

ANNUAL REPORT OF NON-FINANCIAL DATA



Commissioners:

Robert G. Rivera, *Chairman* Cindy Fields Mark A. Franz Clark E. Smith Jamey Steen



TEXAS LOTTERY COMMISSION

Ryan Mindell, Executive Director

LaDonna Castañuela, Charitable Bingo Operations Director

December 31, 2024

The Honorable Greg Abbott, Governor Lisa Collier, State Auditor, State Auditor's Office Jerry McGinty, Director, Legislative Budget Board

Lady and Gentlemen:

We are pleased to submit the Texas Lottery Commission's *Annual Report of Nonfinancial Data* for the year ending on August 31, 2024, in compliance with the Texas Government Code Annotated, § 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 independent of the agency's annual financial report.

If you have any questions, please contact Sergio Rey, Chief Financial Officer, at 512-344-5426.

Sincerely,

Ry Mintell

Ryan Mindell Executive Director

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SCHEDULE OF SPACE OCCUPIED

For the Fiscal Year Ended August 31, 2024

Location	Address	Lessor
STATE-OWNED		
El Paso	401 E. Franklin Ave, Suite 150	State Owned
Bush Building	1801 Congress Avenue, Suite 6.403	State Owned
		Total State-Owned Space
LEASED SPACE		
Abilene	209 S. Danville, Suite C-103	Titan Tower LLC DBA Titan Towers LLC
Amarillo	7120 IH-40 West, Suite 110	Amarillo Independent School District
Austin Warehouse & Office Space	8006 Cameron Rd., Suite F	Sabrehal International, LTD
Beaumont	6444 Concord Road	Walker Brothers Properties, LLC
Corpus Christi	4639 Corona, Suite 19	Corona Business Park, LLC
Dallas	8700 N. Stemmons Fwy, Suite 140	8700 Ricchi LLC
Fort Worth	4040 Fossil Creek Blvd, Suite 102	Perry-Tubb Holdings, LLP
Houston	1919 N. Loop W., Suite 100	BS North Loop West, LLC
*Houston Parking Garage	1919 N. Loop W., Suite 100	BS North Loop West, LLC
Laredo	1202 Del Mar Blvd., Suite 4	ANB Resources-Laredo, LTD
Lubbock	6202 Iola Avenue, Suite 900A	High Impact Properties Texas, LTD
McAllen	4501 West Business 83, Suite A2	John P Tomac and Vazma I. Tomac, Trustees of the Tomac Family Revocable Trust
Odessa	4682 E. University, Suite 100	American Heritage Commercial Properties, Inc.
San Antonio	4243 E Piedras Dr, Suite 106	Brass Centerview 11, LLC
Tyler	3800 Paluxy Dr., Suite 330	Genecov Investment, LTD
Victoria	2306 Leary Ln, Suite 400	CHG2020, LLC
		Total Lease Space

TOTAL ALL SPACE

Note: Total Lease Space excludes parking spaces.

					Rental	per M	lonth			
		Usa		-	Cost per					
		Squar			Sq. Ft./	(Cost per	Ac	tual Annual	
Lease No.	Туре	/ Uı	nits	FTE's	Units		Month		Cost	Remarks
	Office	1,052	Sq. Ft.	2.00	0.0000	\$	-	\$	-	
	Office		Sq. Ft.	259.63	0.0000	\$	-	\$	-	
		53,602		261.63		\$	-	\$	-	
8976	Office	500	Sq. Ft.	2.00	0.7463	\$	373.16	\$	4,477.92	Lease expires 07/31/25
9612	Office	500	Sq. Ft.	2.00	1.2500	\$	625.00	\$	7,500.00	Lease expires 04/30/27
362-8905-E7A	W/H, Office	21,600	Sq. Ft.	2.00	1.3079	\$ 2	28,251.00	\$ 3	335,407.38	Lease expires 02/28/25
303-6-10142	Office	1,044	Sq. Ft.	2.00	1.4649	\$	1,529.36	\$	18,232.80	Lease expires 02/28/26
1612	Office	1,030	Sq. Ft.	2.00	0.9208	\$	948.46	\$	11,510.88	Lease expires 10/31/24
303-5-10925	Office	3,011	Sq. Ft.	10.00	1.1368	\$	3,422.82	\$	41,073.84	Lease expires 11/30/25
9996	Office	880	Sq. Ft.	4.00	1.4773	\$	1,300.00	\$	13,800.00	Lease expires 08/31/24
10614	Office	2,359	Sq. Ft.	12.00	1.9417	\$	4,580.39	\$	48,812.64	Lease expires 02/28/25
10614	Parking	12	Spaces	0.00	30.0000	\$	360.00	\$	4,320.00	Lease expires 02/28/25
8087	Office	704	Sq. Ft.	2.00	1.3494	\$	950.00	\$	11,400.00	Lease expires 05/31/28
303-7-10360	Office	585	Sq. Ft.	2.00	1.1544	\$	675.30	\$	8,103.60	Lease expires 06/30/32
10252	Office	960	Sq. Ft.	2.00	2.2364	\$	2,146.95	\$	25,643.40	Lease expires 12/31/24
20112	Office	1,064	Sq. Ft.	4.00	1.6331	\$	1,737.67	\$	19,859.04	Lease expires 08/31/24
20702	Office	2,726	Sq. Ft.	8.00	1.6250	\$	4,429.75	\$	53,157.00	Lease expires 04/30/26
9797	Office	500	Sq. Ft.	2.00	1.4992	\$	749.58	\$	8,865.60	Lease expires 08/31/24
303-1-20268	Office	754	Sq. Ft.	2.00	1.4849	\$	1,119.65	\$	13,435.80	Lease expires 06/30/27
		38,217	Sq. Ft.	58.00		\$:	53,199.09	\$	625,599.90	
		91,819	Sq. Ft.	319.63		\$	53,199.09	\$	625,599.90	

SCHEDULE OF PROFESSIONAL/CONSULTING FEES AND LEGAL SERVICE FEES For the Fiscal Year Ended August 31, 2024

Professional/Consulting Fees

Name	Type of Service	Amount
McConnell & Jones LLP	Financial and Accounting Services	\$ 13,178.08
DK Partners PC	Financial and Accounting Services	820,346.50
Weaver & Tidwell, LLP	Financial and Accounting Services	87,557.00
Berry Dunn McNeil & Parker LLC	Financial and Accounting Services	200,000.00
Barker & Herbert Analytical Laboratories, Inc.	Other Professional Services	147,750.00
Elephant Productions Inc.	Other Professional Services	2,256,225.00
Eubank & Young Statistical Consulting, LLC	Other Professional Services	197,240.00
Guidehouse Inc	Other Professional Services	417,533.40
Texas Department of Public Safety	Other Professional Services	39,630.34
Elsym Consulting, Inc.	Information Technology Services	192,000.00
RFD & Associates, Inc.	Information Technology Services	499,800.00
Solid Border Inc	Information Technology Services	25,224.25
Oracle America Inc	Information Technology Services	178,790.35
Buchanan Technologies Inc	Information Technology Services	45,540.00
Technology Spa	Information Technology Services	136,620.00
Texas Dept of Information Resources	Computer Services-Statewide Tech Ctr	207,559.64
Payments to Other Vendors- Under \$10,000		(28,690.34)
	Total Professional/Consulting Fees	\$ 5,436,304.22
Legal Service Fees		
Jackson Walker LLP	Legal Services	34,553.28
	Total Legal Service Fees	\$ 34,553.28

Total Professional/Consulting & Legal Services Fees

5,470,857.50

SCHEDULE OF ITEMIZED PURCHASES

For the Fiscal Year Ended August 31, 2024

Need for specifications Maintenance Services	Competing products not satisfactory Garron Lottery Products is the manufacturer of several existing machines and equipment utilized by the Texas Lottery Commission (TLC). The working components of these machines and the custom designs are proprietary in nature and can only be serviced by Garron Lottery Products.
Maintenance Services	Smartplay International Inc. is the manufacturer of the several existing machines and equipment utilized by the TLC. The working components of these machines and the custom designs are proprietary in nature and can only be serviced by Smartplay International Inc.
Membership Dues	North American Association of State and Provincial Lotteries (NASPL) represents 53 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.
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 in this association provides the Texas Lottery with additional resources to continue its mission of generating revenue for the State of Texas through the responsible management and sale of entertaining lottery products.
Trademark License and Promotional Agreement	Licensed property scratch tickets games help serve a niche by capitalizing on well known, branded concepts. The agency believes the strength of the Houston Texans brand combined with the excitement related to second chance drawings for merchandise and experiential prize packages creates a successful game, that contributes positively to lottery sales and revenue generation for Texas Education Foundation School Fund.
Trademark License and Promotional Support Agreement	Frisco Management, L.P. owns the rights to license trademarks of The Star in Frisco, world headquarters and training facility of the Dallas Cowboys. These rights include advertising and promotional support of the Texas Lottery at The Star in Frisco. Digital signage, social media assets, use of the complex and related trademarks to market and promote Texas Lottery games, including but not limited to Cowboys scratch tickets. The agency believes the appeal of the Star in Frisco and the strength of the Dallas Cowboys brand combined with the opportunity to reach additional players with the Texas Lottery brand, will enhance sales of lottery games and contribute positively to generation of revenue for Texas Education Foundation School Fund.
Trademark License and Promotional Agreement	Pro Silver Star, Ltd. owns the rights to license trademarks of the Dallas Cowboys. Licensed property scratch tickets help serve a niche by capitalizing on well known, branded concepts. The agency believes the strength of the Dallas Cowboys brand combined with the excitement related to second chance drawings for merchandise and experiential prize packages creates successful games that contribute positively to lottery sales and revenue generation for the Texas Education Foundation School Fund.
Trademark License and Promotional Agreement	Texas Motor Speedway (TMS) is the premier NASCAR and IndyCar facility in Texas. Licensed property scratch ticket games help serve a niche by capitalizing on well-known, branded concepts. These games provide an opportunity for members of the public who might not typically purchase a lottery ticket to do so, because of their familiarity with the branded property. The agency believes the strength of the Texas Motor Speedway brand combined with the popularity of the unique experiential second chance-drawing prizes creates successful games that contribute positively to lottery sales and revenue generation for Texas Education Foundation School Fund.
Promotional & Sponsorship Agreement	The Texas Lottery partnership with A-L Tier II, LLC which represents University of Texas (UT) Longhorn Football includes seasonal marketing and promotion opportunities in the venue and through social media and broadcasting. The season usually includes six home games scheduled to start in the Fall. The associated marketing and promotional support generated from this agreement provides an opportunity for members of the public who might not typically purchase a lottery ticket to do so, because of the appeal and engagement provided by live sports.

Products purchased Preventative Maintenance on Drawing Machines and Equipment	PO amount \$ 24,105.00	Vendor name Garron Lottery Products	PO number 362-24-9330 RV1
Preventative Maintenance on Drawing Machines and Equipment	\$ 24,918.00	Smartplay International, Inc.	362-24-9332
Membership Dues	\$ 25,000.00	North American Association of State and Provincial Lotteries	362-24-9357
Membership Dues	\$ 30,622.66	World Lottery Association	362-24-9321 RV1
Licensed Property Scratch Ticket Game with the Houston Texans	\$1,486,050.00	Houston NFL Holdings, LP	362-24-9050
Trademark License and Promotional Support Agreement	\$ 850,000.00	Frisco Management, LLC	362-24-9443
Licensed Property Scratch- Off Games with the Dallas Cowboys	\$5,387,500.00	Pro Silver Star, LTD	362-24-9035
Trademark License and Promotional Agreement	\$ 730,000.00	Texas Motor Speedway, Inc.	362-24-9000 RV1
Participation in a Promotional Event	\$ 180,000.00	A-L TIER II, LLC dba IMG College, LLC	362-24-9042

SCHEDULE OF ITEMIZED PURCHASES

For the Fiscal Year Ended August 31, 2024

Need for specifications	Competing products not satisfactory
Conference Registration	North American Association of State and Provincial Lotteries (NASPL) represents 53 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 will be attending this seminar along with the Executive Director. This arrangement allows for candid discussions and information sharing among participants and provides attendees with tangible ideas about how to take advantage of the industry's biggest opportunities and find solutions to its greatest challenges.
Conference Registration	TLF Publications has published over 90 statistical publications including the La Fleur's Magazine which is the premier trade publication reporting on the worldwide lottery industry and is used by government lottery executives, industry suppliers and governmental officials. Information related to the Texas Lottery's line of business will be covered during this 3-day conference through presentations, interactive breaks and lottery executive panels.
Promotional Event	The Poteet Strawberry Festival is a three-day festival in Poteet, Texas. This event attracts over 100,000 people and reaches many smaller, rural communities that events in the city may not. The associated marketing and promotional support generated from this agreement provide an opportunity for members of the public who might not typically purchase a lottery ticket to do so in a fun festival environment because of the appeal and engagement provided by the Texas Lottery.
Promotional Event	Round Rock Express Baseball is the only Minor League Baseball (MiLB) team of the Pacific Coast League in the greater Austin area. They are a Triple-A affiliate of the Texas Rangers, a Major League Baseball (MLB) club. Attendance averages over 8,500 per game. The Texas Lottery is partnering with the Round Rock Express for the 2024 season. Associated marketing and promotional support generated from this agreement provide an opportunity for members of the public who might not typically purchase a lottery ticket to do so, because of the appeal, excitement, support and engagement provided by the live sports event.
Promotional Event	Mayfest is a four-day festival in Fort Worth, Texas. It is the largest event in the Dallas-Fort Worth area during this time of the year and attracts over 225,000 people. The Texas Lottery partnership including prime location selling and promotional space, name and logo recognition on digital platforms, social media and event maps. The associated marketing and promotional support generated from this agreement provide an opportunity for members of the public who might not typically purchase a lottery ticket to do so in a fun festival environment because of the appeal and engagement provided by the Texas Lottery.
Promotional and Sponsorship Agreement	The San Antonio Spurs are the only NBA team in the city of San Antonio and across Central Texas. The Texas Lottery is partnering with San Antonio Spurs for the 2023-24 and 2024-25 seasons. The Texas Lottery partnership with Spurs Sports & Entertainment, LLC includes seasonal marketing and promotion opportunities in the venue and through digital, social media and broadcast spaces. The agency believes the strength of the San Antonio Spurs venue and brand combined with the opportunity to reach additional players with the Texas Lottery brand will enhance sales of lottery games and contribute positively to revenue generation for the Texas Education Foundation School Fund.

Products purchased	PC) amount	Vendor name	PO number
Registration Costs for 2023 NASPL Professional Development Seminar 10/31/23 - 11/3/2023	\$	10,400.00	North American Association of State and Provincial Lotteries (NASPL)	362-24-4015
Registration Costs for Le Fleur's 2023 Conference	\$	20,825.00	TLF Publications, Inc.	362-24-4042 RV1
Rental of Space	\$	16,000.00	Poteet Strawberry Festival Association, Inc.	362-24-4127
Rental of Space	\$	20,000.00	Round Rock Baseball Club LP dba Round Rock Express	362-24-4145
Rental of Space	\$	13,000.00	Mayfest, Inc. dba Trinity Collaborative Inc	362-24-4160
Promotional and Sponsorship Agreement	\$	250,000.00	San Antonio Spurs, LLC dba Spurs Sports & Entertainment, LLC	362-24-9001 RV1

SCHEDULE OF ITEMIZED PURCHASES

For the Fiscal Year Ended August 31, 2024

Need for specifications Promotional Event	Competing products not satisfactory Comicpalooza is Texas' largest pop culture festival in Houston, Texas. The event attracts over 50,000 people and allows the Texas Lottery to reach potential players in a new and exciting environment. The Texas Lottery partnership includes prime location selling and promotional space, sponsorship logo on signage throughout the festival, name and logo recognition on digital platforms, social media posts and website sponsors page. The associated marketing and promotional support generated from this agreement provide an opportunity for members of the public who might not typically purchase a lottery ticket to do so in a fun festival environment because of the appeal and engagement provided by the Texas Lottery.
Promotional Event	Fiesta de los Reyes is a 10-day festival in San Antonio, TX. This event attracts over 600,000 people, making it one of the largest free events during Fiesta. The associated marketing and promotional support generated from this agreement provide an opportunity for members of the public who might not typically purchase a lottery ticket to do so in a fun festival environment because of the appeal and engagement provided by the Texas Lottery.
Promotional and Sponsorship Agreement	The National Medal of Honor Museum located in Arlington, Texas serves as the premier national institution dedicated to the stories, impact and legacy of the service members who went on to become Medal of Honor recipients. The agency believes the strength of the National Medal of Honor Museum and brand combined with the opportunity to increase awareness of the Texas Lottery will contribute positively to lottery sales and revenue.
Drawing Equipment	<i>Pick 3</i> draw machines and ball sets are custom designed by Smartplay International, Inc. for the Texas Lottery Commission. Purchasing ball sets from Smartplay International, Inc. ensures that specifications for <i>Pick 3</i> draw game ball sets and drawings are consistent, along with current appearance and consistency with the games performance.
Software Maintenance and Support	Software maintenance and support services for the MIP Fund Accounting System from Community Brands, a parent/branch company of Abila, Inc. The agency must maintain the MIP System until the conversion to CAPPS projected by 9/1/2026.
Conference Registration	North American Association of State and Provincial Lotteries (NASPL) represents 53 lottery organizations across North America. NASPL's mission is to advocate for state and provincial lottery organizations on matters of general policy and leverage collaboration, communication, education and information for the betterment of the industry. Agency staff from various divisions will be attending this seminar along with the Executive Director to represent the agency. This arrangement allows for candid discussions and information sharing among participants and provides attendees with tangible ideas about how to take advantage of the industry's biggest opportunities and find solutions to its greatest challenges.

Products purchased Rental of Space	PC \$) amount 11,000.00	Vendor name Comicpalooza LLC	PO number 362-24-4179 RV1
Rental of Space	\$	15,000.00	Consejo Real De Reyes Feos Anteriores Inc dba Rey Feo Educational Foundation	362-24-4125
Promotional and Sponsorship Agreement	\$	125,000.00	The National Medal of Honor Museum Foundation	362-24-9038
Pick 3 Ball Sets	\$	10,090.00	Smartplay International Inc	362-24-2109
MIP Fund Accounting System Maintenance and Support	\$	21,570.39	Abila, Inc.	362-24-9245
Registration Costs for 2024 NASPL Professional Development Seminar 7/22/24- 7/25/24	\$	22,425.00	North American Association of State and Provincial Lotteries (NASPL)	362-24-4228 RV1

Unaudited

STATE AGENCY PROGRESS REPORT (Source: Texas Government Code, Title 10, Subtitle D, Section 2161.124)

Agency #: ____ 362 Agency Name: Texas Lottery Commission Report for Fiscal: 2024 Fiscal 2023 Fiscal 2024 Fiscal 2025 **HUB Report Procurement Categories** % of Dollars % of Dollars Agency-Agency-Agency-Specific Spent Specific Spent Specific HUB Goal* w/HUBs** HUB Goal* w/HUBs** HUB Goal* Heavy construction other than building contracts 0.00% 0.00% 0.00% 0.00% 0.00% Building construction, including general contractors and operative builders contracts 0.00% 0.00% 0.00% 0.00% 0.00% Special trade construction contracts 9.10% 57.86% 32.90% 0.00% 32.90% Professional services contracts 23.70% 13.74% 23.70% 11.61% 23.70% 9.40% Other services contracts 23.40% 22.10% 10.16% 21.60% Commodities contracts 21.10% 41.34% 21.10% 61.71% 21.10%

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

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

Prepared By:

Eric Williams

(512) 344-5241

Printed Name:

me: Eric Williams, HUB Coordinator

Phone Number:

Approved by:

Printed Name:

Ryan Mindell, Executive Director

Phone Number:

(512) 344-5358

(Rev. 12/14)

AGENCY NOTE: The Texas Lottery Commission does not have strategies or programs related to construction. Therefore, the "Heavy Construction" and "Building Construction" categories are not applicable to the TLC.

APPROPRIATION ITEM TRANSFER SCHEDULE*

For Fiscal Year Ended August 31, 2024

ITEM OF APPROPRIATION

			1	ransfers - In	T	ransfers - Out	N	et Transfers
	perate Lotte	ery						
Strategie								
A.1.1.	13005	Lottery Operations	\$	528,076.47	\$	(173,585.88)	\$	354,490.59
A.1.2.	13012	Lottery Field Operations		347,903.15		-		347,903.15
A.1.3.	13006	Product Development		170,801.71		(520,043.90)		(349,242.19)
A.1.4.	13008	Security		12,802.46		(106,412.92)		(93,610.46)
A.1.5.	13009	Central Administration		45,319.85		(310,785.94)		(265,466.09)
A.1.6.	13014	Lottery Operator Contract		-		-		-
A.1.7.	13015	Scratch Ticket Production Contract		-		-		-
A.1.8.	13007	Promote Lottery Games Contract		-		-		-
A.1.9.	13017	Drawing & Broadcast Contract		5,925.00		-		5,925.00
A.1.10.	13019	Retailer Bonus		-		-		-
A.1.11.	13023	Retailer Commissions		-		-		-
Т	otal, Goal A	A: Operate Lottery	\$	1,110,828.64	\$	(1,110,828.64)	\$	(0.00)
B. Goal: E	nforce Bing	o Laws						
Strategie	es:							
B.1.1.	13004	Bingo Licensing	\$	22,475.57	\$	-	\$	22,475.57
B.1.2.	13010	Bingo Education and Development		452.00		(1,419.60)		(967.60)
B.1.3.	13003	Bingo Law Compliance Field Oper		-		(43,247.16)		(43,247.16)
B.1.4.	13020	Bingo Prize Fee Collection & Acct		21,739.19				21,739.19
Т	otal, Goal E	3: Enforce Bingo Laws	\$	44,666.76	\$	(44,666.76)	\$	-
NE		PRIATION ITEM TRANSFERS	\$	1,155,495.40	\$	(1,155,495.40)	\$	(0.00)

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

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

For the Fiscal Year Ended August 31, 2024

Year	License Plate	Model	Description	Name and job title of each employee authorized to use a state-owned or state-leased vehicle:
2014 2013	1164644 1141206	Ford E350 Ford E250	Wagon XL Super Duty Ford Cargo Van	By Lottery Commission policy, a Commission motor vehicle may not be assigned to a specific employee or agency head, but must be available for use by all eligible employees authorized to operate the vehicles. Therefore, all Lottery Commission state-owned or state-leased vehicles are considered pooled vehicles and are used in the daily course of business by employees meeting the Lottery's requirements for operating a vehicle.

TEXAS LOTTERY COMMISSION

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