



FISCAL YEAR 2018 IN REVIEW

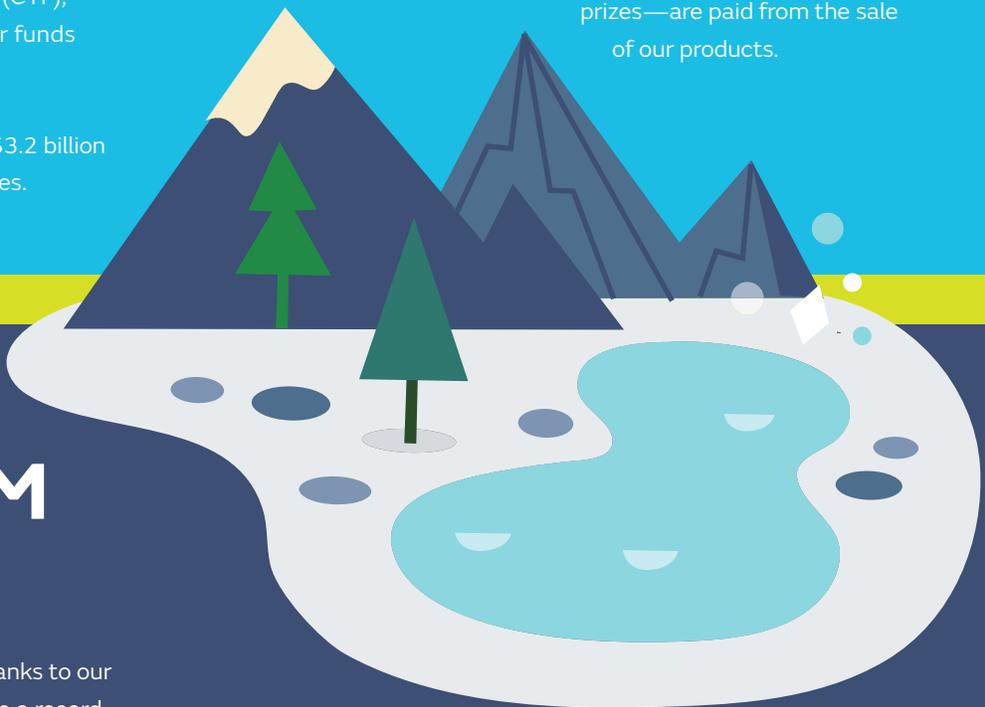
ABOUT THE LOTTERY

Fiscal year 2018 was an incredible year for the Colorado Lottery, reaching record sales of \$612 million, with over \$140 million going to our proceeds beneficiaries: Great Outdoors Colorado (GOCO), the Conservation Trust Fund (CTF), Colorado Parks and Wildlife (CPW) and spillover funds for Building Excellent Schools Today (BEST).

Over the last 36 years, the Lottery has provided \$3.2 billion to Colorado's beloved parks, trails, and open spaces.

We have also created and sustained an annual average of 2,300 jobs in Colorado and generated \$3.2 billion in cumulative labor income across more than 20 industries, as well.

The Colorado Lottery is designated an enterprise fund: this means we don't receive any tax money from the state's General Fund to support our operations. All of our expenses—salaries, infrastructure, retailer commissions and prizes—are paid from the sale of our products.

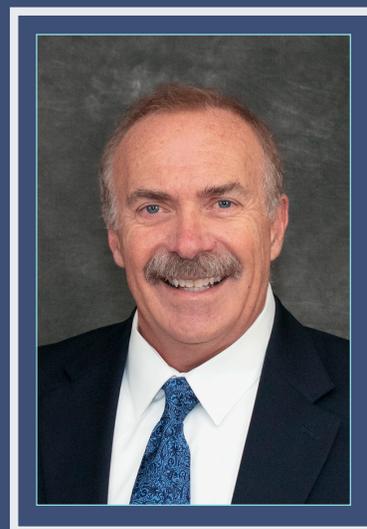


LETTER FROM DIRECTOR

It's been a great year to be a tree in Colorado. Thanks to our players, retailers, and Lottery team, our sales were a record \$612 million. We transferred over \$140 million to GOCO, CTF, CPW and BEST. They used the money to preserve land, and the trees that live there, provide more opportunities for all of us to get outside and play, and generally improve our quality of life.

The Lottery is also getting greener. That includes this report, which used to kill a lot of trees. Now, it's an example of us using less paper, and adhering to the principles of conservation that help keep Colorado awesome.

In the year ahead, we will focus on giving players and retailers the best games and service possible. We will also work hard to protect players through responsible gaming best practices, while protecting trees, wildlife, water and open space through conservation best practices. Of course, the people

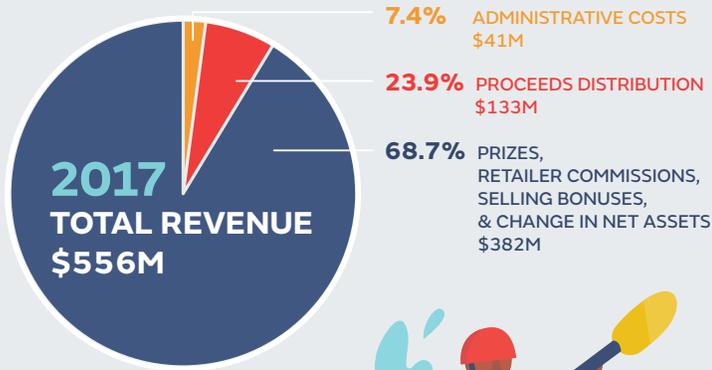


of Colorado will benefit the most. And that is why we're here.

So, whether you play the Lottery or not, it's been a great year to be a Coloradan. We will do our best to make next year even better.

Thank you, and Play On.
-Tom Seaver

KEY FINANCIAL HIGHLIGHTS



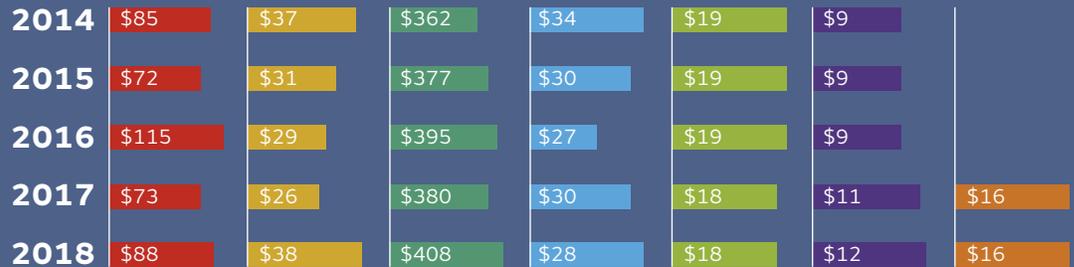
* SALES REVENUE AND INTEREST



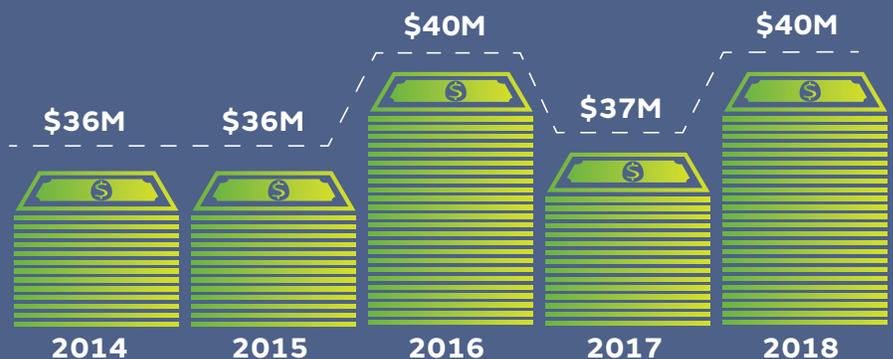
LOTTERY SALES BREAKDOWN (IN MILLIONS)

SALES REVENUE:
2017 - \$555M
2018 - \$612M

PROCEEDS DISTRIBUTION:
2017 - \$133.4M
2018 - \$140.7M



LAST FIVE YEARS: TOTAL RETAILER COMMISSIONS



TOP 10 INDEPENDENT RETAILERS

1. Daytona Mart (Aurora)
2. Borderline #1 (Carr)
3. Discount Gas & Convenience (Lakewood)
4. Florida Market (Denver)
5. National Essentials (Denver)
6. Three Seven Corner Mart (Aurora)
7. Gateway Services (Dinosaur)
8. Lewis & Cluck (Littleton)
9. B.G.'s (Grand Junction)
10. A-Z Convenience (Aurora)



TOP 10 CHAIN RETAILERS

1. King Soopers/City Market
2. 7-11
3. Circle K Stores
4. Albertson's/Safeway
5. Loaf & Jug
6. Kum & Go
7. Alta Convenience
8. United Pacific
9. Suncor Energy Sales Inc.
10. Smoker Friendly

PROCEEDS PAYOUTS FOR 2018

GREAT OUTDOORS COLORADO (GOCO).....	\$66,250,998
CONSERVATION TRUST FUND (CTF).....	\$56,294,721
COLORADO PARKS & WILDLIFE (CPW).....	\$14,073,680
BUILDING EXCELLENT SCHOOLS TODAY (BEST).....	\$4,117,403



PROCEEDS HIGHLIGHT: MONTROSE RECREATION CENTER

At the heart of Montrose's Lottery-funded projects is the 82,000-square foot recreation center. Although not completely funded by the Lottery, this project couldn't have been completed without support of Lottery proceeds.

Close to \$2 million has been spent on providing this Western Slope community with a facility that includes two pools, expansive locker rooms, four basketball courts, six dedicated pickleball courts, several climbing structures, walking paths, and a multi-use field.

The City of Montrose has benefitted from this new amenity both socially and economically. In fact, this project was so successful



that it earned a 2018 Colorado Lottery Starburst Award that recognizes its achievement in making an impact on its community.

As of the end of July 2018, the Lottery had returned approximately \$10 million in Lottery proceeds to make Montrose a community that can Play On! For more information on Colorado Lottery proceeds, visit: www.coloradolottery.com/giving-back/

COLORADO'S RECORD WINNER:

Sep 16, 2017 - Judy, Mack and their dog Tillie are starting a new chapter in their lives winning \$133,200,000.



Judy woke up Sunday morning and went to the Lottery's website to check her Powerball numbers. She'd been playing the same numbers for years using numbers from birthdays...

and she purchased this winning Advance Play ticket on her dog Tillie's birthday. This was the last draw on the ticket. She couldn't believe what she was seeing. Had she really won?

With her hand on her chest, she ran into the bedroom where her husband was laying, and stammered. Mack thought she was having a heart attack. "I think we won!" Together they rushed to check the numbers, and yes, it's true... they won the Powerball jackpot, to which Mack said, "That's pretty nice!"

During the press conference, Mack told everyone that "his wife is the most generous person; she's my greatest gift." When asked what their plans are, they both agreed that since they're not "extravagant" people, that they would use much of the money to help those who need it the most, citing those who are suffering as a result of the recent hurricanes and fires. Congratulations Judy and Mack - and to Tillie who just may have brought them the luck they deserve!

PLAY RESPONSIBLY



LOTTERY COMMISSION

(Left to right) Stan Podolski, Stella Peterson, Jim Bensberg, Honorable Charles Dennis Maes, Bill Clayton

The Colorado Lottery Commission has an important role in the oversight and governance of the Colorado Lottery and in fulfilling its fiduciary responsibilities with regard to all Lottery games. To learn more, visit: www.coloradolottery.com/about/commissioners/

LOTTERY'S ECONOMIC IMPACT:

Have you heard about the Lottery's Economic Impact Report? Compiled by BBC Research and Consulting for the Lottery, this report shows that we have created and sustained an annual average of 2,300 jobs in Colorado over the past 36 years. The Lottery has generated \$7.6 billion in cumulative economic impact to Colorado's economy. Outdoor recreation in Colorado directly and indirectly supports about 313,000 jobs in the state (13% of the entire labor force) and contributes more than \$34 billion per year in statewide economic activity. It is also the primary reason for almost four million overnight visitor trips to Colorado each year, which generate about \$1.4 billion in annual spending. So next time you are asked what the Lottery does for Colorado, let people know: we sustain our beautiful outdoors **AND WE CREATE JOBS!**



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