



NAFTM

2019 ANNUAL REPORT

CHARITY GAMING IN NORTH AMERICA

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.

For more information, please visit our website at www.naftm.org



NAFTM

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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 other supplies used by charities in their fundraising activities.

The members of NAFTM are committed to the promotion of charitable gaming as a profitable endeavor 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 2019 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.

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.



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LETTER FROM THE PRESIDENT

The first NAFTM Annual Report on Charity Gaming was issued in 1987. It wasn't fancy or glossy, but it contained the first ever compilation of charity gaming statistics for the United States and Canada. NAFTM has published an Annual Report for every year since 1987, culminating in this year's report for 2019. Over the years, the NAFTM Annual Report has been the single most often used resource for charity gaming statistics. Used by regulators, legislatures, and the media, the NAFTM Annual Report has become synonymous with Charity Gaming. The 2019 Annual Report, like all others before it, provides a picture of the charity gaming activity in each state providing data. Gross receipts, types of games, regulatory oversight, taxes and fees are all detailed in the report. But the most important piece of information in the Annual Report, this year and every year, is the amount of money devoted to charity. In 2019, like previous years, hundreds of millions of dollars were raised by non-profit groups across the country to support charitable and community causes, emergency and fire departments, veterans, children, education, and athletics. No table or chart can measure the impact charity gaming has on the lives of all of us. Hidden behind the statistics are the scholarships, buildings, equipment service providers and communities that benefit daily from charity gaming revenue. Charity gaming often fills the gaps when government and private dollars are not available. I mention this for two reasons. First, as someone who has been involved in charity gaming for all of those 34 years, I have witnessed the many changes that have occurred. Bingo hard cards, once the norm, have been replaced by paper sheets and electronic devices. Raffles can be found in major league sports stadiums, and pull tabs can be played electronically on hand-held tablets. Most of these innovations would not have been thought possible in 1987, yet now,

are mainstream. Since 1987 we have also seen a massive explosion in other forms of gaming. Today casinos exist in almost every state as do lotteries. Sports betting and on-line gaming are on the agendas of multiple legislatures. The gambling landscape looks radically different than it did in 1987. But for charity gaming, there has been one constant: the money raised continues to go to charity and millions of people all across America are its beneficiaries. I hope that will never change.

The second reason is that this is the last NAFTM Annual Report on Charity Gaming that will be published. In recent years it has become increasingly difficult to obtain the necessary information to publish the report. Although some information is available on public agency websites, without consistent data across all states, it is impossible to draw an accurate picture of charity gaming. We greatly appreciate the states that provided information this year, but as charity gaming is legal in 47 states and the District of Columbia, the limited data we were able to obtain is just not sufficient. We intend to keep the NAFTM Annual Reports on our website, at least until the end of the year.

We want to thank every person and agency that helped us complete our Annual Reports these past 34 years. Without your support, we would not have succeeded. While it is impossible to name everyone who contributed to the creation of the reports, we want you all to know that your dedication, creativity and persistence is greatly appreciated.

Sincerely,



Emile. S. Bourgoyn, President



TERMINOLOGY

BINGO

“Bingo!” has become such a familiar term 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, its most recent origins being traced to 16th 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 generally universally understood to describe a game in which 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.

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 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. About 80% of all jurisdictions permitting bingo allow the use of bingo card minders.

ELECTRONIC AND LINKED BINGO

Electronic and/or linked bingo is an electronic gaming system that allows players to play bingo against each other within a single site or among a state. Play may occur on table top devices or hand-held units. Linked bingo may also be played on paper cards with a single ball call transmitted to multiple sites.

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 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 and found easy acceptance in bingo games. They spread to other locations, such as fraternal clubs, service clubs and 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 seven, 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. Currently, nine states permit the use of electronic pull tab devices.

PULL TABS



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

| 2018 | 2019 | 2020 |
|---|------------|---------------------|
|  | ALASKA | 01.01.19 - 12.31.19 |
|  | COLORADO | 01.01.19 - 12.31.19 |
|  | IDAHO | 10.16.18 - 10.15.19 |
|  | INDIANA | 07.01.18 - 06.30.19 |
|  | KENTUCKY | 01.01.19 - 12.31.19 |
|  | LOUISIANA | 07.01.18 - 06.30.19 |
|  | MICHIGAN | 10.01.18 - 09.30.19 |
|  | MINNESOTA | 07.01.19 - 06.30.20 |
|  | MISSOURI | 07.01.19 - 06.30.20 |
|  | NEBRASKA | 07.01.18 - 06.30.19 |
|  | NEW YORK | 01.01.19 - 12.31.19 |
|  | NEW YORK | 01.01.19 - 12.31.19 |
|  | NEW YORK | 01.01.19 - 12.31.19 |
|  | WASHINGTON | 07.01.17 - 06.30.20 |

GAMES PLAYED

| STATE | BINGO | ELECTRONIC BINGO | PULL TABS | PROGRESSIVE PULL TABS | SEAL CARDS | JAR TICKETS | RAFFLES | LAST SALE | CASINO NIGHTS | LICENSEES |
|---------------|-------|------------------|-----------|-----------------------|------------|-------------|---------|-----------|---------------|-----------|
| Alaska | • | | • | | • | | • | • | | 1114 |
| Colorado | • | | • | • | • | | • | • | | 1123 |
| Idaho | • | | | | | | • | | | 183 |
| Indiana | • | | • | • | • | | • | • | • | 2766 |
| Kentucky | • | | • | • | • | • | • | • | • | 1502 |
| Louisiana | • | • | • | • | | • | • | • | • | 486 |
| Massachusetts | • | | • | | | | • | • | • | 108 |
| Michigan | • | • | • | • | • | • | • | • | • | n/a |
| Minnesota | • | • | • | • | • | • | • | • | | 1144 |
| Missouri | • | | • | | • | • | • | • | | 207 |
| Nebraska | • | | • | • | • | • | • | • | | 780 |
| New York | • | | • | • | • | • | • | • | • | 703 |
| Pennsylvania | • | | • | | | | | • | | n/a |
| Texas | • | | • | • | • | • | | • | | 1019 |
| Virginia | • | • | • | • | | • | • | • | | 252 |
| Washington | • | | • | | | • | • | • | • | 6161 |

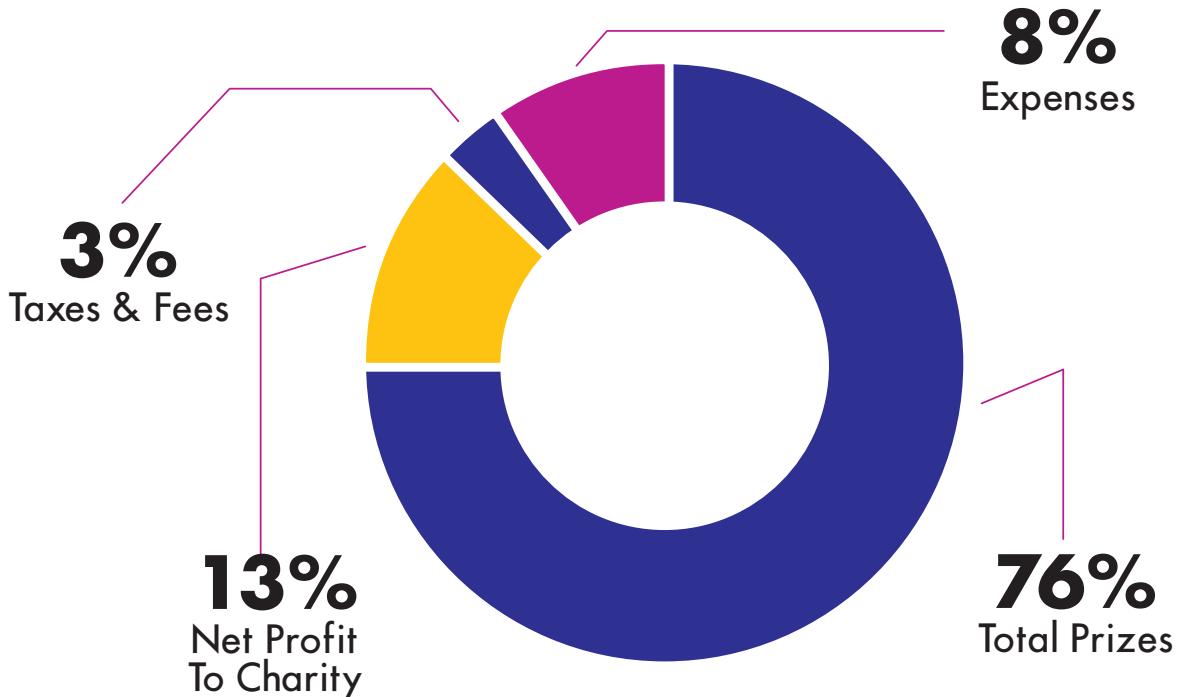


GROSS RECEIPTS

| STATE | BINGO | PULL TABS | RAFFLES | OTHER | TOTAL GROSS RECEIPTS | TOTAL NET PROCEEDS |
|---------------|---------------|---------------|------------|-------------|----------------------|--------------------|
| Alaska | 64,427,187 | 57,188,800 | 14,804,049 | 3,178,462 | 385,226,086 | 36,620,874 |
| Colorado | 38,442,893 | 60,926,687 | 30,327,976 | n/a | 129,967,556 | 28,411,935 |
| Idaho | 3,211,959 | n/a | 6,967,134 | n/a | 10,179,093 | 5,696,918 |
| Indiana | 49,433,872 | 317,253,707 | 46,103,960 | 24,137,696 | 436,929,235 | 74,083,330 |
| Kentucky | 55,440,860 | 406,114,560 | 18,614,253 | 7,857,050 | 489,762,859 | 47,390,171 |
| Louisiana | 45,713,800 | 7,188,800 | 3,206,900 | 9,277,500 | 115,387,000 | 33,913,500 |
| Massachusetts | 22,220,000 | 12,200,000 | 21,400,000 | 80,256 | 55,900,000 | 15,447,013 |
| Michigan | 54,895,209 | 143,649,735 | 85,043,775 | n/a | 283,588,719 | 61,365,603 |
| Minnesota | 76,351,000 | 1,967,700,000 | 11,241,000 | 26,762,000 | 2,082,200,000 | 314,889,000 |
| Missouri | 24,101,504 | 31,952,550 | n/a | n/a | 56,054,054 | 12,612,162 |
| Nebraska | \$5,406,209 | 16,654,331 | 8,339,876 | 264,418,589 | 294,819,005 | 24,809,993 |
| New York | 19,086,709 | 219,351,263 | 3,273,459 | 157,230 | 241,868,661 | 39,705,342 |
| Pennsylvania | n/a | n/a | n/a | n/a | n/a | n/a |
| Texas | \$346,874,628 | 506,269,449 | n/a | n/a | 853,144,077 | 30,460,676 |
| Virginia | 81,424,436 | 155,097,866 | 13,577,384 | n/a | 250,099,686 | 26,462,068 |
| Washington | 17,554,693 | 28,454,822 | 13,648,387 | 9,003,543 | 68,758,029 | n/a |



AVERAGE DISTRIBUTION OF DOLLARS RAISED



TOP 10 STATES

GROSS RECEIPTS

| STATE | TOTAL GROSS RECEIPTS |
|-----------|----------------------|
| Minnesota | 2,082,200,000 |
| Texas | 853,144,077 |
| Kentucky | 489,762,859 |
| Indiana | 436,929,235 |
| Alaska | 385,226,086 |
| Nebraska | 294,819,005 |
| Michigan | 283,588,719 |
| Virginia | 250,099,686 |
| New York | 241,868,661 |
| Colorado | 129,967,556 |

NET PROCEEDS

| STATE | TOTAL NET RECEIPTS |
|-----------|--------------------|
| Minnesota | 314,889,000 |
| Texas | 74,083,330 |
| Kentucky | 61,365,603 |
| Indiana | 47,390,171 |
| Alaska | 39,705,342 |
| Nebraska | 36,620,874 |
| Michigan | 33,913,500 |
| Virginia | 30,460,676 |
| New York | 28,411,935 |
| Colorado | 26,462,068 |

Top ten based on available reported statistics.



FEES & TAXES

| STATE | LICENSE FEES | ADMINISTRATIVE FEES | TAXES | TOTAL |
|---------------|--------------|---------------------|------------|------------|
| Alaska | 117,365 | 396,156 | 1,805,691 | 2,319,212 |
| Colorado | 145,900 | 708,035 | N/A | 853,935 |
| Idaho | 31,850 | N/A | N/A | 31,850 |
| Indiana | 4,162,442 | N/A | N/A | 4,162,442 |
| Kentucky | 118,000 | 9,095,587 | N/A | 9,213,587 |
| Louisiana | N/A | N/A | 865,900 | 865,900 |
| Massachusetts | N/A | N/A | 1,115,827 | 1,115,827 |
| Michigan | 831,530 | N/A | 10,030,493 | 10,862,023 |
| Minnesota | 1,854,195 | 2,907,711 | 78,300,000 | 82,712,000 |
| Missouri | 25,470 | N/A | 1,186,556 | 1,212,026 |
| Nebraska | 144,280 | N/A | 6,128,701 | 6,272,981 |
| New York | 2,771,371 | N/A | N/A | 5,484,806 |
| Pennsylvania | N/A | N/A | N/A | N/A |
| Texas | 629,169 | 31,201,536 | N/A | 31,830,705 |
| Virginia | 85,500 | 2,289,325 | N/A | 2,374,825 |
| Washington | 1,034,110 | Varies by type | 951,785 | 1,985,985 |

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."

TAXTION & ADMINISTRATIVE FEE METHODS

| STATE | BINGO | PULL TABS | RAFFLES | OTHER |
|---------------|--|--|------------------------------|--|
| Alaska | 0 | 3% of Ideal Net | 0 | 0 |
| Colorado | n/a | n/a | n/a | n/a |
| Idaho | n/a | n/a | n/a | n/a |
| Indiana | N/A | N/A | N/A | N/A |
| Kentucky | n/a | n/a | n/a | n/a |
| Louisiana | 5% for paper, 8% for paperless handhelds | 3% of Ideal net (Net profit less cost) | N/A | 5% of miscellaneous sales |
| Massachusetts | 5% gross | n/a | n/a | 5% gross |
| Michigan | n/a | 40% of Net Profit from each deal | n/a | n/a |
| Minnesota | 8.5% gross less prizes | 9%-36% gross less prizes (graduated scale) | 8.5% gross less prizes | 8.5%-36% depending on games and volume |
| Missouri | .002 face value | 2% gross | n/a | n/a |
| Nebraska | 3% gross receipts | 10% definite profit | 2% gross receipts | 2% gross receipts |
| New York | n/a | n/a | n/a | n/a |
| Pennsylvania | n/a | n/a | n/a | n/a |
| Texas | n/a | n/a | n/a | n/a |
| Virginia | | | | |
| Washington | Varies by local jurisdiction | Varies by local jurisdiction | Varies by local jurisdiction | Varies by local jurisdiction |



STAFFING & BUDGETS

| STATE | TOTAL STAFF | AGENCY BUDGET | SOURCE OF AGENCY BUDGET |
|---------------|-------------|------------------|--|
| Alaska | 3 | 505,000 | |
| Colorado | 3 | \$306,795 | Administrative/regulatory fees |
| Idaho | 0.7 | \$65,782 | Licensing Fees/Other |
| Indiana | 17 | 1,647,932 | Licensing Fees/Other |
| Kentucky | 28 | \$9,095,587 | Administrative/regulatory fees |
| Louisiana | 20 | 2,198,500 | Administrative/regulatory fees/ Licensing Fees/Other |
| Massachusetts | NA | NA | Other |
| Michigan | 18 | 10,200,000 | Administrative/regulatory fees/ Licensing Fees |
| Minnesota | 30 | \$3,472,000 | Administrative/regulatory fees/ Licensing Fees |
| Missouri | NA | NA | Other |
| Nebraska | NA | \$1,481,827 | Licensing Fees/Other |
| New York | NA | NA | |
| Pennsylvania | 2 | NA | |
| Texas | NA | NA | Administrative/regulatory fees/Appropriation |
| Virginia | | | |
| Washington | NA | We do not budget | Administrative/regulatory fees/ Licensing Fees |

LEGAL AUTHORITY

| STATE | STATUTORY AUTHORITY |
|---------------|---|
| Alaska | Alaska Statute (AS) 05.15 and Alaska Administrative Code (AAC) 15.160 |
| Colorado | Colorado Constitution, Article XVIII, Section 2; CRS Title 24, Article 21, Part 6; 8 CCR 1505-2 |
| Idaho | Idaho Code Title 67, Ch 77; IDAPA 52 |
| Indiana | Indiana Code 4-32.3 & Indiana Administrative Code Title 68 Article 21 |
| Kentucky | KRS Ch. 238; KAR Title 820 |
| Louisiana | LA Revised Statutes, Title 4:701 et seq and LA Administrative Code, Title 42:1701 et seq |
| Massachusetts | Sec. 38, Ch. 10 General Laws; Sec. 39A, Ch. 10 |
| Michigan | Act 382 of the Public Acts of 1972, as amended |
| Minnesota | Minn. Stat. Ch. 349; Minn. Stat. 297E; Minn. Rule 7861-7864 |
| Missouri | RSMO 313; 11 CSR 45-30 |
| Nebraska | Title 9, Articles 1- 4, and 6; Reg-35-100-400 and 600 |
| New York | EXC Art. 19-B; GMU Art. 14-H; GMU Art. 9-A; Parts 4600-4831. |
| Pennsylvania | Liquor Control Enforcement |
| Texas | Tx. Occ. Code Section 2001; Tx Admin. Code Ch. 402 |
| Virginia | Article 1.1.1. Charitable Gaming Statutes and 11VAC15-40 Charitable Gaming Regulations |
| Washington | RCW 9.46 |



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