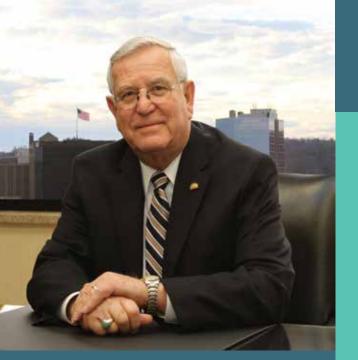


2012 Progress Report



More Than \$6.8 Billion In Proceeds For West Virginia Since 1986



John C. Musgrave Director West Virginia Lottery

John C. Musgrave of Point Pleasant, WV, was appointed Director of the West Virginia Lottery in April of 1997 and has had two consecutive appointments since that time. Musgrave brings to the Lottery a strong finance background with more than two decades of public service at the federal, state and local levels.

As Lottery Director, he oversees a special revenue agency that generated fiscal year 2012 gross revenue of more than \$1.5 billion, and before statutory transfers provided \$837.7 million to the Governor and the Legislature for appropriation to support the many good causes Lottery dollars fund.

Message From The Director

Remembering our Past, **Understanding our Future**

Over the past 26 years, the Lottery has been very fortunate to have a dependable revenue stream generating more than \$6.8 billion for the State of West Virginia. With the ongoing support of the Governor and the West Virginia Legislature, the Lottery has been able to operate all forms of gaming under one umbrella creating synergies with our retailers, operators, vendors and most importantly the customers who continue to drive our business.

When I think back to the Lottery's most profitable years and compare the challenges we face today, there's no question that the landscape of the gaming industry is much different. We are no longer offering gaming unique to West Virginia, and have started to experience the financial pressures of increasing competition on our borders. Understanding that the past no longer determines our future, we have to work even harder to position the Lottery for the future growth and strive to protect the revenue we generate today.

The importance of the Lottery stretches far beyond a record year of sales or a reported surplus within a given year. The sustainability of the many good causes that Lottery dollars support each year depends on our success. In closing, I want to take this opportunity to express our sincere appreciation for the continued support of our constituents, and hope that this report reflects the hard work and integrity in which we operate the Lottery every day.



John C. Musgrave Director West Virginia Lottery





Charleston, WV, Computer Expert



Kenneth L. Greear, Chairman William I. Clayton, Vice Chairman South Charleston, WV, Public At Large



Michael A. Adams. Esq. Weirton, WV. Lawver



Lewisburg, WV, Certified Public Accountant



David Lemmon Nitro. WV. Law Enforcement



David L. McCormick, Jr Morgantown, WV, Marketing Specialist



Roy E. Shrewsbury, II Beckley, WV, Public At Large

Lottery Commission

The Commission was created in 1985 to assist and advise the Director of the Lottery. and to carry on a continuous study of West Virginia Lottery operations throughout the state. Members are appointed by the Governor with the approval of the Senate. In accordance with state law, the Lottery Commission is required to have seven members comprised of a lawyer, a certified public accountant, a computer expert, a marketing specialist, and one member with not less than five years experience in law enforcement. An additional two members represent the "public at large." No more than four members may be from the same political party. Unless filling an unexpired appointment, members serve overlapping terms of five years and are eligible for successive appointments to the Commission.



Schools and Education

West Virginia Education programs have received more than \$2.5 billion in Lottery revenue since 1986.

The largest portion of Lottery revenue appropriated by the West Virginia Legislature helps support one of the state's most valuable resources, our children, through public education. Since its inception in 1986, hundreds of thousands of West Virginia students have benefited in a myriad of ways from the more than \$2.5 billion generated by the West Virginia Lottery for education.

In fiscal year 2012 alone, \$209.6 million in Lottery revenue was directed by the West Virginia Legislature to support education programs across the state.

Lottery revenue has been put to use in the construction and renovation of public schools throughout the state through the West Virginia School Building Authority (WVSBA), assisted in the purchase of more than 130,000 computers for schools, provided higher education improvement bonds, Community & Technical College bonds, funding for PROMISE scholarships. Lottery revenue impacts every level of education in West Virginia from Pre-K through Higher Education.

In addition, Lottery revenue from the Excess Lottery Fund and other Legislative distributions continue to be directed to the WVSBA. This funding has aided in new construction and the completion of much needed improvements at hundreds of schools across the state. Approximately \$37 million from the Lottery was utilized by the WVSBA in fiscal year 2012.

PROMISE Scholarships

Since 2002, the West Virginia Lottery has provided more than \$254 million to the PROMISE Scholarship Program.

In fiscal year 2012, the PROMISE Scholarship Program received \$29 million to provide higher education opportunities for many of West Virginia's best and brightest high school graduates attending an in-state college or university. Since 2002, the West Virginia Lottery has provided more than \$254 million to the PROMISE Scholarship Program.

West Virginia Lottery proceeds have helped the PROMISE Scholarship program provide scholarships to more than 43,000 West Virginia students who meet the academic requirements, allowing them to pursue their higher education goals.





In fiscal year 2012, \$209.6 million in Lottery revenue was directed by the West Virginia Legislature to support education programs across the state.



The West Virginia Lottery provides \$29 million annually to support the PROMISE Scholarship Program.



West Virginia Tourism

The West Virginia Lottery has played a vital role in fostering a strong tourist industry, providing more than \$759.8 million to enhance West Virginia tourism and related areas since 1986.

In fiscal year 2012, the Lottery contributed \$9.8 million to a matching grants program established with the West Virginia Division of Tourism. In addition, Lottery revenue was appropriated from the Excess Lottery Fund by the West Virginia Legislature to the Division of Tourism, the Division of Natural Resources, and the State Park Improvement Fund, bringing the total fiscal 2012 contribution to \$15.7 million.

Since 1994, \$181 million of revenue generated by Racetrack Video Lottery has been directed by the Legislature to advertising funds for the state tourism industry through this matching grants program.

According to data provided by the Division of Tourism, those resources have helped to attract more than 13.5 million overnight and 45.3 million day visitors to the Mountain State annually, resulting in an economic impact of more than \$4.2 billion.

Senior Citizens

Since 1986, West Virginia's senior citizens have benefitted from more than \$775.4 million in Lottery proceeds.

Proceeds from the West Virginia Lottery continues to help improve the quality of life for senior citizens across the state. In fiscal year 2012, the Lottery produced a total of \$74.8 million for the Bureau of Senior Services, bringing the Lottery's total contribution to senior programs to more than \$775.4 million since 1986.

Lottery funds have also helped the Bureau of Senior Services match Medicaid funding for services to seniors, senior programs administered at the regional Area Agencies on Aging, the state's Aging & Disability Resource Centers and the 55-county senior centers across the state.

The difference Lottery proceeds make in the lives of older West Virginians goes far beyond dollars generated. These proceeds assist thousands of West Virginians with long-term care needs, service needs that include transportation to medical appointments, more than two million meals to more than 38,000 seniors in either their homes or at county nutrition sites, and many more important services needed by seniors each day. Lottery proceeds also cover the cost of a refundable credit on property tax for senior citizens.





The West Virginia Lottery provided \$15.7 million to tourism and related areas in fiscal year 2012.



In fiscal year 2012, \$10 million dollars in lottery proceeds were utilized by the state to cover the cost of a refundable property tax credit for West Virginia seniors.

Traditional Lottery Products

Throughout the year the Lottery's newest advertising icon has been featured in many commercials which have won several advertising industry awards.





POWERBALL® is an on-line game jointly operated by 42 state lotteries, the District of Columbia and the Virgin Islands, who are members of the Multi-State Lottery Association (MUSL) or the Mega Millions® Group. This game was introduced in April 1992. Drawings are held twice weekly on Wednesday and Saturday. Powerball® sales are approximately 2.7 percent of total 2012 sales at 1,592 retail locations.





Three West Virginians took advantage of the new POWERBALL® format and won big. Beckley Native John Robinson won \$1 million, while Michael Shaver and Ronald Simmons split \$14 million playing POWERBALLI® for matching five numbers. Shaver and Simmons, Vietnam veterans, recorded the largest non-jackpot win in West Virginia Lottery history by matching five numbers, seven times, with the Powerplay® option!



MEGA MILLIONS® is an on-line game jointly operated by 42 state lotteries, the District of Columbia and the Virgin with members belonging to the same groups that operate POWERBALLI®. Drawings are held twice weekly on Tuesday and Friday. Mega Millions® sells at 1,592 retail





Mega Millions® also produced two West Virginia millionaires. John Wiles of Tunnelton and Judy Price of Fairview both won \$1 million for matching five numbers with the Megaplier® option.

HOT LOTTO SIZZLER® is an on-line game jointly operated by 14 states and the District of Columbia who are members of MUSL. This game was introduced in April 2002 with drawings on Wednesday and Saturday.



West Virginia players had a big year in fiscal year 2012! The popular multi-state lottery games of Powerball® and Mega Millions® produced five millionaires during the year and all of them were West Virginia residents.







The West Virginia Lottery's nightly drawing show, featuring the Daily 3, Daily 4 and Cash 25 draws, is televised statewide Monday through Saturday. The broadcast originates from West Virginia Public Broadcasting i Charleston and is shown live on a network of six commercial stations that cover every market in the state.



games provided approximately 8.1 percent of total fiscal year 2012 sales at 1,592 retail locations.

DAILY 3 is an on-line game introduced in February of 1987. Players choose three numbers from 0 to 9 for prizes ranging from \$40 to \$500. Drawings are held six nights a week.



DAILY 4 is an on-line game also introduced in February of 1987. Players choose four numbers from 0 to 9 for prizes ranging from \$100 to \$5,000. Drawings are held six nights a week.



CASH 25 is an on-line game, which was introduced in February 1990. Players pick six numbers from 1 to 25 for a chance to win cash prizes ranging from \$1 to \$25,000. Drawings are held four nights a week every Monday, Tuesday, Thursday and Friday.



TRAVEL KENO is a game restricted to lottery retailers with specific types of West Virginia Alcohol Beverage Control Administration licenses and was introduced in December 1992. The winning numbers are displayed on monitors at 305 Travel Keno locations.

Video, Racetrack and Table Games









RACETRACK VIDEO LOTTERY games were implemented in 1994 when the West Virginia Legislature passed the Racetrack Video Lottery Act, making video lottery terminals available to the four racetracks in the state subject to passage of local referendums. In September 1994, three racetracks (Mountaineer Casino Racetrack & Resort, Wheeling Island Hotel, Casino & Racetrack, and Mardi Gras Casino & Resort) began operating with 1,200 video lottery machines. A fourth racetrack (Hollywood Casino at Charles Town Races) began video gaming in September 1997. As of June 30, 2012, the West Virginia Lottery Commission had an average of 8,215 terminals available for play at the four racetracks in the state. Racetrack Video Lottery sales were 52.5 percent of total 2012 sales.



LIMITED VIDEO LOTTERY games were approved by the Legislature in April 2001. The legislation provides up to 9,000 video lottery terminals to be placed in retailer locations with specific types of West Virginia Alcohol Beverage Control Administration licenses. West Virginia is one of three state lotteries to regulate and operate limited video lottery. Limited video lottery sales were 27.9 percent of total 2012 sales at 1,542 operating retailer locations.



TABLE GAMES were implemented in fiscal year 2008 when the West Virginia Legislature passed the Racetrack Table Games Act, making table games available to the four racetracks in the state subject to passage of local referendums. In October 2007, two racetracks (Mountaineer Casino Racetrack & Resort and Wheeling Island Hotel, Casino & Racetrack) began operating with poker tables only and added full table games in December 2007. In August 2008, a third racetrack (Mardi Gras Casino & Resort) began operating with poker tables only and added full table games in October 2008. The fourth racetrack (Hollywood Casino at Charles Town Races) began operating full table games on July 1, 2010. Games offered are Poker, Blackjack, Caribbean Stud, Craps, Roulette, Three and Four Card Poker, and other miscellaneous games. Racetrack Table Games sales were 5.4 percent of total 2012 sales.





HISTORIC RESORT implemented video lottery and table games in fiscal year 2010 when the West Virginia Legislature passed the Casino Act, which also required the passage of local referendum. In October 2009, The Greenbrier began operating both video lottery and table games. Table Games offered are Blackjack, Roulette and Three Card Poker.

Financial Impact

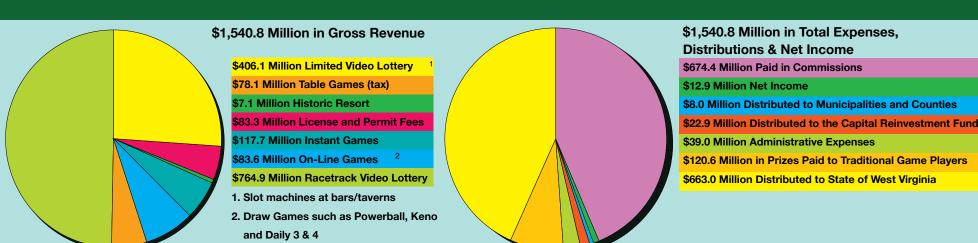


Ten Year Revenue

Detailed Revenue Numbers

2003 \$1,094,813,672 **2005** \$1,417,365,230 **2007** \$1,580,212,381 **2009** \$1,507,156,589 **2011** \$1,404,552,377 **2004** \$1.318.024,729 **2006** \$1,538,860,148 **2008** \$1,545,423,630 **2010** \$1,369,544,143 **2012** \$1.540,708,011

Fiscal Year 2012 Breakdown









Top 100 Traditional Retailers

Our retailers play a vital role in the success of the West Virginia Lottery. They serve as the direct link between the Lottery and our player base.

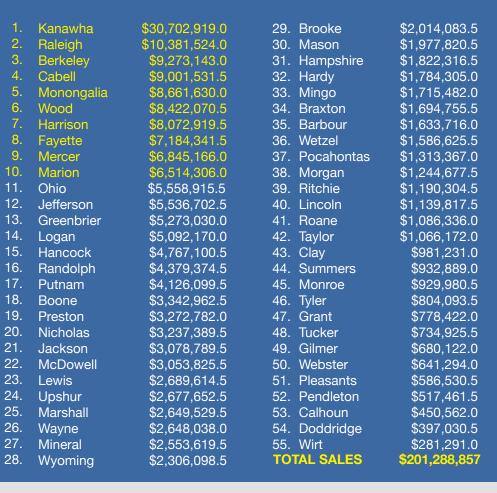
	Retailer	City	Lottery Sales	_	Retailer	City	Lottery Sales
1	Welch Bantam Market	Welch	\$1,081,234	51	Inwood Rocs	Inwood	\$326,849
2	Joe's Mart	St. Albans	\$775,465	52	King Street BP	Martinsburg	\$326,764
3	Lynn's Self Serv	Elkins	\$695,701	53	Marlowe BP	Falling Waters	\$326,731
	Charleston Town Center	Charleston	\$608,887		Prima 7-Eleven 5400	Charleston	\$322,461
	One Stop #101	So.Charleston	\$583,675		Old Berkeley News	Martinsburg	\$320,716
	Giant Eagle 59	Morgantown	\$545,745		7-Eleven #2531/28310B	Hedgesville	\$315,643
	Cheaper Cigs #4	Huntington	\$543,199		Co Mac	Oak Hill	\$314,519
	Kimble's BP	Moorefield	\$508,841	58	Go Mart (52)	Grafton	\$314,287
	Go Mart (90)	Elkins	\$457,865		Moler Avenue Rocs	Martinsburg	\$312,683
	Little General 408	Glen Daniel	\$450,001		Go Mart (02)	Webster Spring	\$311,063
11	Go Mart (20)	Nitro	\$439,255	61	Chaney's Service Station	Chester	\$311,026
12	One Stop #111	Charleston	\$431,582	62	Go Mart #44	Flatwoods	\$309,381
13	Go-Mart (98)	Lewisburg	\$426,030	63	Oak Hill Shell	Oak Hill	\$307,851
14	Charles Town Races	Charles Town	\$419,179	64	Fast Stop Food Mart 2	Buckhannon	\$306,565
15	Shop & Go 2	Charleston	\$414,421	65	Weston Dairy Mart	Weston	\$306,371
16	Co Mac	Beckley	\$413,936	66	Goddard's Exxon	Moundsville	\$302,837
17	South End Shell	Martinsburg	\$413,217	67	Hage's Market	Ridgeley	\$300,780
18	Quick Check	Oak Hill	\$410,516	68	Go Mart #89	Jane Lew	\$300,331
19	Par Mar Oil Co	Harrisville	\$410,358	69	7-Eleven #10663	Charles Town	\$300,219
20	Neely's Grocery	Wheeling	\$408,624	70	Smiley's	lvydale	\$298,696
21	Go Mart (81)	Nutter Fort	\$408,129	71	Sheetz 144	Moorefield	\$296,737
22	Elm Grove Carryout	Wheeling	\$403,667	72	D & G Mart	Whitesville	\$296,083
23	Go Mart (77)	Rainelle	\$399,221	73	NBS Smokehouse #32	Kingwood	\$295,911
24	7-Eleven 17109	Keyser	\$396,629	74	Go Mart #82	Fairmont	\$295,467
25	Wheeling Island Hotel	Wheeling	\$391,721	75	Go Mart (73)	Parkersburg	\$293,348
26	Go-Mart(67)	Princeton	\$388,721	76	NBS Smokehouse #31	Morgantown	\$293,310
27	7-Eleven #18665	Kearneysville	\$384,610	77	One Stop #3508	Charleston	\$291,685
28	Go Mart (50)	Beckley	\$383,180		Corner Shop	Beckley	\$291,210
	One Stop #109	South Charleston	\$380,394		Dave's Self Service	Gilbert	\$289,899
30	Prima 7-Eleven 5526	Charleston	\$378,269	80	Smoker Friendly 40	Spencer	\$289,815
	Berkeley Springs Shell	Berkeley Spring	\$378,040		Sheetz #275	Morgantown	\$289,715
	Go Mart (40)	Sophia	\$376,650		Go Mart (32)	St Albans	\$288,317
	Kroger 803	Weirton	\$370,166	83	Speedway # 3960	Cross Lanes	\$287,942
	Kroger (755)	Morgantown	\$369,643		Route 20 Kwik Stop	Princeton	\$286,492
	Crossroads Mall	Mt Hope	\$368,015		Little General #203	Fairlea	\$285,559
	Go Mart (37)	Grafton	\$359,475		Go Mart (19)	Craigsville	\$285,196
	Speedway 9794	Clendenin	\$357,613		Trent's General Store	Bartow	\$283,964
	7-Eleven #17704	Inwood	\$355,358		Go Mart (84)	Bridgeport	\$282,848
	Go Mart (04)	Weston	\$354,513	89	Cargo Oil #3	Bluefield	\$282,795
	State Fair Of West Virginia	Lewisburg	\$353,516		Little General 211	Beaver	\$282,378
	Bob's Mini Mart	Mill Creek	\$352,075		Little General #290	Beckley	\$281,637
	Little General 145	Beckley	\$349,377		One Stop #108	Beckley	\$280,515
	Mountaineer Racetrack Lodge		\$347,332	93	Speedway 9786	Charleston	\$280,277
	S & S Express 3	Princeton	\$346,720		Stop-In #2	Beckley	\$279,982
	Cargo Oil #2	Bluefield	\$344,638		Little General #270	Princeton	\$279,535
	Shop Rite	Shady Spring	\$344,331		Little General #260	Princeton Mac Arthur	\$279,288
	Giant Eagle #58	Granville	\$340,315		Go-Mart(78)	Mac Arthur	\$278,975
	Cargo Oil #1	Powhatan	\$338,138		Blankenship's Country Store	Hinton	\$278,570
	Torlone's Pizza Mountaineer Rocs	Harpers Ferry	\$333,047		Go-Mart (93)		\$278,050 \$276,580
30	Wouldanieer Rocs	Martinsburg	\$332,742	100	D&D Auto Parts Service Center	Diausilaw	\$276,580
	Total	Top 100 E	Potailore:	2	6 2/11 820 In Sa	aloc	

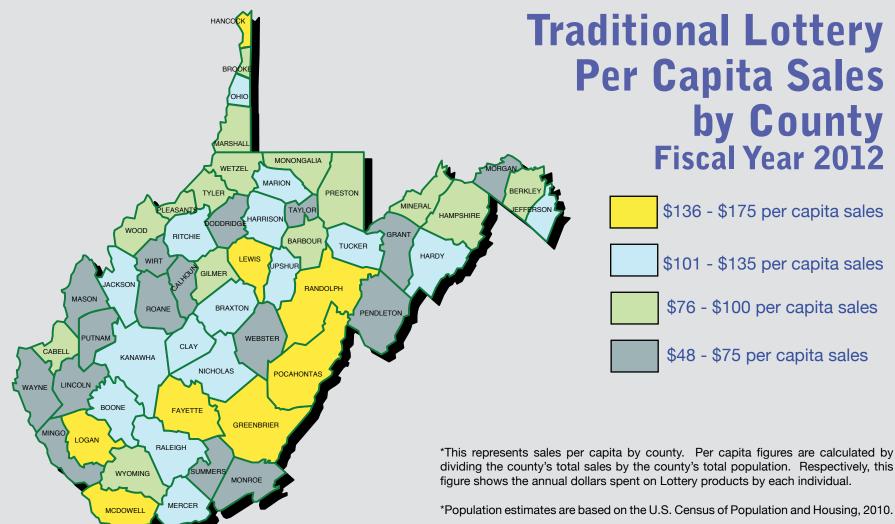
Total Top 100 Retailers: \$36,241,829 In Sales



In fiscal year 2012, West Virginia Lottery retailers generated more than \$201.2 million in sales, and earned \$8.2 million in commissions for instant games and \$5.8 million in on-line game commissions. These commissions directly benefit businesses and workers throughout West Virginia.

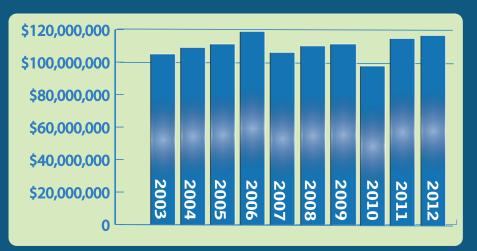
Counties Ranked by Traditional Lottery Sales Fiscal Year 2012



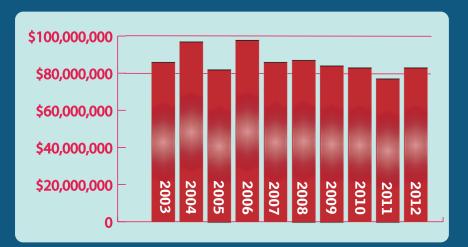


Lottery Sales By Product Last Ten Years

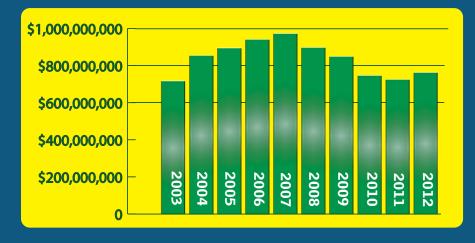
Instant Sales



On-Line Sales



Racetrack Video Sales



Limited Video Lottery Sales

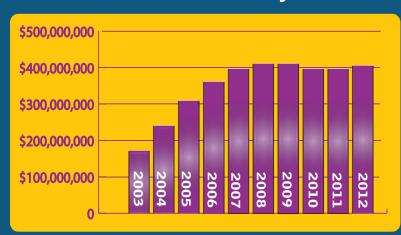
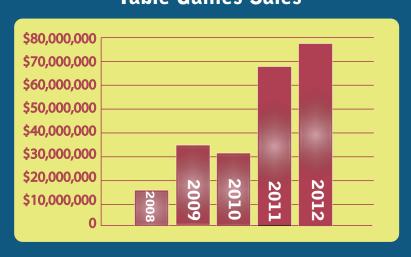
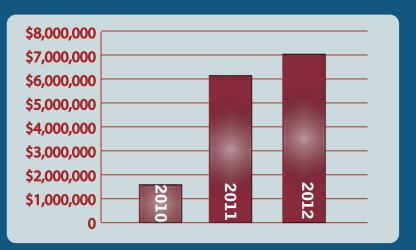


Table Games Sales



Historic Resort Sales



Limited Video Lottery County Proceeds Fiscal Year 2012*

Barbour County	\$22,261.49	Kanawha County	\$323,541.56	Preston County	\$101,216.12
Berkeley County	\$428,878.81	Lewis County	\$55,578.33	Putnam County	\$125,986.03
Boone County	\$51,632.80	Lincoln County	\$18,158.62	Raleigh County	\$237,226.73
Braxton County	\$13,237.12	Logan County	\$148,360.24	Randolph County	\$58,758.84
Brooke County	\$193,398.74	Marion County	\$136,250.23	Ritchie County	\$8,187.37
Cabell County	\$197,713.98	Marshall County	\$121,795.04	Roane County	\$12,568.54
Calhoun County	\$1,047.09	Mason County	\$149,496.62	Summers County	\$12,135.85
Clay County	\$14,713.72	McDowell County	\$19,818.91	Taylor County	\$28,673.13
Doddridge County	\$6,203.87	Mercer County	\$195,544.00	Tucker County	\$579.76
Fayette County	\$78,888.56	Mineral County	\$153,348.58	Tyler County	\$11,105.80
Gilmer County	\$664.10	Mingo County	\$27,524.90	Upshur County	\$55,205.83
Grant County	\$4,151.26	Monongalia County	\$259,945.16	Wayne County	\$161,918.34
Greenbrier County	\$95,587.26	Monroe County	\$31,770.77	Webster County	\$56.56
Hampshire County	\$41,585.80	Morgan County	\$33,334.78	Wetzel County	\$46,933.89
Hancock County	\$161,212.63	Nicholas County	\$43,776.60	Wirt County	\$7,292.95
Hardy County	\$21,877.68	Ohio County	\$116,637.14	Wood County	\$277,364.28
Harrison County	\$187,109.88	Pendleton County	\$2,079.63	Wyoming County	\$37,198.08
Jackson County	\$55,378.80	Pleasants County	\$18,827.54	TOTAL	\$4,718,117.78
Jefferson County	\$103,438.45	Pocahontas County	\$938.99		

^{*} Two percent of gross profit is distributed to counties and incorporated municipalities in the manner prescribed by the statute.

Fiscal Year 2012 Traditional Retailer Commissions and Bonuses*

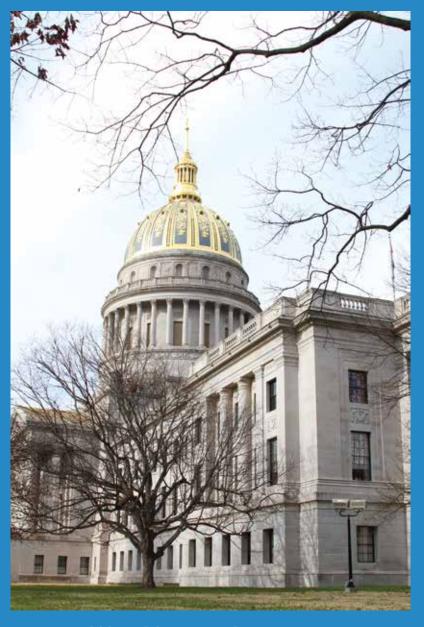
Barbour County	\$124,240	Kanawha County	\$1,961,151	Preston County	\$249,348
Berkeley County	\$721,788	Lewis County	\$330,992	Putnam County	\$305,718
Boone County	\$255,740	Lincoln County	\$84,782	Raleigh County	\$793,639
Braxton County	\$125,181	Logan County	\$408,175	Randolph County	\$330,094
Brooke County	\$165,082	Marion County	\$513,456	Ritchie County	\$89.946
Cabell County	\$716,803	Marshall County	\$196,434	Roane County	\$71,751
Calhoun County	\$33,856	Mason County	\$149,142	Summers County	\$70,882
Clay County	\$75,502	McDowell County	\$238,960	Taylor County	\$84,632
Doddridge County	\$29,144	Mercer County	\$516,120	Tucker County	\$57,090
Fayette County	\$536,311	Mineral County	\$203,731	Tyler County	\$60,346
Gilmer County	\$49,985	Mingo County	\$131,716	Upshur County	\$206,305
Grant County	\$57,174	Monongalia County	\$682,311	Wayne County	\$163,757
Greenbrier County	\$401,306	Monroe County	\$69,042	Webster County	\$47,397
Hampshire County	\$135,832	Morgan County	\$93,161	Wetzel County	\$118,536
Hancock County	\$397,842	Nicholas County	\$243,999	Wirt County	\$21,110
Hardy County	\$135,485	Ohio County	\$442,984	Wood County	\$646,633
Harrison County	\$635,229	Pendleton County	\$38,967	Wyoming County	\$176,782
Jackson County	\$230,430	Pleasants County	\$43,636	TOTAL	\$15,222,514
Jefferson County	\$454,365	Pocahontas County	\$98,466		

^{*}Retailer commissions and bonuses paid to Traditional Lottery Retailers for the sale and cashing prizes of Instant tickets and On-line games including Powerball, Mega Millions, Hot Lotto, Cash 25, Daily 3 and Daily 4.

Earl Ray TomblinGovernor

Charles O. Lorensen
Cabinet Secretary, Department of Revenue
John C. Musgrave

Lottery Director and Deputy Secretary of Revenue



West Virginia Lottery 900 Pennsylvania Ave. Charleston, WV 25302 304 558 0500



wvlottery.com