



NAFTM

2014 ANNUAL REPORT

CHARITY GAMING IN NORTH AMERICA



NAFTM

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The National Association of Fundraising Ticket Manufacturers (NAFTM) is a trade association of companies that manufacture pull tabs, bingo paper, and related charitable gaming supplies for the North American charitable gaming industry.

The association keeps its members informed of ever-changing product standards, gaming laws, regulations, and enforcement practices. The NAFTM Seal, when affixed to any gaming product, ensures its recipient of a product that meets or exceeds any state standard, as well as the standards established by the North American Gaming Regulators Association (NAGRA).

NAFTM also works closely with several charitable organizations. In a collaborative effort with **Allied Charities of Minnesota** (ACM), NAFTM has published *Charity Gaming: An Association Guidebook*, available to any charities interested in developing a charity gaming association in their state or province.

For more information, please visit us online at naftm.org

TABLE OF CONTENTS

- 02** MISSION STATEMENT
- 04** ABOUT NAFTM
- 05** MEMBERSHIP
- 06** LETTER FROM THE PRESIDENT
- 07** GAMING TERMINOLOGY
- 08** REPORTING PERIODS
- 09** GAMES PLAYED
- 10** GROSS RECEIPTS
- 11** DISTRIBUTION & TOP TEN STATES
- 12** FEES & TAXES
- 13** TAXATION & ADMINISTRATIVE FEE METHODS
- 14** STAFFING & BUDGETS
- 15** LEGAL AUTHORITY
- 16** SURVEY PARTICIPANTS



Established in 1983, the National Association of Fundraising Ticket Manufacturers is a trade association of manufacturers of pull tabs, bingo paper and other supplies used by charities in their fundraising activities.

The members of NAFTM are committed to the promotion of charitable gaming as a profitable activity for charities to raise funds for their important activities and missions. NAFTM is dedicated to the continued improvement of the charitable gaming industry through the use of manufacturing and trade practices that meet or exceed governmental regulations. Effective regulation of charitable gaming is necessary for the health of the charitable gaming industry, and NAFTM supports and encourages effective government regulation.

NAFTM's mission includes the gathering of statistical and other information about the industry in an effort to supply the public, regulators, legislators and other interested parties with the best possible picture of charitable gaming. The information is published in an annual report, and this 2014 report reflects the most recent information about the industry. The report should be a valuable tool for the many individuals and agencies that support efforts to improve charitable gaming in the United States and Canada.

Readers of the annual report will be able to find out how extensive charitable gaming is in the United States and Canada, and how much revenue is derived from the activity by charities. The number of licensees, taxation schemes, regulatory agency staffing, and law and regulation citations are contained in the report. The report also contains a list of contacts for those who require additional detail or elaboration.

Report readers may contact NAFTM to discuss other matters relating to charitable gaming, as well as the contents of this report.

NAFTM is grateful to the many agencies and individuals who supplied statistics and other information for this report. Thank you for your assistance in our effort to publish the most comprehensive report on charitable gaming in North America.

MEMBERSHIP

AMERICAN GAMES, INC.



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 ☎ 712.366.5017
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ARROW GAMES + BAZAAR & NOVELTY



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 ☎ 905.354.9935 / 877.983.7301
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 ☎ sales@arrowgames.com

ARROW INTERNATIONAL, INC.



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Cleveland, OH 44144
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BINGO KING + TRADE PRODUCTS



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Lynnwood, WA 98087
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Cleveland, OH 44144



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9335 North 48th St.
Omaha, NE 68152
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 ☎ 402.571.7941
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SPECIALTY MANUFACTURING

2807 Lincoln Way
Lynnwood, WA 98087
 ☎ 425.407.1475 / 800.240.5223
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 ☎ specialtypulltabs.com
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UNIVERSAL MANUFACTURING

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LETTER FROM THE PRESIDENT

Char-i-ta-ble, *adjective, def.*
“[o]f or relating to the assistance of those in need.”

I cannot think of a better way to describe charitable gaming! In this, the 30th year of publishing this Annual Report, we want to express our gratitude to the thousands of organizations & individuals across the country who have devoted countless hours raising money to assist those in need. Once again, in 2014, over \$500 million was raised through charitable gambling—primarily bingo, pull tabs, and raffles—for charitable & community causes. While it is impossible to recognize all of the important contributions made in 2014, we would like to take this opportunity to highlight just a few.

The Children's Toy Fund in Columbus, Ohio is dedicated to raising money through bingo to purchase and donate toys, video games, dolls, movies, books, and similar items to brighten the days of children who, because of chronic and often terminal illness, are confined to chronic care units. The Children's Toy Fund was started in memory of Colin, a little boy who died at the age of 5 from cancer. Jason Bogavich, Executive Director of the organization, and Colin's cousin, says that Colin “didn't get much time to enjoy everything this life has to offer, [but] I would like to think his life, and the life of every child in a similar situation was just a little bit better from the work we do.” Bingo is the key to the Children's Toy Fund, but as gaming options in Ohio have increased, receipts from bingo have fallen off dramatically, and according to Jason, making it harder and harder for the organization to “keep its head above water.”

In late August, I attended a meeting of the newly appointed Texas Lottery Commission, the government agency in Texas charged with bingo regulation. John Anderson, from **The Boys and Girls Club of Central Texas**, made a presentation that touched the hearts of many in the room and highlighted the importance of charitable bingo to his organization and the kids they serve. “Charitable bingo allows our organization

to help kids in real and meaningful ways. And lest you doubt the impact, I want to tell you about an experience that I had recently at one of our music camps. There was a young girl, perhaps the shyest kid at the whole camp, who stood before the group of about 300 to thank us for the opportunity to be there. She read a crumpled letter; one that had been folded and unfolded countless times. It was a suicide note. At the end she teared up and threw the note on the ground. She said the Boys and Girls Club made a difference in her life—saved her life—and I am happy to report that today she is doing fine.” According to John, his Boys and Girls Club serves over 13,000 kids every year. But it would not be possible without charitable bingo. “It is the most reliable, steady source of funding that we can find, and it is indispensable to us.”

But charitable gambling does not only benefit kids. The **Lions Club** in Swanville, Minnesota used money from charitable gambling to build a community center that holds 175 people. The organization also paid for city street lights and supported several residents with significant medical challenges. Similarly, the Lions Club in Forest Lake, Minnesota purchased eye glasses and hearing aids for people in need. The Club also supported the local food shelf and many other community activities.

So when you read this report and see the billions of dollars wagered on charitable games in 2014, remember this: Charitable gambling truly makes a difference in the lives of people all across this country. Charitable gambling really does provide assistance to those in need.

Sincerely,



Emile S. Bourgoyne
NAFTM President

TERMINOLOGY

BINGO

Bingo! has become such a familiar term that it extends beyond bingo hall doors into a phrase of excitement used around the world. Still the traditional way in which game participants express winning in a bingo game, it is also used to express surprise or sudden satisfaction.

The game itself has been around for centuries, with its most recent origins being traced to 16th century Italy. Originally called “Beano” in the 19th and early 20th centuries, it became a short linguistic hop to term the game bingo. Bingo is now universally understood to describe a game in which players compete against each other for prizes to be awarded on the basis of designated numbers or symbols on a bingo card that conform to numbers or symbols selected at random.

PULL TABS

Pull tabs are an integral part of the game of bingo and in other charitable fundraising efforts.

Officially, a pull tab is a folded or banded ticket, or a card with perforated tabs on one side, usually made of paper products, the face of which is covered or hidden to conceal numbers, symbols or letters. Some of the configurations of numbers, symbols or letters have been designated in advance as prize winners. Game participants open the tickets or perforated tabs and then compare the configurations with game information sheets called flares to determine whether a particular ticket or pull tab is a winner.

The history of pull tabs is not nearly as extensive as that of bingo. Pull tabs emerged in the 1970s as a popular fundraising tool for charities & found easy acceptance in bingo games. They spread to other locations, such as fraternal clubs, service clubs & veterans' organizations, and in several states and provinces, into taverns.

By any other term, pull tabs are fun to play and have proven to be profitable for charities. They are also called Popp-Opens, break open tickets, charity game cards, lucky sevens, Nevada tickets, bowl games, jar tickets, bell jars, cherry bells, pickle cards and instant bingo in various regions in the United States & Canada.

OTHER TERMS USED IN THIS REPORT:

GROSS RECEIPTS

The total amount of money spent on a charity game by the players. In a bingo game, it is the total amount wagered through the purchase of bingo supplies, as well as any admission fees. Pull tab games use the term to describe the total amount of money wagered through the purchase of all the pull tab tickets.

PRIZE PAYOUT PERCENTAGE

The amount of prizes paid out to players as a percentage of the gross receipts.

ADJUSTED GROSS RECEIPTS

The total amount of money earned from a game after all prizes have been paid out to players. Also referred to as *Gross Profit*.

EXPENSES

The direct costs incurred by a licensed charity to hold a gaming event, including license fees, rent, supplies, equipment, advertising, security, or any other product or service directly related to the conduct of charity gaming.

NET PROCEEDS

The total amount of money remaining after all administrative fees, approved expenses, and applicable taxes have been deducted from the adjusted gross receipts. Net proceeds are available for charities to spend on philanthropic activity and/or individual programs.

REPORTING PERIODS

2013												2014												2015											
APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN									

GAMES PLAYED

STATE	BINGO	PULL TABS	SEAL CARD GAMES	JAR TICKETS	RAFFLES	CASINO NIGHTS	OTHER	LICENSEES
Arkansas	✓	-	-	-	✓	-	-	473
Colorado	✓	✓+	✓	✓	✓	-	✓	1,233
Illinois	✓	✓	✓	✓	-	✓	✓	1,592
Indiana	✓	✓+	✓	✓	✓	✓	✓	3,084
Kentucky	✓+	✓+	✓	✓	✓	✓	✓	602
Louisiana	✓+	✓+	✓	-	✓	✓	✓	573
Maine	✓	✓	-	-	✓	-	✓	not reported
Massachusetts	✓	✓	-	-	✓	✓	✓	141
Michigan	✓+	✓+	✓	-	✓	✓	✓	5,688
Minnesota	✓+	✓+	✓	✓	✓	✓	✓	1,163
Mississippi	✓+	✓+	✓	-	-	-	✓	76
Missouri	✓	✓	-	-	-	✓	✓	675
New York	✓	✓	✓	✓	✓	✓	✓	1,500
North Dakota	✓	✓	✓	✓	✓	✓	✓	329
Ohio	✓+	✓+	✓	✓	✓	✓	✓	1,747
Oregon	✓+	-	-	-	✓	✓	✓	662
Pennsylvania	✓	✓	-	✓	✓	✓	✓	6,265
Texas	✓	✓+	✓	-	✓	-	✓	1,025
Virginia	✓+	✓+	✓	✓	✓	-	✓	359
Washington	✓+	✓+	✓	✓	✓	✓	✓	2,177

PROVINCE	BINGO	PULL TABS	SEAL CARD GAMES	JAR TICKETS	RAFFLES	CASINO NIGHTS	OTHER	LICENSEES
Alberta	✓+	✓	-	-	✓	✓	✓	15,055

In reference to bingo, ✓+ indicates the inclusion of electronic bingo.

In reference to pull tabs, ✓+ indicates the inclusion of progressive pull tabs.

GROSS RECEIPTS

STATE	BINGO	PULL TABS	RAFFLES	OTHER	TOTAL GROSS RECEIPTS	TOTAL NET PROCEEDS
Arkansas	n/a	n/a	n/a	n/a	n/a	not reported
Colorado	\$42,073,111 ¹	\$57,572,068	\$16,997,423	n/a	\$116,642,602	\$20,941,400
Illinois	n/a	n/a	n/a	n/a	n/a	n/a
Indiana	\$61,527,314	\$303,880,063	\$29,517,925	\$18,371,981	\$413,297,283	\$64,272,387
Kentucky	\$68,008,314	\$257,252,514	\$16,178,489	\$7,668,268	\$348,966,619	\$41,951,112
Louisiana	\$87,988,600	\$92,036,400	\$3,307,400	\$14,173,300 ³	\$197,505,700	\$16,496,400¹
Maine	not reported	not reported	not reported	not reported	not reported	not reported
Massachusetts	\$29,800,000	\$12,800,000	\$18,500,000	\$271,630	\$61,371,630	n/a
Michigan	\$66,688,667	\$123,018,904	\$69,577,342	n/a	\$259,284,913	\$52,602,613
Minnesota	\$64,844,000	\$1,121,102,660	\$8,648,000	\$24,261,000	\$1,218,855,000	\$210,446,000²
Mississippi	\$69,989,617	\$25,295,905	n/a	\$629,650	\$91,915,171	\$13,198,445
Missouri	\$44,439,157	\$42,827,152	n/a	\$250,895	\$87,517,204	not reported
New York	\$20,798,630	\$209,324,321	\$3,300,988	\$200,395	\$233,624,334	\$38,521,491
North Dakota	\$33,772,188	\$147,752,309	\$7,482,938	\$90,756,854	\$279,764,289	\$21,050,530
Ohio	\$66,282,213	\$681,942,223	n/a	n/a	\$748,224,436	\$92,479,647
Oregon	\$25,164,938	n/a	\$8,608,471	\$500,538	\$34,273,947	\$8,597,479
Pennsylvania	n/a	n/a	n/a	n/a	not reported	not reported
Texas	\$345,748,817	\$393,169,274	n/a	n/a	\$738,819,091	\$27,644,793
Virginia	\$97,739,400	\$147,426,967	\$10,406,003	n/a	\$255,572,370³	\$28,058,747³
Washington	\$30,422,097	\$225,813,630	\$10,048,700	\$244,211,427	\$510,495,854	\$24,194,515

PROVINCE	BINGO	PULL TABS	RAFFLES	OTHER	TOTAL GROSS RECEIPTS	TOTAL NET PROCEEDS
Alberta	\$106,874,000	\$82,269,000	\$168,236,000	\$1,105,795,000	\$1,463,174,000	\$344,457,000

¹ Includes deduction for taxes and fees.

² Does not include deduction for taxes and/or fees.

³ Instant bingo tickets sold in social quarters are exempt from financial reporting and are not included in receipts, prizes or expenses.

⁴ Includes deduction for audit and administrative fees.

AVG. DISTRIBUTION OF DOLLARS RAISED



To determine the average distribution of the \$500 million raised from charitable gaming in 2014, we looked at the states that reported complete data in each of the following four categories: total amount given to charity, total amount of prizes, total tax revenue generated, and total expenses. It is important to note that all of these categories vary by state and/or province. Allowable expenses and tax rates are determined by each state/province's regulatory body.

TOP TEN STATES

Top ten states rankings are based on available reported statistics.

GROSS RECEIPTS

Minnesota	\$1,218,855,000
Ohio	\$748,224,436
Texas	\$738,819,091
Washington	\$510,495,854
Indiana	\$413,297,283
Kentucky	\$348,966,619
North Dakota	\$279,764,289
Michigan	\$259,284,913
Virginia	\$255,572,370
New York	\$233,624,334

NET PROCEEDS

Minnesota	\$210,446,000
Ohio	\$92,479,647
Indiana	\$64,272,387
Michigan	\$52,602,613
Kentucky	\$41,951,112
New York	\$38,521,491
Virginia	\$28,058,747
Texas	\$27,644,793
Washington	\$24,194,515
North Dakota	\$21,050,530

FEES & TAXES

STATE	LICENSE FEES	ADMIN. FEES	TAXES	TOTAL
Arkansas	\$47,300	n/a	\$236,466	\$283,746
Colorado	\$140,500	\$647,651	n/a	\$788,151
Illinois	\$625,750	n/a	\$5,622,750	\$6,248,500
Indiana	\$3,772,500	n/a	n/a	\$3,772,500
Kentucky	\$190,545	n/a	\$3,193,992	\$3,384,537
Louisiana	\$222,400	n/a	\$1,896,600	\$2,119,000
Maine	not reported	n/a	not reported	not reported
Massachusetts	\$7,050	n/a	\$2,415,000	\$2,422,050
Michigan	\$839,768	n/a	\$10,419,483	\$11,259,251
Minnesota	\$1,581,850	\$1,204,939	\$43,330,000	\$46,117,122
Mississippi	\$301,500	\$1,321,347	n/a	\$1,622,847
Missouri	\$38,010	n/a	\$1,810,599	\$1,848,609
New York	\$214,374	\$1,700,000	n/a	\$1,914,374
North Dakota	\$155,350	n/a	\$3,363,601	\$3,518,951
Ohio	\$2,612,028	n/a	n/a	\$2,612,028
Oregon	\$50,020	\$403,728	n/a	\$453,748
Pennsylvania	\$268,000	n/a	not reported	not reported
Texas	\$4,035,443	\$59,206	\$27,885,371	\$31,980,020
Virginia	\$91,050	\$2,462,735	n/a	\$2,553,785
Washington	n/a	not reported	\$29,000,000	not reported

PROVINCE	LICENSE FEES	ADMIN. FEES	TAXES	TOTAL
Alberta	\$2,871,000	n/a	n/a	\$2,871,000

TAXATION & ADMIN. FEE METHODS

STATE	BINGO	PULL TABS	RAFFLES	OTHER
Arkansas	0.3% on each bingo face	n/a	not reported	n/a
Colorado	0-2% of gross proceeds ¹	n/a	n/a	n/a
Illinois	5% of gross proceeds	5% of gross proceeds	n/a	5% of net proceeds
Indiana	n/a	n/a	n/a	n/a
Kentucky	0.00914%	0.00914%	0.00914%	0.00914%
Louisiana	5%; 8% ²	3% on ideal net	n/a	\$600/video bingo device
Maine	not reported	not reported	not reported	not reported
Massachusetts	5% of gross proceeds	not reported	5% of gross proceeds	n/a
Michigan	not reported	\$0.008 per ticket ³	not reported	not reported
Minnesota ⁴	8.5% of net receipts	Progressive tax	8.5% of net receipts	Progressive tax
Mississippi	1% of gross receipts	n/a	n/a	n/a
Missouri	0.2¢ per bingo face	2% of gross receipts	n/a	n/a
New York	n/a	5% of net proceeds	n/a	n/a
North Dakota ⁵	1%; 2.25%	1%; 2.25%	1%; 2.25%	1%; 2.25%
Ohio	n/a	n/a	n/a	n/a
Oregon	.5% - 1.2% + flat fee ⁶	n/a	n/a	n/a
Pennsylvania	not reported	State & local sales tax	n/a	n/a
Texas	5% of prizes	5%	n/a	n/a
Virginia	n/a	1.125% of gross receipts	n/a	n/a
Washington	5% of net receipts	5% gross; 10% net	5% of net receipts	2% net; 20% gross

PROVINCE	BINGO	PULL TABS	RAFFLES/ OTHER	USE OF REVENUE
Alberta	n/a	n/a	n/a	n/a

¹ 0-2% depending on proceeds and whether filed via paper or electronically

² 5% of sale price of paper gaming supplies;

8% of sale price of electronic bingo & bingo dabbers.

³ \$.008 for each ticket sold plus 1% of the total resale value for all tickets sold.

⁴ Paper bingo & raffles: 8.5% of net;

Electronic linked bingo, pull tabs & other: combined net receipts (progressive) tax.

⁵ When gross proceeds < \$1,500,000, the tax is 1% of gross proceeds.

When gross proceeds > \$1,500,000, the tax is \$15,000 plus 2.25% of proceeds exceeding \$1,500,000.

⁶ Class A license: 1.2% of gross receipts up to \$3,000,000 & 1% of gross receipts in excess of \$3,000,000;

Class B license: 5% of gross receipts up to \$75,000 & 1% of gross receipts in excess of \$75,000;

Class C license: \$20 flat fee plus .5% of gross receipts in excess of \$20,000;

Class D license: \$20 flat fee.

STAFFING & BUDGETS

STATE	STAFF MEMBERS	AGENCY BUDGET	SOURCE OF BUDGET
Arkansas	not reported	not reported	not reported
Colorado	3	\$350,000	Administrative/regulatory fees, Licensing fees
Illinois	6	not reported	Legislative appropriation, Administrative/regulatory fees, Licensing fees
Indiana	18	\$1,561,379	Licensing fees, Other
Kentucky	36	\$4,884,400	Administrative/regulatory fees, Licensing fees, other
Louisiana	20	\$1,710,500	Licensing fees, Legislative appropriation
Maine	not reported	not reported	Licensing fees
Massachusetts	not reported	\$596,000 ¹	Administrative/regulatory fees
Michigan	18	\$8,885,092	Licensing fees, other
Minnesota	31.6	\$2,928,000 ²	Administrative/regulatory fees, Licensing fees
Mississippi	10	\$1,500,000	Administrative/regulatory fees, Licensing fees
Missouri	4	not reported	Administrative/regulatory fees, Licensing fees
New York	9	\$1,700,000	Legislative appropriation, Administrative/regulatory fees, Licensing fees
North Dakota	15	\$1,261,000	Legislative appropriation
Ohio	26	not reported	Licensing fees
Oregon	3.55	\$527,328	Administrative/regulatory fees, Licensing fees
Pennsylvania	2	not reported	Legislative appropriation
Texas	47	\$4,043,744	Legislative appropriation
Virginia	9.5	\$1,520,447 ³	Legislative appropriation
Washington	146	\$29,600,000	Administrative/regulatory fees, Licensing fees

PROVINCE	STAFF MEMBERS	AGENCY BUDGET	SOURCE OF BUDGET
Alberta	not reported	not reported	Administrative/regulatory fees, Licensing fees

¹ Estimated budget.

² Board expenditures (dedicated funding).

³ Amount based on 7/1/14 - 6/30/15.

LEGAL AUTHORITY

STATE	STATUTORY AUTHORITY
Arkansas	Arkansas Code Ann. Sec. 23-114-101 et seq.
Colorado	Title 12, Article 9 Colorado Revised Statutes
Illinois	230 ILCS 25/1 to 25/7; 230 ILCS 30/1 to 30/15; 230 ILCS 20/1 to 20/7.3
Indiana	Indiana Code 4-32.2; Indiana Administrative Code Title 68 Article 21
Kentucky	Kentucky Revised Statutes Chapter 238; Kentucky Administrative Regulations Title 820
Louisiana	Louisiana Revised Statutes Title 4, Section 701 et. seq.
Maine	T.17 MSRA Ch. 13-A; T. 17 MRSA Ch.62; T.16-222; CMR Ch.2; T. 16-222; CMR Ch. 3
Massachusetts	Massachusetts Laws Ch. 10, Sec. 37; Massachusetts Laws Ch. 271
Michigan	Act 382 of the Public Acts of 1972, as amended.
Minnesota	Minnesota Statutes, Chapter 349; Minnesota Rules, Parts 7861-7865
Mississippi	Mississippi Code 97-33-50/203
Missouri	MO Constitution Article 3 Ch. 39a; Revised Statutes Ch. 313, 11; Code of State Regulation 45-30
New York	General Municipal Law Article 9A and Article 14H; Executive Law Article 19B; NYCRR 9E
North Dakota	North Dakota Century Code Chapter 53-06.1; North Dakota Administrative Code 99-01.3
Ohio	Ohio Revised Code 2915; Ohio Administrative Code 109:1-2 to 109:1-4
Oregon	OAR 137 Division 25; ORS Chapter 167; ORS Chapter 464
Pennsylvania	Local Option Small Games of Chance Act 10 P.S. 311-327 - Regs. 61; PA Code 901.1 et seq.
Texas	TX Const. - Art. III, Sec 47; TX Occ. Code Ch. 2001 & 16; TX Occ. Ch. 2002; TX Adm. Code Ch. 402
Virginia	Charitable Gaming Statute (effective January 1, 2014) Code of Virginia §18.2-340.15 et seq.
Washington	Revised Code of Washington Title 9, Chapter 9.46; Washington Administrative Code Title 230

PROVINCE	STATUTORY AUTHORITY
Alberta	Alberta Gaming and Liquor Act 100

SURVEY PARTICIPANTS

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