



February 23rd, 2026

To the Honorable Members of the Alaska Legislature,

My name is Jon Weaver, and I am the owner of Pilot Games., Inc. (“Pilot”). Since 2014, Pilot has provided electronic pull-tab products in Minnesota and has consistently served as a market leader in that state’s charitable gaming industry.

I write to express my full and unequivocal support for SB 170. We have carefully reviewed the Labor and Commerce Committee version of the bill as released from committee, and in my professional judgement, the committee has undertaken thorough research and crafted a well-structured, balanced piece of legislation. In my view, SB 170 is ready to pass as written.

Approximately two years ago, Matt Fischer of Alaska Wholesale — an Alaska-owned pull-tab distributor — contacted us to discuss the potential introduction of Minnesota’s tablet-based electronic pull-tab model in Alaska. His objective was clear: to protect the long-term sustainability of charitable gaming while preserving the community-based model upon which nonprofit organizations depend on. He recognized that rising paper material and production costs were placing increasing pressure on margins and sought to explore a responsible path toward modernization.

SB 170 closely reflects Minnesota’s charitable gaming framework, which has proven stable, competitive, and accountable. Our regulatory structure ensures nonprofit control, strong state oversight, and fair competition among licensed manufacturers and distributors. The continued separation between manufacturers and distributors has been critical in fostering innovation while preventing market concentration. That balance protects nonprofit beneficiaries and safeguards the integrity of the industry.

At Pilot, responsible game design is a core priority. Our game math are structured to emphasize time on device, rather than accelerate wagering. Game play is thoughtfully paced and extended through bonus features, interactive mechanics, and engaging design elements. Charitable gaming should remain be recreational, social, and community focused – and our products are developed with those principles in mind.

In Minnesota, electronic pull-tabs have not replaced traditional paper games. To the contrary, paper pull-tab sales have grown significantly since the introduction of e-tabs. Organizations that have implemented tablet-based games have often experienced increases in paper sales. We intentionally design our electronic games to offer a distinct experience rather than replicate paper pull-tabs. The two formats complement one another – tablets broaden participation and enhance accountability through secure tracking and transparent reporting, while traditional paper games continue to thrive for players who prefer that format.

We have already initiated preliminary game development tailored specifically for Alaska in anticipation of SB 170's passage and the adoption of tablet-based e-tabs. We would not undertake that investment without confidence in the stability of the proposed regulatory framework and the long-term viability of Alaska's charitable gaming system.

The economic reality is straightforward. Charitable gaming cannot rely exclusively on paper pull-tabs indefinitely. Material and production costs continue to increase, while price points remain fixed — a \$1 ticket remains a \$1 ticket. Over time, this static pricing structure places growing pressure on nonprofit organizations. Electronic delivery provides a more efficient platform that to help offset rising costs without increasing wager limits or altering Alaska's intentionally low-stakes charitable model.

SB 170 does not expand gambling, rather it modernizes charitable gaming within clearly defined regulatory guardrails. It preserves nonprofit control, ensures competitive fairness, enhances accountability, and supports a sustainable future for charitable fundraising in Alaska.

I respectfully urge you to support SB 170 as written.

Sincerely,

Jon Weaver
Owner
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