

# WyoLotto FY2025 Q2 Board Report



# Corporate Responsibility

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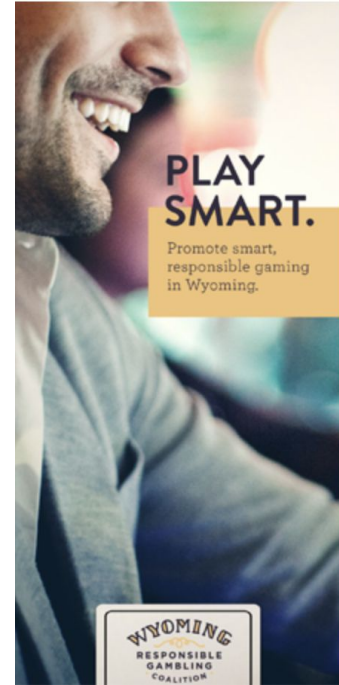
# Transfer Update

- **Quarterly Transfers to Wyoming**
  - Q2 Fiscal Year 2025: \$800,033.76
  - Total Since Launch: \$41,024,070.16



# 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
- Achieved Responsible Gambling Verification Planning Level from NASPL and NCPG in early 2024



# Game Security

- **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

# Financial Update

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# Financial Update

## Balance Sheet

As of December 31, 2024

ASSETS	Dec 31, 24	Dec 31, 23	\$ Change
<b>Current Assets</b>			
<b>Checking/Savings</b>			
Operating Checking/Savings Accounts	3,375,066.14	5,298,114.48	(1,923,048.34)
Prize Fund Checking/Savings Account	903,958.73	772,492.33	131,466.40
Prize Account Petty Cash (Till)	909.24	909.24	0.00
<b>Restricted Cash</b>			
Unclaimed Prizes	755,308.50	1,365,921.74	(610,613.24)
Responsible Gambling Funds	145,324.93	176,970.70	(31,645.77)
Fidelity Fund	93,277.45	85,002.36	8,275.09
<b>Total Checking/Savings</b>	<u>5,273,844.99</u>	<u>7,699,410.85</u>	<u>(2,425,565.86)</u>
<b>Other Current Assets</b>			
Prepaid Expenses	21,817.99	24,524.66	(2,706.67)
Retail Accounts Receivable	1,185,140.26	889,488.63	295,651.63
Other Receivables	749,393.87	0.00	749,393.87
Lease Receivable-Current	67,562.00	0.00	67,562.00
<b>Total Other Current Assets</b>	<u>2,023,914.12</u>	<u>914,013.29</u>	<u>1,109,900.83</u>
<b>Total Current Assets</b>	<u>7,297,759.11</u>	<u>8,613,424.14</u>	<u>(1,315,665.03)</u>
<b>Noncurrent Assets</b>			
Land	611,503.52	0.00	611,503.52
Capital Assets, Net	2,366,503.10	458,622.31	1,907,880.79
Capital Assets, Trademarks	51,200.00	51,200.00	0.00
Construction/Building In Progress	67,604.58	611,503.52	(543,898.94)
Deposits - Building	7,500.00	7,500.00	0.00
Right To Use Lease/Subscription Assets	415,756.00	367,496.00	48,260.00
Lease Receivables-Long Term	531,738.00	0.00	531,738.00
<b>Total Noncurrent Assets</b>	<u>4,051,805.20</u>	<u>1,496,321.83</u>	<u>2,555,483.37</u>
<b>Deferred Outflows of Resources</b>			
Pension Related Outflows	112,702.72	272,466.72	(159,764.00)
<b>TOTAL ASSETS</b>	<u><b>11,462,267.03</b></u>	<u><b>10,382,212.69</b></u>	<u><b>1,080,054.34</b></u>

## LIABILITIES & EQUITY

### Liabilities

#### Current Liabilities

Accounts Payable	536,353.59	590,921.35	(54,567.76)
Jonah Bank Credit Card	13,996.29	13,710.19	286.10
State of Wyoming Transfer Payable	800,033.76	1,027,450.94	(227,417.18)
Unearned Revenue (net)	473,340.00	867,863.00	(394,523.00)
Prizes Payable	2,010,225.49	1,713,050.30	297,175.19
Payroll Liabilities	67,307.03	67,490.19	(183.16)
<b>Total Current Liabilities</b>	<u>3,901,256.16</u>	<u>4,280,485.97</u>	<u>(379,229.81)</u>

# Financial Update

Wyoming Lottery Corp

## Balance Sheet

As of December 31, 2024

### Balance Sheet, Continued

As of December 31, 2024

	<u>Dec 31, 24</u>	<u>Dec 31, 23</u>	<u>\$ Change</u>
<b>Noncurrent Liabilities</b>			
Lease Liabilities - Copiers	42,815.70	59,014.97	(16,199.27)
Lease Liabilities - Building	109,447.00	257,136.00	(147,689.00)
Lease Liabilities - SBITA	270,595.00	53,637.00	216,958.00
Def Inflow - Lease Receivable	598,543.00	0.00	598,543.00
Net Pension Liability	1,075,478.09	1,313,658.09	(238,180.00)
Pension Related Inflows	55,034.59	8,326.59	46,708.00
<b>Total Noncurrent Liabilities</b>	<u>2,151,913.38</u>	<u>1,691,772.65</u>	<u>460,140.73</u>
<b>Total Liabilities</b>	6,053,169.54	5,972,258.62	80,910.92
<b>Equity</b>			
Retained Earnings	5,395,539.45	3,900,335.62	1,495,203.83
Net Income	13,558.04	509,618.45	(496,060.41)
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>11,462,267.03</u></u>	<u><u>10,382,212.69</u></u>	<u><u>1,080,054.34</u></u>

# Financial Update

## Q2 Profit & Loss

October 2024 - December 2024

### Wyoming Lottery Corp Profit & Loss October 2024 through December 2024

Operating Income/Expense	Oct 24 - Dec 24	Oct 23 - Dec 23	\$ Change
<b>Income</b>			
<b>Income / Revenues</b>			
Mega Millions Sales (net)	2,457,850.00	1,345,132.48	1,112,717.52
Power Ball Sales (net)	1,749,282.92	4,056,172.06	-2,306,889.14
Cowboy Draw Sales (net)	1,564,840.30	2,227,723.10	-662,882.80
Lucky For Life Sales (net)	631,262.24	689,624.00	-58,361.76
2by2 Sales (net)	247,036.00	282,751.00	-35,715.00
Keno Sales	1,113,447.60	1,399,631.40	-286,183.80
<b>Total Income / Revenues</b>	<b>7,763,719.06</b>	<b>10,001,034.04</b>	<b>-2,237,314.98</b>
<b>Other Revenues</b>			
Application Fees (Fidelity-Res)	700.00	800.00	-100.00
Rental Income	24,000.00	0.00	24,000.00
Other Revenues	7,843.11	0.00	7,843.11
<b>Total - Other Revenues</b>	<b>32,543.11</b>	<b>800.00</b>	<b>31,743.11</b>
<b>Total Income</b>	<b>7,796,262.17</b>	<b>10,001,834.04</b>	<b>-2,205,571.87</b>
<b>Cost of Goods Sold</b>			
<b>Direct Gaming Costs</b>			
<b>Prize Expense</b>			
Megamillions	1,191,877.39	663,090.37	528,787.02
Powerball	825,630.40	2,030,325.09	-1,204,694.69
Cowboy Draw	1,346,504.33	1,582,929.25	-236,424.92
Lucky For Life	362,758.52	407,830.21	-45,071.69
2by2	130,666.38	149,421.88	-18,755.50
Keno	709,867.00	961,911.00	-252,044.00
<b>Total Direct Gaming Costs / Prize Expense</b>	<b>4,567,304.02</b>	<b>5,795,507.80</b>	<b>-1,228,203.78</b>
<b>Gaming Expenses</b>			
Gaming Retail Commissions	480,093.06	649,613.64	-169,520.58
Gaming Retail Validation Bonus	16,600.62	22,566.17	-5,965.55
Vendor Expense - (Intralot)	903,519.97	1,163,275.86	-259,755.89
<b>Total Gaming Expenses</b>	<b>1,400,213.65</b>	<b>1,835,455.67</b>	<b>-435,242.02</b>
<b>Total COGS</b>	<b>5,967,517.67</b>	<b>7,630,963.47</b>	<b>-1,663,445.80</b>
<b>Gross Profit</b>	<b>1,828,744.50</b>	<b>2,370,870.57</b>	<b>-542,126.07</b>
<b>Expense</b>			
<b>Operating Expenses</b>			
Board Expenses	2,242.19	19,497.97	-17,255.78
Employee Recruitment & Relocate	4,945.60	0.00	4,945.60
Insurance	10,204.83	5,774.75	4,430.08
Membership Dues	25,288.75	25,772.92	-484.17
Responsible Gambling Program	1,642.59	3,591.14	-1,948.55
Accounting / Audit Fees	19,600.00	10,000.00	9,600.00
Legal Fees	32,031.40	19,654.43	12,376.97

# Financial Update

## Q2 Profit & Loss, Continued

October 2024 - December 2024

### Wyoming Lottery Corp Profit & Loss October 2024 through December 2024

Operating Income/Expense	Oct 24 - Dec 24	Oct 23 - Dec 23	\$ Change
Marketing	235,404.64	259,615.17	-24,210.53
Keno / Marketing Expenses	2,402.41	167,445.81	-165,043.40
MM Game Change/Development	178,420.82	0.00	178,420.82
Outside Contract Services (IT)	44,923.52	56,526.61	-11,603.09
Vendor Background Services	322.00	1,130.00	-808.00
Payroll Services	1,866.00	1,691.25	174.75
Retail Investigation	2,721.99	2,189.00	532.99
Facilities & Equipment	102,316.51	52,326.45	49,990.06
Communications	3,181.12	2,634.80	546.32
Office Costs	6,586.33	7,790.91	-1,204.58
Outside Services	22,012.51	18,459.38	3,553.13
Petty Cash Over/Short	15.00	3.00	12.00
Other	124.50	1,623.40	-1,498.90
Retailer Special Incentive	1,500.00	2,500.00	-1,000.00
Rent & Janitorial	28,571.98	28,283.36	288.62
Ticket Problem Expense	0.00	40.00	-40.00
Salaries, Wages & Benefits	404,029.65	389,552.79	14,476.86
Travel	29,066.58	23,532.85	5,533.73
EE Uniforms	318.69	0.00	318.69
<b>Total Operating Expenses</b>	<b>1,159,739.61</b>	<b>1,099,635.99</b>	<b>60,103.62</b>
<b>Net Operating Income</b>	<b>669,004.89</b>	<b>1,271,234.58</b>	<b>-602,229.69</b>
<b>Other Income</b>			
Interest Income	25,292.78	40,634.76	-15,341.98
<b>Total Other Income</b>	<b>25,292.78</b>	<b>40,634.76</b>	<b>-15,341.98</b>
<b>Other Expenses</b>			
Interest Expense	591.79	800.44	-208.65
<b>Total Other Expense</b>	<b>591.79</b>	<b>800.44</b>	<b>-208.65</b>
<b>Net Income Before State Transfer</b>	<b>693,705.88</b>	<b>1,311,068.90</b>	<b>-617,363.02</b>
<b>State of Wyoming Transfers</b>	<b>800,033.76</b>	<b>1,027,450.94</b>	<b>-227,417.18</b>
<b>Net Income</b>	<b>-106,327.88</b>	<b>283,617.96</b>	<b>-389,945.84</b>
<b>State Transfer % of Net Income</b>	<b>115.33%</b>	<b>78.37%</b>	<b>36.96%</b>

# Financial Update

## YTD Profit & Loss

July 2024 - December 2024

## Wyoming Lottery Corp Profit & Loss July 2024 through December 2024

Operating Income/Expense	Jul 24 - Dec 24	Jul 23 - Dec 23	\$ Change
<b>Income</b>			
<b>Income / Revenues</b>			
Mega Millions Sales (net)	4,461,271.92	5,045,733.38	-584,461.46
Power Ball Sales (net)	3,612,892.12	8,241,400.70	-4,628,508.58
Cowboy Draw Sales (net)	3,601,345.30	4,952,710.20	-1,351,364.90
Lucky For Life Sales (net)	1,294,646.24	1,415,064.00	-120,417.76
2by2 Sales (net)	505,845.00	586,545.00	-80,700.00
Keno Sales	2,342,610.10	2,682,776.40	-340,166.30
<b>Total Income / Revenues</b>	<b>15,818,610.68</b>	<b>22,924,229.68</b>	<b>-7,105,619.00</b>
<b>Other Revenues</b>			
Application Fees (Fidelity-Res)	1,800.00	3,700.00	-1,900.00
Rental Income	60,433.55	0.00	60,433.55
Other Revenues	8,209.77	0.00	8,209.77
<b>Total - Other Revenues</b>	<b>70,443.32</b>	<b>3,700.00</b>	<b>66,743.32</b>
<b>Total Income</b>	<b>15,889,054.00</b>	<b>22,927,929.68</b>	<b>-7,038,875.68</b>
<b>Cost of Goods Sold</b>			
<b>Direct Gaming Costs</b>			
<b>Prize Expense</b>			
Megamillions	2,154,445.03	2,442,744.39	-288,299.36
Powerball	1,672,272.50	4,054,299.81	-2,382,027.31
Cowboy Draw	2,613,654.83	3,055,099.25	-441,444.42
Lucky For Life	756,686.73	850,198.61	-93,511.88
2by2	264,743.04	311,947.18	-47,204.14
Keno	1,532,096.00	2,011,533.00	-479,437.00
<b>Total Direct Gaming Costs / Prize Expense</b>	<b>8,993,898.13</b>	<b>12,725,822.24</b>	<b>-3,731,924.11</b>
<b>Gaming Expenses</b>			
Gaming Retail Commissions	972,548.70	1,448,154.36	-475,605.66
Gaming Retail Validation Bonus	34,017.31	44,585.49	-10,568.18
Vendor Expense - (Intralot)	1,841,429.83	2,667,257.32	-825,827.49
<b>Total Gaming Expenses</b>	<b>2,847,995.84</b>	<b>4,159,997.17</b>	<b>-1,312,001.33</b>
<b>Total COGS</b>	<b>11,841,893.97</b>	<b>16,885,819.41</b>	<b>-5,043,925.44</b>
<b>Gross Profit</b>	<b>4,047,160.03</b>	<b>6,042,110.27</b>	<b>-1,994,950.24</b>
<b>Expense</b>			
<b>Operating Expenses</b>			
Bank Fees	50.00	50.00	0.00
Board Expenses	9,407.31	63,093.79	-53,686.48
Employee Recruitment & Relocate	4,945.60	0.00	4,945.60
Insurance	16,295.08	11,407.50	4,887.58
Membership Dues	26,338.75	26,941.67	-602.92
Responsible Gambling Program	6,604.31	14,001.17	-7,396.86
Accounting / Audit Fees	59,600.00	40,000.00	19,600.00
Legal Fees	50,981.40	27,426.43	23,554.97

# Financial Update

## YTD Profit & Loss, Continued

July 2024 - December 2024

### Wyoming Lottery Corp Profit & Loss July 2024 through December 2024

	Jul 24 - Dec 24	Jul 23 - Dec 23	\$ Change
<b>Operating Income/Expense</b>			
Marketing	711,370.47	666,712.97	44,657.50
Keno / Marketing Expenses	12,547.95	318,259.17	-305,711.22
MM Game Change/Development	287,809.70	0.00	287,809.70
Outside Contract Services (IT)	93,254.42	104,360.41	-11,105.99
Vendor Background Services	361.00	1,560.00	-1,199.00
Payroll Services	3,816.00	3,142.50	673.50
Retail Investigation	4,881.99	3,089.00	1,792.99
Facilities & Equipment	218,695.98	113,392.19	105,303.79
Communications	6,344.19	5,247.62	1,096.57
Office Costs	13,945.86	15,632.78	-1,686.92
Outside Services	46,340.66	21,571.93	24,768.73
Petty Cash Over/Short	-16.50	29.90	-46.40
Other	124.50	2,020.32	-1,895.82
Retailer Special Incentive	4,000.00	3,000.00	1,000.00
Rent & Janitorial	57,143.96	56,566.72	577.24
Ticket Problem Expense	0.00	46.00	-46.00
Salaries, Wages & Benefits	798,107.83	765,366.30	32,741.53
Travel	52,386.14	51,769.98	616.16
EE Uniforms	318.69	466.40	-147.71
<b>Total Operating Expenses</b>	<b>2,485,655.29</b>	<b>2,315,154.75</b>	<b>170,500.54</b>
<b>Net Operating Income</b>	<b>1,561,504.74</b>	<b>3,726,955.52</b>	<b>-2,165,450.78</b>
<b>Other Income</b>			
Interest Income	57,026.83	95,886.03	-38,859.20
<b>Total Other Income</b>	<b>57,026.83</b>	<b>95,886.03</b>	<b>-38,859.20</b>
<b>Other Expenses</b>			
Interest Expense	1,236.77	1,651.38	-414.61
<b>Total Other Expense</b>	<b>1,236.77</b>	<b>1,651.38</b>	<b>-414.61</b>
<b>Net Income Before State Transfer</b>	<b>1,617,294.80</b>	<b>3,821,190.17</b>	<b>-2,203,895.37</b>
<b>State of Wyoming Transfers</b>	<b>1,603,736.76</b>	<b>3,311,571.72</b>	<b>-1,707,834.96</b>
<b>Net Income</b>	<b>13,558.04</b>	<b>509,618.45</b>	<b>-496,060.41</b>
<b>State Transfer % of Net Income</b>	<b>99.16%</b>	<b>86.66%</b>	<b>12.50%</b>

# Financial Update

## Q2 Profit & Loss Budget vs. Actual

October 2024 - December 2024

	FY 25 QTR 2			
	TOTAL			
	Oct 24-Dec 24	Budget	- Favorable	% of Budget
<b>Ordinary Income/Expense</b>				
Total 40000 · Income / Revenues	7,763,719.06	7,761,003.00	2,716.06	100.04%
Total 48000 · Other Revenues	32,543.11	24,000.00	8,543.11	135.6%
<b>Total Income</b>	<b>7,796,262.17</b>	<b>7,785,003.00</b>	<b>11,259.17</b>	<b>100.15%</b>
<b>Cost of Goods Sold</b>				
Total 50000 · A Direct Gaming Costs	4,567,304.02	4,605,375.00	-38,070.98	99.17%
Total 61000 · B Gaming Expenses	1,400,213.65	1,400,085.00	128.65	100.01%
<b>Total COGS</b>	<b>5,967,517.67</b>	<b>6,005,460.00</b>	<b>-37,942.33</b>	<b>99.37%</b>
<b>Gross Profit</b>	<b>1,828,744.60</b>	<b>1,779,543.00</b>	<b>49,201.60</b>	<b>102.77%</b>
	<b>Oct 24-Dec 24</b>	<b>Budget</b>	<b>+ Favorable</b>	<b>% of Budget</b>
<b>Expense</b>				
Total 60000 · Business Expenses	44,323.96	134,375.00	-90,051.04	32.99% *
Total 61000 · Contract Services	517,692.78	655,405.01	-137,712.23	78.99% **
Total 62000 · Facilities and Equipment	102,316.51	102,423.00	-106.49	99.9% ***
Total 63000 · Operations	61,991.44	68,753.00	-6,761.56	90.17% ****
Total 64000 · Personnel Salaries, Benefits & Travel	433,414.92	488,210.00	-54,795.08	88.78% *****
<b>Total Expense</b>	<b>1,159,739.61</b>	<b>1,449,166.01</b>	<b>-289,426.40</b>	<b>80.03%</b>
<b>Net Ordinary Income</b>	<b>669,004.89</b>	<b>330,376.99</b>	<b>338,627.90</b>	<b>202.5%</b>
<b>Other Income/Expense</b>				
70000 · Interest Income	25,292.78	30,000.00	-4,707.22	84.31%
81000 · Interest Expense	591.79	750.00	-158.21	78.91%
82000 · Gain/Loss on Discarded Assets				
<b>Total Other Expense</b>	<b>591.79</b>	<b>750.00</b>	<b>-158.21</b>	<b>78.91%</b>
<b>Net Other Income</b>	<b>24,700.99</b>	<b>29,250.00</b>	<b>-4,549.01</b>	<b>84.45%</b>
	<b>Oct 24-Dec 24</b>	<b>Budget</b>	<b>- Favorable</b>	<b>% of Budget</b>
<b>Net Income before Transfers to State of Wyoming</b>	<b>693,705.88</b>	<b>359,626.99</b>	<b>334,078.89</b>	<b>192.9%</b>
Transfers to State of Wyoming	800,033.76			
<b>Net Income</b>	<b>-106,327.88</b>			

\* Under \$6,000 Board Expenses; Over 7,700 Insurance; Under \$93,700 Dues; Over \$1,600 RG

\*\* Over \$15,000 Legal; Under \$117,000 Mktg; Under \$7,000 Keno;

Under \$25,000 IT; Under \$2,000 Retail Investigation

\*\*\* Over \$11,700 Depreciation; Under \$11,800 Bldg Repairs & Maint

\*\*\*\* Under \$2,400 Office; Under \$1,700 Outside Services; Under \$1,600 Other; Under \$500 Retailer Incentives

\*\*\*\*\* Under \$8,500 Benefits; Under \$34,600 Comp & Taxes; Under \$8,400 Travel; Under \$3,000 Uniforms

Net Income:

**-106,327.88**

# Financial Update

## YTD Profit & Loss Budget vs. Actual

July 2024 - December 2024

## Wyoming Lottery Corp Profit & Loss Budget vs. Actual July 2024 through December 2024

	FY 25 QTR 2			
	TOTAL			
	July 24-Dec 24	Budget	- Favorable	% of Budget
<b>Ordinary Income/Expense</b>				
Total 40000 · Income / Revenues	15,818,610.68	15,522,006.00	296,604.68	101.91%
Total 48000 · Other Revenues	70,443.32	48,000.00	22,443.32	146.76%
<b>Total Income</b>	<b>15,889,054.00</b>	<b>15,570,006.00</b>	<b>319,048.00</b>	<b>102.05%</b>
<b>Cost of Goods Sold</b>				
Total 50000 · A Direct Gaming Costs	8,993,898.13	9,210,750.00	-216,851.87	97.65%
Total 61000 · B Gaming Expenses	2,847,995.84	2,800,170.00	47,825.84	101.71%
<b>Total COGS</b>	<b>11,841,893.97</b>	<b>12,010,920.00</b>	<b>-169,026.03</b>	<b>98.59%</b>
<b>Gross Profit</b>	<b>4,047,160.03</b>	<b>3,559,086.00</b>	<b>488,074.03</b>	<b>113.71%</b>
	July 24-Dec 24	Budget	+ Favorable	% of Budget
<b>Expense</b>				
Total 60000 · Business Expenses	63,641.05	170,050.00	-106,408.95	37.43%*
Total 61000 · Contract Services	1,224,622.93	1,433,485.02	-208,862.09	85.43%**
Total 62000 · Facilities and Equipment	218,695.98	226,321.00	-7,625.02	96.63%****
Total 63000 · Operations	127,882.67	142,156.00	-14,273.33	89.96%*****
Total 64000 · Personnel Salaries, Benefits & Travel	850,812.66	940,615.00	-89,802.34	90.45%*****
<b>Total Expense</b>	<b>2,485,655.29</b>	<b>2,912,627.02</b>	<b>-426,971.73</b>	<b>85.34%</b>
<b>Net Ordinary Income</b>	<b>1,561,504.74</b>	<b>646,458.98</b>	<b>915,045.76</b>	<b>241.55%</b>
<b>Other Income/Expense</b>				
70000 · Interest Income	57,026.83	60,000.00	-2,973.17	95.05%
81000 · Interest Expense	1,236.77	1,500.00	-263.23	82.45%
82000 · Gain/Loss on Discarded Assets				
<b>Total Other Expense</b>	<b>1,236.77</b>	<b>1,500.00</b>	<b>-263.23</b>	<b>82.45%</b>
<b>Net Other Income</b>	<b>55,790.06</b>	<b>58,500.00</b>	<b>-2,709.94</b>	<b>95.37%</b>
	July 24-Dec 24	Budget	- Favorable	% of Budget
<b>Net Income before Transfers to State of Wyoming</b>	<b>1,617,294.80</b>	<b>704,958.98</b>	<b>912,335.82</b>	<b>229.42%</b>
Transfers to State of Wyoming	1,603,736.76			
<b>Net Income</b>	<b>13,558.04</b>			

\* Under \$9,500 Board Expenses; Under \$7,800 Insurance; Under \$95,800 Dues; Over \$6,600 RG

\*\* Under \$1,400 Audit; Over \$19,500 Legal; Under \$177,200 Mktg; Under \$700 MM Update;  
Under \$11,500 Keno; Under \$32,600 IT; Under \$4,700 Retail Investigations

\*\*\* Over \$23,400 Depreciation; Under \$31,000 Bldg Repairs & Maint

\*\*\*\* Under \$2,700 Office; Under \$7,200 Outside Services; Under \$3,500 Other; Under \$500 Retailer Incentives

\*\*\*\*\* Under \$14,300 Benefits; Under \$59,400 Comp & Taxes; Under \$13,000 Travel; Under \$3,000 Uniforms

Net Income: **13,558.04**

# Financial Update

## *Supplemental Building Budget Expenditures vs. Budget*

*July 2024 - December 2024*

Wyoming Lottery Corp  
Profit & Loss FY' 25 Supplemental Building Budget  
July 2024 through June 2025

	Building Capital Expenditures Jul '24 - Dec '24	FY'25 Approved Budget Jul '24 - Jun 25
New Building Capitalized Expenditures		
Building Contracted Renovations		650,000.00
Other Building Capitalized Repairs		
Building Security Required IT		54,650.00
Building Required IT Other		70,000.00
Building Fire Suppression		15,000.00
Building Signage		30,000.00
<b>Total New Building Expenditures</b>	<b>0.00</b>	<b>819,650.00</b>

# Financial Update

## Profit & Loss Responsible Gambling

### Budget vs. Actual

July 2024 - December 2024

Wyoming Lottery Corp  
**Profit & Loss Responsible Gambling Budget vs. Actual**  
 July 2024 through December 2024

	FY 25 QTR 2 YTD		
	TOTAL		
	July 24 - Dec 24	FY25 Budget	Available
Responsible Gambling Expenses			
Tracker Study Follow Up Research	0.00	0.00	0.00
Certifications - University of Minnesota	0.00	0.00	0.00
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	6,604.31	20,000.00	13,395.69
Fremont County Service Research	0.00	0.00	0.00
Dues & Sponsorships	0.00	2,500.00	2,500.00
Allocation To Be Determined		127,786.65	127,786.65
<b>Total Responsible Gambling Expenses</b>	<b>6,604.31</b>	<b>150,286.65</b>	<b>143,682.34</b>

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	-48,311.80
7/29/22 Unclaimed Prize Funding	200,000.00
FY 23 Expenses	-19,288.00
FY 24 Expenses	-37,766.33
FY 25 Expenses	-6,604.31
<b>12/31/24 Responsible Gambling Balance</b>	<b>143,682.34</b>

FY 25 Q2 Expenses Reimbursed 1/25	1,642.59
<b>Balance Sheet Balance as of 12/31/24</b>	<b>145,324.93</b>

Unclaimed Prize Fund Balance as of 12/31/24

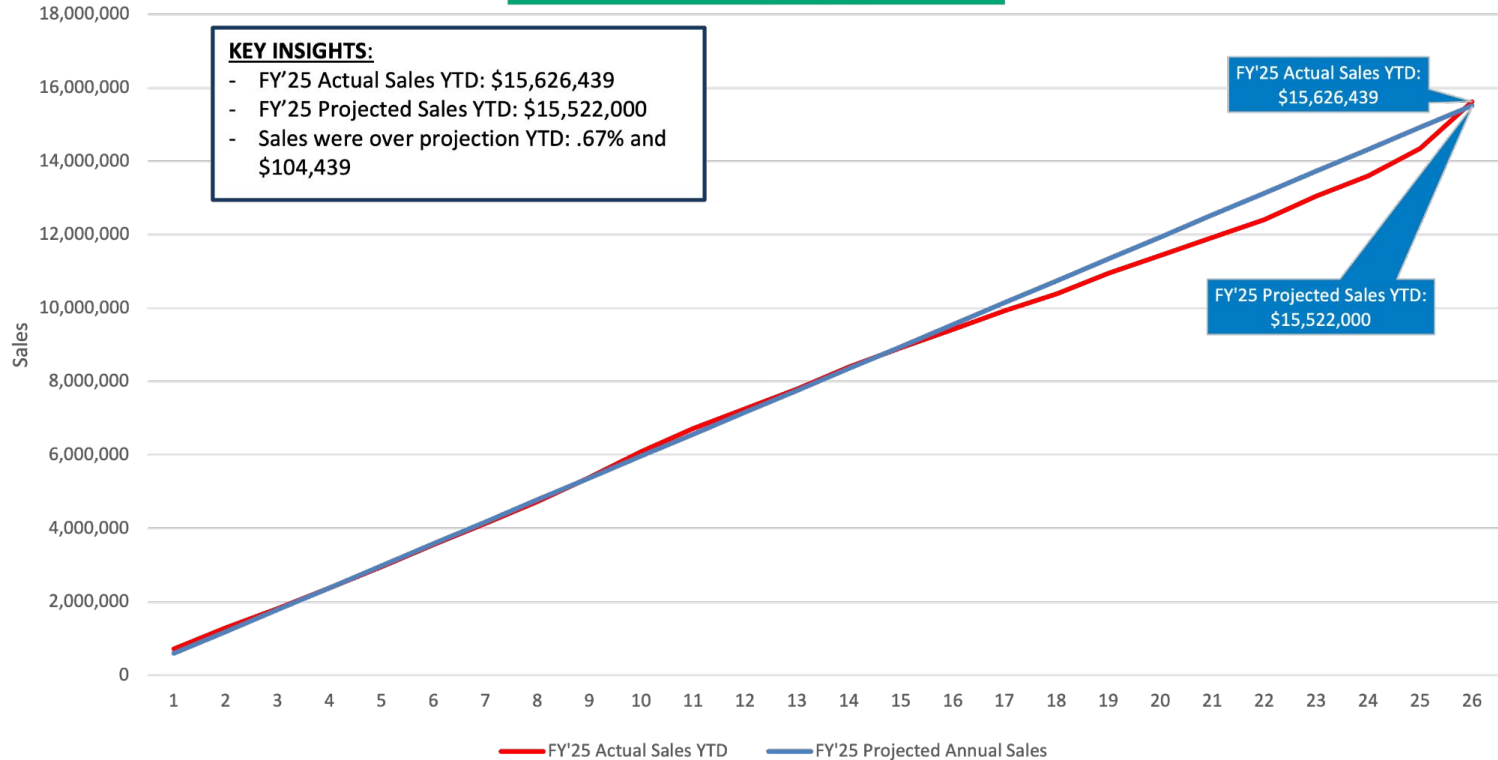
**\$755,308.50**

# **Sales Update**

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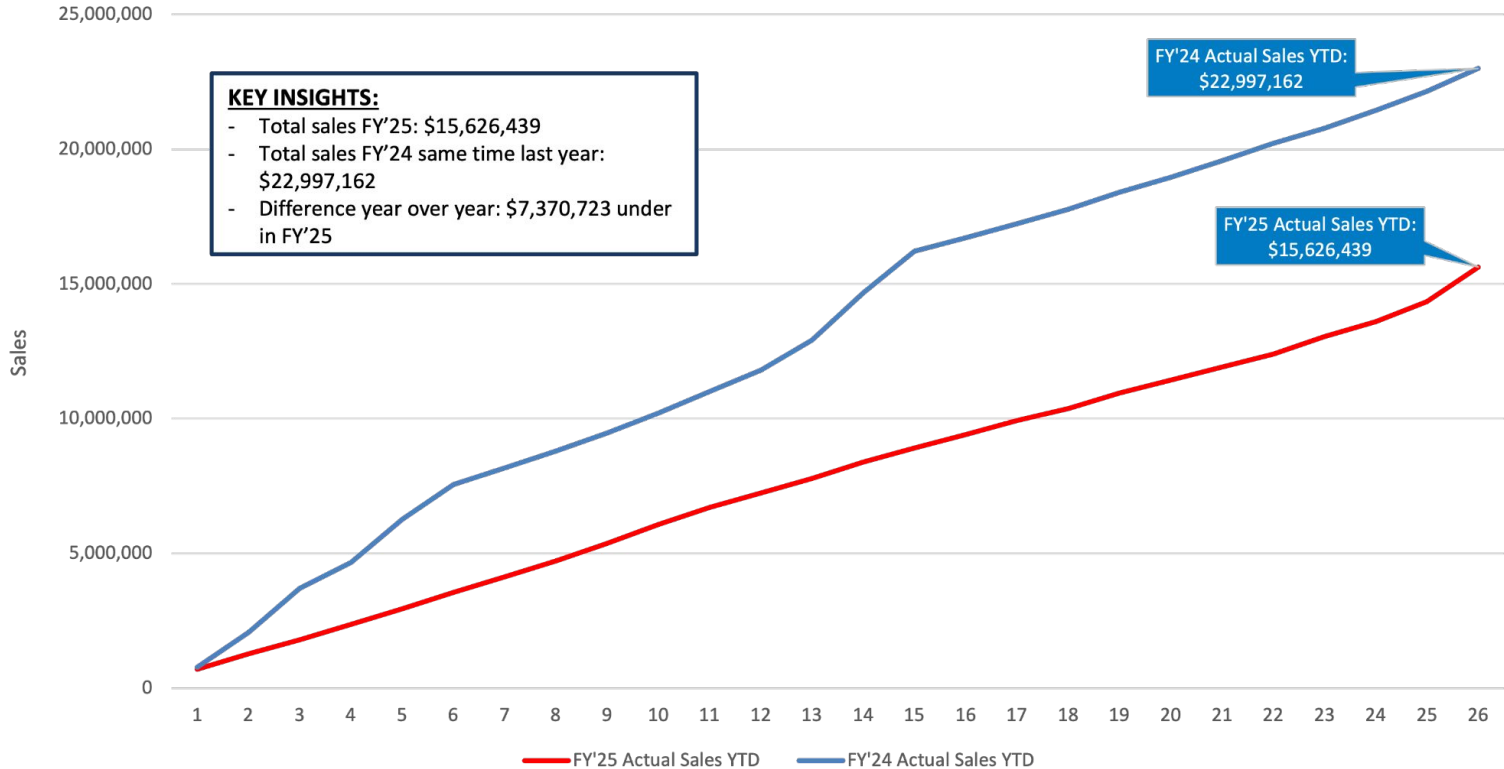
# Sales Update

Total Sales - FY'25 Actual vs. Projection  
Week ending: 12/28/24



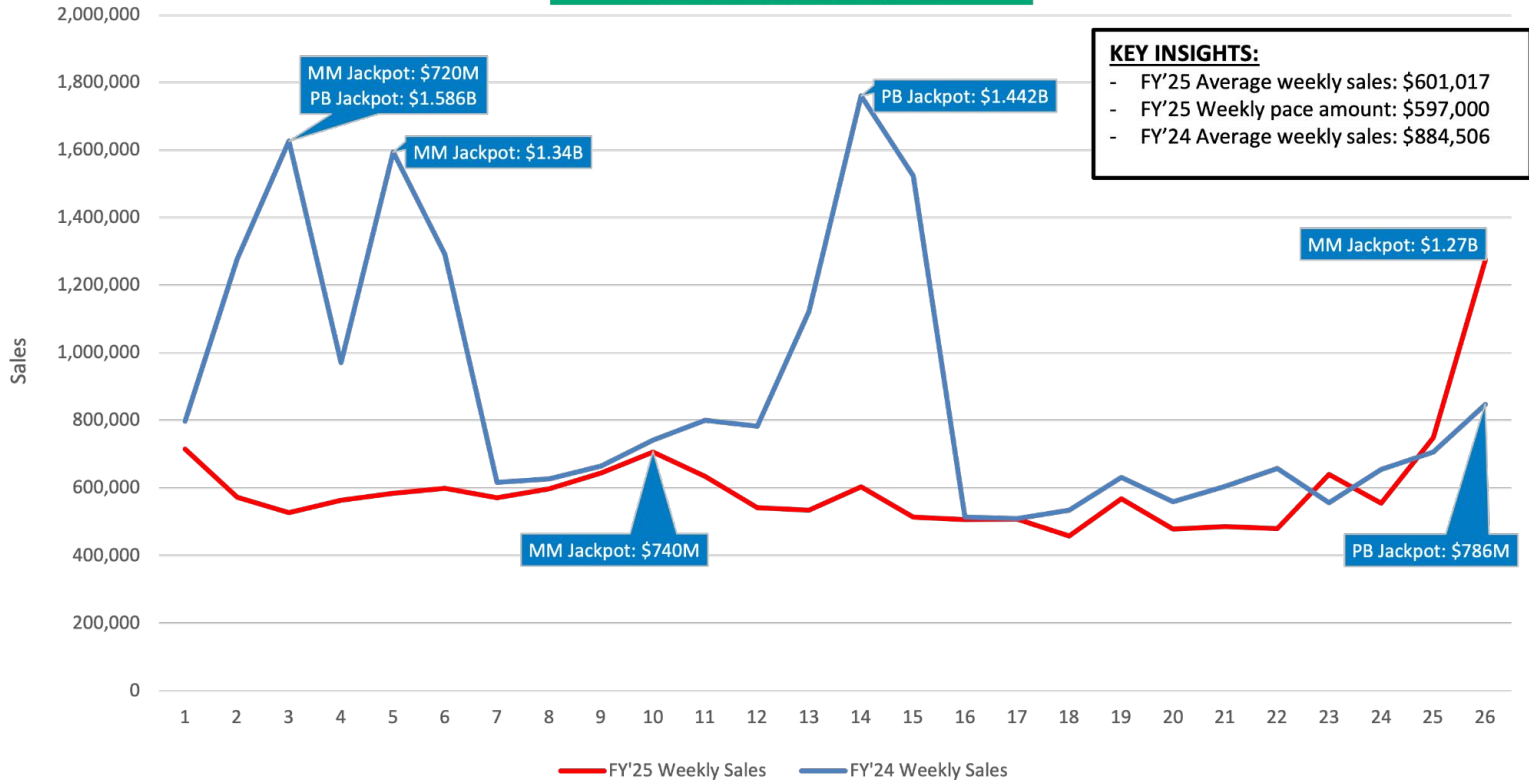
# Sales Update

Total Sales - FY'25 vs. FY'24  
Week ending: 12/28/24



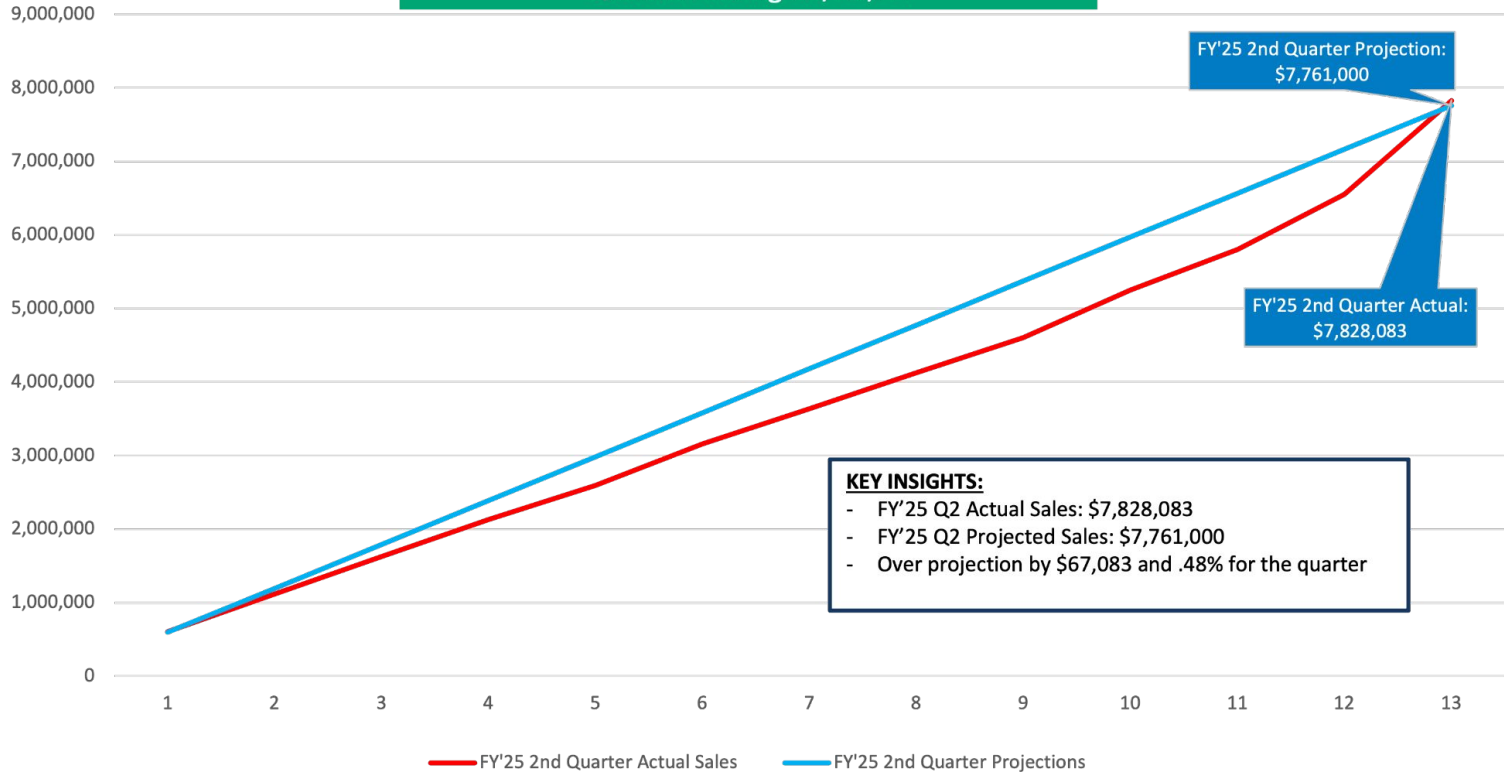
# Sales Update

Actual Weekly Sales - FY'25 vs. FY'24  
Week ending: 12/28/2024



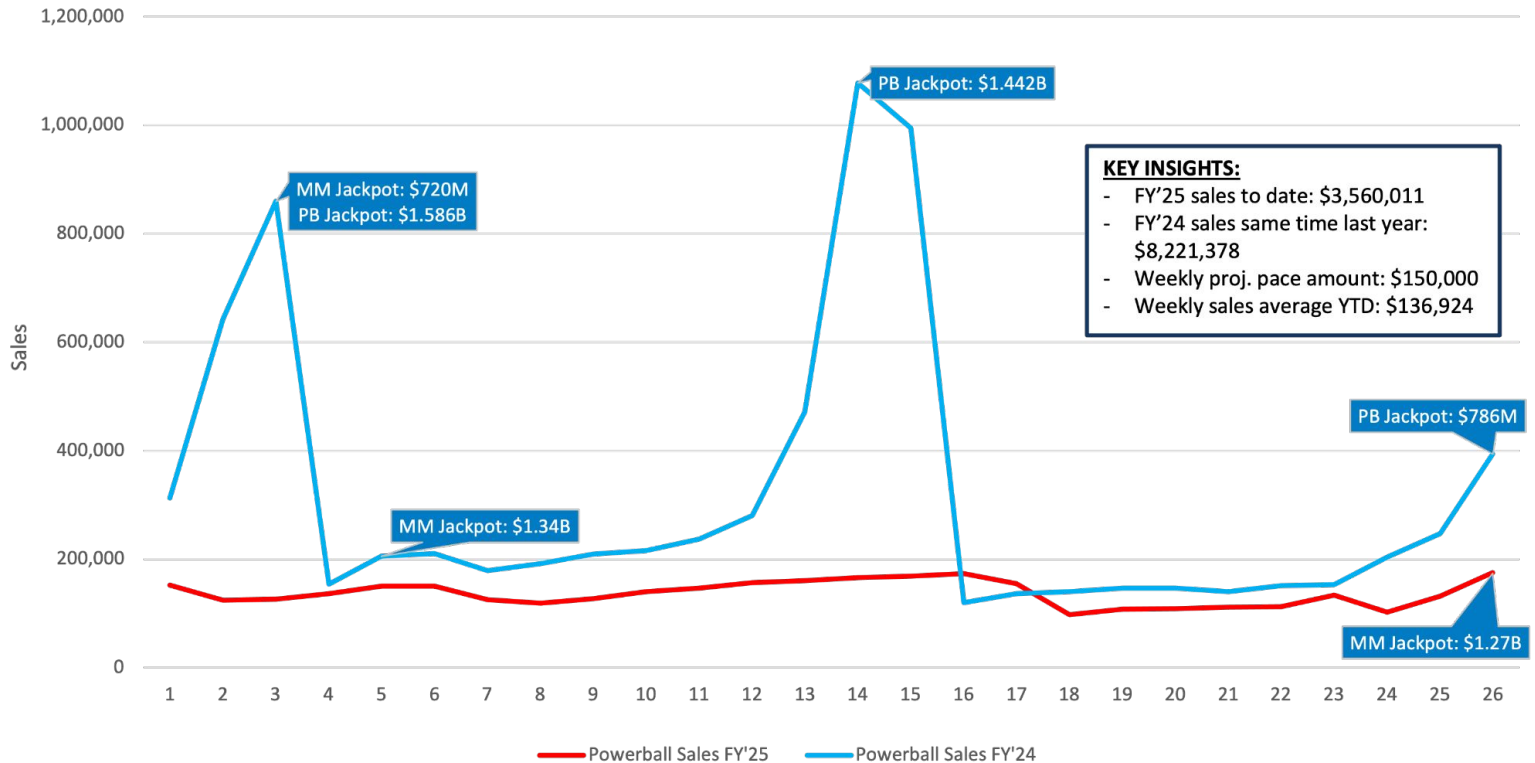
# Sales Update

Total 2nd Quarter Sales - FY'25 Actual vs. Projections  
Quarter Ending 12/28/24



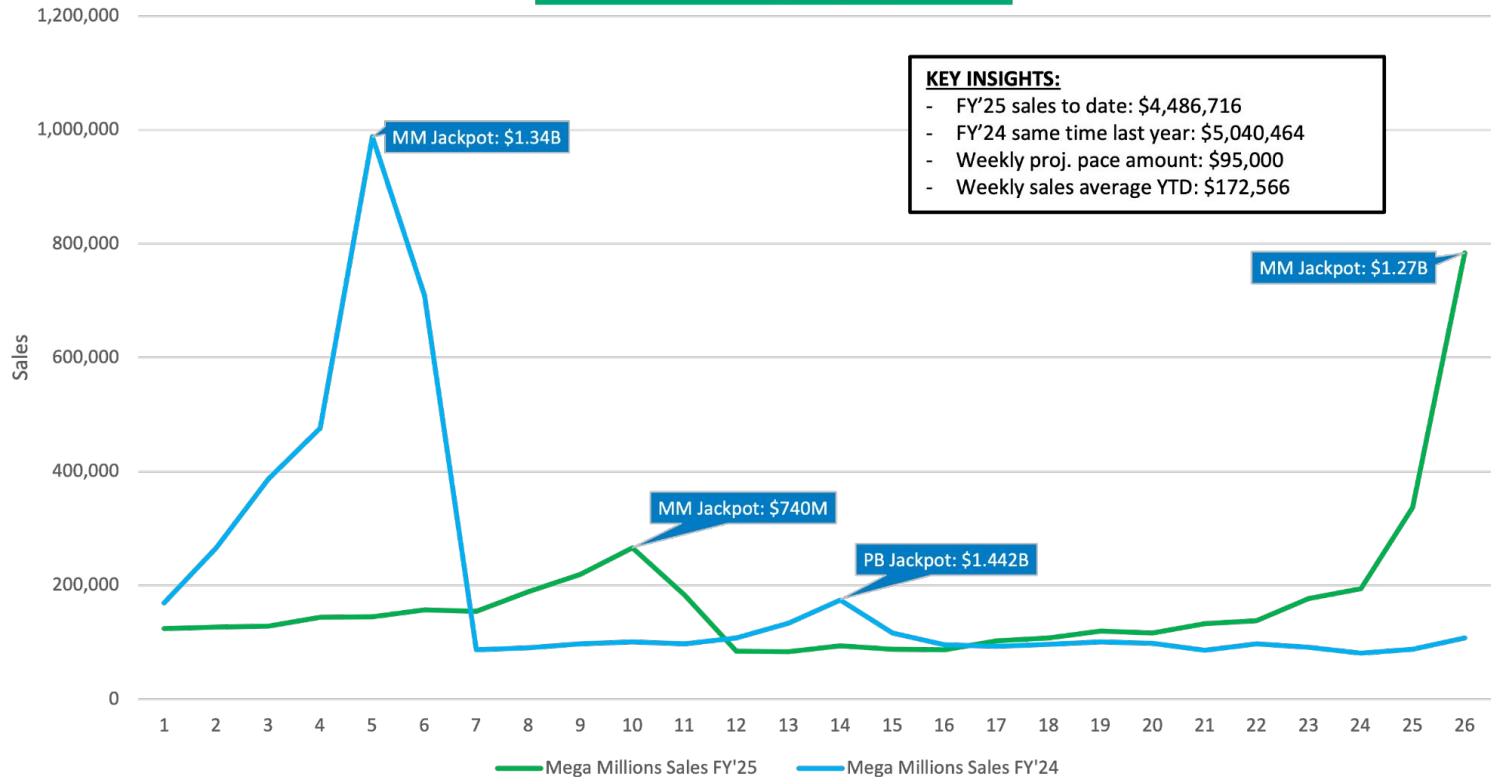
# Sales Update

Powerball Sales - FY'25 vs. FY'24  
Week Ending: 12/28/24



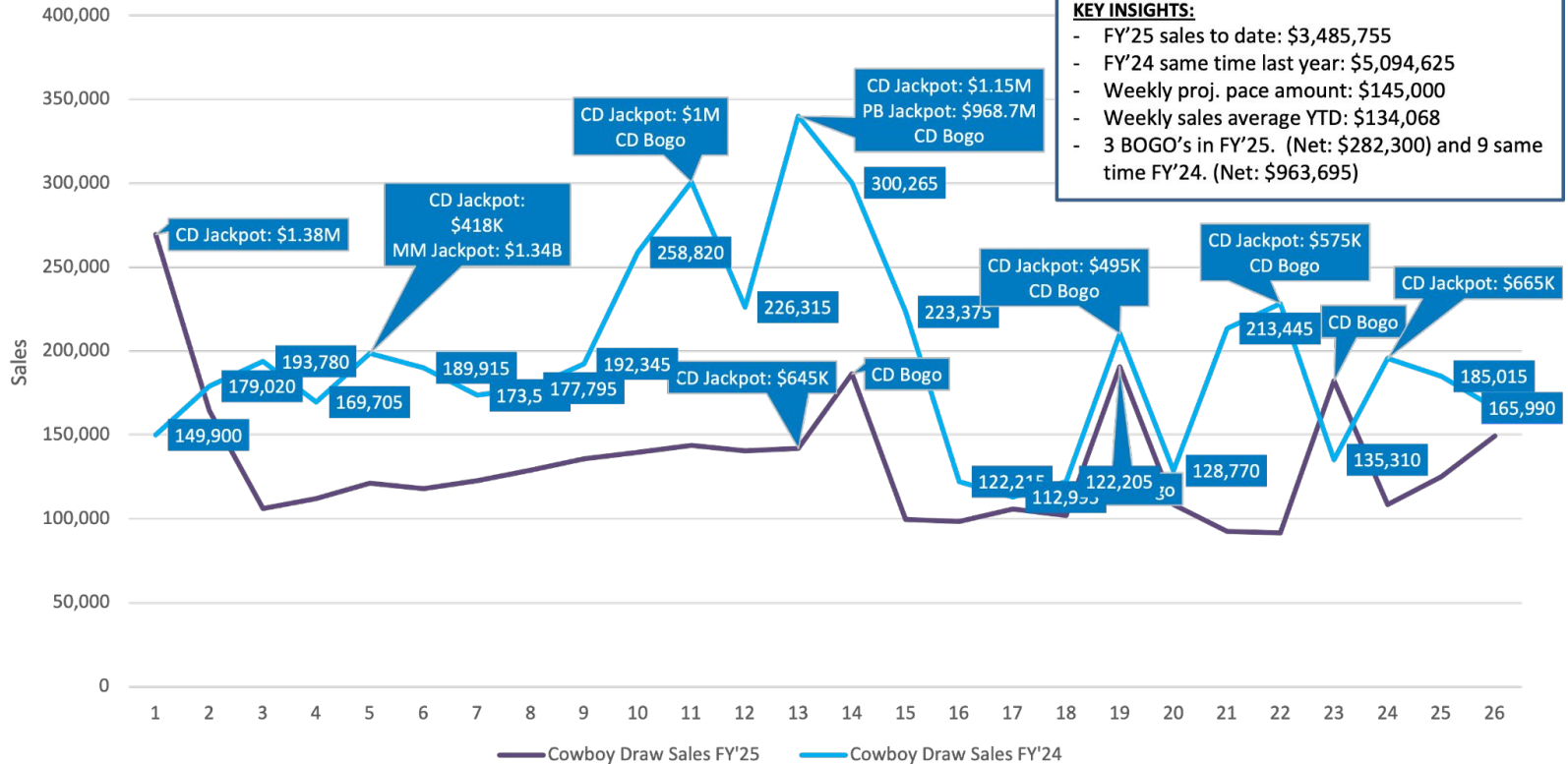
# Sales Update

## Mega Millions Sales - FY'25 vs. FY'24 Week Ending: 12/28/24



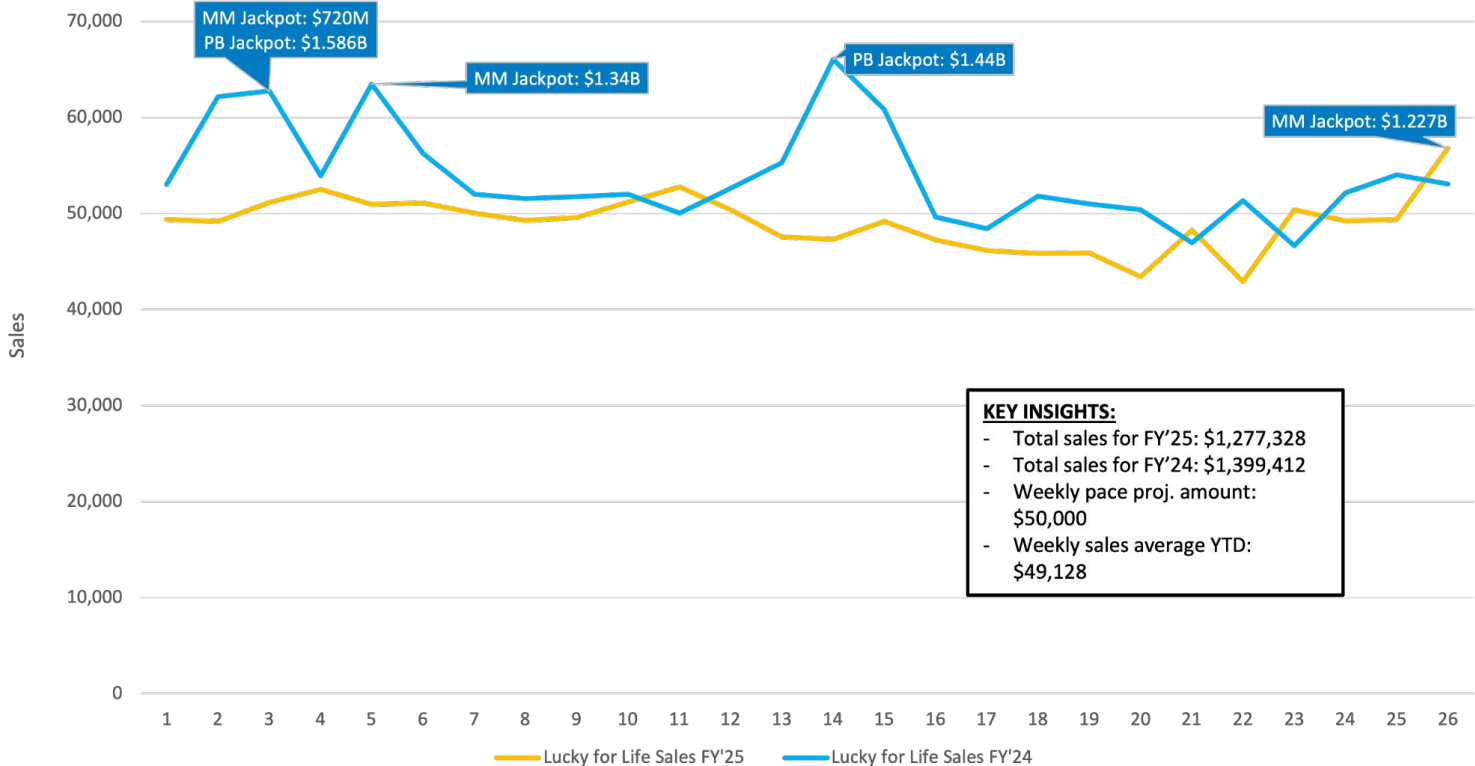
# Sales Update

Cowboy Draw Sales - FY'25 vs. FY'24  
Week ending: 12/28/24



# Sales Update

## Lucky for Life Sales - FY'25 vs. FY'24 Week ending: 12/28/24

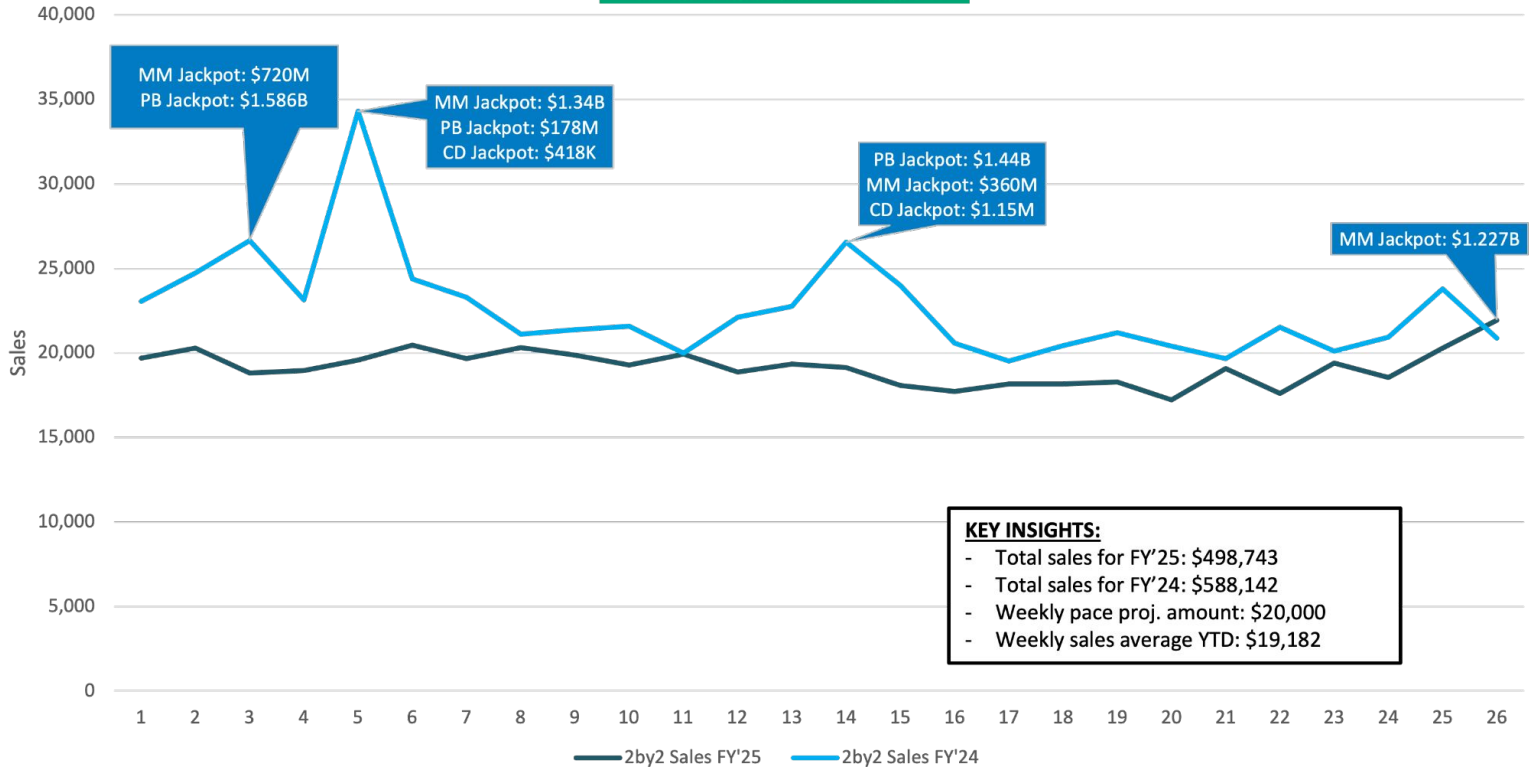


**KEY INSIGHTS:**

- Total sales for FY'25: \$1,277,328
- Total sales for FY'24: \$1,399,412
- Weekly pace proj. amount: \$50,000
- Weekly sales average YTD: \$49,128

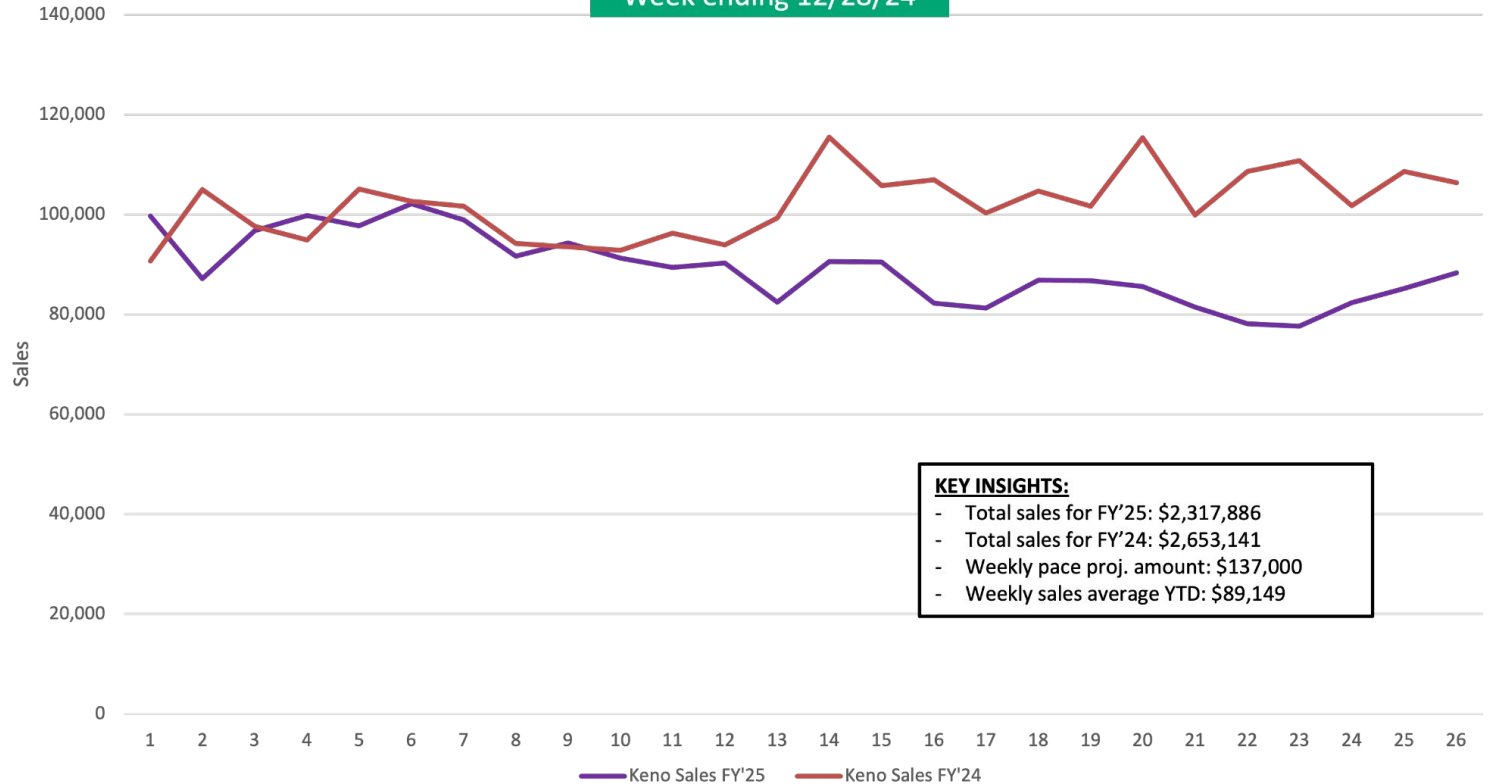
# Sales Update

2by2 Sales - FY'25 vs. FY' 24  
Week ending: 12/28/24



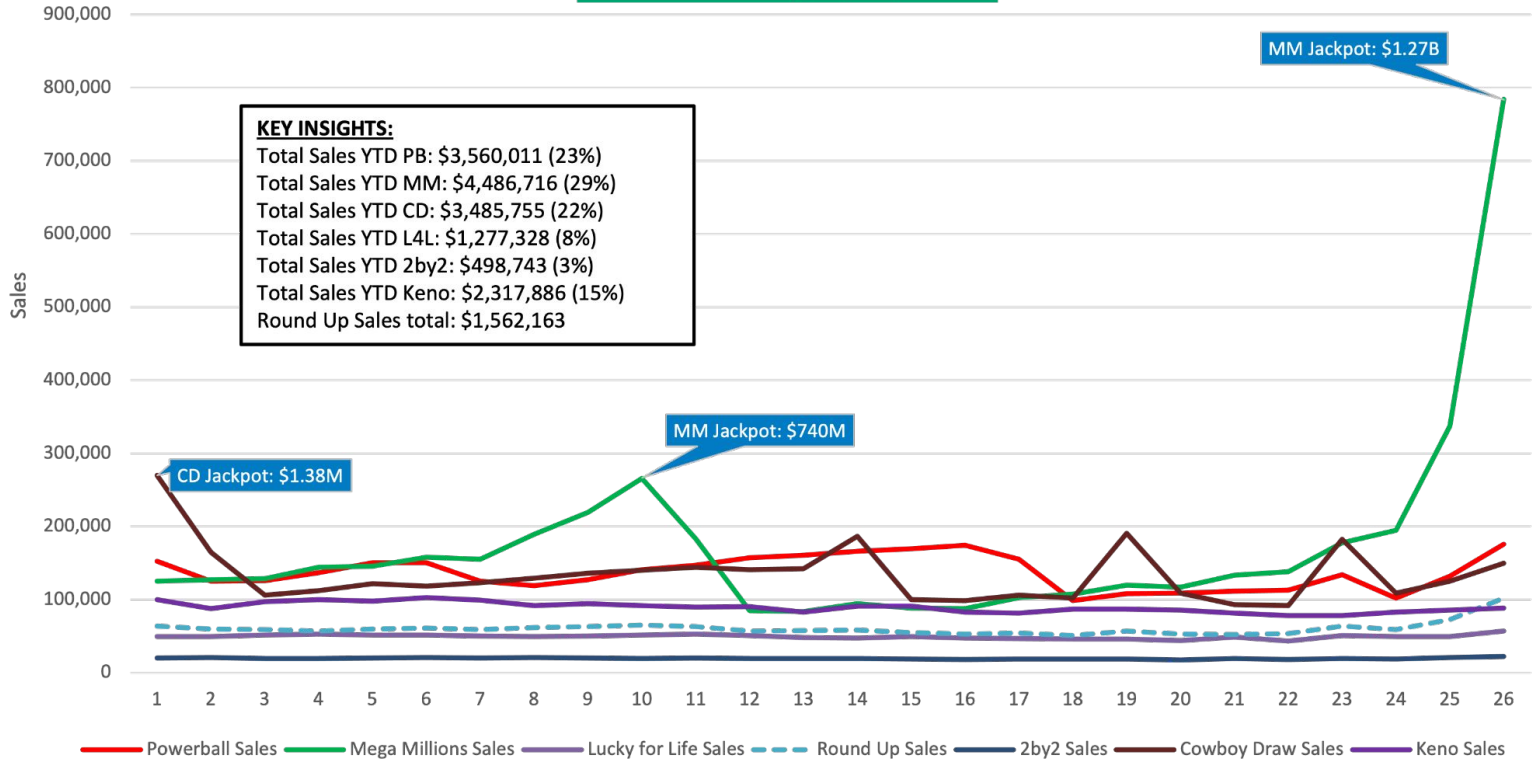
# Sales Update

Keno Sales - FY'25 vs. FY'24  
Week ending 12/28/24



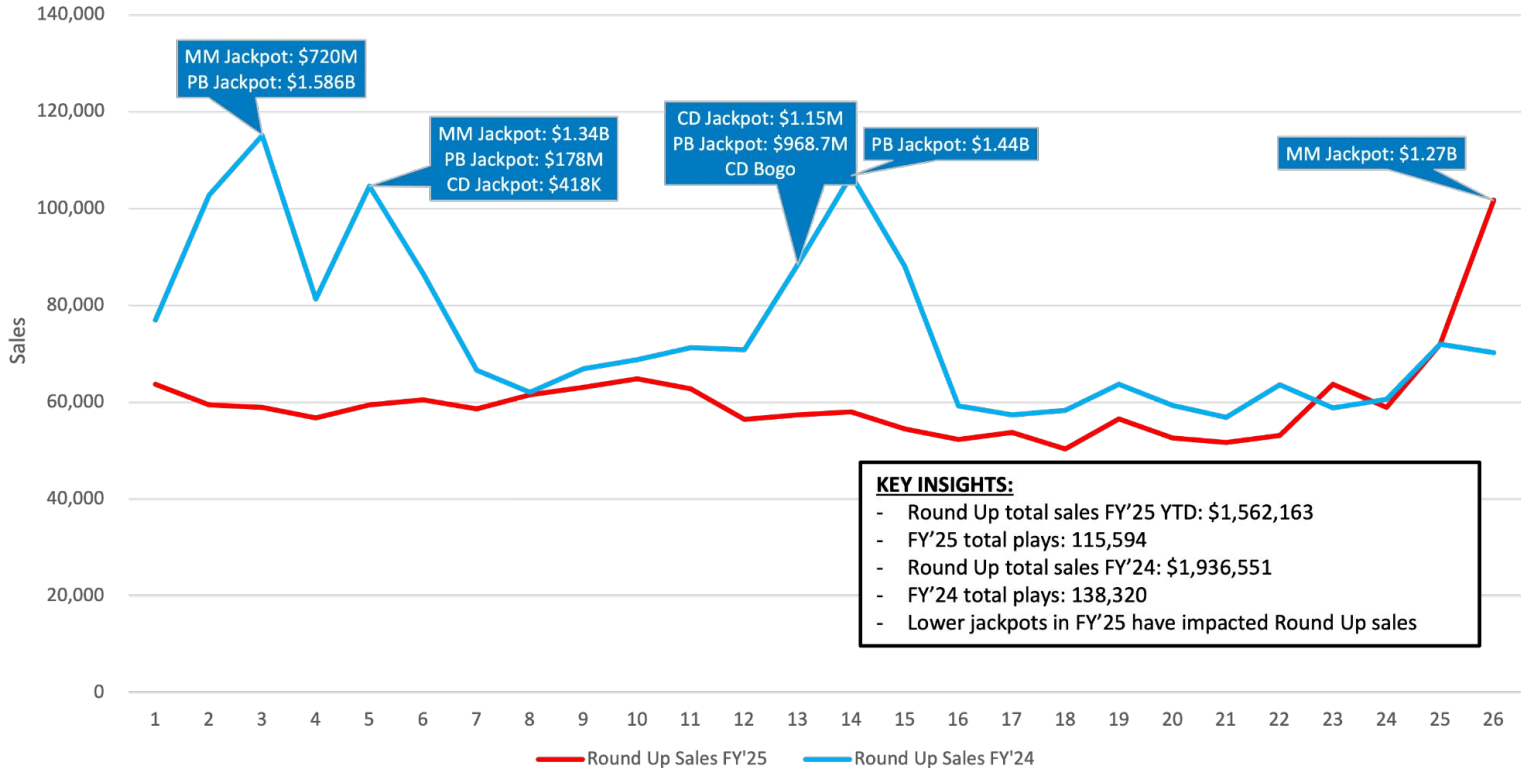
# Sales Update

## WyoLotto All Product Sales YTD Week ending 12/28/24



# Sales Update

Round Up Sales - FY'25 vs. FY'24  
Week ending: 12/28/24



# Marketing Update

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# Mega Millions Game Change

Due to the decision made by Mega Millions consortium, we must update this national game in order to continue to offer it in Wyoming. Focus is on making the updates and communicating to existing players and creating new ones.

- Effective April 4, 2025
- Price point will increase to \$5

## Three phases of marketing the game change

1. **Logistics phase:** Jan. 27 - April 4
2. **Pre-Launch phase:** March 17 - April 4
3. **Launch phase:** April 5 - July 15



Wolotto  
**MEGA MILLIONS**

STARTING APRIL 5TH  
MEGA MILLIONS WILL BE CHANGING WITH...

*Better* *Faster-Growing* *Built-in*  
**ODDS!** **JACKPOTS!** **MULTIPLIERS!**

More details will be announced closer to this exciting game change!

This means starting after the drawing on January 28, 2025, multidraws for Mega Millions will be temporarily limited until the game change takes place.

JAN 28 2025	Last day to purchase 20 draws
MAR 4 2025	Last day to purchase 10 draws
MAR 21 2025	Last day to purchase 5 draws
MAR 25 2025	Last day to p
MAR 28 2025	Last day to p
APR 1 2025	Last day to p
APR 4 2025	Last day to p the current g Sales will close They will reop with all multidraw

TEMPORARY MULTIDRAW

This information can also



Wolotto  
**MEGA MILLIONS**

NOW WITH  
**FASTER**  
GROWING JACKPOTS

Wolotto  
**MEGA MILLIONS**

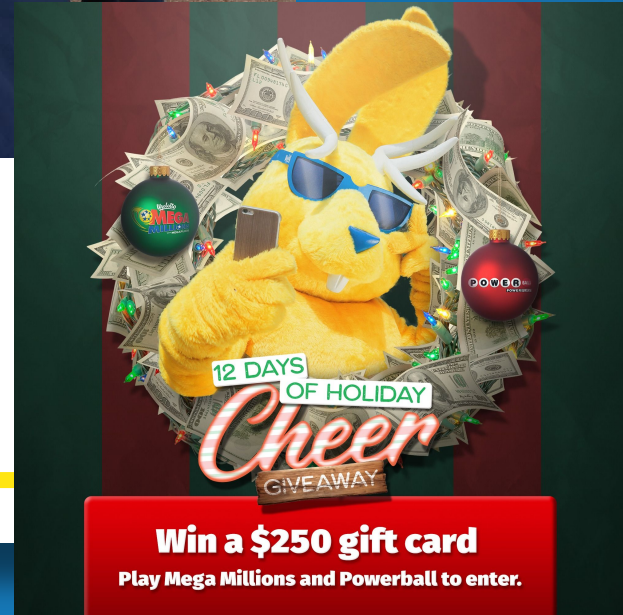
# Cowboy Draw BOGO & \$20K Giveaway

- Campaign ran September through December
- Ran 3 BOGOs
- Promoted through radio, digital ads, social, email, app, pads, KENO monitors, website
- Gave away **\$20,000** to one winner - first year to add on this giveaway
  - Players had to enter code from BOGO ticket on website
  - Total valid entries: **9,562**
- Average Sunday net sales during non-BOGO: \$20,000
- Average Sunday net sales during BOGO: **\$94,100**
- **Total Net: \$282,300**



# Holidays

- Visited 2 Grocery Stores
  - Featured Spin-to-win prizes, with \$30 gift cards on the wheel
  - Went to Safeway and Albertsons
- Holiday Giving Giveaway
  - Promoted Mega Millions and Powerball
  - 12 days of Christmas from Dec. 16 - 27
  - Players must purchase a pair of tickets and submit a selfie through the website
  - 10 winners were awarded a \$250 gift card



# What comes next...

- Continue Corporate Campaign through August 2025, media buys Jan. 6-26, April 7-27 & July 7-27
- Continue progress on RG Verification, now 37% complete on 2-year plan
- Responsible Gambling Campaign + media buy during March with WRGC (Problem Gambling Awareness Month)
- Trigger to support low jackpots, Jan. - March 2025
- Mega Millions game change campaign, Jan. - July 2025
- Potential KTD promotion, March - May 2025



# Game Updates

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# Cowboy Draw

## This Quarter:

- 60,209 Total Winners
- \$924,906 Total Won
- 108 that won \$1,000
- 1 Jackpots Won

## Since Launch:

- 3,800,943 Total Winners
- \$69,082,194 Total Won
- 7,170 have won \$1,000
- 41 Jackpot Wins



# Powerball

## This Quarter:

- 28,305 Total Winners
- \$275,968 Total Won
- 1 that won \$1,000 or more
- 0 Jackpot Wins

## Since Launch:

- 1,681,799 Total Winners
- \$21,699,020 Total Won
- 65 have won \$1,000 or more
- 0 Jackpot Wins



# Mega Millions

## This Quarter:

- 41,468 Total Winners
- \$1,293,612 Total Won
- 11 that won \$1,000 or more
- 0 Jackpot Wins

## Since Launch:

- 1,534,873 Total Winners
- \$15,751,256 Total Won
- 229 have won \$1,000 or more
- 0 Jackpot Wins



# Lucky for Life

## This Quarter:

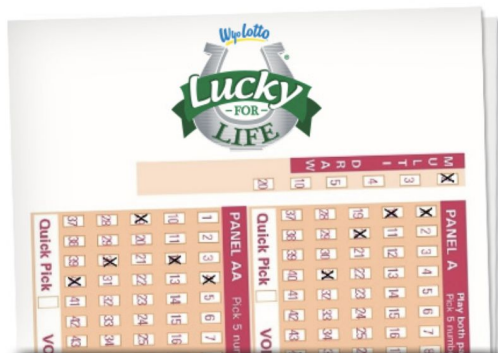
- 40,810 Total Winners
- \$237,643 Total Won
- 2 that won \$1,000 or more
- 0 Jackpot Wins

## Since Launch:

- 1,332,693 Total Winners
- \$16,531,979 Total Won
- 80 have won \$1,000 or more
- 1 Jackpot Wins

You Could Win

**\$1,000** EVERYDAY  
FOR LIFE



# 2by2

## This Quarter:

- 91,130 Total Winners
- \$107,461 Total Won
- 2 Jackpot Wins

## Since Launch:

- 1,839,349 Total Winners
- \$2,603,918 Total Won
- 56 Jackpot Wins



# KENO

## This Quarter:

- \$715,899.50 Total Won
- 18 that won \$1,000 or more
- 0 Jackpot Wins

## Since Launch:

- \$8,591,949.02 Total Won
- 288 have won \$1,000 or more
- 2 Jackpot Wins



# What comes next...

- Continue Corporate Campaign through August 2025
- Continue Cowboy Draw BOGO through Dec. 1
- Trigger to support low jackpots, Sept. - Dec. 2024
- 10-Year Giveaway, Feb. - March 2025