

FY21 PROGRESS REPORT

HIGHLIGHTS

Generated \$1.2 billion in total revenue for fiscal year 2021.

Transferred \$559.0 million to the State of West Virginia.

Transferred:

- **\$68.0 million for Senior Services**
- **\$84.9 million for Education**
- **\$62.6 million for Tourism**
- **\$72.7 for the State's General Fund**
- **\$46.1 million to the Infrastructure Council**
- **\$143.4 million to other State Agencies**

Transferred \$29.0 million to the PROMISE Scholarship Fund.

Paid a total of \$25.1 million to county and local municipalities across the State from gaming revenue.

Awarded players a total of \$155.3 million in traditional Lottery prizes.

Facebook content reached a combined 833,452 people and saw a 43% increase in reach.

Kept operating costs at 3.3 percent of total sales.



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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 of 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



DAN A. MARSHALL
Parkersburg
Attorney



ANDREW B. KNICELEY
Fairmont
Marketing



DOUGLAS A. BICKLER, CPA
Lewisburg
Certified Public
Accountant



PEGGY J. POPE
Charleston
At Large



ROY E. SHREWSBERRY II
Beckley
Public At Large

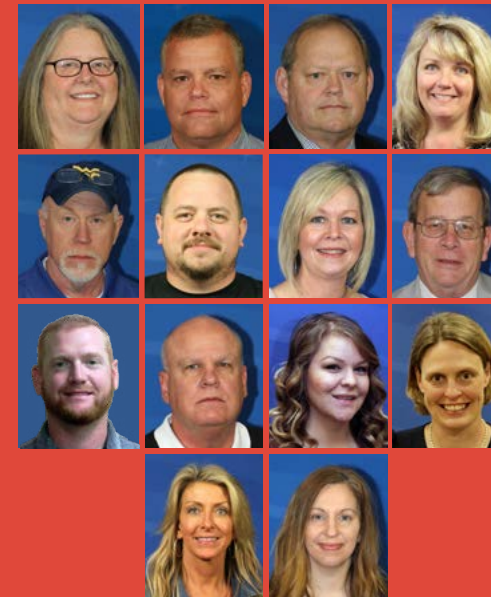
LEADERSHIP



EXECUTIVE STAFF



Randy Burnside, Assistant Director



Left to Right: Sandy Bale, Senior Analyst; David Bradley, Deputy Director of Table Games; Steve Compston, Lottery Investigator Manager/Building Security; Debbie Hughes, Human Resources Manager; Joe Jones, Facility Manager; Dustin Lamar, Deputy Director of Video Lottery; Kim Lamb, Administrative Secretary; Keith Morgan, Deputy Director of Internet Technology; Brian Nickerson, General Counsel; Dean Patrick, Lottery Chief Accountant; Annamarie Short, Compliance Officer; Danielle Snidow, Deputy Director of Marketing; June Somerville, Attorney; Elizabeth Webb, Deputy Director of Licensing

It is my privilege to present to you the 2021 West Virginia Lottery Progress Report as we continue to celebrate the People of West Virginia and the nearly \$11.4 billion in proceeds it generates for the state.

Our mission at the West Virginia Lottery is to operate in a socially responsible manner with the highest standards of integrity and security to maximize revenue for programs that benefit all citizens of West Virginia.

The Lottery has generated nearly \$11.4 billion in gaming revenue for the State of West Virginia with the majority of proceeds going to education, needs and programs for seniors, and tourism. Education has received nearly \$3.6 billion in net Lottery profits, while more than \$1.4 billion has been invested in senior services, and nearly \$1.3 billion has been invested in the state's tourism industry.

On the aftermath of COVID-19 shutdowns and social distancing restrictions, the West Virginia Lottery registered total gross sales of \$1.2 billion, nearly \$195 million above projections. With this, the Lottery was able to allocate \$559 million in proceeds to the State. Traditional scratch-off and game sales set a record with \$249 million in sales, and Limited Video Lottery revenues reached their highest mark ever at \$480.6 million.

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


John A. Myers
Director

PROCEEDS

EDUCATION

West Virginia Lottery proceeds improve the educational experience of West Virginia students from preschool through their college years. Since 1986, West Virginia has invested nearly \$3.6 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.

High school seniors entering colleges and universities across the State benefit from Lottery dollars through the PROMISE Scholarship Program. In FY 2021, approximately \$29.0 million from 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 \$509.8 million to the PROMISE Scholarship Program and in turn has helped 58,933 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.



SINCE 1986, NEARLY \$3.6 BILLION



SINCE 1986, MORE THAN \$1.4 BILLION

SENIORS

West Virginia Lottery proceeds improve the quality of life of our seniors. Since 1986, the Lottery has generated more than \$1.4 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 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 \$68.0 million in FY 2021.

SINCE 1986, NEARLY \$11.4 BILLION IN WEST VIRGINIA LOTTERY PROCEEDS HAVE BEEN GENERATED.

TOURISM

In a time where outdoor exploration and activity are at a high, West Virginia's scenic beauty and wide-range of outdoor ventures present a top location for tourists near and far. In FY 2021, Lottery revenue appropriated by the West Virginia Legislature from West Virginia Lottery proceeds to the Division of Tourism, the Division of Natural Resources, and the State Park Improvement Fund totaled around \$62.6 million and brought the all-time total of Lottery proceeds used to help the State's Tourism industry to nearly \$1.3 billion.

These funds help upgrade cabins, improve facilities, and preserve the beauty of West Virginia's State Parks for West Virginians and travelers to share and enjoy these wondrous spots.



SINCE 1986, NEARLY \$1.3 BILLION



VETERANS

Veterans are the pride of the mountain state. 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 veterans. In FY 2021, \$658.7 thousand was appropriated for veteran services throughout the state.

TRADITIONAL GAMES

The West Virginia Lottery offers an array of instant and draw games that are available for sale at more than 1,500 retail locations across the State.

The West Virginia Lottery introduced 41 new instant games during fiscal year 2021 and those games were responsible for approximately 14.7 percent of total fiscal year sales, bringing in \$173 million in sales.

Draw games include the in-state drawing games of Daily 3, Daily 4, Cash 25, and Keno Go Bonus. Previously restricted to adult environments with ABCA licenses, Keno Go Bonus was made available to all retail locations in July 2020 and draws went from every five minutes to every three minutes. Games also include the popular multi-state games of Powerball®, Mega Millions® and Lotto America®. The most popular of these games is Powerball®, which accounted for \$27.4 million in sales in FY 2021.



Forty-one new instant games were introduced in FY21 bringing in \$173.1 million in sales.



1

ScratchOffs
INSTANT GAMES

Instant Game sales for FY 2021 totaled more than \$173.1 million which was 69.5% of traditional Lottery sales.

2

MEGA MILLIONS
with MEGAPLIER

Mega Millions® sales for FY 2021 totaled more than \$19.4 million which accounted for 7.8% of traditional Lottery sales.

3

WEST VIRGINIA
POWERBALL
POWERPLAY

Powerball® sales for FY 2021 totaled \$27.4 million which represented 11.0% of total traditional Lottery sales.

4

Daily 3

Daily 3 sales for FY 2021 totaled more than \$8.7 million which accounted for 3.5% of traditional Lottery sales.

5

LOTTO AMERICA

Lotto America® sales for FY 2021 totaled more than \$4.7 million which was 1.9% of traditional Lottery sales.

6

Daily 4

Daily 4 sales for FY 2021 totaled more than \$5.0 million which was 2.0% of traditional Lottery sales.

7

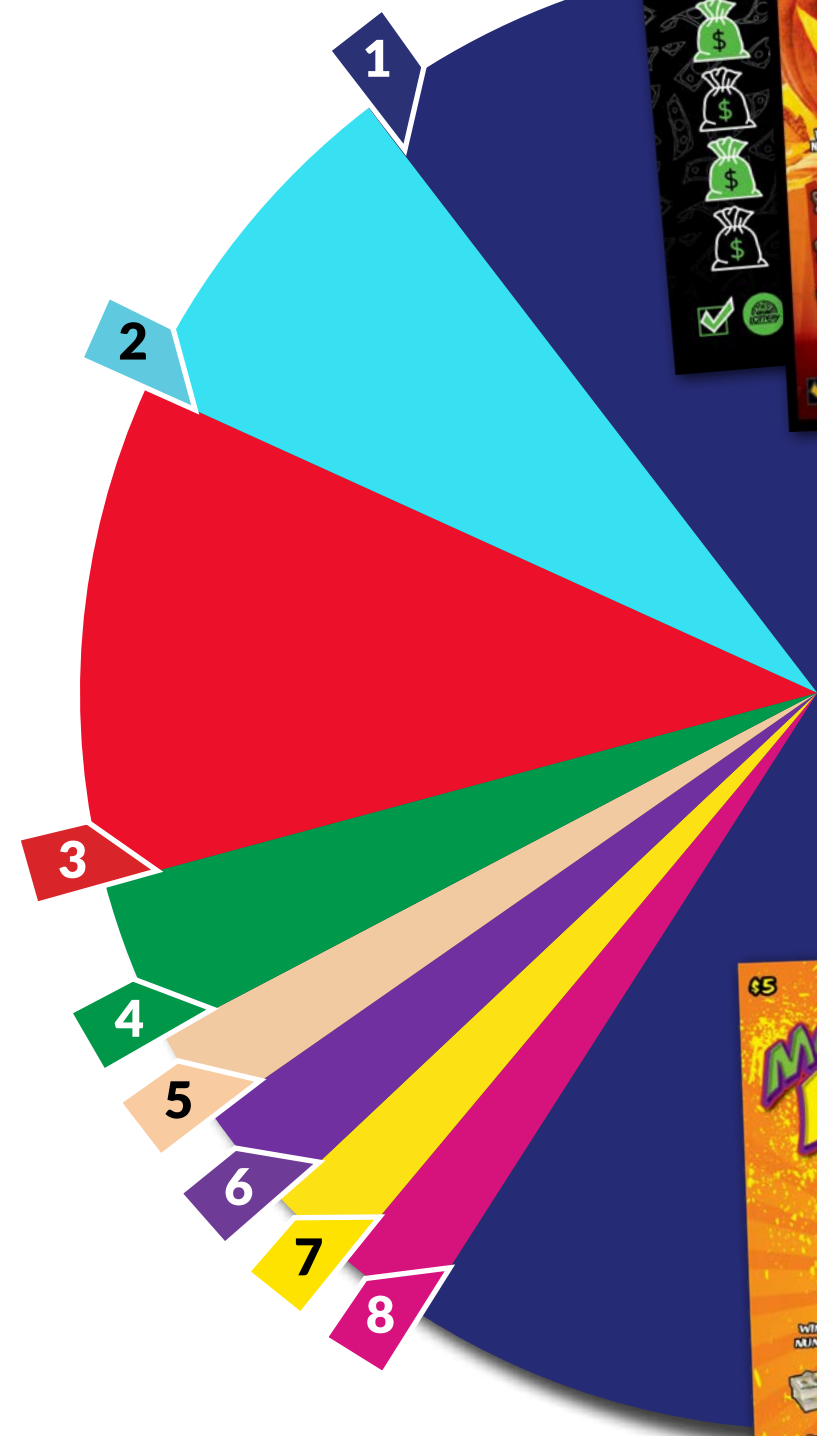
Cash 25

Cash 25 sales for FY 2021 totaled more than \$5.0 million which was 2.0% of traditional Lottery sales.

8

keno GO BONUS

Travel Keno sales for FY 2021 totaled more than \$5.8 million was 2.3% 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.

FY 2021 was an interesting time, as the Lottery promotions staff spent most of the fiscal year producing and creating virtual content and promotions, due to the Covid-19 pandemic and its shutdowns. The Lottery staff returned to on-site promotions in May of 2021, but prior to that, was faced with an unprecedented problem. How could we continue to connect and engage with players throughout the state and continue to market for lottery products in a time when things were dark, gloomy, and dangerous?

And so.. the Prize is Right Virtual Game Show was born.

The show aired monthly on Facebook Live and allowed players from around the state the ability to enter weekly contests, hoping for a chance to be randomly selected as one of 15 contestants on the game show. With no purchase necessary, players were able to submit directly through Facebook. On the game show, players could compete via proxy players in one of four games of chance to win instant tickets, gift cards, and lottery swag.

The spontaneity and excitement kept players on edge throughout the show, and the ability for players to interact with other contestants and fans of the show via social media during the event was another element the team was thrilled to be able to incorporate - socializing in a social distancing world.

In a typical year, 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, ChiliFest 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 throughout the State. The Lottery is a proud sponsor of West Virginia and Marshall University Athletics, West Virginia Power Baseball, Wheeling Nailers Hockey, 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.



Social media marketing is one of the most cost-effective ways to get our message to the masses, and our social media channels provide an effective forum to communicate daily with an audience of every demographic imaginable in the state.

In FY 2021, the West Virginia Lottery's Facebook content reached a combined 833,452 people and saw a 43% increase in reach. The Lottery also saw increases in engagement and interaction across all three main platforms - Facebook, Twitter, and Instagram.

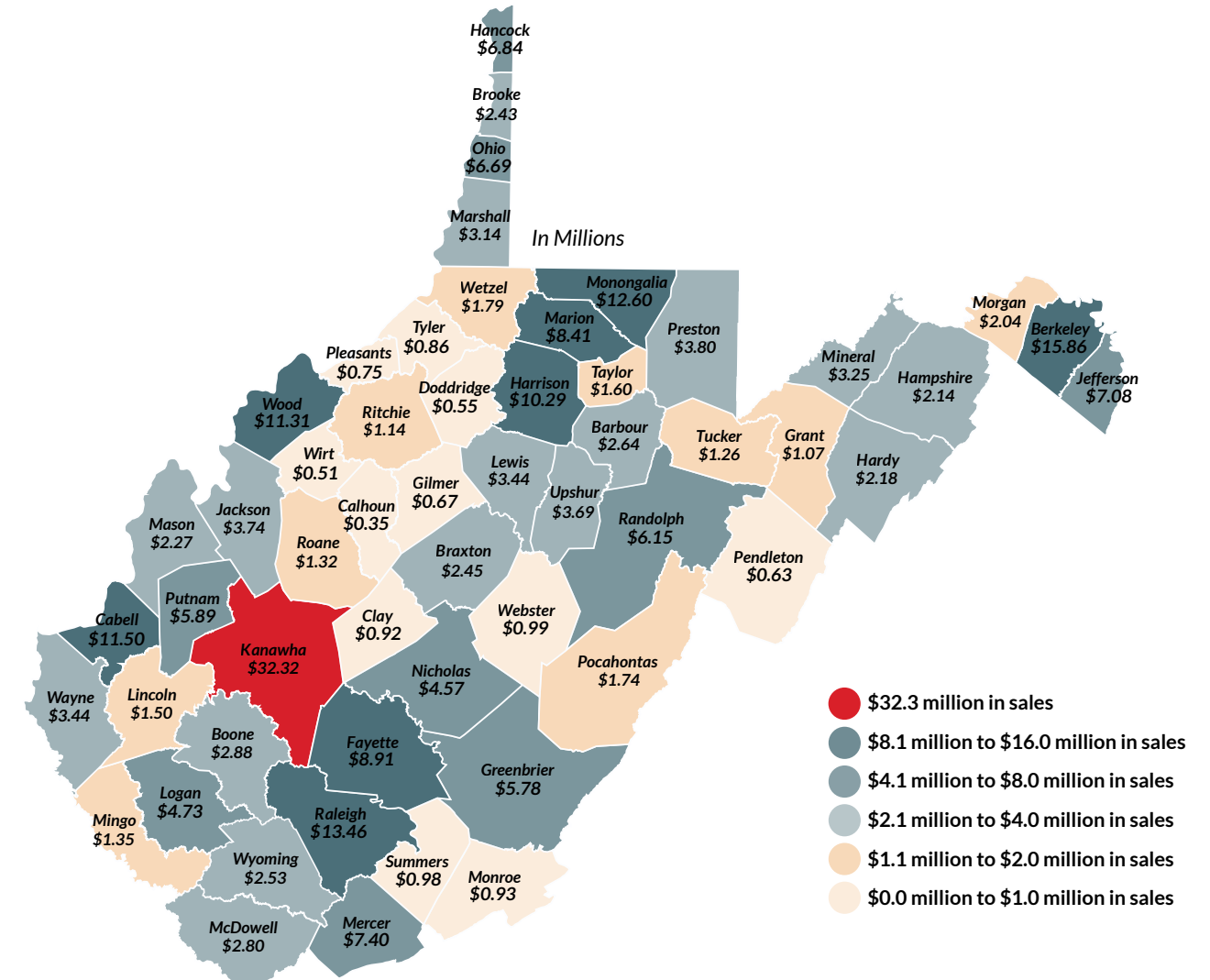
The Lottery uses our social media channels to not only deliver news and information directly to our players, but to answer questions, promote new games, raise awareness of the good causes that Lottery proceeds support and receive valuable feedback.

Advertising is key in getting the word out about our Lottery games. The Lottery utilizes TV, radio, digital, social media, and outdoor ads to promote the myriad of traditional Lottery games we offer.

The Lottery adapted to the challenges the Covid-19 pandemic created in limiting live commercial productions. In partnership with Digital Relativity, the Lottery relied on various forms of animation from stop motion to 2D animation to promote its products. The Manahan Group came on board January 2021 and continue to collaborate with the Lottery in coordinating exciting, new campaigns.



COUNTIES RANKED - TRADITIONAL SALES FY 2021



Kanawha (161)	\$32,324,750	Jackson (22)	\$3,741,456	Lincoln (10)	\$1,504,424
Berkeley (79)	\$15,858,471	Upshur (27)	\$3,685,617	Mingo (20)	\$1,349,825
Raleigh (62)	\$13,461,584	Lewis (25)	\$3,444,046	Roane (7)	\$1,315,963
Monongalia (83)	\$12,604,358	Wayne (23)	\$3,438,985	Tucker (7)	\$1,257,848
Cabell (70)	\$11,497,846	Mineral (23)	\$3,254,918	Ritchie (7)	\$1,143,685
Wood (77)	\$11,310,453	Marshall (20)	\$3,135,580	Grant (7)	\$1,067,102
Harrison (71)	\$10,287,582	Boone (25)	\$2,877,149	Webster (6)	\$988,996
Fayette (49)	\$8,906,584	Mcdowell (16)	\$2,796,308	Summers (8)	\$983,947
Marion (63)	\$8,410,179	Barbour (11)	\$2,644,236	Monroe (6)	\$927,080
Mercer (57)	\$7,404,754	Wyoming (20)	\$2,525,477	Clay (5)	\$915,633
Jefferson (42)	\$7,079,092	Braxton (14)	\$2,450,838	Tyler (7)	\$858,759
Hancock (48)	\$6,835,137	Brooke (18)	\$2,434,405	Pleasants (6)	\$750,936
Ohio (48)	\$6,692,307	Mason (24)	\$2,270,581	Gilmer (6)	\$667,258
Randolph (30)	\$6,146,074	Hardy (13)	\$2,178,209	Pendleton (8)	\$627,773
Putnam (38)	\$5,889,312	Hampshire (13)	\$2,138,754	Doddridge (3)	\$550,902
Greenbrier (44)	\$5,782,600	Morgan (9)	\$2,040,949	Wirt (3)	\$514,744
Logan (42)	\$4,730,015	Wetzel (22)	\$1,790,380	Calhoun (3)	\$347,305
Nicholas (28)	\$4,570,257	Pocahontas (11)	\$1,738,456		
Preston (36)	\$3,804,616	Taylor (8)	\$1,603,453		

Number in parenthesis represents the number of retailers per county

TOP 100 RETAILERS TOTAL FISCAL YEAR SALES 2021

RETAILER	CITY	RETAILER	CITY
1 One Stop #8101	South Charleston	51 Go Mart #92	Gassaway
2 Par Mar #84	Elkins	52 Little General #2315	Beckley
3 Sheetz #234	Weirton	53 One Stop #8109	South Charleston
4 Sheetz #585	South Charleston	54 Kroger #803	Weirton
5 Par Mar Oil #116	Charleston	55 Mountaineer Mart	Oak Hill
6 Welch Bantam Market	Welch	56 Little General #4080	Belle
7 Quick Check	Oak Hill	57 Giant Eagle #58	Morgantown
8 Sheetz #425	Martinsburg	58 Sheetz #137	Kearneysville
9 Giant Eagle #59	Morgantown	59 Speedway #3960	Charleston
10 7-Eleven #2531/17703B	Martinsburg	60 7-Eleven #35910H	Charleston
11 Sheetz #240	Charles Town	61 Little General #4120	Charleston
12 Sheetz #174	Belington	62 Little General #2240	Princeton
13 Sheetz #501	Clarksburg	63 Kroger #755	Morgantown
14 Sheetz #275	Morgantown	64 Little General #2390	Beckley
15 7-Eleven #2531/28310B	Hedgesville	65 South Branch Station	Moorefield
16 Bob's Mini Mart	Mill Creek	66 7-Eleven #17109A	Keyser
17 Sheetz #220	Martinsburg	67 Walmart Supercenter Fuel Kiosk	Keyser
18 Go Mart #90	Elkins	68 Par Mar #16	Saint Albans
19 Par Mar Oil #115	Charleston	69 Go Mart #04	Weston
20 Little General #2480	Beckley	70 Go Mart #98	Lewisburg
21 Neely's Grocery	Wheeling	71 7-Eleven #28303A	Berkeley Springs
22 King Street BP	Martinsburg	72 One Stop #8111	Charleston
23 Co Mac #2	Oak Hill	73 Bigley Piggly Wiggly	Charleston
24 Sheetz #427	Huntington	74 Speedway #9453	Parkersburg
25 Go Mart #50	Beckley	75 Sheetz #429	Triadelphia
26 Go Mart #32	Saint Albans	76 Clark's Pump N Shop #6	Wayne
27 Cheaper Cigs #4	Huntington	77 Kroger #768	Dunbar
28 Falling Waters Exxon	Falling Waters	78 Sheetz #494	Scott Depot
29 South End BP	Martinsburg	79 Sheetz #349	Morgantown
30 D J Rentals	Montgomery	80 Cargo Store	Northfork
31 Inwood BP2	Inwood	81 A C & T Co	Martinsburg
32 Sheetz #482	Beckley	82 Sheetz #643	Parkersburg
33 Mountaineer Rocs	Martinsburg	83 Go Mart #02	Webster Springs
34 Sheetz #155	Martinsburg	84 Little General #5320	Weston
35 Sheetz #604	Morgantown	85 7-Eleven #35921H	Vienna
36 Sheetz #546	Martinsburg	86 Go Mart #40	Sophia
37 Co Mac #1	Beckley	87 One Stop #8508	Charleston
38 Roy's Service Center	Berkeley Springs	88 Sheetz #254	Morgantown
39 Speedway	South Charleston	89 Sheetz #182	Bridgeport
40 Sheetz #241	Martinsburg	90 Go Mart #79	Charleston
41 Kroger #778	Charleston	91 Martin's Food Market #6107	Martinsburg
42 Go Mart #37	Grafton	92 Sheetz #171	Philippi
43 Rocs Local Market 638	Martinsburg	93 Inwood BP	Inwood
44 Sheetz #612	Charleston	94 Old Berkeley News	Martinsburg
45 Sheetz #143	Inwood	95 Sheetz #486	Morgantown
46 Spring Mills BP	Falling Waters	96 Co Mac #4	Fayetteville
47 Speedway #9384	Culloden	97 Little General #7560	Beaver
48 Oak Hill Shell	Oak Hill	98 Fast Break	Beverly
49 One Stop #8133	Sophia	99 7-Eleven #35933J	Charleston
50 Moler Avenue Rocs	Martinsburg	100 Little General #3015	Beckley

TOP TEN CHAIN RETAILERS

1



- 2 Sheetz (57 Stores)
- 3 Little General, Inc. (111 Stores)
- 4 Par Mar (91 Stores)
- 5 Speedway (58 Stores)
- 6 7-Eleven (49 Stores)
- 7 CAPL Retail (33 Stores)
- 8 Kroger Co. (40 Stores)
- 9 Walmart Stores East, LP (47 Stores)
- 10 R.M. Roach & Sons, Inc. (15 Stores)

*Total sales

\$18,974,825

Paid to "Traditional" Lottery Retailers in Commission and Bonuses in FY 2021!

Sales weighted and based on Lottery audited figures.



RETAILER COMMISSIONS AND BONUSES BY COUNTY

The West Virginia Lottery's continued success is largely attributed to its partnerships with more than 1,500 traditional retailers who employ thousands of West Virginians. They serve as the communication source and "face" of the Lottery to our players. Additionally, optimized products and ongoing communications have created satisfied Lottery players who have had significant, positive impact on West Virginia's economy.

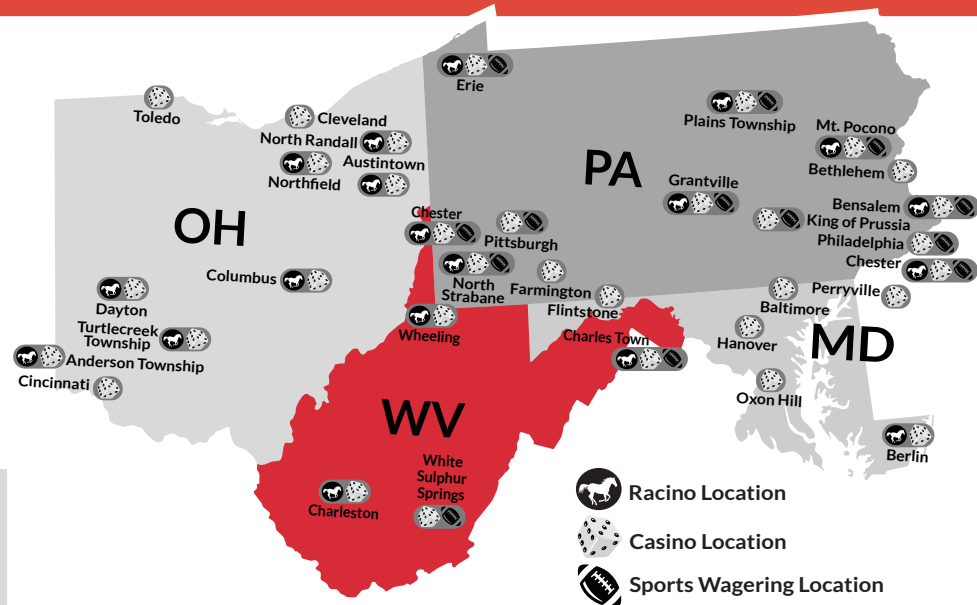
When a customer walks into a store to buy a lottery ticket, they are not greeted by Lottery employees, but by store clerks who are at the point of sale. Those contacts and the resulting sales are pivotal to the Lottery meeting its obligations to the State.

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.

Barbour	\$193,032	Mineral	\$237,618
Berkeley	\$1,150,181	Mingo	\$102,938
Boone	\$216,546	Monongalia	\$937,795
Braxton	\$178,288	Monroe	\$62,074
Brooke	\$190,943	Morgan	\$141,707
Cabell	\$928,357	Nicholas	\$340,783
Calhoun	\$26,752	Ohio	\$496,183
Clay	\$75,156	Pendleton	\$49,163
Doddridge	\$45,033	Pleasants	\$53,168
Fayette	\$676,351	Pocahontas	\$126,843
Gilmer	\$46,856	Preston	\$288,306
Grant	\$80,756	Putnam	\$443,274
Greenbrier	\$433,721	Raleigh	\$1,046,168
Hampshire	\$150,046	Randolph	\$464,199
Hancock	\$484,870	Ritchie	\$87,552
Hardy	\$164,609	Roane	\$100,770
Harrison	\$810,273	Summers	\$188,139
Jackson	\$277,865	Taylor	\$120,987
Jefferson	\$518,184	Tucker	\$93,809
Kanawha	\$2,416,213	Tyler	\$71,934
Lewis	\$261,124	Upshur	\$302,693
Lincoln	\$106,558	Wayne	\$248,376
Logan	\$362,176	Webster	\$68,644
McDowell	\$209,125	Wetzel	\$148,097
Marion	\$661,854	Wirt	\$38,878
Marshall	\$254,629	Wood	\$843,488
Mason	\$179,545	Wyoming	\$204,646
Mercer	\$567,551		

Retailer commissions and bonuses paid to Traditional Lottery Retailers for selling and cashing prizes of Instant tickets and Draw games including Powerball®, Mega Millions®, Lotto America®, Cash 25, Daily 3, Daily 4, and Keno Go.

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 allowed mechanical reel coin drop machines. As of June 30, 2021, the West Virginia Lottery Commission had an average of 5,211 terminals available for play at the four racetracks in the state. Racetrack Video Lottery sales were 34.3 percent of total 2021 fiscal 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 6,487 terminals were operating at licensed retail locations throughout the state as of June 30, 2021. Limited video lottery sales were 40.8 percent of total 2021 fiscal sales at 1,237 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 2.3 percent of total 2021 fiscal 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.

SPORTS WAGERING was implemented in fiscal year 2019 when the West Virginia Legislature passed Senate Bill 415, permitting wagering on the results of permitted professional or collegiate sports or athletic events, authorized as West Virginia Lottery sports wagering activities.

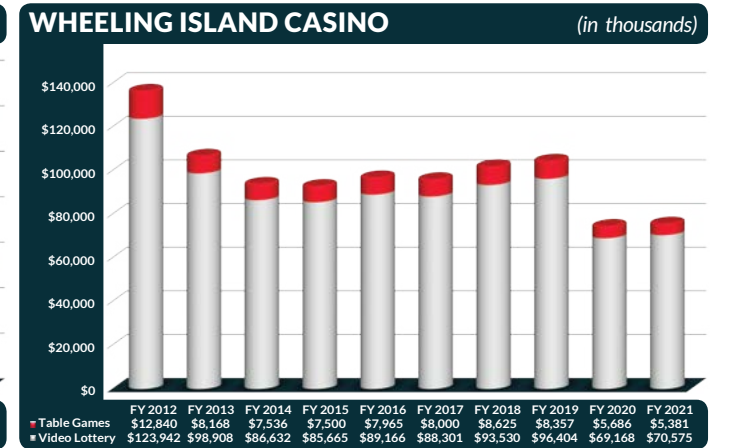
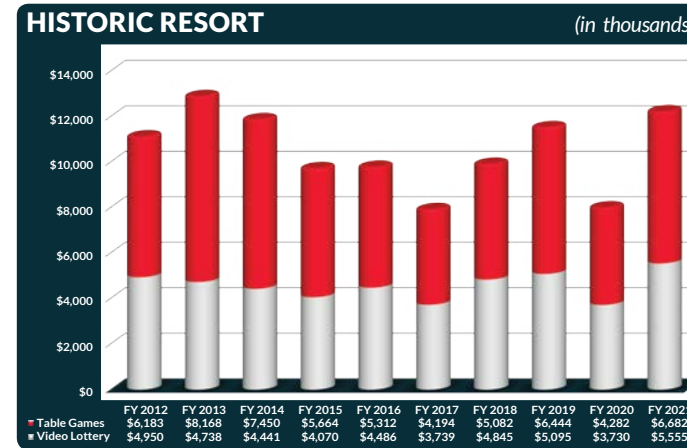
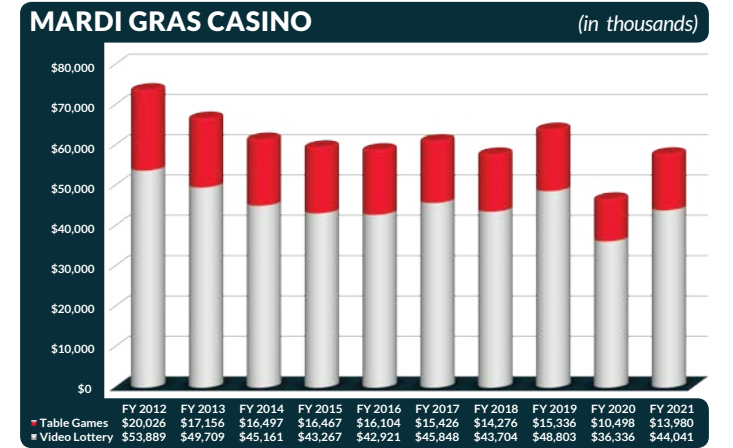
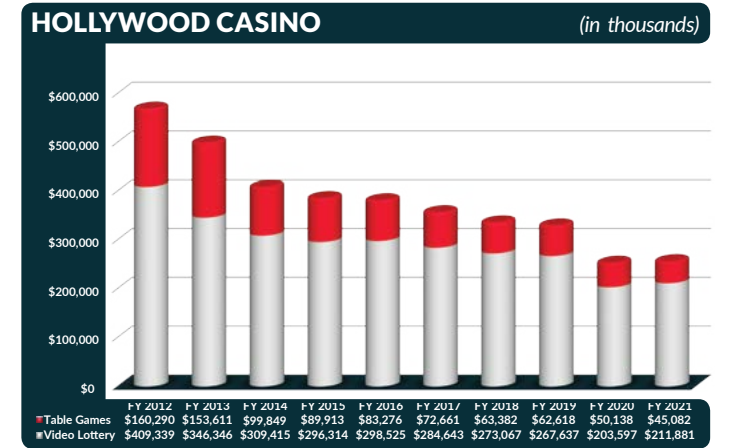
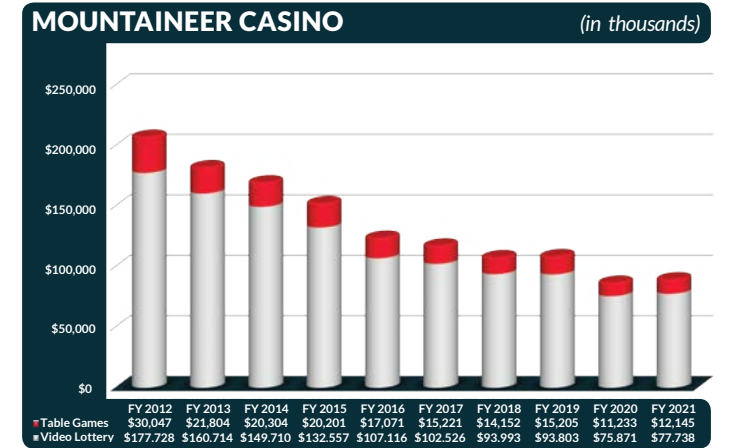
INTERACTIVE WAGERING was implemented in fiscal year 2020 when the West Virginia Legislature passed House Bill 2934, permitting existing racetrack casinos and Historic Resort Casino to offer wagering on any authorized interactive game. Authorized interactive games are computerized or virtual versions of any game of chance or digital simulation thereof, including, but not limited to, casino-themed slot simulations, table games, and other games approved by the Commission.

COMPETITION FROM BORDERING STATES

- OHIO**
- Hollywood Columbus
 - Hollywood Toledo
 - Hard Rock Rocksino (Northfield Park)
 - Hollywood Gaming Dayton
 - Hollywood Mahoning Valley
 - Miami Valley Gaming (Lebanon)
 - Horseshoe Cincinnati
 - Belterra Park
 - Horseshoe Cleveland
 - Scioto Downs
 - Thistle Downs

- PENNSYLVANIA**
- Mohegan Sun
 - Penn National
 - Parx
 - Sands Bethlehem
 - Harrah's Philadelphia
 - The Rivers
 - Presque Isle
 - Sugar House
 - The Meadows Valley Forge
 - Mount Airy
 - Nemacolin

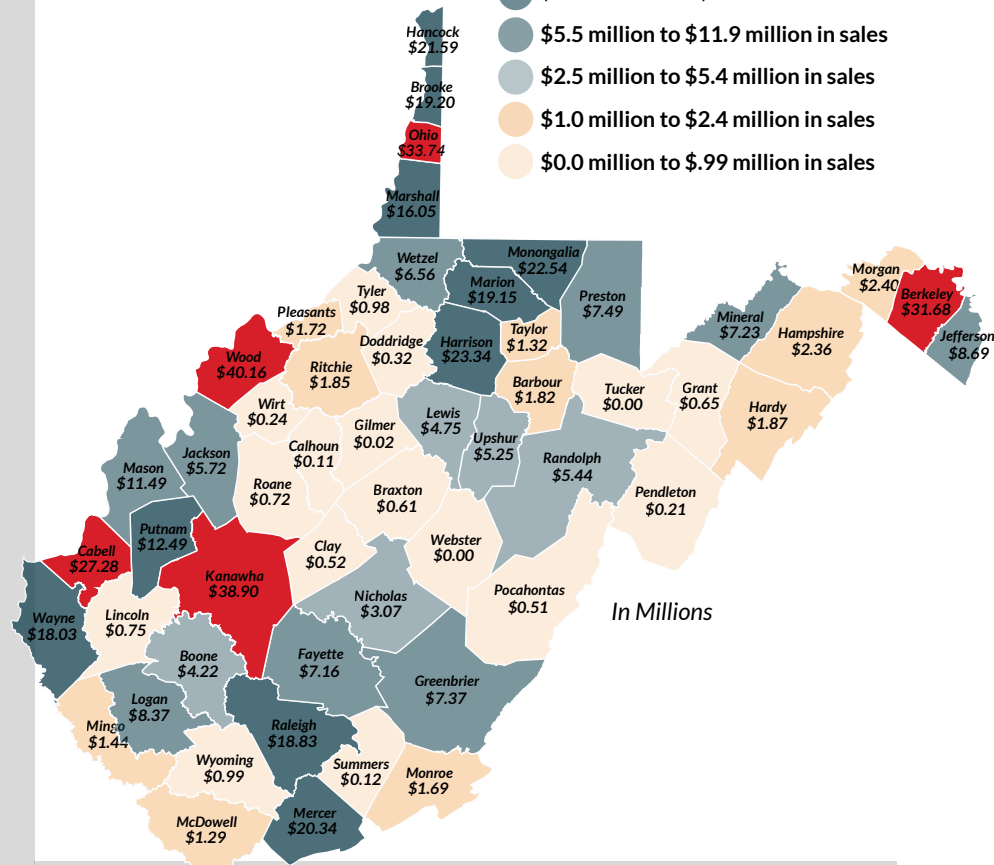
- MARYLAND**
- Hollywood Casino Perryville
 - Ocean Downs
 - Maryland Live
 - Horseshoe Casino Baltimore
 - National Harbor



COUNTIES RANKED

LIMITED VIDEO LOTTERY SALES FISCAL YEAR 2021

1	Kanawha	\$27,127,506
2	Wood	\$27,103,321
3	Ohio	\$22,662,707
4	Berkeley	\$21,008,259
5	Cabell	\$18,236,786
6	Harrison	\$17,134,673
7	Monongalia	\$15,657,560
8	Hancock	\$14,367,672
9	Raleigh	\$14,354,446
10	Marion	\$13,936,914
11	Mercer	\$13,874,195
12	Brooke	\$12,525,505
13	Wayne	\$11,647,658
14	Marshall	\$10,125,130
15	Putnam	\$8,613,247
16	Mason	\$7,604,898
17	Logan	\$6,066,388
18	Jefferson	\$5,649,191
19	Greenbrier	\$5,492,291
20	Mineral	\$5,038,492
21	Wetzel	\$5,032,624
22	Preston	\$4,878,147
23	Fayette	\$4,864,734
24	Jackson	\$3,887,405
25	Randolph	\$3,766,501
26	Upshur	\$3,474,221
27	Lewis	\$3,176,413
28	Boone	\$3,017,050
29	Nicholas	\$2,396,452
30	Hampshire	\$1,765,996
31	Morgan	\$1,648,315
32	Hardy	\$1,318,905
33	Ritchie	\$1,308,400
34	Monroe	\$1,306,015
35	Taylor	\$1,163,394
36	Mingo	\$1,041,680
37	Barbour	\$1,000,013
38	Pleasants	\$976,794
39	Wyoming	\$930,817
40	McDowell	\$844,067
41	Tyler	\$710,315
42	Lincoln	\$598,677



43	Roane	\$477,326	51	Gilmer	\$75,875
44	Braxton	\$410,540	52	Doddridge	\$25,064
45	Grant	\$396,743	53	Calhoun	\$20,255
46	Clay	\$342,351	54	Tucker	\$9,315
47	Pocahontas	\$289,675	55	Webster	\$0
48	Summers	\$195,515			
49	Pendleton	\$182,048			
50	Wirt	\$122,786			
TOTAL: \$329,881,267					

LIMITED VIDEO LOTTERY PROCEEDS TO COUNTIES/MUNICIPALITIES

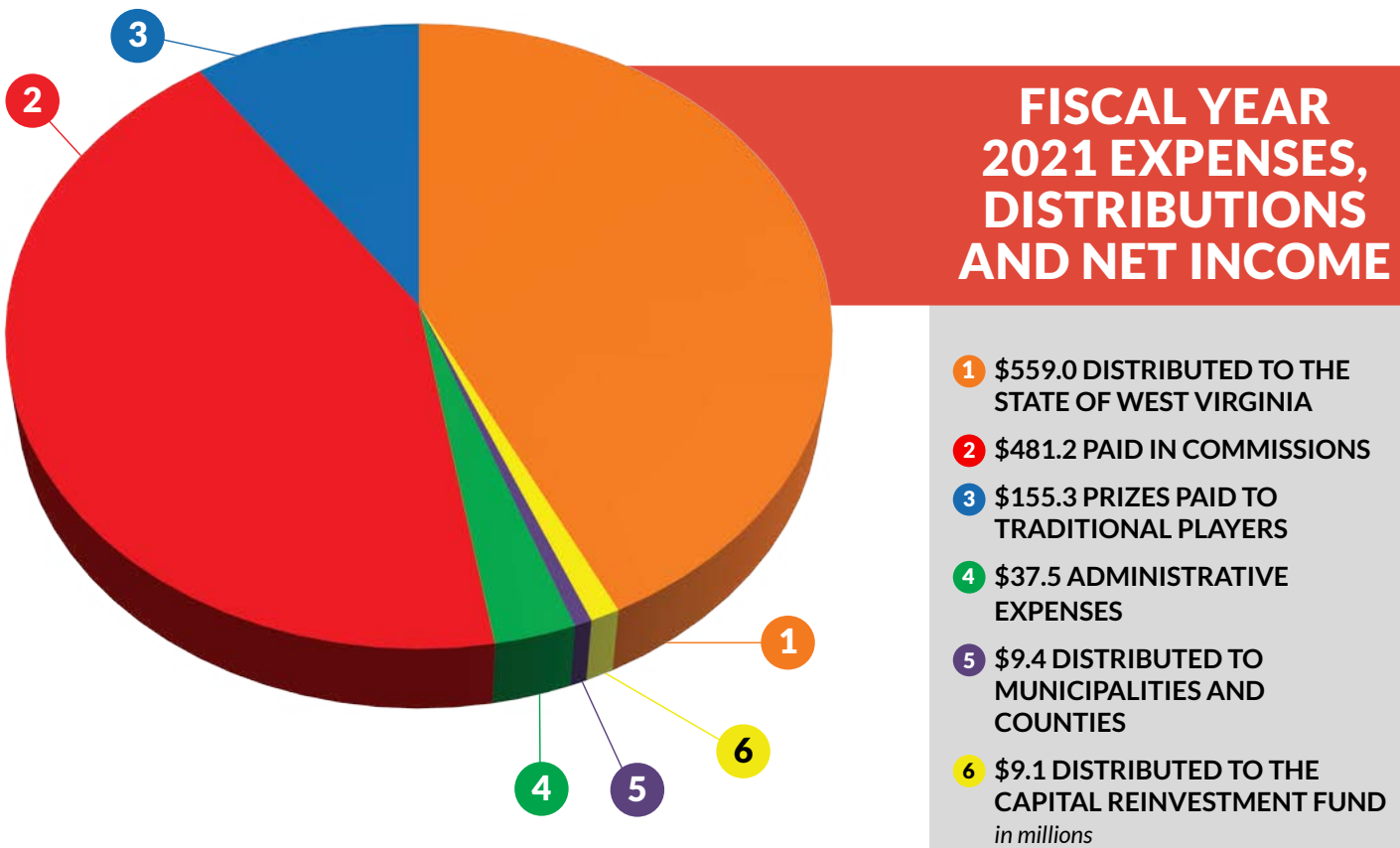
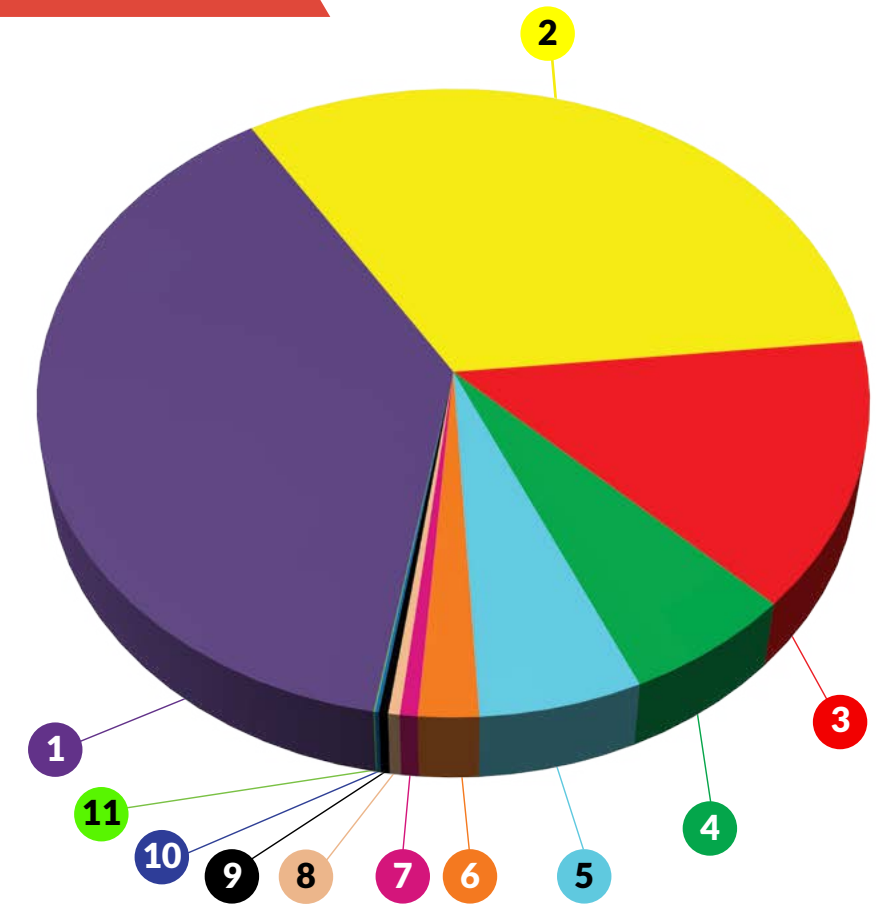
1	Wood	\$787,047	20	Greenbrier	\$144,448	39	McDowell	\$25,247
2	Kanawha	\$762,519	21	Mineral	\$141,613	40	Wyoming	\$19,344
3	Ohio	\$661,332	22	Fayette	\$140,403	41	Tyler	\$19,274
4	Berkeley	\$620,845	23	Wetzel	\$128,571	42	Lincoln	\$14,670
5	Cabell	\$534,702	24	Jackson	\$112,183	43	Roane	\$14,049
6	Harrison	\$457,369	25	Randolph	\$106,579	44	Grant	\$12,835
7	Monongalia	\$441,742	26	Upshur	\$102,962	45	Braxton	\$11,932
8	Hancock	\$423,104	27	Lewis	\$93,168	46	Clay	\$10,211
9	Mercer	\$398,579	28	Boone	\$82,645	47	Pocahontas	\$9,914
10	Brooke	\$376,423	29	Nicholas	\$60,099	48	Doddridge	\$6,240
11	Marion	\$375,311	30	Morgan	\$46,997	49	Wirt	\$4,722
12	Raleigh	\$369,138	31	Hampshire	\$46,235	50	Pendleton	\$4,057
13	Wayne	\$353,355	32	Hardy	\$36,606	51	Summers	\$2,271
14	Marshall	\$314,495	33	Ritchie	\$36,286	52	Calhoun	\$2,218
15	Putnam	\$244,900	34	Barbour	\$35,592	53	Gilmer	\$455
16	Mason	\$225,205	35	Pleasants	\$33,764	54	Tucker	\$0
17	Jefferson	\$170,375	36	Monroe	\$33,157	55	Webster	\$0
18	Logan	\$163,996	37	Mingo	\$28,213			
19	Preston	\$146,760	38	Taylor	\$25,836			
TOTAL: \$9,419,997								

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

FISCAL YEAR 2021 REVENUE

- 1 \$480.6 LIMITED VIDEO LOTTERY¹
 - 2 \$404.2 RACETRACK VIDEO LOTTERY
 - 3 \$173.1 INSTANT GAMES
 - 4 \$76.1 DRAW GAMES²
 - 5 \$72.6 LICENSE AND PERMIT FEES
 - 6 \$26.8 TABLE GAMES (tax)
 - 7 \$7.9 HISTORIC RESORT
 - 8 \$5.1 INTERACTIVE WAGERING
 - 9 \$4.1 SPORTS WAGERING
 - 10 \$1.7 MISCELLANEOUS
 - 11 \$0.6 NONOPERATING INCOME
- in millions*

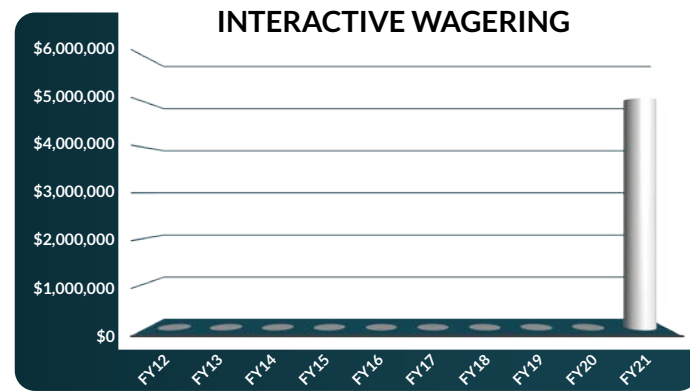
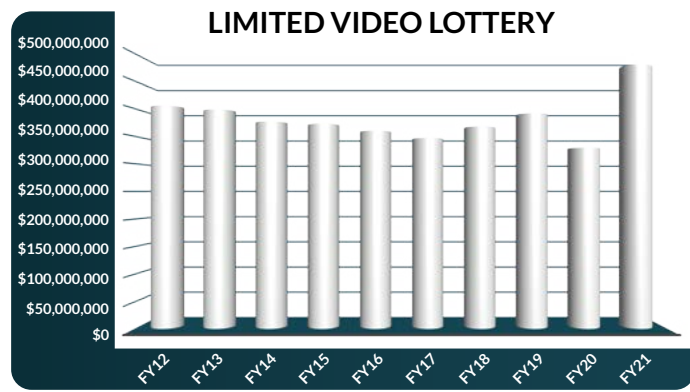
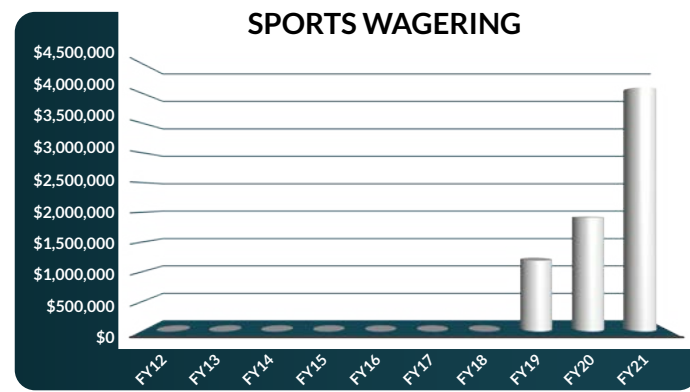
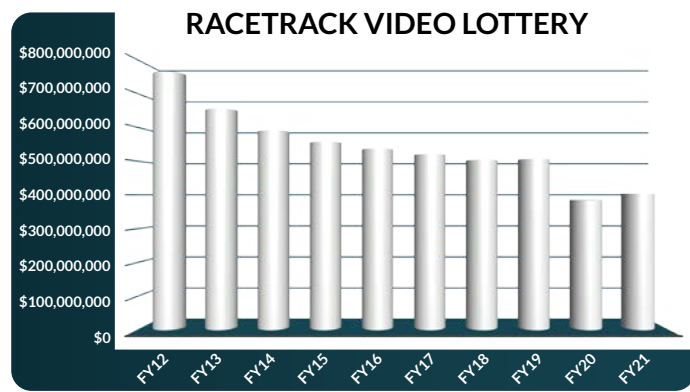
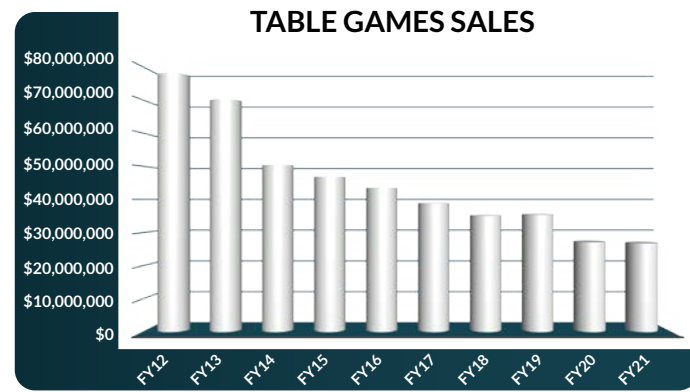
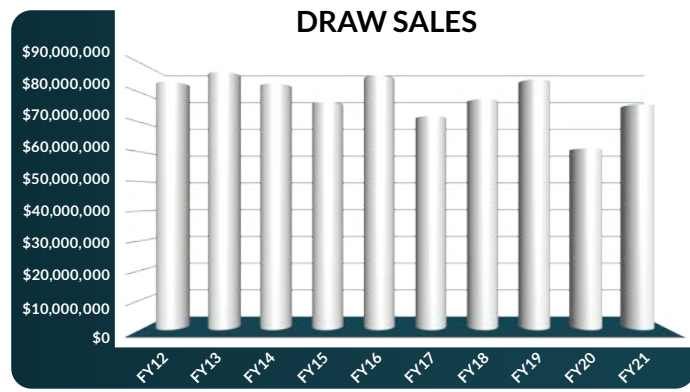
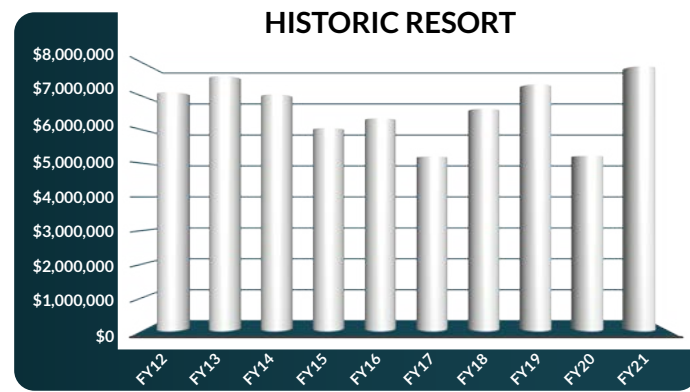
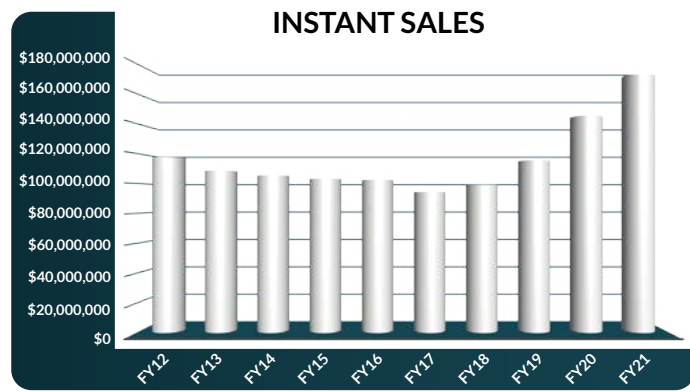
1 Video lottery machines at bars/taverns
2 Draw Games such as Powerball®, Mega Millions®, Lotto America®, Cash 25, Daily 3, Daily 4, and Keno Go.



FISCAL YEAR 2021 EXPENSES, DISTRIBUTIONS AND NET INCOME

- 1 \$559.0 DISTRIBUTED TO THE STATE OF WEST VIRGINIA
 - 2 \$481.2 PAID IN COMMISSIONS
 - 3 \$155.3 PRIZES PAID TO TRADITIONAL PLAYERS
 - 4 \$37.5 ADMINISTRATIVE EXPENSES
 - 5 \$9.4 DISTRIBUTED TO MUNICIPALITIES AND COUNTIES
 - 6 \$9.1 DISTRIBUTED TO THE CAPITAL REINVESTMENT FUND
- in millions*

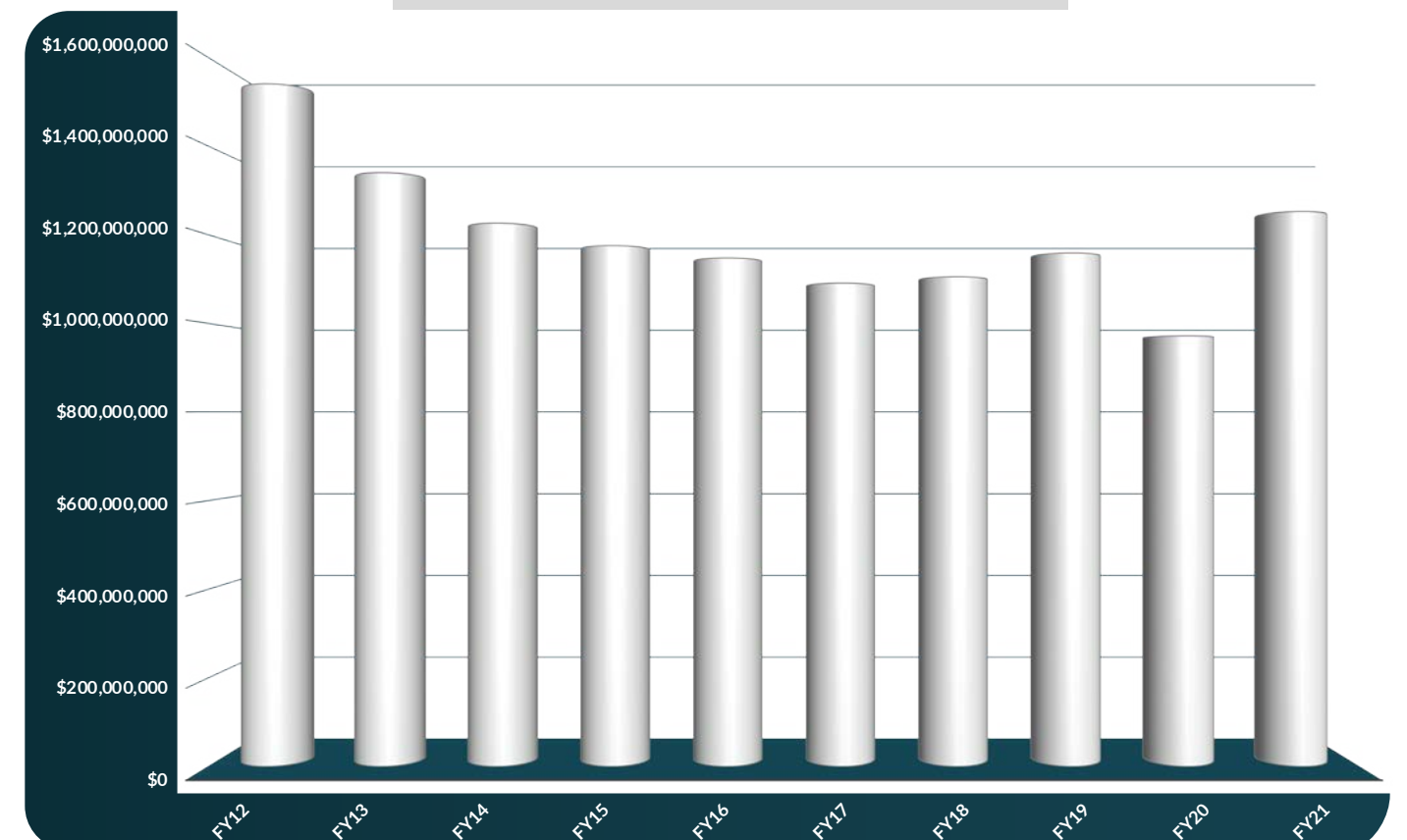
LOTTERY SALES BY PRODUCT LAST TEN YEARS



FINANCIAL IMPACT LAST TEN YEARS

TEN YEAR REVENUE Detailed Revenue Numbers

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
FY 2019	\$1,159,086,844
FY 2020	\$972,249,062
FY 2021	\$1,252,893,801



2021 PROGRESS REPORT



Produced in-house by
West Virginia Lottery Staff

James C. Justice
Governor

Dave Hardy
Revenue Secretary

John A. Myers
Lottery Director

West Virginia Lottery
900 Pennsylvania Avenue
Charleston, WV 25302
304.558.0500
wvlottery.com

