

Senator Bjorkman  
Chair, Senate Labor and Commerce Committee

April 22, 2025

IN RE: SB170 – A Statement in Support

Dear Sen. Bjorkman:

On behalf of Diamond Game, a charity gaming manufacturer providing electronic pull tabs and similar products across North America, as well as our sister companies that have 40+ years' experience providing charity gaming products, such as pull tabs, bingo paper, electronics and daubers, to Alaska and North America, we support SB 170. While no piece of legislation will please all parties 100%, SB 170 is a well-crafted bill that addresses all the significant issues surrounding electronic pull tabs in an even-handed manner.

We support this bill because electronic pull tabs on a tablet will help charity gaming stay relevant in today's video age, generating incremental revenue for charities and local businesses.

Much of the discussion last year surrounding electronic pull tabs was not whether electronic pull tabs would be good for charities, but whether the form of electronic pull tabs should be slot-like cabinets, handheld tablets, or both. Between legislative sessions, a committee of Alaska charity gaming stakeholders was formed to study the subject and that committee voted for a tablets-only approach to electronic pull tabs. We support the committee's position.

We believe the committee's rationale for tablets-only includes the following arguments, which are supported by our experience in other markets:

- Tablet electronics have proven to be complementary and incremental to existing pull tab fundraising.
  - In Minnesota, traditional pull tab gross sales increased 100%, from \$1,054,000,000 in 2013 to \$2,048,000,000 in 2024, while electronic pull tab tablet gross sales grew from \$0 to \$2,670,000,000 over the same period, proving that electronics can be complementary and incremental to existing charity gaming.
  - Cabinet electronic pull tabs, on the other hand, have proven to cannibalize paper pull tab sales in numerous markets.

- Tablets will generate significant incremental revenue for Alaska charities and other stakeholders while:
  - Not looking like a slot machine or creating mini-casinos across Alaska
  - Not cannibalizing paper pull tab sales
  - Giving all stakeholders a fair and even opportunity to participate in electronic pull tabs, regardless of location size or type. (Note that a choice between cabinets and tablets is a false choice as cabinets will quickly dominate the market and put sites without the space for cabinets at a disadvantage.)

Thank you for sponsoring this important piece of legislation in support of charity gaming.

Sincerely,



Bill Breslo