



DLL Priorities and FY24 Recap

FY24 Vermont Lottery Revenue

FY24 Vermont Lottery Sales Revenue

\$168,994,525

FY24 Education Fund Contribution

\$35,056,988

FY24 Liquor Control Revenue

FY24 Liquor Control Revenue

\$102,816,702

General Fund Contribution

\$21,207,906

Liquor Trends

- Alcohol consumption surged during Covid when people were practicing social distancing and bars/restaurants were closed.
- Post-Covid consumption and sales have leveled off.
- The younger legal drinking age population is drinking less alcohol or abstaining.
- There has been less alcohol consumption in general as people become more health conscious.
- Nationally, in states that have legalized Cannabis, alcohol consumption has declined.
- Inflation has caused consumers to be more conscious of spending.

5-Year Liquor Sales Trends

	FY20	FY21	FY22	FY23	FY24
Bottle sales	5,152,728	5,384,222	5,625,508	5,538,112	5,346,739
Case sales	459,482	480,027	500,084	485,295	464,591
Retail sales	\$87,932,218	\$94,174,610	\$100,793,050	\$102,979,355	\$101,113,507

FY24 Sports Wagering Activity

DLL SPORTS WAGERING SUMMARY REPORT

FY24 Total (January - June)

FY24

VERMONT REVENUE SHARE

Handle Summary	Total
Total Handle Receipts	\$101,100,506
Less: Winning Payouts	\$88,694,438
Less: Resettlements, Voids, Tax, Promo	\$1,390,344
Adjusted Gross Sports Wagering Revenue	\$11,015,724
Revenue Share Rate	31.98%
Vermont Revenue Share	\$3,529,341

HANDLE BY SPORT

Sport Rank	Sport Name	Handle
#1	Basketball	\$40,242,081
#2	Baseball	\$9,418,164
#3	Tennis	\$9,377,450
#4	Football	\$9,300,838
#5	Hockey	\$5,076,524
All Other	All Other	\$27,685,449
Handle		\$101,100,506

HANDLES / BETS

	Resident	Handle	Average Monthly Active Users	Total Number of Bets	Avg. Dollar Value of All Bets
Out-of-State		\$28,377,306	14,577	826,594	\$34.33
In-State		\$72,723,200	24,237	3,817,375	\$19.05
		\$101,100,506	38,814	4,643,969	\$21.77

2024 Calendar Year Sports Wagering Activity

DLL SPORTS WAGERING SUMMARY REPORT

CY24 Total (January - December)

CY24

VERMONT REVENUE SHARE

Handle Summary	Total
Total Handle Receipts	\$198,754,297
Less: Winning Payouts	\$176,830,791
Less: Resettlements, Voids, Tax, Promo	\$2,071,840
Adjusted Gross Sports Wagering Revenue	\$19,851,666
Revenue Share Rate	31.95%
Vermont Revenue Share	\$6,343,164

HANDLE BY SPORT

Sport Rank	Sport Name	Handle
#1	Basketball	\$54,508,147
#2	Football	\$39,726,832
#3	Baseball	\$19,839,230
#4	Tennis	\$17,084,344
#5	Soccer	\$10,322,169
All Other	All Other	\$57,273,574
Handle		\$198,754,297

HANDLES / BETS

Resident	Handle	Average Monthly Active Users	Total Number of Bets	Avg. Dollar Value of All Bets
Out-of-State	\$58,085,713	12,578	1,955,182	\$29.71
In-State	\$140,668,584	18,963	6,749,721	\$20.84
	\$198,754,297	31,541	8,704,903	\$22.83

Responsible Gaming and Problem Gambling

- FY24 Problem Gambling Helpline Call Volume:

Type of Call	February 2024	March 2024	April 2024	May 2024	June 2024
Calls for Problem Gambling Help	13	15	5	10	3
Additional calls to the Helpline (Hangups and calls seeking Vermont Lottery)	56	45	45	49	46

- Self-Exclusion Program participation in FY24:
 - 1-year exclusion: 1 individual
 - 5-year exclusion: 2 individuals
 - Lifetime exclusion: 4 individuals

Operator Responsible Gaming Tool Usage

FY24 Aggregated						
Age of User	Deposit Limit	Time Limit	Wager Size Limit	Wager/Spend Limit	Timeout	Total
21-25	2,206	119	321	472	98	3,216
26-35	4,130	249	761	962	332	6,434
36-45	1,412	81	312	364	139	2,308
46-55	699	72	285	288	53	1,397
56+	390	80	143	226	21	860

FY24 Aggregated						
Residence of User	Deposit Limit	Time Limit	Wager Size Limit	Wager/Spend Limit	Timeout	Total
In-State	1,180	83	239	374	85	1,961
Out of State	7,657	518	1,583	1,938	558	12,254
% of aggregated players using the tool	4%	0%	1%	1%	0%	6%

Note: RG Tool usage is based on acceptance of VT Terms and Conditions, meaning that once VT Terms and Conditions are accepted, the individual is tracked until they disable the tool(s) they are using (this means that the user may be counted, even if they are not active in VT after the acceptance of Terms and Conditions). Additionally, the data was provided by Operators on a per month basis, meaning that individuals will also be counted more than once if they utilize RG tools in more than one month (January to June). The aggregated number of players for FY24 was 232,884. Most players elect to utilize more than one operator, and opt-in to RG tools on more than one sportsbook, effectively counting one individual multiple times in this data.

What Is iLottery?

- iLottery is a way to play traditional physical Lottery games on a mobile device or desktop.
- With iLottery, Draw Based Games (DBG), e.g. Powerball, Megabucks, Mega Millions, and e-Instant games are available to players in a digital format.
- iLottery offers Vermont Lottery players convenience and accessibility and attracts new players by offering an online channel for play.
- Similar to online sports wagering, the iLottery program includes player safeguards such as imposing timeout periods, accessing the State's self-exclusion list, and using responsible gaming resources.

GOOD FOR PLAYERS

CONVENIENCE & RESPONSIBLE GAMING

Personalized Known Play

Convenience & Accessibility

iLOTTERY PROMOTES RESPONSIBLE GAMING

The online channel enables enhanced gaming controls and player safeguards.



PLAYER HISTORY



AGE & IDENTITY VERIFICATION



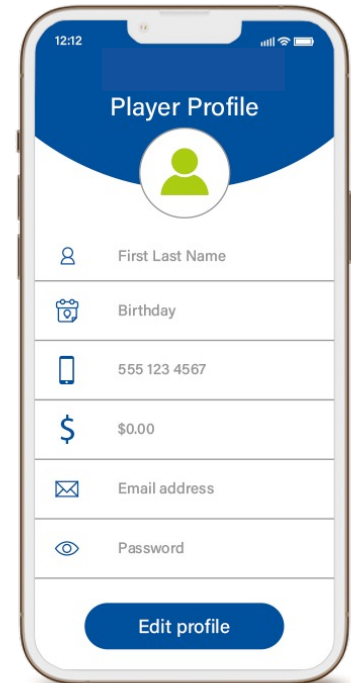
PLAYER SPENDING LIMITS



PLAYER SESSION LIMITS



SELF-EXCLUSION PROGRAMS



Thank You

Thank you for your listening and considering.

Wendy Knight, Commissioner

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