1	TRANSCRIPT OF PROCEEDINGS
2	BEFORE THE
3	TEXAS LOTTERY COMMISSION
4	AUSTIN, TEXAS
5	
6	COMMISSION MEETING) FOR THE TEXAS)
7	LOTTERY COMMISSION)
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L1	COMMISSION MEETING
L2	AUGUST 12, 2021
L3	10:00 a.m.
L 4	AT
	TEXAS LOTTERY COMMISSION
L5 L6	611 East 6th Street Austin, Texas 78701
L 7	
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20 21 22	

1	APPEARANCES	
2	CHAIRMAN:	Robert G. Rivera
3 4	COMMISSIONERS:	Cindy Lyons Fields Erik C. Saenz James H. C. "Jamey" Steen
5	GENERAL COUNSEL:	Robert F. Biard
6	EXECUTIVE DIRECTOR:	Gary Grief
7 8	CHARITABLE BINGO OPERATIONS DIRECTOR:	LaDonna Castañuela
9	ASSISTANT GENERAL COUNSEL:	Kyle Wolfe
10	CONTROLLER:	Katheryn J. Pyka
11	PRODUCTS MANAGER:	Robert Tirloni
12	McCONNELL & JONES, LLP:	Darlene Brown
13	ADMINISTRATION DIRECTOR:	Mike Fernandez
14	LOTTERY OPERATIONS DIRECTOR:	Ryan Mindell
15	SENIOR CONTRACTS ATTORNEY:	Lea Garey
16	BINGO ADVISORY COMMITTEE CHAIRMAN:	William "Trace" Smith III
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2		lottery sales and revenue, game performance, new game opportunities, advertising,
3		promotional activities, market research, trends, and game contracts, agreements, and procedures
4	XI.	Report, possible discussion and/or action on
5	•••	transfers to the State and the agency's budget status
6	XII.	Report, possible discussion and/or action on
7		FY 2022 Operating Budget
8	XIII.	Report, possible discussion and/or action on external and internal audits and/or reviews
9		relating to the Texas Lottery Commission, and/or on Internal Audit activities,
10		including approval of the FY 2021 Annual Internal Audit Report and FY 2022 Annual
11		Internal Audit Plan
12	XIV.	Report by the Charitable Bingo Operations
13		Director and possible discussion and/or action on the Charitable Bingo Operations
14		Division's activities, including licensing, accounting and audit activities, reports, and special projects
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7 8 9	A. To deliberate personnel matters, including the appointment, employment, evaltestion, reassignment, duties, discipline, or dismissal of the Executive Director and/or Charitable Bingo Operations Director, pursuant to §551.074 of the Texas Government Code.
LO L1	B. To deliberate the duties of the General Counsel and/or the Human Resources Director pursuant to §551.074 of the Texas Government Code.
L2 L3 L4	C. To receive legal advice regarding pending or contemplated litigation or settlement offers, or other legal advice, pursuant to §551.071(1) and (2) of the Texas Government Code, including but not limited to legal advice regarding the following items:
L5 L6 L7	Pending litigation regarding Fun 5's Scratch Ticket Game #1592, including Travis County District Court Docket No. D-1-GN-14-005114 (Steele, et al. v. GTECH Corp.) and Dallas County District Court Docket No. DC-14-14838 (Nettles v. GTECH Corp.);
L8 L9 20 21 22	Legal advice regarding the Governor's March 13, 2020 COVID-19 state of disaster declaration (as renewed thereafter) and related Texas Lottery Commission matters, Texas Government Code Chapters 466 (State Lottery Act) and 467 (Texas Lottery Commission), the Bingo Enabling Act, the Open Meetings Act, the Public Information Act, the Administrative Procedure Act, employment and personnel law, procurement and contract law, evidentiary and procedural law, ethics laws, and general government law.
2/1	Legal advice regarding any item on this open meeting

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1	PROCEEDINGS
2	THURSDAY, AUGUST 12, 2021
3	AGENDA ITEM NO. I
4	CHAIRMAN RIVERA: Alrighty. It is 10:00
5	a.m. We will start the Commission meeting with our
6	Pledge of Allegiance. And we have our Commissioner
7	Steen is going to lead us in both pledges. And this is
8	his first official in-person meeting as well.
9	COMMISSIONER STEEN: Sure.
10	CHAIRMAN RIVERA: So happy to have Jamey
11	here.
12	COMMISSIONER STEEN: Where's our flag
13	here?
14	CHAIRMAN RIVERA: Right behind you.
15	(Pledges recited)
16	CHAIRMAN RIVERA: Okay. Welcome
17	everyone. Good job, Commissioner, on leading us in the
18	pledge. So good job. Okay.
19	AGENDA ITEM NO. II
20	CHAIRMAN RIVERA: Welcome everyone. We
21	are going to begin the meeting with our Bingo Advisory
22	Committee will have a report. And so we'll hear from
23	William Trace Smith III, Chairman.
24	MR. SMITH: Good morning, Commissioners.
25	We've got several items today that we need to discuss.

First of all, in our last BAC meeting we voted to support the staff language on the gift card rule and I we have and will still look at that still. So we'll be glad to help look at that at a later time. So, with that there's that.

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CHAIRMAN RIVERA: Trace, is your mic on? Excuse me for interrupting. Just want to make sure everyone can hear.

MR. SMITH: There we go. Is that better?

CHAIRMAN RIVERA: Thank you.

MR. SMITH: Do I need to restate that?

Are we good? Did everybody hear that? Yeah? Okay.

All right.

The next thing on the list is we all voted to ask for you to please continue the Bingo Advisory Committee and all its members. We're up for renewal.

And we also have provided you with our 2020 Annual Report and we would ask for approval of that.

And then we have our 2020 Work Plan approval. The only thing that I would request from the Commissioners on the 2020 Annual Work Plan is that in the second part of that, it deals with stuff that is

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not clearly authorized by Texas law. We would request that someone be helped there -- be at the BAC meetings to help us procedurally to make sure that we don't do something. We are not attorneys by any mean, shape, or form and we don't want to do something that is improper or incorrect. So we would ask for guidance on that.

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CHAIRMAN RIVERA: Okay. Commissioner Fields, would you like to address any and all of those comments?

COMMISSIONER FIELDS: I would. Can you all hear me?

CHAIRMAN RIVERA: Yes, ma'am.

COMMISSIONER FIELDS: I want to first express our thanks and appreciation to the current members of the Advisory Committee for their time and their commitment and dedication to serve on this committee.

Statutorily a committee member isn't entitled to compensation for serving as a member, nor is the member entitled to reimbursement for expenses incurred in performing their duties as a member. This is true public service, and we are very appreciative for each member's willingness to serve on this committee.

As outlined in the committee's current

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Fiscal Year 2021 work plan, the committee is charged 2 with developing an annual report to the Commission. 3 The committee did prepare and submitted this report and a copy has been provided somewhere in the room. 4 5 MR. SMITH: Yes, ma'am. 6 COMMISSIONER FIELDS: The Bingo Enabling

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Act Texas Occupations Code Section 2001.057 authorizes the Lottery Commission to appoint a Bingo Advisory Committee. It states, "The Commission shall appoint nine members representing a balance of interest and that the committee members serve at the pleasure of the Commission."

I believe the committee, along with their work and input, has been very helpful to the Lottery Commission.

My recommendation and motion are to continue the Bingo Advisory Committee for another year, with the term beginning September 1, 2021 and ending August 31, 2022, with the reappointment of the following nine committee members: William Trace Smith -- this is the conductor category. William Trace Smith, Will Martin, Jason Pohl -- did I say his name right?

MR. SMITH: Yes, ma'am.

COMMISSIONER FIELDS: For the charity

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lessor category: Kimberly Rogers, Veronica Uriegas. 1 2 For the commercial lessor category, 3 Melodye Green. For the manufacturer category, Emile --4 and I need a little help with his last name --5 6 MR. SMITH: Bourgoyne. 7 COMMISSIONER FIELDS: Bourgoyne. 8 for the distributor category, Tommy Duncan. 9 The ninth member is Corey Harris. 10 is no member on the committee that is currently serving 11 in the public member category due to the -- due to the 12 difficulty of the Commission at having identified such 1.3 a person. 14 In accordance with the Commission's rule 1.5 402.102(b)(3) if there is not someone to represent one 16 of the required interest groups, the Commission may 17 appoint a member from the remaining interest groups. 18 Corey Harris' appointment will be an additional 19 committee member in the conductor category. 20 Commissioners, on the BAC Work Plan for 21 2022, Commissioners, you have a copy of the proposed 22 Fiscal Year 2022 Work Plan for the advisory committee. 23 The BAC did provide their recommendations for the work

plan. And I have worked with staff and understand a

draft copy was previously provided to each of you for

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your review and input.

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I know we want to provide clear guidance and direction and believe we accomplished this with the items outlined in the proposed plan. And if you all are okay with that, I'll read the first item in the Annual Work Plan is: evaluate the impact of COVID-19 on Charitable Bingo in Texas and identify potential rules or procedural changes that may help organizations address any related challenges.

Any potential recommendations on changes to how bingo games are played shall be clearly authorized by Texas law, and do not include electronic bingo, including electronic pull-tabs or any other activities not authorized by law, or video confirmation of paper pull-tabs. And that's the item, Trace, that you had requested assistance from legal on. Right?

MR. SMITH: Yes. And just as an added note, we do already have electronic bingo. And I may be reading that second sentence wrong, but we have bingo card minders that are already --

 $\label{eq:commissioner} \mbox{COMMISSIONER FIELDS: We do. We know} \\ \mbox{that. Right.}$

MR. SMITH: Okay. I'm just making sure. COMMISSIONER FIELDS: Yeah. That's been

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MR. SMITH: Like I say, I'm a lay person 1 2 so it's --3 COMMISSIONER FIELDS: Me, too. 4 MR. SMITH: You've got to use your big 5 red crayon. 6 COMMISSIONER FIELDS: Me, too. 7 second item is, provide feedback and comments to Charitable Bingo staff, division staff, and 8 Commissioners on amendments to administrative rules in 9 10 Chapter 402 and any other new additional amendments. 11 The third item is review components of 12 the agency's Charitable Bingo website, including the 1.3 listing of BAC members and recommended elements and 14 information to be included in future website updates. 1.5 And we will help you update the website, because we 16 have the website. 17 MR. SMITH: Yes, ma'am. 18 COMMISSIONER FIELDS: The fourth item 19 is, provide reports at each commission meeting. 20 includes status updates of the BAC's activities, 21 industry accomplishments, challenges, or concerns. 22 The fifth and final item is: develop the 23 required BAC Annual Report to the Commission on the 24 state of the Charitable Bingo industry, and submit to

the Commission and to the Charitable Bingo Director by

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July 15, 2022.

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So, Mr. Chairman, my recommendation and motion are to approve the Bingo Advisory Committee's work plan for Fiscal Year 2022.

AGENDA ITEM NO. XVII

CHAIRMAN RIVERA: Okay. Are there any other public comments that need to be made? We have -- Steve Bresnen will be making a few words.

MR. BRESNEN: Thank you, Commissioners.

My name's Steve Bresnen. On behalf of the Bingo

Interest Group. I have had a chance to review the work

plan. Looks fine to me and the people I represent.

Though we'd like to put something on their radar. If it needs to be specifically mentioned in the work plan, I'd request that you do so. If not, I'd request that you acknowledge it and affirm, if you will, the Commission's support of the effort.

And that is there has been a change, sometimes attributed to COVID-19 situation, in the product mix that's available to the charities to use in conducting Charitable Bingo. There are products and organizations that -- within the products -- that are apparently not available in the marketplace today and that's being attributed to shortages or changes in the manufacturing. I assume this is just in the

manufacturing, but it could be in the distribution part, too, of the industry, but that's affecting what the charities have to sell and conduct games using there.

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I would request that that be consistent with the work plan, that that be included in the BAC's work plan. And I think in order to gather complete information from the industry at the level of detail and professionalism that's needed who will likely require the Commission to assist by sending some correspondence to the players in the market to find out what's going on, the extent of it, the reasons for it, and if it's a transitory problem, when the problem might be eradicated.

This will -- believe it or not bingo players are sensitive, like other market participants, and I think folks in the industry are going to need a little help to get to the bottom of it and see if it's something that's going to be -- going to be able to revert back to what people are used to or where they were stuck.

That said, appreciate you all's support of the BAC. I've been involved with this for a while, and I have seen the BAC be a good source of continuity when we have new commissioners, you have new directors.

And at the same time it's really helped the

communication between the agency and the industry and I

think it's helped kind of smooth over some rough

patches historically.

So thanks very much for your support of

it. I'd be happy to answer any questions.

CHAIRMAN RIVERA: Any questions? Steve,

CHAIRMAN RIVERA: Any questions? Steve, thank you for your comments and your involvement in Charitable Bingo, supporting our non-profits across the state. So --

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MR. BRESNEN: Thanks a lot. Reach out any time you need help. Thanks.

CHAIRMAN RIVERA: Thank you sir. Yes, sir.

MR. FULLER: Good morning, Mr. Chairman, Commissioners. My name is Mitch Fuller. This is really the introductory comment. I want to thank Trace and the Bingo Advisory Committee. My name's Mitch Fuller. I'm the Director of Government Public Affairs for the Texas VFW, the largest, or one of the largest, bingo license holders in Texas.

And thank you for all that you -- that you do. And just the -- to talk about the benefit of bingo for us. In our 78, I think it's 78 licenses that we had throughout Texas.

In 2019, our organization from top to 1 2 bottom, from the department, our districts, our posts, 3 and including that with bingo, were able to give more than \$1.8-million of real money and real contributions 4 to the organizations in our community. So thank you 5 6 for what you -- what you do and I look forward to 7 working with you moving forward and advancing this and protecting the -- as some things -- other things are in 8 the work in the state of Texas with the casino gaming 9 10 and some of that other stuff.

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And so thank -- this is a really introductory and a thank you. Thank you comment. And, Commissioner Fields, I look forward to working with you as you're sort of the Lottery Commission liaison to the Bingo Advisory Committee. But thank you for all you do. And, Trace, thank you for what you do and I'll see you tomorrow morning at the Bingo Advisory Committee meeting. Thank you.

CHAIRMAN RIVERA: Thank you for your comments, your service to our nation, and your involvement in Charitable Bingo. So thank you. Cindy, do you have any further comments?

COMMISSIONER FIELDS: I do not.

CHAIRMAN RIVERA: Okay. So you made a motion. Do we have a second?

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1	COMMISSIONER STEEN: Second.
2	CHAIRMAN RIVERA: Okay. All those in
3	favor say aye.
4	(Chorus of "ayes")
5	CHAIRMAN RIVERA: Motion passes
6	unanimously.
7	AGENDA ITEM NO. III
8	CHAIRMAN RIVERA: Okay. We will now
9	move on to item number 3. Mike Fernandez.
10	MR. FERNANDEZ: Good morning, Mr.
11	Chairman. Good morning, Mr. Chairman, Commissioners.
12	CHAIRMAN RIVERA: Good morning.
13	MR. FERNANDEZ: For the record, my name
14	is Mike Fernandez. I'm the Director of Administration.
15	Item 3 in your notebook is an action item.
16	Staff is seeking Commission approval to
17	execute a contract with McConnell & Jones, LLP for
18	internal audit services. The initial term of the
19	contract is for a one-year period beginning September 1
20	and ending August 31 '22.
21	Commissioners have independently
22	confirmed they do not have any financial interest in
23	McConnell & Jones, LLP. I'd be happy to answer any
24	questions, Commissioners.
25	Mr. Chairman, that is an action item and

1	will require approval of the Board.
2	CHAIRMAN RIVERA: Okay. Is there a
3	motion?
4	COMMISSIONER STEEN: So moved.
5	CHAIRMAN RIVERA: Is there a second?
6	COMMISSIONER FIELDS: Second.
7	CHAIRMAN RIVERA: Okay. All in favor
8	say aye.
9	(Chorus of "ayes")
10	CHAIRMAN RIVERA: Passes unanimously.
11	AGENDA ITEM NO. IV
12	MR. FERNANDEZ: Thank you. Again, for
13	the record, my name is Mike Fernandez, Director of
14	Administration. Item 4 in your notebook is also an
15	action item.
16	Staff is seeking Commission approval to
17	issue a request for proposals for advertising and media
18	services. Our current contract ends August of '22. If
19	you have any questions, I would be happy to answer
20	them. That is an action item. It will require a vote
21	of the Board.
22	CHAIRMAN RIVERA: Moved for a motion for
23	approval.
24	COMMISSIONER SAENZ: I make a motion.
25	CHAIRMAN RIVERA: Second?

COMMISSIONER FIELDS: I'll second. 1 2 CHAIRMAN RIVERA: Okay. All those in 3 favor say aye. (Chorus of "ayes") 4 5 CHAIRMAN RIVERA: Passes unanimously. 6 MR. FERNANDEZ: Thank you. 7 CHAIRMAN RIVERA: Next item. AGENDA ITEM NO. V 8 9 MR. FERNANDEZ: Item number 5. Again, I 10 am the Director of Administration, and Mike Fernandez 11 is my name. 12 Item number 5 in your notebook is a 1.3 briefing item and it's to advise the Commission of 14 staff's intent to issue a request for proposals for 1.5 lottery drawing CPA services. 16 Our current contract ends August 31, 17 2022 and that's just a briefing item, Commissioners. 18 CHAIRMAN RIVERA: Okay. 19 AGENDA ITEM NO. VI MR. FERNANDEZ: Item number 6 is also a 20 21 briefing item, but it's to advise the Commission of 22 staff's intent to amend our current contract with Elsym 23 Consulting. They're the company that runs our internal 24 control system which does the balancing for all the

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sales transactions.

1	And we're amending this in response to
2	changes in the Lottery gaming system. As you've heard
3	from our Operations Director, Ryan Mindell, you know,
4	we're making changes, or changes are being made, in
5	upgrading that system. So what this will do will keep
6	those changes in sync. So we wanted to advise you that
7	we'll be changing that.
8	Mr. Chairman, Commissioners, that's all
9	I have.
10	CHAIRMAN RIVERA: Okay. Any comments,
11	questions for Mike? Nothing. Okay.
12	MR. FERNANDEZ: All right.
13	CHAIRMAN RIVERA: Good job. Thank you
14	for being here today.
15	MR. FERNANDEZ: It's good to see you.
16	CHAIRMAN RIVERA: Good to see you, sir.
17	AGENDA ITEM NO. VII
18	CHAIRMAN RIVERA: Next item, number 7,
19	Kyle Wolfe.
20	MR. WOLFE: Good morning. Thank you,
21	Mr. Chairman, Commissioners. For the record I'm Kyle
22	Wolfe, Assistant General Counsel.
23	Item 7 in your notebooks contains a
24	proposal to amend rule 401.153, Qualifications for
25	License Rule. The purpose of the proposed amendments

1	is to update the rule to reflect amendments to the
2	State Lottery Act, specifically House Bill 1545 from
3	the regular session of the 86th Texas Legislature
4	amended the State Lottery Act by updating the names of
5	certain alcoholic beverage permits that correspond to
6	prohibited retailer locations.
7	Therefore, those alcoholic beverage
8	permit names need to be updated in Commission Rule
9	401.153.
10	So today staff is recommending that the
11	Commission initiate the rulemaking process by
12	publishing these proposed amendments in the Texas
13	Register to receive public comment for a period of 30
14	days. And if you have any questions, I'm happy to
15	answer them. Thank you.
16	CHAIRMAN RIVERA: Okay. Are there any
17	questions? So this requires
18	MR. WOLFE: Yeah. It's an action item.
19	Yes.
20	CHAIRMAN RIVERA: Okay. Is there a
21	motion for approval?
22	COMMISSIONER SAENZ: Make a motion.
23	CHAIRMAN RIVERA: We have a second.
24	COMMISSIONER STEEN: Second.
25	CHAIRMAN RIVERA: Okay. All in favor

1 say aye. 2 (Chorus of "ayes") 3 CHAIRMAN RIVERA: Right. You're good. 4 Passes unanimously. Good job. MR. WOLFE: Thanks, Commissioners. 5 6 AGENDA ITEM NO. VIII 7 CHAIRMAN RIVERA: Alrighty. Next, item 8 number 8, we're going to hear about lottery procurement 9 procedures. MS. GAREY: Good morning, Chairman and 10 11 Commissioners. For the record, my name is Lea Garey, 12 and I'm your Senior Contracts Attorney. 1.3 I present to you item number 8 for your 14 consideration, a draft submission to the Texas Register 1.5 that authorizes the publication of proposed amendments 16 to rule 16 TAC sections 401.101, Lottery Procurement 17 Procedures. 18 The purpose of this submission is to 19 seek public comment on this proposal. In this 20 proposal, we have prepared proposed amendments for 21 public comment that align the language of the rule to

Senate Bill 799 amended the dollar amount threshold in Chapter 2155 of the Texas

which was passed in the regular session.

reflect legislative changes made in Senate Bill 799

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	2 -
1	Government Code that triggers a competitive bidding
2	requirement. With the passage of that bill, the
3	threshold increased from \$5,000 to \$10,000. Therefore,
4	we are proposing amendments to our rule that triggers a
5	competitive procurement, also increasing its threshold
6	from \$5,000 to \$10,000.
7	Therefore, we are recommending that the
8	Commission approve publication of the draft amendments
9	as presented in your notebooks in order to seek public
10	comment for 30 days.
11	I'm available to answer any questions you
12	might have regarding the rule proposal. Thank you.
13	CHAIRMAN RIVERA: Okay. Commissioners,
14	are there any questions for Lea Garey? None. If not,
15	is there a motion for approval?
16	COMMISSIONER SAENZ: I make a motion.
17	CHAIRMAN RIVERA: Okay. Erik
18	COMMISSIONER FIELDS: Second.
19	CHAIRMAN RIVERA: Okay. Good job. All
20	in favor say aye.
21	(Chorus of "ayes")
22	CHAIRMAN RIVERA: Okay. It passes
23	unanimously. Lea Garey, thank you so much.
24	MS. GAREY: Thank you.
25	AGENDA ITEM NO. IX

CHAIRMAN RIVERA: Alrighty. Next, item 1 2 Ryan Mindell, Lottery Operations Division 3 Director. MR. MINDELL: Good morning, Chairman and 4 5 Commissioners. 6 CHAIRMAN RIVERA: Good morning. 7 MR. MINDELL: Again, for the record, my 8 name is Ryan Mindell, Lottery Operations Director. 9 Item 9 in your notebook is a copy of the 10 2020 Annual Report and the 2021-2022 Comprehensive 11 Business Plan. The annual report contains a summary of 12 the agency's sales and revenue results along with 1.3 performance highlights from Fiscal Year 2020. 14 Next, is the Comprehensive Business 1.5 Plan, which conforms to the statutory requirements from 16 Sunset legislation. The Comprehensive Business Plan 17 contains key performance factors and it captures 18 measures of agency efficiency and performance as well 19 as targets or projections for those factors. 20 This document, to me, continues to be 21 the single best source of information about our lottery 22 activities. Both about what we've done in the past and 23 what we're planning to do in the future.

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work across the agency that goes into preparing this

I'd also like to note the significant

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report.
With that, I'm happy to respond to any
questions you may have prior to consideration of
approval for the report today.
CHAIRMAN RIVERA: Okay. Any questions
for Ryan? Is there anyone who wants to move forward
with an approval?
COMMISSIONER SAENZ: I'll make a motion.
CHAIRMAN RIVERA: Okay, Erik, good job.
Second. Okay. All in favor say aye.
(Chorus of "ayes")
CHAIRMAN RIVERA: Ryan, good job on item
number 9.
MR. MINDELL: Thank you, Chairman.
Thank you, Commissioners.
AGENDA ITEM NO. X
CHAIRMAN RIVERA: Yes. Next Kathy Pyka
will be taking care of item number 10 and 11 and 12.
MS. PYKA: Good morning, Mr. Chairman
and Commissioners. My name is Kathy Pyka, Controller
for the Commission.
CHAIRMAN RIVERA: Good morning.
MS. PYKA: And with me this morning is
our Commission's Products Manager, Robert Tirloni. Our
presentation this morning will begin with the data on

slide 2. Comparative sales through the week ending
August 7, 2021 represented at the bottom of the slide.

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Total Fiscal Year 2021 sales through this 49-week period are \$7,607,000,000, which is an increase of \$1,341,000,000 or 21 percent over Fiscal Year 2020 sales.

Commissioners, we surpassed our record-breaking sales from last year in early July and with three weeks remaining in the fiscal year we're well on target to exceed \$8-billion in total lottery sales this fiscal year.

Fiscal Year 2021 scratch ticket sales, reflected on the second orange bar, are now at \$6,207,000,000. A \$1,019,000,000 increase over the sales figure for Fiscal Year 2020. With a growth rate of 19.6 percent over last fiscal year the Commission has continued to report exceptional increases over our record-setting Fiscal Year 2020 sales.

To put this into perspective, our total sales of both products last fiscal year, which were record sales, were \$6,704,000,000, and we are on target to reach more than 6 and a half billion in scratch ticket sales alone this fiscal year.

Scratch ticket sales amount to 81.6 percent of total sales through this period as compared

to 82.8 percent last fiscal year.

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Fiscal Year 2021 sales, reflected on the second blue bar, are \$1,400,000,000, which is a \$322-million increase over Fiscal Year 2020 draw sales.

That is a 30 percent increase.

Similar to scratch ticket sales, we've reported significant year-over-year growth in draw sales with every product reporting sales growth this fiscal year. Robert will now provide an overview of detailed sales, as outlined on slide 3.

MR. TIRLONI: Thanks, Kathy. Good morning, Commissioners. This next slide is the year-over-year comparison through last Saturday, August 7th. And it really dives into where we're seeing the growth by product category.

So overall, year-over-year, we're up \$1,341,000,000. If we look at the draw portion of the portfolio, our draw games are up just a little bit over \$322-million year-over-year.

Digging a little deeper, you can see the majority of that increase is coming from the jackpot portion of the portfolio. Just under \$272-million worth of growth from the jackpot games.

The big contributors to that are Mega Millions and Powerball. Jackpots of note would be a

\$1-billion jackpot that we had for Mega Millions back in January. And a jackpot of note for Powerball was at the exact same time back in January of 2021. And that jackpot of note is \$730-million. So great growth from both of our multi-state games.

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But we're also seeing good growth from our in-state games. Lotto Texas is up almost \$16-million and our smallest in-state jackpot game, Texas Two Step, is up \$6.6-million.

I do want to make one note while we're talking about our jackpot games and just give a reminder that in two and a half weeks we will see a Powerball and Lotto drawn on Mondays. The current draw schedule is Wednesdays and Saturdays, but starting on August 23rd both games will be drawn on Mondays. So those two games will be available three days a week.

The team has been working very hard to get ready for that implementation, and we are on track to meet that launch date.

In blue, in the middle of the slide, are our daily games. Those are up just under \$51-million. Most of that growth is coming from our Pick 3 game with its add-on feature, Fireball. We're seeing just a little bit over \$29-million worth of growth from that one game. So great results there.

Continued phenomenal results from our scratch portfolio, over \$6.2-billion in sales, which is growth of \$1,019,000,000.

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I have provided you with some scratch ticket samples today. Giving you our Dallas Cowboys and Houston Texans tickets. Those start on Monday the 16th. I think they're great-looking tickets.

And then I've also given you some samples of our upcoming jackpot family. So that family will kick off right at the beginning of September. That will give us a strong start to the fiscal year, we believe. Our families typically do very well and perform very well, so we're excited about that family to start off the fiscal year.

And then, last but not least, when we're back together in October we will be providing the full end-of-year summary where Kathy and I will provide you with all of the final sales and revenue figures for all of Fiscal '21. And so that's something to look forward to.

And that completes our sales presentation. We're happy to answer any questions you may have.

CHAIRMAN RIVERA: Okay. Commissioners, any thoughts or questions regarding the presentation?

You all obviously did a really good job. Our results -1 2 - your results are incredibly impressive. 3 Although you all are the ones who are here making that presentation, it's a tribute to all of 4 5 our employees that helped to produce those kind of 6 results on the scoreboard. You know. Including all of 7 our vendors and everyone who is supportive of our 8 mission. So thank you all for what you do. 9 And it's exciting also, you know, as Commissioners we do receive an idea of what is 10 11 distributed and, again, you know, what's going to be 12 hitting the retailers. And especially excited to see 1.3 the Cowboys scratch-off at the very top of all of what 14 we do out here. And so, if you remember, as --1.5 although the Cowboys are America's team, this is still 16 a franchise of the state. So we're excited that this 17 will be out on the 16th. So good job. 18 MR. TIRLONI: I maybe should've put the 19 Texans --20 CHAIRMAN RIVERA: And --21 MR. TIRLONI: -- on the top of 22 Commissioner Saenz' pile. I forgot to do that. Yes. 23 CHAIRMAN RIVERA: Yes.

COMMISSIONER SAENZ: Don't forget that

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next time.

CHAIRMAN RIVERA: Yeah. So we'll remember that, maybe.

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AGENDA ITEM NO. XI

CHAIRMAN RIVERA: All right. Well, next item would be item 11, and still with the same folks. So, Kathy, go ahead.

MS. PYKA: Again, for the record, my name is Kathy Pyka, Controller for the Commission.

Commissioners, the report in your notebook reflects accrued revenue transfers and the allocations to the Foundation School Fund as well as the Texas Veterans Commission and unclaimed prizes for the 10-month period ending June 30th of 2021.

Total accrued revenue transfers to the state amounted to \$1,620,000,000 for the first 10 months of the fiscal year. And of the \$1,620,000,000 transferred to the state, \$1,556,000,000 was the amount transferred to the Foundation School Fund. \$18.6-million was transferred to the Fund for Veteran's Assistance. With the remaining \$45.2-million transferred from unclaimed Lottery prizes.

We are now reporting a 25 percent increase, or \$312-million over revenue to the Foundation School Fund from sales as compared to the same period last fiscal year. Our total cumulative

transfers to the Foundation School Fund through June of 1 2 this year now total \$27.3-billion. 3 Also included in your notebook is the agency's Fiscal Year 2021 Method of Finance Summary for 4 the third quarter ending May 31^{st} of 2021. 5 6 Commission's Lottery Account budget for Fiscal Year 7 2021 is \$264-million of which 93 percent was expended 8 and encumbered through the third quarter. 9 The Bingo Administration Budget, funded 10 by general revenue, is \$2.2-million, of which 81 11 percent was expended and encumbered through the end of 12 the third quarter. 1.3 This concludes my presentation. 14 happy to answer any questions. 1.5 CHAIRMAN RIVERA: Commissioners, any 16 questions, comments, suggestions for Kathy? Anything 17 at all? Okay. Good job. 18 MS. PYKA: Thank you. 19 AGENDA ITEM NO. XII 20 MS. PYKA: All right. We'll then move 21 on to tab 12, which is the Commission's Fiscal Year 22 2022 Operating Budget. Again, for the record, my name 23 is Kathy Pyka. 24 Commissioners, this morning I'm seeking

your approval of the Fiscal Year 2022 Operating Budget

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in the amount of \$265,748,229 and 309.9 full time 1 2 equivalent positions. 3 The budget was developed in accordance with appropriation amounts as outlined in Senate Bill 4 5 1, further adjusted for the rider and Article 9 funding 6 provisions. The initial draft of the budget was 7 developed by the Office of the Controller and delivered 8 to division management for their direct input, and the 9 final draft was developed after receiving feedback from 10 the divisions as well as being reviewed by executive 11 management. 12 Commissioners, this concludes my 13 I'd be happy to answer any questions. presentation. 14 CHAIRMAN RIVERA: Commissioners, any 1.5 questions, comments? None. Okay. 16 MS. PYKA: All right. So that's an 17 action item that I'm seeking approval on. 18 CHAIRMAN RIVERA: We are needing to move 19 forward with the --20 COMMISSIONER SAENZ: I'll stick with 21 that streak and make a motion. 22 CHAIRMAN RIVERA: Okay, Erik, good job 23 on moving forward. 24 COMMISSIONER STEEN: Second.

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CHAIRMAN RIVERA: Commissioner Steen is

the second. All in favor say aye. 1 2 (Chorus of "ayes") 3 Thank you, Commissioners. MS. PYKA: CHAIRMAN RIVERA: Good job. 4 Motion 5 approved. Thank you, Kathy and Robert, for all the work 6 that you all do. So. 7 MS. PYKA: You're so very welcome. 8 CHAIRMAN RIVERA: Thank you very much. AGENDA TTEM NO. XIII 9 10 CHAIRMAN RIVERA: And next item is item 11 number 13. We have Darlene Brown, who is here and 12 happy to hear what you have to tell us. 1.3 MS. BROWN: Sure. Good morning, 14 Commissioners. And thank you for the confidence and 1.5 our new contract for the next year. I look forward to 16 serving the agency again. 17 But today in your notebook I have two 18 action items for you. The first one is a proposed Fiscal Year 2022 Annual Internal Audit Plan. This plan 19 20 was created based upon our risk assessment and 21 communications with leadership. 22 We're going to perform nine audits, 23 primarily in the Lottery Operations and Information 24 Technology areas and we are also going to spend some

major hours in the Bingo area following up on prior

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1	audits' recommendations to see how they've been
2	implemented. So, in total, we have 2,174 hours
3	allocated to the Annual Internal Audit Plan and it is
4	within my annual budget.
5	So today I'm seeking your approval for
6	the Proposed 2021 Annual Internal Audit Plan. And if
7	you have any questions, I'll be happy to answer them.
8	CHAIRMAN RIVERA: Okay. Commissioners,
9	any comments and or a motion for approval?
10	COMMISSIONER STEEN: So moved.
11	COMMISSIONER FIELDS: Second.
12	CHAIRMAN RIVERA: Okay. Good. All
13	righty. All in favor say aye.
14	(Chorus of "ayes")
15	CHAIRMAN RIVERA: Motion is approved.
16	MS. BROWN: Perfect. Thank you.
17	CHAIRMAN RIVERA: Darlene, thank you for
18	that.
19	MS. BROWN: Thank you.
20	CHAIRMAN RIVERA: Do you have more
21	comments?
22	MS. BROWN: I have one more. In the
23	second action item I have for you today is the Fiscal
24	Year 2021 Annual Internal Audit Report. This is a
25	report that's required by the Texas Internal Auditing

1	Act and it's due November 1st of each year.
2	The components of the report are
3	prescribed by the State Auditors Office, and then we
4	fill that in based upon Lottery operations. But the
5	primary components of it are the status of the Fiscal
6	'21 Internal Audit Plan, which we completed as revised.
7	And then the planned Fiscal Year '22 internal audits.
8	So if you have no questions on that one,
9	I'll be happy to you if you have questions, I'll
10	be happy to answer them.
11	CHAIRMAN RIVERA: Any questions for
12	Darlene? None.
13	MS. BROWN: All right.
14	CHAIRMAN RIVERA: does that require
15	MS. BROWN: It does require.
16	CHAIRMAN RIVERA: It does require. All
17	righty.
18	COMMISSIONER SAENZ: I'll make a motion.
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20	CHAIRMAN RIVERA: All righty. We have a
21	motion. Is there a second?
22	COMMISSIONER FIELDS: I'll second.
23	CHAIRMAN RIVERA: Okay. All those in
24	favor say aye.
25	(Chorus of "ayes")

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CHAIRMAN RIVERA: Motion is approved. 1 2 Darlene, thank you for your service to the Texas 3 Lottery. 4 MS. BROWN: Thank you. 5 CHAIRMAN RIVERA: We are very grateful 6 and excited about the continued partnership. 7 speaking of partner, we are incredibly proud of you for 8 achieving the status of partner. It is something that 9 is well deserved and the Texas Lottery is incredibly 10 grateful for all of the years of service that you 11 provide the state and to our lottery. So thank you and 12 look forward to seeing you soon. 1.3 Thank you. Thank you. MS. BROWN: 14 CHAIRMAN RIVERA: Congratulations. (Chorus of "congratulations") 1.5 16 CHAIRMAN RIVERA: Thank you, Darlene. 17 AGENDA ITEM NO. XIV 18 CHAIRMAN RIVERA: Next item is item 19 number 14. Speaking of congratulations, we do have a 20 brand new addition to the Texas Lottery and Bingo 21 family. And so, LaDonna, if you would just give us a 22 little about yourself and tell us all the exciting 23 things that you're going to be doing and then you can

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MS. CASTANUELA: So a little bit about

transition into your report.

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myself. I've been in state government for many, many years. Most recently came from the Department of Motor Vehicles for more than 9 years. I worked as an attorney in the Motor Vehicle Division where we license motor vehicle dealers and manufacturers. Before that, gosh, almost 20 years at the Texas Commission for Environmental Quality, including being their Chief Clerk for many years working directly for that commission.

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And I am here to tell you that I am very much enjoying my six weeks now as the Director of the Charitable Bingo Operations Division. You have information in your notebooks regarding output metrics for CBOD for June and July.

In addition, I want to let you know that my learning curve is very steep, but I'm working on it. I want to thank CBOD staff for helping me get situated, and the crash course in all matters necessary to keep the work moving while I'm still learning.

Speaking of Bingo staff, we will be bringing on a new License Specialist on September 1st to fill a vacancy that was posted before I got here.

Next week, I have scheduled interviews to fill an Administrative Assistant vacancy. As you know, there's been a lot of turnover in the CBOD, and I'm hopeful

that filling these two vacancies quickly will help with the stress and workload issues that some of the staff have experienced.

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Also, regarding staff, I recently learned that there are several performance evaluations that are long overdue. I've made myself a very aggressive schedule to bring staff evaluations up-to-date starting in October after I have three months under my belt.

And I have started my meetings and conversations with Darlene Brown and CBOD staff to get an update on the Division's progress toward addressing issues in the audits and to make a plan with timelines to implement any outstanding recommendations.

Finally, I want to thank Bob Biard,

Tyler Vance, and several of the Directors and many of

their staff who have reached out and made themselves

available to help me with various matters and to answer

my many, many questions. Everyone has been very, very

helpful and supportive.

That's all I have for you today. If you have any questions, I'm available.

CHAIRMAN RIVERA: Great report.

Commissioners, and especially Commissioner Fields, any comments? Any thoughts?

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COMMISSIONER FIELDS: I have a quick 1 2 comment. LaDonna, as you can tell, has hit the ground 3 running and I'm super appreciative to her for all her energy that she's bringing to the job. And keep it up. 4 5 MS. CASTANUELA: Thank you. 6 COMMISSIONER FIELDS: And, also, thanks 7 to all the staff that have been so great at helping her 8 hit the ground running. Because that's been really, 9 really nice. 10 MS. CASTANUELA: Critical. 11 COMMISSIONER FIELDS: So all good 12 reports from LaDonna. So thank you. 1.3 CHAIRMAN RIVERA: Okay. Good to hear. 14 And, with that, behalf of our Commissioners, we're incredibly grateful to you, Cindy, for all of the work 1.5 16 that you've done, you know, helping to guide Bingo. 17 And it is not an easy organization to, you know, to 18 handle it as it has a lot of moving parts. And you're 19 doing a great job of stewardship for Bingo as the 20 Commissioner Liaison, so thank you. 21 And also for your work with the BAC as 22 That's obviously incredibly important and I'm 23 glad that we're, you know, moving forward. 24 And, LaDonna, you literally are the most

qualified person to be sitting in that chair. For

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those of you who may not know, that position has been something that has taken us a little while to get that right fit and we should be very grateful for LaDonna, you know, taking on that role and assignment. And we look forward to great things from Bingo with you at the head of the operation as Operations Director. So, LaDonna, thank you and welcome for your first official meeting.

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MS. CASTANUELA: Thank you very much.

AGENDA ITEM NO. XV

CHAIRMAN RIVERA: So, with that, we'll move on to item 15, Gary.

MR. GRIEF: Thank you, Mr. Chairman.

Good morning, Commissioners. Other than what's in your notebook this morning, I have just one item to bring to your attention. This is an information-only item. And it involves the contracts that we utilize for the printing of our scratch ticket products.

Several years ago we took a different and a unique approach to the procurement process for the printing of scratch tickets. There are only three companies in the world, Scientific Games, Pollard Banknote, and IGT Printing, that are capable of printing scratch tickets for the Texas Lottery.

So rather than following the

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longstanding industry practice of acquiring the services of just one of those companies, or perhaps one as a primary and one as a backup, I strongly believe that we should procure the services of all three and allocate about a third of our business to each company and then ask them to compete for our business every single day. On time delivery, quality production, and very importantly, innovations as well.

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Each one of those companies brings a different skill set. They bring different products. They bring different innovations to the table. And we take advantage of all of those attributes through that unique contracting structure that we've set up.

Now I think you can tell that I -- our unique approach to that has paid dividends for the State of Texas over the years. Hence the numbers that you see Kathy and Robert put up before you every other month.

But, that said, we struggle mightily every year to pay for the scratch ticket products that we sell.

Now, I can certainly understand why this might sound counterintuitive, but the fact is that our legislative appropriation for the printing of scratch tickets doesn't come close to what is required to print

the volume of tickets that we sell in our state. It's only through the use of a rider mechanism that's in place in our bill pattern that we're able to adequately fund this particular budget item. Especially given the extraordinary growth that we've seen over the last several years.

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The contracts with all three of these scratch ticket print vendors expire August 31st of '24, which typically means we would be initializing a new procurement process sometime in '23. But the environment for procuring these services has dramatically changed. The pandemic has had a significant impact on labor and materials. And while those material shortages may ease a little bit over time, the labor costs will not.

We're definitely going to be looking at increased prices for scratch tickets once the current contracts expire. And the manner in which we've paid for these goods and services in the past, it will not sustain us going forward.

Further, the timing of these contracts puts us at a disadvantage. Beginning a procurement process in 2023 will be too late to address potential significant budget shortfalls in the next legislative session.

So after thinking this through, speaking with the CEOs of all three of the companies that provide these services, I believe that the right approach and our best opportunity to secure adequate funding through the legislative budget process is to initiate this procurement early, seeking your formal approval of the procurement in our next meeting in October, and issuing a request for proposal before the end of this calendar year.

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What this means is that we will have firm prices in hand before we begin the process of developing our next legislative appropriations request and we'll be able to share these prices with the Legislative Budget Board and with state leadership well before the decisions are made on our appropriation for this budget strategy.

And with that, Mr. Chairman, that concludes my report. Be happy to answer any questions that you might have.

CHAIRMAN RIVERA: Commissioners, questions? Well, as always, your stewardship and guidance is needed, it's important. The work that you're doing now to lay out future action items is why the Lottery is in the position that is -- it is in now. That's why that Robert and Kathy are able to, you know,

put up such significant numbers. It's because of the planning that, ultimately, that you're -- you, you know, come up with and have that working ability with all of our employees to, you know, make sure that the mechanism continues to move forward. So we'll continue to do the best that we can with the variables that are in place. And so your level of awareness and making sure that folks across the state in this organization and outside have an understanding of what that path is and, again, what those variables are.

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And you, Gary, are obviously putting the Lottery in the best position possible to make qualified decisions based on the best information at hand. So we're grateful for all of the work that you do and just continue to move forward. So thank you, Gary, for the report.

MR. GRIEF: Thank you, Mr. Chairman.

AGENDA ITEM NO. XVI

CHAIRMAN RIVERA: Next item is Bob Biard, our General Counsel.

MR. BIARD: Thank you, Chairman. For the record, I am Bob Biard, General Counsel. Item 16 contains eight Lottery enforcement matters, tabs A though H. In these cases the Commission staff found a licensee violated a statute or Commission rule.

As you know, in many of our cases either
the respondent fails to appear at the hearing and it
proceeds by default, or the staff and the respondent
reach a settlement in the form of an agreed order. And

those are the types of cases we have before you today.

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Tabs A through C are non-sufficient fund Lottery retailer license revocations. Each case was presented at the State Office of Administrative Hearings for revocation of the retailer license because the licensee failed to have sufficient funds in their bank account to cover electronic fund transfers to the Commission's account.

In each case, the licensee failed to appear at the hearing and the judge remanded the case to the Commission to handle as a default matter.

Tabs D through H are agreed orders.

These are settlements. D is an owner purchase case, where the owner of a retail store bought a customer's winning ticket and claimed it. Items E and F involve a retailer who kept a player's winning ticket and claimed it as their own. Tab G is an employee purchase case where an employee of a retailer purchased a ticket from a customer. And H is another owner purchase case.

And the materials for all these cases are in your notebook. And you may take up the

1	enforcement orders in a single vote, if you like. And
2	I'm happy to answer any questions.
3	CHAIRMAN RIVERA: Okay. Commissioners,
4	is there a motion for approval?
5	COMMISSIONER SAENZ: I make a motion.
6	CHAIRMAN RIVERA: Second?
7	COMMISSIONER STEEN: Second.
8	CHAIRMAN RIVERA: Second? All in favor
9	say aye.
10	(Chorus of "ayes")
11	CHAIRMAN RIVERA: Motion passes.
12	MR. BIARD: Thank you, Commissioners.
13	AGENDA ITEM NO. XVIII
14	CHAIRMAN RIVERA: Okay. Bob, do you
15	have any other items that you'd like to discuss?
16	MR. BIARD: No, sir.
17	CHAIRMAN RIVERA: And do you feel that
18	we need to go into Executive Session?
19	MR. BIARD: I have nothing I need to
20	share with you in Executive Session, sir.
21	CHAIRMAN RIVERA: Perfect. Okay. Glad
22	to hear it. We are well under an hour, which is
23	fantastic.
24	COMMISSIONER SAENZ: That a record?
25	CHAIRMAN RIVERA: Yeah, it is. And,

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again, our level of efficiency is a testament to all of our employees that put us here. The Commissioners in the position to advance our meetings as efficiently and quickly as possible.

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AGENDA ITEM NO. XX

adjourn, I'd like to ask Commissioner Steen to -- as your first official meeting up here, to give us a few words about yourself, your family. We also understand that you've had a recent addition. And we're excited to have you here.

appreciate it -- I guess I've been on the Commission for over a year now. But, first in-person meeting, so happy to be here and glad to meet staff in person for the first time. I had a new baby, number two, so I've got a three-year-old boy and a two-month-old boy at home.

But I grew up in San Antonio originally, and moved to Houston after finishing my degree and been there ever since. So happy to be here.

CHAIRMAN RIVERA: Okay. Well obviously you've been here for a while working with us all, but it's neat to finally have you here in person.

COMMISSIONER STEEN: Thank you.

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1	CHAIRMAN RIVERA: So, with that, our
2	Commission meeting has ended. Have a wonderful day and
3	thank you all for being here. Thank you.
4	(Proceedings concluded at 10:59 a.m.)
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1	CERTIFICATE
2	STATE OF TEXAS)
3	COUNTY OF HARRIS)
4	I, Kimberly C. McCright, Certified Vendor and
5	Notary in and for the State of Texas, do hereby certify
6	that the above-mentioned matter occurred as
7	hereinbefore set out.
8	I FURTHER CERTIFY THAT the proceedings of
9	such were reported by me or under my supervision, later
LO	reduced to typewritten form under my supervision and
L1	control and that the foregoing pages are a full, true
L2	and correct transcription of the original notes.
L3	IN WITNESS WHEREOF, I have hereunto set my
L 4	hand and seal this 23rd day of August, 2021.
L5	
L 6	/s/ Kimberly C. McCright
L7	Kimberly C. McCright
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