assisting the agency with making HUB subcontracting determinations for contracts with an expected value of \$100,000 or more prior to releasing solicitations. Pre-bid and pre-proposal conferences are held to highlight the TLC's HUB policy and subcontracting plan requirements. The HUB Coordinator also assists evaluation teams by reviewing HUB Subcontracting Plans submitted with bids/proposals to determine whether good faith effort criteria were met. Finally, the agency's subcontracting plans are monitored for compliance following contract award.

## REPORTING

The TLC's minority/HUB expenditures are monitored throughout the year. Monthly internal minority/HUB participation reports are distributed to agency directors, and periodic updates are provided to TLC commissioners. In addition, HUB sub-contracting expenditures and supplemental information are reported twice annually to the Comptroller of Public Accounts (CPA) for inclusion in the Statewide HUB Reports. HUB participation information is included in the agency's Strategic Plan, Legislative Appropriations Request, and Annual Report of Non-Financial Data.

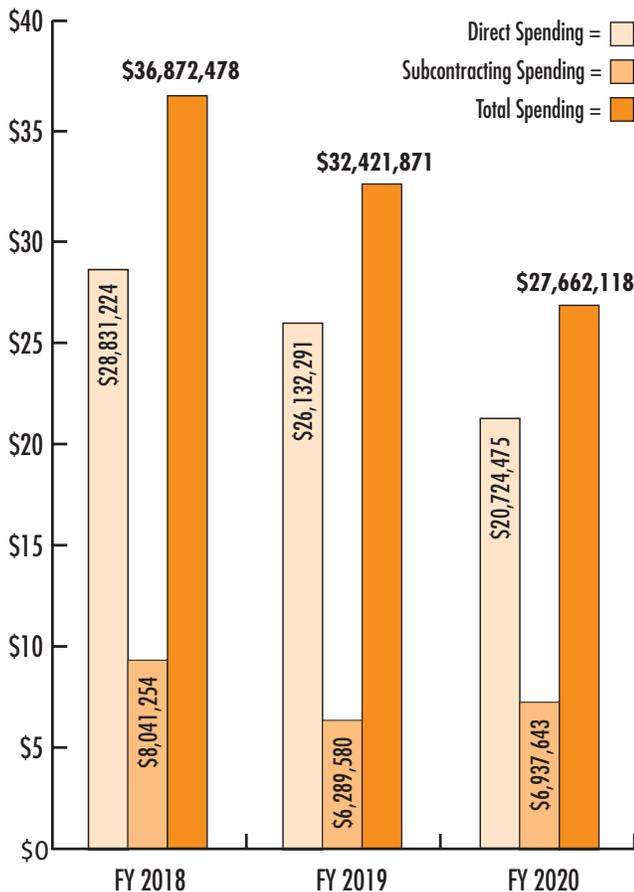


## EXECUTIVE SUMMARY

During FY 2020, the TLC continued its efforts to provide opportunities for minority-owned businesses to participate in its procurement processes. Developing contacts with minority-owned businesses in Texas and licensing minority retailers are essential to the agency's initiatives.

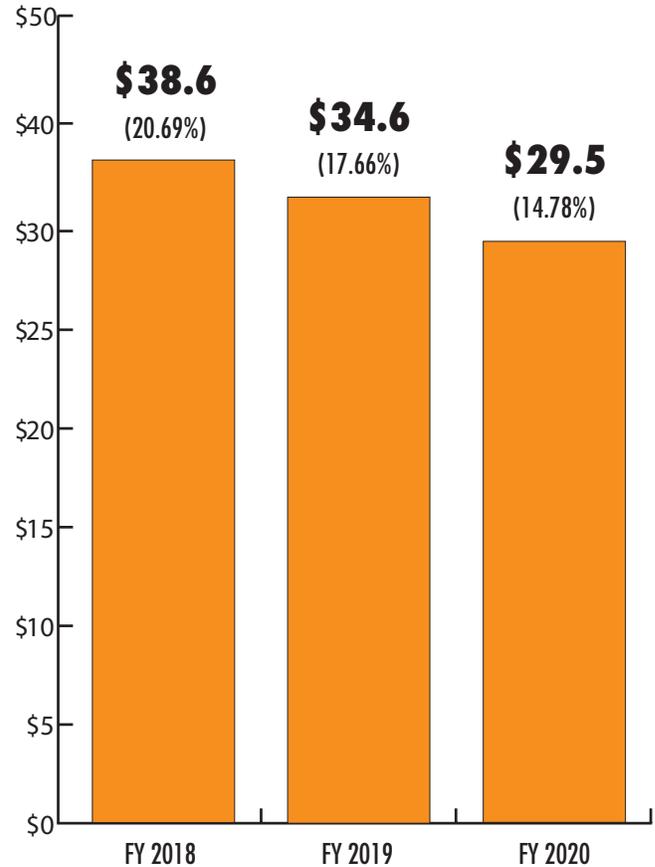
The TLC's overall expenditures, as captured by the CPA's *Fiscal Year 2020 Texas Historically Underutilized Business (HUB) Annual Report*, increased from FY 2019 to FY 2020. During the reporting periods FY 2019 and 2020, the Commission ranked 17<sup>th</sup> by overall expenditures among the 50 largest-spending agencies.

**FIG. 2  
MINORITY SPENDING\***



\*Amounts have been rounded to the nearest dollar.

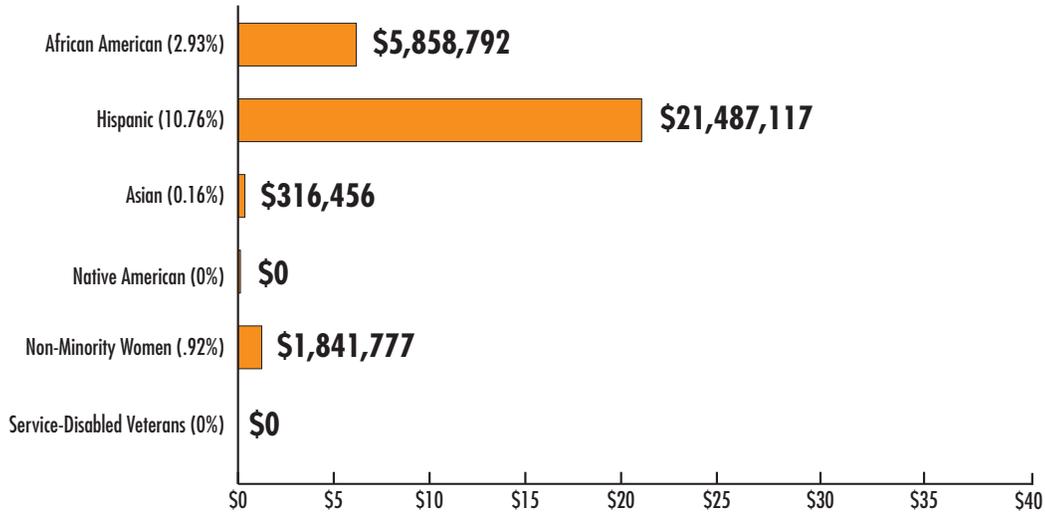
**FIG. 1  
MINORITY/HUB SPENDING  
(IN MILLIONS)**



During FY 2020, the TLC achieved an overall participation rate in its minority/HUB contracting activity of 14.78 percent. As shown in Figure 1, total expenditures paid to all minority/HUB vendors decreased from the previous fiscal year. The TLC's overall minority/HUB percentage also decreased.

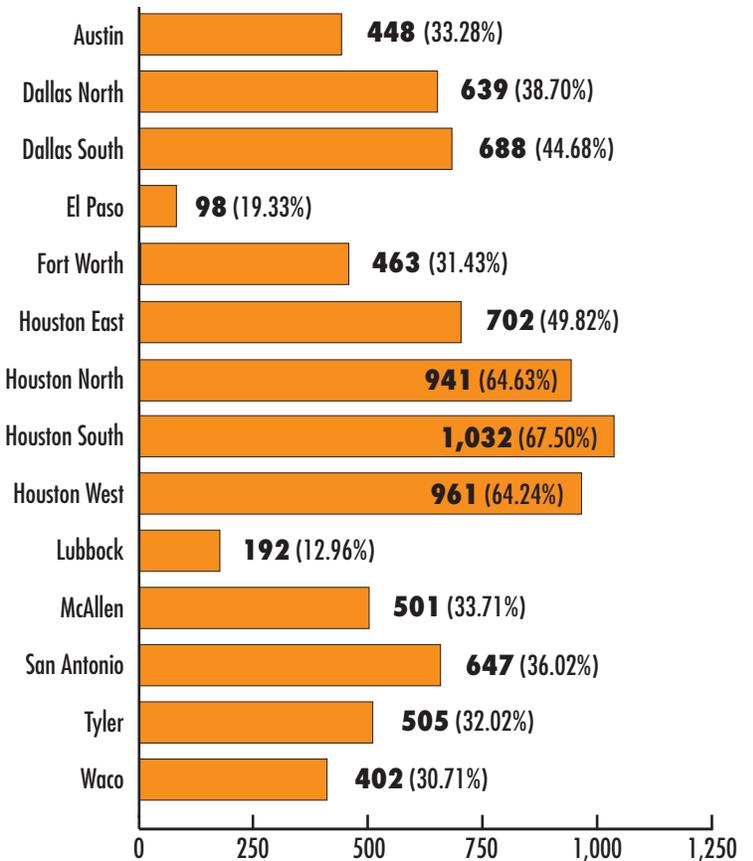
Figure 2 summarizes payments made to minority-owned businesses only (not including non-minority women or service-disabled veterans). During this reporting period, direct expenditures to minority-owned businesses decreased and subcontracting payments increased. Figure 3 shows the breakdown of FY 2020 minority/HUB spending by ethnic group.

**FIG. 3  
MINORITY/HUB SPENDING BY ETHNICITY**

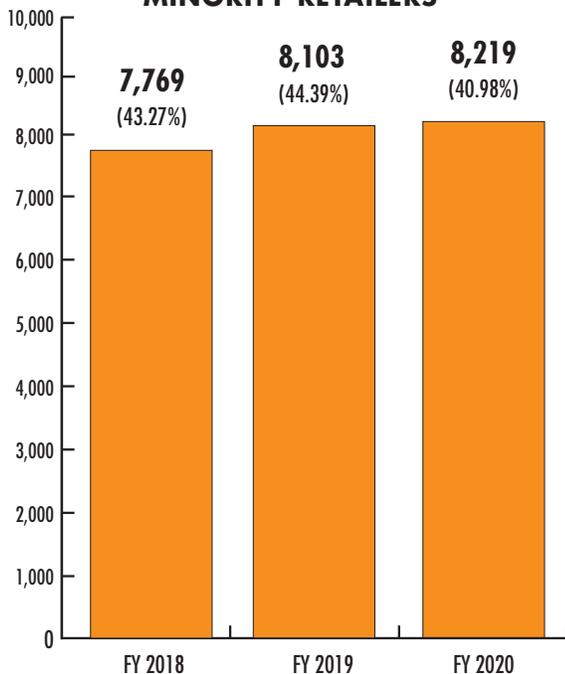


During FY 2020, the TLC continued to exceed the 20-percent goal for its minority retailer base which is set out in Texas Government Code Section 466.151. Minority retailer now number 8,219, representing 40.98 percent of the agency’s total Texas Lottery retailer base (see Figures 4 and 5). More detailed information on minority retailers by county is located in Appendix B (page 18). In addition, the TLC has maintained a minority retailer percentage of more than 40 percent for 14 consecutive years.

**FIG. 5  
MINORITY RETAILERS BY DISTRICT**



**FIG. 4  
NUMBER OF  
MINORITY RETAILERS**



## KEY CONTRACTORS

The Commission's key contractors during FY 2020 for contracts estimated to be \$100,000 or more\* included the following:

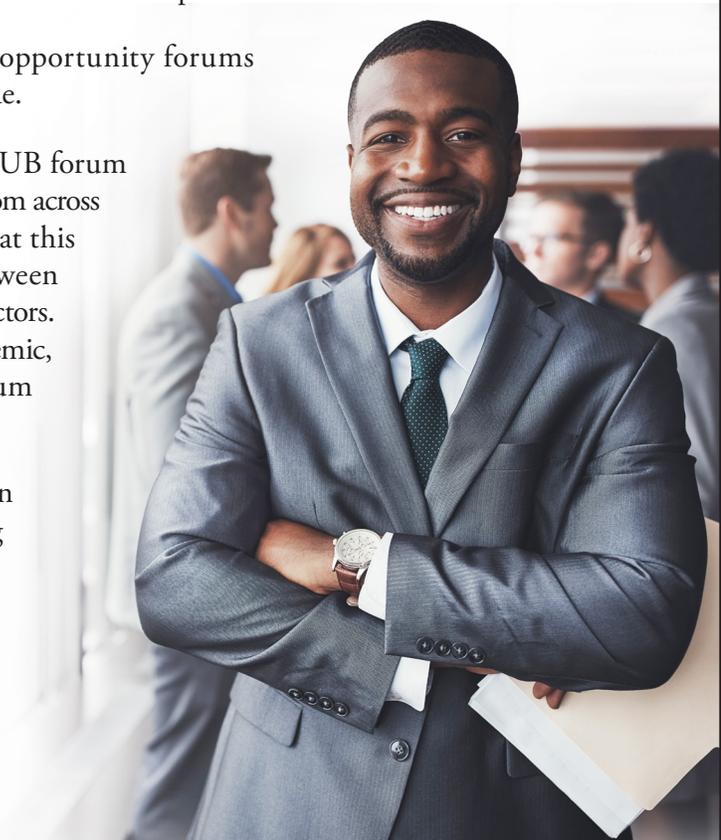
- AGENCIES OF CHANGE, LLC DBA TECHNOLOGY SPA** – Website Hosting Services
- ALLIANT INSURANCE SERVICES, INC.** – Retailer Bonus Payment Management Services
- BARKER & HERBERT ANALYTICAL LABORATORIES, INC.** – Lottery Products Testing Services
- BEEHIVE SPECIALTY CO.\*\*** – Promotional Products
- BERRY DUNN MCNEIL & PARKER, LLC** – Security Study Services
- DELL MARKETING, LP** – SAN Equipment Lease
- ELEPHANT PRODUCTIONS, INC.** – Drawing Studio and Production Services
- ELSYM CONSULTING, INC.** – Internal Control System and Related Services
- EUBANK AND YOUNG STATISTICAL CONSULTING** – Statistical Consulting Services
- GRANT THORNTON, LLP** – Risk Review and Compliance Monitoring Services
- IGT GLOBAL SOLUTIONS CORPORATION DBA IGT SOLUTIONS (FKA GTECH CORPORATION®)** – Lottery Operations and Services
- IGT GLOBAL SOLUTIONS CORPORATION DBA IGT SOLUTIONS (FKA GTECH PRINTING CORPORATION)** – Instant Ticket Manufacturing and Services
- JOHNSON CONTROLS SECURITY SOLUTIONS (FKA TYCO INTEGRATED SECURITY, LLC)** – Security Management System and Monitoring Services
- KAMPFE DE STIJL, INC.** – Professional Architect Services
- KNIGHT SECURITY SYSTEMS, LLC** – Surveillance Camera Products and Services
- KOWERT, HOOD, MUNYON, RANKIN AND GOETZEL, P.C.** – Outside Counsel Intellectual Property Legal Services
- LATINWORKS MARKETING, LLC DBA THIRDEAR\*\*** – Advertising Services
- MCCONNELL AND JONES, LLP\*\*** – Internal Audit Services
- NETSYNC NETWORK SOLUTIONS** – Hyper Converged Infrastructure with Server Lease
- POLLARD BANKNOTE, LTD.** – Instant Ticket Manufacturing and Services
- RFD & ASSOCIATES, INC.\*\*** – IT Staffing Augmentation Services
- SCIENTIFIC GAMES INTERNATIONAL, INC.** – Instant Ticket Manufacturing and Services
- SHI GOVERNMENT SOLUTIONS\*\*** – Desktop Computer Lease
- SHI GOVERNMENT SOLUTIONS\*\*** – Microsoft Software Enterprise Agreement
- SMITH PROTECTIVE SERVICES, INC.** – Security Officer Services
- SOFTWARE ONE, INC.** – Microsoft Software Enterprise Agreement
- WEAVER AND TIDWELL, LLP** – Annual Financial Audit Services
- WEAVER AND TIDWELL, LLP** – Lottery Drawings CPA Services
- XEROX BUSINESS SOLUTIONS SOUTHWEST (FKA DAHILL)** – Document Management Services

\*List does not include interagency contracts, property leases or licensed property contracts.

\*\*HUB certified contractors

## FISCAL YEAR 2020 HIGHLIGHTS

- The Texas Lottery Commission's minority/HUB expenditures in FY 2020 totaled more than \$29 million.
- For FY 2020, the TLC ranked 17<sup>th</sup> among the 50 largest spending agencies in terms of overall expenditures as captured by the CPA's *Fiscal Year 2020 Texas Historically Underutilized Business (HUB) Annual Report*. Of the top 17, the TLC ranked ninth by overall HUB percentage (see Table C, page 12).
- In FY 2020, the agency paid certified HUBs approximately \$90,328 for goods and services in expenditure categories not included in the CPA's HUB Report.
- Two of the TLC's key contractors increased subcontracting payments to minority/HUB businesses.
- Six HUB companies provided key contract services to the agency during FY 2020 (see page 6).
- The TLC awarded \$25,260 in bid opportunities at the "Doing Business Texas Style Spot Bid Fair" held in conjunction with ACCESS 2020 in Irving, Texas.
- The TLC sponsored one mentor-protégé relationship during FY 2020.
- The TLC continued to assist vendors with the HUB subcontracting plan (HSP) process by offering one-on-one HSP workshops and reviews of draft HSPs. These efforts resulted in greater numbers of compliant HSPs and increased competition.
- The TLC participated in four economic opportunity forums and HUB-related outreach events statewide.
- Each year the TLC conducts an annual HUB forum which attracts minority/HUB participants from across the state. Roundtable networking sessions at this event allowed maximum interaction between attendees, agency staff, and key TLC contractors. Unfortunately, due to the COVID-19 Pandemic, the TLC was unable to host the HUB forum in FY 2020.
- The TLC participated in HUB Discussion Workgroup meetings that were held during the fiscal year.
- The TLC maintained a minority retailer percentage of more than 40% for the 14<sup>th</sup> consecutive year. This represents a lottery retailer participation of more than twice the established goal.



# FISCAL YEAR 2020 MINORITY/HUB EXPENDITURE SUMMARY

## TABLE A

### I. DIRECT MINORITY/HUB EXPENDITURES

MINORITY/HUB GROUP	DIRECT EXPENDITURES	% OF TOTAL	TOTAL EXPENDITURES
AFRICAN AMERICAN	\$232,414	0.12%	
HISPANIC AMERICAN	\$20,189,297	10.11%	
ASIAN AMERICAN	\$303,009	0.15%	
NATIVE AMERICAN	\$0	0.00%	
AMERICAN WOMEN	\$1,294,272	0.65%	
SERVICE DISABLED VETERANS	\$0	0.00%	
<b>TOTAL</b>	<b>\$22,018,994</b>	<b>11.02%</b>	<b>\$199,670,109</b>

### II. MINORITY/HUB SUBCONTRACTING EXPENDITURES

MINORITY/HUB GROUP	SUBCONTRACTING EXPENDITURES	% OF NON-MINORITY NON-HUB TOTAL	TOTAL NON-MINORITY NON-HUB EXPENDITURES
AFRICAN AMERICAN	\$5,626,378	3.25%	
HISPANIC AMERICAN	\$1,297,819	0.75%	
ASIAN AMERICAN	\$13,466	0.01%	
NATIVE AMERICAN	\$0	0.00%	
AMERICAN WOMEN	\$547,751	0.32%	
SERVICE DISABLED VETERANS	\$0	0.00%	
<b>TOTAL</b>	<b>\$7,485,395</b>	<b>4.32%</b>	<b>\$177,651,362</b>

### III. GRAND TOTAL OF MINORITY/HUB EXPENDITURES

MINORITY/HUB GROUP	MINORITY/HUB EXPENDITURES	% OF TOTAL	TOTAL EXPENDITURES
AFRICAN AMERICAN	\$5,858,792	2.93%	
HISPANIC AMERICAN	\$21,487,117	10.76%	
ASIAN AMERICAN	\$316,456	0.16%	
NATIVE AMERICAN	\$0	0.00%	
AMERICAN WOMEN	\$1,841,777	0.92%	
SERVICE DISABLED VETERANS	\$0	0.00%	
<b>TOTAL</b>	<b>\$29,504,143</b>	<b>14.78%</b>	<b>\$199,670,109</b>

NOTE: Fiscal Year expenditures were based on the reportable expenditure object codes utilized by the Comptroller of Public Accounts (CPA) for the State of Texas HUB Report. Totals may not sum exactly to CPA report due to rounding.

## FISCAL YEAR 2020 ACCOMPLISHMENTS

The Texas Lottery Commission promotes fair and competitive opportunities for minority/HUB vendors interested in doing business with the agency and its key contractors. The TLC conducted an effective program during FY 2020 to inform and educate minority businesses/HUBs about opportunities to provide supplies, equipment, and services for the operation of the agency and to serve as licensed lottery retailers. The following sections detail some of the TLC's achievements in FY 2020.

### INCLUSION IN PROCUREMENTS

#### The TLC's procurement-related initiatives included:

- Participating in forums and other outreach events to inform minority/HUB vendors about the TLC's contracting and subcontracting opportunities.
- Determining the probability of subcontracting and identifying potential minority/HUB subcontracting opportunities for contracts with an expected value of \$100,000 or more.
- Providing vendor support by offering one-on-one HUB subcontracting plan (HSP) workshops and reviews of draft HSPs.
- Evaluating good-faith-effort compliance with HSP requirements as part of the bid/proposal process.
- Conducting post-contract award follow-up with awarded vendors to discuss HSP requirements; monitoring contracts to ensure compliance.
- Providing procurement opportunities at HUB forums and other outreach events.
- Hosting meetings with interested vendors to assist them in becoming familiar with the TLC's procurement processes.
- Assisting eligible vendors to become certified as HUBs.



## FISCAL YEAR 2020 ACCOMPLISHMENTS

### **Bids/Proposals Received and Contracts Awarded:**

During FY 2020, the TLC received 82 competitive bids and proposals from HUB vendors, which represented 73.87% of all responses. Overall, the agency awarded 200 total contracts to HUB vendors, 61 of which were awarded to minority-owned business. These included contracts resulting from noncompetitive “spot purchases,” informal and formal quotes, bids, offers, and proposals received from HUB vendors.

### **OUTREACH ACTIVITIES**

**Outreach Materials:** The TLC provided information to minority businesses and HUBs that were interested in doing business with the agency. This included information regarding the agency’s procurements, and contacts for both agency staff and key TLC contractors.

**Website:** Information about the TLC’s HUB Program is available via the agency’s website ([txlottery.org](http://txlottery.org)), which also provides links to Statewide HUB Program information.

**Forums:** In accordance with legislative mandates, the TLC participated in conferences, forums and events to provide information regarding the agency’s procurement opportunities. As part of the TLC’s outreach program, staff attended Economic Opportunity Forums (EOFs) sponsored by state agencies and/or other governmental entities. These included forums presented by the Statewide Procurement Division (SPD) of the Comptroller of Public Accounts (CPA). In addition, the TLC participated in a number of forums, conferences and other vendor fairs coordinated by other state agencies and/or small, minority- and woman-owned business organizations. A summary of the agency’s outreach efforts is provided in Appendix C (page 25) of this report.

The Lottery Commission also conducts an annual HUB forum which attracts minority/HUB participants from across the state. Roundtable networking sessions at this event allowed maximum interaction between attendees, agency staff, and key TLC contractors. Unfortunately, due to the COVID-19 Pandemic, the TLC was unable to host the HUB forum in FY 2020.

**Subcontracting Opportunities:** In FY 2020, the TLC continued to identify subcontracting opportunities for minority/HUB vendors and to monitor HUB Subcontracting Plan requirements.

### **MENTOR-PROTÉGÉ PROGRAM**

In accordance with Texas Government Code, §2161.065, all state agencies with biennial budgets of more than \$10 million are required to have a Mentor-Protégé Program. The purpose of the Mentor-Protégé Program is to foster long-term relationships between prime contractors and HUBs. The ultimate goal of the program is to provide developmental assistance to HUBs that will potentially increase their ability to contract directly with the state and/or to obtain subcontract opportunities under a state contract. All relationships among mentors, protégés and the program sponsor are voluntary, and participation in the agency’s Mentor-Protégé Program is neither a guarantee for a contract opportunity nor a promise of business.

## FISCAL YEAR 2020 ACCOMPLISHMENTS

The TLC sponsored one mentor-protégé relationship during FY 2020. The Mentor- Protégé Program is an ongoing initiative, and the TLC will continue its efforts to form additional relationships during FY 2021.

### HUB DISCUSSION WORKGROUP

The TLC participates in the HUB Discussion Workgroup, an established group of HUB Coordinators from state agencies and institutions of higher education who meet on a regular basis. The workgroup shares program practices and ideas, supports outreach events, and provides input to the CPA on methods for improving the state's HUB Program.

### CONTRACTOR SUPPORT

Contractors are encouraged to include minority businesses and HUBs when purchasing goods and/or services related to the fulfillment of their contracts with the TLC. When the TLC determines that subcontracting is probable for contracts with an expected value of \$100,000 or more, respondents shall submit a completed HUB Subcontracting Plan demonstrating evidence of good faith effort in developing the plan. The state's Centralized Master Bidders List and HUB Directory are key resources for identifying potential HUB subcontractors. Many of the TLC's largest contractors also participate in the agency's Annual HUB Forum, providing information and networking opportunities to HUBs. Through these efforts, the agency's key contractors who utilized minority and/or HUB subcontractors achieved the following results in FY 2020:

**TABLE B**

CONTRACTOR NAME	MINORITY/HUB SUBCONTRACTING EXPENDITURES*
LATINWORKS MARKETING, LLC DBA THIRDEAR	\$8,576,382
IGT CORPORATION	\$4,840,235
POLLARD BANKNOTE, LTD.	\$1,246,805
SCIENTIFIC GAMES INTERNATIONAL, INC.	\$1,106,321
IGT CORPORATION (FKA GTECH PRINTING CORPORATION)	\$125,627
AGENCIES OF CHANGE DBA TECHNOLOGY SPA	\$104,449
ELEPHANT PRODUCTIONS, INC.	\$61,959

\*Amounts have been rounded to the nearest dollar.

## FISCAL YEAR 2020 ACCOMPLISHMENTS

### RANK AMONG LARGEST-SPENDING AGENCIES

The Texas Lottery Commission ranked 17<sup>th</sup> in terms of overall expenditures captured by the CPA's *Fiscal Year 2020 Texas Historically Underutilized Business (HUB) Annual Report*. Of the 17 largest-spending agencies, the TLC ranked 9<sup>th</sup> by overall HUB percentage (see Table C).

**TABLE C**  
**ANNUAL FISCAL YEAR 2020 HUB REPORT**

#### SEVENTEENTH LARGEST-SPENDING AGENCIES RANKED BY OVERALL HUB PERCENTAGE

RANK	AGENCY NAME	TOTAL EXPENDITURES	TOTAL HUB EXPENDITURES	HUB % OF EXPENDITURES
1	GENERAL LAND OFFICE	\$542,556,322.64	\$137,184,604.22	25.28%
2	THE TEXAS A&M UNIVERSITY SYSTEM	\$419,895,896.60	\$89,019,664.40	21.20%
3	TEXAS FACILITIES COMMISSION	\$274,127,451.56	\$57,990,768.12	21.15%
4	TEXAS A & M UNIVERSITY (MAIN UNIV)	\$454,964,807.08	\$96,118,207.88	21.13%
5	TEXAS DEPT OF CRIMINAL JUSTICE	\$233,592,848.46	\$42,302,747.30	18.11%
6	UNIVERSITY OF TEXAS AT AUSTIN	\$669,563,604.67	\$108,585,456.96	16.22%
7	UNIVERSITY OF HOUSTON	\$321,657,943.87	\$52,114,965.46	16.20%
8	HEALTH & HUMAN SERVICES COMMISSION	\$1,089,159,032.30	\$173,706,727.88	15.95%
<b>9</b>	<b>TEXAS LOTTERY COMMISSION</b>	<b>\$199,670,109.70</b>	<b>\$29,504,143.22</b>	<b>14.78%</b>
10	UT SOUTHWESTERN MEDICAL CENTER	\$1,288,408,192.72	\$168,764,847.47	13.10%
11	UT HEALTH SCIENCE CENTER - HOUSTON	\$242,003,997.73	\$26,441,363.16	10.93%
12	UT HEALTH SCIENCE CENTER – SAN ANTONIO	\$208,900,382.61	\$22,144,768.48	10.60%
13	TEXAS DEPARTMENT OF TRANSPORTATION	\$10,357,010,404.13	\$969,980,883.96	9.37%
14	UNIVERSITY OF TEXAS MEDICAL BRANCH	\$577,196,235.40	\$31,566,034.53	5.47%
15	TEXAS DIVISION OF EMERGENCY MANAGEME	\$1,077,281,867.44	\$52,384,449.37	4.86%
16	UT MD ANDERSON CANCER CENTER	\$1,700,128,636.68	\$63,076,256.34	3.71%
17	DEPARTMENT OF STATE HEALTH SERVICES	\$846,435,410.45	\$28,828,218.95	3.41%

Note: The largest-spending agencies are determined by total expenditures made for object codes which are reportable in the CPA's *Fiscal Year 2020 Texas Historically Underutilized Business (HUB) Annual Report*. The state does not have an overall HUB goal, but utilizes six procurement category goals, in accordance with the State Disparity Study. These figures are unaudited and have been rounded to the nearest dollar.

### MINORITY RETAILERS

The Texas Lottery Commission's minority retailer base consistently exceeds its statutory goal of 20%. In FY 2020, the agency's minority retailers numbered 8,219, which represented 40.98% of the Texas Lottery's total retailer base (see Figure 4 and Appendix B). The agency has maintained a minority retailer percentage of more than 40% for the past 14 years.

## FISCAL YEAR 2021 RECOMMENDED IMPROVEMENTS

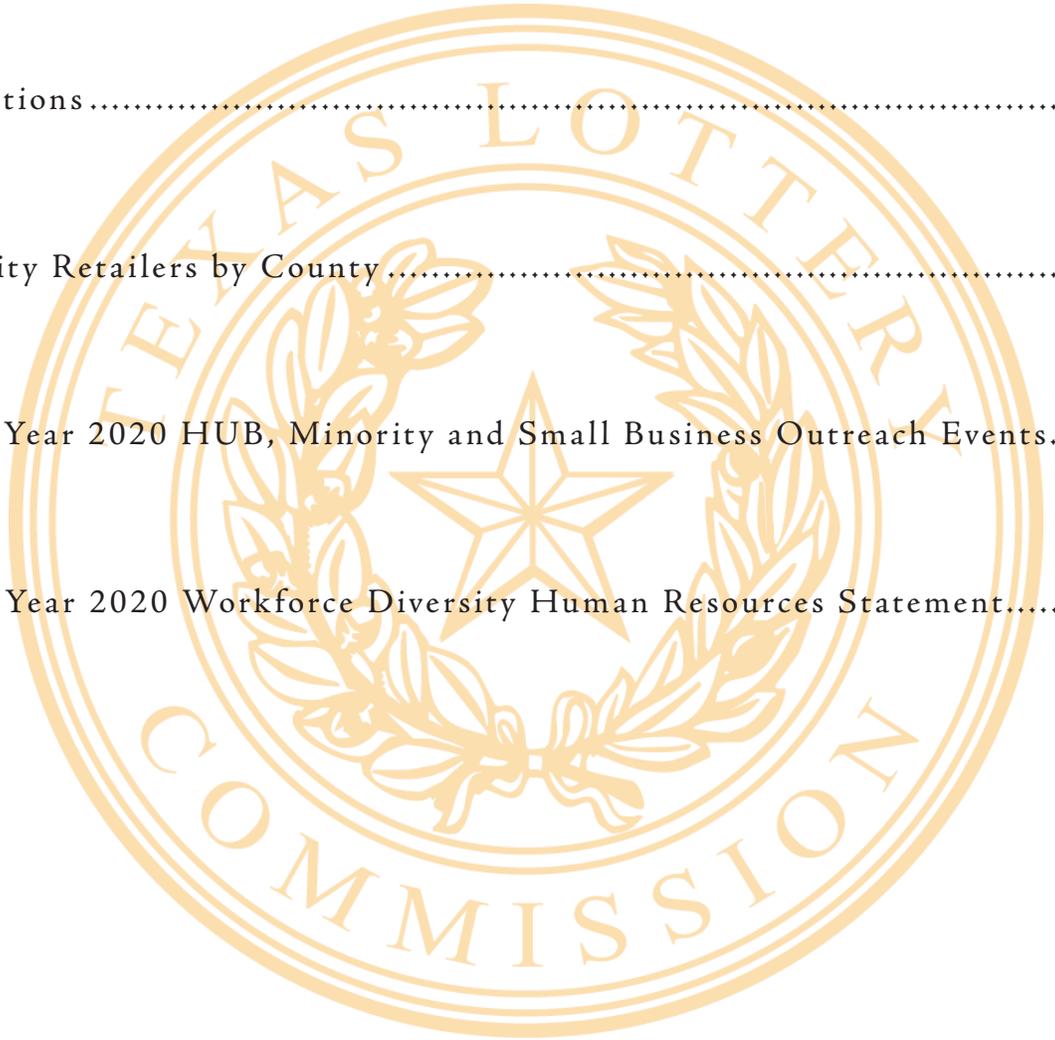
- Enhance the Commission’s Mentor-Protégé Program and develop new mentor-protégé relationships.
- Work with TLC technical staff to improve internal HUB reporting capabilities.
- Attend at least one outreach event that is focused on service-disabled veterans.
- Continue providing bid opportunities at Spot Bid Events including the “Doing Business Texas Style” Spot Bid Fair.
- Include TLC Purchasing staff in additional HUB outreach events.
- Maintain active participation in the HUB Discussion Workgroup.
- Conduct TLC Annual HUB Forum.



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# APPENDICES

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## DEFINITIONS

**MINORITY BUSINESS:** As defined in Texas Government Code §466.107 (b), “Minority Business” means a business entity at least 51% of which is owned by minority group members or, in the case of a corporation, at least 51% of the shares of which are owned by minority group members, and that:

- 1) is managed and, in daily operations, is controlled by minority group members; and
- 2) is a domestic business entity with a home or branch office located in this state and is not a branch or subsidiary of a foreign corporation, firm or other business entity.

**“MINORITY GROUP MEMBERS”** include African Americans, American Indians, Asian Americans, and Mexican Americans and other Americans of Hispanic origin.

**HISTORICALLY UNDERUTILIZED BUSINESS (HUB):** As defined in Texas Government Code, §2161.001 subdivisions (2) and (3), “historically underutilized business” means an entity with its principal place of business in the state of Texas that is:

- 1) a corporation formed for the purpose of making a profit in which 51% or more of all classes of the shares of stock or other equitable securities are owned by one or more economically disadvantaged persons who have a proportionate interest and actively participate in the corporation’s control, operation, and management;
- 2) a sole proprietorship created for the purpose of making a profit that is completely owned, operated, and controlled by an economically disadvantaged person;
- 3) a partnership formed for the purpose of making a profit in which 51% or more of the assets and interest in the partnership are owned by one or more economically disadvantaged persons who have a proportionate interest and actively participate in the partnership’s control, operation and management;
- 4) a joint venture in which each entity in the venture is a historically underutilized business, as determined under another paragraph of this subdivision; or
- 5) a supplier contract between a historically underutilized business as determined under another paragraph of this subdivision and a prime contractor under which the historically underutilized business is directly involved in the manufacture or distribution of the goods or otherwise warehouses and ships the goods.

**“ECONOMICALLY DISADVANTAGED” PERSON** means a person who is economically disadvantaged because of the person’s identification as a member of a certain group, including Black Americans, Hispanic Americans, women, Asian Pacific Americans, Native Americans, and veterans as defined by 38 U.S.C. Section 101(2) who have suffered at least a 20% service-connected disability as defined by 38 U.S.C. Section 101(16), and who has suffered the effects of discriminatory practices or other similar insidious circumstances over which the person has no control.

## DEFINITIONS

**COMMISSION:** As defined in Texas Government Code, §466.002(1), “Commission” means the Texas Lottery Commission.

**HUB SUBCONTRACTING PLAN:** As defined by Texas Administrative Code, Title 34, Part 1, Chapter 20, Subchapter D, Division 1, Rule §20.282, a HUB subcontracting plan is “written documentation regarding the use of subcontractors, which is required to be submitted with all responses to state agency contracts with an expected value of \$100,000 or more where subcontracting opportunities have been determined by the state agency to be probable. The HUB subcontracting plan subsequently becomes a provision of the awarded contract and shall be monitored for compliance by the state agency during the term of the contract.”

**LOTTERY:** As defined in Texas Government Code, §466.002(5), “lottery” means the procedures operated by the state under this chapter through which prizes are awarded or distributed by chance among persons who have paid, or unconditionally agreed to pay, for a chance or other opportunity to receive a prize.

**SALES AGENT OR SALES AGENCY:** As defined in Texas Government Code, §466.002(9), “sales agent” or “sales agency” means a person licensed under this chapter to sell tickets. Throughout this report, sales agents are referred to as “retailers.”

**SUBCONTRACTOR:** As defined in Texas Government Code, §2251.001, “subcontractor” means a person who contracts with a vendor to work or contribute toward completing work for a governmental entity.

**LOTTERY OPERATOR:** As defined in Texas Government Code, §466.002(7), “lottery operator” means a person selected under §466.014(b) to operate a lottery.

**VENDOR:** As defined in Texas Government Code, §2251.001, “vendor” means a person who supplies goods or a service to a governmental entity or another person directed by the entity.



# APPENDIX B

## MINORITY RETAILERS BY COUNTY

COUNTY	TOTAL RETAILERS	MINORITY RETAILERS	PERCENTAGE
ANDERSON	52	9	17.31%
ANDREWS	12	1	8.33%
ANGELINA	83	33	39.76%
ARANSAS	23	12	52.17%
ARCHER	13	0	0.00%
ARMSTRONG	3	0	0.00%
ATASCOSA	47	20	42.55%
AUSTIN	41	26	63.41%
BAILEY	8	0	0.00%
BANDERA	15	5	33.33%
BASTROP	86	32	37.21%
BAYLOR	6	0	0.00%
BEE	27	9	33.33%
BELL	249	92	36.95%
BEXAR	1097	479	43.66%
BLANCO	15	7	46.67%
BORDEN	0	0	0.00%
BOSQUE	32	9	28.13%
BOWIE	81	14	17.28%
BRAZORIA	241	140	58.09%
BRAZOS	136	78	57.35%
BREWSTER	8	0	0.00%
BRISCOE	3	0	0.00%
BROOKS	6	1	16.67%
BROWN	36	6	16.67%
BURLESON	30	13	43.33%
BURNET	44	14	31.82%
CALDWELL	34	15	44.12%
CALHOUN	21	7	33.33%
CALLAHAN	17	3	17.65%
CAMERON	215	50	23.26%
CAMP	12	3	25.00%
CARSON	6	0	0.00%
CASS	33	4	12.12%
CASTRO	7	0	0.00%
CHAMBERS	61	31	50.82%
CHEROKEE	44	18	40.91%
CHILDRESS	10	0	0.00%
CLAY	9	3	33.33%

## APPENDIX B

### MINORITY RETAILERS BY COUNTY

COUNTY	TOTAL RETAILERS	MINORITY RETAILERS	PERCENTAGE
COCHRAN	3	0	0.00%
COKE	4	1	25.00%
COLEMAN	12	1	8.33%
COLLIN	408	129	31.62%
COLLINGSWORTH	4	0	0.00%
COLORADO	35	17	48.57%
COMAL	87	13	14.94%
COMANCHE	16	3	18.75%
CONCHO	6	0	0.00%
COOKE	48	10	20.83%
CORYELL	42	16	38.10%
COTTLE	2	1	50.00%
CRANE	6	1	16.67%
CROCKETT	8	2	25.00%
CROSBY	9	1	11.11%
CULBERSON	8	1	12.50%
DALLAM	10	0	0.00%
DALLAS	1790	852	47.60%
DAWSON	9	1	11.11%
DE WITT	18	3	16.67%
DEAF SMITH	17	1	5.88%
DELTA	5	2	40.00%
DENTON	362	133	36.74%
DICKENS	3	0	0.00%
DIMMIT	15	5	33.33%
DONLEY	6	0	0.00%
DUVAL	13	4	30.77%
EASTLAND	29	4	13.79%
ECTOR	127	24	18.90%
EDWARDS	2	0	0.00%
EL PASO	411	90	21.90%
ELLIS	121	28	23.14%
ERATH	32	11	34.38%
FALLS	19	6	31.58%
FANNIN	29	6	20.69%
FAYETTE	30	11	36.67%
FISHER	4	0	0.00%
FLOYD	9	0	0.00%
FOARD	2	0	0.00%

## APPENDIX B

### MINORITY RETAILERS BY COUNTY

COUNTY	TOTAL RETAILERS	MINORITY RETAILERS	PERCENTAGE
FORT BEND	345	197	57.10%
FRANKLIN	10	1	10.00%
FREESTONE	23	7	30.43%
FRIO	21	7	33.33%
GAINES	15	0	0.00%
GALVESTON	307	197	64.17%
GARZA	5	1	20.00%
GILLESPIE	14	1	7.14%
GLASSCOCK	0	0	0.00%
GOLIAD	6	0	0.00%
GONZALES	22	8	36.36%
GRAY	25	4	16.00%
GRAYSON	131	40	30.53%
GREGG	152	47	30.92%
GRIMES	33	19	57.58%
GUADALUPE	91	25	27.47%
HALE	29	3	10.34%
HALL	7	0	0.00%
HAMILTON	13	2	15.38%
HANSFORD	5	0	0.00%
HARDEMAN	7	0	0.00%
HARDIN	63	7	11.11%
HARRIS	3654	2542	69.57%
HARRISON	54	27	50.00%
HARTLEY	2	0	0.00%
HASKELL	8	0	0.00%
HAYS	117	27	23.08%
HEMPHILL	5	0	0.00%
HENDERSON	88	34	38.64%
HIDALGO	458	169	36.90%
HILL	53	11	20.75%
HOCKLEY	18	3	16.67%
HOOD	52	10	19.23%
HOPKINS	33	7	21.21%
HOUSTON	36	20	55.56%
HOWARD	35	4	11.43%
HUDSPETH	3	2	66.67%
HUNT	87	29	33.33%
HUTCHINSON	22	1	4.55%

## APPENDIX B

### MINORITY RETAILERS BY COUNTY

COUNTY	TOTAL RETAILERS	MINORITY RETAILERS	PERCENTAGE
IRION	3	1	33.33%
JACK	11	1	9.09%
JACKSON	21	8	38.10%
JASPER	46	4	8.70%
JEFF DAVIS	2	1	50.00%
JEFFERSON	306	69	22.55%
JIM HOGG	8	4	50.00%
JIM WELLS	41	17	41.46%
JOHNSON	119	28	23.53%
JONES	16	1	6.25%
KARNES	19	4	21.05%
KAUFMAN	106	33	31.13%
KENDALL	23	6	26.09%
KENEDY	0	0	0.00%
KENT	0	0	0.00%
KERR	42	1	2.38%
KIMBLE	13	1	7.69%
KING	0	0	0.00%
KINNEY	5	0	0.00%
KLEBERG	28	10	35.71%
KNOX	6	0	0.00%
LA SALLE	10	1	10.00%
LAMAR	50	9	18.00%
LAMB	14	1	7.14%
LAMPASAS	16	6	37.50%
LAVACA	25	8	32.00%
LEE	25	10	40.00%
LEON	29	11	37.93%
LIBERTY	109	65	59.63%
LIMESTONE	28	13	46.43%
LIPSCOMB	3	0	0.00%
LIVE OAK	17	1	5.88%
LLANO	22	2	9.09%
LOVING	0	0	0.00%
LUBBOCK	195	54	27.69%
LYNN	4	0	0.00%
MADISON	16	9	56.25%
MARION	15	3	20.00%
MARTIN	2	0	0.00%

# APPENDIX B

## MINORITY RETAILERS BY COUNTY

COUNTY	TOTAL RETAILERS	MINORITY RETAILERS	PERCENTAGE
MASON	6	1	16.67%
MATAGORDA	52	27	51.92%
MAVERICK	34	10	29.41%
MCCULLOCH	10	2	20.00%
MCLENNAN	212	83	39.15%
MCMULLEN	3	0	0.00%
MEDINA	40	7	17.50%
MENARD	4	0	0.00%
MIDLAND	104	4	3.85%
MILAM	31	8	25.81%
MILLS	4	0	0.00%
MITCHELL	9	0	0.00%
MONTAGUE	21	5	23.81%
MONTGOMERY	378	201	53.17%
MOORE	22	4	18.18%
MORRIS	12	5	41.67%
MOTLEY	2	0	0.00%
NACOGDOCHES	56	24	42.86%
NAVARRO	53	19	35.85%
NEWTON	16	4	25.00%
NOLAN	20	2	10.00%
NUECES	244	73	29.92%
OCHILTREE	9	0	0.00%
OLDHAM	4	0	0.00%
ORANGE	106	11	10.38%
PALO PINTO	46	10	21.74%
PANOLA	23	2	8.70%
PARKER	82	21	25.61%
PARMER	10	0	0.00%
PECOS	20	3	15.00%
POLK	48	24	50.00%
POTTER	112	37	33.04%
PRESIDIO	8	1	12.50%
RAINS	15	5	33.33%
RANDALL	68	5	7.35%
REAGAN	5	0	0.00%
REAL	6	1	16.67%
RED RIVER	13	4	30.77%
REEVES	19	0	0.00%

## APPENDIX B

### MINORITY RETAILERS BY COUNTY

COUNTY	TOTAL RETAILERS	MINORITY RETAILERS	PERCENTAGE
REFUGIO	14	3	21.43%
ROBERTS	1	0	0.00%
ROBERTSON	26	11	42.31%
ROCKWALL	41	12	29.27%
RUNNELS	15	0	0.00%
RUSK	35	10	28.57%
SABINE	11	1	9.09%
SAN AUGUSTINE	10	1	10.00%
SAN JACINTO	22	14	63.64%
SAN PATRICIO	68	23	33.82%
SAN SABA	7	1	14.29%
SCHLEICHER	4	0	0.00%
SCURRY	16	1	6.25%
SHACKELFORD	6	1	16.67%
SHELBY	29	8	27.59%
SHERMAN	4	0	0.00%
SMITH	174	86	49.43%
SOMERVELL	12	1	8.33%
STARR	52	29	55.77%
STEPHENS	13	4	30.77%
STERLING	2	0	0.00%
STONEWALL	2	0	0.00%
SUTTON	11	0	0.00%
SWISHER	5	0	0.00%
TARRANT	1360	477	35.07%
TAYLOR	120	7	5.83%
TERRELL	2	0	0.00%
TERRY	10	1	10.00%
THROCKMORTON	4	0	0.00%
TITUS	35	7	20.00%
TOM GREEN	77	5	6.49%
TRAVIS	662	192	29.00%
TRINITY	22	8	36.36%
TYLER	23	0	0.00%
UPSHUR	35	7	20.00%
UPTON	6	1	16.67%
UVALDE	29	4	13.79%
VAL VERDE	29	5	17.24%
VAN ZANDT	52	16	30.77%

## APPENDIX B

### MINORITY RETAILERS BY COUNTY

COUNTY	TOTAL RETAILERS	MINORITY RETAILERS	PERCENTAGE
VICTORIA	71	19	26.76%
WALKER	64	35	54.69%
WALLER	52	32	61.54%
WARD	18	1	5.56%
WASHINGTON	37	13	35.14%
WEBB	125	49	39.20%
WHARTON	54	29	53.70%
WHEELER	11	0	0.00%
WICHITA	116	38	32.76%
WILBARGER	14	3	21.43%
WILLACY	13	5	38.46%
WILLIAMSON	252	64	25.40%
WILSON	34	7	20.59%
WINKLER	11	0	0.00%
WISE	59	17	28.81%
WOOD	34	10	29.41%
YOAKUM	7	0	0.00%
YOUNG	18	0	0.00%
ZAPATA	14	8	57.14%
ZAVALA	12	5	41.67%
<b>TOTAL</b>	<b>20,057</b>	<b>8,219</b>	<b>40.98%</b>

## APPENDIX C

### FISCAL YEAR 2020 HUB, MINORITY AND SMALL BUSINESS OUTREACH EVENTS

I. STATE ECONOMIC OPPORTUNITY FORUMS	LOCATION
2020 PROCUREMENT CONNECTION SEMINAR AND EXPO	AUSTIN
"DOING BUSINESS TEXAS STYLE" AT ACCESS 2020 (VIRTUAL EVENT)	IRVING
II. TEXAS LOTTERY COMMISSION FORUM	
NO TLC ANNUAL HUB FORUM HELD IN FY2020 DUE TO COVID-19.	
III. VENDOR FAIRS, CONFERENCES & PROCUREMENT EVENTS	
BEXAR COUNTY ANNUAL SMALL, MINORITY, WOMAN AND VETERAN BUSINESS OWNER'S CONFERENCE	SAN ANTONIO
HOUSTON MINORITY BUSINESS SUPPLIER DEVELOPMENT COUNCIL EXPO	HOUSTON

## APPENDIX D

### FY 2020 WORKFORCE DIVERSITY HUMAN RESOURCES STATEMENT

The Commission strives to ensure that its employee population reflects the ethnic and gender composition of the state of Texas. A workforce comprising of **almost 59%** women and **48%** minorities is the result of our aggressive approach to equal opportunity practices (see table below).

The Commission takes great pride in its workforce diversity. Efforts to maintain and enhance this diversity are apparent in the open and fair availability of employment opportunities to all members of the public, as well as to Commission employees. Commission employees are expected to treat others with respect, regardless of individual differences and lifestyle choices. The Commission recognizes that maintaining a diverse workforce plays a role in reaching our goal of increased minority participation. This recognition of the value of employee uniqueness is an important factor in the Commission's overall effectiveness.

Programs and policies that aid in accomplishing the goal of workforce diversity include:

- Encouraging a TEAM Approach
- Emphasizing employment recruiting and retention
- Monitoring workforce demographics
- Defining management roles and responsibilities
- Equal Employment Opportunity (EEO) training for management

### TEXAS LOTTERY COMMISSION WORKFORCE

**TEXAS LOTTERY EMPLOYEES BY ETHNICITY  
FISCAL YEAR 2020**

ETHNICITY	NUMBER OF EMPLOYEES	% OF AGENCY EMPLOYEES
AFRICAN AMERICAN	34.25	11.51%
HISPANIC AMERICAN	93.75	31.51%
ASIAN AMERICAN	11	3.70%
AMERICAN INDIAN OR ALASKAN NATIVE	4	1.35%
TWO OR MORE	0.75	0.25%
<b>TOTAL MINORITIES</b>	<b>143.75</b>	<b>48.32%</b>
CAUCASIAN	153.75	51.68%

**TEXAS LOTTERY EMPLOYEES BY GENDER  
FISCAL YEAR 2020**

ETHNICITY	NUMBER OF MALES	% OF AGENCY EMPLOYEES
AFRICAN AMERICAN	10	3.37%
HISPANIC AMERICAN	35	11.77%
ASIAN AMERICAN	5	1.68%
AMERICAN INDIAN OR ALASKAN NATIVE	3.25	1.09%
TWO OR MORE	0.75	0.25%
CAUCASIAN	68.50	23.02%
<b>TOTAL MALES</b>	<b>122.50</b>	<b>41.18%</b>
ETHNICITY	NUMBER OF FEMALES	% OF AGENCY EMPLOYEES
AFRICAN AMERICAN	24.25	8.15%
HISPANIC AMERICAN	58.75	19.76%
ASIAN AMERICAN	6	2.01%
AMERICAN INDIAN OR ALASKAN NATIVE	0.75	0.25%
TWO OR MORE	0	0%
CAUCASIAN	85.25	28.65%
<b>TOTAL FEMALES</b>	<b>175</b>	<b>58.82%</b>
<b>TOTAL EMPLOYEES</b>	<b>297.50</b>	<b>100%</b>



2020

## TEXAS LOTTERY COMMISSION

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AN AGENCY OF THE  
STATE OF TEXAS