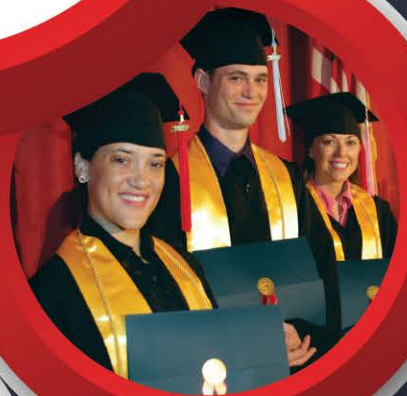


PROGRESS REPORT

FY 2018



WEST
VIRGINIA
LOTTERY



FINANCIAL HIGHLIGHTS

Exceeded the \$1 billion mark in sales for the 16th consecutive year with sales totaling nearly \$1.1 billion.

Transferred more than \$474.0 million to the State of West Virginia.

Transferred \$77.3 million for senior citizens, \$84.0 million for education, \$54.9 million for tourism, \$74.8 million to the State's General Fund, \$53.1 million to the Infrastructure Council, and \$112.6 million to other state agencies.

Transferred \$29.0 million to the PROMISE Scholarship Fund.

Paid a total of \$25.2 million to county and local municipalities across the State from gaming revenue.

Awarded players a total of \$84.1 million in traditional lottery prizes.

Saw an increase of 14,685 social media followers.

Kept operating costs at approximately 12 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
Computer Expert



WILLIAM I. CLAYTON

Vice Chairman
Charleston
Public at Large



WILLIAM R. LAIRD IV

Oak Hill
Law Enforcement



ROY E. SHREWSBERRY II

Beckley
Public at Large



DOUGLAS A. BICKSLER, CPA

Lewisburg
Certified Public Accountant



ANDREW B. KNICELEY

Fairmont
Marketing



DAN A. MARSHALL

Parkersburg
Attorney



LEADERSHIP



Douglas P. Buffington, II
Assistant Director

I am humbled by the opportunity to serve the people of West Virginia as Lottery Director, and honored to be able to present the West Virginia Lottery's 2018 Progress Report.

The West Virginia Lottery's mission to operate responsibly with the highest standards of integrity have helped to provide an important revenue stream for programs that benefit the citizens of West Virginia for more than 30 years.

Since inception, the Lottery has generated nearly \$10 billion in gaming revenue for the State of West Virginia with the majority of proceeds going to education, seniors and tourism. Education has received a total of \$3.3 billion in net lottery profits, while more than \$1.2 billion has been invested in senior services, and nearly \$1.1 billion has been invested in the state's tourism industry.

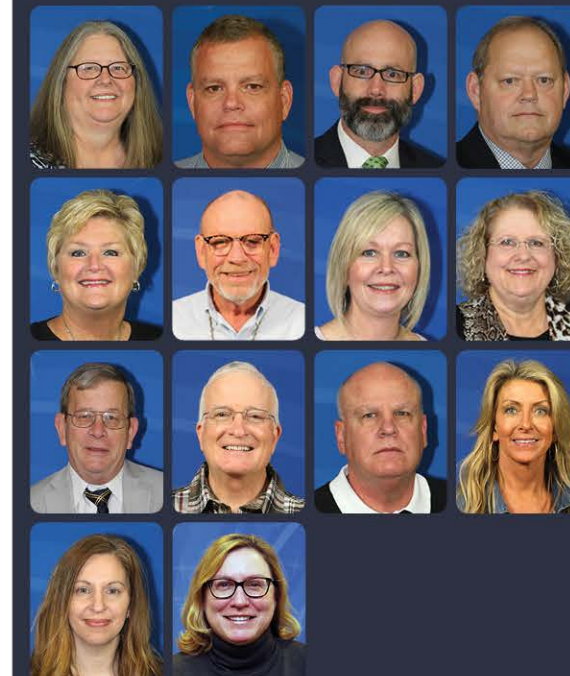
Despite the challenges that come with an ever-changing gaming industry, West Virginia Lottery sales exceeded the \$1 billion mark, for the 16th consecutive year in fiscal year 2018, with sales totaling nearly \$1.1 billion. This resulted in a cash transfer of nearly \$474 million to the State of West Virginia for the year ending on June 30, 2018.

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

John A. Myers

John A. Myers
Director

EXECUTIVE STAFF



Left to Right in Alphabetical Order: Sandy Bale, Senior Analyst; David Bradley, Deputy Director of Table Games; Patrick Clark, Compliance Officer; Steve Compston, Lottery Investigator Manager/Building Security; Robin Graley, Administrative Secretary; Bob Humphrey, Deputy Director of Video; Kim Lamb, Legal Assistant; Terri Martin, Human Resources Manager; Keith Morgan, Deputy Director of Internet Technology; David Oliverio, Facility Manager; Dean Patrick, Lottery Chief Accountant; June Somerville, Attorney; Elizabeth Webb, Licensing Manager; Tracy Webb, General Council

PROCEEDS

West Virginia Lottery proceeds improve the educational experience of West Virginia students from pre-school through their college years. Since 1986, West Virginia has invested \$3.3 billion from Lottery proceeds into education. These proceeds have significantly improved West Virginia’s public education system by allowing for new school construction, and renovations, through the State School Building Authority. Lottery proceeds also help support 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.

Every West Virginia college student has hopes and dreams for a bright future and to realize their full potential. High school seniors entering colleges and universities across the State benefit from lottery dollars through the PROMISE Scholarship Program. In FY 2018, approximately \$29 million from limited video lottery revenue was directed to the PROMISE Scholarship program to 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 \$428.5 million to the PROMISE Scholarship Program and in turn has helped more than 55,000 West Virginia students pursue a college education without the burden of heavy debt. In many cases, the PROMISE Scholarship has been cited as the primary factor that allowed these deserving students to obtain a college degree.

West Virginia’s scenic beauty, and wide-range of outdoor activities, attracts visitors from around the world. In FY 2018, the Lottery contributed \$5.7 million to the Division of Tourism. In addition, Lottery revenue appropriated by the West Virginia Legislature from other gaming sources to the Division of Tourism totaled \$8.1 million. With additional appropriations for the Division of Natural Resources and the State Park Improvement Fund, the cash transfers used in enhancing the state’s tourism industry was \$14.5 million.



West Virginia Lottery proceeds improve the quality of life of our seniors. Since 1986, the Lottery has generated more than \$1.2 billion in proceeds that have helped the West Virginia Bureau of Senior Services meet the nutritional, health, and long-term care needs of tens 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 statewide. The funding also is 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 \$77.3 million in Lottery revenue in FY 2018.

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 revenue each year to support a skilled nursing facility and a cemetery for West Virginia’s veterans. In FY 2018, a total of \$698,976 was generated for veterans.



TRADITIONAL GAMES

The West Virginia Lottery offers an array of instant and online games that are available for sale at more than 1,482 retail locations across the State.

The West Virginia Lottery introduced 44 new instant games during fiscal year 2018 and those games were responsible for approximately 7.2 percent of total fiscal year sales, bringing in \$99.2 million in sales.

Online 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 \$36.5 million in sales in FY 2018.

1



Instant Game sales for FY 2018 totaled \$99.2 million which was 56.0% of traditional Lottery sales.

2



Powerball® sales for FY 2018 totaled \$36.5 million which represented 20.6% of total traditional Lottery sales.

3



Mega Millions® sales for FY 2018 was more than \$14.9 million which accounted for 8.4% of traditional Lottery sales.

4



Daily 3 sales for FY 2018 totaled \$7.9 million which accounted for 4.5% of traditional Lottery sales.

5



Cash 25 sales for FY 2018 totaled more than \$4.8 million which was 2.7% of traditional Lottery sales.

6



Daily 4 sales for FY 2018 totaled more than \$4.7 million which was 2.7% of traditional Lottery sales.

7



Travel Keno sales for FY 2018 totaled more than \$3.6 million was 2.0% of traditional Lottery sales.

8



Lotto America® sales for FY 2018 totaled more than \$3.1 million which was 1.8% of traditional Lottery sales.

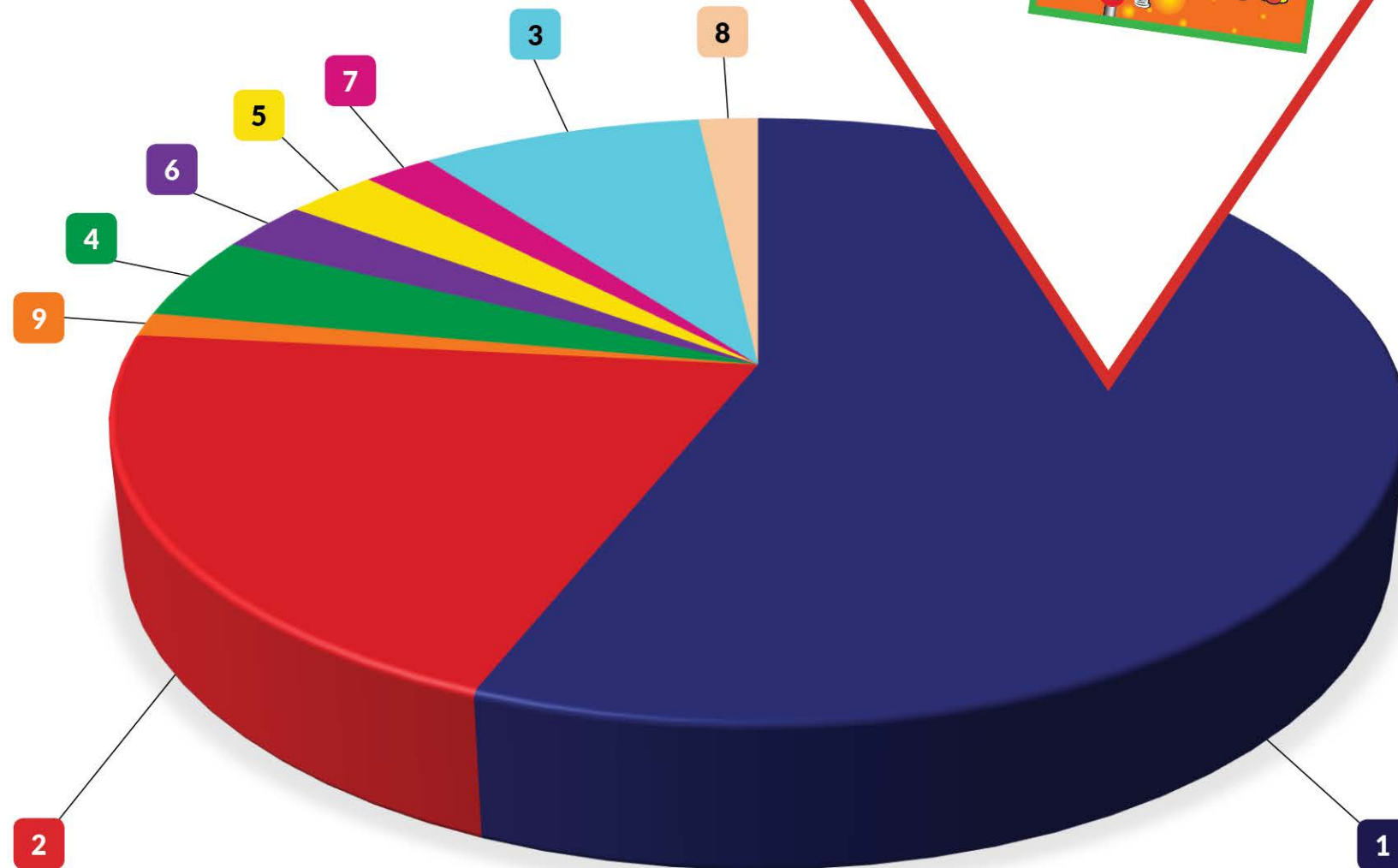
9



Hot Lotto Sizzler® sales for FY 2018 was \$2.2 million which accounted for 1.3% of traditional Lottery sales.



Forty-four new instant games were introduced in FY18 bringing in \$99.2 million in sales.



PROMOTIONS



SPONSORSHIPS



The West Virginia Lottery marketing team plans and executes a wide range of special promotions at events across the state each year to increase awareness and support our local communities.

The Lottery sponsors the Upper Ohio Valley Italian Festival in Wheeling, the West Virginia Italian Heritage Festival in Clarksburg, the Apple Butter Festival in Berkeley Springs, the Forest Festival in Elkins, Chili Fest in Huntington, the State Fair in Fairlea, and multiple other events around the state.

The Lottery also sponsors and conducts special promotions at sporting events and concerts across the State. The Lottery is a proud sponsor of WVU and Marshall University Athletics, West Virginia Power and West Virginia Black Bears Baseball, the Wheeling Nailers Hockey, multiple in-state road races and walks, the West Virginia Symphony Orchestra, and other special events.

In addition, the Lottery works with retailers all over the state to offer special retailer promotions year-round that further increase top of mind awareness about the Lottery and the products we offer.

Advertising is key in getting the word out about our Lottery games. The Lottery utilizes TV, radio, internet, social media, e-mail marketing and outdoor ads to promote our games.

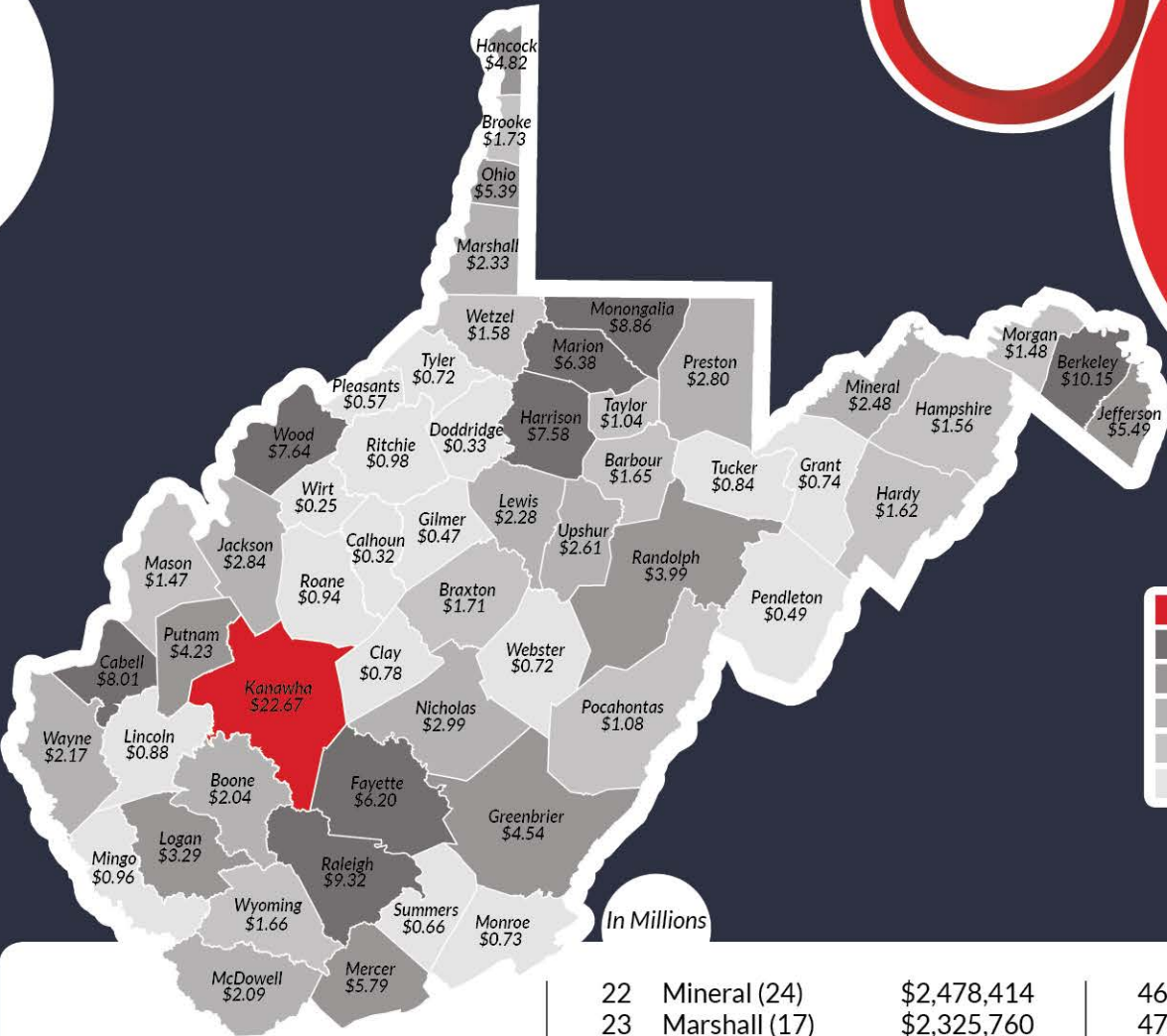
The “Never Gonna Happen” theme featuring the Lotto Bros was used as a continuation of the “You Never Know. It Could Happen to You” campaign, which demonstrates that winning does happen and dispels the misconception no one ever wins. The commercials were produced by an in-state production company, utilized West Virginia talent, and were shot at various locations in West Virginia.

Social media marketing is one of the most cost-effective ways to get our message to the masses. With nearly 75,000 combined followers, our social media channels provide an effective forum to communicate daily with a captive audience of every demographic imaginable in the state.

More than 11,000 West Virginians (or nearly 1000 monthly) joined the West Virginia Lottery Facebook Community in FY 2018. More than 68,000 West Virginians are now fans of the West Virginia Lottery Facebook page. Our Twitter account has increased to 2,400 followers and more than 2,000 people now follow West Virginia Lottery on Instagram.

The Lottery uses our social media channels to not only deliver news and information directly to our players, but to answer questions, promote new games, raise awareness of the good causes that lottery proceeds support and receive valuable feedback.

COUNTIES RANKED
Traditional Sales
FY 2018



1	Kanawha (149)	\$22,668,269
2	Berkeley (74)	\$10,148,425
3	Raleigh (57)	\$9,318,906
4	Monongalia (75)	\$8,857,376
5	Cabell (75)	\$8,009,845
6	Wood (77)	\$7,639,638
7	Harrison (78)	\$7,583,763
8	Marion (56)	\$6,379,769
9	Fayette (52)	\$6,204,069
10	Mercer (53)	\$5,788,055
11	Jefferson (41)	\$5,488,883
12	Ohio (53)	\$5,393,132
13	Hancock (49)	\$4,820,343
14	Greenbrier (39)	\$4,541,050
15	Putnam (33)	\$4,233,338
16	Randolph (30)	\$3,989,625
17	Logan (41)	\$3,294,056
18	Nicholas (24)	\$2,988,324
19	Jackson (22)	\$2,837,796
20	Preston (31)	\$2,795,972
21	Upshur (24)	\$2,607,201

22	Mineral (24)	\$2,478,414
23	Marshall (17)	\$2,325,760
24	Lewis (22)	\$2,278,444
25	Wayne (25)	\$2,166,920
26	McDowell (15)	\$2,086,834
27	Boone (24)	\$2,039,066
28	Brooke (18)	\$1,732,784
29	Braxton (14)	\$1,705,681
30	Wyoming (20)	\$1,655,179
31	Barbour (11)	\$1,653,823
32	Hardy (11)	\$1,617,872
33	Wetzel (18)	\$1,584,806
34	Hampshire (13)	\$1,555,007
35	Morgan (8)	\$1,476,458
36	Mason (22)	\$1,471,300
37	Pocahontas (10)	\$1,078,847
38	Taylor (8)	\$1,035,810
39	Ritchie (7)	\$978,232
40	Mingo (17)	\$960,919
41	Roane (7)	\$940,247
42	Lincoln (10)	\$879,438
43	Tucker (7)	\$837,294
44	Clay (5)	\$775,491
45	Grant (7)	\$738,115

46	Monroe (7)	\$733,293
47	Tyler (7)	\$724,311
48	Webster (5)	\$715,266
49	Summers (5)	\$657,844
50	Pleasants (5)	\$572,362
51	Pendleton (8)	\$492,338
52	Gilmer (5)	\$469,692
53	Doddridge (3)	\$328,751
54	Calhoun (3)	\$319,667
55	Wirt (3)	\$251,511

Number in parenthesis represents the number of retailers per county

TRADITIONAL RETAILERS

FY 2018

The West Virginia Lottery has an estimated 1,500 retailers who are vital to the Lottery's success, and serve as the "face" of the Lottery to our players.

When a customer walks into a store to buy a lottery ticket, they are not greeted by Lottery employees, but by store clerks who are at the point of sale. Those contacts and the resulting sales are pivotal to the Lottery meeting its obligations to the State.

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 train and assist retailers in regards to lottery products and sales. Just like all products in the retail environment, Lottery tickets require good placement and support in order to sell.



COMMISSIONS AND BONUSES BY COUNTY

Barbour	\$124,798	Mineral	\$186,501
Berkeley	\$758,512	Mingo	\$72,349
Boone	\$154,343	Monongalia	\$659,622
Braxton	\$126,811	Monroe	\$55,304
Brooke	\$143,601	Morgan	\$111,056
Cabell	\$581,534	Nicholas	\$224,546
Calhoun	\$23,896	Ohio	\$400,295
Clay	\$59,529	Pendleton	\$36,634
Doddridge	\$24,211	Pleasants	\$42,339
Fayette	\$466,990	Pocahontas	\$80,883
Gilmer	\$35,262	Preston	\$207,878
Grant	\$55,992	Putnam	\$336,397
Greenbrier	\$342,322	Raleigh	\$702,491
Hampshire	\$117,702	Randolph	\$302,268
Hancock	\$347,440	Ritchie	\$72,241
Hardy	\$121,361	Roane	\$70,465
Harrison	\$566,337	Summers	\$49,994
Jackson	\$212,659	Taylor	\$77,131
Jefferson	\$410,179	Tucker	\$62,701
Kanawha	\$1,686,638	Tyler	\$54,409
Lewis	\$169,812	Upshur	\$198,289
Lincoln	\$65,719	Wayne	\$162,424
Logan	\$248,743	Webster	\$53,568
Marion	\$481,907	Wetzel	\$119,895
Marshall	\$171,339	Wirt	\$18,564
Mason	\$111,279	Wood	\$568,706
McDowell	\$156,641	Wyoming	\$126,144
Mercer	\$433,920		

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.

\$13,252,571
Paid to "Traditional"
Lottery Retailers in
Commissions and
Bonuses in FY 2018!*

*Sales weighted and based on Lottery audited figures.

RETAILER	CITY	LOTTERY SALES
1 One Stop #8101	South Charleston	\$895,276
2 Welch Bantam Market	Welch	\$853,211
3 Par Mar #84	Elkins	\$638,344
4 Go Mart #90	Elkins	\$536,664
5 Giant Eagle #59	Morgantown	\$520,286
6 Go Mart #32	Saint Albans	\$485,426
7 State Fair Of WV	Lewisburg	\$474,093
8 7-Eleven #17109H	Keyser	\$442,328
9 Cheaper Cigs #4	Huntington	\$428,584
10 One Stop #8111	Charleston	\$413,593
11 Go Mart #04	Weston	\$410,369
12 Giant Eagle #58	Morgantown	\$409,145
13 Neely'S Grocery	Wheeling	\$403,818
14 Kroger #803	Weirton	\$398,978
15 Little General #2480	Beckley	\$385,604
16 One Stop #8108	Beckley	\$385,519
17 Bourbon Street Cafe	Weirton	\$378,952
18 Kroger #755	Morgantown	\$373,409
19 One Stop #8133	Sophia	\$370,014
20 Mountaineer Rocs	Martinsburg	\$362,762
21 7-Eleven #28303A	Berkeley Springs	\$358,591
22 Shop & Go #2	Charleston	\$355,561
23 Go Mart #50	Beckley	\$353,037
24 Inwood BP	Inwood	\$344,756
25 Berkeley Springs Rocs	Berkeley Springs	\$343,469
26 7-Eleven #2531/17703B	Martinsburg	\$341,875
27 Go Mart #67	Oakvale	\$339,766
28 Little General #4120	Sissonville	\$335,097
29 King Street BP	Martinsburg	\$331,658
30 7-Eleven #2531/28310B	Hedgesville	\$330,848
31 Little General #2240	Princeton	\$328,959
32 One Stop #8109	South Charleston	\$328,717
33 South Branch Station	Moorefield	\$326,818
34 Quick Check	Oak Hill	\$325,081
35 Go Mart #73	Parkersburg	\$324,891
36 Go Mart #63	Beaver	\$324,472
37 Go Mart #20	Nitro	\$323,182
38 Go Mart #21	Montgomery	\$323,129
39 Go Mart #24	Charleston	\$322,958
40 Sheetz #585	South Charleston	\$319,227
41 Co Mac #1	Beckley	\$317,577
42 7-Eleven #28316A	Charles Town	\$313,242
43 Sheetz #137	Kearneysville	\$310,973
44 Inwood BP2	Inwood	\$309,901
45 Go Mart #101	Parkersburg	\$309,585
46 Little General #2225	Princeton	\$307,548
47 Little General #2120	Fairlea	\$306,362
48 7-Eleven #18665A	Kearneysville	\$305,170
49 Sheetz #240	Charles Town	\$304,491
50 Go Mart #37	Grafton	\$304,153
51 A & A Express Mart	Moorefield	\$303,811
52 Roy's Service Center	Berkeley Springs	\$303,626
53 Go Mart #79	Sissonville	\$301,401
54 Co Mac #2	Oak Hill	\$300,166
55 Sheetz #174	Belington	\$300,155
56 Go Mart #77	Rainelle	\$300,051
57 7-Eleven #35933A	Charleston	\$297,898
58 Little General #4080	Belle	\$297,398
59 Fast Stop Food Mart #2	Buckhannon	\$297,299
60 Charleston Town Center	Charleston	\$296,841
61 Sheetz #546	Martinsburg	\$296,608
62 Par Mar #16	Saint Albans	\$295,095
63 Go Mart #107	Mineral Wells	\$294,894
64 Go Mart #106	Elkins	\$292,914
65 Go Mart #40	Sophia	\$292,777
66 One Stop #8508	Charleston	\$290,554

TOP 100 RETAILERS

FY 2018

Sales figures for ranking purposes only and unaudited.

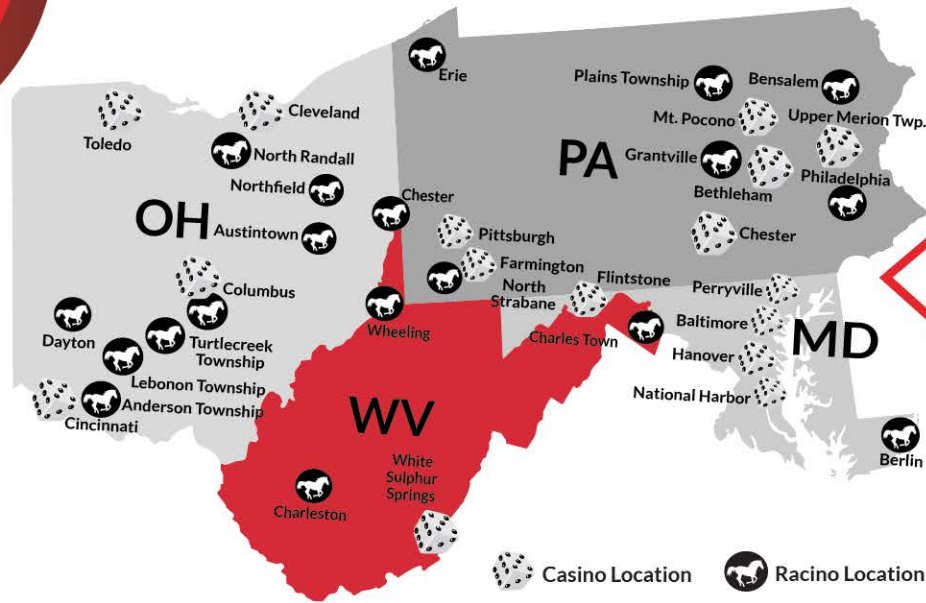
RETAILER	CITY	LOTTERY SALES
67 Sheetz #275	Morgantown	\$286,223
68 Go Mart #92	Gassaway	\$285,601
69 Sheetz #143	Inwood	\$284,717
70 Kroger #778	Charleston	\$283,627
71 Sheetz #234	Weirton	\$281,516
72 Sheetz #155	Martinsburg	\$281,205
73 Oak Hill Shell	Oak Hill	\$280,988
74 Go Mart #84	Bridgeport	\$279,237
75 Falling Waters Exxon	Falling Waters	\$276,341
76 7-Eleven #28320B	Falling Waters	\$275,044
77 D J Rentals	Montgomery	\$274,313
78 Go Mart #56	Beckley	\$273,248
79 Circle K #4000	Morgantown	\$272,515
80 One Stop #8102	Saint Albans	\$269,799
81 South End BP	Martinsburg	\$268,716
82 Go Mart #98	Lewisburg	\$268,092
83 Go Mart #81	Nutter Fort	\$266,807
84 Spring Mills BP	Falling Waters	\$266,133
85 Bigley Piggly Wiggly	Charleston	\$266,123
86 Speedway #3960	Cross Lanes	\$265,687
87 Go Mart #87	Mount Hope	\$264,757
88 Sheetz #429	Triadelphia	\$264,690
89 Sheetz #427	Huntington	\$264,541
90 Sheetz #220	Martinsburg	\$261,654
91 Speedway #9222	South Charleston	\$259,666
92 Bedington Crossroads	Martinsburg	\$259,152
93 Go Mart #22	Cedar Grove	\$258,855
94 Cargo Oil #3	Bluefield	\$258,613
95 Go Mart #12	Charleston	\$257,876
96 Par Mar #23	Fairmont	\$256,888
97 Go Mart #100	Elkview	\$256,368
98 One Stop #8522	Charleston	\$256,290
99 Go Mart #52	Grafton	\$255,538
100 Rollins Market	Clarksburg	\$255,133

TOP TEN CHAIN RETAILERS



- 2 Little General (107 Stores)
- 3 Sheetz (58 Stores)
- 4 7-Eleven (73 Stores)
- 5 Speedway (60 Stores)
- 6 Turnoutz (37 Stores)
- 7 Par Mar (47 Stores)
- 8 Kroger Co. (36 Stores)
- 9 R.M. Roach & Sons, Inc. (15 Stores)
- 10 BFS Foods (33 Stores)

VIDEO LOTTERY 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. 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, 2018, the West Virginia Lottery Commission had an average of 5,841 terminals available for play at the four racetracks in the state. Racetrack Video Lottery sales were 46.2 percent of total fiscal year 2018 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. The first terminals were enabled for play on December 17, 2001. A total of 7,162 terminals were operating at licensed retail locations throughout the state as of June 30, 2018. Limited video lottery sales were 33.7 percent of total fiscal year 2018 sales at 1,303 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 3.2 percent of total fiscal year 2018 sales.



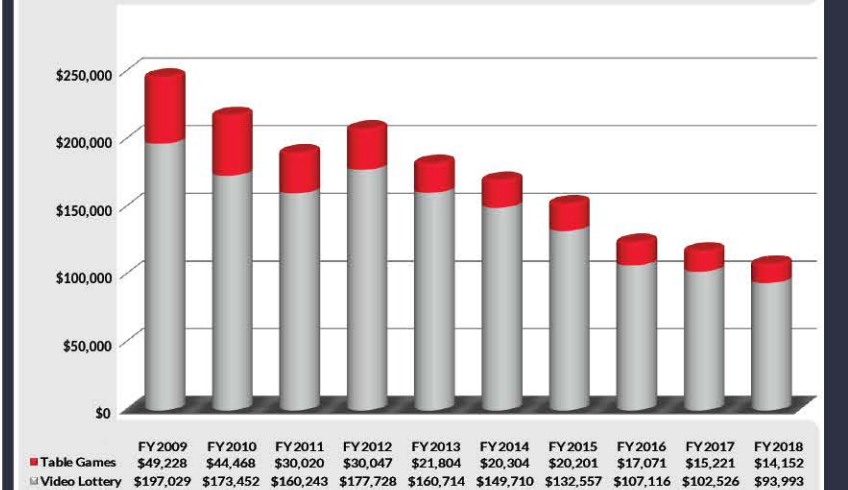
HISTORIC RESORT implemented video lottery and table games in fiscal year 2010 when the West Virginia Legislature passed the Casino Act, which also required the passage of local referendum. In October 2009, The Greenbrier began operating both video lottery and table games. Table Games offered are Blackjack,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

COMPETITION FROM BORDERING STATES

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

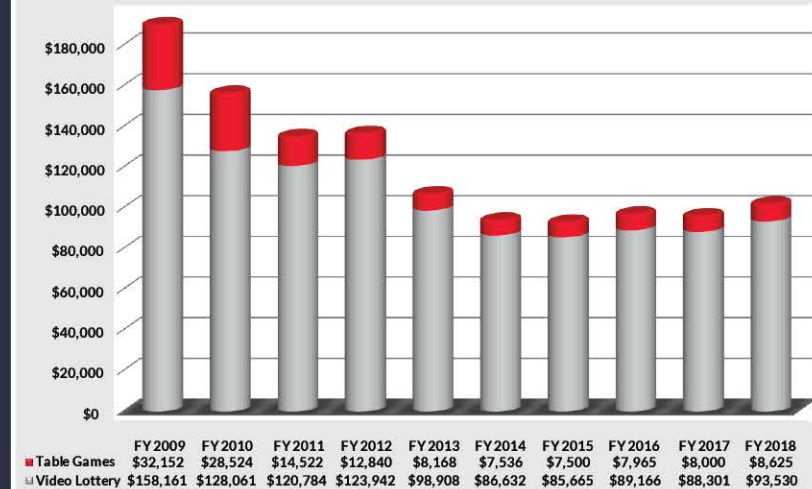
MOUNTAINEER CASINO

(in thousands)



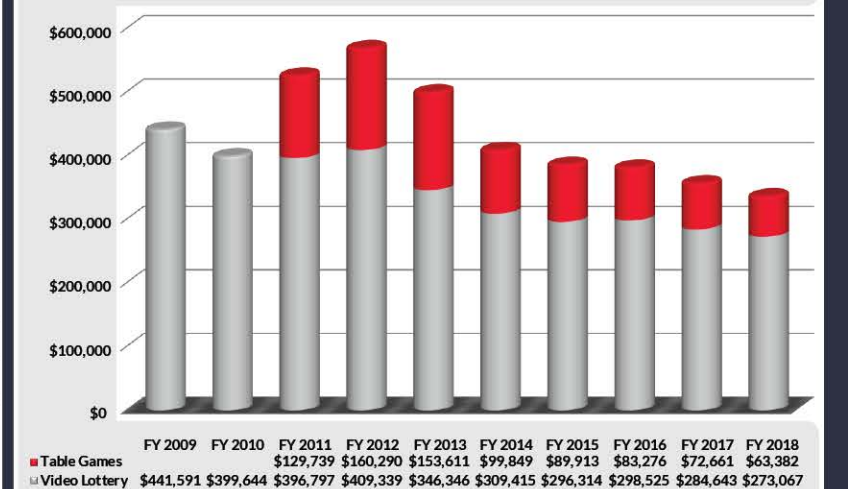
WHEELING ISLAND CASINO

(in thousands)



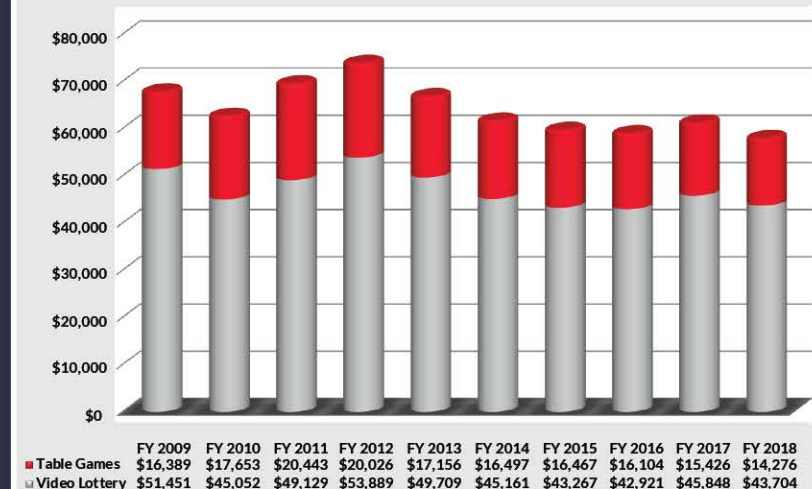
HOLLYWOOD CASINO

(in thousands)



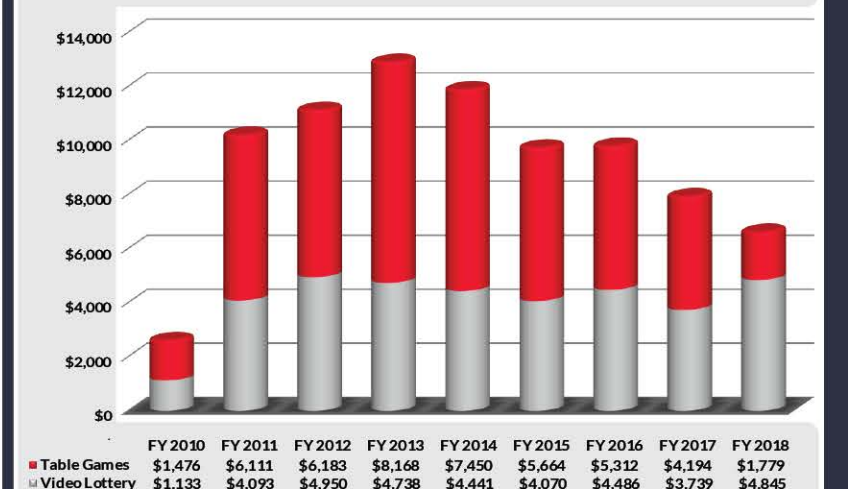
MARDI GRAS CASINO

(in thousands)



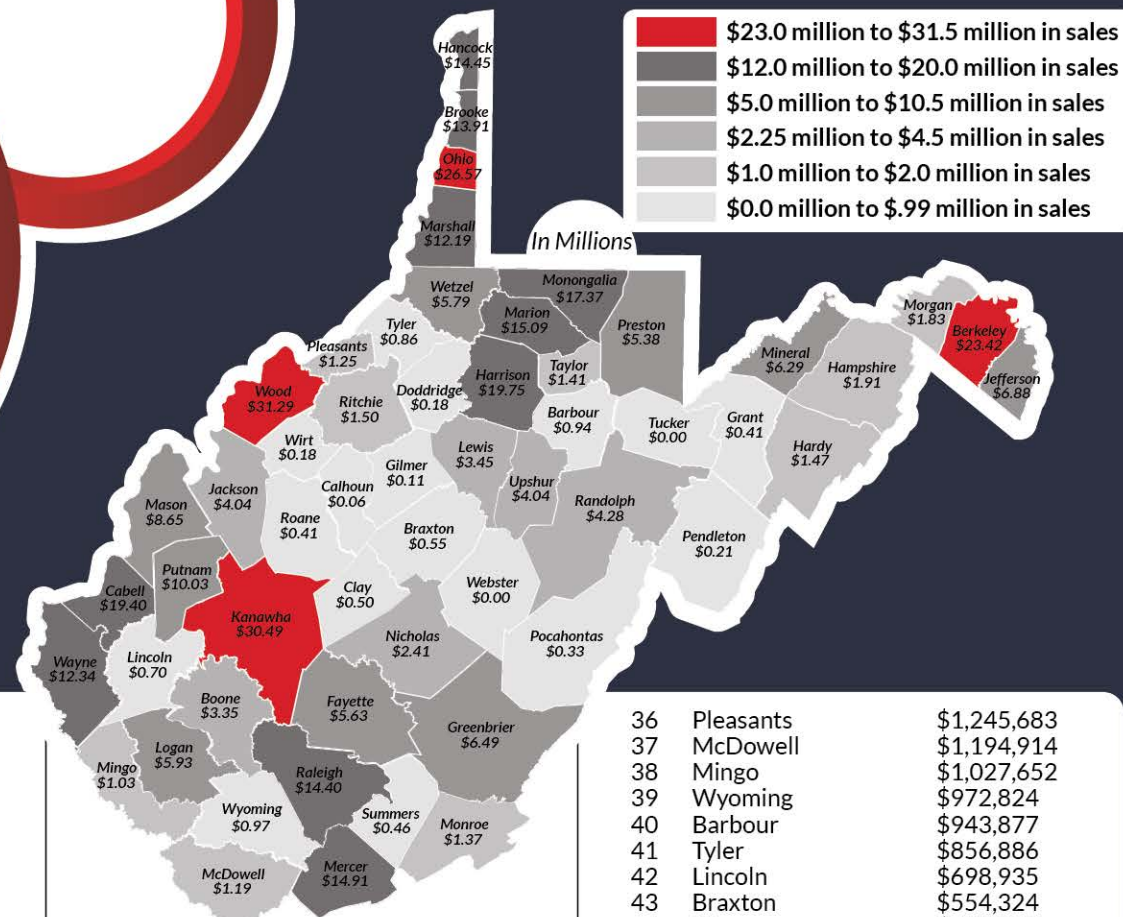
HISTORIC RESORT

(in thousands)



COUNTIES RANKED

Limited Video Lottery
Sales FY 2018



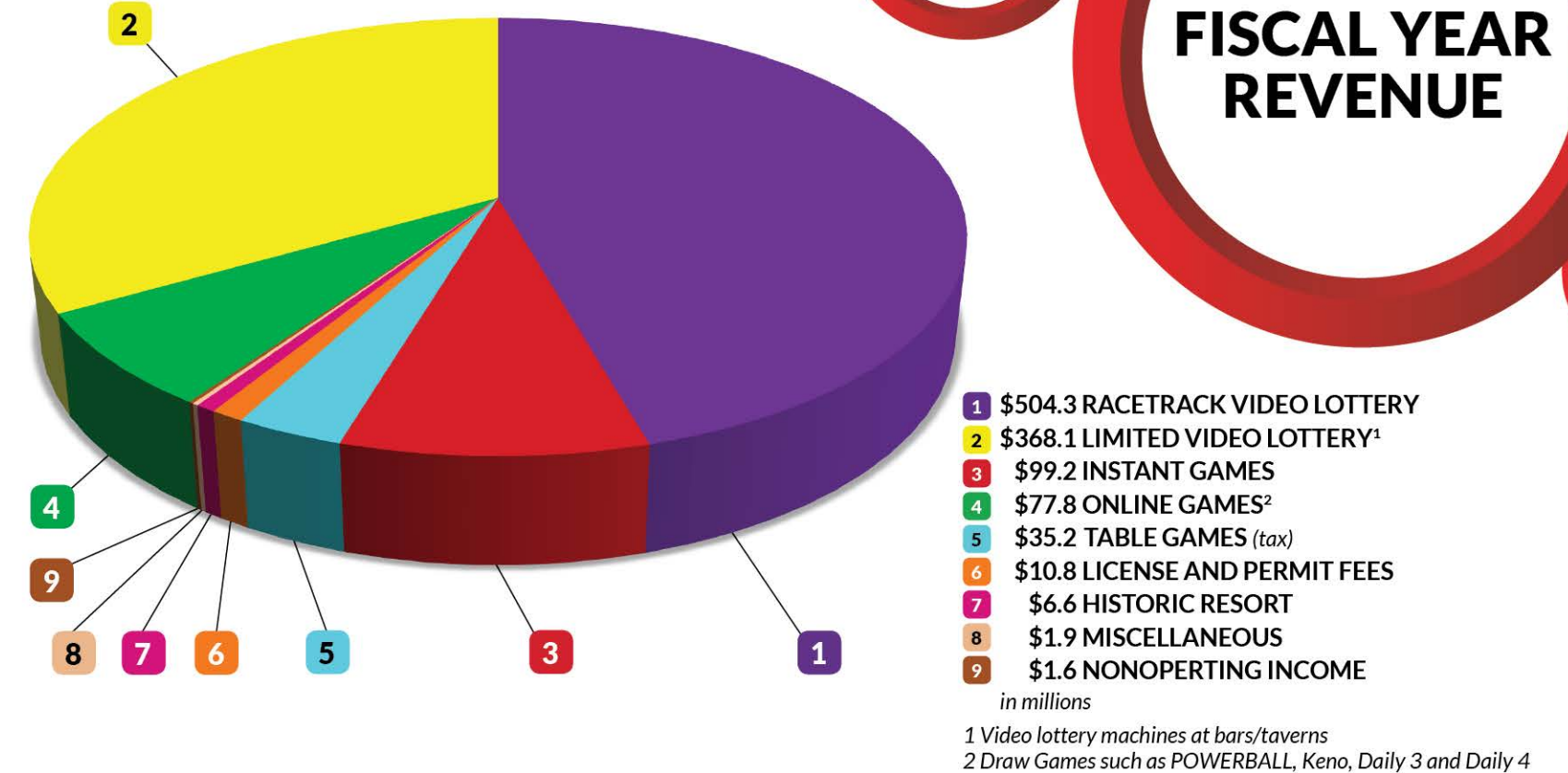
1	Wood	\$31,287,417	36	Pleasants	\$1,245,683
2	Kanawha	\$30,491,858	37	McDowell	\$1,194,914
3	Ohio	\$26,569,755	38	Mingo	\$1,027,652
4	Berkeley	\$23,417,117	39	Wyoming	\$972,824
5	Harrison	\$19,750,175	40	Barbour	\$943,877
6	Cabell	\$19,395,573	41	Tyler	\$856,886
7	Monongalia	\$17,373,372	42	Lincoln	\$698,935
8	Marion	\$15,091,077	43	Braxton	\$554,324
9	Mercer	\$14,912,819	44	Clay	\$498,736
10	Hancock	\$14,448,534	45	Summers	\$458,947
11	Raleigh	\$14,398,040	46	Roane	\$414,916
12	Brooke	\$13,911,962	47	Grant	\$411,818
13	Wayne	\$12,336,534	48	Pocahontas	\$332,071
14	Marshall	\$12,193,132	49	Pendleton	\$212,326
15	Putnam	\$10,031,343	50	Doddridge	\$179,694
16	Mason	\$8,653,993	51	Wirt	\$179,118
17	Jefferson	\$6,877,529	52	Gilmer	\$108,972
18	Greenbrier	\$6,491,561	53	Calhoun	\$62,014
19	Mineral	\$6,294,648	54	Tucker	\$ -
20	Logan	\$5,925,393	55	Webster	\$ -
21	Wetzel	\$5,794,723			
22	Fayette	\$5,633,904			
23	Preston	\$5,383,093			
24	Randolph	\$4,276,431			
25	Jackson	\$4,040,783			
26	Upshur	\$4,037,513			
27	Lewis	\$3,451,190			
28	Boone	\$3,348,474			
29	Nicholas	\$2,406,668			
30	Hampshire	\$1,910,419			
31	Morgan	\$1,832,334			
32	Ritchie	\$1,501,416			
33	Hardy	\$1,473,250			
34	Taylor	\$1,406,040			
35	Monroe	\$1,365,552			
TOTAL					\$368,067,327

VIDEO LOTTERY FY 2018 PROCEEDS TO COUNTIES/MUNICIPALITIES

1	Wood	\$613,233	20	Logan	\$116,138	39	Wyoming	\$19,067
2	Kanawha	\$597,640	21	Wetzel	\$113,577	40	Barbour	\$18,500
3	Ohio	\$520,767	22	Fayette	\$110,425	41	Tyler	\$16,795
4	Berkeley	\$458,975	23	Preston	\$105,509	42	Lincoln	\$13,699
5	Harrison	\$387,103	24	Randolph	\$83,818	43	Braxton	\$10,865
6	Cabell	\$380,153	25	Jackson	\$79,199	44	Clay	\$9,775
7	Monongalia	\$340,518	26	Upshur	\$79,135	45	Summers	\$8,995
8	Marion	\$295,785	27	Lewis	\$67,643	46	Roane	\$8,132
9	Mercer	\$292,291	28	Boone	\$65,630	47	Grant	\$8,072
10	Hancock	\$283,191	29	Nicholas	\$47,171	48	Pocahontas	\$6,509
11	Raleigh	\$282,202	30	Hampshire	\$37,444	49	Pendleton	\$4,162
12	Brooke	\$272,674	31	Morgan	\$35,914	50	Doddridge	\$3,522
13	Wayne	\$241,796	32	Ritchie	\$29,428	51	Wirt	\$3,511
14	Marshall	\$238,985	33	Hardy	\$28,876	52	Gilmer	\$2,136
15	Putnam	\$196,614	34	Taylor	\$27,558	53	Calhoun	\$1,215
16	Mason	\$169,618	35	Monroe	\$26,765	54	Tucker	\$ -
17	Jefferson	\$134,800	36	Pleasants	\$24,415	55	Webster	\$ -
18	Greenbrier	\$127,235	37	McDowell	\$23,420			
19	Mineral	\$123,375	38	Mingo	\$20,142			
TOTAL								\$7,214,120

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

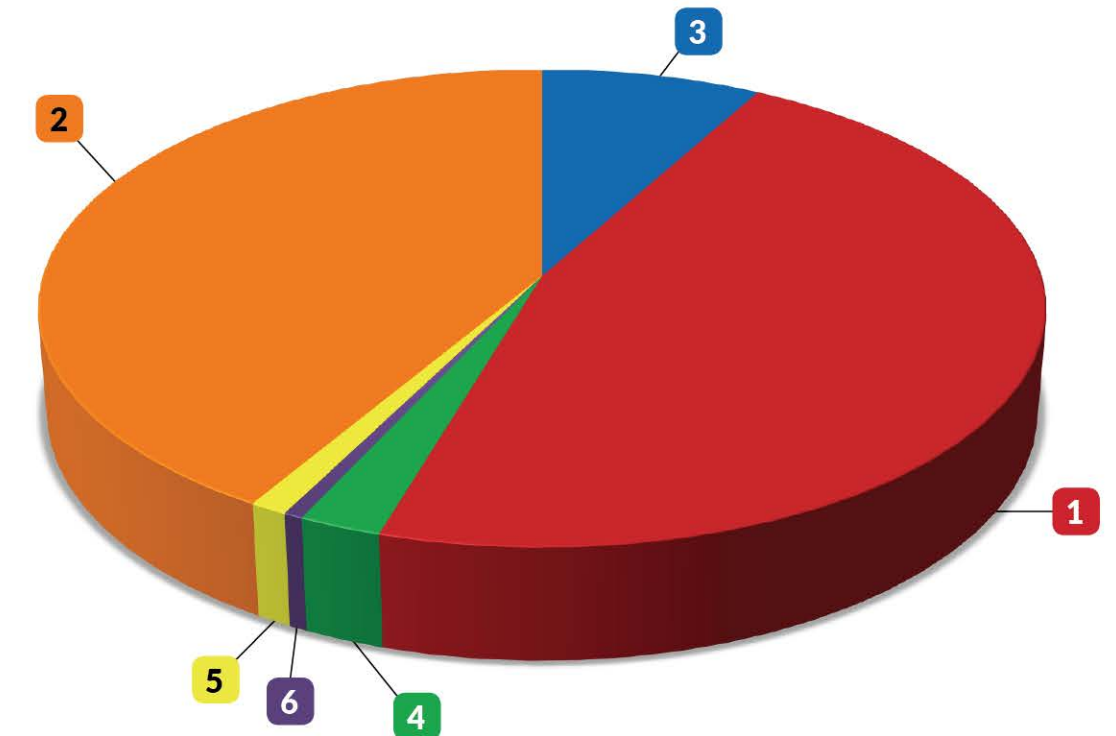
FISCAL YEAR 2018 REVENUE



FISCAL YEAR 2018 EXPENSES, DISTRIBUTIONS AND NET INCOME

- 1 \$471.4 PAID IN COMMISSIONS
- 2 \$473.9 DISTRIBUTED TO THE STATE OF WEST VIRGINIA
- 3 \$105.2 PRIZES PAID TO TRADITIONAL PLAYERS
- 4 \$33.4 ADMINISTRATIVE EXPENSES
- 5 \$13.5 DISTRIBUTED TO THE CAPITAL REINVESTMENT FUND
- 6 \$7.2 DISTRIBUTED TO MUNICIPALITIES AND COUNTIES

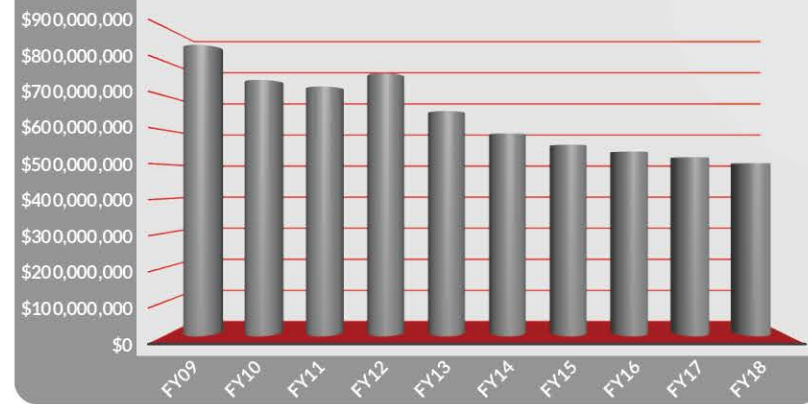
in millions



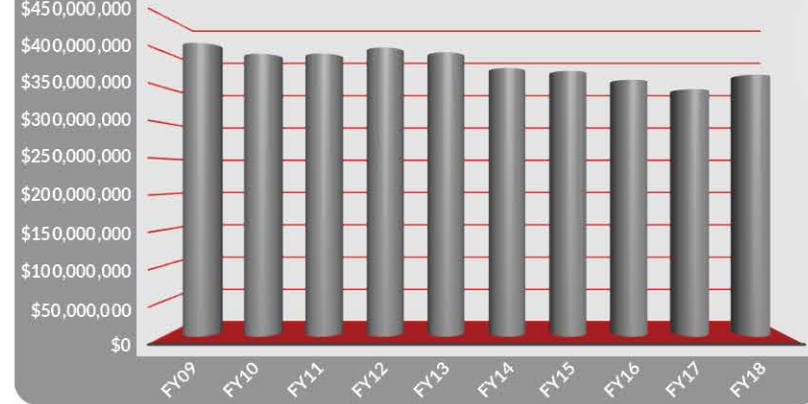
LOTTERY SALES BY PRODUCT

Last Ten Years

RACETRACK VIDEO LOTTERY



LIMITED VIDEO LOTTERY



INSTANT SALES

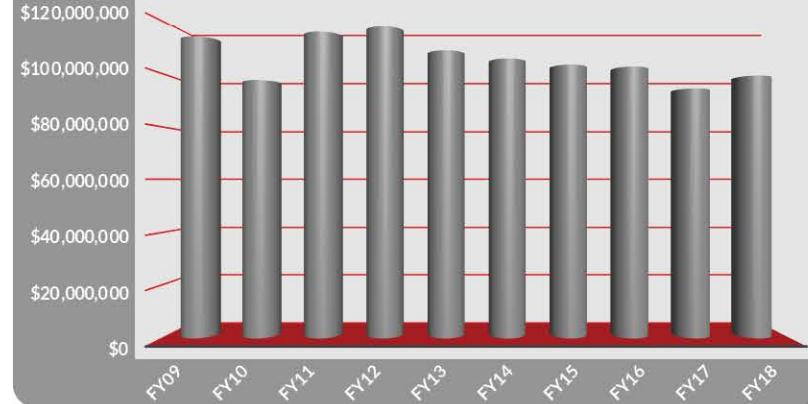
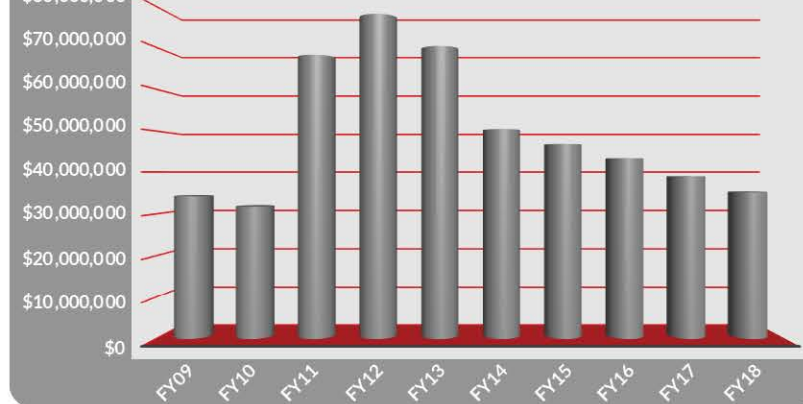
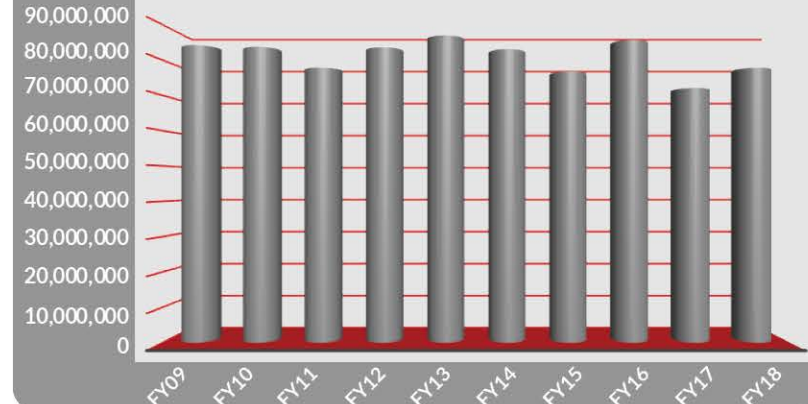


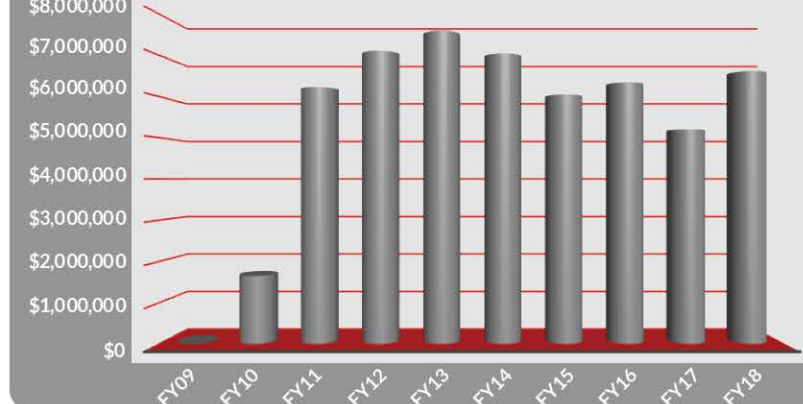
TABLE GAMES SALES



ONLINE SALES



HISTORIC RESORT SALES

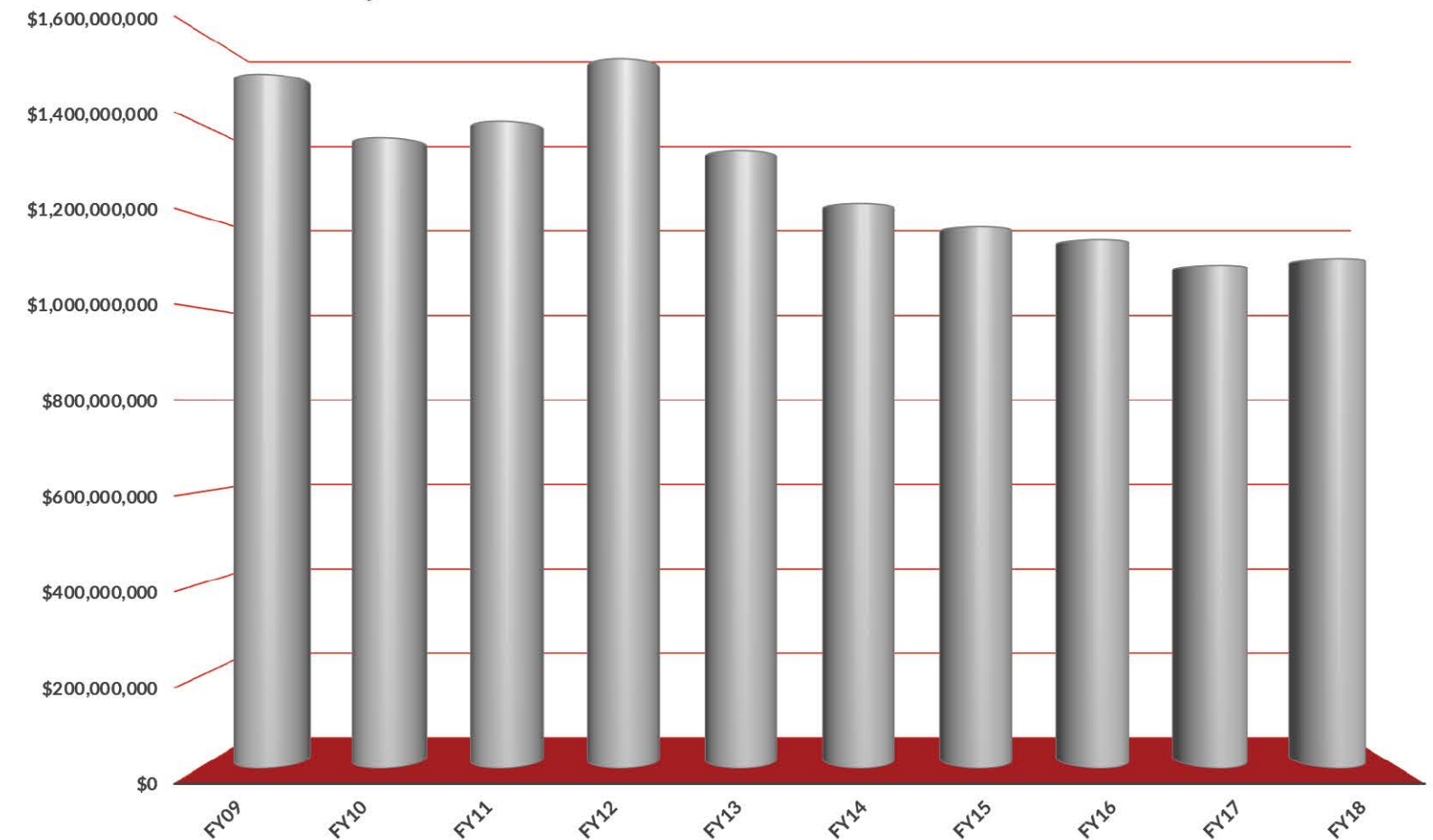


TEN YEAR REVENUE Detailed Revenue Numbers

FY 2009	\$1,507,156,589
FY 2010	\$1,369,544,143
FY 2011	\$1,404,552,377
FY 2012	\$1,540,708,011
FY 2013	\$1,340,489,489
FY 2014	\$1,226,465,658
FY 2015	\$1,175,723,567
FY 2016	\$1,147,951,706
FY 2017	\$1,091,129,086
FY 2018	\$1,105,479,909

FINANCIAL IMPACT

Last Ten Years



**West Virginia Lottery
2018 Progress Report**

**Produced In-house by
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Revenue Secretary**

**John A. Myers
Lottery Director**



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