



FY2023
PROGRESS REPORT

FINANCIAL HIGHLIGHTS

\$1.3 BILLION

Generated in total revenue for Fiscal Year 2023.

\$576.5 MILLION

Transferred to the State of West Virginia.

Transferred:

\$80.0 MILLION

Senior Services

\$120.4 MILLION

Education

\$62.9 MILLION

Tourism

\$621.5 THOUSAND

Veterans' Services

\$46.1 MILLION

Infrastructure Council

\$136.6 MILLION

Other State Agencies

\$188.2 MILLION

State's General Fund

\$29.0 MILLION

Transferred to the PROMISE Scholarship Fund.

\$29.3 MILLION

Paid to county and local municipalities across the state from gaming revenue.

\$164.7 MILLION

Total awarded to players in traditional lottery prizes.

83%

Increase in Facebook followership.

400%

Increase in reach.

3.5%

Operating costs of total sales.

MESSAGE FROM THE DIRECTOR

It is my privilege to present to you the 2023 West Virginia Lottery Progress Report as we continue to celebrate the People of West Virginia and the nearly \$12.4 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 \$12.4 billion in gaming revenue for the State of West Virginia, with the majority of proceeds going to education, needs and programs for seniors and veterans, and tourism. Education has received more than \$3.8 billion in net Lottery profits, while nearly \$1.6 billion has been invested in senior services, and almost \$1.4 billion has gone towards the state's tourism industry.

Fiscal Year 2023 welcomed the second year of full-capacity operations after the shift in life, culture, and spending habits post-pandemic. Retailers and Limited Video Lottery establishments proved themselves capable of adapting with the shift, setting agency highs in sales and revenues.

The West Virginia Lottery registered total gross sales of \$1.3 billion, nearly \$290 million above projections. With this, the Lottery was able to allocate \$576.5 million in proceeds to the State. Traditional scratch-off and draw game sales totaled \$265.2 million, a record-breaking year.

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.



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PROCEEDS

SINCE 1986, MORE THAN
\$12.4 BILLION
IN WEST VIRGINIA LOTTERY
PROCEEDS HAVE BEEN
GENERATED.

THESE FUNDS ARE VITAL TO
TOMORROW'S LEADERS,
TODAY'S SENIORS AND
VETERANS, AND TO
FURTHERING THE BEAUTY
OF THE MOUNTAIN STATE.

EDUCATION

MORE THAN \$3.8 BILLION GENERATED

West Virginia Lottery proceeds improve the educational experience of West Virginia students from preschool through their college years. Since 1986, West Virginia has invested more than \$3.8 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 FY2023, 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 nearly \$876.0 million to the PROMISE Scholarship Program and in turn has helped 70,248 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.

VETERANS

MORE THAN \$20.3 MILLION GENERATED

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, among other programs. In FY2023, \$621.5 thousand was appropriated for veteran services throughout the state.



SENIORS

NEARLY \$1.6 BILLION GENERATED

West Virginia Lottery proceeds improve the quality of life of our seniors. Since 1986, the Lottery has generated almost \$1.6 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 \$80.0 million in FY2023.

TOURISM

NEARLY \$1.4 BILLION GENERATED

West Virginia Tourism continues to grow as the desire to be outside and explore the beautiful scenery of the Mountain State sits at an all-time high. The West Virginia Lottery is proud to help support this industry, and in FY2023, 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 \$62.3 million and brought the all-time total of Lottery proceeds used to help the State's Tourism industry to nearly \$1.4 billion.

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

TRADITIONAL GAMES

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

The West Virginia Lottery introduced 36 new instant games during Fiscal Year 2023 and those games were responsible for nearly 13 percent of total fiscal year sales, bringing in \$171.9 million in sales.

Draw games include the in-state drawing games of Daily 3, Daily 4, Cash 25, Keno Go Bonus, and CA\$H POP. Other draw 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 40% of draw sales in FY2023, and 2.8% of total fiscal sales and saw record-high sales after the largest jackpot in U.S. lottery history and two other jackpots ranking in the Top 10 all-time.



Instant Games for FY23 totaled \$171.9 million in sales, which was 64.8% of traditional Lottery sales. **1**



Powerball® sales for FY23 totaled more than \$37.3 million, which represented 14.1% of total traditional Lottery sales. **2**



Mega Millions® sales for FY23 totaled more than \$24.8 million, which accounted for 9.4% of traditional Lottery sales. **3**



Daily 3 sales for FY23 totaled more than \$7.5 million, which accounted for 2.8% of traditional Lottery sales. **4**



Lotto America® sales for FY23 totaled \$7.3 million, which was 2.7% of traditional Lottery sales. **5**



Daily 4 sales for FY23 totaled \$4.9 million, which was 1.8% of traditional Lottery sales. **6**



Keno Go sales for FY23 totaled more than \$4.7 million, which was 1.8% of traditional Lottery sales. **7**

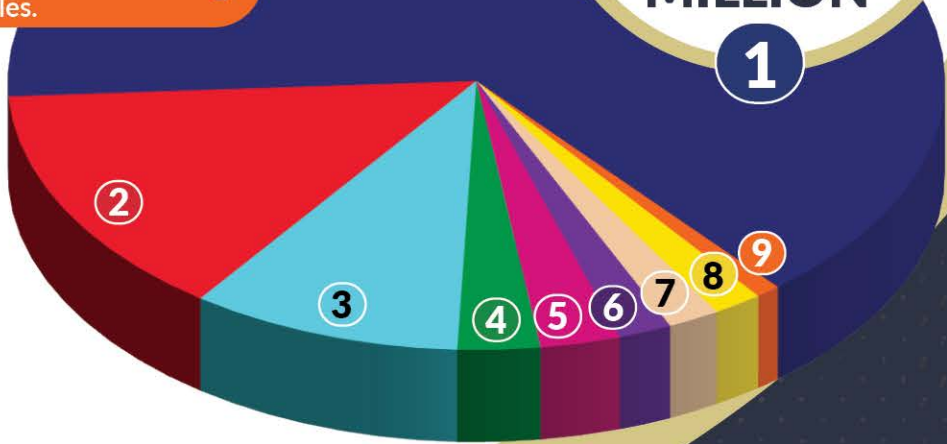


Cash 25 sales for FY23 totaled \$4.5 million, which was 1.7% of traditional Lottery sales. **8**



CA\$H POP sales for FY23 totaled \$2.3 million, which was 0.8% of traditional Lottery sales. **9**

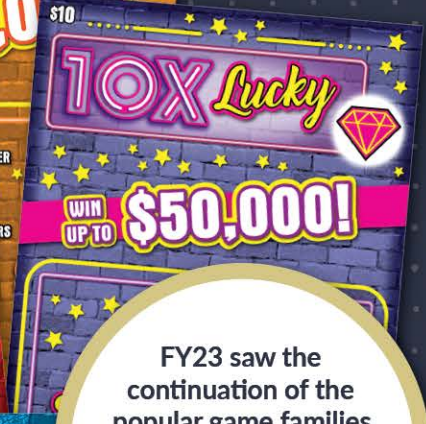
36
NEW INSTANT GAMES IN FY23
GENERATED
\$171.9
MILLION



NEW!
The first regular \$30 scratch-off joined the product mix and stood out from other instant games with its horizontal layout. Received well by players, this game featured a \$300,000 top prize!



Tiny Homes Take Me Home rang true with state pride and offered a second chance Collect 'N Win™ promotion with cash prizes and two players winning a tiny home!



FY23 saw the continuation of the popular game families launching the Lucky family in February and the Numbers family in August.



The successful WWE instant games were supported by a full advertising campaign and social media promotion with two winners receiving a trip to a WWE event!

TRADITIONAL RETAILERS

\$20,016,810

Paid to "Traditional" Lottery Retailers in Commission and Bonuses in FY2023!
Sales weighted and based on Lottery audited figures.



The West Virginia Lottery's continued success is largely attributed to its partnerships with around 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 a significant, positive impact on West Virginia's economy.

Lottery Marketing and Retailer Relations teams continue to find ways to innovate the purchasing process for both convenience and efficiency, but it is the retailer - the clerks, managers, and all those involved on the retail side - who ensure the customer is greeted with a welcoming and positive environment. In turn, our teams work diligently to establish an appreciation and gratitude for the retailers' successful promotion of traditional lottery products, as the initial contact with the customer, 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, special promotions, and sales. Just like all products in the retail environment, Lottery tickets require good placement and support in order to sell.

RETAILER COMMISSIONS AND BONUSES BY COUNTY

Kanawha	\$2,539,844	Mason	\$212,073
Berkeley	\$1,287,976	Brooke	\$195,322
Monongalia	\$999,943	Barbour	\$194,997
Raleigh	\$994,773	Hardy	\$193,883
Cabell	\$919,633	Braxton	\$183,320
Wood	\$873,414	Hampshire	\$171,010
Harrison	\$826,761	Morgan	\$164,476
Marion	\$726,090	Wetzel	\$163,521
Fayette	\$663,671	Taylor	\$162,280
Jefferson	\$616,206	Mingo	\$136,907
Mercer	\$587,457	Pocahontas	\$130,556
Greenbrier	\$528,996	Roane	\$126,513
Putnam	\$524,075	Grant	\$120,569
Hancock	\$516,620	Lincoln	\$118,187
Ohio	\$505,245	Ritchie	\$103,017
Randolph	\$479,680	Tucker	\$96,058
Logan	\$393,167	Summers	\$93,383
Nicholas	\$374,897	Tyler	\$90,927
Jackson	\$304,042	Clay	\$77,800
Preston	\$293,579	Webster	\$73,748
Upshur	\$286,707	Pleasants	\$59,444
Mineral	\$266,255	Gilmer	\$58,458
Marshall	\$253,356	Pendleton	\$52,801
Lewis	\$232,359	Monroe	\$49,068
Boone	\$229,087	Wirt	\$37,694
Wayne	\$227,926	Doddridge	\$36,823
Wyoming	\$216,796	Calhoun	\$31,119
McDowell	\$214,307		

*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, Keno Go, and CA\$H POP.

TOP 100 RETAILERS TOTAL FISCAL YEAR SALES 2023

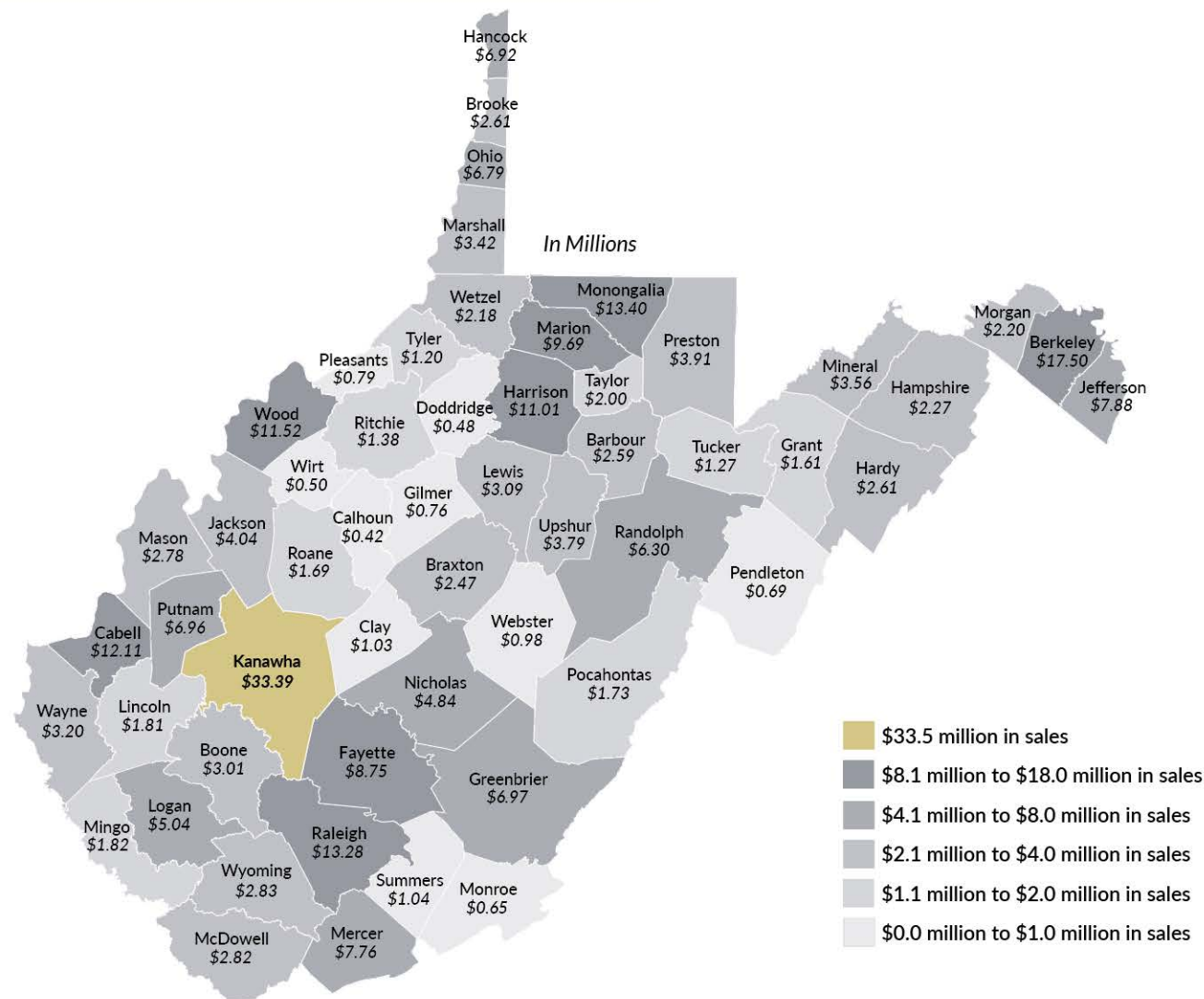
RETAILER	CITY	RETAILER	CITY
1 Par Mar Oil #84	Elkins	63 Grove Street Station	Petersburg
2 One Stop #8101	South Charleston	64 One Stop #8133	Sophia
3 Par Mar Oil #115	Charleston	65 Sheetz #155	Martinsburg
4 Sheetz #234	Weirton	66 Sheetz #168	Keyser
5 Sheetz #240	Charles Town	67 Go-Mart #84	Bridgeport
6 Sheetz #585	South Charleston	68 Little General Store #4080	Belle
7 Speedway	South Charleston	69 Par Mar Oil #10	Sistersville
8 Sheetz #425	Martinsburg	70 Little General Store #4095	Charleston
9 Sheetz #546	Martinsburg	71 Go-Mart #77	Rainelle
10 Sheetz #220	Martinsburg	72 D & J Video Rentals	Montgomery
11 Cheaper Cigs #4	Huntington	73 Sheetz #660	Barboursville
12 State Fair of West Virginia	Lewisburg	74 Little General Store #3015	Beckley
13 Go-Mart #37	Grafton	75 Kroger #778	Charleston
14 Falling Waters Exxon	Falling Waters	76 Rutter's	Martinsburg
15 Giant Eagle #59	Morgantown	77 Speedway #9177	Elkins
16 Welch Bantam Market	Welch	78 U Save Food Stores	Mount Nebo
17 Sheetz #143	Inwood	79 Kroger #772	Charleston
18 Sheetz #137	Kearneysville	80 Sheetz #171	Philippi
19 Little General Store #2240	Princeton	81 Little General Store #4120	Charleston
20 Go-Mart #32	Saint Albans	82 Par Mar Oil #97	Saint Albans
21 Co Mac #2	Oak Hill	83 Walmart #1703	Martinsburg
22 Sheetz #501	Clarksburg	84 Sheetz #640	Parkersburg
23 Sheetz #427	Huntington	85 Sheetz #456	Princeton
24 Sheetz #612	Charleston	86 Lucky Store	Northfork
25 South Branch Station	Moorefield	87 Sheetz #516	Bridgeport
26 One Stop #8109	South Charleston	88 Go-Mart #24	Charleston
27 Sheetz #144	Moorefield	89 Sheetz #438	Charles Town
28 Quick Check	Oak Hill	90 Little General Store #2350	Beckley
29 Sheetz #349	Morgantown	91 Go-Mart #22	Cedar Grove
30 Kroger #803	Weirton	92 7-Eleven #28303A	Berkeley Springs
31 Mountaineer Rocs #634	Martinsburg	93 Co Mac #1	Beckley
32 7-Eleven #28531/28310B	Hedgesville	94 U Save Food Stores #4	Craigsville
33 Winners Corner Wv	White Hall	95 Go-Mart #98	Lewisburg
34 King Street BP #625	Martinsburg	96 Go-Mart #20	Nitro
35 One Stop #8508	Charleston	97 One Stop #8111	Charleston
36 Sheetz #604	Morgantown	98 Go-Mart #04	Weston
37 Rutter's	Inwood	99 Go-Mart #92	Gassaway
38 Sheetz #482	Beckley	100 Moler Avenue Rocs #636	Martinsburg
39 Neely's Grocery	Wheeling		
40 Giant Eagle #58	Morgantown		
41 Inwood BP2 #631	Inwood		
42 Sheetz #174	Belington		
43 Go-Mart #90	Elkins		
44 South End Rocs #622	Martinsburg		
45 Martin's Food Market #6107	Martinsburg		
46 Sheetz #486	Morgantown		
47 7-Eleven #17109B	Keyser		
48 Sheetz #182	Bridgeport		
49 Speedway #3960	Charleston		
50 Sheetz #180	Romney		
51 Par Mar Oil #16	Saint Albans		
52 Little General Store #2390	Beckley		
53 Sheetz #494	Scott Depot		
54 Roy's Service Center And Grocery	Berkeley Springs		
55 Go-Mart #50	Beckley		
56 Sheetz #126	Berkeley Springs		
57 Sheetz #429	Triadelphia		
58 Sheetz #690	Morgantown		
59 Bigley Piggly Wiggly	Charleston		
60 Sheetz #626	Fairmont		
61 Clark's Pump N' Shop #6	Wayne		
62 Kroger #755	Morgantown		

TOP TEN CHAIN RETAILERS

-  **gomart®**
(102 Stores)
- Sheetz (57 Stores)
- Par Mar (119 Stores)
- Little General, Inc. (109 Stores)
- Speedway (55 Stores)
- Walmart Stores East, LP (47 Stores)
- 7-Eleven (54 Stores)
- CAPL Retail (30 Stores)
- Kroger Co. (39 Stores)
- BFS Foods (39 Stores)

*Total sales

TRADITIONAL SALES



Kanawha (149)	\$33,394,379	Preston (42)	\$3,913,277	Lincoln (11)	\$1,806,385
Berkeley (82)	\$17,497,777	Upshur (30)	\$3,793,123	Pocahontas (13)	\$1,729,673
Monongalia (86)	\$13,398,089	Mineral (22)	\$3,556,699	Roane (9)	\$1,686,379
Raleigh (60)	\$13,279,034	Marshall (23)	\$3,415,842	Grant (9)	\$1,610,769
Cabell (71)	\$12,113,033	Wayne (22)	\$3,199,734	Ritchie (7)	\$1,380,349
Wood (79)	\$11,520,030	Lewis (23)	\$3,090,643	Tucker (7)	\$1,271,429
Harrison (71)	\$11,011,514	Boone (25)	\$3,005,262	Tyler (6)	\$1,204,525
Marion (61)	\$9,690,829	Wyoming (20)	\$2,834,061	Summers (9)	\$1,041,419
Fayette (49)	\$8,749,022	McDowell (17)	\$2,818,868	Clay (6)	\$1,031,028
Jefferson (49)	\$7,878,201	Mason (25)	\$2,778,723	Webster (5)	\$983,814
Mercer (53)	\$7,755,073	Hardy (15)	\$2,612,624	Pleasants (6)	\$785,804
Greenbrier (44)	\$6,973,628	Brooke (19)	\$2,607,558	Gilmer (5)	\$756,267
Putnam (41)	\$6,957,682	Barbour (11)	\$2,592,889	Pendleton (8)	\$694,589
Hancock (49)	\$6,922,243	Braxton (14)	\$2,465,599	Monroe (6)	\$649,258
Ohio (56)	\$6,792,689	Hampshire (15)	\$2,267,538	Wirt (4)	\$501,073
Randolph (29)	\$6,297,672	Morgan (9)	\$2,200,811	Doddridge (3)	\$479,256
Logan (45)	\$5,037,673	Wetzel (18)	\$2,176,388	Calhoun (4)	\$417,076
Nicholas (26)	\$4,841,710	Taylor (9)	\$2,001,586		
Jackson (21)	\$4,035,218	Mingo (16)	\$1,818,015		

*Number in parenthesis represents the number of retailers per county.

MARKETING

PROMOTIONS are planned and executed by the West Virginia Lottery Marketing Team at a wide range of events across the state each year to increase awareness of Lottery proceeds, traditional scratch-off and draw games, and to support the community.

FY2023 welcomed another season full of fairs, festivals, and remotes for the Marketing Team who executed nearly 40 promotions around the state, including multi-day events. The Lottery sponsors annual events such as the Upper Ohio Valley Italian Festival in Wheeling, the WV State Fair in Fairlea, the Elkins Forest Festival, the Italian Heritage Festival in Clarksburg, Apple Butter Festival in Berkeley Springs, and Chilifest in Huntington.

To create a positive atmosphere for the communities, the Lottery conducts promotions and is a proud sponsor of West Virginia University and Marshall University Athletics, Charleston Dirty Birds Baseball, Wheeling Nailers Hockey, the West Virginia Symphony Orchestra, and other organizations.

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 offered.



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

The West Virginia Lottery Social Media Team continued to climb upward in multiple insight statistics in Fiscal Year 2023, including an incredible rise in reach by over 400 percent. Visits to the Lottery's Facebook page increased by nearly 65 percent, and the page grew with more than 2,000 new followers, an 83 percent upsurge.

In FY2023, the team was approached by META (Facebook) about partnering for a multi-state study on the effectiveness of influencers to promote Lottery products. A campaign was launched to feature the Lottery's Halloween-themed ticket lineup in coordination with three West Virginia "haunted attractions", and it was incredibly successful by both social media metrics and instant ticket sales. The campaign was later named a finalist in the Hickey Awards Digital and Special Events Promotion category at the 2023 NASPL (North American Association of State and Provincial Lotteries) Conference.

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

ADVERTISING is key in getting the word out about our Lottery games. The Lottery utilizes TV, radio, digital advertising, social media, and outdoor ads to promote the myriad of traditional Lottery games we offer. In FY2023, Gas Station Television (GSTV) was added to the media mix to promote the holiday games. Compared to the previous year, the Lottery saw an increase in sales for these instant games during this period.

The FY2023 YES! television campaign featured various Lottery winner moments and the mishaps of winning while participating in everyday activities. The message was relatable to all demographics who may have found themselves in similar situations. In addition, the Lottery's "When you play, you say YES to West Virginia" Proceeds campaign was named a finalist in the Batchy Awards Television Advertising Corporate/Beneficiary category at the 2023 NASPL Conference.



VIDEO LOTTERY & 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, 2023, the West Virginia Lottery Commission had an average of 4,640 terminals available for play at the four racetracks in the state. Racetrack Video Lottery sales were 37.6 percent of total 2023 fiscal sales.

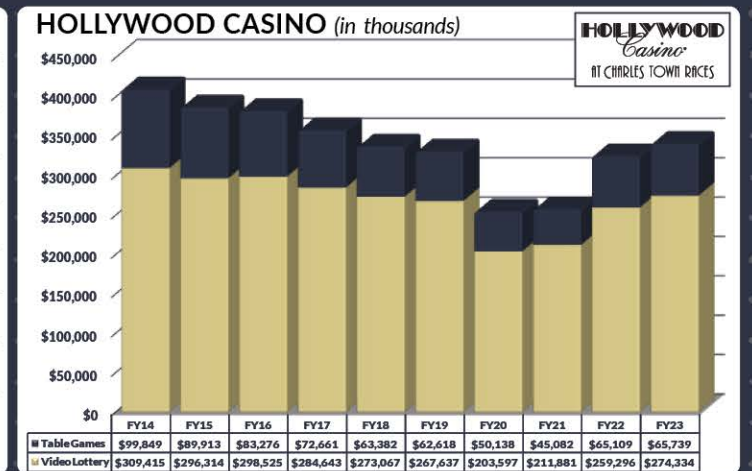
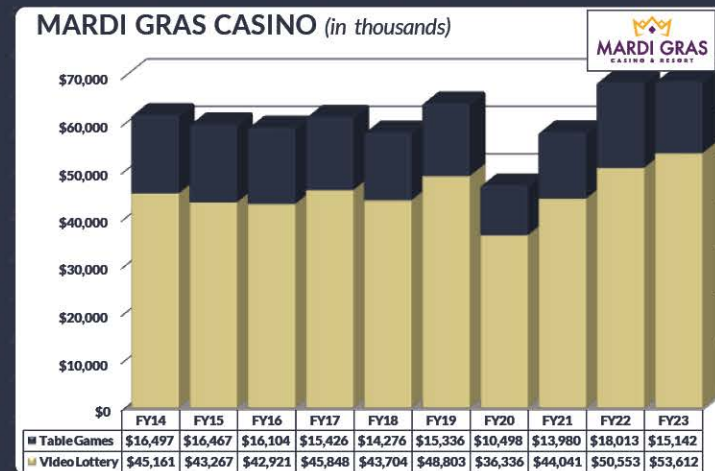
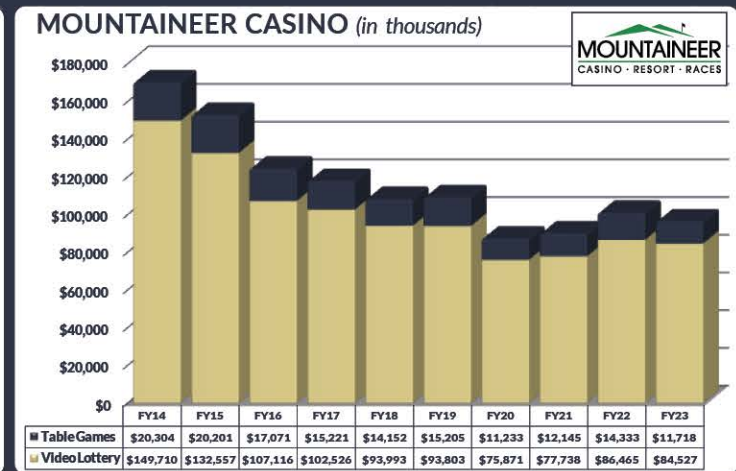
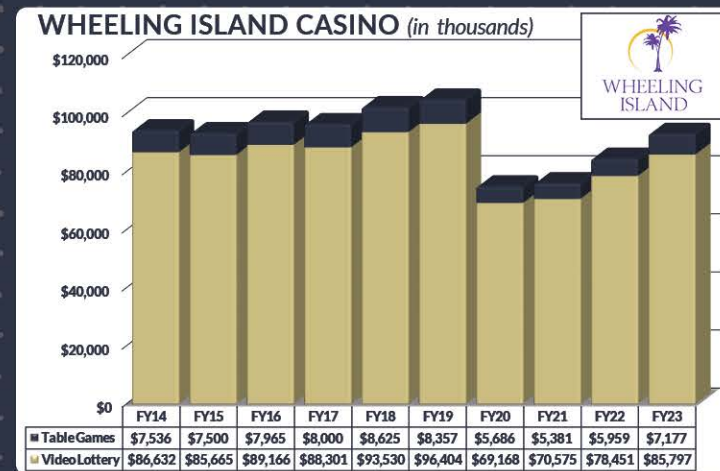
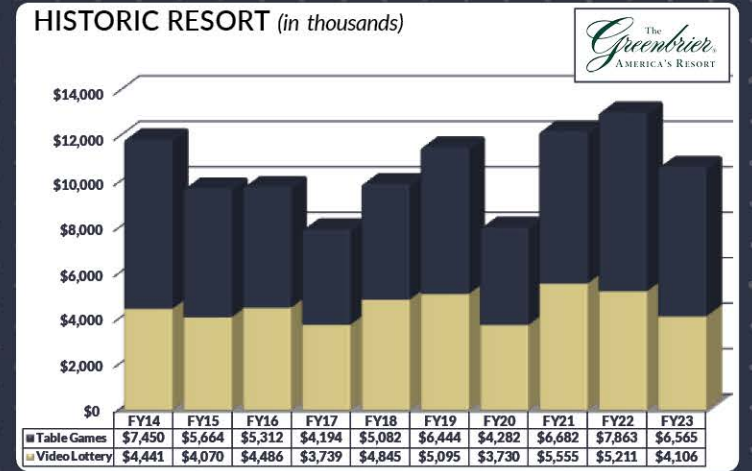
TABLE GAMES were implemented in Fiscal Year 2008 when the West Virginia Legislature passed the Racetrack Table Games Act, making table games available to the four racetracks in the state subject to passage of local referendums. In October 2007, two racetracks (Mountaineer Casino Racetrack & Resort and 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 2.6 percent of total 2023 fiscal sales.

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.

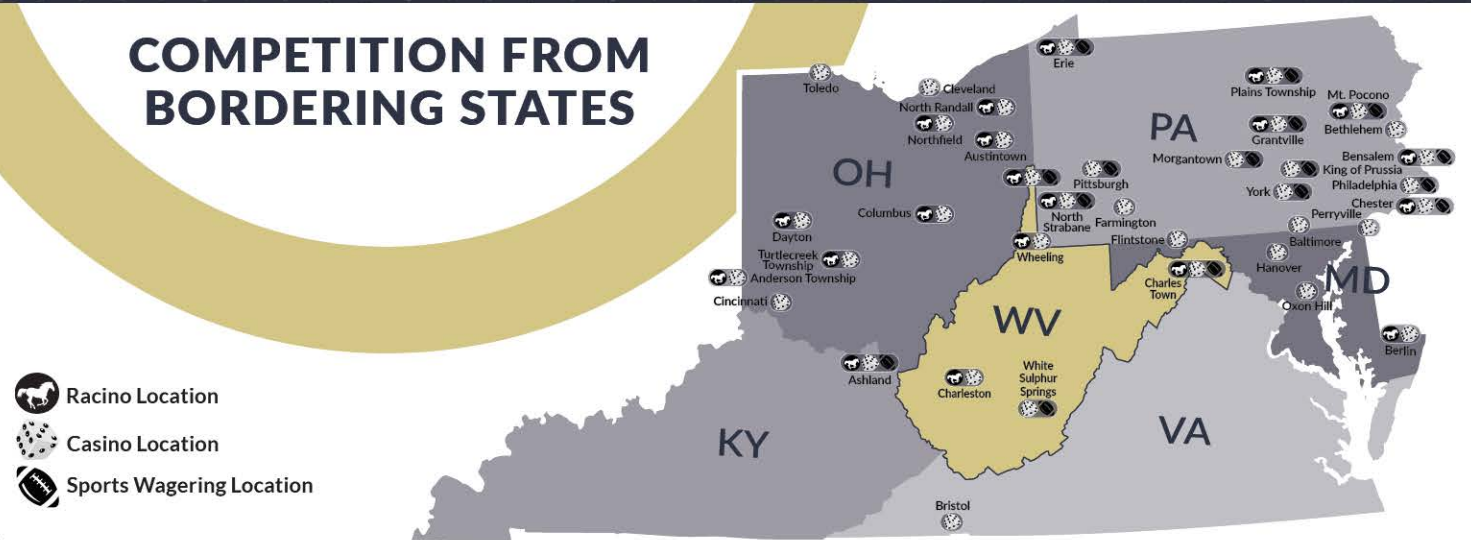
LIMITED VIDEO LOTTERY games were approved by the Legislature in April 2001. The legislation provides up to 9,000 video lottery terminals to be placed in retailer locations with specific types of West Virginia Alcohol Beverage Control Administration licenses. The first terminals were enabled for play on December 17, 2001. A total of 8,648 terminals were operating at licensed retail locations throughout the state as of June 30, 2023. Limited video lottery sales were 37.3 percent of total 2023 fiscal sales at 1,200 operating retailer locations.

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.

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



PENNSYLVANIA

- Mohegan Sun
- Penn National
- Parx
- Sands Bethlehem
- Harrah's Philadelphia
- The Rivers
- Presque Isle
- Sugar House
- The Meadows Valley Forge
- Mount Airy
- Nemaquin
- Hollywood Morgantown
- Hollywood York

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

MARYLAND

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

KENTUCKY

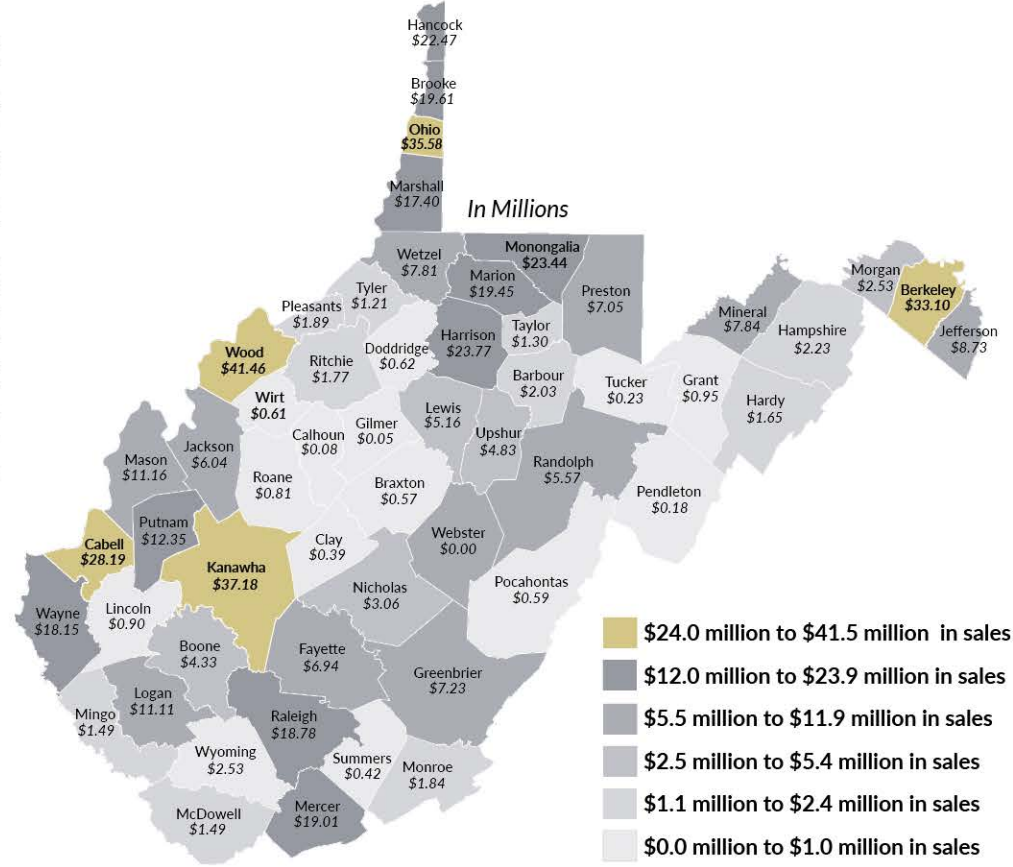
- Sandy's Racing | Gaming

VIRGINIA

- Hard Rock Hotel & Casino

LIMITED VIDEO LOTTERY

1	Wood	\$41,458,679
2	Kanawha	\$37,176,627
3	Ohio	\$35,577,562
4	Berkeley	\$33,097,405
5	Cabell	\$28,189,891
6	Harrison	\$23,770,149
7	Monongalia	\$23,438,996
8	Hancock	\$22,474,067
9	Brooke	\$19,609,542
10	Marion	\$19,446,613
11	Mercer	\$19,008,468
12	Raleigh	\$18,782,220
13	Wayne	\$18,146,292
14	Marshall	\$17,399,837
15	Putnam	\$12,345,259
16	Mason	\$11,159,537
17	Logan	\$11,113,775
18	Jefferson	\$8,733,711
19	Mineral	\$7,835,312
20	Wetzel	\$7,810,990
21	Greenbrier	\$7,234,142
22	Preston	\$7,049,082
23	Fayette	\$6,941,762
24	Jackson	\$6,042,600
25	Randolph	\$5,570,712
26	Lewis	\$5,164,566
27	Upshur	\$4,828,945
28	Boone	\$4,333,393
29	Nicholas	\$3,062,935
30	Morgan	\$2,529,609
31	Hampshire	\$2,233,273
32	Barbour	\$2,026,055
33	Pleasants	\$1,891,440
34	Monroe	\$1,841,117
35	Ritchie	\$1,772,659
36	Hardy	\$1,649,521
37	McDowell	\$1,492,417
38	Mingo	\$1,492,072
39	Taylor	\$1,304,859
40	Tyler	\$1,210,350
41	Wyoming	\$986,841



42	Grant	\$948,813
43	Lincoln	\$904,042
44	Roane	\$810,629
45	Doddridge	\$619,857
46	Wirt	\$610,671
47	Pocahontas	\$591,843
48	Braxton	\$567,568
49	Summers	\$415,440
50	Clay	\$393,002
51	Tucker	\$226,787
52	Pendleton	\$181,771
53	Calhoun	\$84,147
54	Gilmer	\$50,053
55	Webster	\$0

TOTAL: \$493,637,901

LIMITED VIDEO LOTTERY PROCEEDS TO COUNTIES/MUNICIPALITIES

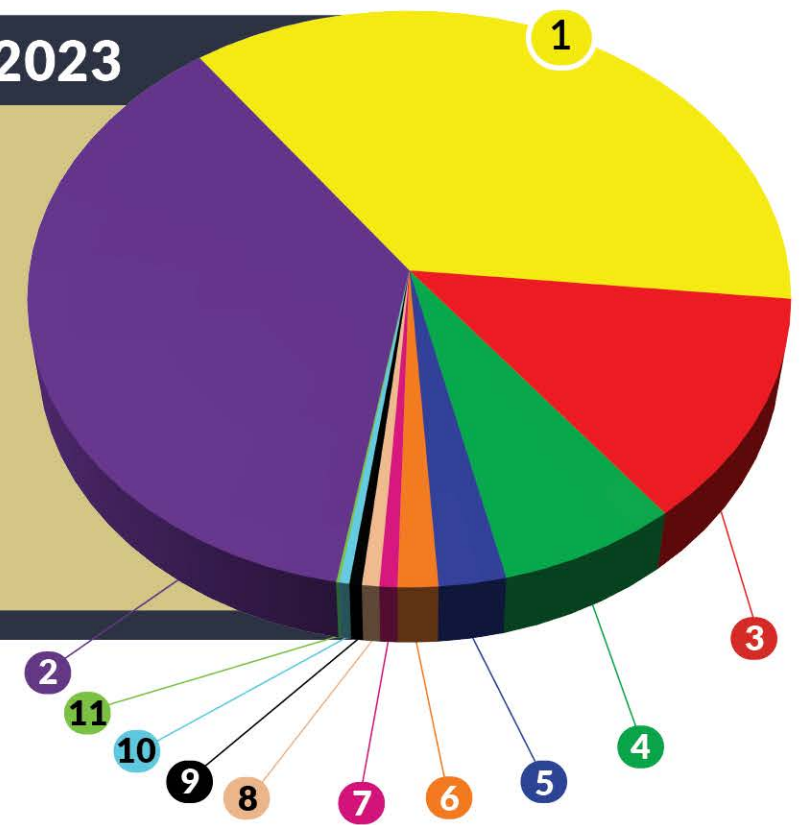
1	Wood	\$812,624
2	Kanawha	\$728,656
3	Ohio	\$697,323
4	Berkeley	\$648,709
5	Cabell	\$552,522
6	Harrison	\$465,893
7	Monongalia	\$459,460
8	Hancock	\$440,492
9	Brooke	\$384,347
10	Marion	\$381,154
11	Mercer	\$372,566
12	Raleigh	\$368,128
13	Wayne	\$355,667
14	Marshall	\$341,072
15	Putnam	\$241,888
16	Mason	\$218,727
17	Logan	\$217,830
18	Jefferson	\$171,181
19	Mineral	\$153,572
20	Wetzel	\$153,095
21	Greenbrier	\$141,789
22	Preston	\$138,162
23	Fayette	\$136,059
24	Jackson	\$118,435
25	Randolph	\$109,186
26	Lewis	\$101,225
27	Upshur	\$94,647
28	Boone	\$84,934
29	Nicholas	\$60,034
30	Morgan	\$49,580
31	Hampshire	\$43,772
32	Barbour	\$39,711
33	Pleasants	\$37,072
34	Monroe	\$36,086
35	Ritchie	\$34,744
36	Hardy	\$32,331
37	McDowell	\$29,251
38	Mingo	\$29,245
39	Taylor	\$25,575
40	Tyler	\$23,723
41	Wyoming	\$19,342
42	Grant	\$18,597
43	Lincoln	\$17,719
44	Roane	\$15,888
45	Doddridge	\$12,149
46	Wirt	\$11,969
47	Pocahontas	\$11,600
48	Braxton	\$11,124
49	Summers	\$8,143
50	Clay	\$7,703
51	Tucker	\$4,445
52	Pendleton	\$3,563
53	Calhoun	\$1,649
54	Gilmer	\$981
55	Webster	\$0

TOTAL: \$9,675,341

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

FISCAL YEAR REVENUE 2023

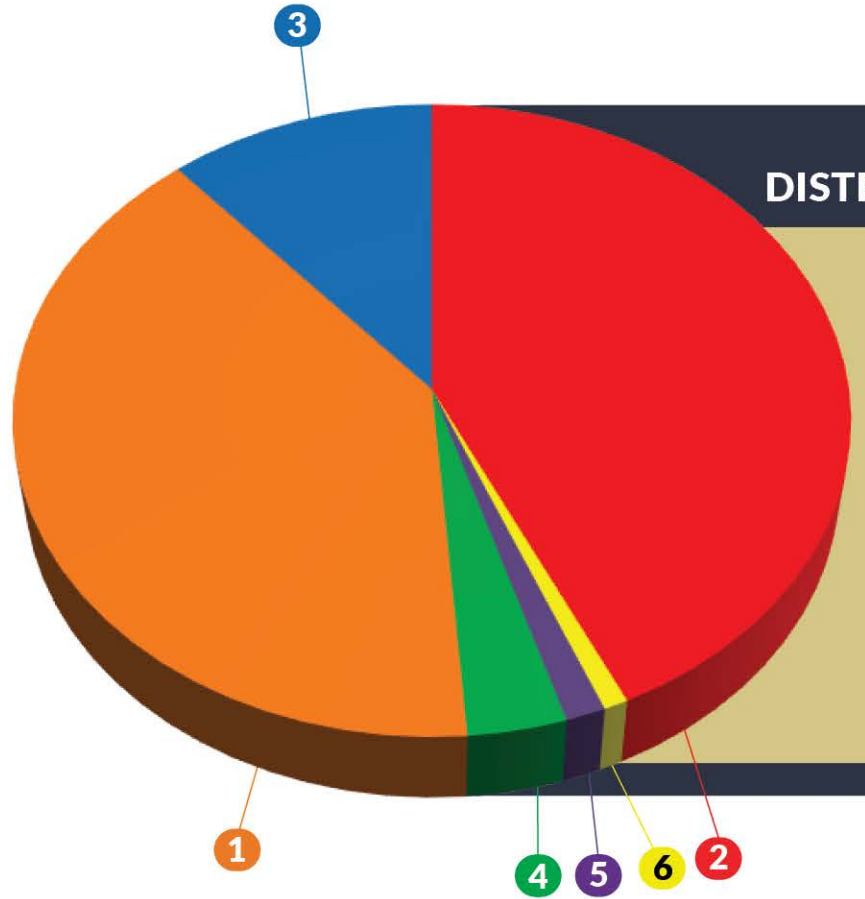
- 1 \$498.3 RACETRACK VIDEO LOTTERY
- 2 \$493.6 LIMITED VIDEO LOTTERY¹
- 3 \$171.9 INSTANT GAMES
- 4 \$93.3 DRAW GAMES²
- 5 \$34.9 TABLE GAMES (tax)
- 6 \$20.8 INTERACTIVE WAGERING
- 7 \$9.3 NONOPERATING INCOME
- 8 \$8.9 LICENSE AND PERMIT FEES
- 9 \$6.4 HISTORIC RESORT
- 10 \$5.3 SPORTS WAGERING
- 11 \$1.5 MISCELLANEOUS



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

FISCAL YEAR 2023 EXPENSES, DISTRIBUTIONS, AND NET INCOME

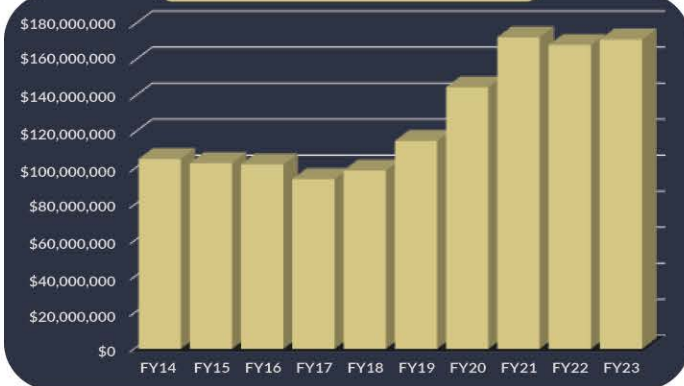
- 1 \$576.5 DISTRIBUTED TO THE STATE OF WEST VIRGINIA
- 2 \$534.4 PAID IN COMMISSIONS
- 3 \$164.7 PRIZES PAID TO TRADITIONAL PLAYERS
- 4 \$46.9 ADMINISTRATIVE EXPENSES
- 5 \$18.9 DISTRIBUTED TO MUNICIPALITIES AND COUNTIES
- 6 \$11.6 DISTRIBUTED TO THE CAPITAL REINVESTMENT FUND



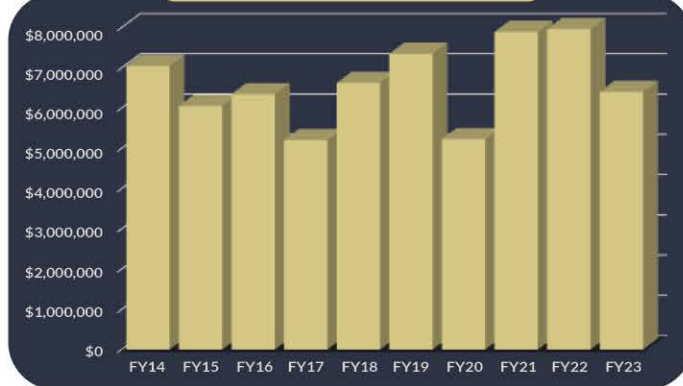
*In Millions

SALES BY PRODUCT LAST TEN YEARS

INSTANT SALES



HISTORIC RESORT



DRAW SALES

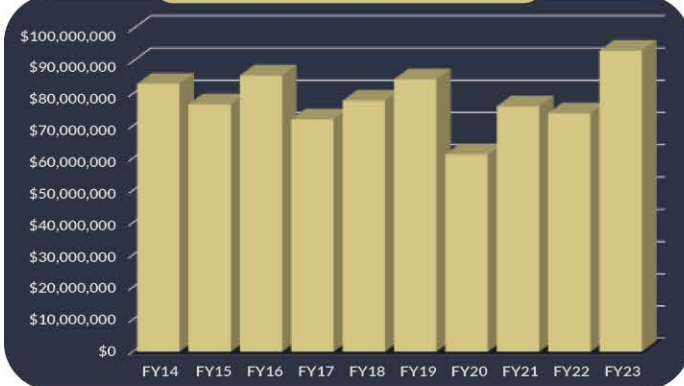
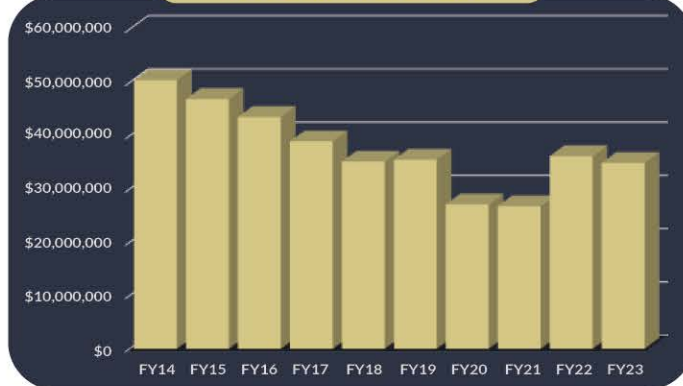
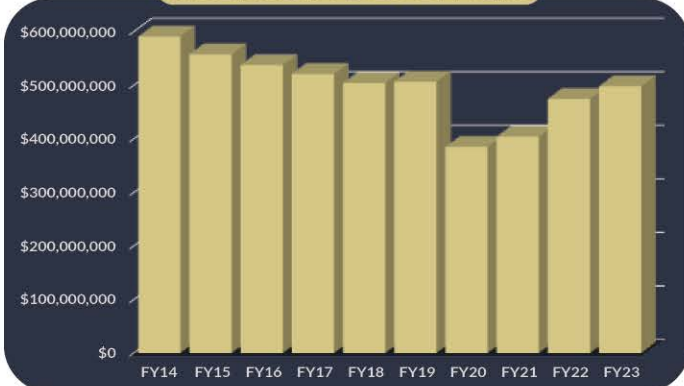


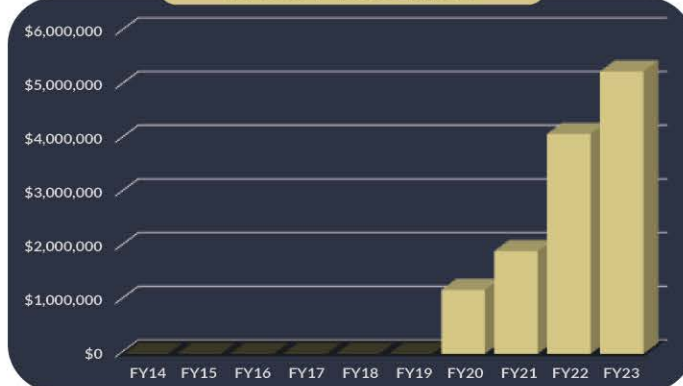
TABLE GAMES SALES



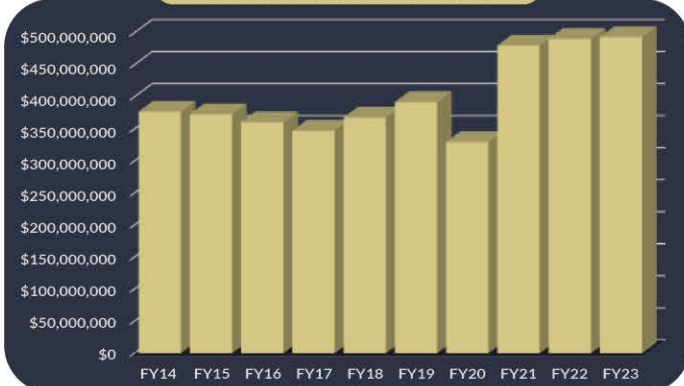
RACETRACK VIDEO LOTTERY



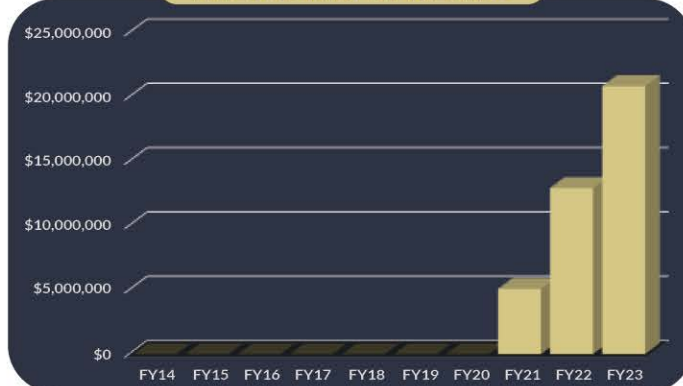
SPORTS WAGERING



LIMITED VIDEO LOTTERY



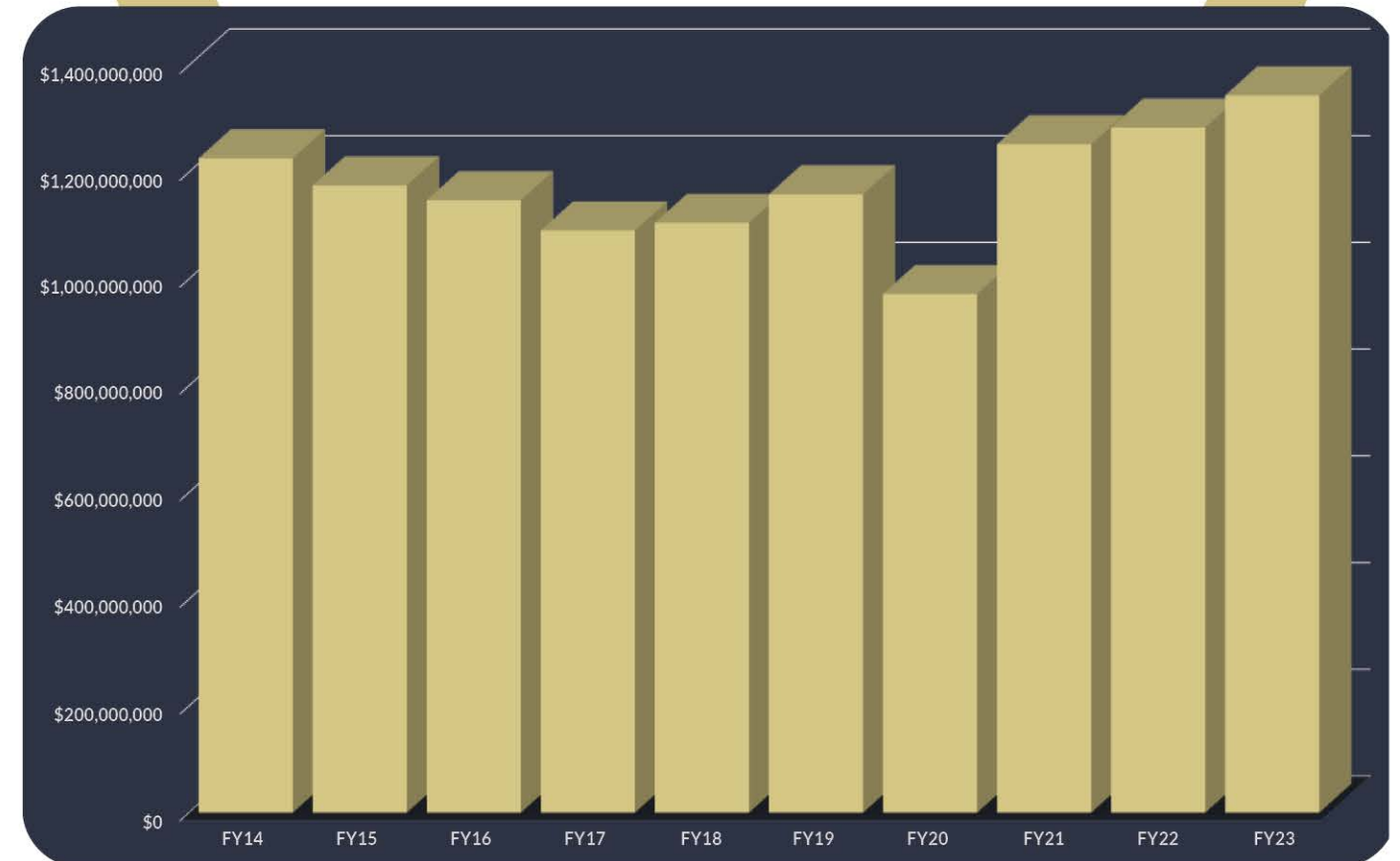
INTERACTIVE WAGERING



FINANCIAL IMPACT LAST TEN YEARS

TEN YEAR REVENUE Detailed Revenue Numbers

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
FY 2022	\$1,284,149,192
FY 2023	\$1,344,207,228





2023 PROGRESS REPORT

Produced in-house by
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