





ANNUAL REPORT OF NON-FINANCIAL DATA

AN AGENCY OF THE STATE OF TEXAS

Commissioners:

J. Winston Krause, Chairman

Carmen Arrieta-Candelaria

Peggy A. Heeg Doug Lowe

Robert Rivera



TEXAS LOTTERY COMMISSION

Gary Grief, Executive Director

Alfonso D. Royal III, Charitable Bingo Operations Director

December 20, 2016

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

Ladies and Gentlemen:

We are pleased to submit the annual report of nonfinancial data of the Texas Lottery Commission for the year ended August 31, 2016, in compliance with Texas Government Code Annotated, Section 2101.0115.

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.

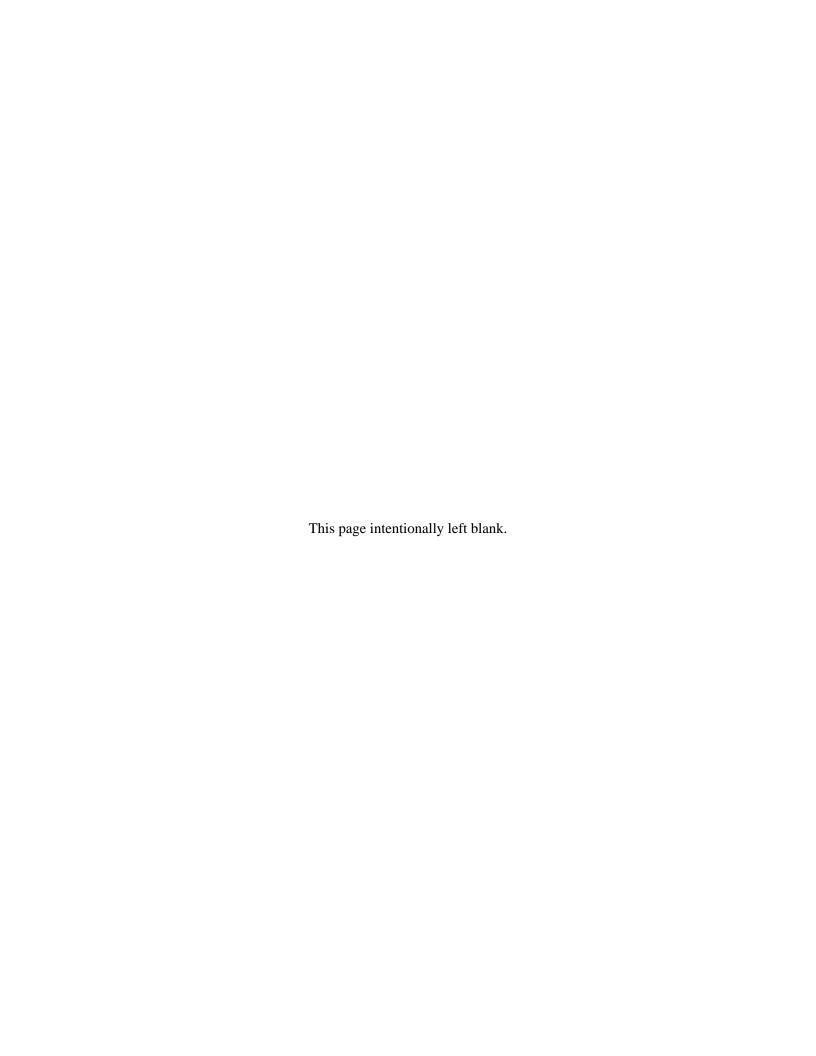
Sincerely

Gary Grief

Executive Director

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APPROPRIATION ITEM TRANSFER SCHEDULE*

For Fiscal Year Ended August 31, 2016

ITEM OF APPROPRIATION

		Transfers - In		Transfers - Out		Net Transfers		
A. Goal:	(Operate	Lottery)		_		_		_
Strate	egies:							
A.1.1.	13005	Lottery Operations	\$	193,907.94	\$	(221,737.67)	\$	(27,829.73)
A.1.2.	13012	Lottery Field Operations		18,881.00		(30,490.19)		(11,609.19)
A.1.3.	13006	Marketing and Promotion		1,095,474.27		-		1,095,474.27
A.1.4.	13008	Security		11,535.14		(707,052.37)		(695,517.23)
A.1.5.	13009	Central Administration		2,000.00		(1,895,711.57)		(1,893,711.57)
A.1.6.	13014	Lottery Operator Contract		-		-		-
A.1.7.	13015	Instant Ticket Production Contract		3,018,651.45		(2,334,595.00)		684,056.45
A.1.8.	13007	Mass Media Advertising Contracts		1,500,000.00		-		1,500,000.00
A.1.9.	13017	Drawing & Broadcast Contract		34,595.00		(345,633.00)		(311,038.00)
A.1.10.	13018	Market Research Contract		-		(85,000.00)		(85,000.00)
A.1.11.	13019	Retailer Bonus		-		(254,825.00)		(254,825.00)
A.1.12.	13023	Retailer Commissions				-		-
•	Total, Go	oal A: (Operate Lottery)	\$	5,875,044.80	\$	(5,875,044.80)	\$	-
B. Goal:	(Enforce	Bingo Laws)						
Strate	egies:							
B.1.1.	13004	Bingo Licensing	\$	178,591.33	\$	(86,084.00)	\$	92,507.33
B.1.2.	13010	Bingo Education and Development		-		(25,000.00)		(25,000.00)
B.1.3.	13003	Bingo Law Compliance Field Oper		23,884.00		(168,497.71)		(144,613.71)
B.1.4.	13020	Bingo Prize Fee Collection & Acct		87,200.00		(10,093.62)		77,106.38
Total, Goal B: (Enforce Bingo Laws)		\$	289,675.33	\$	(289,675.33)	\$		
1	NET APP	ROPRIATION ITEM TRANSFERS	\$	6,164,720.13	\$	(6,164,720.13)	\$	-

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

Unaudited

STATE AGENCY PROGRESS REPORT

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

Agency Name:	Texas Lottery Commission	Agency #:	362	Re	port for Fiscal:	2016
		Fisca	1 2015	Fisca	I 2016	Fiscal 2017
	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 construc	ction other than building contracts	0.00%	0.00%	0.00%	0.00%	0.00%
Building constru	uction, including general contractors and operative builders contracts	0.00%	0.00%	0.00%	0.00%	0.00%
Special trade construction contracts		11.80%	18.09%	10.20%	44.73%	11.10%
Professional services contracts		23.70%	74.76%	23.70%	92.24%	23.70%
Other services contracts		26.00%	12.88%	26.00%	11.82%	26.00%
Commodities co	ontracts	21.10%	55.50%	21.10%	62.95%	21.10%
*For each of the	e procurement categories listed, enter your Agency-Specific HUB Goa	als.				

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

Prepared By: **Printed Name:**

Eric Williams, HUB Coordinator

Gary Grief, Executive Director **Printed Name:**

Approved by:

512-344-5160 Phone Number: 512-344-5241 Phone Number:

(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.

SCHEDULE OF PROFESSIONAL/CONSULTING FEES AND LEGAL SERVICE FEES

For the Fiscal Year Ended August 31, 2016

Professional/Consulting Fees

Name	Type of Service	Amount
Media Management Inc.	Consultant Services - Other	\$ 21,000.00
DK Partners PC	Financial and Accounting Services	889,450.00
McConnell & Jones LLP	Financial and Accounting Services	202,033.04
Weaver & Tidwell, LLP	Financial and Accounting Services	75,741.00
Berry Dunn McNeil & Parker LLC	Financial and Accounting Services	200,000.00
Barker & Herbert Analytical Laboratories, Inc.	Other Professional Services	151,800.00
Eclipse Compliance Testing	Other Professional Services	12,000.00
Elephant Productions Inc.	Other Professional Services	2,623,742.92
Eubank & Young Statistical Consulting, LLC	Other Professional Services	151,260.00
Grant Thornton LLP	Other Professional Services	220,952.50
Texas Department of Public Safety	Other Professional Services	44,197.25
University of Houston	Other Professional Services	70,365.00
UT- Austin School of Social Work	Other Professional Services	16,269.00
Strategic Research Partners	Other Professional Services	340,000.00
Lynx Grant LLC	Architectural/Engineering Services	14,682.63
Elsym Consulting, Inc.	Information Technology Services	192,000.00
RFD & Associates, Inc.	Information Technology Services	543,130.00
Solid Border Inc	Information Technology Services	10,200.00
SunGard Availability Services	Information Technology Services	37,015.52
Agencies of Change LLC	Information Technology Services	185,980.00
Payments to Other Vendors- Under \$10,000		39,540.50
	Total Professional/Consulting Fees	\$ 6,041,359.36
Legal Service Fees		
Meyerton's Hood Kivlin Kowert & Goetzel PC	Legal Services	28,808.95
	Total Legal Service Fees	\$ 28,808.95
	Total Professional/Consulting & Legal Services Fees	\$ 6,070,168.31

SCHEDULE OF SPACE OCCUPIED

For the Fiscal Year Ended August 31, 2016

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

209 S. Danville, Suite C-103 **Abilene** 7120 IH-40 West. Suite 110 Amarillo **Austin Warehouse & Office Space** 8006 Cameron Rd., Suite F 611 E. 6th Street **Austin Central Office** *Austin Convention Center Parking Garage 601 E. 5th Street 6444 Concord Road **Beaumont Corpus Christi** 4639 Corona, Suite 19 Dallas 8700 N Stemmons Fwy, Suite 140 4040 Fossil Creek Blvd, Suite 102 **Fort Worth** 1919 N. Loop W., Suite 100 Houston *Houston Parking Garage 1919 N. Loop W., Suite 100 1202 Del Mar Blvd., Suite 4 Laredo Lubbock 6202 Iola Avenue. Ste #900A McAllen 4501 West Business 83, Suite A2 Odessa 4682 E. University, Suite 100 San Antonio 9514 Console, Suite 111 Tyler 3800 Paluxy Dr., Suite 330 Victoria 2306 Leary Ln, Suite 400

Titan Tower LP DBA Titan Towers 1, LP
Amarillo Independent School District
Sabrehal International, LTD
Lynx Grant, LLC
City of Austin Convention Center
Walker Brothers Properties, LLC
Corona Business Park, LLC
8700 Ricchi LLC
Perry-Tubb Holdings, LLP
Weingarten Realty Investors
Weingarten Realty Investors
ANB Resources-Laredo, LTD
High Impact Properties Texas, LTD

Vazma I Tomac, Trustee of the Tomac Revocable Trust American Heritage Commercial Properties, Inc.

AGS Real Estate Investments, LLC

Genecov Investment, LTD Victoria PJNP, LLC

Total Lease Space

TOTAL ALL SPACE

Note: Total Lease Space excludes parking spaces.

					Rental	per Month		
		Usable			Cost per			
		Square Feet			Sq. Ft./	Cost per	Actual Annual	
Lease No.	Type	/ Units		FTE's	Units	Month	Cost	Remarks
	Office	1,052	Sq. Ft.	2.00	0.0000	0.00	0.00	
		1,052	Sq. Ft.	2.00		0.00	0.00	
		1,002	<u> </u>	2.00		0.00	0.00	
		0		0.00	0.0000	0.00	0.00	
		· ·		0.00	0.0000	0.00	0.00	
		0	Sq. Ft.	0.00	-	0.00	0.00	
		1						
8976	Office	500	Sq. Ft.	2.00	0.6964	348.18	4,178.16	Lease expires 07/31/20
9612	Office	500	Sq. Ft.	2.00	0.9031	451.54	5,418.48	Lease expires 04/30/22
362-8905	W/H, Off	21,600	Sq. Ft.	2.00	1.0731	23,180.00	278,160.00	Lease expires 02/29/20
362-9756	Office	75,578	Sq. Ft.	272.00	2.5838	195,275.04	2,337,857.43	Lease expires 05/07/20
TLC001/015	Parking	112	Spaces	0.00	160.0000	17,920.00	211,960.00	Lease expires 09/30/20
303-6-10142	Office	1,044	Sq. Ft.	2.00	0.9878	1,031.23	12,374.76	Lease expires 02/28/21
1612	Office	1,030	Sq. Ft.	2.00	0.8442	869.52	10,434.24	Lease expires 10/31/19
303-5-10925	Office	3,011	Sq. Ft.	11.00	1.1368	3,422.82	46,540.38	Lease expires 11/30/25
9996	Office	880	Sq. Ft.	3.00	1.1378	1,001.29	12,015.48	Lease expires 08/31/19
10614	Office	2,359	Sq. Ft.	12.00	1.5751	3,715.67	44,588.04	Lease expires 08/31/18
10614	Parking	12	Spaces	0.00	30.0000	360.00	4,230.00	Lease expires 08/31/18
8087	Office	704	Sq. Ft.	2.00	1.1843	833.72	10,004.64	Lease expires 05/31/18
303-7-10360	Office	615	Sq. Ft.	2.00	0.9615	591.31	7,100.44	Lease expires 06/30/17
10252	Office	960	Sq. Ft.	2.00	1.6250	1,560.00	18,720.00	Lease expires 12/31/19
20112	Office	1,064	Sq. Ft.	4.00	1.3336	1,418.95	17,027.40	Lease expires 08/31/19
9328	Office	2,418	Sq. Ft.	6.00	1.1250	2,720.25	29,707.72	Lease expires 04/30/21
9797	Office	500	Sq. Ft.	2.00	1.0590	529.49	6,353.88	Lease expires 08/31/17
303-1-20268	Office	754	Sq. Ft.	2.00	1.3087	986.79	11,841.48	Lease expires 07/31/17
		113,517	Sq. Ft.	328.00		256,215.80	3,068,512.53	•
			•					
		114,569	Sq. Ft.	330.00		256,215.80	3,068,512.53	

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 Texas Lottery Commission (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 2016 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 WWE brand combined with the excitement related to second chance drawings for non-cash/experiential prizes 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 Drawing Machines and Equipment	\$	17,500.00	Garron Lottery Products	362-16-9003
Maintenance on Drawing Machines and Equipment	\$	18,920.00	Smartplay International, Inc.	362-16-9004
Participation in a promotional event	\$	8,000.00	The Pecan Street Association, Inc.	362-16-0137
Participation in a promotional event	\$	18,500.00	Texas Stars LP	362-16-0030
Participation in a promotional event	\$	18,500.00	Round Rock Baseball Club LP	362-16-0107
Participation in a promotional event	\$	9,000.00	Poteet Strawberry Festival	362-16-0111
Participation in a promotional event	\$	12,000.00	Mayfest, Inc.	362-16-0138
Participation in a promotional event	\$	7,500.00	Rey Feo Consejo Educational Foundation C/O Chase & Chase CPA's PLLC	362-16-0114
Participation in a promotional event	\$	9,000.00	Corpus Christi Baseball Club LP	362-16-0150
Participation in a promotional event	\$	7,500.00	City of Richardson	362-16-0139
Registration costs for Annual Texas Conference for Women	\$	10,500.00	The Texas Conference for Women	362-16-0206
Licensed Property Scratch-Off Games with the Dallas Cowboys	\$ 3	3,750,000.00	Pro Silver Star Ltd	362-16-9035
Licensed Property Scratch-off Games with the World Wrestling Entertainment, Inc.	\$	726,600.00	World Wrestling Entertainment, Inc.	362-16-4004

SCHEDULE OF ITEMIZED PURCHASES

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. 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.
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. The purchase is specific to the Austin Claim Center remodel to improve the current work area and to create more file / storage space for claim center activities. Services will be provided by the Grant Building management, HPI and their approved general contractor.
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. The purchase is specific to the Austin Claim Center remodel to improve the current work area and to create more file / storage space for claim center activities. Services will be provided by the Grant Building management, HPI and their approved general contractor.
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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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.
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 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.
Seminar 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. The 2016 Professional Development Seminar provides an excellent opportunity to keep abreast of industry marketing trends and information sharing amoung participants.

Products purchased	P	O amount	Vendor name	PO number
Membership Dues for NASPL	\$	16,000.00	North American Association of State and Provincial Lotteries	362-16-9357
Participation in a promotional event	\$	16,500.00	City of Grapevine DBA CVB Festival Operations Account	362-16-0001
Participation in a promotional event	\$	9,135.00	El Paso Stadium Operations Company	362-16-0129
Lease Hold Improvements for Grant Building - Austin	\$	17,302.50	Lynx Grant LLC C/O National Bank of Kuwait	362-16-0201
Lease Hold Improvements for Grant Building - Austin	\$	56,448.10	Lynx Grant LLC C/O National Bank of Kuwait	362-16-0214
Participation in a promotional event	\$	7,000.00	City of Hidalgo DBA Hidalgo Borderfest	362-16-0096
Participation in a promotional event	\$	6,000.00	Townsquare Media of El Paso Inc	362-16-0162
Participation in a promotional event	\$	12,000.00	Taste of Dallas LLC	362-16-0179
Membership Dues for the World Lottery Association	\$	28,191.07	World Lottery Association	362-16-9030
Participation in a promotional event	\$	6,000.00	Feld Motor Sports, Inc.	362-16-0098
Participation in a promotional event	\$	10,500.00	Texas Hunters Association	362-16-2218
Registation costs to attend the NASPL Professional Development Seminar	\$	8,450.00	National American Association of State and Provincial Lotteries	362-16-2228

SCHEDULE OF ITEMIZED PURCHASES

Need for specifications	Competing products not satisfactory
Conference 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 2015 Building the Brand Conference provides an excellent opportunity to keep abreast of industry marketing trends and information sharing among participants.
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.
Licensed Property	Licensed property Scratch games help serves a niche by capitalizing on well known, branded concepts. The agency believes that the strength of the AEG brand combined with the excitement related to the LA Live! experiential prize which is solely available through AEG will create a successful game that will contribute positively to lottery sales and revenue generation for the Foundation School Fund.
Draw Machine Ball Sets	The current Pick 3 ball sets have been in active rotation and are requiring replacement due to useage, wear and tear. The Pick 3 drawing machines and ball sets are custom designed by Smartplay International for the Texas Lottery Commission. Purchasing these ball sets from SmartPlay International will retain the consistency and design of the original ball set specifications for these game balls and drawings and ensure that the specifications for the Pick 3 draw game drawings are constant.
Draw Machine Ball Sets	The current Cash Five ball sets have been in active rotation and are requiring replacement due to useage, wear and tear. The Cash Five drawing machines and ball sets are custom designed by Smartplay International for the Texas Lottery Commission. Purchasing these ball sets from SmartPlay International will retain the consistency and design of the original ball set specifications for these game balls and drawings and ensure that the specifications for the Cash Five draw game drawings are constant.
Trademark License	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, and the additional marketing and promotional support, will create a successful Dallas Cowboys game, enchance the sales of this game and other Texas Lottery games, and contribute positively to lottery sales and revenue generation for the Foundation School Fund.
Live Scann Fingerprinting Services	MorphoTrust 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. MorphoTrust is the only option for the Texas Lottery to timely transmit electronic fingerprints in relation to its background checks.
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.
Licensed Property	Licensed property scratch ticket games help serves a niche by capitalizing on well known, branded concepts. The agency believes that the strength of the <i>Pitbull</i> brand will create a successful game that will contribute positively to lottery sales and revenue generation for the Fund for Veterans' Assistance.

Products purchased	PO amount	Vendor name	PO number
Registration costs to attend the NASPL Building the Brand Conference	\$ 14,000.00	National American Association of State and Provincial Lotteries	362-16-4011
Participation in a promotional event	\$ 10,200.00	Houston Asian American Festival Association	362-16-0077
Participation in a promotional event	\$ 10,000.00	SL Baseball LLC	362-16-0113
Licensed Property AEG Scratch games	\$ 1,502,500.00	Alchemy3 LLC	362-16-2050
Pick 3 Ball Sets	\$ 7,569.00	Smartplay International, Inc.	362-16-0212
Cash Five Ball Sets	\$ 5,369.00	Smartplay International, Inc.	362-16-0211
Trademark License and Promotional Support Agreement	\$ 800,000.00	Frisco Management LP	362-16-9039
Live Scan Fingerprinting Services	\$ 18,116.00	MorphoTrust USA LLC	362-16-9333
Licensed Property Scratch-off Games with the Houston Texans	\$1,485,750.00	Houston NFL Holdings LP	362-16-9447
Pitbull licensed property scratch ticket game	\$ 471,000.00	Promotion Security Group	362-16-4116

SCHEDULE OF VEHICLES PURCHASEDFor the Fiscal Year Ended August 31, 2016

Make	Model	Purchase Price	Type of Use	Fuel Efficiency

Not Applicable

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	Ford Cargo Van	



2016







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