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From: **Terri Markle** <terri@lafleurs.com>

Date: Wed, Feb 5, 2020 at 11:06 AM

Subject: RE: Followup: US Lottery Industry retail sales stats, per capita etc.

Unaudited FY19 sales (ended 6/30/19)

Idaho

FY19 sales: \$287.9 million

\$164 per capita sales

Montana

FY19 sales: \$61.3 million

\$58 per capita sales

Wyoming

FY19 sales: \$37.6 million

\$65 per capita Sales

I am happy to provide you with unaudited FY19 U.S. lottery total sales if this would help you!

Source: La Fleur's Magazine (Sept/Oct19 edition)

TLF Publications was founded in 1990 by Terri (nee La Fleur) Markle, who had spent 11 years working as a lottery editor at two trade lottery publications. She is CEO. The company's first product was La Fleur's 1990 Compendium of Lottery Statistics. In 1992, Terri's husband Bruce La Fleur joined the company as executive vice president. The company has published over 90 statistical publications, including La Fleur's World Lottery Almanac, La Fleur's European Lottery Abstract, La Fleur's Compendium of Best Instant Games and Principles of Contemporary Lottery Marketing.

In 1993, TLF Publications launched La Fleur's Lottery World, a monthly newsletter. In 1995, La Fleur's Magazine evolved into a full-color magazine dedicated to serving the global lottery industry.