



Progress Report 2015

More than \$8.5 billion in proceeds to West Virginia since 1986.

Financial Highlights

In the fiscal year 2015, the West Virginia Lottery . . .

- Exceeded the \$1 billion mark in sales for the 13th consecutive year with sales of more than \$1.16 billion.
- Transferred more than \$508.3 million to the State of West Virginia.
- Transferred \$88.7 million for senior citizens, \$90.3 million for education, \$62.5 million for tourism, \$94.5 million to the State’s General Fund, \$34 million to the Infrastructure Council, and \$100.3 million to other state agencies.
- Transferred \$29 million to the PROMISE Scholarship Fund.
- Paid a total of \$31.4 million to county and local municipalities across the State from gaming revenue.
- Awarded players a total of \$106.5 million in cash prizes from traditional lottery games.
- Kept total operating costs under 2.9 percent.

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Our 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.



Kenneth L. Greear
Chairman
Charleston



William I. Clayton
Vice Chairman
South Charleston



Michael A. Adams, Esq.
Weirton



Douglas A. Bicksler, CPA
Lewisburg



David L. McCormick, Jr.
Morgantown



Roy E. Shrewsbury, II
Beckley

Our Leadership

The West Virginia Lottery continues to serve as an important source of revenue for the State of West Virginia. Since 1986, the people of West Virginia have benefited from more than \$8.5 billion in Lottery proceeds with the largest portion of these funds being directed by the West Virginia Legislature to support Senior Citizens, Education and Tourism.

In fiscal year 2015, Lottery sales exceeded the \$1 billion mark for the 13th consecutive year. Despite ever growing competition from surrounding states, Lottery sales totaled more than \$1.16 billion for the year. Those sales resulted in a transfer of more than \$508.3 million to the State, which was \$47.9 million above projections. West Virginia gaming revenue was also responsible for \$31.4 million that was paid to county and local municipalities across the State.

The Lottery’s fiscal year-end performance is a direct result of the diligence and hard work of our licensed Lottery retailers, operators, racetrack casinos, the 175 Lottery employees and the Lottery players who collectively make all of our accomplishments possible.

Today, the Lottery continues to operate responsibly with the highest standards of integrity and security to generate revenue for programs that benefit the citizens of our great state.

John A. Myers
Acting Director

Senior Management



Front row: Ray Moore, Deputy Director, Security; Robin Graley, Administrative Secretary; John Myers, Acting Director; Danielle Boyd, Managing General Counsel; David Bradley, Deputy Director of Table Games. **Second Row:** Dean Patrick, Lottery Chief Accountant; Terri Martin, Human Resources Manager; David Oliverio, Facility Manager; James Cox, Deputy Director of Licensing; Tacy Donovan, Deputy Director of Video; Alvin Rose, Deputy Director of Limited Video Lottery; Keith Morgan, Deputy Director of Internet Technology; June Somerville, Attorney; Patrick Clark, Compliance Officer

More than **\$1 BILLION** to Senior programs and services since 1986

West Virginia Lottery proceeds have improved the quality of life for our seniors. Since 1986, the Lottery has generated more than \$1 billion in proceeds that has helped the West Virginia Bureau of Senior Services meet the nutritional, health, and long-term care needs of thousands of West Virginia senior citizens. Lottery dollars are used to help provide more than two million meals annually at county nutrition sites and homes across the state. The funding is also used for senior centers, transportation needs, caregiving, matching Medicaid funding for senior services, and to fund a property tax credit for seniors. Overall, West Virginia senior citizens benefited from an estimated \$88.7 million in Lottery revenue in FY 2015.



Senior Citizens

Schools and Education



West Virginia Lottery proceeds have improved the educational experience of West Virginia students from pre-school through their college years. Since 1986, West Virginia has invested nearly \$3 billion from Lottery proceeds into education. These proceeds have significantly improved West Virginia's public education system by allowing for needed renovations and new school construction through the State School Building Authority and for Higher Education and Community and Technical College bonds. Lottery generated dollars have placed computers and upgraded technology in classrooms across the State through the West Virginia Department of Education and have helped provide higher education opportunities to our best and brightest students through the PROMISE Scholarship program.

Nearly **\$3 BILLION** to Schools and Education since 1986



Keeping a PROMISE

West Virginia's high school seniors entering college and universities across the State benefit from lottery dollars through funding for the PROMISE Scholarship Fund. In FY 2015, \$29 million from limited video lottery revenue was directed to help the PROMISE program reward West Virginia's best and brightest students with the opportunity to attend an in-state college or university. Since 2002, the West Virginia Lottery has provided \$341.5 million to the PROMISE Scholarship Program and in turn given thousands of West Virginians a college education.

Megan Burdick
Cabell Midland HS
Marshall University
Class of 2008
Fourth Grade Teacher
at Milton Elementary
School



"I worked really hard to get the PROMISE scholarship. I worked even harder once I got to Marshall to keep it. The way I see it West Virginia promised me an education and I promised to work hard in return. Now I teach fourth grade at the same school I attended as a child . . . it's my way of giving back to the state that gave me an education." Megan Burdick



Matthew Tyree
George Washington HS
WVU
Class of 2006
Attorney, Morgantown

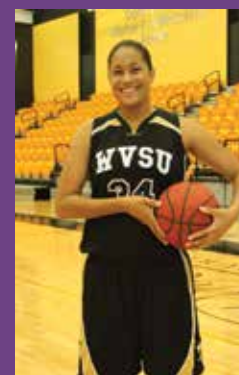
"The PROMISE Scholarship was new back in 2002 and I was among the first to receive it. I had choices when it came to college. I weighed a lot of factors when it came to choosing WVU but it was the PROMISE Scholarship that tipped the scales. After graduation I went out of state to law school, but it was my experiences at WVU that made me want to return to West Virginia to live and work." Matthew Tyree



Tierra Floyd
Braxton County HS
West Virginia Wesleyan
Class of 2012
Freelance Artist



"West Virginia is a huge source of inspiration to me. Our state has so much to offer. The PROMISE Scholarship is a great example. Both my brother and I received the PROMISE. I found my passion for painting at West Virginia Wesleyan and he studied at Fairmont State. Now I am a working artist. The PROMISE made it possible for my brother and I to follow our dreams and I will always be grateful."
Tierra Floyd



Asia Greeleaf
Parkersburg South HS
WV State
Class of 2014
Admissions Counselor at
WV State

"I was raised by a single mom who always stressed the importance of an education. I worked hard at school and brought home straight A's. I played hard at basketball and became state high school basketball champion. Thanks to the PROMISE Scholarship I earned my degree from West Virginia State University where I work today as an admissions counselor. I'm applying to dental school but for now I'm happy helping other students realize their promise." Asia Greeleaf



Sarah Vance
Burch HS
WVU
Class of 2008
Occupational
Therapist
at Logan General



"I'm a West Virginia girl . . . born and raised in coal country. The PROMISE Scholarship made it possible for me to attend WVU and earn my degree. I feel blessed to have received an education that's allowed me to find a job I love here at home. I will always be grateful to our state for the opportunity I now have to serve the people of southern West Virginia and stay close to family and friends."
Sarah Vance



Robert Bolton
Grafton HS
Fairmont State
Class of 2011
Taylor Co. Magistrate and
Educator

"I grew up in Grafton, West Virginia. As a student at Grafton High I had no idea how I would get the money to pay for college. Then came the PROMISE Scholarship and Fairmont State University. Four years later I graduated with dual degrees and no student loans. The PROMISE set me on a path to law school and back home as a magistrate and educator."
Robert Bolton



More than \$341 MILLION to the PROMISE Scholarship Program Since 2002

State Parks and Tourism



West Virginia has striking natural beauty and offers a wide-range of outdoor activities and adventure that attracts visitors from around the world. Since 1994, more than \$203 million in revenue generated by Racetrack Video Lottery has been directed to advertising funds for the state's tourism industry through a matching grants program established with the West Virginia Division of Tourism. In addition, Lottery revenue appropriated from other gaming sources is used to help the Division of Tourism, the Division of Natural Resources and the State Park Improvement Fund. In FY 2015, \$16.3 million in lottery proceeds were directed to tourism, bringing the total amount of lottery proceeds invested into State Parks and Tourism since the Lottery was created to \$920.6 million.

**More than \$920 MILLION
For Tourism
and Parks Since 1986**

**More than \$12 MILLION
to Veterans projects
since 2000**



The West Virginia Lottery's instant ticket game, Veterans' Cash, was created through special legislation in 2000 to help support funding for veterans projects. The initiative has generated up to \$1 million each year to support a skilled nursing facility and a cemetery for West Virginia's veterans. In FY 2015, a total of \$510,503 was generated for veterans.

West Virginia Veterans

Our Traditional Games



The West Virginia Lottery offers an array of instant and on-line games that are available for sale at 1,511 retail locations across the state.

The West Virginia Lottery introduced 61 new instant games during fiscal year 2015 and those games were responsible for approximately 8.9 percent of total fiscal year sales, bringing in \$103.3 million.

On-line games include the in-state drawing games of Daily 3, Daily 4 and Cash 25. They also include the popular multi-state games of Powerball®, Mega Millions® and Hot Lotto® as well as West Virginia's Travel Keno product that is restricted to lottery retailers with specific types of ABCA licenses. The most popular of these games is Powerball® which accounted for \$34 million in sales in FY 2015.



The Lottery launched a new advertising campaign promoting Hot Lotto during the summer of 2015. The ads also promoted the Hot Lotto Home Makeover Collect 'N Win promotion in which winners could win gift cards for The Home Depot®.



Instant Game sales for FY 2015 totaled more than \$103.3 million which was 57.4% of traditional Lottery sales.

POWERBALL® sales for FY 2015 totaled \$34.1 million which represented 18.9% of total traditional Lottery sales.

Mega Millions® sales for FY 2015 was \$13.6 million which accounted for 7.6% of traditional Lottery sales.

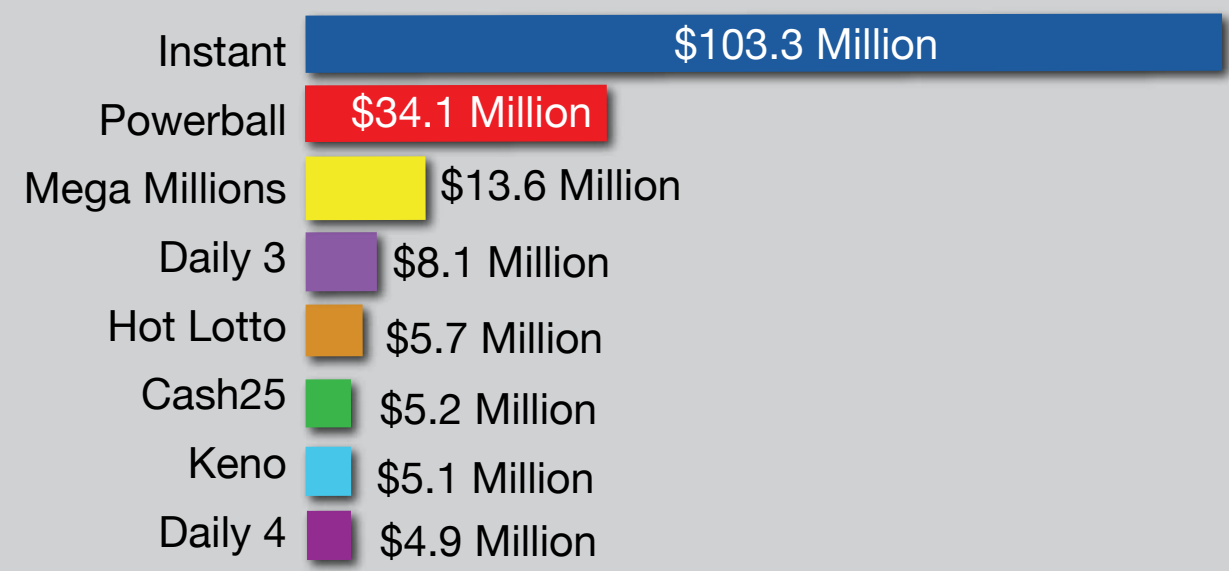
Daily 3 sales for FY 2015 totaled \$8.1 million which accounted for 4.5% of traditional Lottery sales.

HOT LOTTO SIZZLER® sales for FY 2015 was \$5.7 million which accounted for 3.2% of traditional Lottery sales.

Cash 25 sales for FY 2015 totaled more than \$5.2 million which was 2.9% of traditional Lottery sales.

Travel Keno sales for FY 2015 totaled \$5.1 million was 2.8% of traditional Lottery sales.

Daily 4 sales for FY 2015 totaled more than \$4.9 million which was 2.7% of traditional Lottery sales.



Lottery Promotions



The West Virginia Lottery marketing staff stays busy throughout the year with a wide-range of special promotions and events across the state. The Lottery has a presence at events such as the Upper Ohio Valley Italian Festival in Wheeling, the West Virginia Italian Heritage Festival in Clarksburg, the Forest Festival in Elkins, the Chilli Fest in Huntington, the West Virginia International Auto Show in Charleston, and the State Fair of West Virginia in Fairlea.

In addition West Virginia Lottery promotions are conducted at many retailer locations across the state and at sporting events ranging from Marshall and WVU athletic events to West Virginia Power baseball and Wheeling Nailers ice hockey games.

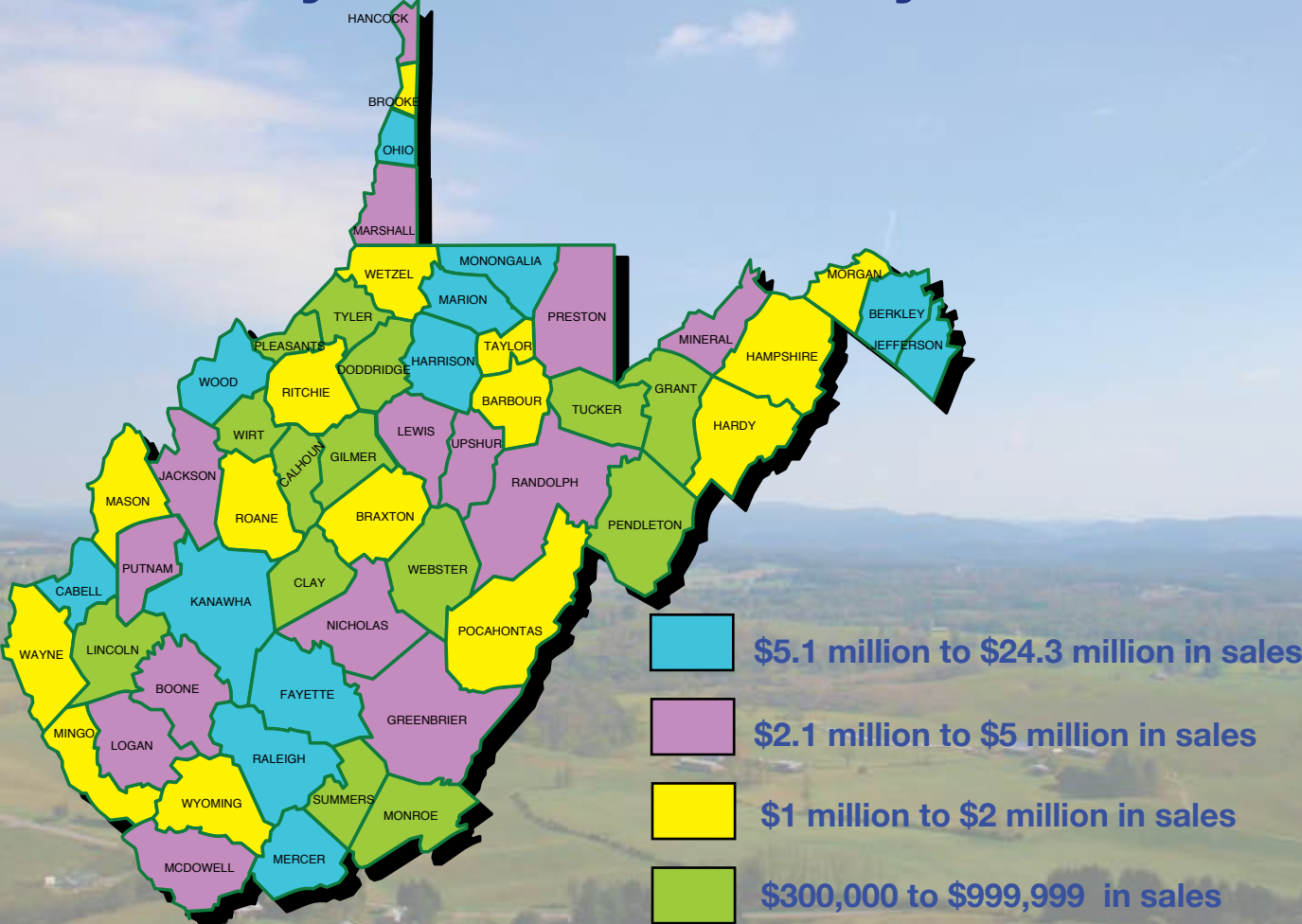
Random Acts Of Lottery

The Lottery launched a robust advertising, social media and grassroots marketing campaign titled “Random Acts of Lottery” at the State Fair of West Virginia in August of 2014.

The campaign was designed to inspire a “pay-it-forward” spirit among Lottery players. Players were able to go online and enter non-winning West Virginia Lottery on-line game tickets into a series of second chance drawings where players won money not only for themselves, but an individual who they nominated to meet a specific need. In addition, the Lottery conducted a “12 Days of Giving” second-chance promotion in November and December where players won prizes and also made a donation to a charity of the choice.



Counties Ranked by Traditional Lottery Sales 2015



1. Kanawha (155)	\$23,085,617	21. Upshur (23)	\$2,574,540	41. Ritchie (8)	\$1,006,269
2. Berkeley (64)	\$9,776,101	22. Lewis (24)	\$2,545,744	42. Lincoln (12)	\$964,514
3. Raleigh (60)	\$9,621,674	23. Boone (25)	\$2,482,312	43. Summers (8)	\$878,475
4. Monongalia (71)	\$8,377,212	24. Mineral (25)	\$2,468,443	44. Clay (6)	\$813,005
5. Cabell (81)	\$8,306,766	25. Marshall (19)	\$2,383,631	45. Tyler (7)	\$795,162
6. Wood (80)	\$7,904,751	26. McDowell (15)	\$2,258,854	46. Webster (5)	\$776,780
7. Harrison (76)	\$7,788,797	27. Wayne (26)	\$2,040,700	47. Monroe (8)	\$728,094
8. Marion (57)	\$6,260,101	28. Brooke (24)	\$2,035,681	48. Tucker (7)	\$723,457
9. Fayette (53)	\$5,729,407	29. Barbour (13)	\$1,786,995	49. Grant (8)	\$676,502
10. Ohio (53)	\$5,571,537	30. Mason (21)	\$1,729,246	50. Gilmer (6)	\$612,828
11. Mercer (53)	\$5,544,442	31. Wyoming (20)	\$1,695,269	51. Pleasants (6)	\$538,638
12. Jefferson (39)	\$5,513,373	32. Hampshire (13)	\$1,687,716	52. Pendleton (8)	\$494,135
13. Hancock (52)	\$5,030,685	33. Hardy (11)	\$1,619,773	53. Calhoun (3)	\$427,733
14. Greenbrier (40)	\$4,748,549	34. Braxton (14)	\$1,570,479	54. Doddridge (3)	\$319,615
15. Randolph (29)	\$4,159,966	35. Wetzel (16)	\$1,564,140	55. Wirt (1)	\$113,766
16. Logan (45)	\$3,999,327	36. Mingo (15)	\$1,405,994	Grand Total	\$180,021,819
17. Putnam (36)	\$3,857,022	37. Pocahontas (10)	\$1,202,905		
18. Preston (31)	\$3,012,645	38. Morgan (8)	\$1,177,899		
19. Jackson (23)	\$2,915,309	39. Roane (6)	\$1,050,381		
20. Nicholas (26)	\$2,636,868	40. Taylor (8)	\$1,032,007		

* Number in parenthesis () represents the number of retailers per county

Our Traditonal Retailers



The West Virginia Lottery has more than 1,500 retailers who are vital to the Lottery's success and serve as the true face of the Lottery to our player base.

In towns and cities across our state you will find stores with smiling faces that are selling Lottery tickets. When a customer walks into a store to buy a ticket, they are not greeted by Lottery employees but by clerks and managers of these retail locations, big and small. Their success is key to the Lottery's success.

The Lottery, through our vendor IGT, uses a network of sales representatives that visit every retailer in the state on a regular basis and works to, not only train retailers about the lottery products they sell, but assist them in maximizing their return. Just like all products in the retail environment, Lottery tickets require proper placement and support in order to sell.

FY 2015 Traditional Retailer Commissions and Bonuses By County

\$13,512,727 Paid to Traditonal Lottery Retailers In Commissions and Bonuses in FY 2015!

Barbour	\$134,271	Mineral	\$183,028
Berkeley	\$720,482	Mingo	\$105,785
Boone	\$185,178	Monongalia	\$622,847
Braxton	\$118,493	Monroe	\$54,413
Brooke	\$152,045	Morgan	\$86,455
Cabell	\$619,696	Nicholas	\$198,660
Calhoun	\$31,950	Ohio	\$412,460
Clay	\$62,220	Pendleton	\$37,037
Doddridge	\$24,145	Pleasants	\$40,657
Fayette	\$427,380	Pocahontas	\$91,661
Gilmer	\$46,341	Preston	\$225,355
Grant	\$49,709	Putnam	\$294,271
Greenbrier	\$358,632	Raleigh	\$717,343
Hampshire	\$129,650	Randolph	\$313,869
Hancock	\$373,882	Ritchie	\$75,245
Hardy	\$121,154	Roane	\$79,152
Harrison	\$583,784	Summers	\$94,895
Jackson	\$218,811	Taylor	\$76,986
Jefferson	\$404,849	Tucker	\$54,115
Kanawha	\$1,730,872	Tyler	\$59,639
Lewis	\$190,810	Upshur	\$192,953
Lincoln	\$71,646	Wayne	\$152,842
Logan	\$308,421	Webster	\$57,916
Marion	\$465,687	Wetzel	\$117,061
Marshall	\$177,992	Wirt	\$8,369
Mason	\$128,587	Wood	\$606,582
McDowell	\$170,207	Wyoming	\$129,664
Mercer	\$416,573		

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

Top 100 Traditional Retailers FY 2015

Retailer	City	Lottery Sales
1 Welch Bantam Market	Welch	\$826,607
2 Lynn's Self Serv	Elkins	\$630,352
3 One Stop #101	So. Charleston	\$602,535
4 Go Mart #90	Elkins	\$569,671
5 Charleston Town Center	Charleston	\$539,527
6 Giant Eagle #59	Morgantown	\$511,977
7 Cheaper Cigs #4	Huntington	\$489,961
8 7-Eleven #17704H	Inwood	\$459,133
9 One Stop #111	Charleston	\$452,550
10 Kimble's BP	Moorefield	\$427,898
11 Neely's Grocery	Wheeling	\$421,975
12 Kroger #803	Weirton	\$397,691
13 7-Eleven 2531/28310B	Hedgesville	\$394,472
14 Go Mart #67	Princeton	\$394,335
15 7-Eleven #17109H	Keyser	\$393,333
16 Co Mac #1	Beckley	\$390,713
17 Little General #2480	Beckley	\$379,777
18 Giant Eagle #58	Morgantown	\$364,833
19 7-Eleven #18665H	Kearneysville	\$356,482
20 Berkeley Springs Shell	Berkeley	\$356,147
21 Shop & Go #2	Charleston	\$355,387
22 Go Mart #02	Webster Springs	\$343,646
23 7-Eleven 35933H	Charleston	\$342,475
24 One Stop #109	So. Charleston	\$342,381
25 State Fair Of WV	Lewisburg	\$340,136
26 Go Mart #04	Weston	\$340,079
27 Par Mar #21	Harrisville	\$337,190
28 Go Mart #20	Nitro	\$336,553
29 Dave's Self Service	Gilbert	\$329,223
30 Little General #2075	Beckley	\$327,390
31 Charles Town Races	Charles Town	\$325,963
32 Cargo Oil #1	Powhatan	\$325,382
33 Go Mart #77	Rainelle	\$325,283
34 Go Mart #37	Grafton	\$323,214
35 Kroger #755	Morgantown	\$322,651
36 Mountaineer Rocs	Martinsburg	\$322,260
37 King Street BP	Martinsburg	\$321,952
38 Shop Rite	Shady Spring	\$319,676
39 One Stop #108	Beckley	\$318,753
40 Little General #2360	Glen Daniel	\$316,015
41 Quick Check	Oak Hill	\$315,676
42 Bob's Mini Mart	Mill Creek	\$315,053
43 Bourbon Street Cafe	Weirton	\$314,655
44 Go Mart #84	Bridgeport	\$312,895
45 Go Mart #50	Beckley	\$312,507
46 7-Eleven 10663A	Charles Town	\$309,168
47 Go Mart #73	Parkersburg	\$308,571
48 Fast Stop Food Mart #2	Buckhannon	\$306,049
49 7-Eleven 35904H	Charleston	\$302,366
50 Go Mart #81	Nutter Fort	\$301,640
51 Moler Avenue Rocs	Martinsburg	\$300,736
52 Go Mart #63	Beaver	\$299,927
53 Go Mart #101	Parkersburg	\$297,969
54 Little General #2390	Beckley	\$296,231
55 Little General #2240	Princeton	\$291,812
56 One Stop #133	Sophia	\$290,465
57 7-Eleven #28320 J	Falling Waters	\$285,738
58 Little General #2315	Beckley	\$285,233
59 7-Eleven 2531/10670B	Martinsburg	\$283,387
60 7-Eleven 28316A	Charles Town	\$283,062
61 Sheetz #220	Martinsburg	\$282,636
62 Go Mart #32	St Albans	\$282,188
63 Speedway #3960	Cross Lanes	\$281,505
64 Little General #2180	Beaver	\$281,438
65 Cargo Oil #2	Bluefield	\$281,332
66 Go Mart #106	Elkins	\$280,290
67 The Coffee Bar	Weston	\$279,278
68 Old Berkeley News	Martinsburg	\$279,023
69 Kroger 813	Morgantown	\$278,923
70 One Stop #102	St Albans	\$277,846
71 Go Mart #98	Lewisburg	\$277,015
72 Go Mart #12	Charleston	\$276,508
73 Go Mart #52	Grafton	\$275,251
74 Spring Mills Shell	Falling Waters	\$269,873
75 Circle K #4000	Morgantown	\$269,217
76 Go Mart #44	Flatwoods	\$268,042
77 D J Rentals	Montgomery	\$265,529
78 Little General #2120	Fairlea	\$264,801
79 Speedway #9794	Clendenin	\$264,144
80 Circle K #4016	Kingwood	\$262,660
81 Fast Break Beverly	Beverly	\$262,480
82 Little General #4120	Sissonville	\$262,415
83 Go Mart #40	Sophia	\$261,711
84 Go Mart #82	Fairmont	\$259,389
85 Buffalo Tiger Mart 184	Buffalo	\$259,234
86 Rollins Market	Clarksburg	\$256,833
87 Little General #5165	Madison	\$256,355
88 Little General #4200	Spencer	\$255,943
89 Par Mar #16	St Albans	\$255,413
90 Fast Break Marlinton	Marlinton	\$255,116
91 Go Mart #93	Hinton	\$254,280
92 Go Mart #24	Charleston	\$254,246
93 Sheetz #275	Morgantown	\$253,933
94 7-Eleven 22086A	Martinsburg	\$253,429
95 One Stop #3508	Charleston	\$253,356
96 Loading Zone The	Weirton	\$252,141
97 Smiley's Food Mart	Ivydale	\$252,058
98 Oak Hill Shell	Oak Hill	\$249,698
99 Kroger #778	Charleston	\$248,821
100 Co Mac #2	Oak Hill	\$248,142

Top 10 Chain Stores



#1 Go Mart
104 Stores



#2 Little General
104 Stores



#3 7-Eleven
89 Stores



#4 Speedway
62 Stores



#5 Sheetz
49 Stores



#6 One Stop
41 Stores



#7 Par Mar
31 Stores



#8 Kroger
36 Stores



#9 ROCS
14 Stores



#10 Circle K
17 Stores

Video, Racetrack and Table Games



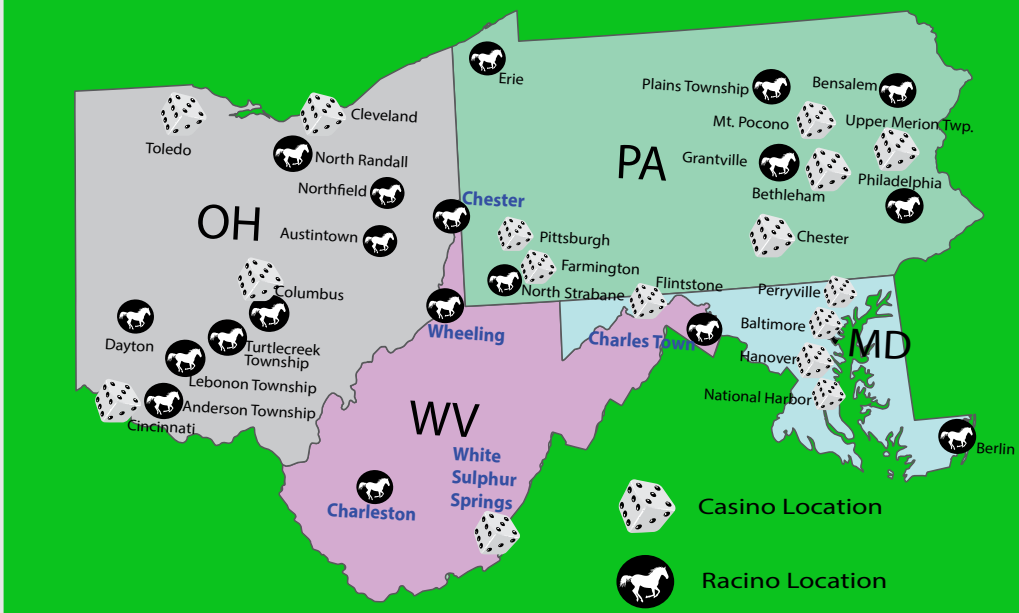
RACETRACK VIDEO LOTTERY games were implemented in 1994 when the West Virginia Legislature passed the Racetrack Video Lottery Act, making video lottery terminals available to the four racetracks in the state subject to passage of local referendums. In September 1994, three racetracks (Mountaineer Casino 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. West Virginia is one of five state lotteries to regulate video gaming at racetracks. The other four states are Delaware, Rhode Island, New York and Pennsylvania. Games offered are poker, blackjack, keno, and spinning reel types. Effective June 1999, legislative action has allowed mechanical reel coin drop machines. As of June 30, 2015, the West Virginia Lottery Commission had an average of 6,378 terminals available for play at the four racetracks in the state. Racetrack Video Lottery sales were 47.9 percent of total FY 2015 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. The other two states are South Dakota and Oregon. The first terminals were enabled for play on December 17, 2001. A total of 6,457 terminals were operating at licensed retail locations throughout the state as of June 30, 2015. Limited video lottery sales were 32.1 percent of total FY 2015 sales at 1,402 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 4.0 percent of total FY 2015 sales.

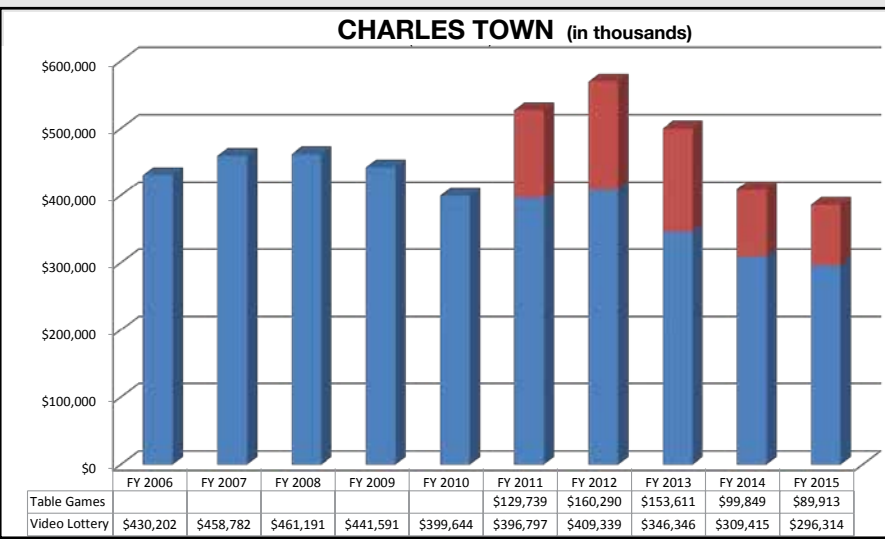
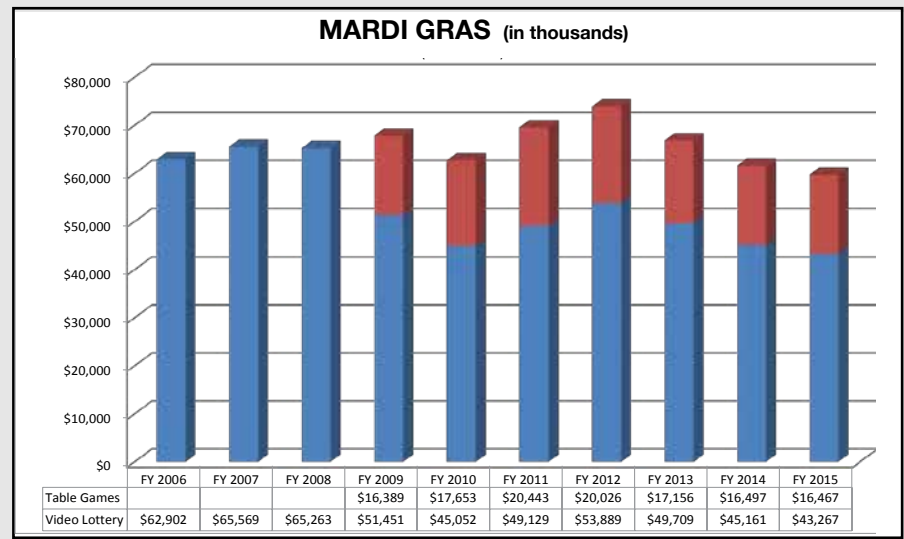
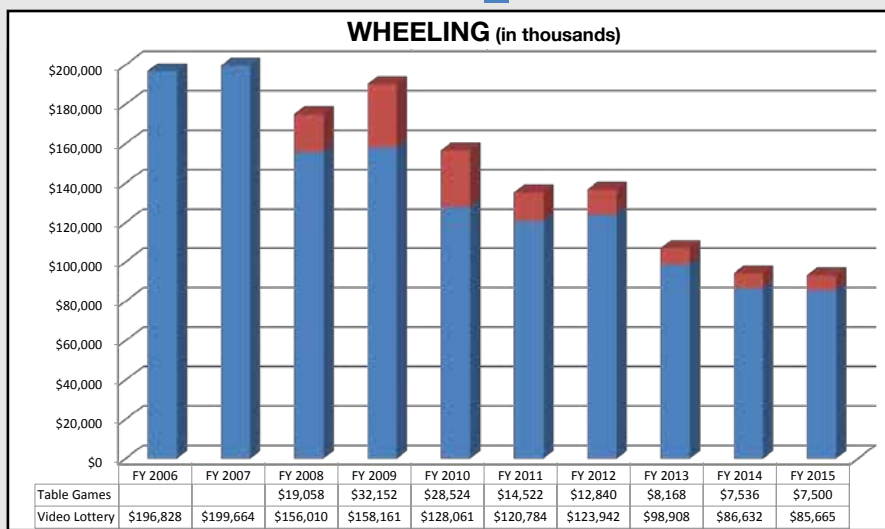
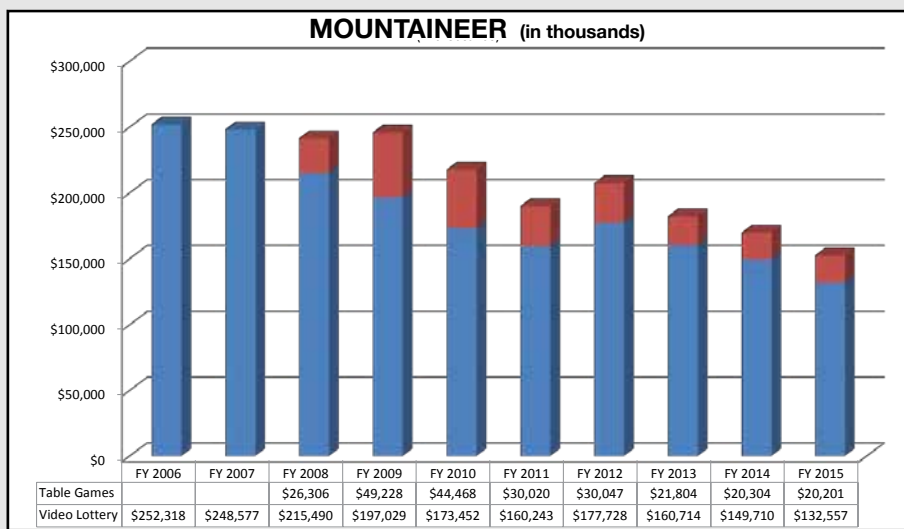
HISTORIC RESORT implemented video lottery and table games in fiscal year 2010 when the West Virginia Legislature passed the Casino Act, which also required the passage of local referendum. In October 2009, The Greenbrier began operating both video lottery and table games. Table Games offered are Blackjack,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

Casino and Racino Locations in West Virginia and Bordering States

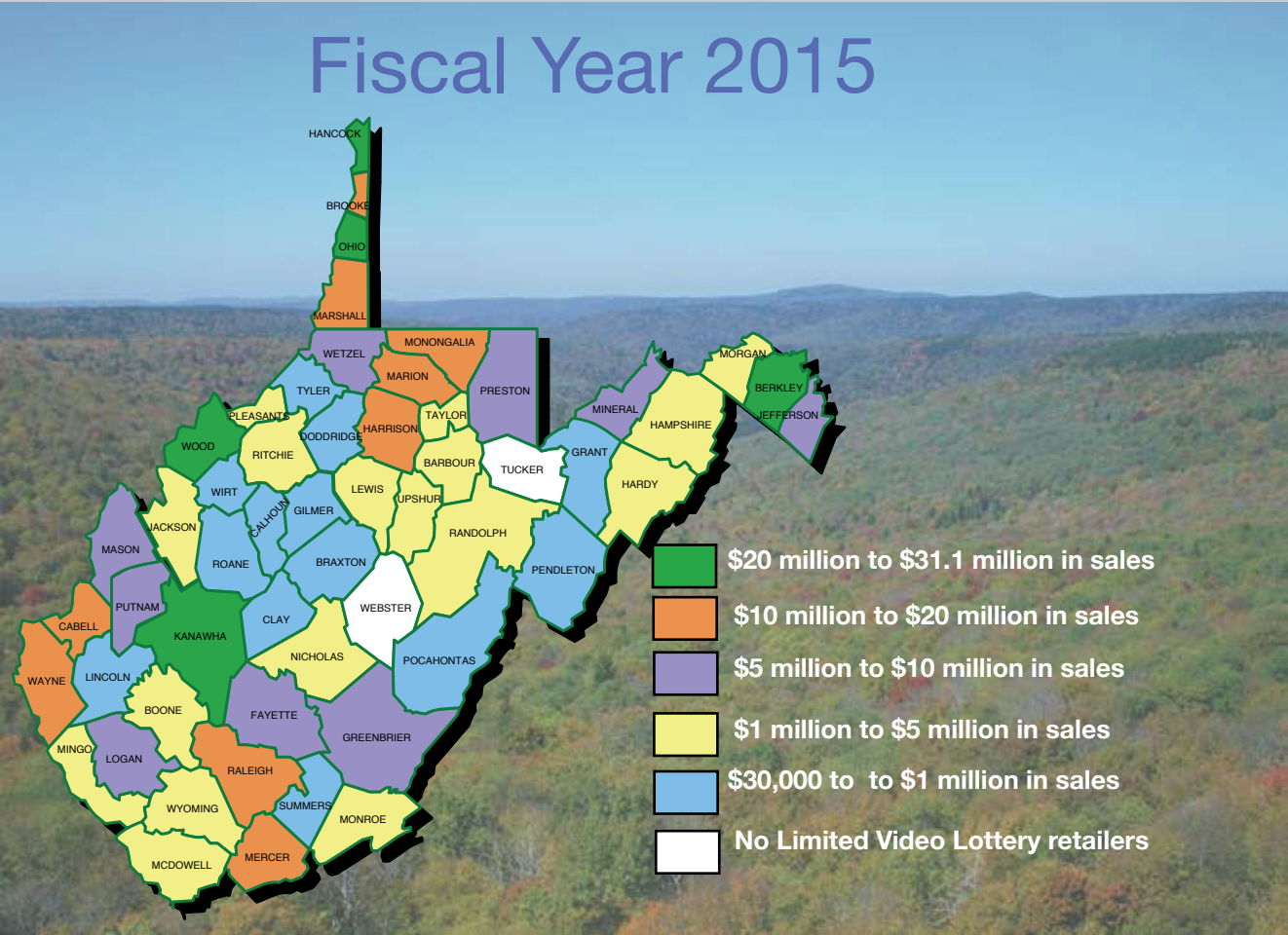


Competition From Bordering States	
Ohio	
Hollywood Columbus Hollywood Toledo Horseshoe Cincinnati Horseshoe Cleveland Scioto Downs Thistle Down	Hard Rock Rocksino (Northfield Park) Miami Valley Gaming (Lebanon) Belterra Park Hollywood Gaming Dayton Hollywood Mahoning Valley
Pennsylvania	
Mohegan Sun Parx Harrah's Philadelphia Presque Isle The Meadows Mount Airy	Penn National Sands Bethlehem The Rivers SugarHouse Valley Forge Nemacolin
Maryland	
Hollywood Casino Perryville Ocean Downs Maryland Live	Rocky Gap Horseshoe Casino Baltimore National Harbour

Ten Year Sales History For West Virginia Racetracks



Counties Ranked by Limited Video Lottery Sales



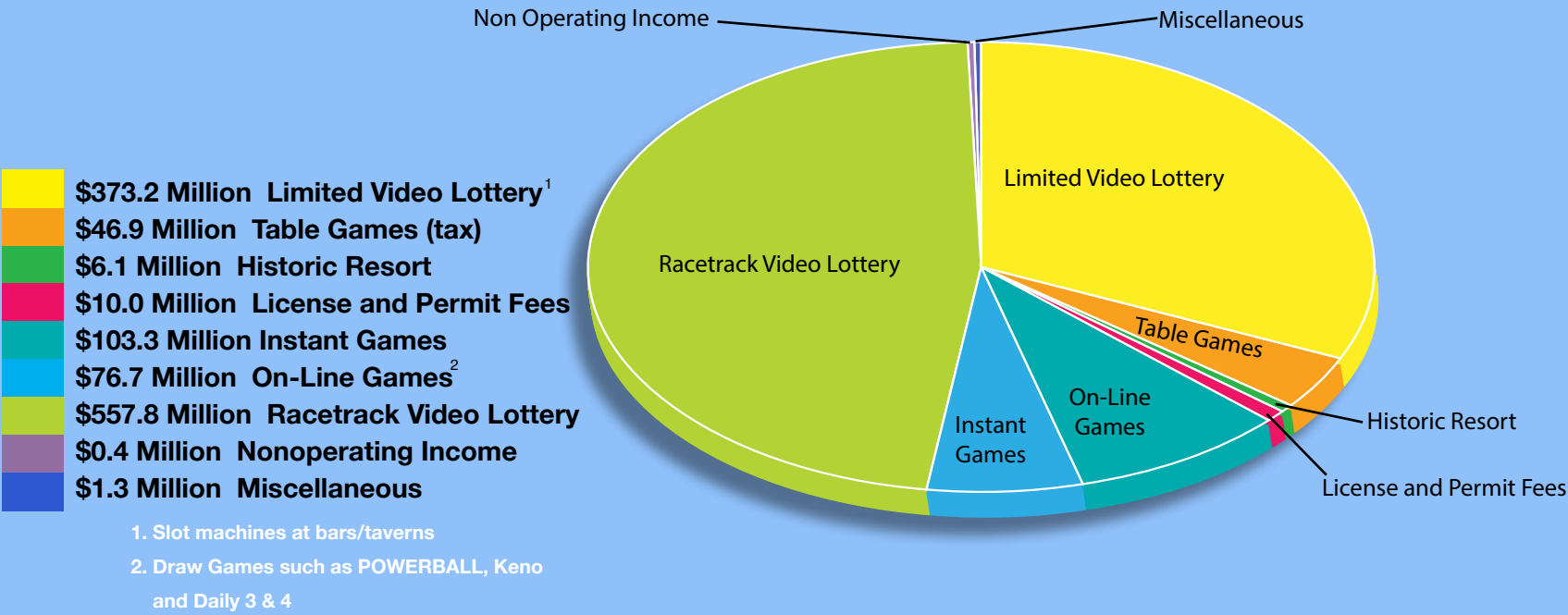
1 Kanawha	\$30,540,456
2 Wood	\$28,706,520
3 Ohio	\$25,508,639
4 Berkeley	\$22,472,433
5 Hancock	\$20,596,727
6 Cabell	\$19,727,550
7 Brooke	\$18,676,835
8 Harrison	\$18,549,529
9 Monongalia	\$16,842,153
10 Raleigh	\$15,332,439
11 Marion	\$15,183,020
12 Mercer	\$13,661,775
13 Marshall	\$11,997,735
14 Wayne	\$10,455,574
15 Mason	\$9,851,503
16 Putnam	\$8,934,451
17 Jefferson	\$6,719,957
18 Mineral	\$6,690,627
18 Preston	\$6,572,501
20 Logan	\$6,556,335
21 Greenbrier	\$6,127,821
22 Wetzel	\$5,307,706
23 Fayette	\$5,197,433
24 Randolph	\$4,227,550
25 Jackson	\$3,910,108
26 Upshur	\$3,909,340
27 Lewis	\$3,533,214
28 Boone	\$2,940,580
29 Nicholas	\$2,696,463
30 Hampshire	\$2,329,616
31 Taylor	\$1,995,467
32 Morgan	\$1,819,353
33 Mingo	\$1,442,249
34 Monroe	\$1,405,701
35 Hardy	\$1,403,985
36 Pleasants	\$1,274,151
37 Barbour	\$1,271,370
38 Wyoming	\$1,255,207
39 McDowell	\$1,251,600
40 Ritchie	\$1,190,364
41 Tyler	\$813,702
42 Lincoln	\$788,018
43 Braxton	\$757,783
44 Summers	\$687,496
45 Clay	\$529,838
46 Roane	\$446,698
47 Grant	\$423,606
48 Doddridge	\$225,839
49 Wirt	\$215,553
50 Pendleton	\$197,678
51 Calhoun	\$81,442
52 Pocahontas	\$71,490
53 Gilmer	\$37,154
54 Tucker	\$-
55 Webster	\$-

Limited Video Lottery FY 2015 Proceeds To Counties/Municipalities

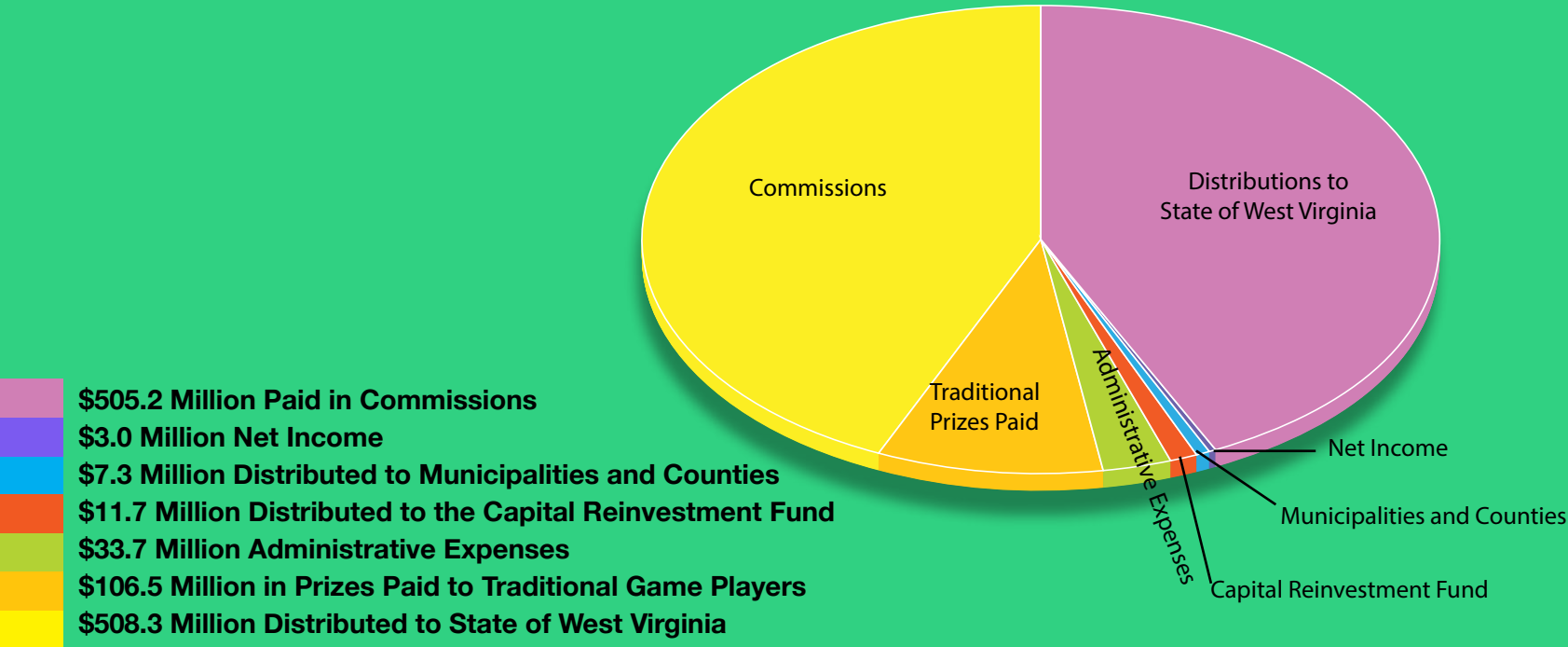
Barbour County(7)	\$16,796	Lewis County(11)	\$50,136	Raleigh County(48)	\$220,877
Berkeley County(82)	\$366,184	Lincoln County(6)	\$14,055	Randolph County(17)	\$56,681
Boone County(9)	\$47,239	Logan County(27)	\$112,621	Ritchie County(4)	\$14,522
Braxton County(6)	\$12,085	Marion County(55)	\$142,460	Roane County(3)	\$7,275
Brooke County(55)	\$186,738	Marshall County(53)	\$129,409	Summers County(3)	\$10,885
Cabell County(84)	\$179,459	Mason County(32)	\$137,114	Taylor County(9)	\$26,434
Calhoun County(1)	\$1,478	McDowell County(4)	\$17,398	Tucker County(0)	\$-
Clay County(3)	\$9,843	Mercer County(43)	\$187,534	Tyler County(5)	\$10,425
Doddridge County(1)	\$3,981	Mineral County(27)	\$93,025	Upshur County(14)	\$58,808
Fayette County(22)	\$65,610	Mingo County(12)	\$22,870	Wayne County(30)	\$153,229
Gilmer County(1)	\$586	Monongalia County(85)	\$205,046	Webster County(0)	\$-
Grant County(4)	\$6,385	Monroe County(5)	\$24,650	Wetzel County(20)	\$52,858
Greenbrier County(25)	\$79,584	Morgan County(11)	\$33,326	Wirt County(1)	\$3,616
Hampshire County(11)	\$41,462	Nicholas County(10)	\$41,522	Wood County(99)	\$264,940
Hancock County(76)	\$148,133	Ohio County(88)	\$114,279	Wyoming County(9)	\$20,858
Hardy County(8)	\$21,979	Pendleton County(1)	\$3,511		
Harrison County(65)	\$181,000	Pleasants County(4)	\$15,900	TOTAL	\$4,293,594.03
Jackson County(16)	\$57,916	Pocahontas County(1)	\$1,142		
Jefferson County(25)	\$99,257	Preston County(25)	\$100,970		
Kanawha County(116)	\$288,727	Putnam County(23)	\$130,749		

* Number in parenthesis () represents the number of video lottery retailers per county
* Two percent of gross profit is distributed to counties and incorporated municipalities in the manner prescribed by statute.

Fiscal Year 2015 Revenue

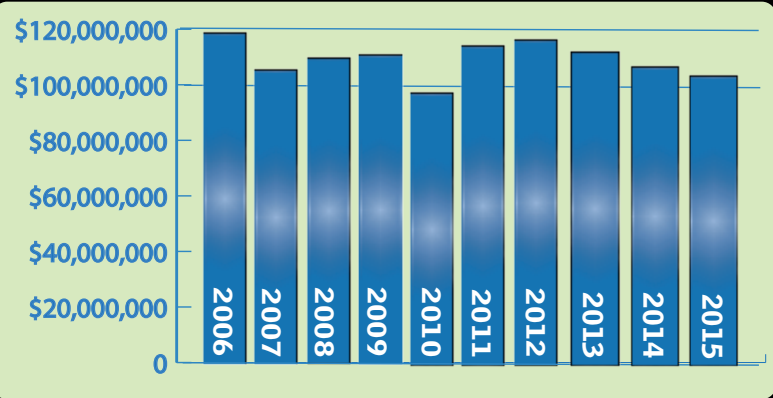


Fiscal Year 2015 Expenses, Distributions & Net Income

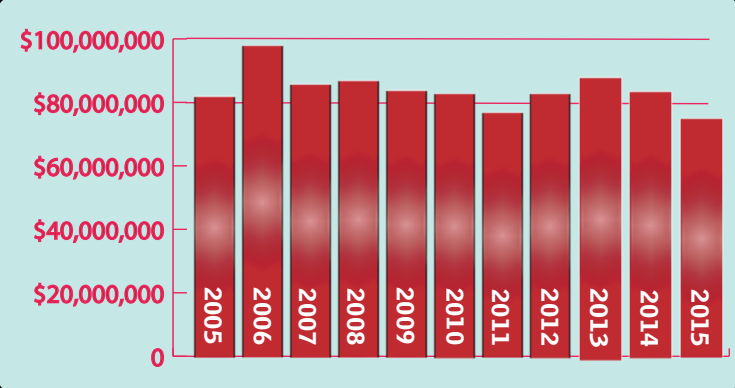


Lottery Sales By Product Last Ten Years

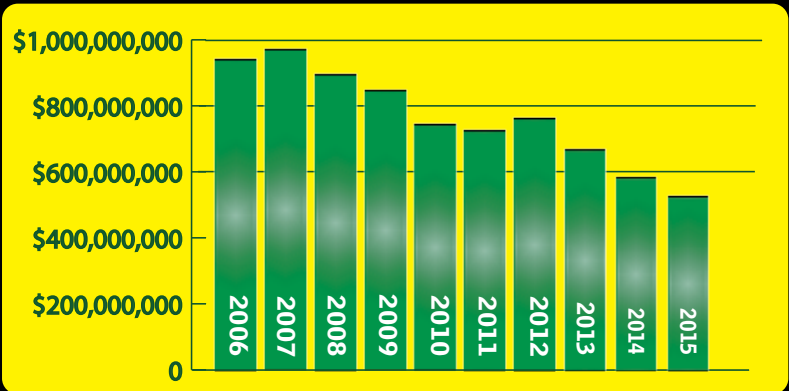
Instant Sales



On-Line Sales



Racetrack Video Sales



Limited Video Lottery Sales

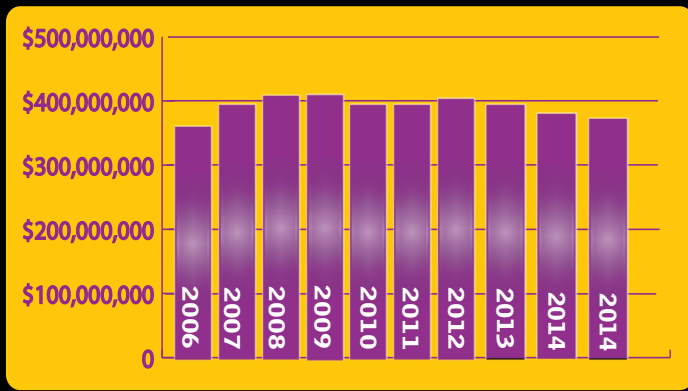
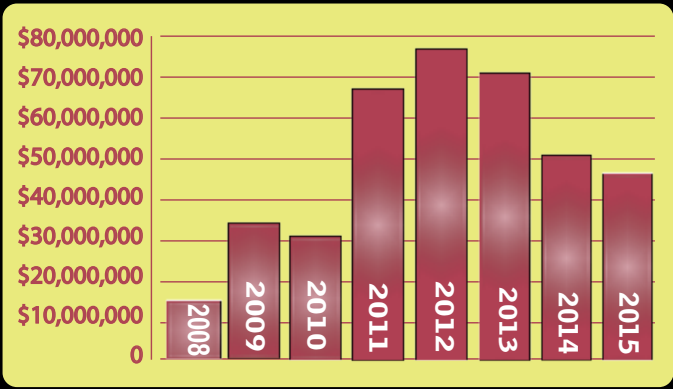
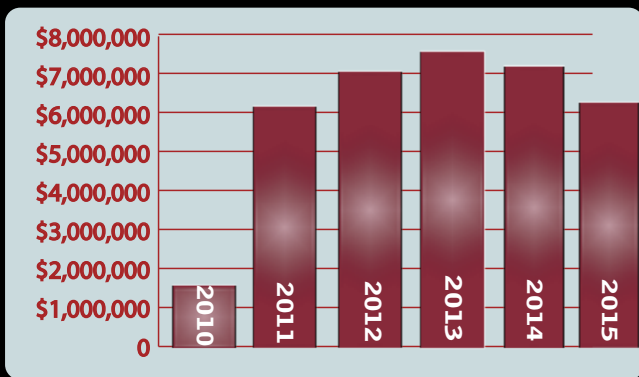


Table Game Sales



Historic Resort Sales



Financial Impact Last Ten Years



Ten Year Revenue

Detailed Revenue Numbers

2006	\$1,538,860,148	2011	\$1,404,552,377
2007	\$1,580,212,381	2012	\$1,540,708,011
2008	\$1,545,423,630	2013	\$1,340,489,489
2009	\$1,507,156,589	2014	\$1,226,465,658
2010	\$1,369,544,143	2015	\$1,175,723,567

West Virginia Lottery
2015 Progress Report

Produced in-house by
West Virginia Lottery staff

Earl Ray Tomblin
Governor

Robert Kiss
Cabinet Secretary, Department of
Revenue

John A. Myers
Acting Lottery Director

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

wvlottery.com

