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August 14, 2024

David DeAngelo, submitting  
on behalf of the undersigned.

**Submitted Via Online Public Input Form**

Chair Keith Bell  
Texas Sunset Advisory Commission  
P.O. Box 13066  
Austin, TX 78711

**RE: Texas Lottery Commission 2024-2025 Sunset Review**

Dear Chair Bell and Members of the Sunset Commission,

Convenience and fuel retailers Love's, 7-Eleven, RaceTrac, and QuickTrip collectively operate over 1,800 locations across the great state of Texas. At any of our stores, whether you come to refuel your car or truck, grab a coffee, or purchase a lottery ticket, we are all committed to serving our guests and the communities within which we operate.

In FY2023, record sales of lottery games exceeded \$8 billion. Convenience and other retailers played an essential role in achieving those results and we urge the Commission to support the Lottery's reauthorization. As noted by the Commission in their Self-Evaluation Report (SER), "Most of the lottery base retailers is concentrated in the convenience store industry." Meaning 67% or two out of every three lottery tickets purchased are sold at a convenience store.

In our collective experience Texas operates one of the best Lottery programs in the country, in part because the Lottery has been at the forefront of introducing new games and prize levels that consumers want. Which is not easy to do, but program leaders and staff have demonstrated a willingness to self-evaluate their performance and find meaningful innovations benefitting the consumer, supporting licensed retailers, and responsibly driving the program's performance.

One example of the Lottery's efforts to improve and modernize their operations is the introduction of single-ticket activation for scratch tickets. At present, tickets are activated in bulk when received from Lottery's vendor, not at the point of sale (POS). Single-ticket activation will promote customer and store safety, enhance theft protections for retailers and reduce illegal market sales of a cash-like product. At present no state where we operate offers such a program, but the Texas Lottery staff have been working to make this a possibility for licensed retailers and each of us looks forward to partnering with them in this ongoing effort.

Please let us know if we can be a resource during the Commission's deliberations.

Respectfully,

