

MISSION STATEMENT

To provide secure gaming opportunities designed to maximize public participation and acceptance, within the guidelines of the Lottery statute. More specifically, the Lottery will offer a wide range of gaming options designed to appeal to a variety of the state's citizens and visitors.

To maximize the contributions to those projects and programs identified by the Legislature to receive Lottery proceeds.



Front Row: Jack Lynch, Gene Bier, Veda Ponikvar Back Row: Tony Bouza, Sharon Josephson, John Milne, Wes Lane

• TONY BOUZA. former Minneapolis chief of police, was appointed the first Commissioner of Gaming.

> • GEVE BIER, Plymouth, serves as chairman of the Lottery Board. He also is president and chief executive officer of Enhanced Telemanagement Inc., and former vice president and chief executive officer of Minnesota operations for Northwestern Bell.

• SHARON JOSEPHSON, Detroit Lakes, is an operations specialist for the Minnesota Rural Concentrated Employment Program.

- WES LANE, Eagan, is a representative for the Teamsters' Democratic-Republican-Independent-Voter Education (D.R.I.V.E.).
 - JACK LYNCH, Willmar, is the owner of radio station KWLM-AM.
 - JOHN MILNE, Mendota Heights, is sales operations director for the Traffic Control Materials Division of 3M Company.
 - VEDA PONIKVAR, Chisholm, is publisher and editor of the Chisholm Free Press.
 - KEVIN STAUNTON, Special Assistant Attorney General for the State of Minnesota, is counsel to the Board (not pictured).

Minnesota State Lottery Board

In 1989, Gov. Rudy Perpich appointed the state's first Lottery Board, consisting of six members and the Commissioner of Gaming. The Lottery Board advises the Lottery director on all aspects of the Lottery, including Lottery rules and game procedures and Lottery procurement contracts. Board members also conduct quarterly reviews of Lottery advertising and annual performance reviews of the director. The Board's many hours of dedicated public service have been an integral part of the Lottery's creation and success.

Lottery Board members serve staggered four-year terms. Excluding the Commissioner of Gaming, no more than three members may belong to the same political party, and at least three members must reside outside the seven-county metropolitan area.

From the Director

Minnesota's long-awaited Lottery made its sales debut on April 17, 1990. This Annual Report provides a brief history of the Lottery, financial statements and a snapshot of the organization. What this report cannot effectively relate is the tremendous effort and insight that went into the enabling legislation, the dedication of the staff in creating such a business from "scratch," and the great support demonstrated by Minnesota's retailers and players. Our thanks go out to all involved.

The Lottery offers a simple product designed to be fun and entertaining, with a promised prize for those lucky enough to buy the right ticket or pick the correct numbers. Make no mistake. Overall, most people will not win the large prizes, and they know it. But it is fun, and there is that chance. That's what it's all about.

The Minnesota State Lottery is dedicated to providing fun entertainment and secure gaming opportunities to the public. The future of the Minnesota State Lottery offers both great opportunity and challenge. We look forward to continued financial success in 1991 and anticipate exciting new games. In partnership with our retailers, players, the general public, and all who care about preserving Minnesota's environment, higher education and economic development, the Lottery will continue to strive ambitiously toward making the North Star State the best it can be.

> George R. Andersen Lottery Director

> > FEB 1 9 1991

MINNESOTA STATE LOTTERY B A C K G R O U N D

Following a lengthy debate, Minnesotans voted to amend the Minnesota Constitution in 1988 to authorize a state-run lottery. In 1989, the Minnesota Legislature approved lottery legislation, making Minnesota the 33rd lottery in the country. The legislation represents the product of study of the very best of lottery statutes, tailored for Minnesota's specific needs. Gov. Rudy Perpich appointed George R. Andersen, former Deputy Executive Director of the Pennsylvania State Lottery, as Minnesota's Lottery director in September 1989.

Using lotteries to support public programs is an integral part of American history. Lotteries helped fund the colonies, the Revolutionary Army and some of the nation's most famous institutions of higher education, including Yale, Harvard, and Princeton. George Washington operated a lottery in 1768 to finance road construction, and John Hancock operated a lottery to rebuild historic Faneuil Hall in Boston.

In the late 1800s, these largely privately operated lotteries were banned by federal law. The advent of security-conscious, modern-day lotteries began in 1964, when the state of New Hampshire started the first state-operated game. Since then, 32 states and the District of Columbia have started lotteries, all contributing proceeds toward worthy public causes, such as support for senior citizens programs, education and the environment.

The distribution of the Minnesota Lottery dollar typically shows a minimum of 50 percent for prizes, 25 percent to Lottery beneficiaries, 14 percent to the operating fund, 6 percent to sales tax, and 5 percent for retailer commissions. On average, beneficiaries and prize percentages vary by game, and over time, prize percentages for instant games will increase.

LOTTERY LAUNCH

Minnesotans were scratching and matching at 4,400 retailer locations across the state on April 17, 1990, when the Minnesota State Lottery launched its first Lottery game, Match 3. First-day sales for the instant-ticket game were \$5.3 million — \$220,833 per hour, or 62 Lottery tickets sold per second! An estimated 70 percent of adult Minnesotans sampled Lottery products in this first-ever Match 3 scratchoff game. In the first 24 hours of Match 3, 19 winners claimed \$5,000 top prizes.

Special kick-off events in 11 statewide locations celebrated the Lottery's opening day with balloons, bands and festivities, all designed to heighten player awareness and educate the public about their new Lottery. The Minnesota State Lottery hosted these special events in St. Paul, Minneapolis, Brainerd, Detroit Lakes, Duluth, Mankato, Marshall, Owatonna, Rochester, St. Cloud and Virginia.



The Minnesota State Lottery's logo reflects Minnesota's commitment to the environment by featuring the Minnesota State Bird, the common loon, in a stylized illustration. The loon is situated in a lake setting with pine trees and the Star of the North in the background. Developed by CarmichaelLynch, the logo visually ties the Lottery to the environment and depicts "Minnesota"





BENEFICIARIES

It's no surprise Minnesotans value their beautiful natural resources, progressive education system and strong economy. Lottery proceeds benefit all Minnesotans, funding programs that help continue efforts to maintain and improve the "good life" in Minnesota. All Minnesotans benefit from the \$9,114,776 in Lottery proceeds that were distributed to the beneficiaries in fiscal year 1990.

Environment and Natural Resources Trust Fund

Minnesota is recognized nationally for its pristine environment, scenic beauty, and clean air. With 64 state parks, 15,000 fish-filled lakes and nearly one million acres of wildlife-management areas, one third of Minnesota's land area is still forested. In a 1990 constitutional amendment, Minnesotans voted to designate a minimum of 40 percent of Lottery proceeds to the environment to maintain and manage these resources through 2001.

It is this commitment to our natural resources that resulted in the transfer of \$3,645,910 in fiscal year 1990 to the Environment and Natural Resources Trust Fund, which exists to preserve, restore and enhance our state's natural resources through education, research, development and management programs. Some 28 programs, administered by the Legislative Commission on Minnesota Resources, will be considered for approval by the 1991 Legislature. It's a great beginning.

Infrastructure Development Fund for Capital-Improvement Projects

For State Institutions of Higher Education More than 225,000 enrolled students will benefit from \$2,579,482 the Minnesota State Lottery transferred to Minnesota institutions of higher education as of June 30, 1990. The Capital-Improvement Fund for Higher Education receives 28.3 percent of Lottery net proceeds to help finance capital-improvement projects at Minnesota's colleges, universities, community colleges and vocational technical schools. Lottery funds will be used to retire the 20-year bonds, which financed projects such as construction and remodeling of classrooms, libraries, research laboratories and many other important educational facilities around the state.

To Develop or Protect the State Environment and Natural Resources Approximately 6.7 percent — or \$610,690 — of

Lottery net proceeds help pay off 20-year bonds issued for environmental projects in the 1990 bonding bill. Some of these programs include maintenance costs for state parks and trails. Some of these profits also were designated to Reinvest in Minnesota programs for wildlife enhancement, wetlands restoration and cropland set-aside.





Greater Minnesota Corporation

Established by the Minnesota Legislature in 1987, the Greater Minnesota Corporation (GMC) is a public/private partnership that encourages long-term economic development and job creation. The GMC helps develop several applications such as finding new uses and international markets for Minnesota agriculture commodities, and pollution-free uses for the state's natural resources and agricultural-based products.

The GMC also has established six business innovation centers that serve as a resource for start-up businesses and entrepreneurs of agriculturally related products and services. Also, the Seed Capital Program encourages the success of start-up businesses by increasing early-stage investment. Technology Research Grants also are available to support the research and development leading to new commercial products, processes and services.

Greater Minnesota will receive the benefit of 25 percent of Lottery profits that go to fund economic development initiatives such as research, smallbusiness assistance, and employment through the GMC. Lottery net proceeds of \$2,278,694 as of June 30, 1990, will help fund these programs and services.

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When it comes to celebrating, we've just scratched the surface.

MARKETING AND SALES

Instant-ticket sales soared beyond expectations in the two and one-half months of sales in fiscal year 1990, reaching \$67,825,593.

The Lottery's success can be attributed, in part, to its innovative marketing techniques, which involved advertising, retail-promotion and publicrelations strategies. Twin Cities-based CarmichaelLynch developed creative, educational and entertaining advertising that introduced Minnesotans to the Lottery and taught them how to play. The Minnesota State Lottery and CarmichaelLynch received four prestigious "Batchy Awards" for excellence in advertising in an annual awards competition. The Lottery won in four categories: Print Poster; Television Commercials (Corporate/Beneficiaries); Best Use of Humor; and Print Advertising.

The Lottery's enthusiastic 4,400member retailer network spread the news about playing the Lottery with excellent use of colorful, creative point-of-sale materials such as posters, tent cards, door decals, informative game brochures,

banners and more. In addition, retailers earned a total of \$3,388,000 in commissions and enjoyed increased store traffic and sales. Each retailer also receives marketing sales support from Lottery marketing representatives who call on each Lottery retailer by phone and in person. This teamwork approach gives Lottery retailers service, promotional ideas and product updates.

> ing Minnesota NThe Good Life.

It's a partnership that works!

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Linda Olson's husband surprised her at Family Bowl, Thief River Falls, with a Match 3 ticket that made her a \$5,000 winner. A resident of Middle River, Olson plans to use her winnings for home improvements.



Judith Schill, St. Cloud, bought her \$1,000 winning ticket at Coborn's on Fifth Avenue. A clerk at St. Cloud State University, Judith plans to put her winnings toward her son's wedding.

From the Arrowhead Region to Southern Minnesota's river bluffs, strong media coverage introduced the Lottery and built statewide identity. Radio, television and newspaper coverage all helped build a positive image of the new Lottery as an efficient, financially sound and secure business operation. The mediarelations plan implemented several strategies including toll-free media and player hotlines, news releases, news conferences, fact sheets and media kits. The Minnesota State Lottery received an Award of Merit from the Northstar Chapter of International Association of Business Communicators for the media program that launched instant-ticket games.

WINNERS

Across the state, winners claimed \$34,334,800 in prizes in fiscal year 1990. Match 3 and Celebrate Minnesota offered prizes from \$2 to \$5,000 and odds of 1:8 and 1:7, respectively. Banking their winnings was a popular choice for many Minnesota winners, while others planned fun and leisure-time uses for their money. Other winners planned to use their winnings for home improvements, vacations, weddings and charitable contributions.



Todd Buchtel, Shakopee, won \$5,000 playing "Celebrate" at Cy's Amoco where he works part time while going to school. Although Todd isn't sure how he might spend his money, he knows his father will see he puts some of it in the bank!

PLAY INSTANT GAMES

LOTTERY SECURITY

The debut of the Minnesota State Lottery brought tight security controls and safeguards to protect against Lottery fraud and game compromises. The Minnesota State Lottery ensures the integrity of its games with a sophisticated network of internal and external security that preserves honest, fair gaming. The Lottery employs investigators and a security auditor to handle administrative, logical and physical security. Security also is the job of *every* employee and retailer.

> Lottery security begins internally with background checks and fingerprinting of all employees. Employees also receive special building-access cards, which provide limited access to certain areas of the Lottery such as the warehouse and main computer room. Sophisticated intrusion devices monitor activities at Lottery regional offices in Virginia, Brainerd, Detroit Lakes, Marshall and Owatonna. At Lottery headquarters in Roseville, security guards keep a watchful eye on security cameras that constantly scan activities in all areas of the building 24 hours a day. Security controls also prevent unauthorized access of computer files and programs.

Before being awarded a contract to sell Lottery tickets, retailers must pass a series of stringent security checks, including a criminal history check on owners, officers and 5-percent stockholders of the organization.

The Lottery Security staff also works with local law-enforcement officials to investigate fraud, misrepresentation and ticket theft. Since the Lottery's debut April 17, Security has investigated a total of 171 cases of suspected ticket fraud or theft.

Instant Lottery tickets are manufactured and distributed under Lottery standards using random distribution processes so no one knows where prize-winning tickets will appear. The Lottery ticket printing process uses security inks and design elements that discourage, even prevent, successful ticket alteration, erasures, and cutting and pasting. Unique serial numbers and data encryption techniques also help prevent ticket alteration.

Retailers validate winning low- and mid-tier tickets with the in-store Zip Cash terminal provided by the Lottery. The Lottery's IBM AS/400 computer system checks and confirms prize amounts and verifies that tickets have not been previously paid or stolen. The Lottery's AS/400 computer system also maintains an audit trail of each individual ticket.

Minnesota has the stiffest penalty in the nation for ticket fraud and misrepresentation. Persons found guilty of knowingly presenting an altered ticket for payment or claiming a prize by means of deceit are charged with a felony, and may receive a fine of up to \$50,000, 10 years in jail, or both.

LOTTERY OPERATIONS

Behind the scenes at the Minnesota State Lottery lies an intricate array of sophisticated computers and telecommunications equipment that has helped make our Lottery the most technologically advanced and innovative lottery in the nation. With this system, gaming operations run efficiently, securely and accurately.

The Minnesota State Lottery revolutionized the Lottery industry last April with the first totally automated system for instant sales at the start up of instant games. The Zip Cash system, manufactured by Telephonic Barcode Industries, Inc., Waconia, and marketed by AGT International, Columbus, Ohio, is a unique data-input unit that allows retailers to automatically validate low- and mid-tier instant tickets by scanning them with a special wand. Using the Zip Cash terminal, retailers can confirm prize amounts and verify that tickets have not been lost or stolen. Retailers also receive instant credit for prizes paid to players. Zip Cash communicates with the Lottery computer system over standard telephone lines using LITIS, AGT's Lottery Interactive Telephone Information System.

Monitoring all instant-ticket orders, deliveries and sales information is the Lottery's customized ACCLAIMS (Andersen Consulting's Comprehensive Lottery Accounting and Information Management System) computer software produced by Andersen Consulting of Phoenix, Arizona. The Lottery uses a convenient electronic-funds-transfer system to receive payment from retailers for tickets and to credit retailer accounts when they pay winning tickets. Both the ACCLAIMS and AGT systems greatly enhance the overall accuracy and efficiency of Lottery operations and greatly contribute to the integrity of its games.

The Minnesota State Lottery has set the standard for accountability, security and innovation. Lotteries from across the United States and around the world have come to Minnesota to study our technological innovations.

Aug. 13, 1990

100 MILLION

Lottery reaches \$100 million in instant sales with approximately \$50 million in prizes distributed to winners.

Aug. 14, 1990

C)

Lottery launches two on-line games simultaneously with the debut of Daily 3 and Lotto Minnesota. First-day sales reach \$884,820. Jackpot estimated at \$21 million.





FUTURE GROWTH

To continue to build on the sales success of fiscal year 1990, the Minnesota State Lottery will aggressively seek out gaming opportunities based on market research with strategies that will appeal to Minnesota's Lottery players.

Sales-driven and service-oriented, the Minnesota State Lottery will continue to use innovative product strategies, introducing players to instant games with higher prize pools and multiple prize levels. A series of retailer-incentive programs recognizing the efforts of our sales partners will help ensure continued sales success.

Fiscal year 1991 also holds tremendous opportunity for Minnesota's on-line games, Lotto Minnesota and Daily 3. Minnesota introduced these two on-line games simultaneously, and plans to expand its online retailer network from 1,500 to an estimated 2,000. Other designs for new on-line games are currently under consideration and review.

Sept. 17, 1990

Lottery receives four "Batchy Awards" for excellence in advertising.

Oct. 1990

Lottery receives an Award of Merit for media relations from the International Association of Business Communicators.

Nov. 13, 1990

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Rita Oberg, Roseville, wins \$18.5 million as Minnesota's first Lotto Minnesota jackpot winner.

o Dec. 31, 1990

Total sales reach \$243 million April 17-Dec. 31, 1990.

1990 SUMMARY

The Minnesota State Lottery made its debut as the 33rd lottery in the United States with \$5 million in first-day sales and \$15 million in first-week sales. Selling more than 1 million tickets a day, instantticket games in Minnesota started strong, establishing a sales pace unmatched by any lottery in the Midwest.

Two instant-ticket games — Match 3 and Celebrate Minnesota — dominated sales in the two and one-half months of fiscal year 1990. Through June 30, 1990, instant-ticket sales reached \$67,825,593, making

Minnesota second in the nation (Massachusetts is ranked first) for per capita instant-ticket sales. Lottery players also won \$34,334,800 in prizes in fiscal year 1990. Upon re-payment of the \$8.5 million start-up loan (plus interest), the Lottery became entirely self-supporting through its own sales revenue. The Lottery receives no funding from the State General Fund.

As directed by legislation, the Minnesota State Lottery provides important revenue to the state in the form of beneficiaries funding and tax revenues. The Lottery provided a total of \$9,114,776 in net proceeds to beneficiaries in the areas of environment and natural resources, higher education and economic development. The Lottery also provided \$4,069,578 in new revenue to the state's General Fund through the 6-percent tax in lieu of sales tax on Lottery tickets. The state collected \$38,360 directly from Lottery prize winners who owed delinquent taxes and other court-ordered payments. The Minnesota State Lottery also contributes \$100,000 annually to the Minnesota Department of Human Services to fund a hotline for compulsive gamblers.

In addition to creating approximately 180 jobs at the Minnesota State Lottery, the Lottery has had a positive impact on Minnesota's economy through business contract services with several Minnesotabased companies. These include Telephonic Barcode Industries, Inc.

in Waconia, which provided instant-ticket-validation equipment; SPEE DEE Delivery in St. Cloud, which provides delivery of Lottery tickets and game materials to Lottery retailers throughout the state; GGO Enterprises, Inc. in Minneapolis, which provides accounting software development, installation, training and support; Control Data Corp., which provides on-line gaming systems and services; KPMG Peat Marwick, which serves as the Lottery's independent auditors; CarmichaelLynch for advertising services; IBM, whose Rochester facility manufactured the AS/400 computer mainframe; and Schechter, Dokken, Kanter, Andrews & Selcer, Ltd. (formerly Laventhol & Horwath), which provides auditing services for drawings.

Fiscal Highlights

for Period Ending June 30, 1990

Income		
Sales	\$67,825,593	
Tax	4,069,578	
Gross Receipts	63,756,015	
Other Income	721,948	
Gross Revenue	64,477,963	
Expenses		
Retailer Commission	3,388,000	
Prize Expense	34,334,800	
Start-up Loan Expense	8,297,193	
Operating Expense	9,343,194	
Net Proceeds	\$ 9,114,776	

Lottery Income to State

for Period Ending June 30, 1990

Net Proceeds

40% Environment and Natural	3,645,910
Resources Trust Fund	5,045,710
Infrastructure Development Fund	
for Capital-Improvement Projects	
28.3% Higher Education	2,579,482
6.7% Environment and Natural	
Resources	610,690
25% Greater Minnesota Corporation	2,278,694
Subtotal Net Proceeds	9,114,776
Tax (in lieu of sales tax)	4,069,578
Gaming Department	125,000
Compulsive Gambling	100,000
Attorney General	46,000
Total	\$13,455,354

Distribution of Lottery Income FY 1990



State Recipients of Lottery Income



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Minnesota State Lottery Balance Sheet

June 30, 1990

Assets

Total Assets	\$8,187,721
Fixed Assets - Net	1,890,631
Prepaid Expenses	115,677
Instant-Ticket Inventory	662,764
Interest Receivable	70,666
Accounts Receivable	1,102,499
Investments	2,405,971
Cash and Cash Equivalents	\$1,939,513

Liabilities and Retained Barnings

Liabilities	
Net Proceeds Due to State Treasurer	\$3,479,511
Accounts Payable	3,259,285
Tax in Lieu of Sales Tax Payable at 6%	701,413
Prize Liability	546,685
Compensated Absences Payable	200,827
Total Liabilities	8,187,721
Retained Earnings	-0-
Commitments and Contingencies	-0-
Total Liabilities and Retained Earnings	\$8,187,721



Fiscal Year 1990 Milestones

lov. 1988

Voters amend the Minnesota Constitution to authorize a state lottery.

June 1989

Gov. Rudy Perpich signs Lottery-enabling legislation creating the Minnesota State Lottery.

Sept. 12, 1989

Gov. Perpich appoints George R. Andersen as Minnesota's first Lottery Director.

March 22, 1990

Lottery awards first Lottery retailer contract to SuperAmerica chain.

April 17, 1990

Lottery launches first instant game, Match 3. First-day sales total \$5.3 million, and players claim 19 \$5,000 prizes; 102 \$1,000 prizes; and 1,094 \$100 prizes. Minnesota becomes first Lottery state to operate a full on-line validation system for instant tickets.

May 11, 1990

Lottery selects Control Data Corp. to provide on-line gaming systems and services.

June 29, 1990

Lottery pays back start-up loan of \$8.5 million (with interest) to the State of Minnesota.

lune 30, 1990

Lottery net proceeds to beneficiaries total \$9,114,776. Environment and Natural Resources Trust Fund receives \$3,645,910. Infrastructure Development Fund receives \$3,190,172. Greater Minnesota Corporation receives \$2,278,694.

Minnesota State Lottery Statement of Cash Flows

For the Period October 9, 1989 (Commencement of Operations) Through June 30, 1990

Cash Flows From Operating Activities:		
Operating Income		\$10,371,359
Adjustments to Reconcile Operating Income to		
Net Cash Flows From Operating Activities:		
Non-cash Items:		
Depreciation	\$93,709	
Changes in Assets and Liabilities:		
Accounts Receivable	(1,102,499)	
Interest Receivable	(70,666)	
Instant-Ticket Inventory	(662,764)	
Prepaid Expenses	(115,677)	
Accounts Payable	3,259,285	
Tax in Lieu of Sales Tax Payable at 6%	701,413	
Prize Liability	546,685	
Compensated Absences Payable	200,827	
Non-operating Items:		
Interest Income	243,561	
Interest Expense	(184,584)	
Retailer Fees	478,387	
Multi-State Lottery Entrance Fee	(1,793,947)	
Total Adjustments		1,593,730
Net Cash Provided By Operating Activities		11,965,089
Cash Flows From Non-capital Financing Activities:		
Proceeds from Loan	8,131,334	
Repayment of Loan	(8,131,334)	
Proceeds Paid to Beneficiaries	(5,635,265)	
Net Cash Used in Non-capital Financing Activities		(5,635,265)
Cash Flows From Capital and Related Financing Activities:	:	
Investments in Fixed Assets	(1,984,340)	
Net Cash Used in Capital Financing Activities		(1,984,340)
Purchase of Investment Securities	(2,405,971)	
Net Cash Used in Investing Securities		(2,405,971)
Net Increase in Cash		1,939,513
Cash and Cash Equivalents, October 9, 1989		0
Cash and Cash Equivalents, June 30, 1990		\$1,939,513
Supplemental Disclosure of Cash Flow Information		
Interest Paid		\$184,584
Supplemental Schedule of Non-cash Investing and Financia	ng Activities	
Net Proceeds due to State Treasurer		\$3,479,511

Minnesota State Lottery Regional Offices

Virginia

327 Chestnut St. Virginia, MN 55792 218 749-9650

Detroit Lakes

1111 Hwy. 10 East P.O. Box 70 Detroit Lakes, MN 56502 218 846-0700

Marshall

1420 E. College Dr. P.O. Box 3065 Marshall, MN 56258 507 537-6041

Brainerd

523 S. Sixth St. Brainerd, MN 56401 218 828-2722

Owatonna

1836 S. Cedar St. Owatonna, MN 55060 507 451-9601

Metro

2645 Long Lake Rd. Roseville, MN 55113 612 635-8153

Customer Service

(Weekdays 8 a.m. – 5 p.m.) 1-800-475-4000 297-7456 (metro)

24-hour Player Hotline 1-800-657-3946 297-7371 (metro)

George R. Andersen, Lottery Director Judy Hohmann, Public Relations Manager Susan Scofield, Editor Kathy Howe, Staff Writer

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