



Progress Report 2017

Financial Highlights

- Exceeded the \$1 billion mark in sales for the 15th consecutive year with sales of more than \$1.1 billion.
- Transferred more than \$477 million to the State of West Virginia.
- Transferred \$69.1 million for senior citizens, \$84.2 million for education, \$54.7 million for tourism, \$93 million to the State's General Fund, \$33.1 million to the Infrastructure Council, and \$116.5 million to other state agencies.
- Transferred \$29 million to the PROMISE Scholarship Fund.
- Paid a total of \$27.9 million to county and local municipalities across the State from gaming revenue.
- Awarded players a total of \$85.3 million in traditional lottery prizes.
- Saw an increase in Facebook fans of 18,291 people.
- Kept operating costs under 2.9 percent.



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Our Commission

Kenneth Greear,
Chairman



William Clayton,
Vice Chairman



Roy Shrewsbury, II,
Beckley



Douglas A. Bicksler,
Lewisburg



Andrew B. Kniceley,
Fairmont



William R. Laird IV,
Oak Hill



Dan A. Marshall,
Parkersburg



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.



Leadership



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 2017 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 more than \$9.5 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 more than \$3.1 billion in net lottery profits, while over \$1.1 billion has been invested in senior services, and in excess of \$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 15th consecutive year in fiscal year 2017, with sales totaling more than \$1.1 billion. This resulted in a cash transfer of more than \$477 million to the State of West Virginia for the year ending on June 30, 2017.

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.

Alan H. Larrick

Alan H. Larrick
Director

Executive Staff



From Left to Right:

June Somerville, Attorney; Patrick Clark, Compliance Officer; Kim Lamb, Legal Assistant; Terri Martin, Human Resources Manager; Danielle Boyd, Managing General Counsel; Dean Patrick, Lottery Chief Accountant; Bob Humphrey, Deputy Director of Video; Keith Morgan, Deputy Director of Internet Technology; Ray Moore, Deputy Director, Security; Robin Graley, Administrative Secretary; David Bradley, Deputy Director of Table Games; Tommy Young, Deputy Director of Marketing; James Cox, Deputy Director of Licensing; Sandy Balle, Senior Analyst; David Oliveira, Facility Manager.

Senior Citizens



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 \$79 million in Lottery revenue in FY 2017.



**MORE THAN
\$1.2 BILLION**
IN PROCEEDS TO SENIOR
CITIZENS SINCE 1986.

Schools and Education

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 more than \$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.



**MORE THAN
\$3 BILLION**
TO SCHOOLS AND
EDUCATION SINCE 1986.

Promise Scholarships

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 2017, 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 \$400 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.

PROMISE SCHOLARS



Bailee Wiley
Hometown: Logan, WV
Southern WV Community
and Technical College

"I think the Promise Scholarship motivates people to stay in the state after they are through with their education. The Promise Scholarship motivated me to achieve my goals. I want to give back to my state and pay forward what they have done for me."



Trent Kalcum-Snyder
Hometown: McMechen, WV
Bethany College

"I am very proud to have received the Promise Scholarship...it's allowed me to go to the school of my dreams and helped me pay for it. I think the Promise Scholarship has helped me because in the beginning it showed me how much I needed to study to get where I need to go."



Kate McLaughlin
Hometown: Charleston, WV
Alderson Broadus
University

"My dream for the future is to be a successful entrepreneur. I am proud to have received the Promise Scholarship. If the Promise Scholarship was not there, I would have to have more support from my family. Without the Promise Scholarship, paying for college would be more of a burden on them."



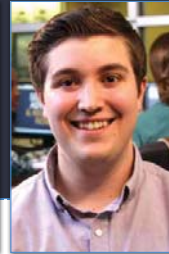
Lucas Trovato
Hometown:
Morgantown, WV
WV Wesleyan

"The day I got the Promise Scholarship was an exciting day because that meant that I would go to college in West Virginia. I am proud to have received the Promise Scholarship. Having the people of West Virginia help me with the Promise Scholarship was extremely exciting."



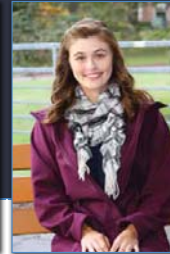
Kelsey Walls
Hometown: Oceana, WV
Concord University

"My family was experiencing financial difficulty so getting the Promise Scholarship was a blessing. I plan to attend WVU in 2018 to study law. I hope I will achieve my dream of becoming a child advocacy lawyer. I am confident that I will reach my full potential...my promise."



Eli Tilly
Hometown: Oak Hill, WV
Marshall University
Graduate

"I am the first generation of my family to achieve a four-year degree. I have a dream of practicing law here in the state of West Virginia. The Promise Scholarship has definitely changed my life...there is absolutely no way I would have made it into college without it."



Sydney Miller
Hometown: Teays Valley, WV
WV State University

"I worked hard to achieve my dream of a college education. When I graduate, I hope to stay in West Virginia and give back to the people who helped me become who I am today and helped me with my education. The Promise Scholarship helps me go to college debt-free."



Michael Raines
Hometown: Winfield, WV
West Virginia University

"When I found out I had the Promise Scholarship, I was really happy because that was a huge weight off of my shoulders. The Promise Scholarship made me not have to worry about how to pay for college, but being able to focus on my studies. I am very grateful for the Promise Scholarship."

\$400 MILLION in Lottery Proceeds and 55,000 Promise Scholarships awarded since 2002

State Parks



**MORE THAN
\$1 BILLION
TO STATE PARKS AND
TOURISM SINCE 1986.**

West Virginia's scenic beauty, and wide-range of outdoor activities, attracts visitors from around the world. From 1994 to 2017, \$214.7 million of revenue generated by Racetrack Video Lottery was directed to advertising funds for the state tourism industry through a matching grants program established with the West Virginia Division of Tourism. In FY 2017, 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 \$14.3 million.

Veterans

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 2017, a total of \$630,106 was generated for veterans.



**MORE THAN
\$12.5 MILLION
TO VETERANS'
PROJECTS SINCE 2002.**

Traditional Games



Daily 3 sales for FY 2017 totaled \$8.1 million which accounted for 4.9% of traditional Lottery sales.

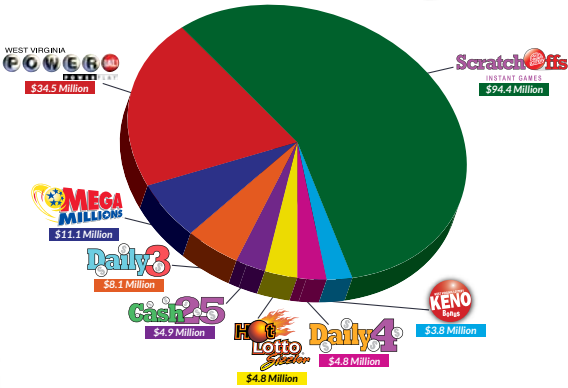
The West Virginia Lottery offers an array of instant and online games that are available for sale at more than 1,482 retail locations across the State.

The West Virginia Lottery introduced 48 new instant games during fiscal year 2017 and those games were responsible for approximately 8.7 percent of total fiscal year sales, bringing in \$94.4 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 \$34.5 million in sales in FY 2017.

Cash 25 sales for FY 2017 totaled more than \$4.9 million which was 3% of traditional Lottery sales.

Instant Game sales for FY 2017 totaled more than \$94.4 million which was 56.7% of traditional Lottery sales.



Travel Keno sales for FY 2017 totaled more than \$3.8 million was 2.3% of traditional Lottery sales.

POWERBALL® sales for FY 2017 totaled more than \$34.5 million which represented 20.7% of total traditional Lottery sales.

HOT LOTTO SIZZLER® sales for FY 2017 was \$4.8 million which accounted for 2.9% of traditional Lottery sales.

Mega Millions® sales for FY 2017 was more than \$11.1 million which accounted for 6.6% of traditional Lottery sales.



Promotions

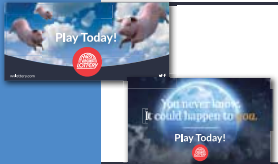


The West Virginia Lottery marketing team plans and executes a wide range of special promotions at events across the state each year to increase awareness and support our local communities.

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 and Dawg Dazzle in Huntington, the West Virginia International Auto Show in Charleston, 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, newspaper, internet, social media and outdoor ads to promote our games.

"You Never Know. It Could Happen to You" was the theme of one of our campaigns that 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.

The West Virginia Lottery saw significant growth in its Facebook presence in FY 2017 and ranks among the fastest growing U.S. Lottery Fan pages.

More than 18,200 West Virginians joined the West Virginia Lottery Facebook Community in FY 2017, and the West Virginia Lottery has enjoyed the largest percentage increase in fans of any U.S. Lottery on Facebook for the year. The Lottery's Facebook reach now exceeds more than 200,000 people post engagement of more than 40,000 each month. A total of more than 59,000 West Virginians are fans of the West Virginia Lottery through the medium, and the West Virginia Lottery's total number of fans ranks 24th among the 44 U.S. Lotteries presently on Facebook.

The Lottery uses this social media channel to not only deliver news and information directly to its 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 2017

1	Kanawha(158)	\$21,404,082.50
2	Berkeley(71)	\$9,437,777.50
3	Raleigh(58)	\$8,805,610.00
4	Monongalia(71)	\$8,191,000.00
5	Wood(74)	\$7,244,229.50
6	Cabell(81)	\$7,177,052.00
7	Harrison(77)	\$7,067,651.50
8	Marion(55)	\$6,003,524.00
9	Fayette(53)	\$5,526,263.00
10	Mercer(51)	\$5,327,020.50
11	Jefferson(39)	\$5,219,712.50
12	Ohio(53)	\$4,958,655.50
13	Hancock(45)	\$4,364,285.00
14	Greenbrier(41)	\$4,351,710.00
15	Putnam(34)	\$3,989,954.50
16	Randolph(29)	\$3,795,502.50
17	Logan(43)	\$3,399,628.00
18	Jackson(24)	\$2,845,440.50
19	Preston(31)	\$2,693,245.50
20	Nicholas(25)	\$2,540,910.00
21	Upshur(24)	\$2,478,178.00
22	Lewis(24)	\$2,198,978.50
23	Mineral(24)	\$2,167,522.00
24	McDowell(15)	\$2,139,522.00
25	Wayne(27)	\$2,078,295.00
26	Boone(24)	\$2,021,331.00
27	Marshall(18)	\$1,953,238.50
28	Brooke(19)	\$1,760,297.50
29	Hampshire(15)	\$1,662,495.50
30	Barbour(11)	\$1,598,642.00
31	Hardy(12)	\$1,534,459.00
32	Branton(14)	\$1,528,149.50
33	Wyoming(20)	\$1,490,184.50
34	Mason(21)	\$1,488,488.50
35	Wetzel(16)	\$1,364,369.50
36	Morgan(8)	\$1,285,344.50
37	Pocahontas(11)	\$1,145,140.00
38	Mingo(15)	\$1,057,929.50
39	Taylor(8)	\$1,050,695.50
40	Roane(6)	\$919,951.50
41	Lincoln(12)	\$853,019.00
42	Monroe(7)	\$818,158.50
43	Ritchie(7)	\$809,692.00
44	Tucker(7)	\$749,659.50
45	Clay(15)	\$742,925.00
46	Tyler(7)	\$715,733.00
47	Summers(5)	\$715,459.00
48	Webster(4)	\$691,420.50
49	Grant(9)	\$652,722.00
50	Gilmer(6)	\$528,188.00
51	Pleasants(5)	\$504,177.50
52	Pendleton(9)	\$439,078.00
53	Calhoun(3)	\$315,098.00
54	Doddridge(3)	\$281,108.50
55	Wirt(2)	\$232,056.00

Number in parenthesis represents the number of retailers per county



- \$21.4 million in sales
- \$6 million to \$9.4 million in sales
- \$3.3 million to \$5.5 million in sales
- \$2 million to \$2.8 million in sales
- \$1 million to \$1.9 million in sales
- \$2 million to \$1 million in sales

Traditional Retailers

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.

FY 2017 TRADITIONAL RETAILER COMMISSIONS AND BONUSES BY COUNTY

\$12,527,263

Paid to "Traditional" Lottery Retailers in Commissions and Bonuses in FY 2017!



Barbour	119,667.68	Kanawha	1,604,630.88	Preston	201,608.22
Berkeley	703,813.30	Lewis	165,320.37	Putnam	295,995.56
Boone	152,476.41	Lincoln	64,461.61	Raleigh	669,276.36
Braxton	114,592.02	Logan	253,928.90	Randolph	285,109.29
Brooke	130,566.58	Marion	454,655.62	Ritchie	60,431.46
Cabell	536,850.80	Marshall	144,543.31	Roane	69,645.45
Calhoun	23,239.97	Mason	112,634.64	Summers	53,230.82
Clay	54,292.01	McDowell	163,423.79	Taylor	79,588.19
Doddridge	21,135.72	Mercer	423,240.09	Tucker	56,537.89
Fayette	416,629.95	Mineral	163,854.68	Tyler	53,627.20
Gilmer	41,877.50	Mingo	79,254.10	Upshur	188,407.29
Grant	49,331.63	Monongalia	619,241.82	Wayne	155,184.19
Greenbrier	324,373.49	Monroe	62,552.54	Webster	52,089.13
Hamshire	127,612.17	Morgan	94,366.86	Wetzel	101,190.67
Hancock	325,305.87	Nicholas	192,612.14	Wirt	17,269.11
Hardy	116,126.43	Ohio	366,604.45	Wood	541,800.08
Harrison	549,011.95	Pendleton	32,423.05	Wyoming	111,889.39
Jackson	212,718.01	Pleasants	38,271.35		
Jefferson	391,635.87	Pocahontas	87,105.19		

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. *Sales weighted and based on Lottery audited figures.

Top 100 Retailers

FY 2017

RETAILER	CITY	LOTTERY SALES	RETAILER	CITY	LOTTERY SALES
1 Welch Bantam Market	Welch	\$911,716.50	51 Kroger #813	Morgantown	\$281,635.00
2 One Stop #8101	South Charleston	\$686,498.00	52 Speedway #9222	South Charleston	\$281,170.50
3 Lynn's Self Serv	Elkins	\$601,835.00	53 Charles Town Races	Charles Town	\$279,074.00
4 Go Mart #90	Elkins	\$534,382.50	54 Inwood BP	Inwood	\$278,744.00
5 Charleston Town Center	Charleston	\$528,781.50	55 7-Eleven #2531/106708	Martinsburg	\$278,207.50
6 Giant Eagle #59	Morgantown	\$496,682.00	56 Circle K #4000	Morgantown	\$277,545.50
7 Cheaper Clips #4	Huntington	\$445,816.50	57 7-Eleven #18665A	Kearneysville	\$274,958.00
8 7-Eleven #1109H	Keyser	\$403,094.00	58 Little General #2075	Beckley	\$274,089.50
9 One Stop #8111	Charleston	\$395,654.00	59 Go Mart #75	Parkersburg	\$273,702.00
10 Go Mart #32	Saint Albans	\$394,735.50	60 Go Mart #02	Webster Springs	\$273,674.50
11 Kroger #803	Weirton	\$368,882.00	61 Go Mart #40	Sophia	\$271,650.00
12 7-Eleven #2531/283108	Hedgesville	\$361,760.00	62 Bob's Mini Mart	Mill Creek	\$271,170.50
13 Neely's Grocery	Wheeling	\$357,696.50	63 Go Mart #93	Hinton	\$271,066.50
14 Giant Eagle #58	Morgantown	\$356,417.00	64 Go Mart #107	Mineral Wells	\$270,387.00
15 Berkeley Springs Rocs	Berkeley Springs	\$353,179.50	65 Go Mart #82	Fairmont	\$268,336.50
16 Little General #2480	Beckley	\$350,661.00	66 Co Mac #2	Oak Hill	\$266,943.00
17 Bourbon Street Cafe	Weirton	\$350,214.00	67 One Stop #8508	Charleston	\$266,251.00
18 Little General #4120	Sissonville	\$343,859.00	68 Go Mart #98	Lewisburg	\$266,216.50
19 Shop & Go #2	Charleston	\$343,184.00	69 Little General #2240	Princeton	\$265,460.50
20 Mountaineer Rocs	Martinsburg	\$340,573.00	70 Bigley Market	Charleston	\$264,304.00
21 Go Mart #04	Weston	\$340,448.00	71 Kroger #778	Charleston	\$263,520.50
22 State Fair Of Wv	Lewisburg	\$339,173.00	72 Dave's Self Service	Gilbert	\$262,812.00
23 Go Mart #67	Princeton	\$338,955.00	73 Mini's Dunbar Village	Dunbar	\$262,727.50
24 Go Mart #63	Beaver	\$328,427.50	74 7-Eleven #22086A	Martinsburg	\$260,887.50
25 Go Mart #50	Beckley	\$324,314.00	75 Go Mart #101	Parkersburg	\$260,403.00
26 Quick Check	Oak Hill	\$323,434.00	76 D J Rentals	Montgomery	\$260,339.50
27 Kroger #755	Morgantown	\$320,841.50	77 Little General #4080	Belle	\$259,982.00
28 7-Eleven #2531/177038	Martinsburg	\$318,445.00	78 Go Mart #81	Nutter Fort	\$259,103.50
29 Co-Mac #1	Beckley	\$315,935.50	79 Sheetz #137	Kearneysville	\$258,887.50
30 King Street Bp	Martinsburg	\$310,983.00	80 Sheetz #143	Inwood	\$258,170.50
31 Station The	Union	\$310,758.00	81 Go Mart #92	Gassaway	\$256,614.00
32 7-Eleven #28316A	Charles Town	\$310,172.50	82 Sheetz #275	Morgantown	\$256,036.00
33 Sheetz #174	Bellington	\$305,335.50	83 Go Mart #106	Elkins	\$255,237.50
34 Go Mart #24	Charleston	\$303,827.00	84 Little General #2390	Beckley	\$255,113.00
35 Go Mart #77	Rainelle	\$303,292.50	85 Par Mar #16	Saint Albans	\$254,934.00
36 One Stop #8108	Beckley	\$299,616.50	86 Go Mart #56	Beckley	\$253,367.50
37 Cargo Oil #1	Powhatan	\$295,671.00	87 7-Eleven #28320B	Falling Waters	\$252,582.50
38 One Stop #8133	Sophia	\$295,152.50	88 Go Mart #21	Montgomery	\$250,101.50
39 Go Mart #20	Nitro	\$294,487.50	89 Falling Waters Exxon	Martinsburg	\$248,232.00
40 Go Mart #52	Grafton	\$291,159.00	90 Sheetz #546	Martinsburg	\$247,909.00
41 Go Mart #37	Grafton	\$290,530.00	91 Sheetz #425	Martinsburg	\$244,962.50
42 Little General #2120	Fairlea	\$287,484.50	92 Peoples News #7	Parkersburg	\$244,703.50
43 Speedway #3960	Cross Lanes	\$286,661.00	93 Go Mart #84	Bridgeport	\$244,075.50
44 One Stop #8109	South Charleston	\$284,846.50	94 Quick Check #2	Cool Ridge	\$242,687.50
45 7-Eleven #28303A	Berkeley Springs	\$284,619.00	95 Moler Avenue Rocs	Martinsburg	\$242,644.00
46 Fast Stop #10663A	Charles Town	\$284,421.00	96 Sheetz #234	Weirton	\$242,630.50
47 Fast Stop Food Mart #2	Buckhannon	\$284,317.50	97 A & A Express Mart	Moorefield	\$242,315.00
48 Inwood BPT	Inwood	\$283,498.00	98 One Stop #8102	Saint Albans	\$242,161.50
49 Go Mart #100	Elkview	\$282,212.50	99 Spring Mills BP	Falling Waters	\$241,803.50
50 Little General #2225	Princeton	\$282,154.00	100 7-Eleven #25306B	Martinsburg	\$241,707.50

TOP TEN CHAIN RETAILERS

- 1 Go Mart (103 Stores)
- 2 Little General (106 Stores)
- 3 7-Eleven (93 Stores)
- 4 Speedway (63 Stores)
- 5 Sheetz (53 Stores)
- 6 One Stop (40 Stores)
- 7 Par Mar (32 Stores)
- 8 Kroger (36 Stores)
- 9 ROCs (14 Store)
- 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. 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, 2017, the West Virginia Lottery Commission had an average of 6,109 terminals available for play at the four racetracks in the state. Racetrack Video Lottery sales were 48.3 percent of total fiscal year 2017 sales.



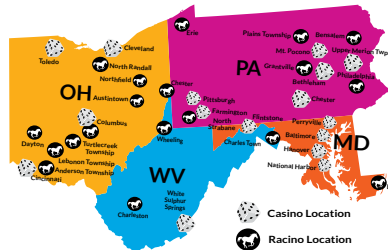
LIMITED VIDEO LOTTERY games were approved by the Legislature in April 2001. The legislation provides up to 9,000 video lottery terminals to be placed in retailer locations with specific types of West Virginia Alcohol Beverage Control Administration licenses. The first terminals were enabled for play on December 17, 2001. A total of 6,236 terminals were operating at licensed retail locations throughout the state as of June 30, 2017. Limited video lottery sales were 32.2 percent of total fiscal year 2017 sales at 1,325 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 3.6 percent of total fiscal year 2017 sales.

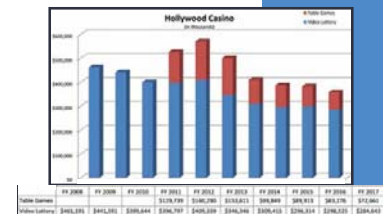
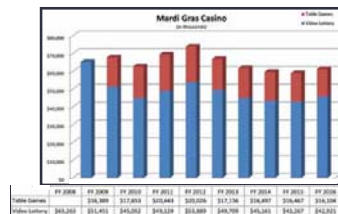
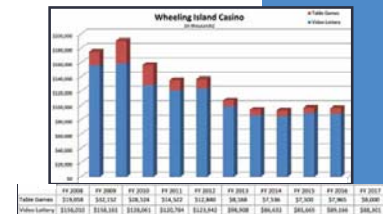
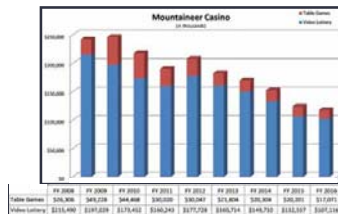


HISTORIC RESORT implemented video lottery and table games in fiscal year 2010 when the West Virginia Legislature passed the Casino Act, which also required the passage of local referendum. In October 2009, The Greenbrier began operating both video lottery and table games. Table Games offered are Blackjack,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



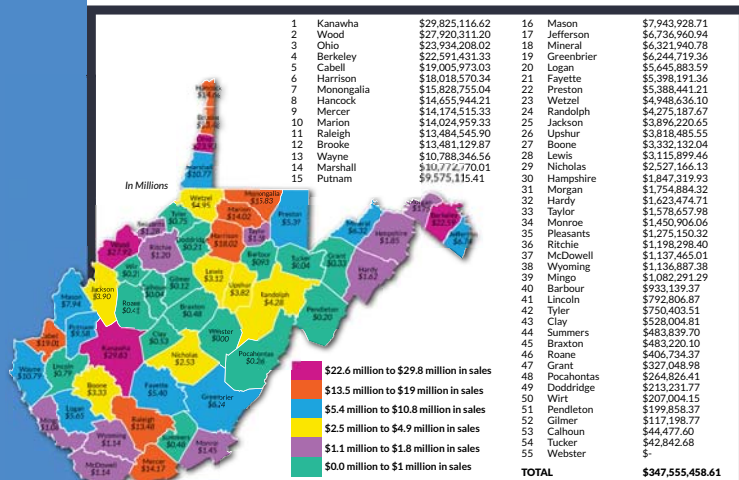
COMPETITION FROM BORDERING STATES

Ohio	
Hollywood Columbus	Hard Rock Rockins (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
Sands Bethlehem	Harrah's Philadelphia
Presque Isle	SugarHouse
Valley Forge	Mount Airy
	Parx
	The Rivers
	The Meadows
	Nemacolin
Maryland	
Hollywood Casino Perryville	Ocean Downs
Maryland Live	Horseshoe Casino Baltimore
National Harbor	



Counties Ranked

Limited Video Lottery Sales FY 2017



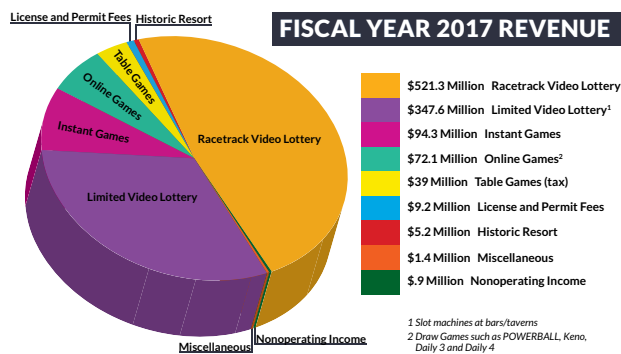
Video Lottery FY 2017 Proceeds to Counties/Municipalities

1 Kanawha \$504,572	20 Logan \$110,659	39 Mingo \$21,213
2 Wood \$547,238	21 Fayette \$105,805	40 Barbour \$18,290
3 Ohio \$469,110	22 Preston \$105,613	41 Lincoln \$15,539
4 Berkeley \$442,792	23 Wetzel \$96,993	42 Tyler \$14,708
5 Cabell \$372,517	24 Randolph \$83,794	43 Clay \$10,349
6 Harrison \$353,164	25 Jackson \$76,366	44 Summers \$9,483
7 Monongalia \$310,244	26 Upshur \$74,842	45 Braxton \$9,471
8 Hancock \$287,257	27 Boone \$65,310	46 Roane \$7,972
9 Mercer \$277,821	28 Lewis \$61,072	47 Grant \$6,410
10 Marion \$274,889	29 Nicholas \$49,532	48 Pocahontas \$5,191
11 Raleigh \$264,297	30 Hampshire \$36,207	49 Doddridge \$4,179
12 Brooke \$264,230	31 Morgan \$34,396	50 Wirt \$4,057
13 Wayne \$211,452	32 Hardy \$31,820	51 Pendleton \$3,917
14 Marshall \$211,146	33 Taylor \$30,942	52 Gilmer \$2,297
15 Putnam \$187,672	34 Monroe \$28,438	53 Calhoun \$872
16 Mason \$155,701	35 Pleasants \$24,993	54 Tucker \$840
17 Jefferson \$132,044	36 Ritchie \$23,487	55 Webster \$-
18 Mineral \$123,910	37 McDowell \$22,294	
19 Greenbrier \$122,397	38 Wyoming \$22,283	
	TOTAL	\$6,812,087

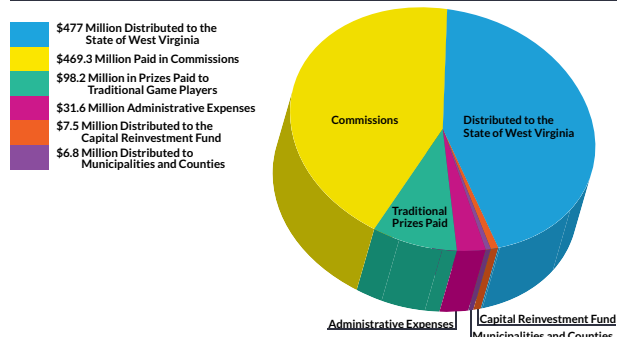
Two percent of gross profit is distributed to counties and incorporated municipalities in the manner prescribed by statute.

Fiscal Year Revenue

Last Ten Years



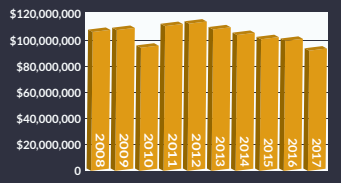
FISCAL YEAR 2017 EXPENSES, DISTRIBUTIONS AND NET INCOME



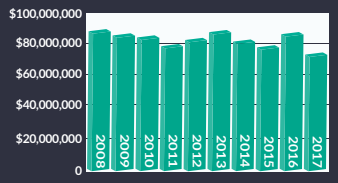
Lottery Sales by Product

Last Ten Years

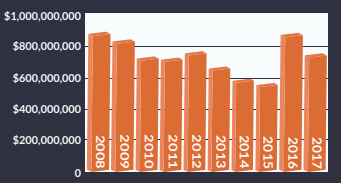
INSTANT SALES



ONLINE SALES



RACETRACK VIDEO SALES



LIMITED VIDEO LOTTERY SALES

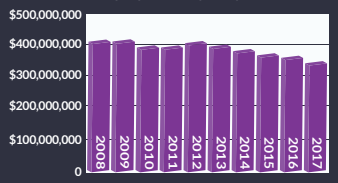
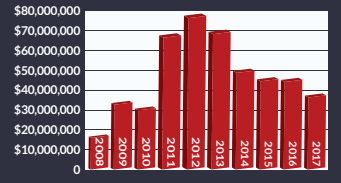
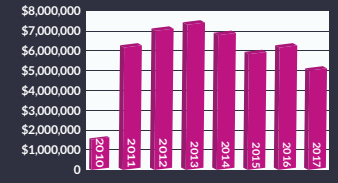


TABLE GAME SALES

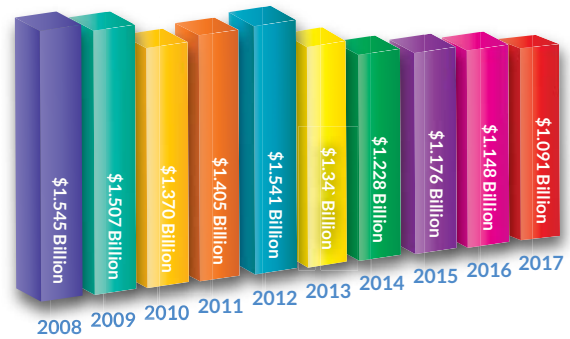


HISTORIC RESORT SALES



Financial Impact

Last Ten Years



TEN YEAR REVENUE

Detailed Revenue Numbers

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
2011	\$1,404,552,377	2016	\$1,147,951,706
2012	\$1,540,708,011	2017	\$1,091,129,086

West Virginia Lottery
2017 Progress Report

Produced In-house by
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