

SENATE LABOR AND COMMERCE HEARING

Senate Bill 170

"An Act relating to gaming; relating to bingo; relating to pull-tabs and electronic pull-tab systems; and providing for an effective date."

May 2, 2025



**POLLARD
CHARITABLE**
GAMES GROUP



AMERICAN GAMES
A POLLARD BANKNOTE COMPANY



DiamondGame
A POLLARD BANKNOTE COMPANY



International Gamco
A POLLARD BANKNOTE COMPANY



A POLLARD BANKNOTE COMPANY



A POLLARD BANKNOTE COMPANY

POLLARD CHARITABLE GAMES GROUP



Serving charitable gaming organizations and lotteries

Committed to raising money for good causes!



POLLARD CHARITABLE GAMES GROUP

Supporting the AK charitable market for 38+ years

Pull tabs, pick-boards and bingo verifiers

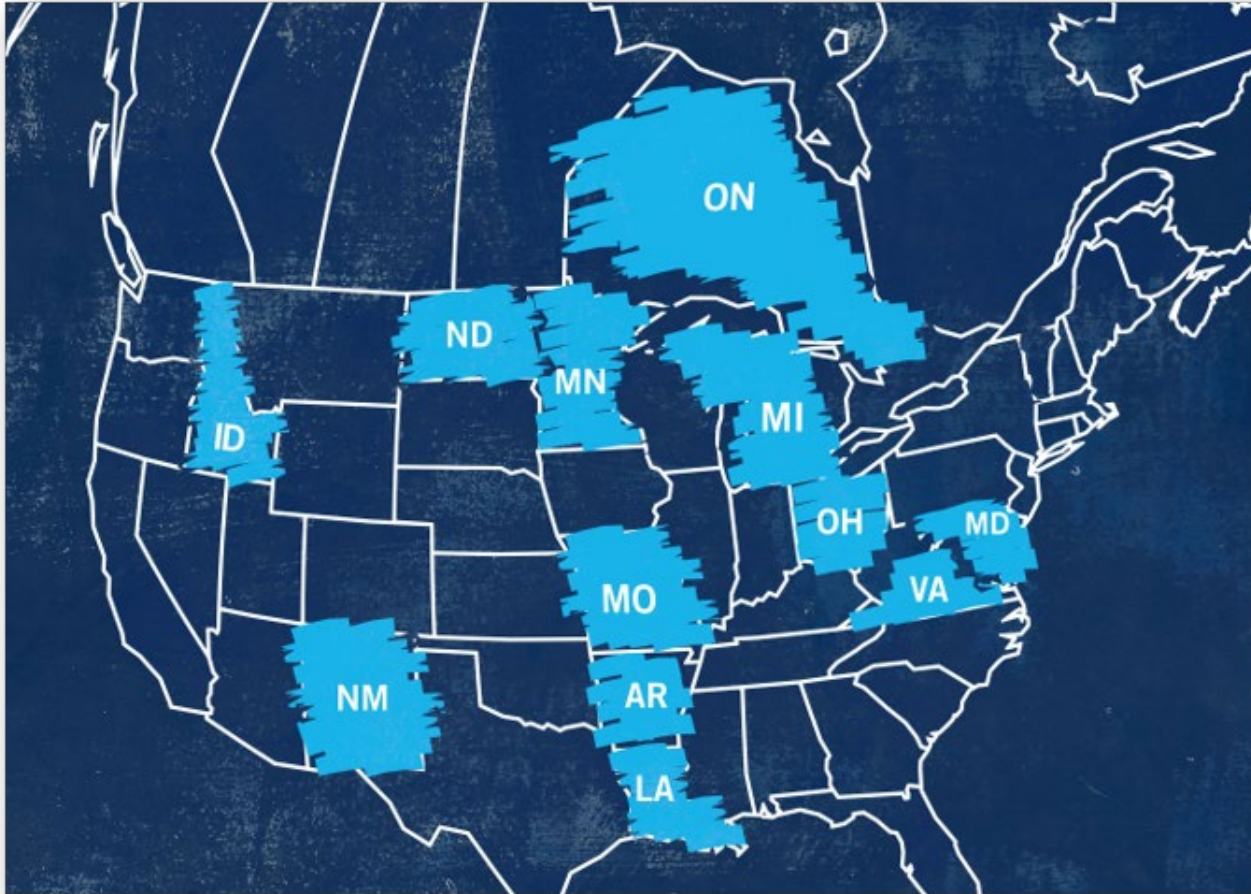
Bingo paper, daubers, and pull-tab vending solutions

One stop shop for charitable organizations

Experience and longevity - providing charitable gaming products to customers in 40+ states since 1985!



DIAMOND GAME



31 years in gaming, founded 1994

Manufacturer for charity, lottery, casino
& racetrack markets

Design, produce, and service games
and systems

Subsidiary of Pollard Banknote Limited,
a family-owned/operated since 1907

eTABS – CABINETS & TABLETS



We put the 'e' in eTabs!

engaging

exciting

entertaining

COMMITTEE VOTES TABLETS-ONLY

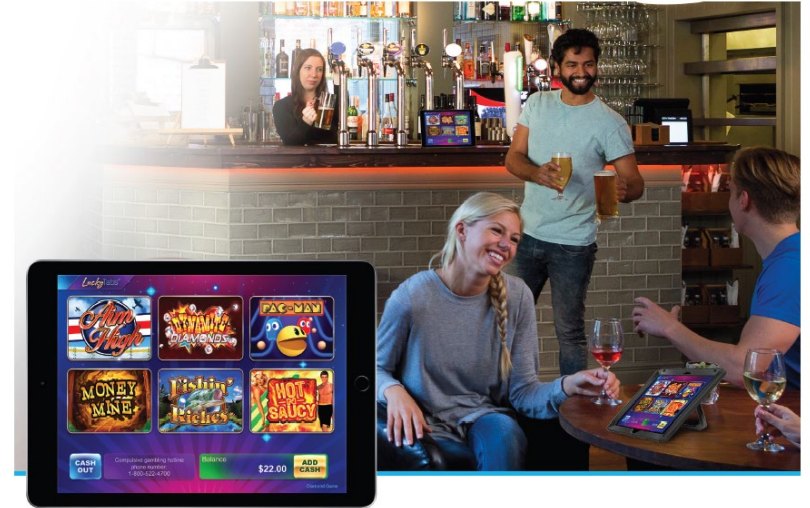
TABLETS

Fit any venue size, type and location

Provide an even playing field

Do not create mini-casinos

Grow charity gaming without cannibalizing existing paper pull tabs



CABINETS

Highly visible as gambling devices

Require more floor space, not fair to all locations

More involved shipping and installation

Will dominate the marketplace



TABLETS COMPLEMENT PULL TABS

MN paper pull-tab revenue grew 100%

- From \$1,054,000,000 to \$2,048,000,000 between 2013 and 2024
- While eTabs grew from \$0 to \$2,670,000,000

Why?

- Pull-tab and tablet transactions happen at the same counter

Cabinets cannibalize pull-tabs; why?

- Cabinets pull players away from the pull-tab counter

CABINETS CANNIBALIZE PULL TABS



Cabinets expected to cut into pull-tab sales

- Idaho saw a 50% decline in traditional pull-tab sales after eTab cabinets deployed
- Data, and local distributors, from North Dakota, Ohio, Virginia tell a similar story of decline in paper pull-tab sales
 - All are cabinet markets
- The exception: Minnesota, a tablet-only market

NO REASON TO AUTHORIZE CABINETS

1. Cabinets unlikely to deliver more revenue to charities
2. Cabinets not needed to compete with other venues
3. Cabinets will cannibalize paper pull tab sales
4. Cabinets are more expensive to build, ship/install and maintain

Performance data available for cabinets and tablets don't explain an important difference:

- Cabinet payouts are 90 – 94%, average ~92%
- Tablets in MN pay out 85%
 - 92% Payout = 
 - 85% Payout = 
 - Must equalize for payout percentage differences for the data to be meaningful

TABLETS CAN COMPETE

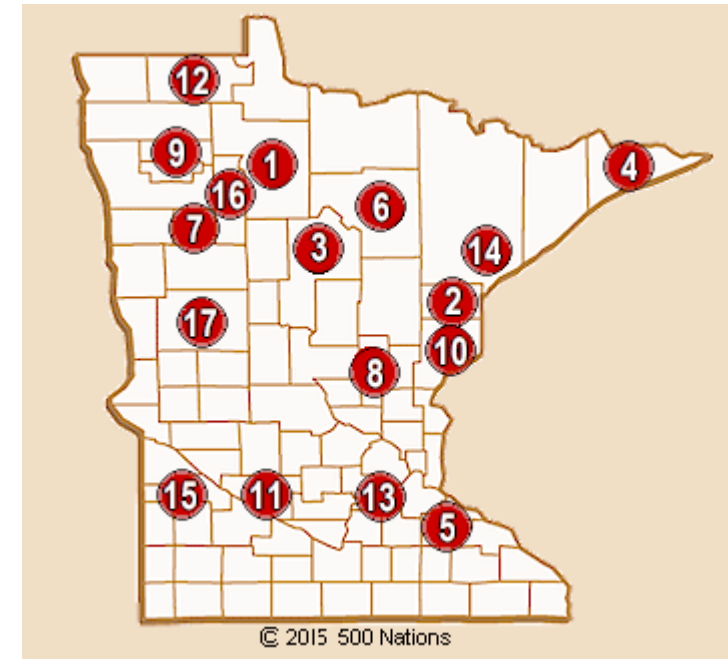
21 Tribal Casinos in 17 MN Counties

Including Mystic Lake, a 125,000 sq. ft. casino with 4,000 slot machines, 25 minutes Southwest of Minneapolis



In addition, there are 15-20 smaller venues, e.g. liquor stores, with slot machines

Source: 500Nations.com



MN eTAB TABLETS

End of 2024:

2,540 Locations

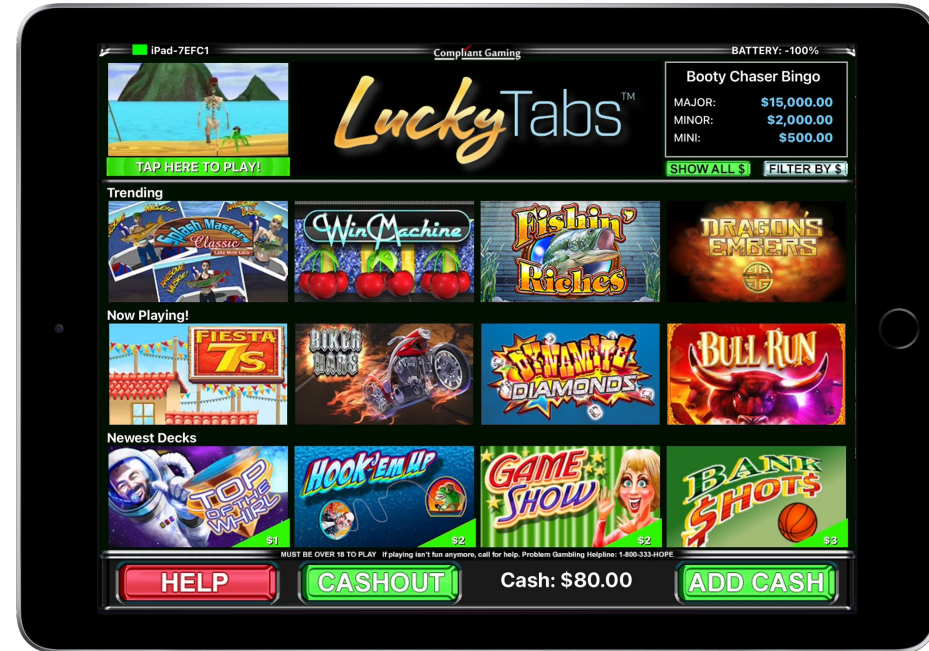
15,000+ Tablets in MN (est.)

\$375M Total Net Win

\$148K Net Win/Year/Location (pre-splits)

\$412 Net Win/Day/Location (pre-splits)

Hard to argue with success



THANK YOU

