

FY2017 Charitable Gaming recap in Minnesota

Sales (Increase of 13% +\$206 million)	\$1,724,355,283.00
Prizes (Overall payout increased to 83.9% from 83.4%)	\$1,447,947,683.00
Banked	\$276,407,600.00
Expenses (Rent \$26.9 million, Cost of Games \$34.8 million and Wages \$59.1 million account for 87% of our total expenses)	\$138,394,154.00
Remaining after Expenses	\$138,013,446.00
Organization License Fee (\$350)	\$398,650.00
GM License Fee (\$100)	\$128,000.00
Premises Permit (\$150)	\$441,300.00
Regulatory Fee (.00125 of sales)	\$2,142,394.00
City Taxes/Fees	\$2,433,000.00
Federal Taxes	\$743,000.00
State Gambling Tax	\$63,632,000.00
State Sales Tax on Wholesale goods and leases	\$2,390,850.00
Donation Funds Available (up \$1 million from FY2016)	\$65,704,252.00
	\$138,013,446.00

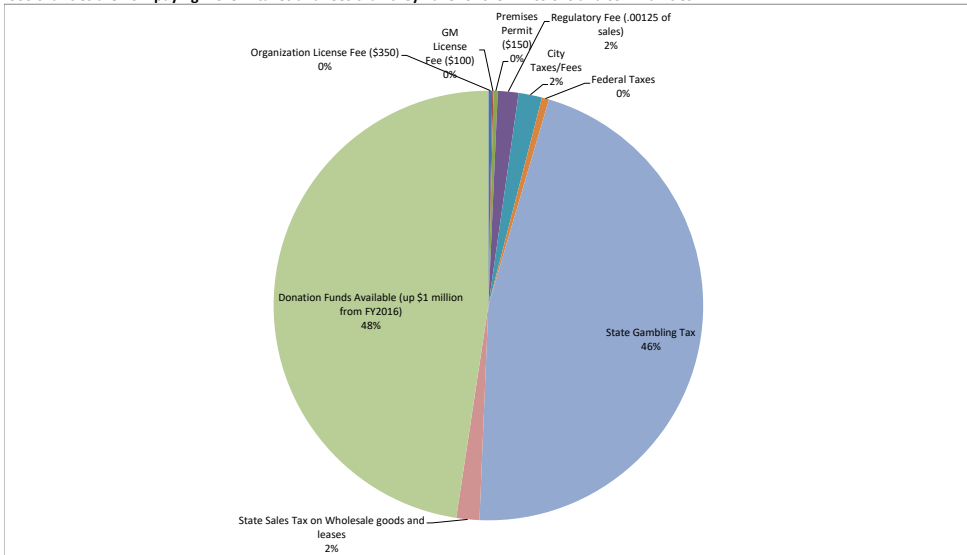
Total Taxes and Fees 2017	\$72,309,194.00
Total Taxes/Fees as a % of what remained after expenses	52%
State of MN Accounts for 95.6% of Taxes/Fees (Cities 3%, Federal 1.4%)	

Overall charities are now netting 3.84 cents for every dollar touched, down from 4.32 cents in FY2016
 This is an 11% drop in purchasing power for our missions and communities

Sales increased by \$206 million dollars and charities netted \$1 million more than FY2016

- Sales increased 13% while taxes/fees increased 15%
- Taxes/Fees increased \$11 million
- Rent increased \$2.6 million (\$27 million total)
- Cost of paper games increased \$1.1 million to \$25.7 million (Payout of paper tabs 84.6%, Payout of paper bingo 76.1%)
- Electronics revenue share increased \$5.1 million to \$9 million (Payout of e-tabs 85.7%, Payout of e-bingo 83%)
- Wages increased \$3 million (\$59 million total)

Charities as a whole are now paying more in taxes and fees than we have for our missions and communities
 A for profit business with our income would have paid \$13.6 million in taxes, \$52 million less than charities actually paid
 300 charities are now paying more in taxes and fees than they have for their missions and communities



FY2017 In Review	% Change	Amount of Inc./Dec.
Sales UP	13%	\$206 million
Payout UP	0.01%	0.5 cent
Taxes/Fees UP	15%	\$11 million
E Revenue Share UP	225%	\$5 million
Rent UP	10%	\$2.6 million
\$ to Bottom Line UP	1.5%	\$1 million
Profit Per \$ Touched DOWN	-11%	0.48 cent