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Chairman

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Commissioner

Cynthia Tauss Delgado
Commissioner



TEXAS LOTTERY COMMISSION

Gary Grief, *Executive Director*

Philip D. Sanderson, *Charitable Bingo Operations Director*

February 29, 2012

Jaime Gonzalez-Mir
LatinWorks Marketing LLC
206 E 9th Street
13th Floor
Austin, TX 78701

Via facsimile: 512.479.6024
and email: j.gonzalez-mir@latinworks.com
TIME SENSITIVE

RE: Request for Proposals (RFP) for Advertising Services, RFP #362-12-0002

Dear Mr. Gonzalez-Mir:

The Texas Lottery Commission (TLC) is reviewing the Proposal submitted by Latinworks Marketing, LLC (Latinworks) in response to the referenced RFP. Part 5 of the RFP requires each Proposer to include in its Proposal a Historically Underutilized Business (HUB) Subcontracting Plan (HSP). Pursuant to RFP Section 5.2.2, the TLC requests clarification of Latinworks' HSP as set forth below.

1. On page 2 of the HSP form, Latinworks did not check any box in Sections 2a, 2c, or 2d. Please provide your response to each of these sections.
2. On page 2, Section 2b of the HSP form, Latinworks did not include the percentage information for Item 8, Pre-Press Services. The TLC requests that Latinworks provide this information for Item 8.
3. Latinworks identified Proforma Diversified Corporate Solutions as a HUB subcontractor for five subcontracting opportunities. The TLC attempted to verify the HUB status of Proforma Diversified Corporate Solutions through the Comptroller of Public Accounts' web site and found that this company was de-certified as a HUB in October of 2011. If this company is not a Texas-certified HUB, it cannot be counted in the aggregate total to meet the HUB goal of 24.6% for this contract, which would decrease the aggregate percentage of the contract expected to be subcontracted to HUBs by Latinworks to 26.6%. Please provide any information you may have documenting that Proforma Diversified Corporate Solutions is currently certified as a HUB.

Sincerely,

A handwritten signature in blue ink that reads "Angela Zgabay-Zgarba".

Angela Zgabay-Zgarba, CTPM, CTCM
Contracts Administrator

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