

# *Charity Gaming in North America*



**NAFTM 2003 ANNUAL REPORT**  
*NATIONAL ASSOCIATION OF FUNDRAISING TICKET MANUFACTURERS*

# ***Mission Statement***

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

The association keeps 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 charitable organizations and in cooperation with Allied Charities of Minnesota (ACM) has published Charity Gaming: An Association Guidebook available to charities interested in developing a charity gaming association in their state or province.



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# Introduction

Established in 1983, the National Association of Fundraising Ticket Manufacturers is a trade association of manufacturers of pull-tabs, bingo paper and supplies used by charities in fund-raising events.

The members of NAFTM are dedicated to the promotion of charitable gaming as a profitable endeavor for charities to raise funds for their activities. In addition, NAFTM's membership is dedicated to the continual improvement of the charitable gaming industry through the pursuit of manufacturing and trade practices that meet or exceed governmental regulations. Effective regulation of charitable gaming is necessary for the health of the charities dependent upon its revenue, and NAFTM's membership supports and encourages government regulation.

NAFTM's services include 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 2003 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, licensing methods and fees, 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 also contact NAFTM to discuss any matter pertaining to charitable gaming and 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 endeavor to publish the only comprehensive report on charitable gaming in North America.

## American Games, Inc.

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Council Bluffs, Iowa 51501  
712-366-9553  
[www.amgam.com](http://www.amgam.com)

## Arrow International, Inc.

9900 Clinton Rd.  
Cleveland, Ohio 44144  
216-961-3500  
[www.arrowinternational.com](http://www.arrowinternational.com)

## BK Entertainment, Inc.

301 Louth St.  
St. Catharines, ON  
L2S 3V6 Canada  
800-465-1700.  
[www.bingoking.com](http://www.bingoking.com)

## Douglas Press, Inc.

2810 Madison St.  
Bellwood, IL 60104  
708-547-8400  
[www.douglaspress.com](http://www.douglaspress.com)

## International Gamco, Inc.

9335 North 48th St.  
Omaha, Nebraska 68152  
402-571-2449  
[www.intlgamco.com](http://www.intlgamco.com)

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Kansas City, Missouri 64120  
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The following states are not included in this report because (1) charity gaming is not permitted; (2) there is no central regulatory authority; (3) the activity is unregulated; or (4) they did not respond to the survey questionnaire: Alabama, Arkansas, California, Delaware, Idaho, Iowa, Florida, Georgia, Hawaii, Maine, Maryland, Montana, Nevada, Oklahoma, Rhode Island, Tennessee, Utah, Vermont, Wyoming.

# ***Letter from the President***

The members of the National Association of Fund-Raising Ticket Manufacturers (NAFTM); American Games, Arrow International, Douglas Press, International Gamco, Stuart Entertainment/Bingo King, and Universal Manufacturing, are pleased to present to the industry, the regulators, state and local Governments, and the media the 2003 Report on the status of Charitable Gaming in the United States and Canada. NAFTM provides this hard copy report as well as a web site, so the many requests for information on charitable gaming can be satisfied. In addition to the reports, our member companies offer access to staff that have a cumulative total of over two hundred years of experience in the history, growth, and progress in this service to charitable organizations. We consider that experience to be an asset to our members and those who may wish to use that experience.

The information in this report is available to NAFTM and to the users of the report through the good will and cooperation of the hard-working personnel of the regulatory agencies who respond with the information available. The response to our inquiries is getting more specific and beneficial each year. Consequently, the report becomes more of an asset to those of us who use it. Analysis by the users helps the decision-making process become more reliable and valued. And the better the information is, the better our industry becomes.

NAFTM relies to a great extent on the users of our products to increase the value of charitable gaming to the organizations whose profits go for the many public purposes that we all know and honor. We are constantly working with the distributors of our products to gain new insight on which products work and which don't work, which products should be tweaked to improve their marketability, and which new products to develop. We have discovered that a small adjustment in a product or a new twist on a product may have a major impact on its use by the charities, and distributors are constantly seeking suggestions from the end-users, the charities, who are the most knowledgeable about the needs of their customers. This spirit of cooperation makes the industry stronger and more competitive with the other gaming options that we face together.

So when you see or read about the scholarship program for your neighborhood school or when you experience the growth of the wild game population in your outdoor regions or when you see a senior citizen with a new pair of glasses or when the fire department gets new equipment to meet the challenge of a new September 11 threat, those things most likely came from a charitable gaming organization whose only purpose in conducting gaming is to provide for the better and necessary things that may not be available from any other source.

Too little acknowledgement is made of the help given graciously by the organizations or the distributors or the regulators. So at this time, NAFTM offers its thanks and gratitude for the help in making this report and the future of charitable gaming better than ever.

Roger Franke - President

# Benefits of Charitable Gaming

## Raffle Proceeds Help Build Cancer Center

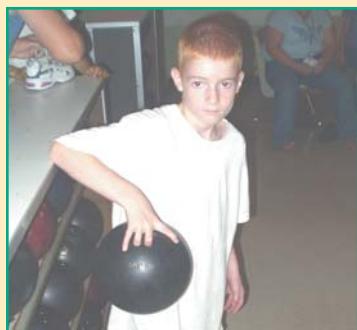
For 17 years, the MCG Foundation, the fundraising arm of Mount Clemens General Hospital in Mount Clemens, Michigan has held an annual elimination raffle. Over the last three years, almost \$280,000 in raffle proceeds has been used toward the building of a new Cancer Center at Mount Clemens General Hospital. A portion of the proceeds also benefits the hospital's Mat Gaberty Heart Center, the premier center for cardiac care and surgery in Macomb County. In previous years, the foundation's elimination raffles have also funded the Medical Outreach Clinic, Medical Education Auditorium, and Emergency Center.

The Cancer Center is scheduled to be open in 2006. It will allow Macomb area residents to get the cancer diagnosis and advanced treatment they need without having to leave the county.



## The Ottine Story: Texas Elks "Crown Jewel" Serving Children in Texas for 58 Years

Texas Elks have a long history of providing assistance to children in Texas. In 1946, in response to the devastating effects of polio, the Elks opened the Crippled Children's Hospital on a nine-acre site in the small town of Ottine, located in Central Texas. Initially, the focus was on treatment but changed to long-term care of polio survivors after the discovery of the Salk polio vaccine in the mid-nineteen fifties.



In 1997 the Elks decided to change the focus of the services offered at Ottine and the name of the facility, creating the Texas Elks Children's Services Diagnostic Center. The center was unique in that it was the only facility in Texas specializing in multi-disability diagnosis of children. The center provided an intensive three-week testing program that examined all emotional and physical disabilities of a child, at no cost to the children and their families. Testing and evaluation was provided by staff specialists and private physicians in Austin and San Antonio, as needed. Counselors at the center coordinated the advice of staff and physicians to formulate individualized treatment programs. Counselors then tried to match each child with treatment resources available in the child's home area.

In 1999 members of the Texas Elks State Association voted to change the focus of the services provided at Ottine. Every Texas Elk was provided the opportunity to make suggestions on what the new focus should be. After lengthy consideration it was determined the new project would be "The Prosthetic Grant Program". Because of their ever-broadening definition of prosthetic they recently renamed the program, "The Texas Elks Grants for Special Children".

The program was finalized in 2000 and since then the Elks have helped children across Texas by providing them with hearing aids, wheelchairs, computers with Braille capabilities, special braces, and many other devices that make their lives easier, allow them to more easily interact with others, build their confidence, assist them in realizing their full potential and just make life more fun.



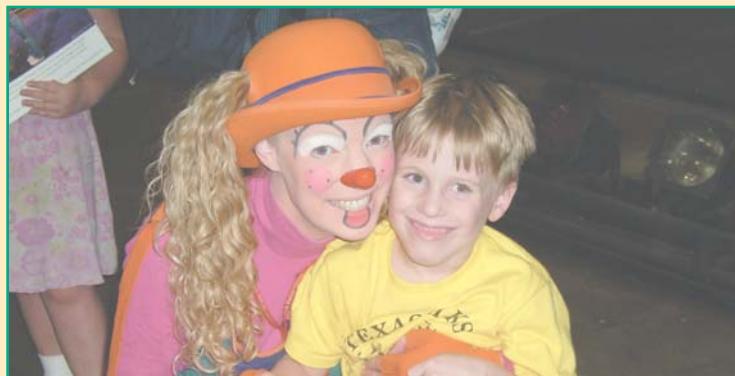
# ***Benefits of Charitable Gaming***

The grant guidelines define the term “prosthetic” in broad terms – “any piece of equipment and/or technology which will allow a child to live a more full and complete life.” The broad definition allows the organization to meet the specific needs of children with many types of disabilities and allows the organization to be as inclusive as possible in providing assistance. Eligibility criteria are written to be as inclusive as possible. To be considered for grant assistance the child must be:

- **A resident of Texas**
- **18 years of age or younger**
- **Whose special needs are neither fully covered by a private or public insurance carrier**
- **Whose special needs are not fully met by either a state and/or federal agency, and**
- **Whose special needs are not fully met by another grant program, and**
- **Whose financial needs justify assistance**

The grants have a local focus in that each lodge receives a grant allotment and subsequently locates children in the immediate vicinity in need of prosthetic assistance. Members of the lodge and the community have an opportunity to see what a difference the grants can make to the children, their families and to the community. The strength and productivity of a community is dependent upon the strength and productivity of its members. The Texas Elks are contributing to building strong communities and individuals by assisting these children.

Fun is not forgotten at Ottine. Each year the Elks have six week-long summer camp sessions in June and



July. The Texas Elks Camp provides special needs children with an opportunity to try new things and make new friends. Campers are encouraged to make their own decisions and become more independent. The final results are improved self-esteem and a willingness to accept new challenges. What the children learn is that having a difference doesn't make a difference.

The services offered at Ottine are the major project of the Texas Elks. The Elks spend almost \*\$1.0 million a year on the facility, grant program and camp. About one half of the operating budget comes from the Texas Elks permanent endowment, the remainder is contributed annually by \*18,000 Texas Elks. Charitable Bingo is a notable contributor to the Texas Elks charitable activities. From 2001 through 2003 the charitable bingo activities conducted by Texas Elks generated \*\*\$29.7 million in gross receipts and \*\*\$2.1 million in charitable distributions to Ottine and other local charitable activities. Elks State President, Wayne Christopher stated, “Our annual cash and service charitable contributions are exceeding \*\$8.3 million a year in Texas. The loss of bingo charitable distributions would represent a significant loss to our annual fundraising efforts, ultimately leaving a lot of children and veterans without vital help and encouragement to better their lives – help and encouragement that no one else provides.”

\* Source: Wayne Christopher, President, Texas State Elks Assn.

\*\* Source: Charitable Bingo Operations Division, Texas Lottery Commission unaudited figures as of 7/26/04.

# **Benefits of Charitable Gaming**

## **Serving the Poor Through Bingo**

Sixty years ago sister M. Claudia Burke entered the convent of the Franciscan Sisters of the Poor. She never thought she would be working at bingo halls - calling out the numbers, selling cards, and counting money. The bingo games are the primary source of income for Catholic Outreach, the emergency relief agency Burke founded.



Sister Claudia has spent more than 40 years in Flint, Michigan raising money for the needy in a number of ways. She has grown food in a garden, started the Food Bank of Eastern Michigan, sold doughnuts in a doughnut shop, and sweet-talked people into giving money. She has been coordinator of the Holy Angels Convent, a social worker at Catholic Social Services, and a picket in support of Cesar Chavez's United Farm Workers.

She arrived in Flint in 1960 to work for Catholic Social Services and spent much of her time working in adoptions. In 1967, she was transferred to a parish in a Cincinnati ghetto to help residents organize to use community resources and create others where needed. She spent a year there. In Flint, she was coordinator of the Holy Angels Convent, which focused on assisting the poor. The sisters handed out sandwiches to anyone who knocked on the door.

Assisting the poor was not the focus of Catholic Social Services, where Burke was senior caseworker, so in 1977 she single-handedly opened Catholic Outreach out of Holy Angels Convent. She thought the Franciscan Sisters of the Poor would support it, but the order

didn't do so. The Catholic Diocese of Lansing also hesitated to take it on. "But if the church isn't going to take risks for the poor, who is?" she asked. She receives money from the Diocese, Federal Emergency Management Agency, and from the Michigan Family Independence Agency. But most of the Catholic Outreach support comes from bingo.

"Sometimes I wonder how we keep going," she said. "We live with that mystery. It's a story of loaves and fishes. Sometimes I complain to the Lord and He says, 'O ye of little faith.' So I go plodding along." The agency now helps as least 12,000 families a year with a staff of about 20.

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***"Sometimes I wonder how we keep going?"***  
***Sister M. Claudia Burke***

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## Sales of Pull-Tabs in Charitable Bingo Soar in '03

(AUSTIN)—As a result of new Texas Lottery Commission rules authorized in late 2002, pull-tabs got an exciting makeover in 2003 and generated eye-popping sales for non-profit organizations conducting Charitable Bingo.

“2003 was an interesting year for everyone involved in Charitable Bingo in Texas,” said Billy Atkins, Director of the Charitable Bingo Operations Division at the Texas Lottery Commission. “The sale of pull-tabs went up dramatically by nearly 45 percent to \$128.9 million from \$88.9 million the previous year. This is the highest pull-tabs sales have been since 1995.”

The sale of pull-tabs pushed total bingo sales up by nearly three percent. “Bingo players won almost \$17 million more in 2003 than in the previous year,” Atkins said. This, too, is the direct result of the new pull-tabs that were authorized by the Texas Lottery Commission last year.

“The conduct of bingo games is important to the success of many non-profits,” Atkins said. “Thanks to the strong showing in pull-tab sales, total bingo gross receipts are up by 2.77 percent statewide.”

Atkins says bingo isn’t exactly the game most of us remember from childhood. It’s got a lot to offer anybody, especially those who like to play in new ways with card-minders and now pull-tabs.

“In 1996, when electronic card-minding devices that allow play on up to 66 bingo cards with just a press of a button became available, our regular bingo sales increased,” he said. “Pull-tabs are now winning the sales race.”

Bingo’s popularity stems from its built-in sense of sociability, Atkins said.

“It’s really a very social game,” he said. “You’ll often find entire families, groups of friends sitting at tables, enjoying the opportunity to socialize with one another before they play. People play bingo as much as they do to have a good time with their friends.”

Though attendance at bingo games decreased in 2003 to 22,636,265 from 23,718,893 in 2002, this, nevertheless, shows that there continues to be a strong interest in playing regular bingo.

Attendance at regular bingo games was down by 4.7 percent, while distributions decreased by seven percent to \$29.6 million from 2002.

In Texas, to hold a license to conduct a charitable bingo game, an organization must have non-profit status. There are 1,362 non-profit organizations conducting bingo in the state right now. Only non-profit organizations can conduct bingo games in Texas. An individual can win up to \$750 per bingo game. For each bingo occasion--that is, a series of bingo games--a player can win up to \$2,500. The laws authorizing Charitable Bingo were passed in 1980. The first bingo licenses were issued in the spring of 1982, when the games began.

Since bingo started, Texans have won almost \$8 billion in prizes.

For more information about Charitable Bingo, visit the Texas Lottery Commission’s  
Web site at <http://www.txbingo.org>.

# Games Played

STATE	GAMES	LICENSED ORGS.
Alaska	Bingo, Pulltabs, Raffles, Other	2,226
Arizona	Bingo, Casino Nights	673
Colorado	Bingo, Pulltabs, Raffles, Other	1,440
Connecticut	Bingo, Pulltabs, Raffles, Casino Nights, Other	1,923
Illinois	Bingo, Pulltabs, Casino Nights	1,580
Indiana	Bingo, Pulltabs, Raffles, Casino Nights, Other	2,201
Kansas	Bingo, Pulltabs	365
Kentucky	Bingo, Pulltabs, Raffles, Casino Nights, Other	740
Louisiana	Bingo, Pulltabs, Raffles, Casino Nights, Other	580
Massachusetts	Bingo, Pulltabs, Raffles, Casino Nights	5,215
Michigan	Bingo, Pulltabs, Raffles, Casino Nights, Other	10,924
Minnesota	Bingo, Pulltabs, Raffles, Other	1,454
Missouri	Bingo, Pulltabs	517
Mississippi	Bingo, Pulltabs	95
Nebraska	Bingo, Pulltabs, Raffles, Other	1,114
New Hampshire	Bingo, Pulltabs	502
New Jersey	Bingo, Pulltabs, Raffles, Casino Nights, Other	8,000
New Mexico	Bingo, Pulltabs, Raffles, Other	153
New York	Bingo, Pulltabs, Raffles, Casino Nights, Other	2,863
North Carolina	Bingo, Raffles, Other	265
North Dakota	Bingo, Pulltabs, Raffles, Other	356
Ohio	Bingo, Pulltabs	1,750
Oregon	Bingo, Raffles, Casino Nights	383
Pennsylvania	Bingo, Pulltabs, Raffles, Other	N/A
South Carolina	Bingo	115
South Dakota	Bingo, Pulltabs, Raffles	N/A
Texas	Bingo, Pulltabs, Raffles	1,430
Virginia	Bingo, Pulltabs, Raffles, Other	574
Washington	Bingo, Pulltabs, Raffles, Casino Nights, Other	2,994
West Virginia	Bingo, Pulltabs, Raffles, Other	637
Wisconsin	Bingo, Raffles	8,184
Alberta	Bingo, Pulltabs, Raffles, Casino Nights, Other	6,257
British Columbia	Bingo, Raffles, Casino Nights, Other	3,788
Manitoba	Bingo, Pulltabs, Raffles, Casino Nights, Other	1,372
New Brunswick	Bingo, Pulltabs, Raffles, Other	747 + 1026 permits
Newfoundland	Bingo, Pulltabs, Raffles, Casino Nights, Other	3,276
Nova Scotia	Bingo, Pulltabs, Raffles Casino Nights	1,236
Ontario	Bingo, Pulltabs, Raffles, Other	Not Reported
Prince Edward Island	Bingo, Raffles, Other	31
Saskatchewan	Bingo, Pulltabs, Raffles, Other	3,050

## What is Bingo?

“Bingo!” has become such a familiar term it extends beyond the game of its origin into the lexicon of idiomatic phrases on our continent. Still the traditional way in which game participants signal success in a bingo game, it is also used to express surprise or sudden satisfaction in any endeavor.

The game itself has been around for centuries, its most recent origins being traced to 16<sup>th</sup> century Italy. Originally called “beano” in the Nineteenth and early Twentieth centuries, it became a short linguistic hop to term the game “bingo”. “Bingo” is now the universally understood term to describe a game in which game participants 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.

## What are Pulltabs?

Pulltabs are an integral part of the game of Bingo and in other charitable fund-raising efforts. Officially, a “pulltab” is a folded or banded ticket, or a card with perforated tabs on one side, made completely 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 compare the configurations with game information sheets called “flares” to determine whether a particular ticket or pulltab is a winner.

The history of “pulltabs” is not nearly as extensive as that of bingo. They emerged in the 1970s as a popular fundraising game for charities and found easy acceptance in bingo games. They spread to other locations, such as fraternal clubs, service clubs and veterans' organizations, and into taverns.

By any other term, pulltabs are fun to play and have proved to be profitable for charities. They are also called break-open tickets, charity game cards, jar tickets, pickle cards, instant bingo cards, punch boards, bell jars and lucky sevens in various regional and local places in the United States and Canada.

## Other terms used in this report:

**Gross Receipts** is the total amount of money spent on a charity game by game participants. In a bingo game, it is the total amount wagered through the purchase of bingo cards. Pulltab games use the term to describe the total amount of money wagered through the purchase of all the pulltabs in a game.

**Net Proceeds** is the amount of money left after administrative expenses have been deducted from the adjusted gross receipts. It is the amount of money available to charities to spend on their individual programs.

# Receipts By Games

STATE	Bingo Gross	Pulltab Gross	Raffles Gross
Alaska	\$70,593,193	\$275,218,228	\$10,553,178
Arizona	\$36,459,214		
Colorado	\$67,319,481	\$103,715,096	\$7,291,660
Connecticut	\$26,944,792	\$8,700,876	\$15,308,007
Illinois	Not Reported	Not Reported	Not Reported
Indiana	\$468,443,956	\$62,112,482	\$13,915,928
Kansas	\$30,300,000	\$13,940,000	
Kentucky	\$113,079,320	\$457,895,707	\$8,879,955
Louisiana	\$114,846,800	\$70,930,800	\$2,692,200
Massachusetts	\$88,208,825	\$34,695,973	\$17,260,086
Michigan	\$141,467,727	\$219,797,452	\$58,269,008
Minnesota	\$71,405,000	\$1,319,612,000	\$5,112,000
Missouri	\$89,094,826	\$48,410,697	
Mississippi	\$85,461,798	\$9,091,782	
Nebraska*	\$16,558,843	\$62,559,488	\$5,168,480
New Hampshire	\$29,815,839	\$56,181,689	Not Tracked
New Jersey	\$14,417,715		\$55,875,867
New Mexico	\$22,603,727	\$10,760,853	\$192,625
New York	\$115,483,559	\$291,712,720	\$3,799,203
North Carolina	\$30,002,421		Not Tracked
North Dakota	\$45,209,615	\$154,713,306	\$3,137,011
Ohio	Not Available	Not Available	Not Available
Oregon	\$59,917,585		\$5,415,901
Pennsylvania	Not Tracked	Not Tracked	
South Carolina	\$128,451,802		
South Dakota	Not Tracked	Not Tracked	Not Tracked
Texas	\$445,189,905	\$129,715,615	
Virginia	\$107,720,532	\$137,488,903	\$5,421,847
Washington**	\$119,922,305	\$475,870,137	\$6,718,852
West Virginia	\$26,184,489	\$124,585,645	Included with PT's
Wisconsin	\$20,705,050		\$56,127,401
Alberta	\$274,000,000	\$42,000,000	\$89,000,000
British Columbia***	\$212,026,661	Included W/Bingo	\$76,273,707
Manitoba	\$76,059,282	\$8,113,071	\$9,075,816
New Brunswick	\$50,468,907	\$197,908	\$8,520,949
Newfoundland	\$42,127,453	\$471,590	\$8,398,494
Nova Scotia	\$82,774,000		\$13,261,000
Ontario	\$1,160,000,000	\$394,000,000	\$221,000,000
Pr. Edward Island	\$12,564,886		
Saskatchewan	\$110,428,475	\$22,299,189	\$21,391,654

\*Nebraska does not include city and county keno receipts of \$179,518,444. \*\*Washington includes commercial activity.

\*\*\*British Columbia includes both independent organizations and commercial halls.

## Receipts By Games

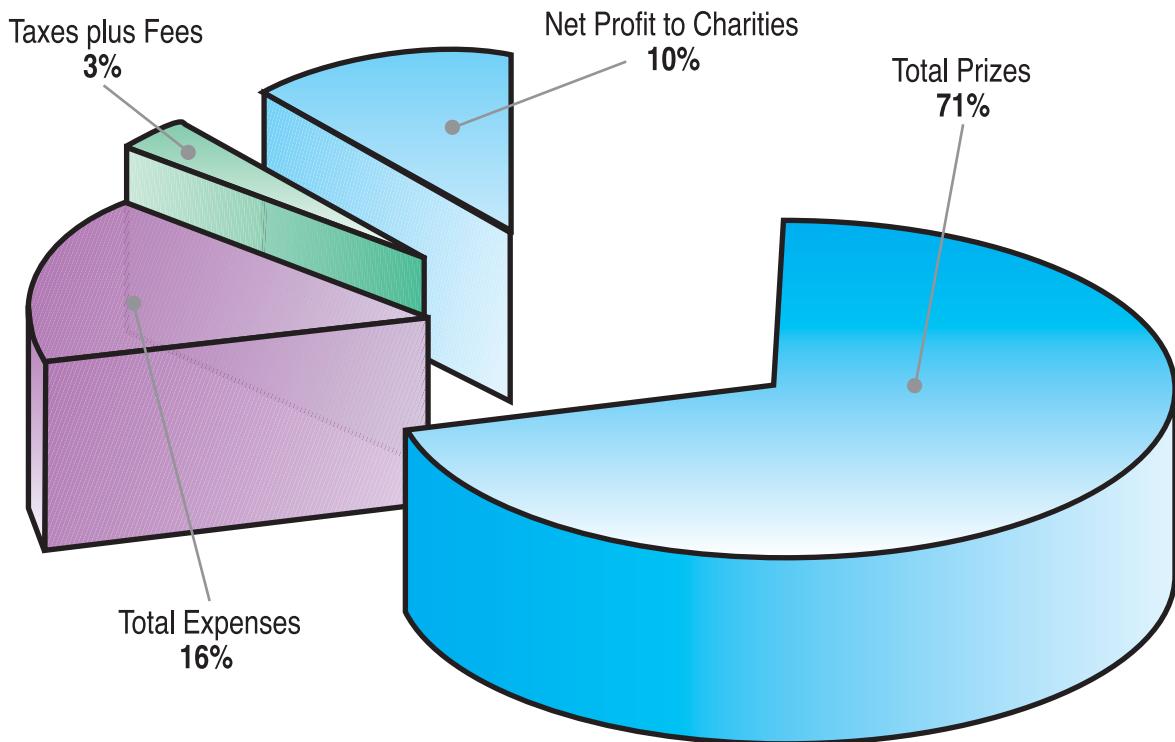
Other Gross	Total Gross Receipts	Total Net Proceeds	% Net Proceeds/ Gross Receipts
\$2,063,467	\$358,428,066	\$32,393,793	9.04%
	\$36,459,214	\$287,408	1.00%
	\$178,326,237	\$25,052,100	14.05%
\$885,907	\$51,839,582	\$18,250,797	35.21%
Not Reported	Not Reported	Not Reported	Not Reported
\$15,284,085	\$559,756,451	\$74,065,946	13.23%
	\$44,240,000	Not Tracked	N/A
\$9,215,549	\$588,431,015	\$51,400,083	8.74%
\$1,759,600	\$190,229,400	\$20,244,800	10.64%
\$1,103,820	\$141,268,704	\$24,786,149	17.55%
\$3,485,496	\$423,019,683	\$75,915,695	17.95%
\$21,892,000	\$1,418,250,000	\$126,725,000	8.94%
	\$137,505,792	\$15,478,352	11.26%
\$25,931,473	\$120,485,053	\$19,749,647	16.39%
\$179,518,444	\$263,805,255	\$26,271,095	9.96%
Not Tracked	\$85,997,528	\$11,020,332	12.81%
	\$70,293,582	\$40,475,437	57.57%
\$131,446	\$33,688,651	\$3,668,429	10.89%
\$1,278,079	\$412,046,180	\$76,412,974	18.54%
	\$30,002,421	\$1,525,074	5.08%
\$70,380,370	\$273,440,302	\$16,329,963	5.97%
Not Available	Not Available	Not Available	Not Available
\$225,799	\$65,559,285	\$8,184,343	12.48%
Not Tracked	Not Tracked	Not Tracked	N/A
	\$128,451,802	\$2,660,000	2.07%
Not Tracked	Not Tracked	Not Tracked	N/A
	\$575,905,520	\$29,704,888	5.16%
\$52,991,756	\$303,623,038	\$43,069,900	14.19%
\$275,035,647	\$877,546,941	\$83,918,178	9.56%
Included with PT's	\$150,770,134	Not Available	
	\$76,832,451	\$36,270,093	47.21%
<b>Totals:</b>	<b>\$7,596,202,287</b>	<b>\$863,860,476</b>	
\$641,000,000	\$1,046,000,000	\$206,000,000	19.69%
\$772,520	\$289,072,888	\$123,388,000	42.68%
\$172,802	\$93,420,971	\$11,974,524	12.82%
\$135,995	\$59,323,758	\$11,534,646	19.44%
\$1,388,777	\$52,386,314	\$10,336,108	19.73%
	\$96,035,000	\$17,304,000	18.02%
	\$1,175,000,000	\$275,000,000	23.40%
	\$12,564,886	\$1,396,190	11.11%
	\$154,119,319	\$34,433,332	22.34%
<b>Totals:</b>	<b>\$2,977,923,136</b>	<b>\$691,366,800</b>	

### Explanation

This table will provide the reader with a breakdown on how much is wagered by state or province in bingo, pulltabs, raffles and other games sponsored by charities ("gross receipts"). It will also identify the amount of money ("net proceeds") charities will have derived from the play of those games during the 2003 fiscal year for that jurisdiction, and which they may use for their programs. Finally, a calculation is made to show the percentage of net proceeds to gross receipts so the reader may make comparisons among the reporting jurisdictions.

## Distribution/Top 10 States

### Average Distribution of Dollars Raised Through Charitable Gaming in the U.S.



#### Top Ten States By Gross Receipts

STATE	Gross Receipts
Minnesota	\$1,418,250,000
Washington	\$877,546,941
Kentucky	\$588,431,015
Texas	\$575,905,520
Indiana	\$559,756,451
Michigan	\$423,019,683
New York	\$412,046,180
Alaska	\$358,428,066
Virginia	\$303,623,038
N.Dakota	\$273,440,302

#### Top Ten States By Net Proceeds

STATE	Proceeds
Minnesota	\$126,725,000
Washington	\$83,918,178
New York	\$76,412,974
Michigan	\$75,915,695
Indiana	\$74,065,946
Kentucky	\$51,400,083
Virginia	\$43,069,900
Wisconsin	\$36,270,093
Alaska	\$32,393,793
Texas	\$29,704,888

# Fees & Taxes

STATE	LICENSE FEES	ADM. FEES	TAXES	TOTAL
Alaska	\$141,863		\$2,332,220	\$2,474,083
Arizona	\$18,845		\$603,534	\$622,379
Colorado	\$171,480	\$744,968		\$916,448
Connecticut	\$67,000	\$1,249,961		\$1,316,916
Illinois	\$906,900		\$11,603,266	\$12,510,166
Indiana	\$4,108,850			\$4,108,850
Kansas	\$21,000		\$656,000	\$677,000
Kentucky	\$375,663	\$2,772,786		\$3,148,000
Louisiana	\$193,900	\$857,300		\$1,051,200
Massachusetts	\$19,300	\$3,469,597	\$5,339,297	\$8,828,194
Michigan	\$833,433		\$18,321,873	\$19,155,306
Minnesota	\$2,018,455		\$56,773,000	\$58,791,455
Mississippi	\$51,250	\$1,122,900		\$1,174,150
Missouri	\$69,820		\$3,209,784	\$3,279,609
Nebraska	\$243,714		\$2,127,173	\$2,370,887
New Hampshire	\$291,088	\$831,135	\$919,104	\$2,041,327
New Jersey	\$1,200,000			\$1,200,000
New Mexico	\$15,000		\$55,933	\$70,933
New York	\$538,788		\$2,613,046	\$3,151,834
North Carolina	\$26,500			\$26,500
North Dakota	\$150,650		\$12,748,823	\$12,899,473
Ohio	\$5,125,000			\$5,125,000
Oregon		\$596,479		\$596,479
Pennsylvania	\$224,000			\$224,000
South Carolina	\$37,000	\$54,950	\$11,183,917	\$11,275,867
South Dakota	\$32,500		\$24,711	\$57,211
Texas	\$2,590,159		\$21,731,411	\$24,321,570
Virginia	\$124,550		\$2,982,000	\$3,106,550
Washington	\$14,597,800		\$44,022,528	\$58,620,328
West Virginia	\$298,333		\$1,358,686	\$1,657,019
Wisconsin	\$375,915		\$734,184	\$1,110,099
Alberta	Not Reported			
British Columbia	\$81,300			\$81,300
Manitoba	\$1,274,876			\$1,274,875
New Brunswick	\$18,865			\$18,865
Newfoundland	Not Available			Not Available
Nova Scotia	\$10,600			\$10,600
Ontario	Not Reported			Not Reported
Pr. Edward Island	\$193,157			\$193,157
Saskatchewan	\$220,660			\$220,660

\*Includes all Licensees.

# Licensing Methods and License Fees

STATE/PROVINCE	Bingo
Alaska	Yearly application fee of \$20/\$50/\$100 based on prior year gross revenue.
Arizona	A - \$10; B - \$50; C - \$200
Colorado	\$62.50 per year
Connecticut	Class A-\$75; Class B-\$5; Class C-\$50
Illinois	Reg. Operators - \$200
Indiana	\$25 to \$25,000 based on gross receipts.
Kansas	\$25 per year
Kentucky	\$100 to \$300 based on gross receipts.
Louisiana	\$100 Per Year/\$200 Special Session Fee/\$25 Modification Fee
Massachusetts	\$50
Michigan	\$55 small/\$150 large/\$25 special
Minnesota	\$350 + .01% of gross receipts per site for regulatory fee *New Fee Structure 7/1/03
Mississippi	\$50
Missouri	\$50/Bingo & Pulltab \$25-Special
Nebraska	\$30 to \$100 Biennial
New Hampshire	\$25 per game date
New Jersey	\$10 per occasion
New Mexico	\$100 Combined license for Bingo/Pulltabs/Raffles
New York	Licensed by Municipal Clerks - \$18.75 Per Occasion
North Carolina	\$100
North Dakota	\$150 Combined License
Ohio	\$500 to \$5000 based upon gross receipts
Oregon	\$100 – Class A \$50 – Class B \$20 – Class C \$20 – Class D
Pennsylvania	\$100 – Collected by Co. Treas.
South Carolina	\$1000/One Time Fee -No renewal unless game moves.
South Dakota	License Only Distributors and Manufacturers
Texas	\$100 to \$2,500 – based upon Gross Receipts
Virginia	\$200
Washington	Annual Fee varies by class ranging from \$54 to \$27,000
West Virginia	\$500 annual \$200 Sr. Citizens \$100 limited license
Wisconsin	\$10 Per Occasion
Alberta	\$30 per event
British Columbia	\$50 - Class A — \$25 - Class B
Manitoba	1.5% of gross revenue
New Brunswick	\$25
Newfoundland/Labrador	1% of prize payout
Nova Scotia	2% of prize value + license fee/\$75-3 yr. license
Ontario	3% of prizes
Prince Edward Island	2% of Prizes
Saskatchewan	\$5 or \$50 – depending on whether prize value exceeds \$1,000

# ***Licensing Methods and License Fees***

<b>Pulltab</b>	<b>Raffles/Other</b>	<b>Use of Revenue</b>
Same	Same	State General Fund
Same as Bingo	Same as Bingo	General Fund
Varies from \$5 to \$75	Varies from \$5 to \$100	Agency
Reg. Operators - \$500	\$200	State General Fund
Same	Same	Same as Tax & Adm. Fees
Included in Bingo License	N/A	Agency
Same as Bingo	Same as Bingo	Agency
Same as Bingo	Same as Bingo	Agency
Included in Bingo Fee	\$10 to \$50-locally assessed	Bingo/Pulltabs - Lottery Fund Other -City/Town Issuing Permit
\$300-annual/\$15 day special	\$5 to \$50 per day	Agency & State General Fund
Same as Bingo	Site permit - \$150	Special Revenue Account
1 Day Pulltab Only - \$10		State General Fund
\$200 to \$300 Biennial	\$30 Biennial	Gaming Commission
\$10 per month		State General Fund
\$10 per occasion or \$500/annual	\$10 to \$1000	Not Reported
See Bingo	See Bingo	Agency
Same as Bingo - \$25 per year	\$25/yr, With Net Over \$30,000	State General Fund
N/A	N/A	40% Municipality/60%State General Fund
See Bingo	See Bingo	NC Bingo Administration Section
		State General Fund
		State General Fund
N/A	\$50 – Class A \$20 – Class B	State General Fund
N/A	N/A	Agency
N/A	N/A	N/A
		State General Fund
		N/A
		State General Fund
Varies by class – ranging from \$561 to \$23,000	Same as Bingo	Agency
\$500 annual \$50 limited license	Varies by class – ranging from \$54 to \$1414	Agency
\$10 per set	\$500 annual \$100 limited license	Criminal Inv. Division
	\$25	State General Fund
	\$150 to \$10,000	Agency
None	Same as Bingo	Gov't General Fund
\$10	1.5% of gross revenue	Agency
\$10 per deal or box	\$25 per event	Lotteries Commission and. Province's Consolidated Revenue Fund
	Raffles - 1% of prize payout	Agency
	Other – 1% of prize payout or \$5 per game or table event.	
3% of prizes + 5% of gross selling price per box.	Same as Bingo	General Revenue
\$20	3% of prizes	Not Reported
		Provincial Treas.
		Provincial Government General Revenue Fund

# Taxation and Administration Fee Methods

State/Province	Bingo Method of Taxation/Fees	Pulltab Method of Taxation/Fees
Alaska	1% fee on net profit if gross receipts exceed \$20,000	3% tax on ideal net of each pulltab series.
Arizona	Class A - 2.5% of net income. Class B - 1.5% Class C - 2% of gross receipts	
Colorado	.3% fees on gross revenue up to \$100,000 pr. qtr. .4 % on \$100,000 or more 1.2% of net sales paid by manufacturers and suppliers	Same as Bingo
Connecticut	5% of gross receipts-less prizes	10% of gross receipts per deal
Illinois	5% of gross proceeds	5% of gross proceeds
Indiana	None	
Kansas	0.2 cents per face sold by distributors to licensees	1% of face value of tickets in each game.
Kentucky	.53% fee on gross receipts	Same as Bingo
Louisiana	5% of sale price	3% of ideal net
Massachusetts	5% of gross receipts	10% of ticket gross
Michigan		40% of net profit (Built into cost of box)
Minnesota	8.5% of net receipts (Plus a progressive tax on gross receipts from pulltab games, tipboards & interest)	1.7% of gross receipts
Mississippi	Class A - 1% Class B & C - 1/2%	2.5%
Missouri	2/10 of 1 cent per bingo face paid by suppliers	2% of retail sales value paid by suppliers
Nebraska	3% of gross receipts	10% of definite profit which is equal to 2.5% of gross proceeds
New Hampshire	7% tax winner take all games only paid by player	\$15 fee per deal paid by organization
New Jersey	None	None
New Mexico	3% of net	3% of net
New York	3% of net profits	5% of net profits
North Carolina	None	
North Dakota	5% state sales tax plus % of city sales tax if	4.5% excise tax on gross proceeds and gaming tax on adjusted proceeds ranging from 5% up to \$200,000; 10% on \$200,000 to 400,000; 15% on 400,000 to 600,000; and 20% over 600,000
Ohio	None	None
Oregon	None	
Pennsylvania	Not Applicable	6% sales tax by org. w/o exemption
South Carolina	16.5 cents per sheet of face value of card purchased	Not Applicable
South Dakota	5% paid by distributor.	Same as Bingo
Texas	5% fee on prizes paid by player.	Same as Bingo
Virginia	1.125% fee on gross receipts paid by orgs.	Same as Bingo
Washington	5% of net receipts (gross minus prizes)	5% of gross or 10% of net receipts (commercial), but 10% of net receipts for non-profit organizations.
West Virginia	None	Retail value fee is 20% of wholesale price of games, paid by distributor.
Wisconsin	1% of gross receipts up to \$30K; then 2% of gross receipts	Not Applicable
Saskatchewan	License Fees Only	
Alberta	License Fees Only	
British Columbia	License Fees Only	
Manitoba	License Fees Only	
New Brunswick	License Fees Only	
Newfoundland	License Fees Only	
Nova Scotia	License Fees Only	
Ontario	License Fees Only	
Prince Edward Island	License Fees Only	

# Taxation and Administration Fee Methods

Raffles/Other Method of Taxation/Fees	How Revenue is Used
1% of net proceeds	State General Fund State General Fund
Same as Bingo	Bingo-Raffle Cash Fund for regulation purposes.
3% of gross proceeds	State General Fund Bingo: 50% Common School Fund/50% Mental Health Fund Pulltabs: 50% Common School Fund/50% IL Gaming Law Enforcement Fund. Other: IL Gaming Law Enforcement Fund
Same as Bingo	Not Applicable 1/3 to Agency – 2/3 to State General Fund
5% of gross receipts	Agency Agency Bingo: 3/5 to General Fund; 2/5 to Lottery. Pulltabs: 50% to Lottery; 50% to Local Aid Fund Raffles/Other: 100% to General Fund
Same as Bingo	Administration of program and State General Fund. State General Fund
2.5%	State General Fund Education Fund
2% of gross receipts	40% Cash Fund, 60% State General Fund
None	Sweepstakes Fund for Education
3% of net	Not Applicable
2% of net profits over \$30,000	State General Fund Agency & Municipalities Not Applicable
5% up to \$200,000; 10% on 200,000 to 400,000; 15% on 400,000 to 600,000;	3% of gaming & excise tax to local law enforcement.
None	Not Applicable
Not Applicable	Not Applicable
Not Applicable	Not Applicable
Same as Bingo`	Council on Aging & Parks, Rec. & Tourism, Comm. On Minority Affairs
Same as Bingo	State General Fund State General Fund
5% of net receipts for raffles over 10,000	Agency Operational Budget
20% of gross for card rooms	Local gambling tax to City or County.
2% of net receipts for amusement games	
Same as Pulltabs	Criminal Investigation Division
None	Property Tax Relief

## Explanation, Fees and Taxes

States and provinces use widely varying methods to assess fees and taxes for the costs of government to regulate charitable gaming and other government programs. The term “fee” is not only used to describe the amount of money charities and suppliers pay for a license to engage in charitable gaming activities, it is also used to encompass “administrative fees” calculated in some jurisdictions as a percentage of various amounts, much like a “tax”.

The widely varying practices have led to confusion in attempting to calculate meaningful comparisons. Reporting jurisdictions react differently when confronted with questions pertaining to “fees”.

The table entitled “Fees and Taxes” uses the term “fees” to encompass both license fees and administrative fees in order to reach a figure that represents the total amount raised in a particular jurisdiction.

The table entitled “Licensing Methods and License Fees” uses the term “fees” to encompass only the method by which a jurisdiction assesses an amount to obtain a license, and not the percentage-based “administrative fees”.

The table entitled “Taxation and Administrative Fee Methods” uses the term “fee” to encompass those administrative fees which are calculated on a percentage basis, and thus look more like the traditional “taxes”, which are also described in the table.

## Staffing/Budget - Source of Budget

State/Province	Total Staff	Agency Budget
Alaska	7	\$650,000
Arizona	7	\$211,338
Colorado	10	\$1,100,000
Connecticut	20	\$1,252,732
Illinois	Not Reported	Not Reported
Indiana	14	\$1,611,100
Kansas	3	\$193,000
Kentucky	52	\$3,512,616
Louisiana	18	\$1,048,056
Massachusetts	25	\$1,026,000
Michigan	24	\$7,900,000
Minnesota	29	\$2,500,000
Mississippi	24	\$1,400,000
Missouri	12	\$521,000
Nebraska	28	\$2,146,576
New Hampshire	9	\$500,000
New Jersey	29	\$1,800,000
New Mexico	1	Not Reported
New York	11	\$2,500,000
North Carolina	1	\$44,753
North Dakota	17	\$781,000
Ohio	40	Not Available
Oregon	7	\$727,341
Pennsylvania	1	N/A
South Carolina	5 FTE/16 PTE	\$800,000
South Dakota	N/A	N/A
Texas	47.5	\$2,786,000
Virginia	21 FTE/7-PTE	\$2,100,000
Washington	176	\$13,797,951
West Virginia	18	Not Specified Amout
Wisconsin	11	\$412,000
Alberta	Not Reported	Not Reported
British Columbia	117	\$15,393,000
Manitoba	49	Not Reported
New Brunswick	15	\$800,000
Newfoundland/Lab.	7	\$350,000
Nova Scotia	68	N/A
Ontario	Not Reported	Not Reported
Prince Edward Island	2	Not Reported
Saskatchewan	29	N/A

# ***Staffing/Budget - Source of Budget***

## **Source of Agency Budget**

General Revenue Fund
General Revenue Fund
License and Administration Fees
General Revenue Fund & Division of Special Revenue Budget
Not Reported
License Fees
Bingo Enforcement Excise Tax & License Fees
Fees on Gross Receipts & License Fees/Late Fines & Adm. Fees
100% Self-Generated
2/5 of Bingo Tax & 50% of Cost of Tickets Sold to Organizations
License Fees, Pulltab Revenue
General Revenue Fund
Revenue Fees, License Fees & Adm. Fines
Commercial Gaming Admission & License Fees
Gaming Taxes and License Fees
Self-Funded
License Fees
General Revenue Fund
5% of Net Proceeds Additional License Fee from Bell Jar Ticket Sales
License Fees
General Revenue Fund
Bingo Fees
License and Report Fees
N/A
Percentage of Bingo Taxes Collected
N/A
General Revenue Fund
Audit, Administration, & License Fees
License Fees/ID Stamps/Fines
Retail Value Fees on Wholesale Price of Raffles
License Fees & Taxes
License Fees
General Revenue Fund
License & Registration Fees
Lottery Commission Budget
License Fees
General Revenue Fund/Fees
Not Reported
License Fees
General Revenue Fund

# Reporting Periods

STATE	Dates
Alaska	1/1/02-12/31/02
Arizona	7/1/02-6/30/03
Colorado	1/1/03-12/31/03
Connecticut	7/1/02-6/30/03
Illinois	7/1/02-6/30/03
Indiana	7/1/02-6/30/03
Kansas	7/1/02-6/30/03
Kentucky	1/1/03-12/31/03
Louisiana	7/1/02-6/30/03
Massachusetts	1/1/03-12/31/03
Michigan	10/1/02-9/30/03
Minnesota	1/1/03-12/31/03
Mississippi	7/1/02-6/30/03
Missouri	7/1/02-6/30/03
Nebraska	7/1/02-6/30/03
New Hampshire	7/1/02-6/30/03
New Jersey	1/01/03-12/31/03
New Mexico	1/1/03-12/31/03
New York	1/1/03-12/31/03
North Carolina	1/1/03-12/31/03
North Dakota	7/1/02-6/30/03
Ohio	11/1/02-10/31/03
Oregon	1/1/03-12/31/03
Pennsylvania	1/1/03-12/31/03
South Carolina	1/1/03-12/31/03
South Dakota	7/1/02-6/30/03
Texas	1/1/03-12/31/03
Virginia	10/1/02-9/30/03
Washington	7/1/02-6/30/03
West Virginia	1/1/03-12/31/03
Wisconsin	1/1/03-12/31/03
Alberta	4/1/03-3/31/04
British Columbia	4/1/03-3/31/04
Manitoba	4/1/03-3/31/04
New Brunswick	4/1/03-3/31/04
Newfoundland/Lab.	4/1/02-3/31/03
Nova Scotia	1/1/03-12/31/03
Ontario	1/1/02-12/31/02
Prince Edward Island	4/1/03-3/31/04
Saskatchewan	4/1/03-3/31/04

State/Province	Statutory Authority
Alaska	AS 05.15 and 15AAC 160.010-995
Arizona	Arizona ADM Code, Title 15, Chapter 7, Arizona Statutes, Title 5 – Chapter 4 - ARS Title 13.3303
Colorado	Constitution of Colorado Article XVIII Section 2 – (1) through (6); Colorado Revised Statutes Title 12 Professions & Occupations – Article 9 Bingo & Raffles Law
Connecticut	Connecticut General Statutes, Sections 7-169 through 7-186q
Illinois	230 ILCS 20/IL Pull Tabs & Jar Games Act; 230 ILCS 25/IL Bingo License & Tax Act 230 ILCS 30/IL Charitable Games Act
Indiana	IC 4-32-6-1, Title 45 IAC-18
Kansas	Kansas Statutes Annotated 79-4701 et seq. K.A.R. 92-23 Regulations
Kentucky	KRS Chapter 238 and 820 KAR Chapter 1
Louisiana	LA Revised Statutes Title 4, Section 701 et seq, and LA Administrative Code, Title 42, Part I, Chapters 17-30
Massachusetts	Mass. General Laws Chapter 10, Sections 37-40; Chapter 271, Section 7A
Michigan	Bingo Act: Michigan Act 382 of the Public Acts of 1972, as amended. Penal Code: Michigan Act 328 of the Public Acts of 1931, as amended.
Minnesota	Minnesota Statute 349.11-349.23
Mississippi	97-33-51 through 97-33-203 Mississippi Code of '72
Missouri	MO Constitution Article III, Section 39a, Chapter 313 - Reg. 11 CSR 45-30
Nebraska	NE Revised Statutes, Sections 9-201 to 9-266 NE Bingo Act; Sections 9-301 to 9-356, NE Pickle Card Lottery Act; Sections 9-401 to 9-437, NE Lottery & Raffle Act; Sections 9-601 to 9-635, NE County & City Lottery Act; Regulations: Title 316, Chapter 35
New Hampshire	RSA 287-A Raffles; 287-D Games of Chance; 287-E Bingo & Lucky 7
New Jersey	NJSA 5: 8 -1-77, NJAC 13:47-1-20.33
New Mexico	Section 60-2B-1 NMSA 1978 & Reg. No. 2B-3 thru 2B-9F
New York	General Municipal Law – Article 9A & Article 14H, Executive Law Article 19-B & NYCRR 9E Rules & Regs
North Carolina	GS 14-309
North Dakota	North Dakota Century Code Chapter 53-06.1, Adm. Code Article 99-01.3
Ohio	Ohio Revised Code Chapter 2915
Oregon	Oregon Revised Statutes Chapter 464 & Administrative Rule, Division 25
Pennsylvania	Local Option Small Games of Chance Act 10 P.S. 311-327 — Regs. 61 PA Code 901.1 et.seq.
South Carolina	SC Code of Laws – Sec. 12-21-3910
South Dakota	Codified Laws of South Dakota –Title 22 Chapter 25
Texas	TX Occ.Code Ann Section 2001 (Bingo Enabling Act) Texas Adm. Code Title 16, Part 9, Chapter 402 (Bingo Regulation & Tax) TX Occ.Code Chapter 2002, Sec. 2002.001 (Charitable Raffle Enabling Act)
Virginia	VA Statutes 18.2 340.15-38, 2.2-2455-6, 2.2-905-6, 11 VAC 15-2210 et.seq.
Washington	RCW 9.46; WAC 230
West Virginia	West Virginia Code Chapter 47, Articles 20, 21 and 23
Wisconsin	Wisconsin Statutes Chapter 563 & 564; CH WGC 41, 42, 43, 44 Wisconsin Administrative Code
Alberta	Alberta Gaming & Liquor Act, and Gaming & Liquor Regulations
British Columbia	Criminal Code of Canada Section 207 (1)(b) / Gaming Control Act & Regulations
Manitoba	Criminal Code of Canada Section 207 (1)(b)and Gaming Control Act of Manitoba
New Brunswick	Criminal Code of Canada – Part VII; Lotteries Act; and The Lottery Terms & Conditions as Established by the Lotteries Commission of NB
Newfoundland/Lab.	Criminal Code of Canada Section 207(2), Newfoundland & Labrador Regulations
Nova Scotia	Gaming Control Act, 1994-95 Bingo, Ticket, Lottery, Carnival & Charitable Gaming & Supplier Regs
Ontario	Criminal Code of Canada; Gaming Contol Act - 1992; Order-In-Council 2688/93
Prince Edward Is.	Criminal Code of Canada Section 207(1)(b) & Lottery Schemes Order
Saskatchewan	Criminal Code of Canada Section 207(1)(b) & The Alcohol and Gaming Regulation Act

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