## WyoLotto FY2022 Q2 Board Report



# **Corporate Responsibility**

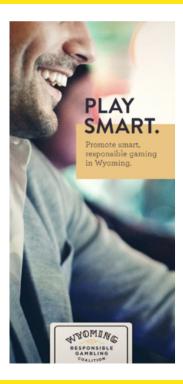
### **Transfer Update**

- Quarterly Transfers to Wyoming
  - Q2 Fiscal Year 2022: \$685,348.71
  - Total Since Launch: \$25,442,373



### **Problem Gambling**

- In collaboration with the Wyoming Department of Health, formed the Wyoming Responsible Gaming Coalition to raise awareness of responsible gambling
- Single transactions are capped at \$125 and products are not available 24/7
- The Problem Gambling Hotline is posted on every ticket, listed on play slips, and on our website
- Problem Gambling brochures are located wherever Lottery tickets are sold
- Continued education regarding Problem and Responsible Gambling is a priority



### **Game Security**

- In collaboration with the Wyoming Department of Leadership in game security and integrity
  - With each game release and subsequent upgrades, the central game system and Random Number Generator (RNG) are tested
  - With each batch release, the Statement of Work (SOW) is thoroughly reviewed for accuracy and release outcomes are verified
  - In advance of all system changes, game risks are proactively documented, assessed and analyzed
  - Lottery's Internal Control System (ICS) provides its players with a sense of security, knowing the central gaming system is operating at the highest degree of integrity
  - Continued work with Department of Family Services (DFS) to collect back child support owed by a player from prize payments

### **Balance Sheet**

As of December 31, 2021

#### Wyoming Lottery Corp Balance Sheet As of December 31, 2021

As of December	er 51, 2021		
ASSETS	Dec 31, 21	Dec 31, 20	\$ Change
Current Assets			
Checking/Savings			
Checking Accounts	4,350,093.06	3,942,090.64	408,002.42
Prize Account Petty Cash (Till)	841.74	708.74	133.00
Restricted Cash			
Unclaimed Prizes	870,907.66	810,476.42	60,431.24
Responsible Gambling Funds	39,365.28	62,840.78	(23,475.50)
Fidelity Fund	63,332.65	60,111.80	3,220.85
Total Checking/Savings	5,324,540.39	4,876,228.38	448,312.01
Other Current Assets			
Prepaid Expenses	14,918.05	14,520.23	397.82
Retail Accounts Receivable	478,462.21	402,547.28	75,914.93
Other Receivables	12,981.03	385,401.58	(372,420.55)
Total Other Current Assets	506,361.29	802,469.09	(296,107.80)
Total Current Assets	5,830,901.68	5,678,697.47	152,204.21
Noncurrent Assets			
Capital Assets, Net	390,623.60	261,975.10	128,648.50
Capital Assets, Trademarks	34,700.00	34,700.00	0.00
Work In Progress	0.00	0.00	0.00
Deposits - Building	7,500.00	7,500.00	0.00
Total Noncurrent Assets	432,823.60	304,175.10	128,648.50
Deferred Outflows of Resources			
Pension Related Outflows	131,349.72	137,225.72	(5,876.00)
TOTAL ASSETS	6,395,075.00	6,120,098.29	274,976.71
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable	306,872.66	356,969.21	(50,096.55)
Jonah Bank Credit Card	13,447.55	9,887.70	3,559.85
State of Wyoming Transfer Payable	685,348.71	730,000.00	(44,651.29)
Unearned Revenue (net)	409,077.00	475,182.00	(66,105.00)
Prizes Payable	1,321,423.76	1,595,629.54	(274,205.78)
Payroll Liabilities	57,561.73	46,873.88	10,687.85
Total Current Liabilities	2,793,731.41	3,214,542.33	(420,810.92)
Noncurrent Liabilities			
Xerox-Capital Lease	33,101.04	53,428.63	(20,327.59)
Net Pension Liability	963,720.09	986,060.09	(22,340.00)
Total Noncurrent Liabilities	996,821.13	1,039,488.72	(42,667.59)
Deferred Inflows of Resources			
Pension Related Inflows	219,665.59	168,192.59	51,473.00
Total Liabilities	4,010,218.13	4,422,223.64	(412,005.51)
Equity			
Retained Earnings	2,148,362.67	1,294,684.62	853,678.05
Net Income	236,494.20	403,190.03	(166,695.83)
TOTAL LIABILITIES & EQUITY	6,395,075.00	6,120,098.29	274,976.71

### **Q2 Profit & Loss**

October 2021 through December 2021

#### Wyoming Lottery Corp Profit & Loss October 2021 through December 2021

October 2021 through December 2021							
Operating Income/Expense	Oct - Dec 21	Oct - Dec 20	\$ Change				
Income							
Income / Revenues							
Mega Millions Sales (net)	1,131,199.00	1,258,077.99	-126,878.99				
Power Ball Sales (net)	2,365,223.60	1,843,672.59	521,551.01				
Cowboy Draw Sales (net)	1,991,523.00	3,045,240.56	-1,053,717.56				
Lucky For Life (net)	719,554.00	662,822.00	56,732.00				
2by2 Sales (net)	448,231.00	0.00	448,231.00				
Total Income / Revenues	6,655,730.60	6,809,813.14	-154,082.54				
Other Revenues							
Application Fees (Fidelity-Res)	800.00	300.00	500.00				
Other Revenues	0.00	200.00	-200.00				
Total · Other Revenues	800.00	500.00	300.00				
Total Income	6,656,530.60	6,810,313.14	-153,782.54				
Cost of Goods Sold							
Direct Gaming Costs							
Prize Expense - Low Tier/ Hi / MUSL							
Megamillions	519,341.41	622,402.63	-103,061.22				
Powerball	1,161,193.15	854,342.96	306,850.19				
Cowboy Draw	1,576,940.00	2,041,122.00	-464,182.00				
Lucky For Life 2by2	396,377.54 236,804.69	541,939.52 0.00	-145,561.98 236.804.69				
Total Direct Gaming Costs / Prize Expense	3,890,656.79	4,059,807.11	-169,150.32				
Total Direct Gaining Costs / Phze Expense	3,890,030.79	4,059,807.11	-105,150.52				
Gaming Expenses							
Gaming Retail Commissions	421,628.22	416,850.48	4,777.74				
Gaming Retail Validation Bonus	10,970.94	11,100.85	-129.91				
Vendor Expense - (Intralot)	774,761.54	792,900.55	-18,139.01				
Total Gaming Expenses	1,207,360.70	1,220,851.88	-13,491.18				
Total COGS	5,098,017.49	5,280,658.99	-182,641.50				
Gross Profit	1,558,513.11	1,529,654.15	28,858.96				
Expense							
Operating Expenses							
Bank Fees	0.00	0.00	0.00				
Board Expenses	5,615.28	2,671.95	2,943.33				
Insurance	4,874.25	4,434.00	440.25				
Membership Dues	20,675.00	22,100.00	-1,425.00				
Responsible Gambling Program	16,287.50	0.00	16,287.50				
Accounting / Audit Fees	6,650.00	0.00	6,650.00				
Legal Fees	13,229.33	16,077.50	-2,848.17				
Marketing	243,059.29	137,033.48	106,025.81				
New Game Development	10,925.02	75,500.00	-64,574.98				
Outside Contract Services (IT)	35,603.46	30,176.55	5,426.91				
Payroll Services	1,534.00	1,349.75	184.25				
Retail Investigation	5,750.00	1,726.00	4,024.00				
Facilities & Equipment	39,215.57	30,391.92	8,823.65				

### Q2 Profit & Loss, Continued

October 2021 through December 2021

#### Wyoming Lottery Corp Profit & Loss October 2021 through December 2021

Operating Income/Expense	Oct - Dec 21	Oct - Dec 20	\$ Change
Communications	2,655.88	3,817.08	-1,161.20
Office Costs	6,785.55	8,681.91	-1,896.36
Outside Services	18,000.00	18,000.00	0.00
Petty Cash Over/Short	0.00	0.00	0.00
Ticket Problem Expense	30.00	0.00	30.00
Retailer Special Incentive	1,500.00	3,000.00	-1,500.00
Rent & Janitorial	28,235.04	27,180.42	1,054.62
Salaries, Wages & Benefits	329,366.22	313,209.53	16,156.69
Travel	10,164.27	6,235.35	3,928.92
EE Uniforms	0.00	0.00	0.00
Total Operating Expenses	800,155.66	701,585.44	98,570.22
Net Operating Income Other Income	758,357.45	828,068.71	-69,711.26
Interest Income	1,409.32	1,946.39	-537.07
Gain/Loss on Sale of Assets	0.00	0.00	0.00
Total Other Income	1,409.32	1,946.39	-537.07
Other Expenses	.,	.,	
Interest Expense	499.20	510.55	-11.35
Total Other Expense	499.20	510.55	-11.35
Responsible Gambling Expenses Reimbursement	16,287.50	0.00	16,287.50
Net Income before Transfer	775,555.07	829,504.55	-53,949.48
State of Wyoming Transfers	685,348.71	730,000.00	-44,651.29
Net Income	90,206.36	99,504.55	-9,298.19
Net Income	90,206.36		
Retained Net Proceeds	90,206.36		
State Transfer % of Net Income	88.37%	88.00%	0.36%
Remaining % of Net Income	11.63%	12.00%	-0.36%

### Year to Date Profit & Loss

July 2021 through December 2021

#### Wyoming Lottery Corp **Profit & Loss** July 2021 through December 2021

Operating Income/Expense	July - Dec 21	July - Dec 20	\$ Change			
Income						
Income / Revenues						
Mega Millions Sales (net)	2,574,874.80	2,515,914.99	58,959.81			
Power Ball Sales (net)	4,662,284.44	4,056,489.19	605,795.25			
Cowboy Draw Sales (net)	4,527,948.60	7,547,287.06	-3,019,338.46			
Lucky For Life (net)	1,489,440.00	1,335,212.00	154,228.00			
2by2 Sales (net)	1,012,804.78	0.00	1,012,804.78			
Total Income / Revenues	14,267,352.62	15,454,903.24	-1,187,550.62			
Other Revenues						
Application Fees (Fidelity-Res)	1,500.00	500.00	1,000.00			
Other Revenues	0.00	200.00	-200.00			
Total · Other Revenues	1,500.00	700.00	800.00			
Total Income	14,268,852.62	15,455,603.24	-1,186,750.62			
Cost of Goods Sold						
Direct Gaming Costs						
Prize Expense - Low Tier/ Hi / MUSL Megamillions	1,163,667.86	1,251,539.10	-87,871.24			
Powerball	2,239,485.10	1,999,517.81	239,967.29			
Cowboy Draw	3,171,160.33	4,643,745.33	-1,472,585.00			
Lucky For Life	918,835.02	928,367,10	-9,532.08			
2by2	544,244.05	0.00	544,244.05			
Total Direct Gaming Costs / Prize Expense	8,037,392.36	8,823,169.34	-785,776.98			
Gaming Expenses						
Gaming Retail Commissions	903,700.98	947,718.84	-44,017.86			
Gaming Retail Validation Bonus	22,897.35	25,551.04	-2,653.69			
Vendor Expense - (Intralot)	1,660,794.96	1,798,866.34	-138,071.38			
Total Gaming Expenses	2,587,393.29	2,772,136.22	-184,742.93			
Total COGS	10,624,785.65	11,595,305.56	-970,519.91			
Gross Profit	3,644,066.97	3,860,297.68	-216,230.71			
Expense						
Operating Expenses						
Bank Fees	0.00	-24.16	24.16			
Board Expenses	10,193.02	5,270.55	4,922.47			
Insurance	8,885.08	8,837.17	47.91			
Membership Dues	47,483.68	23,830.75	23,652.93			
Responsible Gambling Program	16,287.50	0.00	16,287.50			
Accounting / Audit Fees	36,650.00	29,500.00	7,150.00			
Legal Fees	28,874.93	35,486.90	-6,611.97			
Marketing	408,107.34	260,896.89	147,210.45			
New Game Development	148,566.61	75,500.00	73,066.61			
Outside Contract Services (IT)	72,004.23	61,497.78	10,506.45			
Payroll Services	2,676.75	2,756.00	-79.25			
Retail Investigation	6,200.00	1,726.00	4,474.00			
Facilities & Equipment	74,821.42	59,825.05	14,996.37			

### Year to Date Profit & Loss

July 2021 through December 2021

#### Wyoming Lottery Corp **Profit & Loss** July 2021 through December 2021

Operating Income/Expense	July - Dec 21	July - Dec 20	\$ Change
Communications	5,865.40	6,196.97	-331.57
Office Costs	15,399.76	13,197.42	2,202.34
Outside Services	18,000.00	18,000.00	0.00
Petty Cash Over/Short	3.00	1.00	2.00
Ticket Problem Expense	131.00	5.00	126.00
Retailer Special Incentive	3,500.00	5,500.00	-2,000.00
Rent & Janitorial	55,810.90	54,360.84	1,450.06
Salaries, Wages & Benefits	658,258.21	612,054.14	46,204.07
Travel	53,435.28	9,904.76	43,530.52
EE Uniforms	3,490.16	0.00	3,490.16
Total Operating Expenses	1,674,644.27	1,284,323.06	390,321.21
Net Operating Income	1,969,422.70	2,575,974.62	-606,551.92
Other Income			
Interest Income	2,948.19	4,443.29	-1,495.10
Gain/Loss on Sale of Assets	10,300.00	0.00	10,300.00
Total Other Income	13,248.19	4,443.29	8,804.90
Other Expenses			
Interest Expense	1,349.06	1,327.88	21.18
Total Other Expense	1,349.06	1,327.88	21.18
Responsible Gambling Expenses Reimbursement	16,287.50	0.00	16,287.50
Net Income before Transfer	1,997,609.33	2,579,090.03	-581,480.70
State of Wyoming Transfers	1,744,827.63	2,175,900.00	-431,072.37
Income	252,781.70	403,190.03	-150,408.33
Net Income	252,781.70		
Retained Net Proceeds	252,781.70		
State Transfer % of Net Income	87.35%	84.37%	2.98%
Remaining % of Net Income	12.65%	15.63%	-2.98%

Net I

#### Wyoming Lottery Corp Profit & Loss Budget vs. Actual October 2021 through December 2021

	FY 22 QTR 2			
	TOTAL			
	Oct - Dec 21	Budget	- Favorable	% of Budget
Ordinary Income/Expense				
Total 40000 · Income / Revenues	6,655,730.60	6,823,371.00	-167,640.40	97.54%
Total 48000 · Other Revenues	800.00	0.00	800.00	100.0%
Total Income	6,656,530.60	6,823,371.00	-166,840.40	97.56%
Cost of Goods Sold				
Total 50000 · A Direct Gaming Costs	3,890,656.79	3,861,123.00	29,533.79	100.77%
Total 51000 · B Gaming Expenses	1,207,360.70	1,214,562.00	-7,201.30	99.41%
Total COGS	5,098,017.49	5,075,685.00	22,332.49	100.44%
Gross Profit	1,558,513.11	1,747,686.00	-189,172.89	89.18%
	Oct - Dec 21	Budget	+ Favorable	% of Budget
Expense				
Total 60000 · Business Expenses	31,164.53	30,670.00	494.53	101.61%
Total 61000 · Contract Services	316,751.10	365,959.99	-49,208.89	86.55%
Total 62000 · Facilities and Equipment	39,215.57	29,450.00	9,765.57	133.16%
Total 63000 · Operations	57,206.47	58,554.50	-1,348.03	97.7%
Total 64000 · Personnel Salaries, Benefits & Travel	339,530.49	347,282.00	-7,751.51	97.77%
Total Expense	783,868.16	831,916.49	-48,048.33	94.22%
Net Ordinary Income	774,644.95	915,769.51	-141,124.56	84.59%
Other Income/Expense				
70000 · Interest Income	1,409.32	1,500.00	-90.68	93.96%
81000 · Interest Expense	499.20	568.00	-68.80	87.89%
82000 · Gain/Loss on Discarded Assets				
Total Other Expense	499.20	568.00	-68.80	87.89%
Net Other Income	910.12	932.00	-21.88	97.65%
	Oct - Dec 21	Budget	- Favorable	% of Budget
Net Income before Transfer to State of Wyoming	775,555.07	916,701.51	-141,146.44	84.6%
Transfer to State of Wyoming	685,348.71			
Net Income	90,206.36			

\* Under \$10,000 Sponsorships; Under \$40,000 New Game

\*\* Over \$11,000 Depreciation; Under \$1,300 IT Equipment

- \*\*\* Under \$1,500 Retailer Special Incentives
- •••• Under \$6,700 Wages & Benefits; Under \$1,100 Travel

Net Income Allocation:

Retained Net Proceeds Allocation (11.63%)

Net Income:



## **Financial Update**

### Q2 Profit & Loss Budget vs. Actual

October 2021 through December 2021

### Year to Date, Profit & Loss Budget vs. Actual

July 2021 through December 2021

#### Wyoming Lottery Corp Profit & Loss Budget vs. Actual July 2021 through December 2021

	FY 22 QTR 2				
	TOTAL			1	
	July - Dec 21	Budget	- Favorable	% of Budget	1
Ordinary Income/Expense					1
Total 40000 · Income / Revenues	14,267,352.62	13,646,742.00	620,610.62	104.55%	L
Total 48000 · Other Revenues	1,500.00	0.00	1,500.00	100.0%	
Total Income	14,268,852.62	13,646,742.00	622,110.62	104.56%	
Cost of Goods Sold					L
Total 50000 · A Direct Gaming Costs	8,037,392.36	7,722,246.00	315,146.36	104.08%	
Total 51000 · B Gaming Expenses	2,587,393.29	2,429,124.00	158,269.29	106.52%	1
Total COGS	10,624,785.65	10,151,370.00	473,415.65	104.66%	
Gross Profit	3,644,066.97	3,495,372.00	148,694.97	104.25%	
	July - Dec 21	Budget	+ Favorable	% of Budget	
Expense					
Total 60000 · Business Expenses	66,561.78	89,375.00	-22,813.22	74.48%	*
Total 61000 · Contract Services	703,079.86	992,434.98	-289,355.12	70.84%	*
Total 62000 · Facilities and Equipment	74,821.42	115,750.00	-40,928.58	64.64%	н.
Total 63000 · Operations	98,710.06	102,209.00	-3,498.94	96.58%	*
Total 64000 · Personnel Salaries, Benefits & Travel	715,183.65	728,561.00	-13,377.35	98.16%	*
Total Expense	1,658,356.77	2,028,329.98	-369,973.21	81.76%	
Net Ordinary Income	1,985,710.20	1,467,042.02	518,668.18	135.36%	
Other Income/Expense					
70000 · Interest Income	2,948.19	3,000.00	-51.81	98.27%	
81000 · Interest Expense	1,349.06	1,068.00	281.06	126.32%	L
82000 · Gain/Loss on Discarded Assets	10,300.00				
Total Other Expense	1,349.06	1,068.00	281.06	126.32%	
Net Other Income	11,899.13	1,932.00	9,967.13	615.9%	
	July - Dec 21	Budget	- Favorable	% of Budget	
Net Income before Transfers to State of Wyoming	1,997,609.33	1,468,974.02	528,635.31	135.99%	
Transfers to State of Wyoming	1,744,827.63				
Net Income	252,781,70				1

\* Under \$15,000 Board Expenses; Under \$5,000 Insurance; Under \$2,000 Dues

\*\* Under \$13,000 Legal; Under \$10,000 Sponsorships; Under \$11,000 Mktg; Under \$255,000 New Game

- \*\*\* Over \$18,000 Depreciation; Under \$59,000 Fleet & IT Equipment
- \*\*\*\* Under \$2,500 Retailer Special Incentives; Under \$1,000 Communications
- \*\*\*\*\* Under \$11,000 Wages & Benefits; Under \$2,300 Travel

Net Income Allocation:

Retained Net Proceeds Allocation (12.65%)



Net Income:

### **Profit & Loss Responsible Gambling**

### Budget vs. Actual

July 2021 through December 2021

Wyoming Lottery Corp Profit & Loss Responsible Gambling Budget vs. Actual July 2021 through December 2021

	FY 22 QTR 2 YTD TOTAL		
	July 21 - Dec 21	July 21 - Dec 21 FY22 Budget	
Responsible Gambling Expenses			
Tracker Study Follow Up Research	16,287.50	32,575.00	16,287.50
Certifications - University of Minnesota	0.00	12,410.00	12,410.00
Strategic Plan 2019	0.00	0.00	0.00
Brochure Reprints	0.00	0.00	0.00
Media Planning & Buying	0.00	0.00	0.00
Responsible Gambling Travel/Conferences as Needed	0.00	4,855.78	4,855.78
Fremont County Service Research	0.00	3,000.00	3,000.00
Dues & Sponsorships	0.00	2,812.00	2,812.00
Total Responsible Gambling Expenses	16,287.50	55,652.78	39,365.28

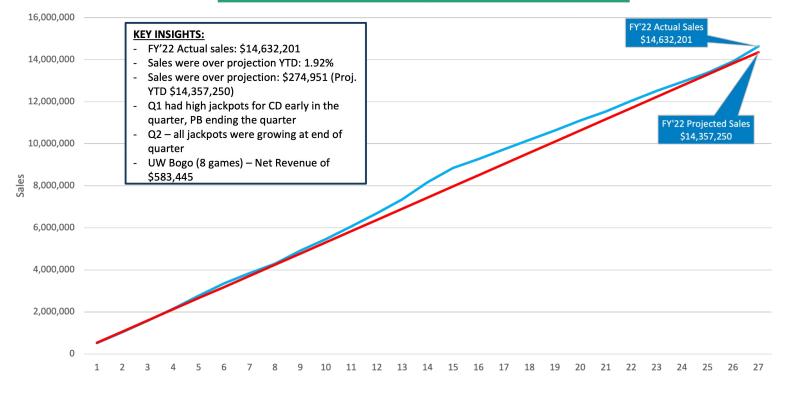
**Responsible Gambling Balance** 

4/30/18 Responsible Gambling Balance	64.06
5/1/18 Unclaimed Prize Funding	200,000.00
FY18 Expenses	-25,869.63
FY 19 Expenses	-109,165.65
FY 20 Expenses	-2,188.00
FY 21 Expenses	-7,188.00
FY 22 Expenses	-16,287.50
12/31/21 Responsible Gambling Balance	39,365.28





### Total Sales: FY'22 Actual vs. Projection - Week ending: 1/1/22



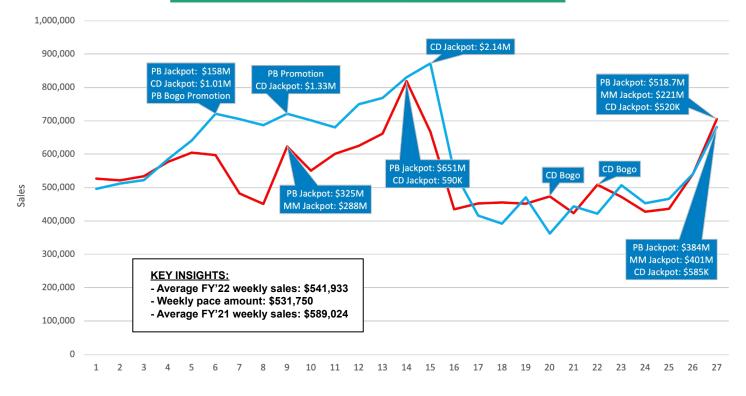
FY'22 Actual Sales YTD FY'22 Projections

### Total Sales: FY'22 vs. FY'21 - Week ending: 1/1/22





### Actual weekly sales FY'22 vs. FY'21 - Week ending: 1/1/2022



FY'22 Weekly Sales FY'21 Weekly Sales



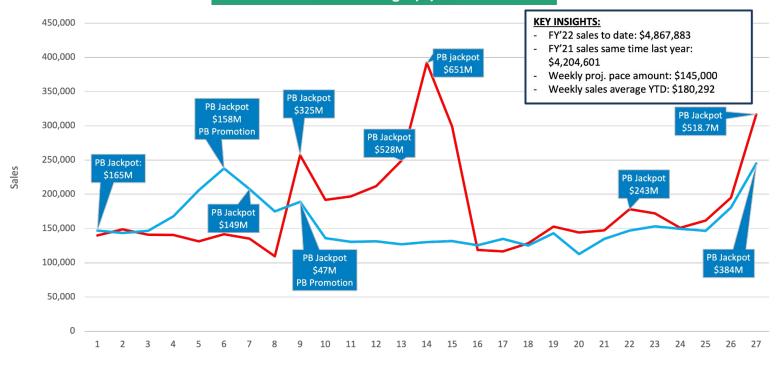
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### Total 2nd Quarter Sales: FY'22 Actual vs. Projections Quarter Ending 1/1/22

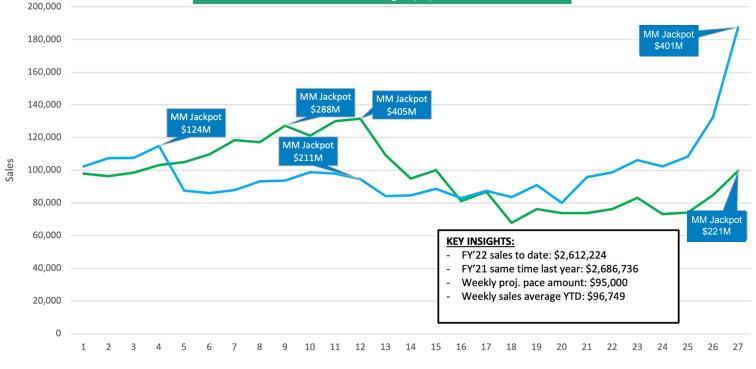




Powerball Sales vs. Jackpot Amounts FY'22 vs. FY'21 Week Ending: 1/1/22

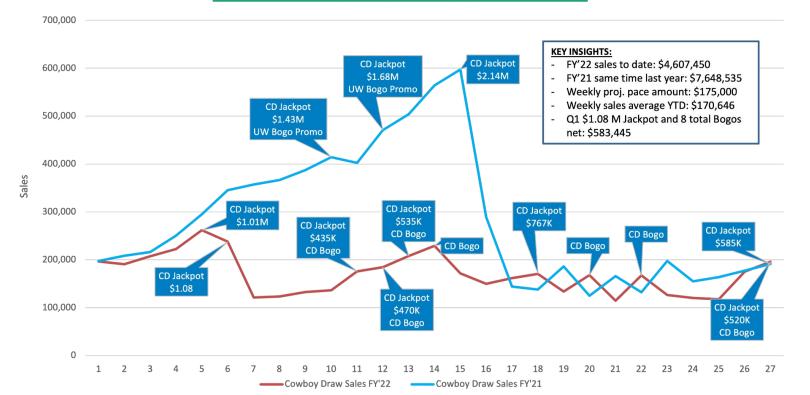


### Mega Millions Sales vs. Jackpot Amounts FY'22 vs. FY'21 Week Ending: 1/1/22

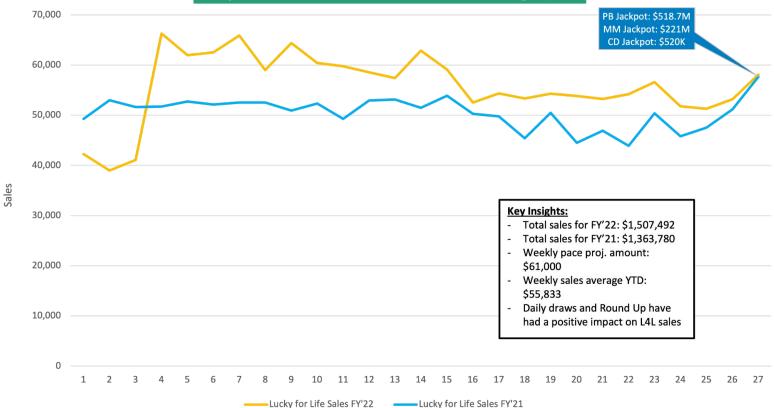




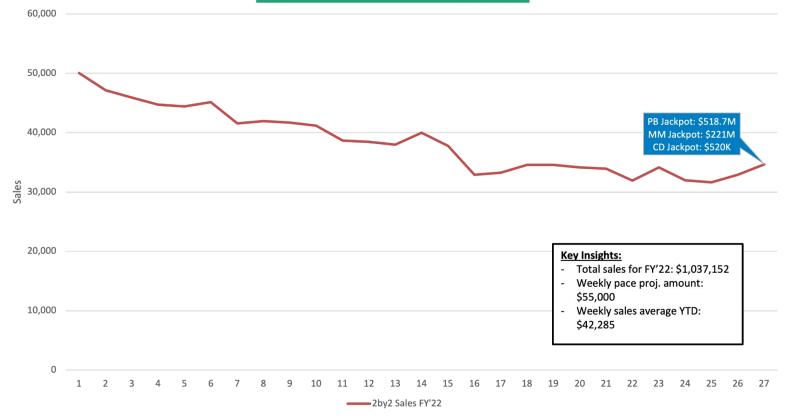
Cowboy Draw Sales vs. Jackpot Amounts FY'22 vs. FY'21 Week ending: 1/1/22



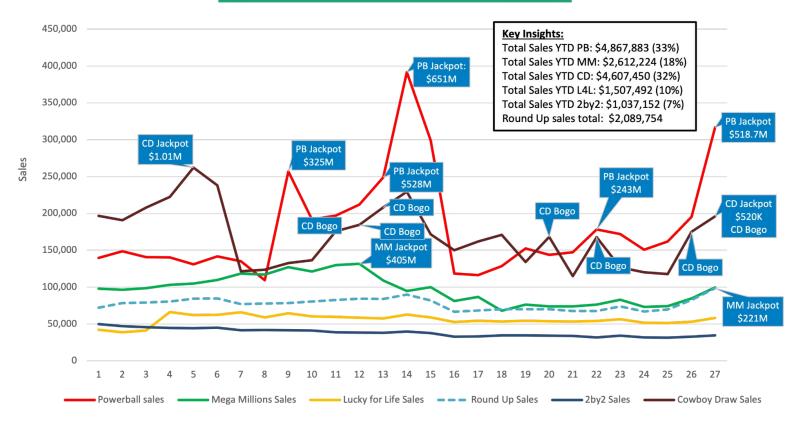
Lucky for Life Sales: FY'22 vs. FY'21 - Week ending: 1/1/22



### 2by2 Sales: FY'21- Week ending: 1/1/22



### WyoLotto Product Sales YTD - Week ending 1/1/22



### Round Up Sales: FY'22 vs. FY'21 - Week ending: 1/1/22



Round Up Sales FY'22

# **Marketing Update**

### **Cowboy Draw BOGO**

- Cowboy Draw BOGO:
  - Goal of 250% increase in sales on BOGO Sundays
  - Ran 8 BOGOs:
    - Date range: 9/5-12/26
    - Average daily revenue (gross-cancellations) on BOGO Sundays: \$130,879
    - Average daily revenue (gross-cancellations) on non-BOGO Sundays: \$21,974
    - **496%** in average daily revenue
  - Total net revenue = \$583,445



POTATO BOWL

THE FAMOUS IDAHO<sup>2021</sup>

GO, POKES!

### **Winners & Jackpot Promos**

### **Promoting Jackpots**

- Player emails
- Social
- App push notification
- Website (Round Up)
- Pads (Round Up)

### **Celebrating winners:**

- Five winners shared their stories this quarter, which we were able to promote through:
  - Player emails
  - App newsfeed
  - Social
  - PR
- Biggest story was Cowboy Draw jackpot winner family Sergio and Griselda on Nov. 8



### **Holiday Giving**

- 2nd year of giving to Wyoming Senior Citizens Program in partnership with Alf's Pub and The Horseshoe Bar & Grill.
- Raised nearly \$4,000 in gifts and then WyoLotto, Alf's and the Horseshoe donated \$6,000 (\$2,000 each) in items.
- Every senior in the program received at least one gift!





### Website

- Website Redesign:
  - Better automation and animation
  - Adding scheduling tool for winners
  - Incorporating ways for winners to submit stories and photos
  - Designs are being finalized
  - Next phase is programming with CodeGeek, which will take approximately 6 months.

#### Sign your ticket!

First things first! Flip your ticket over and enter your name, address, phone number, and signature so only YOU can claim your prize.





If your prize is less than \$599 Claiming your prize is easy! Take your signed winning ticket to any WyoLotto®

#### Step 2. Cash that ticket!

#### By mail

The Wyoming Lottery, 1620 Central Ave, Suite 100, Cheyenne, WY 82001.

#### In person

Call 307.432.9300 or use the button below to make an appointment to claim your winnings in person at our Cheyenno office at 1620 Central Avenue. Don't forget to bring your claim form, your government-issued photo ID, your social security card, and your signed winning ticket.

Schedule an appointment

#### Step 3. Celebrate, out loud!

Celebrate your win with a picture of you and a big checkl However you want to celebrate, it's up to you. We'll never share your personal information unless you opt to do so.

It's all up to you. We'll never share your personal information or the syou opt to do so. But be proud to be a player because the helping all of Wyoming win in the end.

Share your story



### **Up Next...**

- Keno Development
  - Product Development, Brand Development, Campaign Development, and Retailer Recruitment & Training
- Jackpots and Winners
  - Promote jackpot levels and Round Up through corporate communications
  - Celebrate winners through corporate communications
- Problem Gambling Tracker Study
  - Survey of providers and random audience
  - Findings to be available in February
- FY2023 Marketing Plan



# **Game Updates**

### **Cowboy Draw**

### This Quarter:

- 77,334 Total Winners
- \$1,696,465 Total Won
- 144 that won \$1,000
- 2 Jackpots Won

- 2,781,865 Total Winners
- \$51,454,591 Total Won
- 5,322 have won \$1,000
- 32 Jackpot Wins





### **Powerball**

### This Quarter:

- 38,275 Total Winners
- \$380,543 Total Won
- 2 that won \$1,000 or more
- 0 Jackpot Wins

- 1,208,985 Total Winners
- \$15,393,815 Total Won
- 46 have won \$1,000 or more
- 0 Jackpot Wins





### **Mega Millions**

### This Quarter:

- 18,765 Total Winners
- \$140,036 Total Won
- 8 that won \$1,000 or more
- 0 Jackpot Wins

- 1,196,090 Total Winners
- \$12,199,134 Total Won
- 274 have won \$1,000 or more
- 0 Jackpot Wins





### Lucky for Life

### This Quarter:

- 46,475 Total Winners
- \$651,143 Total Won
- 2 that won \$1,000 or more
- 0 Jackpot Wins

- 922,202 Total Winners
- \$12,747,597 Total Won
- 46 have won \$1,000 or more
- 1 Jackpot Wins





### **2by2**

### This Quarter:

- 167,988 Total Winners
- \$240,813 Total Won
- 6 Jackpot Wins

- 725,547 Total Winners
- \$917,051 Total Won
- 20 Jackpot Wins



