



# 2014





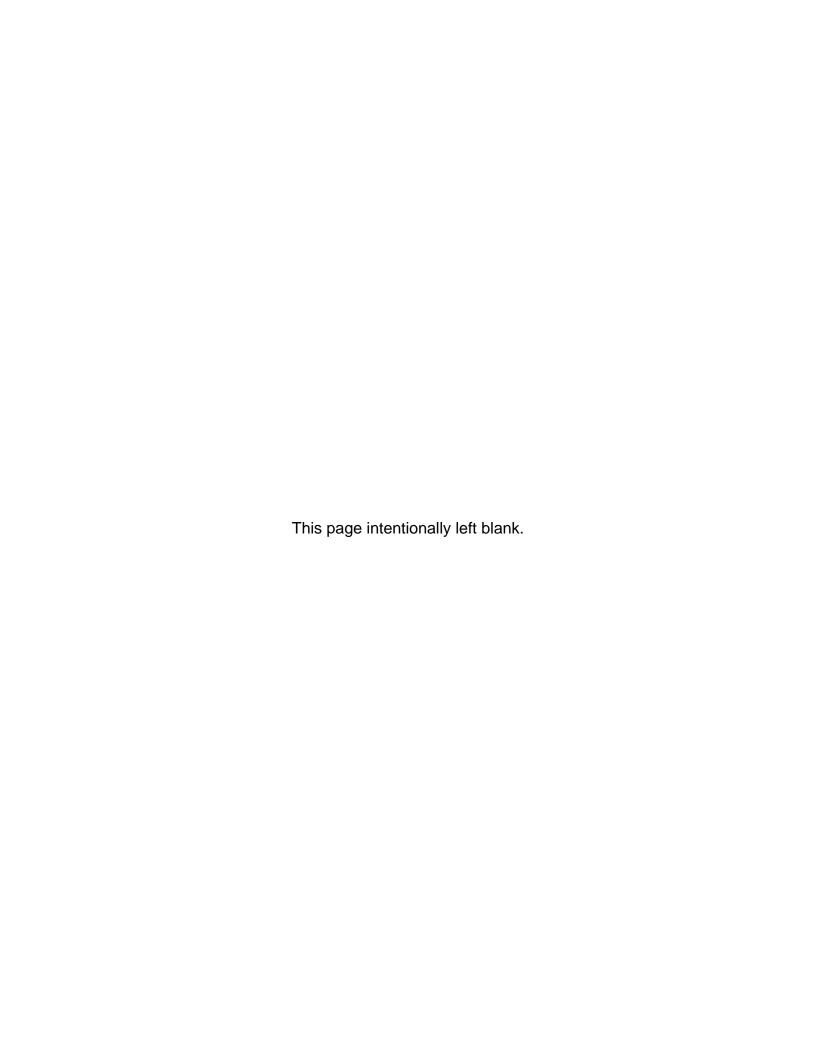
# SLOTIFIE

AN AGENCY OF THE STATE OF TEXAS

# ANNUAL REPORT OF NON-FINANCIAL DATA

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Commissioners:

J. Winston Krause, Chairman Jodie G. Baggett Jeff Meador John W. Townes, III Mary Ann Williamson



### **TEXAS LOTTERY COMMISSION**

Gary Grief, Executive Director

Alfonso D. Royal III, Charitable Bingo Operations Director

December 17, 2014

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, 2014, 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

Gary Grief

**Executive Director** 

#### **APPROPRIATION ITEM TRANSFER SCHEDULE\***

For Fiscal Year Ended August 31, 2014

#### **ITEM OF APPROPRIATION**

			T	ransfers - In	<u></u>	ransfers - Out		let Transfers
A. Goal:	(Operate	Lottery)						
Strat	egies:							
A.1.1	13005	Lottery Operations	\$	106,694.50	\$	(501,000.00)	\$	(394,305.50)
A.1.2	13012	Lottery Field Operations		25,513.00		-		25,513.00
A.1.3	13006	Marketing and Promotion		428,207.55		(338,000.00)		90,207.55
A.1.4	13008	Security		25,778.44		(20,000.00)		5,778.44
A.1.5	13009	Central Administration		(5,819.48)		(1,550,303.49)		(1,556,122.97)
A.1.6	13014	Lottery Operator Contract		-		-		-
A.1.7	13015	Instant Ticket Production Contract		3,149,000.00		(1,713,696.66)		1,435,303.34
A.1.8	13007	Mass Media Advertising Contracts		1,713,696.66		(900,000.00)		813,696.66
A.1.9	13017	Drawing & Broadcast Contract		-		(141,000.00)		(141,000.00)
A.1.10	13018	Market Research Contract		-		(279,070.52)		(279,070.52)
A.1.11	13019	Retailer Bonus		-		-		
Total, Goal A: (Operate Lottery)		\$	5,443,070.67	\$	(5,443,070.67)	\$		
		Bingo Laws)						
	egies:	Dings Lisansing	r	44 24 4 72	φ		Φ.	44 244 72
B.1.1 B.1.2	13004 13010	Bingo Licensing Bingo Education and Development	\$	41,314.73 18,000.00	\$	-	\$	41,314.73
B.1.2 B.1.3	13010	Bingo Law Compliance Field Oper		16,000.00		(59,314.73)		18,000.00 (59,314.73)
B.1.3 B.1.4	13003	Bingo Prize Fee Collection & Acct		-		(59,514.75)		(59,514.75)
B.1.4 B.1.5	13020	Bingo Prize Fee Collection & Acct		-		-		-
Total, Goal B: (Enforce Bingo Laws)		\$	59,314.73	\$	(59,314.73)	\$	-	
1	NET APF	PROPRIATION ITEM TRANSFERS	\$	5,502,385.40	\$	(5,502,385.40)	\$	-

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

#### N

(Rev. 12/14)

#### Unaudited

#### STATE AGENCY PROGRESS REPORT

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

Agency Name:	Texas Lottery Commission	Agency #:	362	-	Report for Fiscal:	2014
		Fisca	1 2013	Fisca	Fiscal 2015	
	HUB Report Procurement Categories	Agency-Specific HUB Goal*	% of Dollars Spent w/HUBs**	Agency-Specific HUB Goal*	% of Dollars Spent w/HUBs**	Agency-Specific HUB Goal*
Heavy constru	ction other than building contracts	0.00%	0.00%	0.00%	0.00%	0.00%
Building constr	ruction, including general contractors and operative builders contracts	0.00%	0.00%	0.00%	0.00%	0.00%
Special trade of	construction contracts	28.00%	0.65%	12.70%	0.26%	11.80%
Professional s	ervices contracts	23.60%	76.04%	23.60%	89.11%	23.70%
Other services contracts		24.60%	30.21%	24.60%	28.21%	26.00%
Commodities of	contracts	21.00%	45.68%	21.00%	52.00%	21.10%
** For each of the	procurement categories listed, enter your Agency-Specific HUB Go.  e procurement categories listed, enter the percentage of dollars the age  Joyce Bertolacini, HUB Coordinator		UBs as reflected in  Approved by:  Printed Name:	Day ?	Reports.  Grief Executive D	Pirector
Phone Number:	512-344-5293		Phone Number:		512-344-5160	

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.

#### INDIRECT COST SCHEDULE

(m	yroll-related Costs nust reconcile to Exhibit II, Annual Financial Report) FICA Employer Matching Contribution Group Health Insurance Retirement tal Payroll-related Costs	\$ 147,198.72 231,630.58 131,642.23	_\$	510,471.53
	Benefit Replacement Pay (BRP)	9,755.02		
Tot	tal Benefit Repacement Pay		\$	9,755.02
(no	lirect Costs of reported on operating statements) Bond Debt Service Payments Texas Facilities Commission (TFC) tal Indirect Costs (not reported on operating statements)	\$ 32,925.00	\$	32,925.00
(ba	lirect Costs - Statewide Full Cost Allocation Plan ased on FY 2012 Data)  Building Depreciation  CPA Fiscal and ITD  CPA Purchasing & Support (TPASS)  CPA Rebates  TFC Planning & Asset Management  TFC Facility Design & Construction  OOG BPP & Financial Accountability  tal Indirect Costs - Statewide Full Cost Allocation Plan	\$ 2,322.62 77,782.78 21,330.66 (1,287.62) 16,142.12 (11,960.00) 18,822.06	\$	123,152.62
то	TAL INDIRECT COSTS		\$	676,304.17

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

For the Fiscal Year Ended August 31, 2014

#### **Professional/Consulting Fees**

Name	Type of Service Rendered	Amount
Media Management Inc.	Consultant Services - Other	\$ 11,700.00
DK Partners PC	Financial and Accounting Services	882,850.00
Grant Thornton LLP	Financial and Accounting Services	130,000.00
McConnell & Jones LLP	Financial and Accounting Services	118,713.85
Weaver & Tidwell, LLP	Financial and Accounting Services	82,502.00
Barker & Herbert Analytical Laboratories, Inc.	Other Professional Services	142,200.00
Elephant Productions Inc.	Other Professional Services	2,808,844.14
Eubank & Young Statistical Consulting, LLC	Other Professional Services	180,935.00
Grant Thornton LLP	Other Professional Services	321,544.84
IPSOS-Reid Corp.	Other Professional Services	313,170.00
Texas A & M University	Other Professional Services	69,200.00
Texas Department of Public Safety	Other Professional Services	51,958.50
University of Houston	Other Professional Services	63,910.00
UT Center for Social Work	Other Professional Services	15,889.00
Carahsoft Technology Corporation	Information Technology Services	12,694.68
Catapult Systems, Inc.	Information Technology Services	114,290.00
Elsym Consulting, Inc.	Information Technology Services	192,000.00
Luna Data Solutions	Information Technology Services	203,500.00
RFD & Associates, Inc.	Information Technology Services	688,147.12
Neos Consulting Group LLC	Information Technology Services	20,000.00
SunGard Availability Services	Information Technology Services	182,478.00
MCCi LLC	Information Technology Services	26,373.50
Payments to Other Vendors- Under \$10,000		50,865.07
	Total Professional/Consulting Fees	\$ 6,683,765.70
Legal Service Fees		
Meyertons Hood Kilvin Kowert & Goetzel PC	Legal Services- Other	\$ 29,225.95
	Total Legal Service Fees	\$ 29,225.95
Total Profes	sional/Consulting Fees and Legal Services Fees	\$ 6,712,991.65

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#### SCHEDULE OF SPACE OCCUPIED

For the Fiscal Year Ended August 31, 2014

Location	Address	Lessor
STATE-OWNED		
El Paso	401 E. Franklin Ave, Ste. 150	State Owned
FREE SPACE		
None		
LEASED SPACE		
Abilene	209 S. Danville, Suite C-103	Titan Tower LLC DBA Titan 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	Lynx Grant, LLC
Austin Convention Center Parking Garage	601 E. 5th Street	City of Austin
Beaumont	6444 Concord Road	Walker Brothers Properties, LLC
Corpus Christi	4639 Corona, Suite 19	Corona Business Park, LLC
Dallas	1555 W. Mockingbird Ln., Ste 203	Neil E Felder
Fort Worth	4040 Fossil Creek Blvd, Ste 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., Ste. 4	ANB Resources-Laredo, LTD
Lubbock	6202 Iola Avenue, Ste #900A	High Impact Properties Texas, LTD
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	AGS Real Estate Investments, LLC
Tyler	3800 Paluxy Dr., Ste. 330	Genecov Investment, LTD
Victoria	2306 Leary Ln, Ste. 400	Jack Stonebraker
		Total Lease Space

**TOTAL ALL SPACE** 

Note: Excludes parking spaces.

					Rental p	oer Month	_	
		Usable So	quare		Cost per Sq.	Cost per	Actual Annual	
Lease No.	Туре	Feet/Un	its	FTE's	Ft. / Units	Month	Cost	Comments
	Office	1,052	Sq. Ft.	2.00	0.0000	0.00	0.00	
	- -	1,052	Sq. Ft.	2.00		\$ -	\$ -	
		0		0.00	0.0000	0.00	0.00	
	- -	0	Sq. Ft.	0.00		\$ -	\$ -	
8976	Office	500	Sq. Ft.	2.00	0.6378	318.92	3,827.04	Lease expires 7/31/15
9612	Office	500	Sq. Ft.	2.00	0.9031	451.54	5,418.48	Lease expires 4/30/22
362-8905	W/H, Off	21,600	Sq. Ft.	2.00	1.0417	22,500.00	270,000.00	Lease expires 2/14/15
362-9756	Office	75,578	Sq. Ft.	253.50	2.5565	193,211.44	2,318,537.28	Lease expires 5/7/20
362-1121	Reserved Parking	70	Spaces		140.00	9,800.00	117,600.00	Lease expires 5/31/15
	Unreserved Parking	42	Spaces		120.00	5,040.00	60,480.00	Lease expires 5/31/15
303-6-10142	Office	1,044	Sq. Ft.	2.00	0.9878	1,031.23	12,374.76	Lease expires 2/29/16
1612	Office	1,030	Sq. Ft.	2.00	0.84	866.06	10,392.72	Lease expires 10/31/19
9873	Office	3,764	Sq. Ft.	9.00	1.3935	5,245.00	62,940.00	Lease expires 7/31/18
9996	Office	880	Sq. Ft.	3.00	1.1378	1,001.29	12,015.48	Lease expires 8/31/19
10614	Office	2,359	Sq. Ft.	10.00	1.5595	3,678.88	44,146.56	Lease expires 8/31/18
10614	Parking	11	Spaces		30.00	330.00	3,960.00	Lease expires 8/31/18
8087	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
10252	Office	960	Sq. Ft.	2.00	1.3773	1,322.25	15,867.00	Lease expires 12/31/19
20112	Office	1,064	Sq. Ft.	3.00	0.6667	709.33	8,511.96	Lease expires 8/31/19
9328	Office	2,418	Sq. Ft.	5.00	0.9733	2,353.34	28,240.08	Lease expires 4/30/16
9797	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	1.3087	986.79	11,841.48	Lease expires 7/31/17
	_	114,270	Sq. Ft.	304.50		250,800.59	3,009,607.08	
	_							
	=	115,322	Sq. Ft.	306.50		\$ 250,800.59	\$3,009,607.08	

#### SCHEDULE OF ITEMIZED PURCHASES

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. TLC attendance is based on location, participation and time of the event.
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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 2014 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.

Products purchased	P	O amount	Vendor name	PO number
Maintenance on draw machines and equipment	\$	12,565.00	Garron Lottery Products	362-14-9003
Maintenance on draw machines and equipment	\$	14,400.00	Smartplay International, Inc.	362-14-9004
Rental of promotional space and related services	\$	8,000.00	The Pecan Street Association, Inc.	362-14-0164
Rental of promotional space and related services	\$	8,000.00	Rave Marketing & Events LLC	362-14-0064
Rental of promotional space and related services	\$	18,500.00	Round Rock Baseball Club LP	362-14-0111
Rental of promotional space and related services	\$	9,000.00	Poteet Strawberry Festival	362-14-0120
Rental of promotional space and related services	\$	10,250.00	Mayfest, Inc.	362-14-0143
Rental of promotional space and related services	\$	7,500.00	Rey Feo Consejo Educational Foundation C/O Chase & Chase CPA's PLLC	362-14-0147
Rental of promotional space and related services	\$	8,500.00	Corpus Christi Baseball Club LP	362-14-0146
Rental of promotional space and related services	\$	7,500.00	City of Richardson	362-14-0127
Registration costs to attend the 15th Annual Texas Conference for Women	\$	6,370.00	The Texas Conference for Women	362-14-2268
Licensed Property Scratch-Off Games with the Dallas Cowboys	\$ 3	3,700,000.00	Pro Silver Star Ltd	362-14-2174
Licensed Property Scratch-off Games with the Houston Texans	<b>\$</b> 1	,485,475.00	Houston NFL Holdings, LP	362-14-2170

Need for specifications	Competing products not satisfactory
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.
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.
Lease Hold Improvements	The Texas Lottery Commission (TLC) leases the Austin headquarters building from Lynx Grant LLC and is currently requesting a lease hold improvement to meet business needs. This request is for architectural and construction services needed for a remodeling project in the Charitable Bingo Division.
Lease Hold Improvements	The Texas Lottery Commission (TLC) leases the Austin headquarters building from Lynx Grant LLC and is currently requesting a lease hold improvement to meet business needs. This request is for architectural and construction services needed for a remodeling project in the Charitable Bingo Division.
Lease Hold Improvements	The Texas Lottery Commission leases the Austin Headquarters building from Lynx Grant LLC and is currently requesting a lease hold improvement to meet business needs. This request is for the Due Diligence phase of the remodel and expansion of the studio.
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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Drawing Machine Ball Sets	Garron Lottery Products is the original manufacturer and sole source of the Texas Two Step on-line game drawing machine and the Texas Two Step Ball Sets. This purchase will allow the Texas Two Step on-line game drawings to continue without any compromise and degradation of quality to the game. The unique color of red balls in these sets will be retained along with the consistency and design of these game balls.

Products purchased	Р	O amount	Vendor name	PO number
Membership Dues for North American Association of State & Provincial Lotteries	\$	16,000.00	North American Association of State and Provincial Lotteries	362-14-0244
Rental of promotional space and related services	\$	15,000.00	City of Grapevine DBA CVB Festival Operations Account	362-14-0001
Rental of promotional space and related services	\$	18,500.00	Hicks Cedar Park LLC	362-14-0019
Lease Hold Improvements for Grant Building - Austin L.P.	\$	8,952.70	Lynx Grant LLC C/O National Bank of Kuwait	362-14-4024
Lease Hold Improvements for Grant Building - Austin L.P.	\$	7,800.00	Lynx Grant LLC C/O National Bank of Kuwait	362-14-4025
Lease Hold Improvements for Grant Building - Austin L.P.	\$	17,375.00	Lynx Grant LLC C/O National Bank of Kuwait	362-14-4034
Rental of promotional space and related services	\$	17,000.00	Southwestern Exposition and Livestock Show	362-14-0059
Rental of promotional space and related services	\$	10,000.00	Millard Enterprises INC DBA Main Events International	362-14-0106
Rental of promotional space and related services	\$	8,000.00	Hidalgo Chamber of Commerce Inc.	362-14-0110
Rental of promotional space and related services	\$	6,000.00	Soccer for a Cause, LLC	362-14-0118
Rental of promotional space and related services	\$	6,000.00	Townsquare Media of El Paso Inc.	362-14-0203
Rental of promotional space and related services	\$	12,000.00	Taste of Dallas LLC	362-14-0225
Texas Two Step Ball Sets	\$	6,850.00	Garron Lottery Products	362-14-0196

Need for specifications	Competing products not satisfactory
Licensed Property	Licensed property scratch-off games help serve a niche by capitalizing on well known, branded concepts. The agency evaluated the potential for a licensed property scratch-off game featuring the Scoop the Cash brand. The agency believes that the strength of the Scoop the Cash brand will create a successful game that will contribute positively to lottery sales and revenue generation for the Foundation School Fund.
Membership Dues	The World Lottery Association 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 responsible management and sale of entering 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. 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.
Lease Hold Improvements	The Texas Lottery Commission leases the Austin Headquarters building from Lynx Grant LLC, and is currently requesting a lease hold improvement to meet business needs. This request is for the Due Diligence Phase (Phase II) of the remodel and expansion of the studio.
Lease Hold Improvements	The Texas Lottery Commission leases the Austin Headquarters building from Lynx Grant LLC, and is currently requesting a lease hold improvement to meet business needs. This request is for minor construction services on the second floor of the studio building.
Conference Registration	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. Agency staff from various divisions attended with the Executive Director to represent the agency.

Products purchased	F	O amount	Vendor name	PO number
Licensed Property Scratch-Off Game- Scoop the Cash	\$	102,816.00	National American Association of State and Provincial Lotteries	362-14-2023
Membership Dues for the World Lottery Association (WLA)	\$	29,702.66	World Lottery Association	362-14-9030
Rental of promotional space and related services	\$	6,000.00	Feld Motor Sports Inc.	362-14-0098
Rental of promotional space and related services	\$	6,750.00	Texas Hunters Expo	362-14-0221
Lease Hold Improvements for Grant Building - Austin L.P.	\$	5,350.00	Lynx Grant LLC C/O National Bank of Kuwait	362-14-4099
Lease Hold Improvements for Grant Building - Austin L.P.	\$	47,261.88	Lynx Grant LLC C/O National Bank of Kuwait	362-14-4205
Registration Cost to attend the NASPL 2013 Annual Conference	\$	11,700.00	National American Association of State and Provincial Lotteries	362-14-2009

#### SCHEDULE OF VEHICLES PURCHASED

Make	Model		chase Price	Type of Use	Fuel Efficiency
Ford	2014 E350 Wagon XL Super Duty	\$	26,184.20	Delivery	11 MPG

# SCHEDULE OF STATE-OWNED OR LEASED VEHICLES USED BY STATE EMPLOYEES

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



# 2014







### 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