



# NAFTM

## 2017 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](http://naftm.org)

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# NAFTM

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 2017 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.

Readers of the annual report will be able to find out how extensive charitable gaming is in the United States, 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



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# LETTER FROM THE PRESIDENT

Thank you to everyone who provided information for this year's report. It is only because of your generosity and support that we are able to produce this only comprehensive report on charity gaming in North America. We hope we can count on your continued assistance in the years to come.

Charity gaming continues to thrive as non-profit organizations across North America seek new and innovative ways to sustain themselves in an ever-changing gaming landscape. In 2017, non-profit organizations reported nearly \$700 million in net gaming proceeds; namely the money available to fund food shelves, youth athletics and other youth programs like the Boys and Girls Clubs, Veterans' services, Arts education, and many other charitable causes. The benefits of charity gaming dollars can be felt in nearly every community, both large and small. While bingo, paper tickets (instant bingo/pull-tabs), and raffles remain the core of charity gaming, charitable groups are also taking advantage of other products to enhance their fundraising efforts.

For example, as of this year, six states now permit some form of electronic instant bingo/pull-tab. Raffles, once limited to the church festival, are now conducted on a large scale in stadiums at major sporting events. The States of Minnesota and Louisiana allow linked electronic bingo, while multiple other states permit bingo card minders to assist players in monitoring multiple bingo faces at a time. But perhaps the most innovative product to come along in recent years is something called a sports-themed tipboard.

Currently, only available in Minnesota, a sports-themed tipboard is a paper tipboard game where the winner is determined by the outcome of a professional sporting event. Although authorized by the Minnesota legislature in 2012, sports-themed tipboards were not approved for use in the state until after the Supreme Court's decision in *Murphy v. National Collegiate Athletic Association*, which struck down the Professional and Amateur Sports Protection Act and opened the door to legalized sports betting nationwide.

At the present time, only 22 sports-themed tipboards are approved for use, but the Minnesota Gambling Control Board is in the process of developing rules to govern the composition of the games and how they are played. Notwithstanding, in the first three full months of reporting, nearly \$1.7 million in sales were reported. Charities expect robust sales during football season, although boards are also available for hockey, basketball and other professional sports events. Minnesota charities do not expect sports-themed tipboards to generate windfall profits, but the boards will provide a charitable alternative to full-scale sports betting should the State of Minnesota ever permit it.

Once again, thank you to all who supported our 2017 annual reports. We hope you find the information we have complied useful and informative.



Emile S. Bourgoyn, 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.

## ELECTRONIC BINGO CARD MINDER

An electronic bingo card minder is an electronic or computerized device that is used by a player to monitor bingo cards at an organization’s approved bingo occasion. A bingo card minder provides a means for a player to input or monitor bingo numbers as they are called; compares the called bingo numbers against the bingo cards stored in the memory of the device; and identifies any winning bingo patterns. Electronic bingo card minders allow players to monitor multiple bingo cards at one time, although the total number of permitted cards is usually limited by statute or regulation. By 2017, about 80% of all jurisdictions permitting bingo allow the use of bingo card minders.

## 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.

## ELECTRONIC PULL-TAB DEVICE

An electronic pull-tab device is a hand-held, stand-alone, or linked device that allows a player to play electronic representations of pull-tab tickets from a finite deal where some of the tickets have been predetermined by the manufacturer as prize winners. Some jurisdictions require an electronic pull-tab device to dispense a ticket or voucher, while others permit the player to redeem credits that have accumulated on the device. All states prohibit an electronic pull-tab device from mimicking the play of a slot machine. Six states permit the use of electronic pull-tab devices.

# TERMINOLOGY

## 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

## GAMES PLAYED

STATE	BINGO	PULL TABS	SEAL CARD GAMES	RAFFLES	CASINO NIGHTS	OTHER	LICENSEES
Colorado	✓+	✓	✓	✓	-	-	1,158
Connecticut	✓	✓	-	✓	-	-	821
Idaho	✓+	✓	-	✓	-	✓	179
Illinois	✓+	✓+	✓	✓	✓	✓	not reported
Indiana	✓	✓+	✓	✓	✓	✓	3,141
Kentucky	✓+	✓++	✓	✓	-	✓	576
Louisiana	✓++	✓+	✓	✓	✓	✓	464
Massachusetts	✓	✓+	✓	✓	✓	✓	116
Michigan	✓+	✓+	✓	✓	✓	✓	9,325
Minnesota	✓++	✓++	✓	✓	-	✓	1,145
Mississippi	✓+	✓-	✓	-	-	✓	63
Missouri	✓+	✓	✓	-	-	✓	630
New York	✓+	✓	✓	✓	✓	✓	855
North Dakota	✓+	✓++	✓	✓	-	✓	322
Ohio	✓	✓+	✓	✓	✓	✓	1,678
Oregon	✓+	-	-	✓	✓	✓	702
Texas	✓+	✓+	✓	-	-	✓	998
Virginia	✓+	✓++	✓	✓	-	✓	327
Washington	✓+	✓+	✓	✓	✓	✓	1,702

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

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

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

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

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

In reference to pull tabs, ✓- indicates the inclusion of electronic pull tabs.

# GROSS RECEIPTS

STATE	BINGO	PULL TABS	RAFFLES	OTHER	TOTAL GROSS RECEIPTS	TOTAL NET PROCEEDS
Colorado	\$37,943,025	\$58,806,022	\$26,263,609	-	\$123,012,656	\$23,621,427
Connecticut	\$8,279,410	\$8,848,230	\$1,088,968	\$54,774	\$18,271,382	\$3,858,358
Idaho	\$2,833,563	-	\$6,312,708	-	\$9,146,271	\$4,732,144
Indiana	\$51,152,003	\$303,374,076	\$37,527,699	\$25,151,639	\$417,205,417	\$69,630,514
Kentucky	\$60,011,331	\$337,081,832	\$17,459,158	\$7,787,775	\$422,249,699	\$48,479,054
Louisiana	\$78,047,200	\$93,420,300	\$3,262,000	\$12,729,100	\$187,458,600	\$16,946,700
Massachusetts	\$25,380,941	\$12,245,069	\$19,015,374	\$311,798	\$56,953,182	\$15,086,457
Michigan	\$60,924,213	\$143,226,872	\$81,922,870	-	\$286,073,955	\$59,754,673
Minnesota	\$77,787,000	\$1,622,660,000	\$11,202,000	\$18,164,000	\$1,729,870,000	\$138,350,000
Mississippi	\$67,88,909	\$11,067,409	-	\$641,365	\$94,319,533	\$13,080,124
Missouri	\$27,957,308	\$30,830,388	-	\$152,544	\$58,940,240	\$13,267,608
New York	\$14,241,995	\$211,343,510	\$4,072,559	\$146,244	\$229,804,308	\$37,145,832
North Dakota	\$30,240,537	\$149,214,800	\$8,446,227	\$78,096,959	\$265,998,523	\$20,800,858
Ohio	\$57,435,628	\$691,772,723	-	-	\$749,208,351	\$99,220,083
Oregon	\$22,606,113	-	\$9,942,269	\$423,377	\$32,971,759	\$9,706,929
Texas	\$344,093,976	\$432,492,747	-	-	\$776,586,723	\$33,874,655
Virginia	\$88,820,288	\$163,201,471	\$8,524,432	\$2,494,649	\$255,690,726	\$28,758,856
Washington (np)	\$26,785,510	\$34,453,053	\$14,535,673	\$315,089	\$76,389,325	\$25,015,368*

\* Does not include deduction for expenses.

# AVERAGE DISTRIBUTION OF DOLLARS RAISED



Charitable organizations reported paying \$143,337,586 in taxes and administrative fees. The amount attributed to taxes and fees may reduce the percentage attributable to net proceeds or increase the amount attributable to expenses, depending on how the taxes and fees are reported in each state.

## TOP TEN STATES

Top ten states rankings are based on available reported statistics.

### GROSS RECEIPTS

Minnesota	\$1,729,870,00
Texas	\$776,586,723
Ohio	\$749,208,351
Kentucky	\$422,249,699
Indiana	\$417,205,417
Michigan	\$286,073,955
North Dakota	\$265,998,523
Virginia	\$255,690,726
New York	\$229,804,308
Louisiana	\$187,458,600

### NET PROCEEDS

Minnesota	\$138,350,000
Ohio	\$99,220,083
Indiana	\$69,630,514
Michigan	\$59,754,673
Kentucky	\$48,479,054
New York	\$37,145,832
Texas	\$33,874,655
Virginia	\$28,758,856
Washington	\$25,015,368
Colorado	\$23,621,427

## FEES & TAXES

STATE	LICENSE FEES	ADMIN. FEES	TAXES	TOTAL
Colorado	\$130,500	\$671,499	n/a	\$801,999
Connecticut	\$61,805	n/a	\$375,567	\$437,372
Idaho	\$30,350	n/a	n/a	\$30,350
Illinois	n/a	n/a	\$4,999,567	\$4,999,567
Indiana	\$3,992,485	n/a	n/a	\$3,992,485
Kentucky	\$180,299	\$4,084,697	\$4,084,697	\$8,349,693
Louisiana	\$133,350	n/a	\$1,129,900	\$1,263,250
Massachusetts	\$5,650	n/a	\$3,465,585	\$3,471,235
Michigan	\$754,521	n/a	\$10,066,482	\$10,821,003
Minnesota	\$1,175,350	\$2,431,059	\$63,632,000	\$67,238,409
Mississippi	\$33,400	\$1,466,868	n/a	\$1,500,268
Missouri	\$28,455	n/a	\$1,452,759	\$1,481,214
New York	\$462,872	n/a	\$2,296,473	\$2,759,345
North Dakota	\$164,000	n/a	\$3,153,381	\$3,317,381
Ohio	\$2,501,805	n/a	n/a	\$2,501,805
Oregon	\$50,830	\$391,330	n/a	\$442,160
Pennsylvania	n/a	n/a	n/a	n/a
Texas	\$1,120,641	n/a	\$29,107,121	\$30,227,762
Virginia	\$95,875	\$2,647,951	n/a	\$2,743,826
Washington	n/a	n/a	\$1,021,361	\$1,021,361

# TAXATION & ADMN. FEE METHODS

STATE	BINGO	PULL TABS	RAFFLES	OTHER
Colorado	n/a	n/a	n/a	n/a
Connecticut	5% of gross receipts less prizes	30% of distributors' receipts from sales of tickets to organizations	0%	0%
Idaho	n/a	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	0.00957%	0.00957%	0.00957%	0.00957%
Louisiana	5% on paper and EBCDD w/paper and 8% on EBCDD w/out paper	3% on Ideal net (Net profit - less cost)	0%	5%
Massachusetts	5% of gross proceeds	10% of the resale value of each ticket	5% of gross proceeds	5% of gross proceeds
Michigan	not reported	40% of net profit	not reported	not reported
Minnesota	8.5% (non-linked)	9%-36% depending on net receipts	8.5%	8.5% or 9%-36% depending on game
Mississippi	not reported	not reported	not reported	not reported
Missouri	0.2¢ per bingo card	2% for the gross receipts for the retail sales value charged	n/a	n/a
New York	3% of net proceeds to local licensing authority	5% of net proceeds to the Gaming Commission	2% of net proceeds over \$30,000 to local municipal licensing authority	Casino Nights - 5% of net proceeds to local municipal licensing authority
North Dakota <sup>1</sup>	1%; 2.25%	1%; 2.25%	1%; 2.25%	1%; 2.25%
Ohio	n/a	n/a	n/a	n/a
Oregon	n/a	n/a	n/a	n/a
Pennsylvania	Only sales tax collection	n/a	n/a	n/a
Texas	5% on prizes over \$5	5% on prizes over \$5	n/a	n/a
Virginia	not reported	not reported	not reported	not reported
Washington	Based on city operations	Based on city operations	Based on city operations	Based on city operations

<sup>1</sup>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.

# STAFFING & BUDGETS

STATE	STAFF MEMBERS	AGENCY BUDGET	SOURCE OF BUDGET
Colorado	3	\$339,054	Administrative/regulatory fees, Licensing fees
Connecticut	1	n/a	Legislative appropriation
Idaho	0.7	\$60,492	Licensing fees, Other
Illinois	n/a	n/a	Legislative appropriation
Indiana	18	\$1,667,420	Licensing fees, Other
Kentucky	36	\$3,939,552	Administrative/regulatory fees, Licensing fees
Louisiana	20	\$2,329,600	Administrative/regulatory fees, Licensing fees
Massachusetts	5	\$1,000,000 <sup>1</sup>	Legislative appropriation
Michigan	18	\$10,100,000	Licensing fees, Other
Minnesota	31	\$3,174,192	Administrative/regulatory fees, Licensing fees
Mississippi	11	\$1,500,000	Legislative appropriation
Missouri	4	\$22,000	Administrative/regulatory fees, Licensing fees
New York	9	\$2,044,414	Administrative/regulatory fees, Licensing fees
North Dakota	13	\$1,099,415	Legislative appropriation
Ohio	not reported	not reported	Licensing fees
Oregon	3	\$444,049	Administrative/regulatory fees, Licensing fees
Pennsylvania	2	n/a	not reported
Texas	41	\$2,549,315	Administrative/regulatory fees, Licensing fees
Virginia	10.5	\$1,182,067 <sup>2</sup>	Legislative appropriation
Washington	114	\$14,000,000 <sup>3</sup>	Licensing fees, Other

<sup>1</sup>Estimated budget

<sup>2</sup>Fiscal year ending in 6/30/17

<sup>3</sup>Total agency budget for all gaming

# LEGAL AUTHORITY

STATE	STATUTORY AUTHORITY
Colorado	not reported
Connecticut	General Statutes of Connecticut sections 7-169 to 7-186; Regulations of State Agencies subtitles 7-169, 7-169c, 7-169h, and 7-185
Idaho	Idaho statutes, Title 67, chapter 77
Illinois	230 ILCS 20/1-20/7.3; 230 ILCS 25/1-25/7; 230 ILCS 30/1-30/15; Regulations Parts 432, 430 and 435
Indiana	Indiana Code 4-32.2 & Indiana Administrative Code, Title 68, Article 21
Kentucky	KRS Chapter 238 and KAR Title 820
Louisiana	LA.R.S. Title 4, Section 701, et.seq. and LA.Administrative Code Title 42, part 1, Section 1701, et.seq.
Massachusetts	Chapter 10, Sections 37-40 and Chapter 271, Section 7A of the Massachusetts General laws
Michigan	Act 382 of the PA of 1972, as amended (Bingo Act); Act 328 of the PA of 1931, as amended (Penal Code)
Minnesota	Minn. Stat. 349; Minn. Rules 7861-7864
Mississippi	State Statute 97-33-53 through 97-33-203 and 13 Miss. Admin. Code, Pt. 10, 11, 12 and 13
Missouri	Constitution of Mo Article III Section 39(a), RSMo Chapter 313, 11 CSR Division 45, Chapter 30
New York	NYS Constitution, NYS General Municipal Law Articles 9B and 14H, NYS Executive Law Article 19B, NYCRR 9E
North Dakota	North Dakota Century Code 53-06.1 and North Dakota Administrative Code 99-01.3
Ohio	ORC 2915, OAC 109:1-2 to 109:1-4
Oregon	OAR 137 Division 25; ORS Chapter 167; ORS Chapter 464
Pennsylvania	Liquor Control Enforcement
Texas	Texas Occupations Code, Sec. 2001 and TAC, Title 16, Part 9
Virginia	§ 18.2-340 Code of Virginia and 11VAC15-40 Administrative Code
Washington	RCW 9.46.0201 and WAC Chapter 230.07

# SURVEY PARTICIPANTS

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# SURVEY PARTICIPANTS

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## NOTES



2017 NATIONAL ASSOCIATION OF FUNDRAISING TICKET MANUFACTURERS