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JOHN A. MYERS
DIRECTOR

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wvlottery.com

MEMORANDUM

TO: Joint Committee on Government and Finance
FROM: John A. Myers, Director

A handwritten signature in blue ink, appearing to read "John A. Myers".

RE: Monthly Report on Lottery Operations
Month Ending September 30, 2019

DATE: October 18, 2019

This report of the Lottery operations is provided pursuant to the State Lottery Act.

Financial statements of the Lottery for the month ending September 30, 2019 are attached. Lottery revenue, which includes on-line, instant, video lottery sales, table games, and historic resort, was \$91,145,455 for the month of September.

Transfers of lottery revenue totaling \$39,529,402 made for the month of September to the designated state agencies per Senate Bill 160, Veterans Instant Ticket Fund, Racetrack Video Lottery Act (§29-22A-10), and the Racetrack Table Games Act (§29-22C-27). The amount transferred to each agency is shown in Note 11 on pages 19 and 20 of the attached financial statements.

The number of traditional and limited retailers active as of September 30, 2019 was 1,494 and 1,246 respectively.

A listing of the names and amounts of prize winners has been provided to the Clerk of the Senate, the Clerk of the House and Legislative Services.

If any member of the Committee has questions concerning the Lottery, please call me. Also if any members of the Legislature wish to visit the Lottery offices, I would be pleased to show them our facilities and discuss the Lottery with them.

JAM
Attachment

pc: Honorable Jim Justice, Governor
Dave Hardy, Cabinet Secretary – Dept. of Revenue
John Perdue, Treasurer
J. B. McCuskey, Auditor
Members of the West Virginia Lottery Commission

WEST VIRGINIA LOTTERY

STATE OF WEST VIRGINIA

**FINANCIAL STATEMENTS
-UNAUDITED-**

September 30, 2019

WEST VIRGINIA LOTTERY

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WEST VIRGINIA LOTTERY
STATEMENT OF NET POSITION
(In Thousands)
-Unaudited-

ASSETS	September 30, 2019	June 30, 2019
Current Assets:		
Cash and cash equivalents	\$ 184,473	\$ 190,837
Accounts receivable	33,049	33,581
Inventory	694	641
Other assets	1,808	1,790
Total Current Assets	<u>220,024</u>	<u>226,849</u>
Capital assets	61,552	61,552
Less accumulated depreciation and amortization	<u>(15,598)</u>	<u>(15,179)</u>
Net Capital Assets	<u>45,954</u>	<u>46,373</u>
Total Noncurrent Assets	<u>45,954</u>	<u>46,373</u>
Total Assets	<u>\$ 265,978</u>	<u>\$ 273,222</u>
Deferred outflows of resources	<u>\$ 1,306</u>	<u>\$ 1,306</u>
Total assets and deferred outflows	<u>\$ 267,284</u>	<u>\$ 274,528</u>
Current Liabilities:		
Accrued nonoperating distributions to the State of West Virginia	\$ 160,408	\$ 162,718
Estimated prize claims	15,004	14,918
Accounts payable	2,020	2,260
Other accrued liabilities	<u>32,565</u>	<u>37,345</u>
Total Current Liabilities	<u>209,997</u>	<u>217,241</u>
Deferred inflows	<u>\$ 1,666</u>	<u>1,666</u>
Net Position:		
Net Investment in capital assets	45,954	46,373
Unrestricted	<u>9,667</u>	<u>9,248</u>
Total Net Position	<u>55,621</u>	<u>55,621</u>
Total net position, liabilities, and deferred inflows	<u>\$ 267,284</u>	<u>\$ 274,528</u>

The accompanying notes are an integral part of these financial statements.

WEST VIRGINIA LOTTERY
STATEMENTS OF REVENUES, EXPENSES AND CHANGES IN FUND NET POSITION
FOR THE THREE MONTH PERIOD ENDED SEPTEMBER 30, 2019
(In Thousands)
-Unaudited-

	CURRENT MONTH		YEAR TO DATE	
	2020	2019	2020	2019
Lottery revenues				
On-line games	\$ 5,078	\$ 5,652	\$ 15,301	\$ 17,964
Instant games	9,626	8,835	30,501	25,479
Racetrack video lottery	40,530	42,922	126,230	131,008
Limited video lottery	31,551	30,887	97,934	94,098
Table games	3,289	2,992	8,809	9,009
Historic resort	681	827	1,736	2,186
Sports wagering	391	207	614	207
	<u>91,146</u>	<u>92,322</u>	<u>281,125</u>	<u>279,951</u>
Less commissions				
On-line games	331	393	1,041	1,261
Instant games	674	617	2,135	1,780
Racetrack video lottery	22,236	23,549	69,255	71,876
Limited video lottery	15,460	15,135	47,988	46,108
Table games	1,395	1,269	3,737	3,822
Historic resort	336	431	912	1,148
	<u>40,432</u>	<u>41,394</u>	<u>125,068</u>	<u>125,995</u>
Less on-line prizes	2,120	2,727	7,223	9,130
Less instant prizes	6,449	5,867	20,422	17,091
Less ticket costs	92	89	288	279
Less vendor fees and costs	944	1,013	1,989	1,621
	<u>9,605</u>	<u>9,696</u>	<u>29,922</u>	<u>28,121</u>
	<u>41,109</u>	<u>41,232</u>	<u>126,135</u>	<u>125,835</u>
Gross profit				
Administrative expenses				
Advertising and promotions	455	890	1,541	1,832
Wages and related benefits	870	827	2,652	2,671
Telecommunications	55	10	133	207
Contractual and professional	529	811	1,366	1,657
Rental	-	12	39	64
Depreciation and amortization	140	139	419	419
Other administrative expenses	221	136	572	562
	<u>2,270</u>	<u>2,825</u>	<u>6,722</u>	<u>7,412</u>
Other Operating Income	392	1,024	2,726	1,893
	<u>39,231</u>	<u>39,431</u>	<u>122,139</u>	<u>120,316</u>
Operating Income				
Nonoperating income (expense)				
Investment income	259	201	1,134	717
Distributions to municipalities and counties	(618)	(605)	(1,920)	(1,844)
Distributions -capital reinvestment	(20)	(28)	(59)	(74)
Distributions to the State of West Virginia	(38,852)	(38,999)	(121,294)	(119,115)
	<u>(39,231)</u>	<u>(39,431)</u>	<u>(122,139)</u>	<u>(120,316)</u>
	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
Net income				
Net position, beginning of period	55,621	55,199	55,621	55,199
Net position, end of period	<u>\$ 55,621</u>	<u>\$ 55,199</u>	<u>\$ 55,621</u>	<u>\$ 55,199</u>

The accompanying notes are an integral part of these financial statements.

**WEST VIRGINIA LOTTERY
STATEMENTS OF CASH FLOWS
FOR THE THREE MONTH PERIOD ENDED SEPTEMBER 30, 2019**

(In Thousands)
-Unaudited-

	2020	2019
Cash flows from operating activities:		
Cash received from customers and other sources	\$ 284,383	\$ 281,808
Cash payments for:		
Personnel costs	(2,652)	(2,671)
Suppliers	(4,314)	(2,598)
Other operating costs	(153,831)	(154,262)
Cash provided by operating activities	<u>123,586</u>	<u>122,277</u>
Cash flows from noncapital financing activities:		
Nonoperating distributions to the State of West Virginia	(123,604)	(135,762)
Distributions to municipalities and counties	(1,931)	(1,851)
Distributions to racetrack from racetrack cap. reinv. fund	(5,541)	(5,224)
Cash used in noncapital financing activities	<u>(131,076)</u>	<u>(142,837)</u>
Cash flows from capital and related financing activities:		
Purchases of capital assets	<u>-</u>	<u>-</u>
Cash flows from investing activities:		
Investment earnings received	<u>1,126</u>	<u>697</u>
Increase (decrease) in cash and cash equivalents	(6,364)	(19,863)
Cash and cash equivalents - beginning of period	190,837	146,661
Cash and cash equivalents - end of period	\$ <u>184,473</u>	\$ <u>126,798</u>
Reconciliation of operating income to net cash provided by operating activities:		
Operating income	\$ 122,139	\$ 120,316
Adjustments to reconcile operating income to cash provided by operating activities:		
Depreciation and amortization	419	419
Changes in operating assets and liabilities:		
(Increase) decrease in accounts receivable	532	(36)
(Increase) decrease in inventory	(53)	(122)
(Increase) decrease in other assets	(10)	(7)
Increase (decrease) in estimated prize claims	86	(1,139)
Increase (decrease) in accounts payable	(240)	413
Increase (decrease) in other accrued liabilities	713	2,433
Cash provided by operating activities	<u>\$ 123,586</u>	<u>\$ 122,277</u>

The accompanying notes are an integral part of these financial statements.

WEST VIRGINIA LOTTERY
NOTES TO FINANCIAL STATEMENTS
-Unaudited-

NOTE 1 - LEGISLATIVE ENACTMENT

The West Virginia Lottery (Lottery) was established by the State Lottery Act (Act) passed April 13, 1985, which created a special fund in the State Treasury designated as the "State Lottery Fund." The purpose of the Act was to establish and implement a state-operated lottery under the supervision of a state lottery commission (Commission) and a director. The Commission, consisting of seven members and the Director are appointed by the Governor. Under the Act, the Commission has certain powers and the duty to establish rules for conducting games, to select the type and number of gaming systems or games and to enter into contracts and agreements, and to do all acts necessary or incidental to the performance of its duties and exercise of its power and duty to operate the Lottery in a highly efficient manner. The Act provides that a minimum annual average of 45% of the gross amount received from each lottery shall be allocated for prizes and also provides for certain limitations on expenses necessary for operation and administration of the Lottery. To the extent available, remaining net profits are to be distributed to the State of West Virginia. As the State is able to impose its will over the Lottery, the Lottery is considered a component unit of the State and its financial statements are presented in the comprehensive annual financial report of the State as a blended proprietary fund component unit.

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

A summary of the significant accounting policies of the Lottery is presented below.

BASIS OF PRESENTATION – The West Virginia Lottery is a component unit of the State of West Virginia, and is accounted for as a proprietary fund special purpose government engaged in business type activities. In accordance with Governmental Accounting Standards Board (GASB) Statement No. 34, "Basic Financial Statements and Management's Discussion and Analysis for State and Local Governments," and with accounting principles generally accepted in the United States of America, the financial statements are prepared on the accrual basis of accounting which requires recognition of revenue when earned and expenses when incurred. As permitted by Governmental Accounting Standards Board (GASB) Statement No. 20, "*Accounting and Financial Reporting for Proprietary Funds and Other Governmental Entities That Use Proprietary Fund Accounting*," the Lottery has elected not to adopt Financial Accounting Standards Board (FASB) statements and interpretations issued after November 30, 1989 unless the GASB specifically adopts such FASB statements or interpretations.

The Lottery is included in the State's basic financial statements as a proprietary fund and business type activity using the accrual basis of accounting. Because of the Lottery's presentation in these financial statements as a special purpose government engaged in business type activities, there may be differences in presentation of amounts reported in these financial statements and the basic financial statements of the State as a result of major fund determination.

USE OF ESTIMATES – The preparation of the financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make certain estimates and develop assumptions that affect the amounts reported in the financial statements and related notes to financial statements. Actual results could differ from management's estimates.

WEST VIRGINIA LOTTERY
NOTES TO FINANCIAL STATEMENTS
-Unaudited-

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

LOTTERY GAME OPERATIONS – The West Virginia Lottery derives its revenues from four basic types of lottery games: instant, on-line, video type games, and table games. The Lottery develops multiple game themes and prize structures to comply with its enabling legislation, including aggregate annual minimum prize provisions. All bonded retailers and agents comprised principally of grocery and convenience stores serve as the primary distribution channel for instant and on-line lottery sales to the general public.

The Lottery has contracted with a private vendor to manufacture, distribute, and provide data processing support for instant and on-line games. Under the terms of the agreements, the Lottery pays a percentage of gross revenues or gross profits for the processing and manufacture of the games.

Revenue from instant games is recognized when game tickets are sold to the retailers, and the related prize expense is recorded based on the specific game prize structure. Instant ticket sales and related prizes do not include the value of free plays issued for the purpose of increasing the odds of winning a prize.

Sales of on-line lottery tickets are made by licensed agents to the public with the use of computerized terminals. On-line games include POWERBALL®, a multi-state “jackpot” game; Mega Millions®, a multi-state “jackpot” game; Cash25 “lotto” game; Daily 3 and 4 “numbers” games; and Travel, a daily “keno” game. Revenue is recognized when the agent sells the tickets to the public. Prize expense is recognized on the basis of actual drawing results.

Commissions are paid to instant game retailers and on-line agents at the rate of seven percent of gross sales. A portion of the commission not to exceed one and one quarter percent of gross sales may be paid from unclaimed prize moneys. The amount paid from unclaimed prize moneys is credited against prize costs. In addition, retailers and agents are paid limited bonus incentives that include prize shares on winning tickets they sold and a ticket cashing bonus on winning tickets they cash. On a weekly basis, retailers and agents must remit amounts due to the Lottery. Retailers may not be able to order additional instant tickets if payment has not been made for the previous billing period, while an agent’s on-line terminal may be rendered inactive if payment is not received each week. No one retailer or agent accounts for a significant amount of the Lottery’s sales or accounts receivable. Historically credit losses have been nominal and no allowance for doubtful accounts receivable is considered necessary.

Video lottery is a self-activated video version of lottery games which is operated by an authorized licensee. The board-operated games allow a player to place bets for the chance to be awarded credits which can either be redeemed for cash or be replayed as additional bets. The coin operated games allow a player to use coins, currency, or tokens to place bets for the chance to receive coin or token awards which may be redeemed for cash or used for replay in the coin operated games. The video lottery games’ prize structures are designed to award prizes, or credits, at a stipulated rate of total bets played, and prize expense is netted against total video credits played. The Lottery recognizes as video lottery revenue “gross terminal income” equivalent to all wagers, net of related prizes. Amounts required by statute to be paid to the private and local government entities are reported as commissions. WV Lottery statutes have established specific requirements for video lottery and imposed certain restrictions limiting the licensing for operation of video lottery games to horse and dog racetracks in West Virginia (subject to local county elections permitting the same), limited licensed retailer areas restricted for adult amusement, and licensed historic resort hotels as defined by WV Code.

WEST VIRGINIA LOTTERY
NOTES TO FINANCIAL STATEMENTS
-Unaudited-

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

The legislation further stipulates the distribution of revenues from video lottery games, and requires any video lottery licensee to be responsible for acquiring the necessary equipment and bearing the risk associated with the costs of operating and marketing the games.

Table games are lotteries as each game involves consideration, the possibility of a prize, and their outcome is determined predominantly by chance, which the common law of West Virginia has long held are the three essential elements of a lottery. Table games are the exclusive intangible intellectual property of the state of West Virginia. Table games legislation has established specific requirements for table games and imposed certain restrictions limiting the licensing for operation of table games to horse and dog racetracks in West Virginia (subject to local county elections permitting the same), and licensed historic resort hotels as defined by WV Code. Each licensee as an agent of the Lottery Commission to operate West Virginia table games shall have written rules of play for each table game it operates which must be approved by the Commission. All wagers and pay-offs of winning wagers shall be made according to those rules of play. For the privilege of holding a table games license, there is levied a privilege tax of thirty-five percent of each licensee's adjusted gross receipts for the operation of West Virginia Lottery table games. Amounts required by statute to be paid to private and local government entities are reported as commissions. The legislation further stipulates the distribution of revenues from West Virginia table games, and requires any licensee to be responsible for acquiring the necessary equipment and bearing the risk associated with the costs of operating and marketing the games.

CASH AND CASH EQUIVALENTS – Cash and cash equivalents primarily consist of interest-earning deposits in an external investment pool maintained by the West Virginia Board of Treasury Investments (BTI). The BTI pool is a 2a-7 like pool carried at amortized cost which approximates fair value of the underlying securities.

INVENTORY – Inventory consists of instant game tickets available for sale to approved Lottery retailers and is carried at cost as determined by the specific identification method.

OTHER ASSETS – Other assets consist of deposits restricted for payment of certain Multi-State Lottery Association activities and prepaid expenses.

CAPITAL ASSETS – The Lottery has adopted a policy of capitalizing assets with individual amounts exceeding \$25,000. These assets include leasehold improvements and purchased equipment, comprised principally of technology property, office furnishings and equipment necessary to administer lottery games, are carried at cost. Depreciation is computed by the straight-line method using three to ten year lives.

ADVERTISING AND PROMOTIONS – The Lottery expenses the costs of advertising and promotions as they are incurred.

COMPENSATED ABSENCES – The Lottery has accrued \$654,712 and \$631,080 at June 30, 2019 and 2018, respectively, for estimated obligations that may arise in connection with compensated absences for vacation at the current rate of employee pay. Employees fully vest in all earned but unused vacation. To the extent that accumulated sick leave is expected to be converted to benefits on termination or retirement, the Lottery participates in another postemployment benefits plan.

WEST VIRGINIA LOTTERY
NOTES TO FINANCIAL STATEMENTS
-Unaudited-

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

NET POSITION – Net position is presented as restricted, unrestricted and net investment in capital assets which represent the net book value of all property and equipment of the Lottery. When an expense is incurred for purposes for which both restricted and unrestricted net position are available, restricted resources are applied first.

OPERATING REVENUES AND EXPENSES – Operating revenues and expenses for proprietary funds such as the Lottery are revenues and expenses that result from providing services and producing and delivering goods and/or services. Operating revenues for the Lottery are derived from providing various types of lottery games. Operating expenses include commissions, prize costs, other direct costs of providing lottery games, and administrative expenses. All revenues and expenses not meeting this definition are reported as nonoperating revenues and expenses.

NOTE 3 - CASH AND CASH EQUIVALENTS

At September 30, 2019 the carrying amounts of deposits (overdraft) with financial institutions were \$486 thousand with a bank balance (overdraft) of \$502 thousand. Of this balance \$250 thousand was covered by federal depository insurance with the remaining balance collateralized with securities held by the State of West Virginia’s agent in the State’s name.

A summary of the amount on deposit with the West Virginia Board of Treasury Investments (BTI) is as follows (in thousands):

	September 30, 2019	June 30, 2019
Deposits with financial institutions	\$ 486	\$ 448
Cash on hand at the Treasurer's Office	13,544	12,689
Investments with BTI reported as cash equivalents	170,443	177,700
	\$ 184,473	\$ 190,837

The deposits with the BTI are part of the State of West Virginia’s consolidated investment cash liquidity pool. Investment income is pro-rated to the Lottery at rates specified by the BTI based on the balance of the deposits maintained in relation to the total deposits of all state agencies participating in the pool. Such funds are available to the Lottery with overnight notice.

WEST VIRGINIA LOTTERY
NOTES TO FINANCIAL STATEMENTS
-Unaudited-

NOTE 4 – CAPITAL ASSETS

A summary of capital asset activity for the month ended September 30, 2019 is as follows (in thousands):

Capital Assets:

	Historical Cost At June 30, 2019	Additions	Deletions	Historical Cost At September 30, 2019
Construction in Progress	\$ 629	\$ -	\$ -	\$ 629
Buildings	48,243	-	-	48,243
Land	1,681	-	-	1,681
Equipment	10,999	-	-	10,999
	<u>\$ 61,552</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 61,552</u>

Accumulated Depreciation:

	Historical Cost At June 30, 2019	Additions	Deletions	Historical Cost At September 30, 2019
Buildings	\$ 7,699	\$ 308	\$ -	\$ 8,007
Equipment	7,480	111	-	7,591
	<u>\$ 15,179</u>	<u>\$ 419</u>	<u>\$ -</u>	<u>\$ 15,598</u>

NOTE 5 - PARTICIPATION IN THE MULTI-STATE LOTTERY

The Lottery is a member of the Multi-State Lottery (MUSL), which operates the semi-weekly POWERBALL® jackpot lotto game, the LOTTO AMERICA® game, and the MEGA MILLIONS® jackpot game on behalf of participating state lotteries. MUSL is currently comprised of 33 member state lotteries, including the District of Columbia and the United States Virgin Islands. MUSL is managed by a Board of Directors, which is comprised of the lottery directors or their designee from each of the party states. The Board of Directors' responsibilities to administer the Multi-State Lottery Powerball, Lotto America, and Mega Millions games are performed by advisory committees or panels staffed by officers and independent contractors appointed by the board. These officers and consultants serve at the pleasure of the board and the board prescribes their powers, duties and qualifications. The Executive Committee carries out the budgeting and financing of MUSL, while the board contracts the annual independent audit. A copy of the audit may be obtained by writing to the Multi-State Lottery Association, 1701-48th Street, Suite 210, West Des Moines, Iowa 50266-6723.

Each MUSL member sells game tickets through its agents and makes weekly wire transfers to the MUSL in an amount equivalent to the total prize pool less the amount of prizes won in each state. Lesser prizes are paid directly to the winners by each member lottery. The prize pool for POWERBALL®, LOTTO AMERICA®, and MEGA MILLIONS® is 50% of each drawing period's sales, with minimum jackpot levels. The Lottery's revenues and expenses from MUSL games participation for the month ended September 30, 2019 and fiscal year-to-date is as follows:

WEST VIRGINIA LOTTERY
NOTES TO FINANCIAL STATEMENTS
-Unaudited-

NOTE 5 - PARTICIPATION IN THE MULTI-STATE LOTTERY (continued)

<u>Revenues</u>	<u>Month</u>	<u>Y-T-D</u>
Powerball	\$ 1,669,841	\$ 5,482,287
Lotta America	422,757	1,175,670
Mega Millions	1,189,299	3,234,236
Total	\$ 3,281,897	\$ 9,892,193

<u>Expenses (Prizes)</u>	<u>Month</u>	<u>Y-T-D</u>
Powerball	\$ 749,496	\$ 2,663,516
Lotta America	169,151	564,021
Mega Millions	546,354	1,550,966
Total	\$ 1,465,001	\$ 4,778,503

MUSL places a percentage of game sales from each game in separate prize reserve funds that serve as a contingency reserve to protect the respective MUSL Product Groups from unforeseen prize liabilities. These funds can only be used at the discretion of the respective MUSL Product Group. Once the prize reserve funds exceed the designated limit, the excess becomes part of that particular prize pool. Prize reserve fund monies are refundable to MUSL Product Group members if the MUSL disbands or, after one year, if a member leaves the MUSL. The applicable sales percentage contribution as well as the reserve fund limit for the MUSL games is as follows:

	<u>PowerBall</u>	<u>Lotto America</u>	<u>Mega Millions</u>
Required Contribution (% of sales)	2%	3%	1%
Reserve Fund Cap	\$125,000,000	\$9,000,000	\$45,000,000

At September 30, 2019, the Lotteries share of the prize reserve fund balances were as follows:

<u>Game</u>	<u>Total Prize Reserve</u>	<u>Lottery Share</u>
Powerball	\$ 121,889,347	\$ 1,551,961
Lotto America	3,406,574	248,504
Mega Millions	95,495,638	1,034,093
Total	\$ 220,791,559	\$ 2,834,558

Lottery prize reserves held by the MUSL are invested according to a Trust agreement the Lottery has with MUSL outlining investment policies. The policies restrict investments to direct obligations of the United States Government, perfected repurchase agreements, and obligations issued or guaranteed as to payment of

WEST VIRGINIA LOTTERY
NOTES TO FINANCIAL STATEMENTS
-Unaudited-

NOTE 5 - PARTICIPATION IN THE MULTI-STATE LOTTERY (continued)

principal and interest by agencies or instrumentalities of the United States Government, and mutual funds of approved investments. The average portfolio maturity is never more than one year, except that up to one third of the portfolio may have an average maturity of up to two years. The maximum maturity for any one security does not exceed five years.

The interest earned on prize reserve fund monies is used to pay MUSL operating expenses and any amounts over and above that are credited to an unreserved fund. The Lottery records this as interest when earned. This fund had a balance of \$14,225,998 at September 30, 2019, of which the Lottery's share was \$1,340,810.

NOTE 6 - RACETRACK VIDEO LOTTERY

The Racetrack Video Lottery legislation stipulates the distribution of racetrack video lottery revenues. This legislation has been amended since inception to restate revenue distribution based on revenue benchmarks and has been amended again by HB 101 as passed during the first extraordinary session of 2014. For a complete summary of the impacts of HB 101, see Note 11 titled "Summary Impact of Recent Legislation." Initially, four percent (4%) of gross terminal revenue is allocated for lottery administrative costs. Sixty-six percent (57%) of net terminal revenue (gross less 4%) is allocated in lieu of commissions to: the racetracks (46.5%); other private entities associated with the racing industry (8.7%); and the local county and municipal governments (2%). The remaining revenues (42.8%) of net terminal revenue is allocated for distribution to State as specified in the Racetrack Video Lottery Act or subsequent State budget, as described in the Note 11 titled "Nonoperating Distributions to the State of West Virginia."

The first benchmark occurs when the current year net terminal revenue meets the fiscal year 1999 net terminal revenue. The counties and incorporated municipalities split 50/50 the two percent (2%) net terminal revenue.

The second benchmark occurs when the current year gross terminal revenue meets the fiscal year 2001 gross terminal revenue. The four percent (4%) is no longer allocated for lottery administrative costs; instead the State receives this for distribution as specified by legislation or the State budget.

The final benchmark occurs when the current year net terminal revenue meets the fiscal year 2001 net terminal revenue. At this point a 10% surcharge is applied to net terminal revenue, with 58% of the surcharge allocated for distribution to the State as specified by legislation or the State budget, and 42% of the surcharge allocated to separate capital reinvestment funds for each licensed racetrack.

After deduction of the surcharge, 49% of net terminal revenue is allocated in lieu of commissions to: the racetracks (42%); other private entities associated with the racing industry (5%); and the local county and incorporated municipality governments (2%).

WEST VIRGINIA LOTTERY
NOTES TO FINANCIAL STATEMENTS
-Unaudited-

NOTE 6 - RACETRACK VIDEO LOTTERY (continued)

The remaining net terminal revenue (51%) is allocated for distribution to the State as specified in the Racetrack Video Lottery Act or subsequent State budget, as described in Note 11.

Amounts from the capital reinvestment fund may be distributed to each racetrack if qualifying expenditures are made within the statutory timeframe; otherwise amounts accumulated in the fund revert to the state excess lottery revenue fund.

A summary of racetrack video lottery revenues for the month ended September 30, 2019 and fiscal year-to-date follows (in thousands):

	Current Month		Year-to-Date	
	2020	2019	2020	2019
Total credits played	\$ 454,519	\$ 473,619	\$ 1,409,862	\$ 1,455,839
Credits (prizes) won	(406,968)	(424,467)	(1,263,249)	(1,304,744)
Promotional credits played	(7,021)	(6,230)	(20,383)	(20,087)
MWAP Contributions	-	-	-	-
Gross terminal income	40,530	42,922	126,230	131,008
Administrative costs	(1,621)	(1,717)	(5,049)	(5,240)
Net Terminal Income	38,909	41,205	121,181	125,768
Less distribution to agents	(22,236)	(23,549)	(69,255)	(71,876)
Racetrack video lottery revenues	\$ 16,673	\$ 17,656	\$ 51,926	\$ 53,892

A summary of video lottery revenues paid or accrued for certain state funds to conform to the legislation as follows (in thousands):

	September 30, 2019	Year-to-Date
State Lottery Fund	\$ 11,673	\$ 36,354
State Excess Lottery Revenue Fund	5,000	15,572
Capital Reinvestment Fund	-	-
Total nonoperating distributions	\$ 16,673	\$ 51,926

NOTE 7 - LIMITED VIDEO LOTTERY

Limited video lottery legislation passed in 2001 has established specific requirements imposing certain restrictions limiting the licensing for the operation of limited video lottery games to 9,000 terminals placed in licensed retailers. These licensed retailers must hold a qualifying permit for the sale and consumption on premises of alcohol or non-intoxicating beer. The Lottery has been charged with the administration, monitoring and regulation of these machines. The legislation further stipulates the distribution of revenues from the limited video lottery games, and requires any licensees to comply with all related rules and regulations of the Lottery in order to continue its retailer status. The Limited Video Lottery legislation

WEST VIRGINIA LOTTERY
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NOTE 7 - LIMITED VIDEO LOTTERY (continued)

stipulates that 2% of gross terminal income be deposited into the state lottery fund for administrative costs. Then, the state share percentage of gross profit is to be transferred to the State Excess Lottery Revenue Fund. Such percentage is between 30 and 50 percent and is subject to change on a quarterly basis. Two percent is distributed to counties and incorporated municipalities in the manner prescribed by the statute. The remaining amount of gross profit is paid to retailers and/or operators as prescribed in the Act, and is recorded as limited video lottery commissions in the financial statements. Municipal and county distributions are accounted for as nonoperating expenses.

A summary of limited video lottery revenues for the month ended September 30, 2019 and fiscal year-to-date follows (in thousands):

	Current Month		Year-to-Date	
	2020	2019	2020	2019
Total credits played	\$ 404,570	\$ 395,053	\$ 1,252,994	\$ 1,189,057
Credits (prizes) won	(373,019)	(364,166)	(1,155,060)	(1,094,959)
Gross terminal income	\$ 31,551	\$ 30,887	\$ 97,934	\$ 94,098
Administrative costs	(631)	(618)	(1,959)	(1,882)
Gross Profit	30,920	30,269	95,975	92,216
Commissions	(15,460)	(15,135)	(47,988)	(46,108)
Municipalities and Counties	(618)	(605)	(1,920)	(1,844)
Limited video lottery revenues	<u>\$ 14,842</u>	<u>\$ 14,529</u>	<u>\$ 46,067</u>	<u>\$ 44,264</u>

NOTE 8 – TABLE GAMES

Table Games legislation passed in 2007 per House Bill 2718. Table games include blackjack, roulette, craps, and various types of poker. Each racetrack licensee is subject to a privilege tax of thirty five percent (35%) of adjusted gross receipts which will be deposited weekly into the Racetrack Table Games Fund.

From the gross amounts deposited into the Racetrack Table Games Fund, the Commission, on a monthly basis shall:

Retain 3% of the adjusted gross receipts for administrative expenses of which at least \$100,000 and not more than \$500,000 annually will be transferred to the Compulsive Gambling Treatment Fund. Transfer two percent of the adjusted gross receipts from each licensed racetrack to the county commissions of the counties where racetracks with West Virginia Lottery table games are located. Transfer three percent of the adjusted gross receipts from each licensed racetrack to the governing bodies of municipalities within counties where racetracks with West Virginia Lottery table games are located as prescribed by statute. And transfer one-half of one percent of the adjusted gross receipts to the governing bodies of municipalities in which a racetrack table games licensee is located to be divided equally among the municipalities. The commission will distribute the remaining amounts, hereinafter referred to as the net amounts in the Racetrack Table Games Funds as follows:

WEST VIRGINIA LOTTERY
NOTES TO FINANCIAL STATEMENTS
-Unaudited-

NOTE 8 – TABLE GAMES (continued)

- 1) Transfer four percent into a special fund to be established by the Racing Commission to be used for payment into the pension plan for all employees of each licensed racing association;
- 2) Transfer ten percent, to be divided and paid in equal shares, to each county commission in the state where table games are not located;
- 3) Transfer ten percent, to be divided and paid in equal shares, to the governing bodies of each municipality in the state where table games are not located; and
- 4) Transfer seventy-six percent to the State Excess Lottery Revenue Fund.

The cash transferred to the State Excess Lottery Revenue Fund in the current month is included in Note 11- Nonoperating Distributions to the State of West Virginia. The table games adjusted gross receipts for the month and year ended September 30, 2019 were \$9,397,101 and \$25,169,983, respectively. The following table shows the month and year totals of the privilege tax and the accrued distributions (in thousands) to be transferred in the subsequent month:

	Current Month		Year-to-Date	
	2020	2019	2020	2019
Table Games Privilege Tax	\$ 3,289	\$ 2,992	\$ 8,809	\$ 9,009
Interest on Table Games Fund	6	5	19	19
Administrative costs	(282)	(257)	(755)	(772)
Total Available for Distribution	<u>3,013</u>	<u>2,740</u>	<u>8,073</u>	<u>8,256</u>
<u>Less Distributions:</u>				
Racetrack Purse Funds	211	192	566	579
Thoroughbred & Greyhound Development Funds	169	154	453	464
Racing Association Pension Plan	83	75	222	227
Municipalities/ Counties	<u>932</u>	<u>848</u>	<u>2,496</u>	<u>2,552</u>
Total Distributions	<u>1,395</u>	<u>1,269</u>	<u>3,737</u>	<u>3,822</u>
Excess Lottery Fund	<u>\$ 1,618</u>	<u>\$ 1,471</u>	<u>\$ 4,336</u>	<u>\$ 4,434</u>

WEST VIRGINIA LOTTERY
NOTES TO FINANCIAL STATEMENTS
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NOTE 9 – HISTORIC RESORT HOTEL

In 2009, the Legislature passed Senate Bill 575 which permits video lottery and table games at a licensed historic resort hotel which is defined as “a resort hotel registered with the United States Department of the Interior as a national historic landmark in its National Registry of Historic Places having not fewer than five hundred guest rooms under common ownership and having substantial recreational guest amenities in addition to the gaming facility.”

Historic Resort Video Lottery

According to Senate Bill 575, thirty six percent (36%) of gross terminal income is allocated to Historic Resort Hotel Fund and seventeen percent (17%) of gross terminal income is allocated to the Human Resource Benefit Fund. The remaining forty-seven percent (47%) of gross terminal income is then subject to a ten percent (10%) surcharge which is allocated to separate capital reinvestment funds for each licensed historic resort hotel. The remaining forty-two and three-tenths percent (42.3%) of gross terminal income is retained by the historic resort hotel.

A summary of historic resort hotel video lottery revenues for the month ended September 30, 2019 and fiscal year-to-date follows (in thousands):

	2020	2019	2020	2019
Total credits played	\$ 9,422	\$ 8,859	\$ 22,157	\$ 23,328
Credits (prizes) won	(8,787)	(8,196)	(20,450)	(21,543)
Promotional credits played	(203)	(76)	(458)	(212)
Gross terminal income	432	587	1,249	1,573
Capital reinvestment	(20)	(28)	(59)	(74)
Excess Lottery Fund	(4)	(5)	(11)	(15)
Administrative costs	(23)	(32)	(67)	(85)
Hotel commissions	(183)	(248)	(528)	(665)
Net terminal income	202	274	584	734
Historic Resort Hotel Fund	129	174	372	467
Human Resource Benefit Fund	73	100	212	267

**WEST VIRGINIA LOTTERY
NOTES TO FINANCIAL STATEMENTS
-Unaudited-**

NOTE 9 – HISTORIC RESORT HOTEL (continued)

Historic Resort Table Games

Each historic resort hotel licensee is subject to a privilege tax of thirty five percent (35%) of adjusted gross receipts, of which thirty percent (30%) is deposited directly into the Historic Resort Hotel Fund and five percent (5%) is deposited directly into the Human Resource Benefit Fund. The historic resort hotel table games adjusted gross receipts for the month and year ended September 30, 2019 were \$711,420 and \$1,390,623, respectively.

The following table shows the month and fiscal year -to- date totals of the privilege tax and the accrued distributions (in thousands) to be transferred in the subsequent month:

	<u>2020</u>	<u>2019</u>	<u>2020</u>	<u>2019</u>
Table games privilege tax	\$ 249	\$ 240	\$ 487	\$ 613
Administrative Costs	(32)	(31)	(63)	(79)
Total Available for Distribution	217	209	424	534
Historic Resort Hotel Fund	181	175	354	446
Human Resource Benefit Fund	36	34	70	88

Historic Resort Hotel Fund

Of the monies deposited into the Historic Resort Hotel Fund, fifteen percent (15%) is allocated for lottery administrative costs. The remaining Historic Resort Hotel Fund net income (gross deposits less 15%) is distributed as follows:

- 1) Eighty-six percent (86%) is paid to the State Excess Lottery Revenue Fund;
- 2) Four percent (4%) is paid to the county where the gaming facility is located;
- 3) Two and one-half percent (2.5%) is paid to the municipality where the gaming facility is located as prescribed by statute;
- 4) Two and one-half percent (2.5%) is divided and paid in equal shares to the remaining municipalities in the county where the gaming facility is located;
- 5) Two and one-half percent (2.5%) is divided and paid in equal shares, to each county commission in the state where the gaming facility is not located;
- 6) Two and one-half percent (2.5%) is divided and paid in equal shares, to each municipality in the state not already receiving a distribution as described in item five (5) or item six (6) above.

A summary of Historic Resort Hotel Fund revenues and related distributions is as follows (in thousands):

	<u>Current Month</u>	<u>Year-to-Date</u>
Historic Resort Hotel Video Lottery	\$ 129	\$ 372
Historic Resort Table Games	181	354
Interest on Historic Resort Hotel Fund	1	3
Historic Resort Hotel Fund Net Income	311	729
Municipalities/ Counties	44	102
Excess Lottery Fund	267	627
Total Distributions	<u>\$ 311</u>	<u>\$ 729</u>

WEST VIRGINIA LOTTERY
NOTES TO FINANCIAL STATEMENTS
-Unaudited-

NOTE 10- SPORTS WAGERING

Sports Wagering legislation passed in 2018 per Senate Bill 415. Each racetrack and historic resort hotel licensee is subject to a privilege tax of ten percent (10%) of adjusted gross wagering receipts which will be deposited weekly into the Sports Wagering Fund.

From the privilege tax deposited into the Sports Wagering Fund, the Commission, on a monthly basis shall:

Retain 15% for administrative expenses of which any surplus in excess of \$250,000 shall be reported to the Joint Committee on Government and Finance and remitted to the State Treasurer.

After the reduction for administrative expenses, the net profit shall be deposited into the State Lottery Fund until a total of \$15 million is deposited. The remainder of net profit shall be deposited into the Public Employees Insurance Agency Financial Stability Fund.

The Sports Wagering adjusted gross wagering receipts for the month and year-to-date periods ended September 30, 2019 were \$3,906,855 and \$6,138,654, respectively. The following table shows the month and year-to-date totals of the privilege tax and the accrued distributions (in thousands) to be transferred in the subsequent month:

	Current Month		Year-to-Date	
	2020	2019	2020	2019
Sports Wagering Privilege Tax	\$ 391	\$ 207	\$ 614	\$ 207
Interest on Sports Waging Fund	-	-	-	-
Administrative Costs	(59)	(31)	(92)	(31)
Total Available for Distribution	332	176	522	176

NOTE 11- NONOPERATING DISTRIBUTIONS TO THE STATE OF WEST VIRGINIA

WEST VIRGINIA LOTTERY
NOTES TO FINANCIAL STATEMENTS
-Unaudited-

The Lottery periodically distributes surplus funds, exclusive of amounts incurred and derived from limited video lottery and a portion of racetrack video lottery funds, to the State of West Virginia in accordance with the legislation. For the year ending June 30, 2020 the State Legislature budgeted \$127,808,000 of estimated profits of the Lottery for distributions to designated special revenue accounts of the State of West Virginia. With regard to the State Lottery Fund, legislation stipulates that debt service payments be given a priority over all other transfers in instances where estimated profits are not sufficient to provide for payment of all appropriated distributions. Debt service payments of \$1,800,000, \$1,000,000, and \$500,000 per month for the first ten months of each fiscal year currently have such priority. Transfers made pursuant to the State Excess Lottery Revenue Fund have similar requirements; currently payments are \$6,101,112 per month for the first ten months of each fiscal year. In addition, Legislation provides that, if in any month, there is a shortage of funds in the State Excess Lottery Revenue Fund to make debt service payments, the necessary amount shall be transferred from the State Lottery Fund to cover such shortfall, after the State Lottery Fund debt service payments have been made. Repayments to the State Lottery Fund are required to be made in subsequent months as funds become available. For the month ended September 30, 2019 the Lottery has accrued additional distributions of \$160,408,296. The Lottery is a non-appropriated state agency and therefore does not have a legally adopted annual budget.

A summary of the cash distributions made to certain state agencies to conform to the legislation follows (in thousands):

<u>BUDGETARY DISTRIBUTIONS</u>	<u>September 30, 2019</u>	<u>Year-to-Date</u>
<u>State Lottery Fund:</u>		
Community and Technical College	\$ 500	\$ 1,499
Bureau of Senior Services	5,832	27,146
Department of Education	2,317	12,224
Library Commission	1,413	7,518
Higher Education-Policy Commission	891	4,684
Tourism	792	4,302
Natural Resources	423	2,155
Division of Culture & History	430	2,605
Economic Development Authority	999	2,998
School Building Authority	1,800	5,400
Total State Lottery Fund	<u>\$ 15,397</u>	<u>\$ 70,531</u>

WEST VIRGINIA LOTTERY
NOTES TO FINANCIAL STATEMENTS
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State Excess Lottery Revenue Fund:

Economic Development Fund	\$ 2,102	\$ 7,017
Higher Education Improvement Fund	1,500	4,500
General Purpose Account	5,726	10,751
Higher Education Improvement Fund	2,555	4,797
State Park Improvement Fund	132	249
School Building Authority	1,899	5,698
Refundable Credit		393
WV Racing Commission	176	331
WV Department of Health and Human Resources		
Teacher's Retirement Savings		
Division of Human Services		
WV Lottery Statutory Transfers	5,376	10,093
Economic Development Authority	440	609
Office of Technology		
Excess Lottery Surplus		
West Va. Infrastructure Council	4,123	8,416
Total State Excess Lottery Revenue Fund	\$ 24,029	\$ 52,854
Total Budgetary distributions:	\$ 39,426	\$ 123,385
Veterans Instant Ticket Fund	\$ 103	\$ 219
Total nonoperating distributions to the State of West Virginia (cash basis)	\$ 39,529	\$ 123,604
Accrued nonoperating distributions, beginning	(161,085)	(162,718)
Accrued nonoperating distributions, end	160,408	160,408
	\$ 38,852	\$ 121,294

NOTE 12 – LEASES

The Lottery leases, under a cancelable operating lease, its office and warehouse facilities. The Lottery also leases various office equipment under agreements considered to be cancelable operating leases. Rental expense for the fiscal year-to-date ended September 30, 2019 and September 30, 2018 approximated \$38,622 and \$63,554 respectively.

The Lottery leases office space under the terms of a non-cancellable operating lease to various tenants. Rental revenues for the fiscal year-to-date ended September 30, 2019 and September 30, 2018 approximated \$253,951 and \$273,593 respectively.

WEST VIRGINIA LOTTERY
NOTES TO FINANCIAL STATEMENTS
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NOTE 13 – COMMITMENTS

For the years ended June 30, 2019 and 2018 the Lottery Commission has not designated any unexpended administrative funds for the acquisition of capital assets. As of June 30, 2019 and 2018, \$8,535,120 and \$9,414,970, respectively, are included in unrestricted net position and net investment in capital assets for this purpose.

NOTE 14 - RETIREMENT BENEFITS

All full-time Lottery employees are eligible to participate in the State of West Virginia Public Employees' Retirement System (PERS), a cost-sharing multiple-employer defined benefit public employee retirement system. The PERS is one of several plans administered by the West Virginia Consolidated Public Retirement (CPRB) under the direction of its Board of Trustees, which consists of the Governor, State Auditor, State Treasurer, Secretary of the Department of Administration, and nine members appointed by the Governor. CPRB prepares separately issued financial statements covering all retirement systems it administers, which can be obtained from Consolidated Public Retirement Board, 4101 MacCorkle Ave. S.E., Charleston, West Virginia 25304-1636.

Employees who retire at or after age sixty with five or more years of contributory service or who retire at or after age fifty-five and have completed twenty-five years of credited service with age and credited service equal to eighty or greater are eligible for retirement benefits as established by State statute. Retirement benefits are payable monthly for life, in the form of a straight-line annuity equal to two percent of the employee's average annual salary from the highest 36 consecutive months within the last 10 years of employment, multiplied by the number of years of the employee's credited service at the time of retirement.

Covered employees hired prior to July 1, 2015 are required to contribute 4.5% of their salary to the PERS. Covered employees hired on or after July 1, 2015 will contribute 6.0% of their salary to the PERS Tier II. The Lottery is required to contribute 13.5% of covered employees' salaries to the PERS. The required employee and employer contribution percentages have been established and changed from time to time by action of the State Legislature. The required contributions are not actuarially determined; however, actuarial valuations are performed to assist the Legislature in determining appropriate contributions. The Lottery and employee contributions, for the month ending September 30, 2019 and fiscal year-to-date are as follows (in thousands):

	September 30, 2019	Year-to-Date
Employee contributions	\$ 30	\$ 109
Lottery contributions	63	230
Total contributions	\$ 93	\$ 339

WEST VIRGINIA LOTTERY
NOTES TO FINANCIAL STATEMENTS
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NOTE 15 - RISK MANAGEMENT

The Lottery is exposed to various risks of loss related to torts; theft of, or damage to, and destruction of assets; errors and omissions; injuries to employees; and natural disasters. The Lottery participates in several risk management programs administered by the State of West Virginia. Each of these risk pools has issued separate audited financial reports on their operations. Those reports include the required supplementary information concerning the reconciliation of claims liabilities by type of contract and ten-year claim development information. Complete financial statements of the individual insurance enterprise funds can be obtained directly from their respective administrative offices.

WORKERS' COMPENSATION INSURANCE

The Lottery carries workers compensation insurance coverage through a commercial insurance carrier. The commercial insurance carrier is paid a monthly rated premium to provide compensation for injuries sustained in the course of employment.

PUBLIC EMPLOYEES' INSURANCE AGENCY (PEIA)

The Lottery participates in the Public Employees' Insurance Agency which provides an employee benefit insurance program to employees. PEIA was established by the State of West Virginia for State agencies, institutions of higher education, Boards of Education and component units of the State. In addition, local governmental entities and certain charitable and public service organizations may request to be covered by PEIA. PEIA provides a base employee benefit insurance program which includes hospital, surgical, major medical, prescription drug and basic life and accidental death. Underwriting and rate setting policies are established by PEIA. The cost of all coverage as determined by PEIA shall be paid by the participants. Premiums are established by PEIA and are paid monthly, and are dependent upon, among other things, coverage required, number of dependents, state vs. non state employees and active employees vs. retired employees and level of compensation. Coverage under these programs is limited to \$1 million lifetime for health and \$10,000 of life insurance coverage.

The PEIA risk pool retains all risks for the health and prescription features of its indemnity plan. PEIA has fully transferred the risks of coverage to the Managed Care Organization (MCO) Plan to the plan provider, and has transferred the risks of the life insurance coverage to a third party insurer. PEIA presently charges equivalent premiums for participants in either the indemnity plan or the MCO Plan. Altogether, PEIA insures approximately 205,000 individuals, including participants and dependents.

BOARD OF RISK AND INSURANCE MANAGEMENT (BRIM)

The Lottery participates in the West Virginia Board of Risk and Insurance Management (BRIM), a common risk pool currently operating as a common risk management and insurance program for all State agencies, component units, and other local governmental agencies who wish to participate. The Lottery pays an annual premium to BRIM for its general insurance coverage. Fund underwriting and rate setting policies are established by BRIM. The cost of all coverage as determined by BRIM shall be paid by the participants. The BRIM risk pool retains the risk of the first \$1 million per property event and purchases excess insurance on losses above that level. Excess coverage, through an outside insurer under this program is limited to \$200 million per event, subject to limits on certain property. BRIM has \$1 million per occurrence coverage maximum on all third-party liability claims.

**SCHEDULE OF REVENUES AND NET REVENUES OF THE
LOTTERY FUND AND EXCESS LOTTERY FUND
FOR THE THREE MONTH PERIOD ENDED SEPTEMBER 30, 2019
(In Thousands)**

	Current Month		FISCAL YEAR	
	Actual	Projected	Actual	Projected
Gross Revenues				
Instant games	9,626	7,500	30,501	22,500
On-line games	5,078	5,033	15,301	15,099
Racetrack video lottery	40,530	36,704	126,230	117,673
Limited video lottery	31,551	29,041	97,934	85,206
Racetrack table games	3,289	2,351	8,809	7,504
Historic resort	681	406	1,736	1,201
Sports wagering	391	439	614	1,322
Total gross revenues	91,146	81,474	281,125	250,505
Net Revenues - Lottery Fund and Excess Lottery Fund				
Lottery Fund				
Instant games	1,935	871	4,340	2,612
On-line games	1,181	1,444	4,217	4,333
Racetrack Video Lottery	11,663	10,571	36,563	33,890
Sports wagering	333	375	524	1,125
Total Lottery Fund net revenues	15,112	13,261	45,644	41,960
Excess Lottery Fund				
Racetrack Video Lottery	5,033	4,526	15,689	14,515
Limited Video Lottery	14,947	13,661	46,625	40,081
Limited Video Lottery Fees	251	-	1,045	-
Racetrack table games	1,618	1,153	4,337	3,680
Historic resort	271	157	638	462
Total Excess Lottery Fund Net Revenues	22,120	19,497	68,334	58,738
Total Net Revenues	37,232	32,758	113,978	100,698