



Alaska Wholesale LLC
55430 Sterling Hwy.
Kasilof, AK 99610
alaskawholesale@gmail.com
ETab Website: 907ETabs.com
Pulltab Website: 907PullTabs.com
907-252-1311

February 23, 2026

To: Senate Finance Committee

From: Matthew Fischer, Alaska Wholesale LLC

Subject: Support for SB170 – Charitable Gaming Modernization

Dear Members of the Senate Finance Committee,

I am writing in strong support of SB170, the charitable gaming modernization proposal.

My wife, Amber, and I are the owners of Alaska Wholesale LLC in Soldotna. We are a licensed pull-tab distributor that has served Alaska nonprofits for over 30 years. We took over the business from my father, Paul Fischer, who founded the company to ensure nonprofits had a stable, low-cost, and competitive source for charitable gaming products. We continue that mission today. We are now one of only two independent, full-time distributors remaining in Alaska, and preserving competition at the distributor level is critical to protecting nonprofit organizations.

This proposal is thoughtful and forward-looking. It authorizes tablet-based electronic pull-tabs while preserving the existing distribution structure that ensures competitive pricing and nonprofit protection. The work that has gone into studying other states—particularly Minnesota—and engaging stakeholders across the industry is evident in the balanced approach reflected here.

As distributors, we view this industry from a long-term perspective. While many organizations place weekly product orders, we are forecasting inventory and pricing annually. Like every other sector of the economy, we are seeing sustained increases in the cost of paper, printing, shipping, and materials. These pressures are not theoretical—they are current and ongoing. Without additional tools to stabilize the system, charitable gaming risks reaching a point where rising operational costs consume a greater share of proceeds, leaving less available for nonprofit missions.

Electronic pull-tabs provide strong entertainment value while still supporting charitable causes. For example, if a player starts with \$100 and plays \$1 games with a 90% payout, and continues replaying their winnings, the expected entertainment value is roughly 900–1,000 plays, with the mathematical average being about 1,000 plays. Because the expected loss per play is approximately ten cents, that \$100 bankroll stretches across a substantial number of plays before being exhausted.

That level of entertainment is directly comparable to venues such as Dave & Buster's or Chuck E. Cheese, offering an engaging and interactive experience for participants. The difference is that electronic pull-tabs provide that entertainment while at the same time producing meaningful revenue for nonprofit missions across the state.

Importantly, companies such as Pilot Games have intentionally designed their electronic pull-tabs with bonus rounds, reveal sequences, and interactive features that ensure the pace of play is controlled and engaging. In many cases, the experience is as slow—or even slower—than traditional paper pull-tabs when factoring in the time required to physically pay winners and deal the next game. These design elements help preserve the entertainment experience while maintaining the charitable focus at the core of Alaska's gaming system.

Participation is entirely optional:

- No nonprofit, operator, or bar is required to use electronic pull-tabs.
- The proposal includes caps on manufacturer and distributor revenue share, as well as prize payouts. These are maximum limits, not mandates.
- Organizations remain free to negotiate lower rates and select games with lower payout structures if they choose.

This structure preserves a competitive marketplace while maintaining clear guardrails that protect nonprofit beneficiaries.

I will be candid: two years ago, I opposed electronic pull-tabs. After researching the Minnesota model in depth and seeing how responsibly they have been implemented, I changed my position. Minnesota has demonstrated that electronic and paper pull-tabs can coexist successfully. In fact, since the introduction of electronic pull-tabs in Minnesota, paper pull-tab sales have increased significantly alongside electronic options.

However, the most important point is this: we must act now. This is not a future concern—we are already in the middle of significant financial pressure. Costs have risen sharply, margins are tightening, and nonprofits are feeling it today. We are already seeing pull-tab locations close because organizations simply cannot afford to continue operating. On the Kenai Peninsula alone, multiple pull-tab outlets have shut their doors due to rising costs and declining sustainability.

We are approaching a tipping point. Once locations close and charitable revenue streams disappear, rebuilding that infrastructure is extremely difficult. If we wait until further contraction occurs, we will be reacting under crisis conditions rather than acting with foresight. This proposal provides a stabilizing tool at a critical moment. It allows us to strengthen the system while it is still functioning, instead of attempting to repair deeper damage later.

When nonprofits lose their ability to raise funds independently, they often turn to government for support. As you know, the State is already facing significant fiscal constraints and simply does

not have excess resources available to replace lost charitable revenue. Strengthening charitable gaming now helps nonprofits remain self-sustaining and reduces additional pressure on state budgets in the future.

Charitable gaming is one of the few areas where Alaskans voluntarily spend money knowing it supports community missions. Acting now ensures those missions remain funded, communities remain supported, and nonprofits remain independent.

We respectfully encourage you to move this forward as written and to act this year. Even small adjustments in a complex regulatory framework can have unintended cascading effects, and delay only increases uncertainty for nonprofits that are planning their budgets today.

If you have any questions, I would be glad to speak with you directly. I can be reached at 907-252-1311 or alaskawholesale@gmail.com.

Thank you for your time and consideration.

Sincerely,
Matt Fischer
Alaska Wholesale LLC
Soldotna, Alaska